

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

**\*\* Information presented is as of August 9, 2017, unless otherwise indicated \*\***

**Concerts**

Attendance at the company's arena shows was up approximately 36% in the second quarter of 2017 compared to the prior year, with over 6.5 million fans.

Attendance at the company's amphitheater shows was up approximately 14% in the second quarter of 2017 compared to the prior year, with higher than normal phasing of shows into the second quarter of 2017.

Attendance at the company's stadium shows was up approximately 29% in the second quarter of 2017 compared to the prior year, with approximately 4.5 million fans attending over 100 shows globally.

Through July 2017, the company has sold over 68 million tickets for 2017 shows, an increase of approximately 22% compared to the same point in the prior year.

The company currently expects to increase its show count to over 28,000 and to grow its attendance to approximately 80 million for 2017.

**Sponsorship & Advertising**

The company increased its sponsorship per fan at festivals by approximately 6% for the first half of 2017 compared to the prior year.

The company currently has over \$300 million in sponsorship and advertising net revenue contracted for 2017.

The sponsorship part of the company's business was particularly strong in the second quarter of 2017, with its revenue up approximately 37%, while online revenue was up approximately 16%, both at constant currency compared to the prior year.

**Ticketing**

Primary ticketing fee-bearing gross transaction value (GTV) was up approximately 9% globally in the second quarter of 2017 compared to the prior year, driven by international growth of approximately 27%.

Secondary ticketing was down approximately 2% in the second quarter of 2017 compared to the prior year, as the second quarter of 2016 was up approximately 50% versus the same period in 2015.

Based on results through July 2017, the company currently expects to deliver double-digit growth in secondary GTV for the third quarter of 2017 compared to the prior year.

For 2017, the company currently expects ticketing margins to be flat year-on-year, despite margins being a bit off in the second quarter of 2017 compared to the prior year from lower growth.

## **Outlook & Miscellaneous**

By division, each on a constant currency basis:

- Concerts – The company currently expects continued strong adjusted operating income growth for 2017. From a timing standpoint, coming off very strong activity in the second quarter of 2017, the company currently expects the majority of remaining fan growth to come in the fourth quarter of 2017.
- Sponsorship & Advertising – The company currently expects to deliver adjusted operating income growth in the low teens for 2017.
- Ticketing – The company currently expects to deliver high-single-digit adjusted operating income growth for 2017, with most of the remaining growth for the year coming in the fourth quarter, as concerts for 2018 go on sale.

The company currently expects record free cash flow – adjusted for 2017, with adjusted operating income conversion into free cash flow – adjusted expected to be at historical rates.

The company currently expects the third quarter of 2017 to comprise a similar percentage of full-year activity as in 2016.

Current forecasts indicate that the foreign exchange impact on full-year 2017 overall revenue and adjusted operating income will be negligible.

Interest expense in the second quarter of 2017 included approximately \$1 million of expense related to the refinancing of the company's \$970 million Term Loan B facility. The company currently expects that the reduction in the interest rate from LIBOR plus 2.5% to LIBOR plus 2.25% will reduce annual interest expense by approximately \$2.4 million.

For 2017, the company currently estimates that the impact to earnings per share for the accretion of redeemable noncontrolling interests will be approximately \$65 million.

## **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.