



**Clear Channel**  
Outdoor

## **2019 First Quarter Results**

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April 25, 2019

# Safe Harbor Statement

## Forward Looking Language

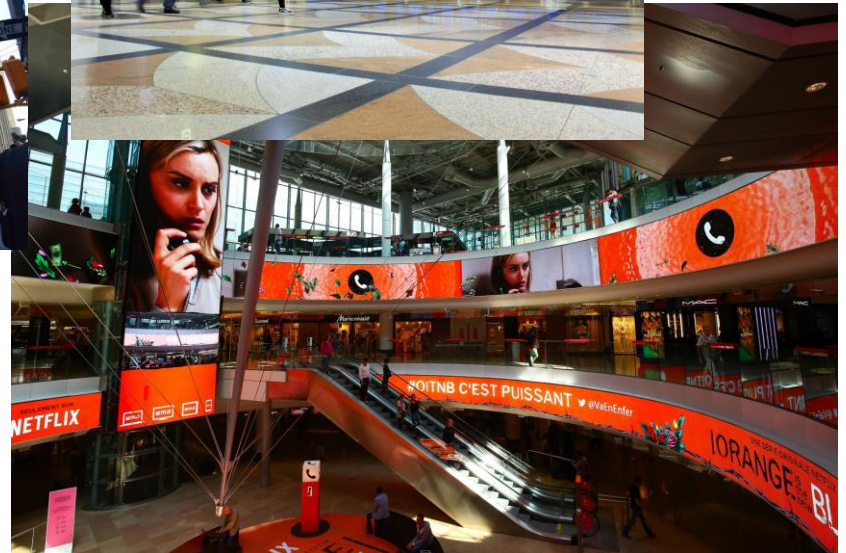
Certain statements in this presentation constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Clear Channel Outdoor Holdings, Inc. and its subsidiaries (the “Company”) to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The words or phrases “guidance,” “believe,” “expect,” “anticipate,” “estimates,” “forecast” and similar words or expressions are intended to identify such forward-looking statements. In addition, any statements that refer to expectations or other characterizations of future events or circumstances are forward-looking statements. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and other factors, some of which are beyond our control and are difficult to predict. Various risks that could cause future results to differ from those expressed by the forward-looking statements included in this presentation include, but are not limited to: the impact of the Company’s substantial indebtedness, including the effect of the Company’s leverage on its financial position and earnings; the Company’s ability to generate sufficient cash from operations and liquidity-generating transactions to make payments on its indebtedness; weak or uncertain global economic conditions; changes in general economic and political conditions in the United States and in other countries in which the Company currently does business; industry conditions, including competition; the level of expenditures on advertising; legislative or regulatory requirements; fluctuations in operating costs; technological changes and innovations; changes in labor conditions; changes in capital expenditure requirements; risks of doing business in foreign countries; fluctuations in exchange rates and currency values; the outcome of pending and future litigation; taxes and tax disputes; changes in interest rates; shifts in population and other demographics; access to capital markets and borrowed indebtedness; the Company’s ability to implement its business strategies; risks relating to the successful integration of the operations of acquired businesses; and risks that the Company may not achieve or sustain anticipated cost savings from strategic revenue and efficiency initiatives. Other unknown or unpredictable factors also could have material adverse effects on the Company’s future results, performance or achievements. In light of these risks, uncertainties, assumptions and factors, the forward-looking events discussed in this presentation may not occur. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date stated, or if no date is stated, as of the date of this presentation. Other key risks are described in the Company’s reports filed with the U.S. Securities and Exchange Commission, including in the section entitled “Item 1A. Risk Factors” of Clear Channel Outdoor Holdings, Inc.’s Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q. Except as otherwise stated in this presentation, the Company does not undertake any obligation to publicly update or revise any forward-looking statements because of new information, future events or otherwise.

## Non-GAAP Financial Measures

This presentation includes information that does not conform to U.S. generally accepted accounting principles (GAAP), such as (i) OIBDAN, (ii) revenue, direct operating and SG&A expenses and OIBDAN, each excluding the effects of foreign exchange rates; (iii) revenue, direct operating and SG&A expenses and OIBDAN, each excluding the effects of foreign exchange rates and the results of Americas outdoor markets sold; (iv) revenue excluding the effects of political revenue and (v) corporate expenses, excluding non-cash compensation expenses. Since these non-GAAP financial measures are not calculated in accordance with GAAP, they should not be considered in isolation of, or as a substitute for, the most directly comparable GAAP financial measures as an indicator of operating performance. Furthermore, these measures may not be consistent with similar measures provided by other companies. This data should be read in conjunction with previously published company reports on Forms 10-K, 10-Q and 8-K. These reports are available on the Investor Relations page of [www.clearchanneloutdoor.com](http://www.clearchanneloutdoor.com). Reconciliations of non-GAAP measures to the most directly comparable GAAP measures are included at the end of this presentation.

**This presentation should be read in conjunction with the 2019 earnings releases of Clear Channel Outdoor Holdings, Inc. and Form 10-Q filings of Clear Channel Outdoor Holdings, Inc. available at [www.clearchanneloutdoor.com](http://www.clearchanneloutdoor.com)**

*Numbers may not sum due to rounding. Figures may exclude FX impact unless otherwise noted. In this presentation, OIBDAN is defined as consolidated operating income adjusted to exclude non-cash compensation expenses as well as the following line items presented in its Statement of Comprehensive Loss: Depreciation and amortization; Impairment charges; and Other operating income (expense), net. Certain financial information shown in this presentation excludes the effects of foreign exchange rates. See reconciliations in the Appendix*



# Q1 2019 Key Financial Highlights

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- **Revenue**: \$587.1 million (down 1.9%, \$11.3 million)
  - Up 2.2% adjusting for FX
- **Operating Income**: \$9.1 million (up \$19.0 million)
- **OIBDAN**: \$89.5 million (up 17.2%, \$13.2 million)
  - Up 18.8% adjusting for FX

Notes: In this presentation, OIBDAN is defined as consolidated operating income adjusted to exclude non-cash compensation expenses as well as the following line items presented in its Statement of Comprehensive Loss: Depreciation and amortization; Impairment charges; and Other operating income (expense), net. Certain financial information shown in this presentation excludes the effects of foreign exchange rates. See reconciliations in the Appendix.

# Financial Results: Americas

*\$US Dollars in millions*

## Three Months Ended March 31,

|                                   | 2019     | 2018     | Variance |
|-----------------------------------|----------|----------|----------|
| Revenue                           | \$ 272.7 | \$ 255.8 | 6.6%     |
| Direct Op & SG&A Expenses ex. D&A | \$ 182.2 | \$ 173.8 | 4.8%     |
| Operating Income                  | \$ 51.1  | \$ 37.5  | 36.1%    |
| OIBDAN                            | \$ 90.6  | \$ 82.0  | 10.4%    |

- **Revenue:** Up 6.6%
  - Continued growth in airports, digital and print billboards
- **Direct Op & SG&A Expenses ex. D&A:** Up 4.8%
  - Increase due to higher site lease expenses driven, in part, by higher revenue and higher variable employee compensation expense

Notes: In this presentation, OIBDAN is defined as consolidated operating income adjusted to exclude non-cash compensation expenses as well as the following line items presented in its Statement of Comprehensive Loss: Depreciation and amortization; Impairment charges; and Other operating income (expense), net. Certain financial information shown in this presentation excludes the effects of foreign exchange rates. See reconciliations in the Appendix.

# Financial Results: International

\$US Dollars in millions

## Three Months Ended March 31,

|                                   |          |           |          | Adjusted* |          |          |
|-----------------------------------|----------|-----------|----------|-----------|----------|----------|
|                                   | 2019     | 2018      | Variance | 2019      | 2018     | Variance |
| Revenue                           | \$ 314.4 | \$ 342.6  | (8.2)%   | \$ 339.1  | \$ 342.6 | (1.0)%   |
| Direct Op & SG&A Expenses ex. D&A | \$ 288.6 | \$ 314.9  | (8.3)%   | \$ 311.5  | \$ 314.9 | (1.1)%   |
| Operating loss                    | \$ (8.8) | \$ (10.9) | (18.9)%  |           |          |          |
| OIBDAN                            | \$ 25.8  | \$ 27.7   | (6.9)%   | \$ 27.7   | \$ 27.7  | (0.1)%   |

- **Revenue:** Down 8.2%
- **Adjusted Revenue:** Down 1.0%
  - Decline in Italy and Spain (contracts not renewed). Growth in Sweden, UK and France. China flat.
- **Direct Op & SG&A Expenses ex. D&A:** Down 8.3%
- **Adjusted Expenses:** Down 1.1%
  - Lower expenses in Italy (loss of contact), partially offset by higher expenses in several countries due to new contracts.

\*Adjusted results exclude the impact of FX

Notes: In this presentation, OIBDAN is defined as consolidated operating income adjusted to exclude non-cash compensation expenses as well as the following line items presented in its Statement of Comprehensive Loss: Depreciation and amortization; Impairment charges; and Other operating income (expense), net. Certain financial information shown in this presentation excludes the effects of foreign exchange rates. See reconciliations in the Appendix.

# Capital Expenditures

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*\$US Dollars in millions*

|               | Three Months Ended March 31, |                |          |         |
|---------------|------------------------------|----------------|----------|---------|
|               | 2019                         | 2018           | \$       | %       |
| Americas      | \$ 11.4                      | \$ 12.9        | \$ (1.5) | (11.6)% |
| International | 14.8                         | 15.3           | (0.5)    | (3.3)%  |
| Corporate     | 2.0                          | 0.5            | 1.5      | 300.0%  |
| Total Capex   | <u>\$ 28.2</u>               | <u>\$ 28.7</u> | \$ (0.5) | (1.7)%  |

## **Key Drivers:**

- Americas: Digital billboards
- International: Street furniture and transit including digital displays

# Balance Sheet

*\$US Dollars in millions*

|                             | 3/31/2019  | 12/31/2018 |
|-----------------------------|------------|------------|
| Cash & Equivalents          | \$ 170.5   | \$ 182.5   |
| Total Debt                  | \$ 5,293.6 | \$ 5,277.3 |
| Senior Leverage Ratio       | 4.4x       | 4.5x       |
| Consolidated Leverage Ratio | 8.6x       | 8.7x       |

| <i>\$USD in millions</i>                        | Maturity | 3/31/2019         | 12/31/2018        | \$ Change      |
|---|----------|-------------------|-------------------|----------------|
| 6.5% Series A Senior Notes                      | 2022     | \$ 735.8          | \$ 735.8          | \$ —           |
| 6.5% Series B Senior Notes                      | 2022     | 1,989.2           | 1,989.2           | —              |
| 7.625% Series A Senior Sub Notes <sup>(1)</sup> | 2020     | —                 | 275.0             | (275.0)        |
| 7.625% Series B Senior Sub Notes <sup>(1)</sup> | 2020     | —                 | 1,925.0           | (1,925.0)      |
| 9.25% Senior Sub Notes <sup>(1)</sup>           | 2024     | 2,235.0           | —                 | 2,235.0        |
| 8.75% CCIBV Senior Notes                        | 2020     | 375.0             | 375.0             | —              |
| Receivables Based Credit Facility               | 2023     | —                 | —                 | —              |
| Other Debt                                      |          | 3.8               | 3.9               | (0.1)          |
| Original Issue Discount                         |          | (0.9)             | (0.7)             | (0.2)          |
| Long-term debt fees                             |          | (44.3)            | (25.9)            | (18.4)         |
| <b>Total Debt</b>                               |          | <b>\$ 5,293.6</b> | <b>\$ 5,277.3</b> | <b>\$ 16.3</b> |
| Weighted Average Cost of Debt                   |          | 7.8%              | 7.1%              |                |

<sup>(1)</sup> The \$2.2 billion 7.625% Series A and Series B Senior Subordinated Notes due 2020 were redeemed with the proceeds from the \$2.235 billion 9.25% Senior Subordinated Notes due 2024 issued in February of 2019.



# Appendix

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# GAAP Measures by Segment

(In thousands)

|   | Three Months Ended March 31, |                   |                 |
|---|------------------------------|-------------------|-----------------|
|   | 2019                         | 2018              | Variance        |
| Revenue   |                              |                   |                 |
| Americas  | \$ 272,722                   | \$ 255,847        | 6.6%            |
| International   | 314,394                      | 342,551           | (8.2)%          |
| <b>Consolidated Revenue</b>   | <b>\$ 587,116</b>            | <b>\$ 598,398</b> | <b>(1.9)%</b>   |
| Direct Operating and SGA Expenses (Excluding Depreciation and Amortization) |                              |                   |                 |
| Americas  | \$ 182,155                   | \$ 173,823        | 4.8%            |
| International   | \$ 288,638                   | \$ 314,874        | (8.3)%          |
| <b>Consol Dir Oper and SGA Exps<sup>1</sup></b>                             | <b>\$ 470,793</b>            | <b>\$ 488,697</b> | <b>(3.7)%</b>   |
| Operating Income  |                              |                   |                 |
| Americas  | 51,071                       | 37,520            | 36.1%           |
| International   | (8,825)                      | (10,888)          | (18.9)%         |
| Corporate <sup>2</sup>  | (29,613)                     | (36,426)          | (18.7)%         |
| Other operating income (expense), net                                       | (3,522)                      | (54)              |                 |
| <b>Consolidated Operating Income</b>  | <b>\$ 9,111</b>              | <b>\$ (9,848)</b> | <b>(192.5)%</b> |

<sup>1</sup>Direct Operating and SG&A Expenses as included throughout this earnings release refers to the sum of Direct operating expenses (excludes depreciation and amortization) and Selling, general and administrative expenses (excludes depreciation and amortization).

<sup>2</sup>Includes Corporate depreciation and amortization of \$1.0 million and \$1.0 million for the three months ended March 31, 2019 and 2018.

# Non-GAAP Measures by Segment

(In thousands)

|   | Three Months Ended March 31, |                   |              |
|---|------------------------------|-------------------|--------------|
|   | 2019                         | 2018              | Variance     |
| Revenue Excluding Movements in Foreign Exchange   |                              |                   |              |
| Americas  | \$ 272,722                   | \$ 255,847        | 6.6%         |
| International   | 339,115                      | 342,551           | (1.0)%       |
| <b>Consolidated Revenue Excluding FX</b>  | <b>\$ 611,837</b>            | <b>\$ 598,398</b> | <b>2.2%</b>  |
| Direct Operating and SGA Expenses Excluding Movements in Foreign Exchange (Excluding Depreciation and Amortization) |                              |                   |              |
| Americas  | \$ 182,155                   | \$ 173,823        | 4.8%         |
| International   | \$ 311,462                   | \$ 314,874        | (1.1)%       |
| <b>Consolidated Direct Operating and SGA Expenses Excluding FX</b>  | <b>\$ 493,617</b>            | <b>\$ 488,697</b> | <b>1.0%</b>  |
| OIBDAN  |                              |                   |              |
| Americas  | 90,567                       | 82,024            | 10.4%        |
| International   | 25,756                       | 27,677            | (6.9)%       |
| Corporate   | (26,780)                     | (33,329)          | (19.6)%      |
| <b>Consolidated OIBDAN</b>  | <b>\$ 89,543</b>             | <b>\$ 76,372</b>  | <b>17.2%</b> |
| OIBDAN Excluding Movements in Foreign Exchange  |                              |                   |              |
| Americas  | 90,567                       | 82,024            | 10.4%        |
| International   | 27,653                       | 27,677            | (0.1)%       |
| Corporate   | (27,488)                     | (33,329)          | (17.5)%      |
| <b>Consolidated OIBDAN Excluding FX</b>   | <b>\$ 90,732</b>             | <b>\$ 76,372</b>  | <b>18.8%</b> |

## Reconciliation of OIBDAN excluding effects of foreign exchange and OIBDAN for each segment to Consolidated and Segment Operating Income (Loss)

| <i>(In thousands)</i>                    | OIBDAN<br>excluding effects<br>of foreign<br>exchange | Effects of<br>foreign<br>exchange | (subtotal)<br>OIBDAN | Non-cash<br>compensation<br>expenses | Depreciation<br>and<br>amortization | Other operating<br>(income)<br>expense, net | Operating<br>income (loss) |
|--|---|-----------------------------------|----------------------|--------------------------------------|-------------------------------------|---|----------------------------|
| <b>Three Months Ended March 31, 2019</b> |   |                                   |                      |                                      |                                     |   |                            |
| Americas                                 | \$ 90,567   | \$ —                              | \$ 90,567            | \$ —                                 | \$ 39,496                           | \$ —  | \$ 51,071                  |
| International                            | 27,653  | (1,897)                           | 25,756               | —                                    | 34,581                              | —   | (8,825)                    |
| Corporate                                | (27,488)  | 708                               | (26,780)             | 1,834                                | 999                                 | —   | (29,613)                   |
| Impairment charges                       | —   | —                                 | —                    | —                                    | —                                   | —   | —                          |
| Other operating expense,<br>net          | —   | —                                 | —                    | —                                    | —                                   | 3,522                                       | (3,522)                    |
| Consolidated                             | <b>\$ 90,732</b>                                      | <b>\$ (1,189)</b>                 | <b>\$ 89,543</b>     | <b>\$ 1,834</b>                      | <b>\$ 75,076</b>                    | <b>\$ 3,522</b>                             | <b>\$ 9,111</b>            |
| <b>Three Months Ended March 31, 2018</b> |   |                                   |                      |                                      |                                     |   |                            |
| Americas                                 | \$ 82,024   | \$ —                              | \$ 82,024            | \$ —                                 | \$ 44,504                           | \$ —  | \$ 37,520                  |
| International                            | 27,677  | —                                 | 27,677               | —                                    | 38,565                              | —   | (10,888)                   |
| Corporate                                | (33,329)  | —                                 | (33,329)             | 2,106                                | 991                                 | —   | (36,426)                   |
| Impairment charges                       | —   | —                                 | —                    | —                                    | —                                   | —   | —                          |
| Other operating income, net              | —   | —                                 | —                    | —                                    | —                                   | 54  | (54)                       |
| Consolidated                             | <b>\$ 76,372</b>                                      | <b>\$ —</b>                       | <b>\$ 76,372</b>     | <b>\$ 2,106</b>                      | <b>\$ 84,060</b>                    | <b>\$ 54</b>                                | <b>\$ (9,848)</b>          |

# Reconciliations of Revenue and Expenses

(In thousands)

|   | Three Months Ended March 31, |                   |
|---|------------------------------|-------------------|
|   | 2019                         | 2018              |
| <b>Revenue:</b>   |                              |                   |
| Consolidated revenue  | \$ 587,116                   | \$ 598,398        |
| Excluding: Foreign exchange increase  | 24,721                       | —                 |
| Revenue excluding effects of foreign exchange   | <b>\$ 611,837</b>            | <b>\$ 598,398</b> |
| International revenue   | \$ 314,394                   | \$ 342,551        |
| Excluding: Foreign exchange increase  | 24,721                       | —                 |
| International revenue excluding effects of FX   | <b>\$ 339,115</b>            | <b>\$ 342,551</b> |
| <b>Direct operating and SG&amp;A expenses<sup>1</sup></b>                             |                              |                   |
| Consolidated direct operating and SG&A expenses                                       | \$ 470,793                   | \$ 488,697        |
| Excluding: Foreign exchange increase  | 22,824                       | —                 |
| Consolidated direct operating and SG&A expenses excluding effects of foreign exchange | <b>\$ 493,617</b>            | <b>\$ 488,697</b> |
| Americas direct operating and SG&A expenses   | \$ 182,155                   | \$ 173,823        |
| International direct operating and SG&A expenses                                      | \$ 288,638                   | \$ 314,874        |
| Excluding: Foreign exchange increase  | 22,824                       | —                 |
| International direct operating and SG&A expenses excluding effects of FX              | <b>\$ 311,462</b>            | <b>\$ 314,874</b> |

<sup>1</sup>Direct operating and SG&A expenses refers to the sum of Direct operating expenses (excludes depreciation and amortization) and Selling, general and administrative expenses (excludes depreciation and amortization) as presented in the Company's Consolidated Statements of Comprehensive Income (Loss)

# Reconciliation of Corporate Expenses

(In thousands)

|   | Three Months Ended March 31, |                  |
|---|------------------------------|------------------|
|   | 2019                         | 2018             |
| Corporate Expense   | \$ 28,614                    | \$ 35,435        |
| Excluding: Non-cash compensation expense  | (1,834)                      | (2,106)          |
| Corporate Expense excluding non-cash compensation expense                                 | <b>\$ 26,780</b>             | <b>\$ 33,329</b> |
| Excluding: Foreign exchange increase  | 708                          | —                |
| Corporate Expense excluding non-cash compensation expense and effects of foreign exchange | <b>\$ 27,488</b>             | <b>\$ 33,329</b> |

# Items Impacting Comparability

| <i>\$US Dollars in millions</i> |           |
|---------------------------------|-----------|
| Revenue                         |           |
| <b>Foreign Exchange Impact:</b> |           |
|                                 | Q1 2019   |
| International                   | (24.7)    |
| Total                           | \$ (24.7) |

| <i>\$US Dollars in millions</i> |           |
|---------------------------------|-----------|
| Expenses                        |           |
| <b>Foreign Exchange Impact:</b> |           |
|                                 | Q1 2019   |
| International                   | (22.8)    |
| Total                           | \$ (22.8) |



# Clear Channel Outdoor

## About Clear Channel Outdoor Holdings, Inc.

Clear Channel Outdoor Holdings, Inc. (NYSE: CCO) is one of the world's largest outdoor advertising companies with over 440,000 displays in 31 countries across Asia, Europe, Latin America and North America. Reaching millions of people monthly, including consumers in 43 of the top 50 U.S. markets, Clear Channel Outdoor enables advertisers to engage with consumers through innovative advertising solutions. Clear Channel Outdoor is pioneering the integration of out-of-home with mobile and social platforms, and the company's digital platform includes more than 1,200 digital billboards across 28 markets in the U.S. and over 13,500 digital displays in international markets. More information is available at [www.clearchanneloutdoor.com](http://www.clearchanneloutdoor.com) and [www.clearchannelinternational.com](http://www.clearchannelinternational.com).

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