

**LIVE NATION ENTERTAINMENT, INC.**  
**FIRST QUARTER 2017**  
**SUPPLEMENTAL OPERATIONAL AND FINANCIAL INFORMATION**

**\*\* Information presented is as of May 4, 2017, unless otherwise indicated \*\***

**Concerts**

Through April 30, 2017, the company has booked over 4,000 arena, stadium and amphitheater shows for the year, up 10% over the same date in 2016. That growth has been led by arena and stadium shows, which are up 18% and 32%, respectively, over the prior year.

Germany is currently expected to be the company's number two concerts market in Europe in 2017, with the promotions business there having been acquired just last year. The company currently expects over 1.5 million fans to attend its shows in Germany during the year.

The company currently expects to hold approximately 96 festivals across its global portfolio in 2017, and expects to increase total festival attendance to over 8 million fans for the year.

The company currently expects to have approximately 9,000 shows internationally in 2017, with more than 25 million fans expected, continuing to demonstrate the power of promoting artists in 40 countries around the world.

**Ticketing**

Ticketing fee-bearing gross transaction value (GTV) was up approximately 18% to \$3.7 billion globally in the first quarter, at constant currency.

For primary ticketing, ticket sales and pricing increased by approximately 11% and 6% on average, respectively, versus the first quarter of 2016.

North America and International grew primary ticket volume in the first quarter of 2017 by approximately 10% and 11%, respectively.

The company's concerts segment drove approximately 60% of the primary ticket volume growth and 70% of the primary GTV growth in the company's ticketing business for the quarter.

The company's concerts segment was the primary growth driver in secondary ticketing, as well, accounting for approximately 70% of the increased GTV in this business for the quarter.

Mobile ticket sales increased approximately 39% year-over-year for the quarter, and overall mobile sales now represent approximately 30% of the company's global ticket sales.

## **Outlook & Miscellaneous**

For concerts, the company currently expects to deliver mid-single-digit growth in both show count and attendance for the full-year 2017, with the second quarter currently looking to be particularly strong for both show count and attendance due to arena and stadium shows and some timing of major festivals.

Given the anticipated strength of the second quarter for concerts, the company currently expects to deliver adjusted operating income at a slightly higher percentage of full-year adjusted operating income in the second quarter compared to the second quarter of 2016.

The company currently expects double-digit growth in festival sponsorship for the full-year 2017, and overall expects to deliver operating income growth and double-digit adjusted operating income growth for its sponsorship & advertising business for the year.

For ticketing, the company currently expects the first quarter will be its best year-on-year quarter in the year given the volume of concerts put on sale, with mid- to high-single-digit adjusted operating income growth currently expected in the segment for the full-year 2017.

Based on rates today, the company currently expects foreign exchange impacts in the second quarter to be about the same as the one to two percent impact on the business in the first quarter of 2017.

The company currently expects total capital expenditures of approximately \$220 million for the full-year 2017, with approximately half of that total to be used for revenue generating capital expenditures.

For 2017, the company currently estimates that we it will record approximately \$60 million of accretion related to redeemable noncontrolling interests.

## **Forward-Looking Statements**

The supplemental information provided above contains certain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ, including statements regarding Live Nation's anticipated future operational and financial performance. Please refer to Live Nation's SEC filings (including its most recently filed Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K), available in the SEC Filings section of its website at [investors.livenationentertainment.com](http://investors.livenationentertainment.com), for a description of risks and uncertainties that could impact the actual results.