

**LIVE NATION ENTERTAINMENT, INC.**  
**FIRST QUARTER 2014**  
**SUPPLEMENTAL OPERATIONAL AND FINANCIAL INFORMATION**

**\*\* Information presented is as of May 6, 2014, unless otherwise indicated \*\***

**Concerts**

Attendance at the company's North American arenas increased by 34% in the first quarter of 2014 compared to the prior year, and international arena attendance increased by 18% over the same time period. Overall, arena show count was up 10% in the first quarter of 2014 compared to the prior year.

The growth in ticket sales for the company's concerts in the first quarter has been across all venue types, with nine artists already selling over 500,000 tickets for the year.

The company currently expects its number of stadium shows to increase by at least 15% in 2014 versus 2013. Last week, the company sold 500,000 tickets in the first three days of sales for the Jay-Z and Beyonce tour.

Through April 2014, the company has sold approximately half of its expected tickets for the year, and based on sales to date and its existing pipeline, the company currently expects to deliver continued attendance growth for the full year, with this growth and improved performance in the company's festival business expected to deliver strong growth in 2014 concerts profitability.

The company is currently seeing a seasonality variance in its concerts business thus far in 2014, with a significant shift from the second quarter into both the first and third quarters as compared to 2013. The company currently expects to see strong growth in both festivals and stadium attendance in the third quarter of 2014 versus the prior year, with all growth in festival attendance projected for the third quarter and stadium attendance projected to increase by over 50% in the third quarter. As a result, the company currently expects that the second quarter of 2014 will be impacted by the shift out of arena activity into the first quarter and festival and stadium activity into the third quarter.

**Artist Nation**

In 2014, the company currently expects to approximately double from 2012 the number of shows promoted by Live Nation for major Artist Nation artists.

The company's artist management division is a global leader, managing over 250 artists, and the company currently expects to continue adding to this portfolio.

## **Ticketing**

The company's North American ticket volume increased by 2% in the first quarter of 2014 versus 2013, with gross transaction value increasing by 8% over the same time period. Internationally, ticket volume increased by 3% in the first quarter of 2014 versus 2013, with gross transaction value increasing by 10% over the same time period.

The company is currently tracking toward what it believes could be \$1 billion in resale gross transaction value from the launch of its TM+ sites in September 2013 through the end of 2014.

In the first quarter of 2014, the company's North American mobile ticket sales grew by 26% over 2013 and accounted for 18% of overall ticket sales, while in Europe mobile ticket sales grew by 69% and accounted for 13% of overall ticket sales.

Based on ticket sales in the first quarter of 2014 and projections for the full year, the company currently expects low single-digit growth in ticket sales for the year, with adjusted operating income growth slightly higher than ticket growth.

## **Sponsorship & Advertising**

Contracted revenue through April 2014 is up 10% over the same point in 2013.

The company's advertising business continues to grow rapidly, with a 13% increase in ad units sold during the first quarter of 2014 versus the prior year, and with total traffic to the company's sites increasing by 14% over the same period.

The company currently expects festival sponsorship to continue growing rapidly and for the full year to increase by over 15% versus 2013.

The company has already sold approximately 75% of its expected sponsorship revenue for 2014, and half of its planned online advertising sales, putting the company currently on plan to deliver its expected growth for the year.

## **Debt Covenants & Miscellaneous**

As of March 31, 2014, the company's total debt to EBITDA ratio was under 3.5x versus the maximum of 5.25x.

Of the company's anticipated 2014 capital expenditures of approximately \$130 million, the company currently expects that slightly under half will go toward revenue generating projects.

## **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.