### **2023 Investor Day**

NOVEMBER 9, 2023











Atlanta Braves

### **Disclaimers**



#### FORWARD-LOOKING STATEMENTS

This presentation includes certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 regarding Liberty Media Corporation ("Liberty Media") and Atlanta Braves Holdings, Inc. ("Atlanta Braves Holdings"), including statements about the proposed split-off and combination with Sirius XM Holdings, business strategies, liquidity sources, capital allocation, future financial performance and prospects, new product and service offerings, market potential, growth and expansion opportunities, the proposed transaction with QuintEvents LLC, matters relating to Formula 1 (including contracted revenue, race calendar and attendance, the Las Vegas Grand Prix, sustainability strategy, tax considerations, free cash flow (including potential uses of excess free cash flow and estimated adjusted OIBDA to free cash flow conversion)), matters relating to Atlanta Braves Holdings (including the mixed-use facility), expectations regarding fan engagement, environmental, social and governance initiatives and other matters that are not historical facts. These forward-looking statements involve many risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements, including, without limitation, competitive issues, regulatory matters affecting Liberty Media's and Atlanta Braves Holdings' businesses, the unfavorable outcome of pending or future litigation, failure of third parties to perform, general market conditions (including as a result of COVID-19 or other public health crises), changes in law, and continued access to capital on acceptable terms, as well as the following: Liberty Media:

 The satisfaction of all conditions to the proposed combination of Liberty SiriusXM Group and SiriusXM, the satisfaction of the all conditions to closing for the transaction with QuintEvents LLC, possible changes in market acceptance of new products or services, the failure to realize benefits of acquisitions, rapid technological and industry change

#### Atlanta Braves Holdings:

• Changes in the nature of key strategic relationships with broadcasters, partners, vendors and joint venturers, the impact of organized labor, the performance and management of the mixed-use development and the impact of inflation and weak economic conditions on consumer demand These forward-looking statements speak only as of the date of this presentation, and Liberty Media and Atlanta Braves Holdings expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein to reflect any change in Liberty Media's or Atlanta Braves Holdings' expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based, as applicable. Please refer to the publicly filed documents of Liberty Media, including Amendment No. 5 to Liberty Media's Registration Statement on Form S-4 filed on June 8, 2023 and the most recent Forms 10-Q and 10-K, and of Atlanta Braves Holdings, including the Registration Statement on Form S-1 filed on September 8, 2023 and the most recent Forms 10-Q, for additional information about Liberty Media and Atlanta Braves Holdings and about the risks and uncertainties related to their respective businesses which may affect the statements made in this presentation.

### Disclaimers (cont)



#### INDUSTRY INFORMATION

Certain information included herein concerning Liberty Media's, Atlanta Braves Holdings' and Qurate Retail's respective businesses and the related markets or industry position or prospects, as well as industry or market data and other statistical data regarding their respective businesses and industries, are based on industry publications or other published independent sources. Sources for individual data points are available through Investor Relations upon request. Although we believe the third party sources to be reliable, we have not independently verified the information obtained from these sources or examined the underlying economic and other assumptions relied upon therein. It is possible that data and assumptions underlying such third party information may have changed materially since the date referenced. Accordingly, none of Liberty Media, Atlanta Braves Holdings or Qurate Retail assume any responsibility for and cannot provide assurance regarding the accuracy or completeness of such information and you should be aware that such information and any estimates and beliefs based on such information may not be accurate and is not guaranteed to be free from error, omission or misstatement. You should not rely on such third party information as predictions of future results.

#### MARKET DATA AND FINANCIAL INFORMATION

Market data provided herein is as of 11/3/23 unless otherwise noted. Unless otherwise noted, financial data pertaining to Liberty Media, Atlanta Braves Holdings and Qurate Retail provided herein is as reported in each company's respective quarterly report on Form 10-Q for the quarterly period ended 9/30/23. Information regarding other companies is based on most recent publicly available information.

During today's presentation, we will discuss certain non-GAAP financial measures, including adjusted OIBDA of Liberty Media, adjusted OIBDA of Atlanta Braves Holdings and adjusted OIBDA of Qurate Retail. For definitions and applicable GAAP reconciliations please see the earnings press releases of Liberty Media, Atlanta Braves Holdings and Qurate Retail relating to prior periods on their respective websites and the appendix at the end of the Atlanta Braves Holdings presentation. For definitions and applicable GAAP reconciliations for SiriusXM, please see SiriusXM's earnings press releases relating to prior periods on its website.



**GREG MAFFEI** 

PRESIDENT & CEO





### **Updates Since Our Last Meeting**



# Liberty SiriusXM Group

- Simplified tracking stock and reduced net debt balance by \$533m
- · Proposed split-off and combination with Sirius XM Holdings
- SiriusXM improved operating results throughout year
- Debuted next gen streaming app on 11/8, expect to strengthen position in and out of car



- Simplified tracking stock, focused on F1 and related assets
- Signed agreement to purchase premium experiences company Quint
- Stood up commercial and race-related operation for inaugural Las Vegas Grand Prix
- Repriced F1 Term Loan B on improved terms
- Announced 24 race calendar for 2024 with greater geographic efficiency
- Renewed and extended multiple commercial partners, \$11b contracted revenue as of 9/30



- Created LLYV tracking stock comprised of 30% Live Nation ownership and other private assets
- Refinanced Live Nation exchangeable debt on attractive terms
- Live Nation saw record financial performance with growth continuing into 2024
- Revenue +36% and AOI +33% YTD



### **Investor Day Debut**



#### **Revisiting Liberty Live Group Creation**

- · Simplified tracking stock structure
- Cleaner equity for investment in attractive Live Nation business
- Focused investment opportunities at LLYV
- Evolving investment thesis likely to include addition of synergistic assets

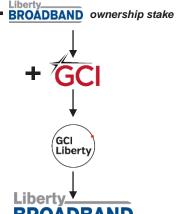




#### **Previous Tracking Stock Structure Simplifications**

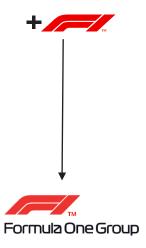












### When You Love Something, Set it Free



#### **Merits to Being Standalone Public Company:**

Aim to reduce discount to private market value

Increased liquidity as standalone public equity

Removed complexity of intergroup interests

Better enable future flexibility

**BATR** 

+12% to +38%

From Nov '22 Annc. to Today(1)

**BATR** 

+130%

Avg. Daily Volume Post Split-Off(2)

**BATRK** 

+22%

Float Post Split-Off(3)



### Things We've Said...



Pre-2016	Liberty Investing in Premium Businesses and Exiting Traditional Media Focus on Subscription Businesses, Exit Vulnerable Media, Seek Protected Niches Where We Can Be Market Leader, Increase Emotional Engagement in Customer Experience, Think Global
2016	Music Streaming has Questionable Economics
2017	The Power of Live: Commands Time and Wallet Share
2018	Too Much Video Content, Too Many Platforms = Circular Firing Squad!
2019	Audio: The Ear has More Upside than the Eye
2020	The Covid Accelerants  Digital Boomers, On-site is the New Offsite, Charles Schwab Meets Candy Crush, Dr. McDistance and more
2021	Post-Covid: You Only Unlock Once
2022	Limbic System Connections Build Resilient Businesses

### ...What We've Done and Where We're Going





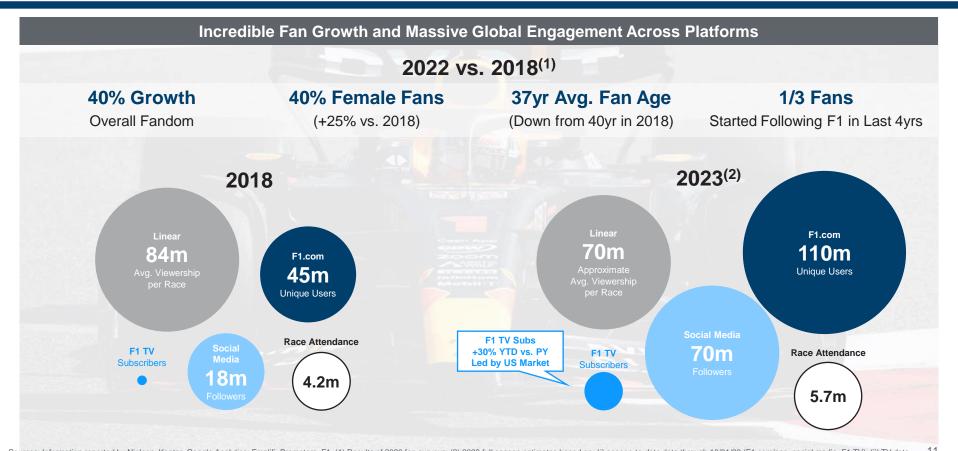
#### What Does it Mean to be a Premium IP Owner?











### ... Especially in Key US Growth Market



#### **Huge Crowds at North American Races Engaging US Audiences** 3 of 4 Largest 2.0 1.8 1.8 **US Live Race** Million Million Million Audiences in Mexico '22 Miami '22 Austin '22 Canada '22 Miami Monaco Canada 2023 Season 243k 338k 440k 395k \_ 19% F1 TV US Sub Growth YTD(1) Miami '23 Canada '23 Austin '23 Mexico '23 270k 345k 432k 401k 19% F1 YouTube US Sub Growth YTD(1)







### There is Only One



#### High demand meets scarcity of supply

#### **DEMAND**

SUPPLY

Competition amongst and within host countries, new race locations, higher fan attendance

Race Promotion +5% CAGR<sup>(1)</sup>

Limit to amount of race weekends on calendar

Additional players in sports rights landscape (traditional vs. digital), fan growth, digital products (incl. F1 TV)

Media Rights +10% CAGR<sup>(1)</sup>

Scarcity of valuable sports media rights in each market

Premium F1 brand value, global/regional presence of brand, sustainability objectives

Sponsorship +13% CAGR<sup>(1)</sup>

Maintaining exclusivity at varying tiers

Expanded supply through virtual signage, additional product offerings, support series

Higher fan demand + growth of overall fandom (incl. demand for additional ways to interact with F1)

Other Revenue +12% CAGR(1)

Paddock Club limited capacity to maintain premium offering + new product offerings with F1 licensing Scarcity Increases
Demand / Opportunities
for Expansion

### Expanding Valuable IP



#### **Demonstrating Brand Value...**



**+12** New Commercial Sponsorship Partners Added Since 2021



Team values up avg. >5x since Liberty acquisition<sup>(1)</sup>



Drawing new star-studded investors into F1 teams

#### ...Broadening Experience to Create Even MORE Fans

#### **New Series & Formats**





#### **New Entrants**





#### **New Experiences**





#### **New Media**





### Extending Reach in Premium Experiences With QUINT



#### **Business Overview**

- Industry leader in hospitality and travel solutions for marquee sporting events around world
  - Partner with event organizers to package and sell ticketing inventory with unique, premium experiences
  - Bring fans closer to sport, drive new revenue streams for partners, create additional exposure
- Serve 90+ events globally
- Global database of leads/clients of 1m+ from 114+ countries

#### **Transaction Overview**

- Valued at \$313m
- Funded with cash on hand from FWON
- · Immediately value accretive
- · Rationale:
  - · High growth asset with attractive cash conversion
  - · Strengthen position in sports & entertainment
  - Leverage Liberty relationships across sports and live events to expand Quint partners
  - Enhance Quint partnership opportunities with F1

























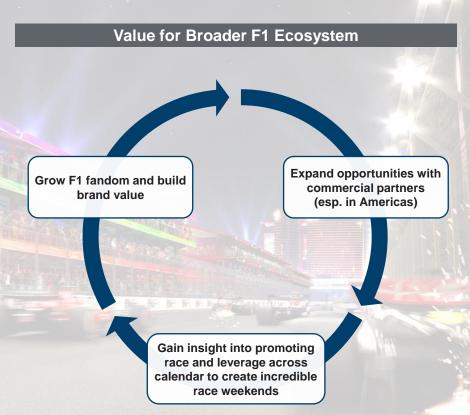
Leverage appealing sports IP through high-end experiences and demonstrate continued value of live events

### Vegas: It's About More Than A Race





Total Economic Impact Exceeding \$1.2b in Year One



Opportunities for Expansion

### Deepening Our Fan Relationships



Linear
70m
Approximate
Avg. Viewership
per Race

F1.com
110m
Unique Users

24.9m

9.8m

13.0m

You Tube

d TikTok 7.2m

Expanding DTC opportunities to gain additional insight into growing fanbase

Leveraging data and customer insight to tailor fan outreach, improve fan experiences, create content and more













### **LIVE NATION**: Controlled Supply and Huge Demand Drive Growth

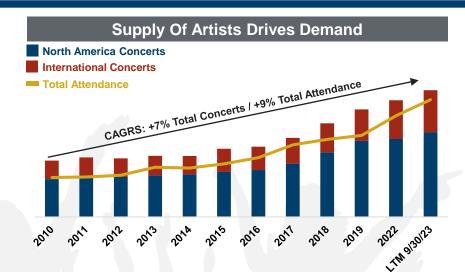


#### When Fans are Your Customers

Fans say if their favorite artist is in town, they always find a way to buy tickets

Global fans say one of the most memorable moments of their lives was at live music event

Live music goers connect their emotions at show with brands, products and services they use there



#### **Fuels Opportunities for Expansion**

- International acts doubled representation in top 50 tours over past 5 years, more acts touring globally and visiting 42% more countries
- Pipeline of venues continues to grow with key developments in Asia, Latin America and Europe
- Concerts remain affordable luxury vs. other premium live events
- Ancillary per fan revenue up double digits at Live Nation operated amphitheaters, theaters and clubs

### **SiriusXM** Curates Premium Content AND Relationships



### Programming of Premium, Desirable Content

- Hosts and celebrities
- Ease of use model
- Exclusive audio content

#### **Fans are Customers**

- Form relationships with personalities
- Sense of community and comfort listening in car
- Limbic system connection

Top 25
Channels are all hosted

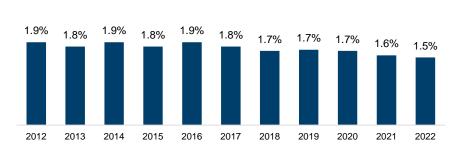
#### Scaled Brand Value Attracts Talent

- Quality of brand
- Leveraging premium content and strong relationships across new platforms



#### **Incredibly Sticky Customer**

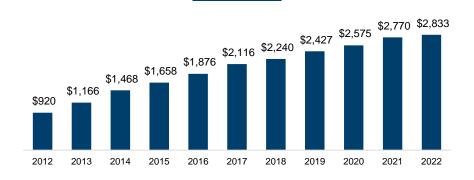
Churn



#### **Profitability of Business Model**

\$ millions

Adj. EBITDA<sup>(1)</sup>



### Braves Country = Best Country



#### Reinvigorating Baseball



- MLB energized fans with new rule changes
- More action-filled product and boosted demand(1):

#### 24 minute

Reduction in avg. game time

#### More Action on Field

Runs scored, bases stolen, OBP, home runs all up

+10%

Regular season attendance across MLB

+9%

Total streaming minutes on MLB.com

6 year

Reduction in avg. age of ticket buyers

#### **Braves Very Successful Team within Reinvigorated Sport**

Citizens Bank Park



- Incredible season
  - Clinched sixth straight NL East title
  - Best record in baseball (104 wins)
  - Franchise-record 8 players in MLB All-Star Game, all under team control through min. 2026
  - Acuña first player in MLB history to complete 40-70 season
  - Hit 307 team home runs, tying most in baseball history
  - Six Silver Slugger Award Finalists and Three Gold Glove Finalists
  - Surpassed 3m fans in attendance for only second time during regular season
- Young, contracted talent will continue to drive strength of team

#### Scarcity of Attractive Sports Assets Drives Value

### History of Strong Returns



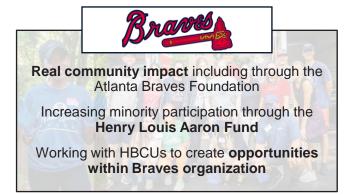


### Sustainable Business: It's Good Business

#### Sustainability Initiatives that Drive Real Value for Stakeholders and Shareholders









### **Brian Wendling**

CHIEF ACCOUNTING OFFICER & PRINCIPAL FINANCIAL OFFICER





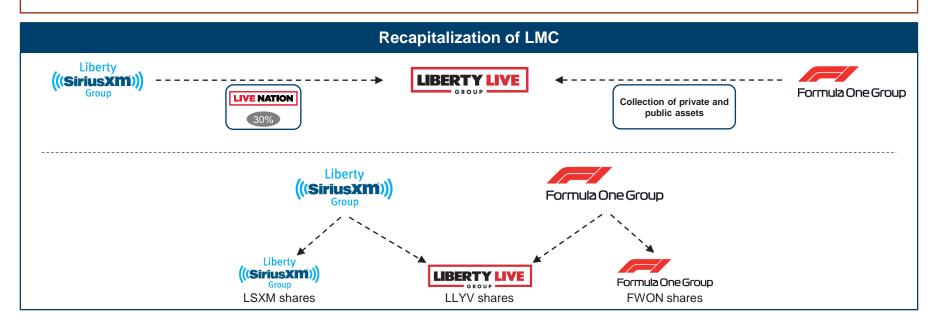
### It Happened.



#### Redemptive Split-off of Braves







### Liberty NAV Refresh



\$ millions

#### Liberty SiriusXM Group





I SiriusXM I	<b>84%</b> 3,205.8m shares
Cash <sup>(1)</sup>	\$75   
3.75% Convertible Senior Notes	
2.75% SiriusXM Exchangeables	\$586
I SiriusXM Margin Loan <sup>(2)</sup> I (Available Capacity: \$1,075m) I	\$714 

Formula 1	100%
Cash and Liquid Investments <sup>(3)</sup> Quint Vegas Land Acquisition Price Other Private Assets <sup>(4)</sup>	\$1,157 \$313 \$241
2.25% FWONK Convertible	\$475
F1 Senior Loan Facility	\$2,411
Corporate Level Debt	\$59

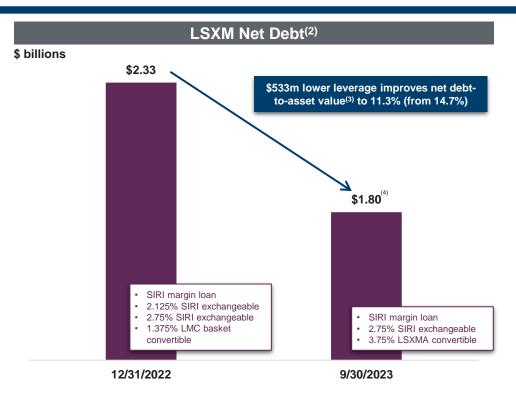
Live Nation	30%   69.6m shares
Cash and Liquid Investments <sup>(5)</sup> Private Assets <sup>(6)</sup>	\$417   \$380   
0.5% Live Nation Exchangeables	
2.375% Live Nation Exchangeables	\$1,150
Live Nation Margin Loan (Available Capacity: \$400m)	\$     

Balance sheet data as of 9/30/23. Liabilities shown at greater of par or exchange value based on 11/3/23 market data. (1) Adjusted for retirement of remaining \$199m principal amount of 1.375% cash convertible notes in October; (2) Adjusted for settlement of Balance sheet data as of 9/30/23. Liabilities shown at greater or par or exchange value based on 11/30/25 market data. (1) Adjusted for pending wind production, expected to close by year-end (\$313m enterprise value, final cash subject to certain closing conditions); (4) Other private assets include F1 Arcade, LV Diamond Production, LLC and Meyer Shank Racing; (5) Includes \$102m monetizable public holdings as of 9/30/23; (6) Other private assets valued as of effective S-4 filling on 6/8/23; include Associated Partners, L.P., Drone Racing League, Inc, green energy investments, Griffin Gaming Fund, INRIX Inc, Kroenke Arena Company, LLC, Liberty Technology Venture Capital, LLC, Overtime Sports, Inc and Tastemade, Inc.

### 2023 Actions to Simplify LSXM Balance Sheet



- Key capital markets activities:
  - Issued 3.75% LSXMA convertible
  - Retired 2.125% SIRI exchangeable
  - Retired 1.375% basket convertible
    - Including settlement of bond hedge and warrant
  - Repaid portion of borrowings under margin loan
- LSXM net debt reduced \$500m+ YTD using:
  - \$273m from settlement of FWON intergroup interest
  - Atlanta Braves Holdings stake monetized in debtfor-equity exchange (\$61m value<sup>(1)</sup>)
  - Corporate cash on hand and SiriusXM dividends



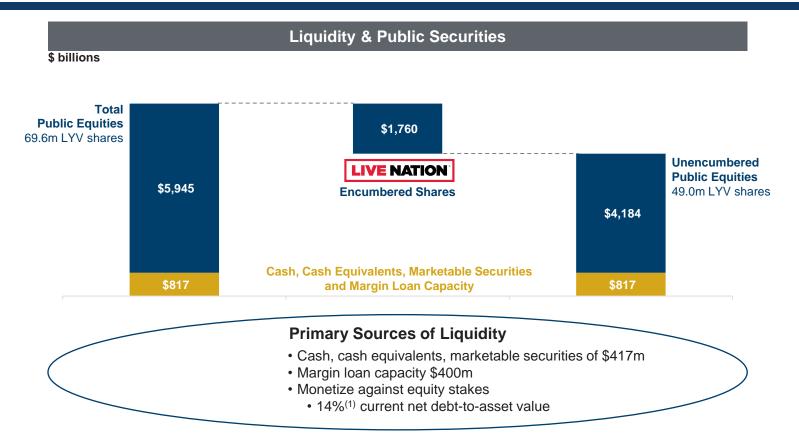
Debt-for-equity exchange proceeds used to repay margin loan.

Represents principal amount outstanding; 12/31/22 figure adjusted for Split-Off and Reclassification to exclude 0.50% LYV exchangeable and LYV margin loan (undrawn at 12/31/22).

Based on current value of SIRI stake as of 11/3/23.

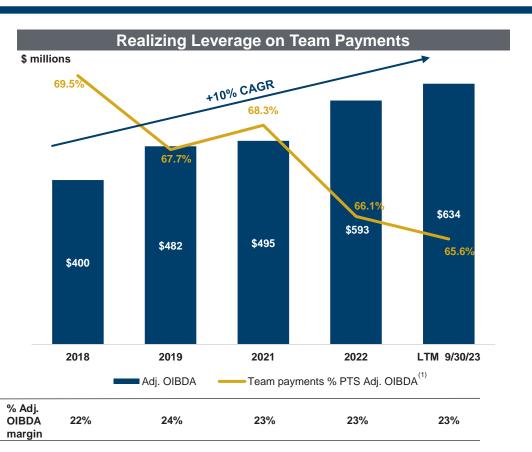
### Liberty Live Group Liquidity

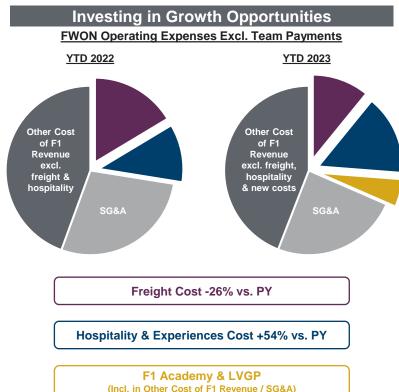




### Brake-ing Out Components That Fuel F1 OIBDA







### F1 Consistently Strong FCF Conversion

#### **Adjusted OIBDA to FCF Conversion**

F1 OpCo - 5-yr. Avg.	2018-2023E <sup>(1</sup> (excl. 2020)
F1 Adj. OIBDA	100%
Working Capital	11%
Capital Expenditures	(8%)
Cash Taxes	(4%)
F1 OpCo ULFCF	98%
Cash Interest Expense, net	(25%)
F1 OpCo LFCF	73%
Memo: F1 OpCo LFCF ex. F1 LVGP capex	76%

FWON Corporate - 5-yr. Avg.	2018-2023E (excl. 2020)
Corporate Adj. OIBDA	(7%)
Corporate capital expenditures, net(2)	(8%)
Cash Interest Expense	(2%)
Cash Taxes	2%
Total Corporate LFCF	(15%)
Total FWON Consolidated LFCF	58%
Memo: Consolidated LFCF ex. total LVGP-related capex	70%

- Attractive margins and low capital intensity
- Largest cost item (teams' Prize Fund) 100% variable since 2021
- Timing differences drive quarterly working capital swings, particularly from:
  - Advanced payments of race fees by promoters
  - Team payments made in arrears of cost recognition
  - Recognition of revenue/cost from LVGP
- Estimated cash taxes for F1 (primarily UK) expected to be high single digit percentage of F1 adjusted OIBDA (as reported) in 2024, trending towards low double digits in future years
- Significant reductions in interest expense since acquisition contribute to strong levered free cash flow conversion

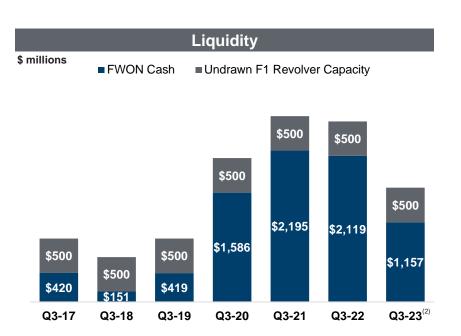


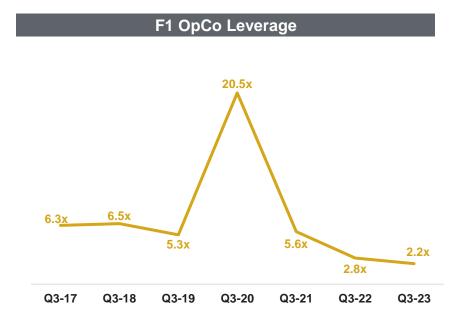


### Managing Leverage...



- Over last year lowered TLB spread to 225 bps from 325 bps = \$17m annual savings
  - Step down to 300 bps achieved when covenant leverage<sup>(1)</sup> <2.4x in Q2
  - Completed reprice in October to further reduce spread to 225 bps

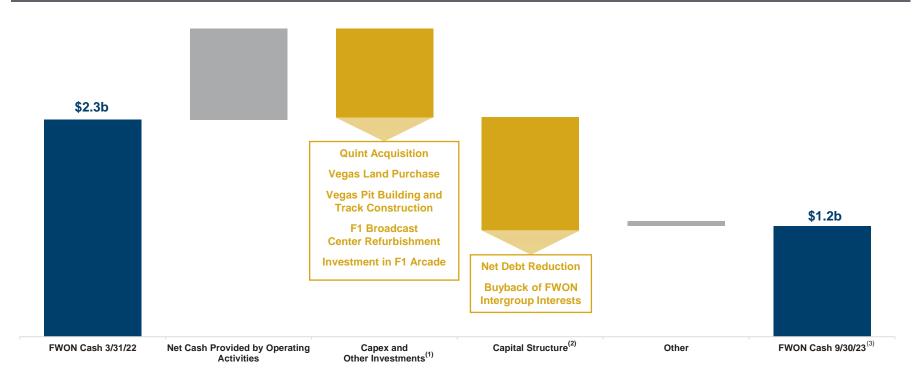




### ...While Strategically Investing at FWON



#### Strong Cash Flow Generation Has Supported Attractive Investments and Capital Structure Initiatives



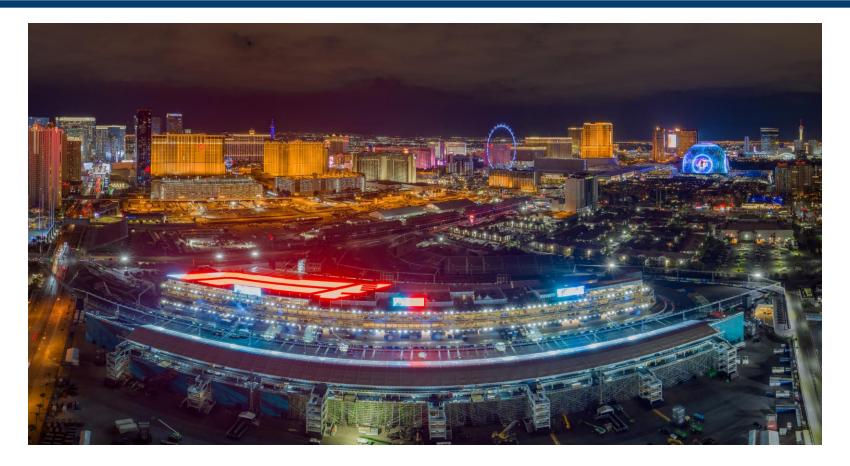
<sup>(1)</sup> Includes capital expenditures (including \$241m Vegas land purchase, Vegas pit building construction and F1 broadcast center refurbishment), investment in F1 Arcade and pending Quint acquisition, expected to close by year-end (\$313m enterprise value, final cash subject to certain closing conditions).

Includes net debt paydown, buyback of Formula One Group intergroup interest shares previously held at LSXM and \$100m cash attributed to LLYV in Reclassification.

Cash as of 9/30/23 shown adjusted for pending Quint acquisition, expected to close by year-end (\$313m enterprise value, final cash subject to certain closing conditions)

### LVGP – It's Next Week!





### Racing Toward the Finish Line

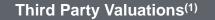




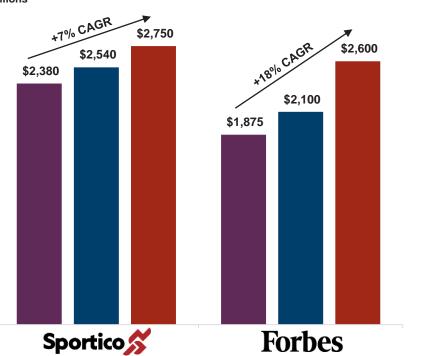


### Atlanta Braves: The Team + The Battery





\$ millions



■Apr-22 ■Mar-23

■ Mar-21



Property Type	Sq. Ft.	Tenants	Ownership %	Stabilized NOI <sup>(2)</sup> (\$ millions)
Retail/Dining	248k	Multiple	100%	\$9.0
Office <sup>(3)</sup>	916k	Comcast, TKE, Papa Johns, Truist Securities, Others	100% / 75%(3)	\$35.0
Entertainment	104k	Coca-Cola Roxy, Silverspot Cinema	100%	\$4.3
Hotel	291k	Omni, Aloft	50%	\$19.5 <sup>(4)</sup>

### ABH Cap Structure: Covering All Our Bases



- Braves maintain strong revenue growth while continuing to invest in team
- Incremental Battery development
  - Approx. \$20m<sup>(1)</sup> net Office III capital spend complete; expect majority of construction to be completed by beginning 2025
  - Modest land contribution for The Henry complete with no cash expended
- Since Nov '22, refinanced certain mixed use debt facilities and entered into new construction loan for Office III project
- Weighted average cost of debt 4.8% and weighted average maturity 7.6 years





## **Appendix**



#### **Braves Financial Detail**



#### **Baseball Event Revenue**

Tickets, concessions, premium seating, advertising sponsorships, parking

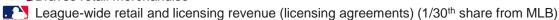
#### **Broadcasting Revenue**

Local broadcasting: local TV, radio

National broadcasting: ESPN, TBS, Fox, SiriusXM (1/30th share from MLB)

#### Retail and Licensing Revenue

Braves retail merchandise



#### Other Baseball Revenue

Other revenue: concerts, spring training, meetings and events



#### Mixed-Use Development Revenue

Retail/Dining, Office I & II, Office III, Entertainment, parking and sponsorship



#### Investments in affiliates

- MLBAM (MLB.TV, MLB.com)
  - BELP (investment fund)
    - 50% Hotel JVs

#### Braves Financial Detail (cont)



- \$10-15m anticipated annual run-rate company costs/corporate overhead
- Baseball operating expenses consist of:
  - Player salary and benefits
  - Concessions and retail costs
  - Facility and game day expenses
  - MLB revenue sharing
    - Contributions per Club based on composite of prior three years' net defined local revenue (as defined by MLB)
    - Braves revenue share payor since 2019
  - Minor league team and player expenses
  - · Security and parking
- Postseason impact on financials:
  - Q4 baseball event revenue from club share of series ticket sales, concessions, retail, parking at postseason home games
- Maintenance capex average \$5-10m annually
  - Incremental non-maintenance capex for mixed-use development and ballpark improvements based on expected return and/or fan experience

#### Composite LMC – It All Adds Up



•	5/9/06:	LCAPA ("LMC") tracking stock issued
•	3/3/08:	LMC issues LMDIA/B 4-for-1
•	11/19/09:	DTV spun from LMDIA 1-for-1; remaining assets become LSTZA on a 0.10-to-1 basis
•	11/28/11:	LMC re-combines with LSTZA on a 0.88129-for-1 basis
•	1/11/13:	LMC spun from STRZA 1-for-1
٠	7/23/14:	LMCK shares issued 2-for-1
•	11/4/14:	LBRD spun from LMC and LBRDA/K issued 1-for-4
•	12/10/14:	Right to acquire 1 share of LBRDK for every 5 shares of LBRDA/K at \$40.36
•	4/15/16:	LMC recapitalization into three tracking stocks: LMCA/K (1-for-4), LSXMA/K (1-for-1), BATRA/K (1-for-10)
•	5/18/16:	Right to acquire 0.47 shares of BATRK for every 1 share of BATRA/K at \$12.80
•	1/25/17:	LMCA/K renamed FWONA/K
٠	5/15/20:	Right to acquire 0.0939 shares of LSXMK for every 1 share of LSXMA/B/K at \$25.47
•	7/19/23:	Distribution of shares of Atlanta Braves Holdings to FWON shareholders; distributed 0.028960604 BATRK shares for every 1 share of FWONA/B/K
٠	8/3/23:	LMC reclassification of existing LSXM and FWON into three new tracking stocks: new LSXMA/K (1-for-1), new FWONA/K (1-for-1), LLYVA/K (0.25-for-1 LSXMA/K and 0.0428-for-1 FWONA/K)

/	Composite LMC	
	FWONA	\$15
	LSTZA tracker	101
	DTV after 1 year: \$42.15 x 4	169
	Earnings on \$168.60 DTV reinvested in LMCA	658
	STRZA sold to LGF/B for cash and shares	18
	Cash from STRZA/LGF/B reinvested in LMCA	3
	LGF/B after 1 year: \$29.68 x 0.6784	20
	Earnings on \$20.13 LGF/B reinvested in LMCA	1
	FWONK x 2	33
	LBRDA x 0.25	22
	LBRDK x 0.25 x 2	43
	LBRDK Rights Offering	7
	LSXMA	26
	LSXMK	52
	LSXM Rights Offering	3
	BATRA	4
	BATRK	7
	BATRK Rights Offering	3
	BATRK Distribution	1
	LLYVA	9
	LLYVK	20
	Composite LMC	\$1,212

Compared to \$79 on 5/10/06

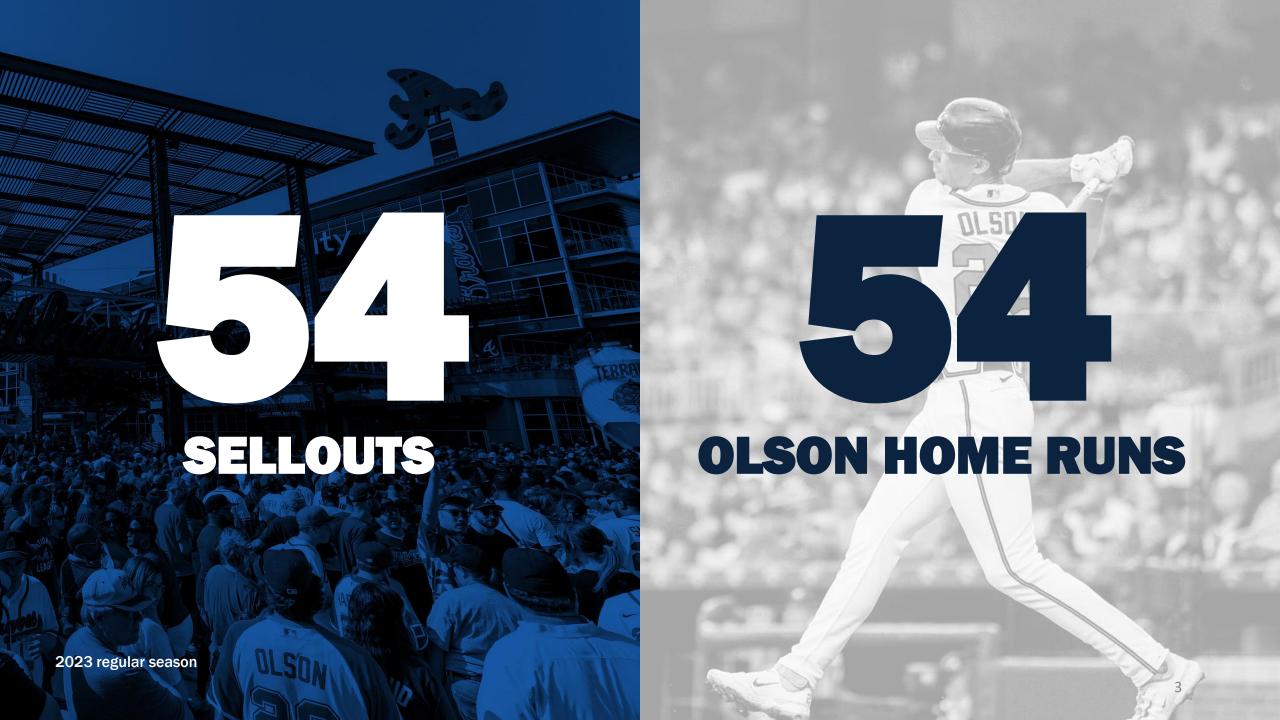
Market data as of 11/3/23. 39



#### Atlanta Braves HOLDINGS













# **FANS**



#### ATLANTA MEDIA HIGHLIGHTS

#### BEST VIEWERSHIP SINCE 2019

3.4 avg rating vs. MLB average of 2.7





Atlanta's population projected to grow to 8.6M by 2050

17% YOY Increase in Ratings

146 Locally Broadcasted games

**16 National Broadcasts** 

Largest Radio
Network in Sports
with 173+ Affiliates

#### **OUR HOME TELEVISION TERRITORY**



#### MARKET DEMAND

Premium Tickets
Sold Out

11,000+ People on Waitlist

Sponsorship Revenue All Time High (3<sup>rd</sup> Straight Year) 95% of Total Ticketing
Inventory Sold Out
in 2023



3,197,000

**TICKETS SOLD** 

BESTS 2022'S RECORD SALES OF **3,130,000** 

RECORD SELLOUTS

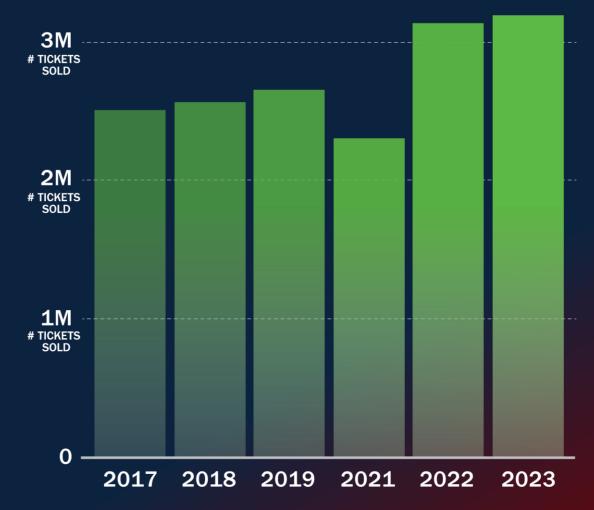
54

**SELLOUTS OF TRUIST PARK** 

95%
OF INVENTORY SOLD

#### **TICKET SALES BY SEASON**

Ticket sales have steadily increased since 2017



23% **Ticket Revenue Sponsorship Revenue Concessions Revenue** 15% **Retail Revenue** YOY increase for the 9 months ended 9/30/23 vs 9/30/22, representing the regular season

11

Retail includes Retail and licensing

#### **MLB GROWTH & LIVE SPORTS**



2,430
GAMES SPANNING 8 MONTHS

420,000+

**MINUTES OF LIVE CONTENT** 



1,312
GAMES ACROSS
7 MONTHS

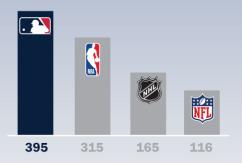


1,230
GAMES ACROSS
7 MONTHS

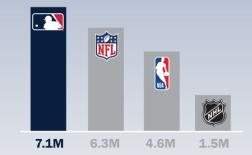


**272**GAMES ACROSS
5 MONTHS

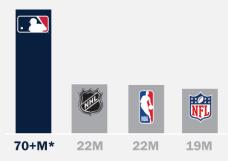
#### THE MOST NATIONALLY TELEVISED GAMES



#### MOST-WATCHED ALL-STAR GAME

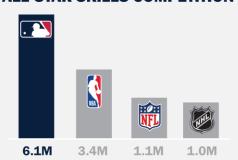


#### HIGHER ATTENDANCE THAN ALL OTHER LEAGUES COMBINED



\*Highest attendance since 2017

#### HIGHEST RATED & MOST WATCHED ALL-STAR SKILLS COMPETITION





161 million fans

100 million monthly TV viewers

The most inventory of any league



#### THE BATTERY ATLANTA

## VISITORS TO THE BATTERY EACH YEAR

#### VISITORS TO THE BATTERY ATLANTA COMPARED TO OTHER US ATTRACTIONS

- 1. Epcot 23.6M
- 2. Caesars Palace 19.2M
- 3. Magic Kingdom 15.1M
- 4. Disney's Hollywood Studios 10.5M
- 5. The Battery Atlanta 10.1M

- 6. Disney's Animal Kingdom 7.4M
- 7. Navy Pier (IL) 6.8M
- 8. Pike Place Market (WA) 5.3M
- 9. Red Rocks Park (CO) 3.7M
- 10. Niagara Falls State Park 3.2M

## THE BATTERY ATLANTA CONTINUES TO GROW

Opened or signed 7 new retail and office tenants in 2023 in over 80,000 square feet

**Truist Security Tower** 

**Building completion Q4 2024** 

9 stories

250,000 SF

1,000 employees

750 parking spaces

8,000 SF elevated dining concept space

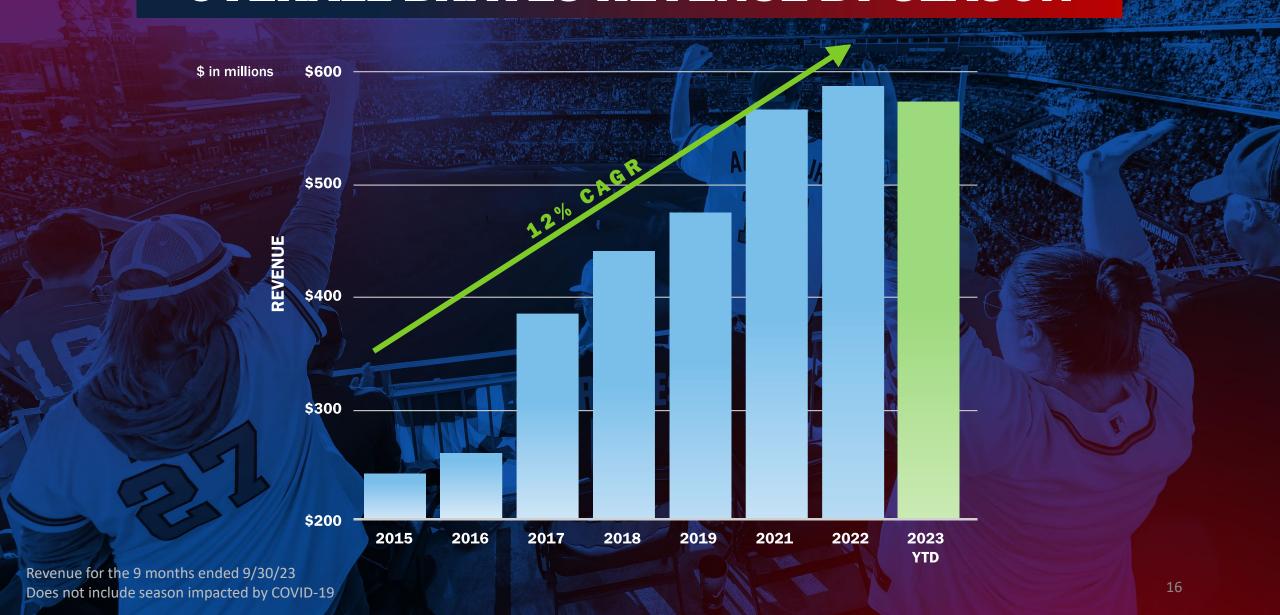
42,000 SF trading floor

More acreage still open to be developed





#### **OVERALL BRAVES REVENUE BY SEASON**



#### 2023 YTD RESULTS

\$529M

**BASEBALL REVENUE** 

**UP 11% YoY** 

\$44m

**DEVELOPMENT REVENUE** 

**UP 12% YoY** 

\$573M

**TOTAL REVENUE** 

**UP 11% YoY** 

\$39<sub>M</sub>

BASEBALL ADJUSTED OIBDA<sup>1</sup>

**UP 35% YoY** 

\$30M

DEVELOPMENT ADJUSTED OIBDA<sup>1</sup>

**UP 15% YoY** 

(\$14м)

**OPERATING INCOME** 

**UP 40% YoY** 

#### **APPENDIX**

#### **2023 DETAILED RESULTS**

(\$M)	NINE MONTHS ENDED 9/30/2023		NINE MONTHS ENDED 9/30/2022		YOY CHANGE
Baseball Revenue	\$	529	\$	478	11%
Development Revenue		44		39	12%
Total Revenue		573		517	11%
Baseball Expenses		490		449	9%
Development Expenses		14		13	8%
Total Expenses		504		463	9%
Baseball Adjusted OIBDA		39		29	35%
Development Adjusted OIBDA		30		26	15%
Total Adjusted OIBDA <sup>1</sup>	\$	69	\$	55	26%
Operating Income	\$	(14)	\$	(23)	40%

### 2023 ADJUSTED OIBDA TO OPERATING INCOME

(\$M)	YTD 0/2023	YTD 9/30/2022		
Adjusted OIBDA	\$ 69	\$	55	
<b>Stock-based Compensation</b>	<b>(10)</b>		(9)	
Depreciation/Amortization	(55)		<b>(57)</b>	
Impairment of long-lived assets and other related costs	<b>(1)</b>		(5)	
Corporate Expenses	<b>(17)</b>		<b>(7)</b>	
Operating Income	\$ <b>(14)</b>	\$	(23)	

#### **APPENDIX**

### BRAVES DEVELOPMENT COMPANY 2023 NET OPERATING INCOME

(\$M)	CURRENT OCCUPANCY	_	/TD NOI <sup>2</sup> 30/2023	% OF REVENUE	LTM 9/30/23	% OF REVENUE	 ABILIZED NOI <sup>3</sup>	%OF REVENUE
RETAIL/DINING	94%	\$	5.9	56%	8.0	57%	\$ 9.0	58%
OFFICE <sup>4</sup>	96%		13.7	<b>75</b> %	18.1	<b>75</b> %	35.0	78%
ENTERTAINMENT	100%		2.3	71%	4.3	78%	4.3	74%
TOTAL NOI		\$	21.9		30.4		\$ 48.3	
HOTEL <sup>1</sup>		\$	13.7	45%	19.0		\$ 19.5	44%
OPERATING INCOME - DEVELOPMENT <sup>5</sup>		\$	15.8		20.6			

<sup>(1)</sup> Hotel NOI assumes 100% ownership. Hotels are a 50% JV and actual earnings are recorded on the equity basis on accounting.

<sup>(2)</sup> NOI = total property revenue less direct property opex. Approximates Adjusted OIBDA excluding ownership expenses.

<sup>(3) &</sup>quot;Stabilized" assumes property is fully leased (95% for retail).

<sup>(4)</sup> Includes new Truist HQ. NOI assumes 100% ownership. Office III is a 75% LLC.

<sup>(5)</sup> See reconciliation of FY23 YTD NOI to GAAP Operating Income in the Appendix.

## 2023 NET OPERATING INCOME RECONCILIATION TO GAAP OPERATING INCOME

(\$M)	YTD 9/30/2023			
Net Operating Income-Development <sup>1</sup>	\$	22		
Parking/Other		10		
Ownership Expenses		<b>(2</b> )		
Stock-Based Compensation <sup>2</sup>		<b>(1</b> )		
Depreciation/Amortization		(13)		
Operating Income - Development	\$	16		

<sup>(1)</sup> See NOI Slide

<sup>(2)</sup> Stock comp is unallocated between the Braves and Development, amount included for illustrative purposes

#### **APPENDIX**

## BRAVES DEVELOPMENT COMPANY LEASABLE SQUARE FOOTAGE

LEASABLE SPACE	SF (000s)	Keys
RETAIL/DINING	248	
OFFICE	916	
<b>ENTERTAINMENT</b>	104	
HOTEL	291	406
TOTAL <sup>1</sup>	1,559	