

# 2023 Third Quarter

November 2, 2023

CHICAGO 2023 TOGETHER FOR THE RUN

MANY FEET MAKE THE MILES LIGHT.  
CHICAGO 2023 TOGETHER FOR THE RUN

NIKE RUNNING  
Bank of America Chicago Marathon  
CHICAGO 2023 NIKE RUNNING  
Bank of America Chicago Marathon

W La Salle Dr 140

OUT FRONT

OUTFRONT

# SAFE HARBOR DISCLAIMER

## Cautionary Statement Regarding Forward-Looking Statements

We have made statements in this document that are forward-looking statements within the meaning of the federal securities laws, including the Private Securities Litigation Reform Act of 1995. You can identify forward-looking statements by the use of forward-looking terminology such as “believes,” “expects,” “could,” “would,” “may,” “might,” “will,” “should,” “seeks,” “likely,” “intends,” “plans,” “projects,” “predicts,” “estimates,” “forecast” or “anticipates” or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions related to our capital resources, portfolio performance and results of operations. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and may not be able to be realized. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: declines in advertising and general economic conditions, including the current heightened levels of inflation; the severity and duration of pandemics, and the impact on our business, financial condition and results of operations; competition; government regulation; our ability to implement our digital display platform and deploy digital advertising displays to our transit franchise partners; losses and costs resulting from recalls and product liability, warranty and intellectual property claims; our ability to obtain and renew key municipal contracts on favorable terms; taxes, fees and registration requirements; decreased government compensation for the removal of lawful billboards; content-based restrictions on outdoor advertising; seasonal variations; acquisitions and other strategic transactions that we may pursue could have a negative effect on our results of operations; dependence on our management team and other key employees; diverse risks in our Canadian business; experiencing a cybersecurity incident; changes in regulations and consumer concerns regarding privacy, information security and data, or any failure or perceived failure to comply with these regulations or our internal policies; asset impairment charges for our long-lived assets and goodwill; environmental, health and safety laws and regulations; expectations relating to environmental, social and governance considerations; our substantial indebtedness; restrictions in the agreements governing our indebtedness; incurrence of additional debt; interest rate risk exposure from our variable-rate indebtedness; our ability to generate cash to service our indebtedness; cash available for distributions; hedging transactions; the ability of our board of directors to cause us to issue additional shares of stock without common stockholder approval; certain provisions of Maryland law may limit the ability of a third party to acquire control of us; our rights and the rights of our stockholders to take action against our directors and officers are limited; our failure to remain qualified to be taxed as a real estate investment trust (“REIT”); REIT distribution requirements; availability of external sources of capital; we may face other tax liabilities even if we remain qualified to be taxed as a REIT; complying with REIT requirements may cause us to liquidate investments or forgo otherwise attractive investments or business opportunities; our ability to contribute certain contracts to a taxable REIT subsidiary (“TRS”); our planned use of TRSs may cause us to fail to remain qualified to be taxed as a REIT; REIT ownership limits; complying with REIT requirements may limit our ability to hedge effectively; failure to meet the REIT income tests as a result of receiving non-qualifying income; the Internal Revenue Service may deem the gains from sales of our outdoor advertising assets to be subject to a 100% prohibited transaction tax; establishing operating partnerships as part of our REIT structure; and other factors described in our filings with the Securities and Exchange Commission (the “SEC”), including but not limited to the section entitled “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2022, filed with the SEC on February 23, 2023. All forward-looking statements in this document apply as of the date of this document or as of the date they were made and, except as required by applicable law, we disclaim any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

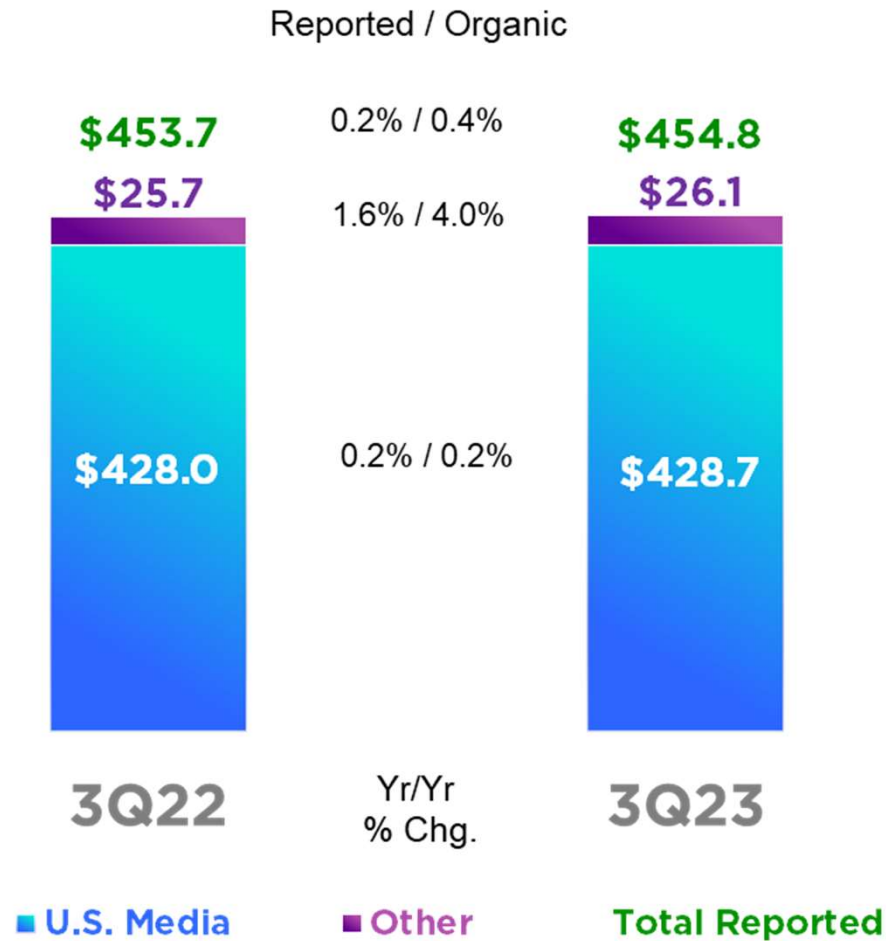
## Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP financial measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided in the Appendix of this presentation. Prior period presentation conforms to current period reporting classifications. Numbers in this presentation may not sum due to rounding.

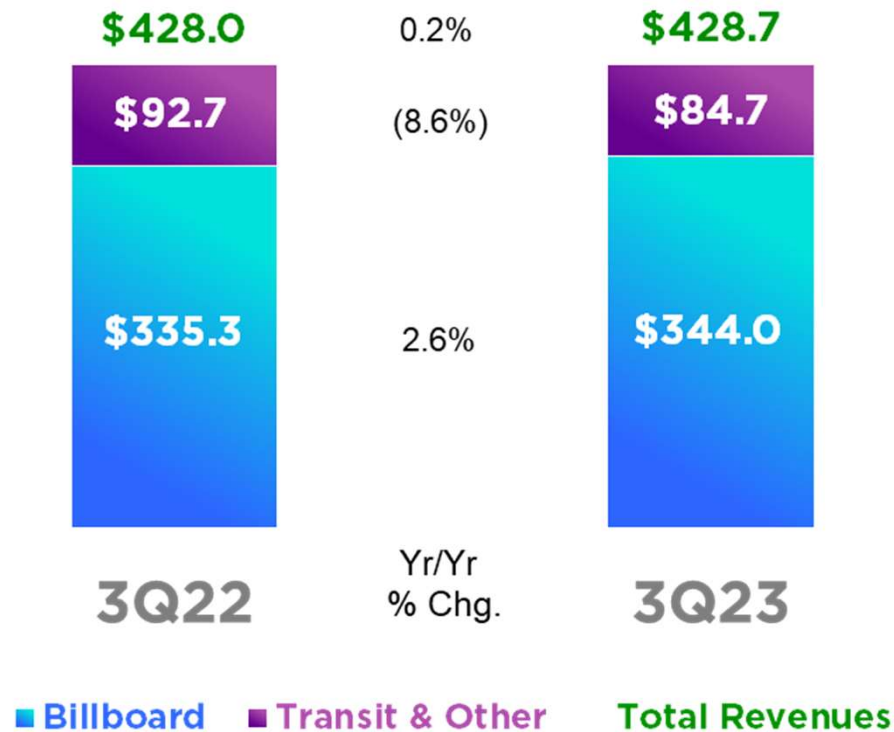
# KEY FIGURES 3Q23

- / Revenue: Up 0.2% as-reported**
- / Operating income: \$59 million includes \$12 million impairment charge**
- / Adj. OIBDA: \$117 million**
- / Net income: \$17 million includes \$12 million impairment charge**
- / AFFO: \$76 million**

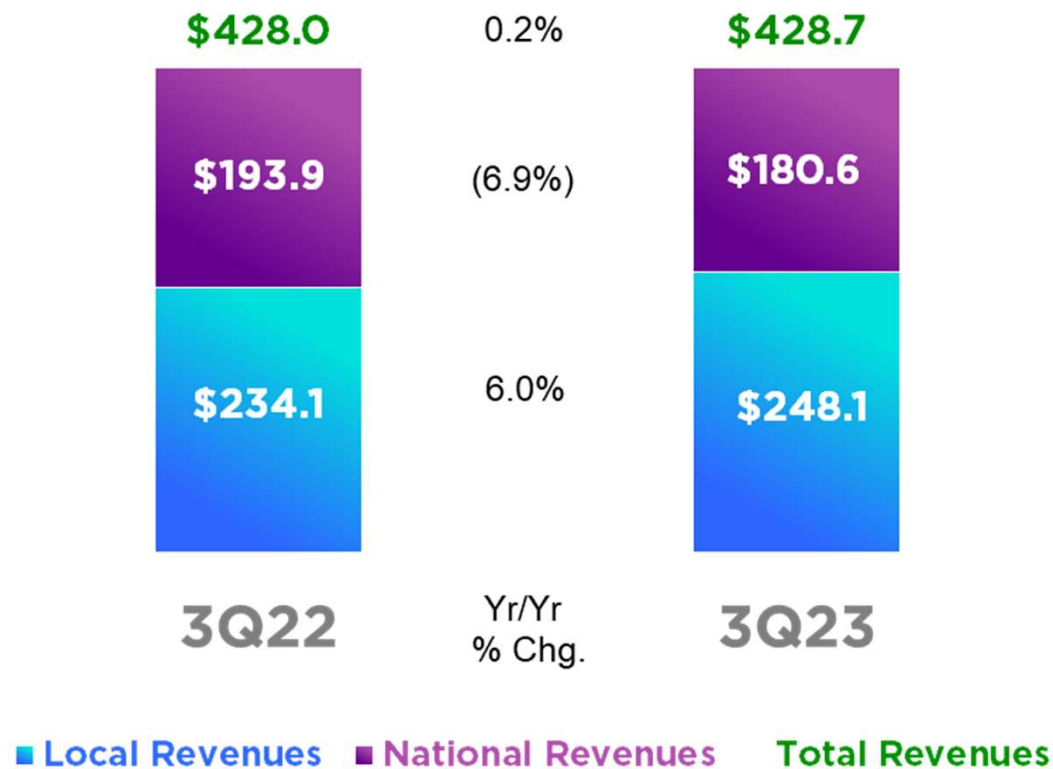
# TOTAL REVENUES



# U.S. MEDIA REVENUES

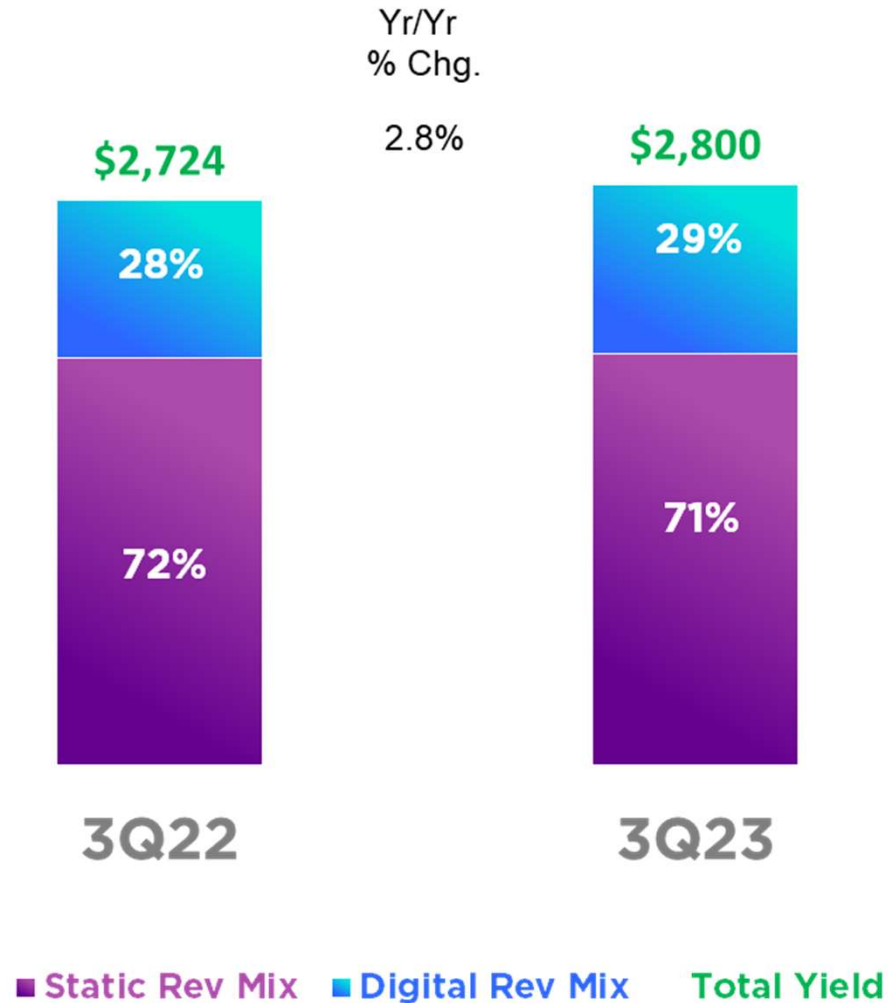


# U.S. MEDIA LOCAL & NATIONAL

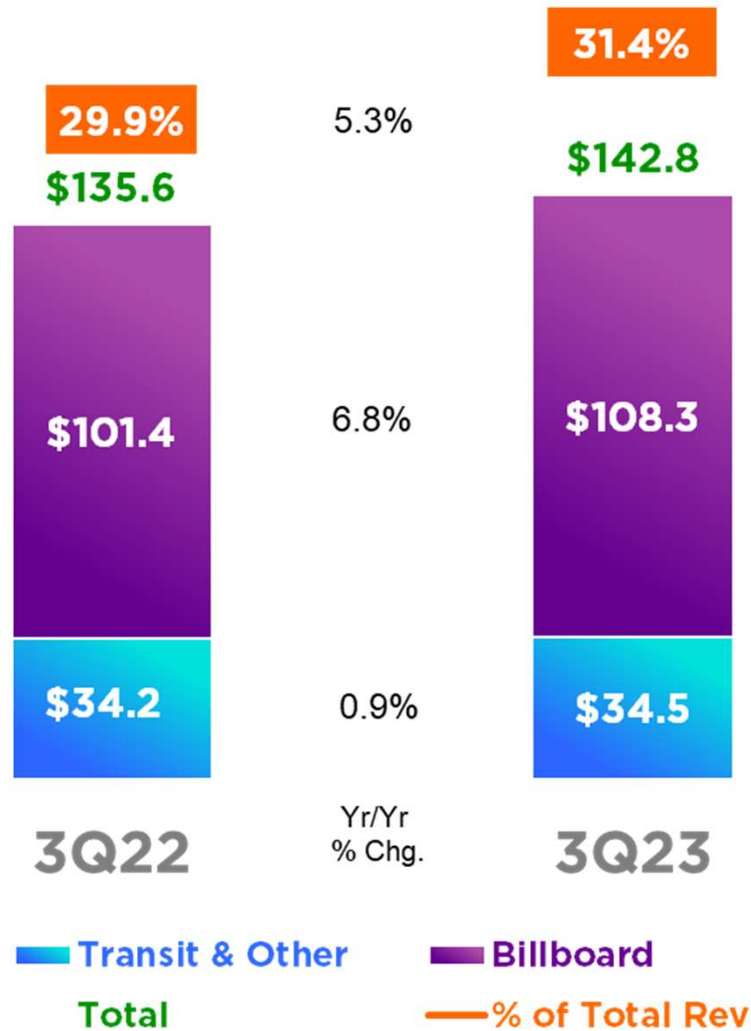


**Notes:** Prior period presentation conforms to current reporting classifications. Local includes \$0.1 million of billboard condemnations in the three months ended September 30, 2023 and \$0.5 million in the three months ended September 30, 2022. \$ Millions unless otherwise stated. Numbers may not sum due to rounding.

# U.S. MEDIA BILLBOARD YIELD

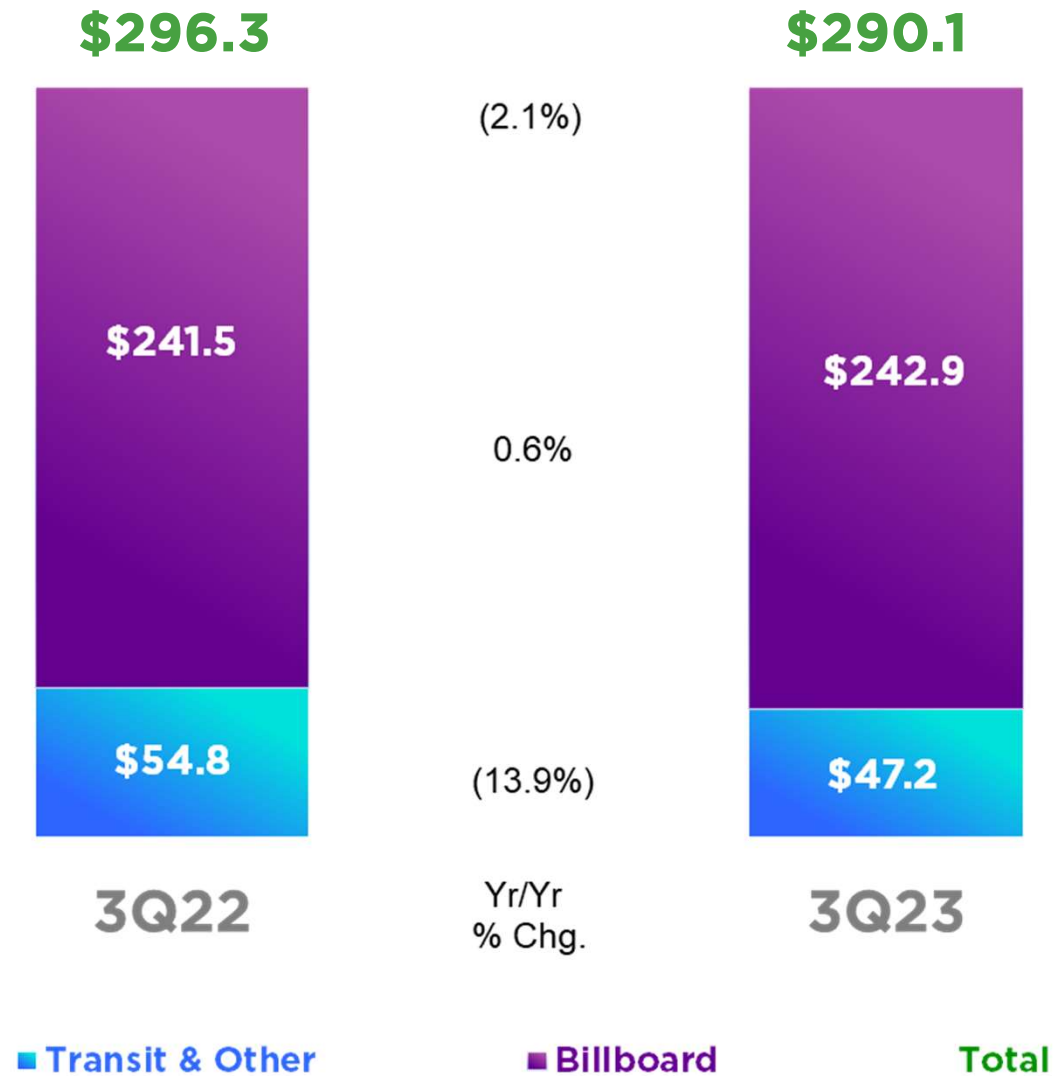


# DIGITAL REVENUES





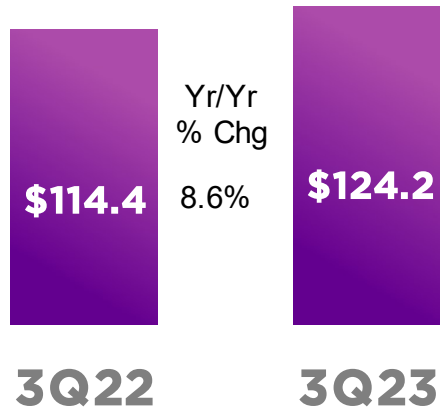
# STATIC REVENUES



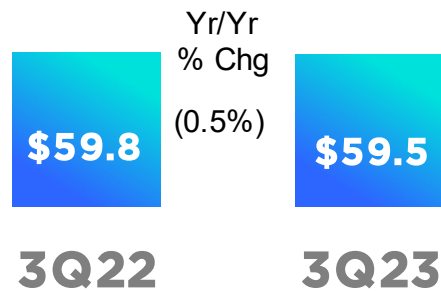
Notes: \$ Millions unless otherwise stated. Numbers may not sum due to rounding.

# EXPENSE LEVELS

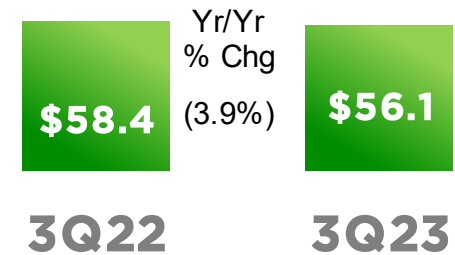
## Billboard Lease



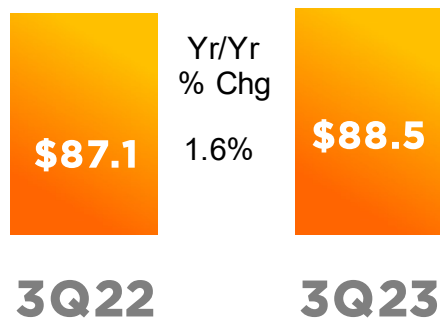
## Transit Franchise



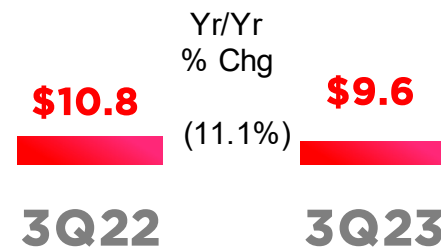
## Posting, Maint. & Other



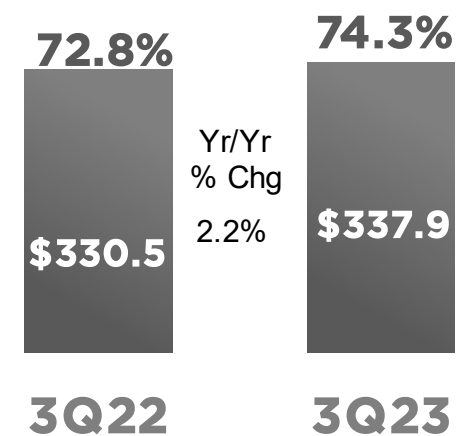
## SG&A



## Corporate<sup>1</sup>

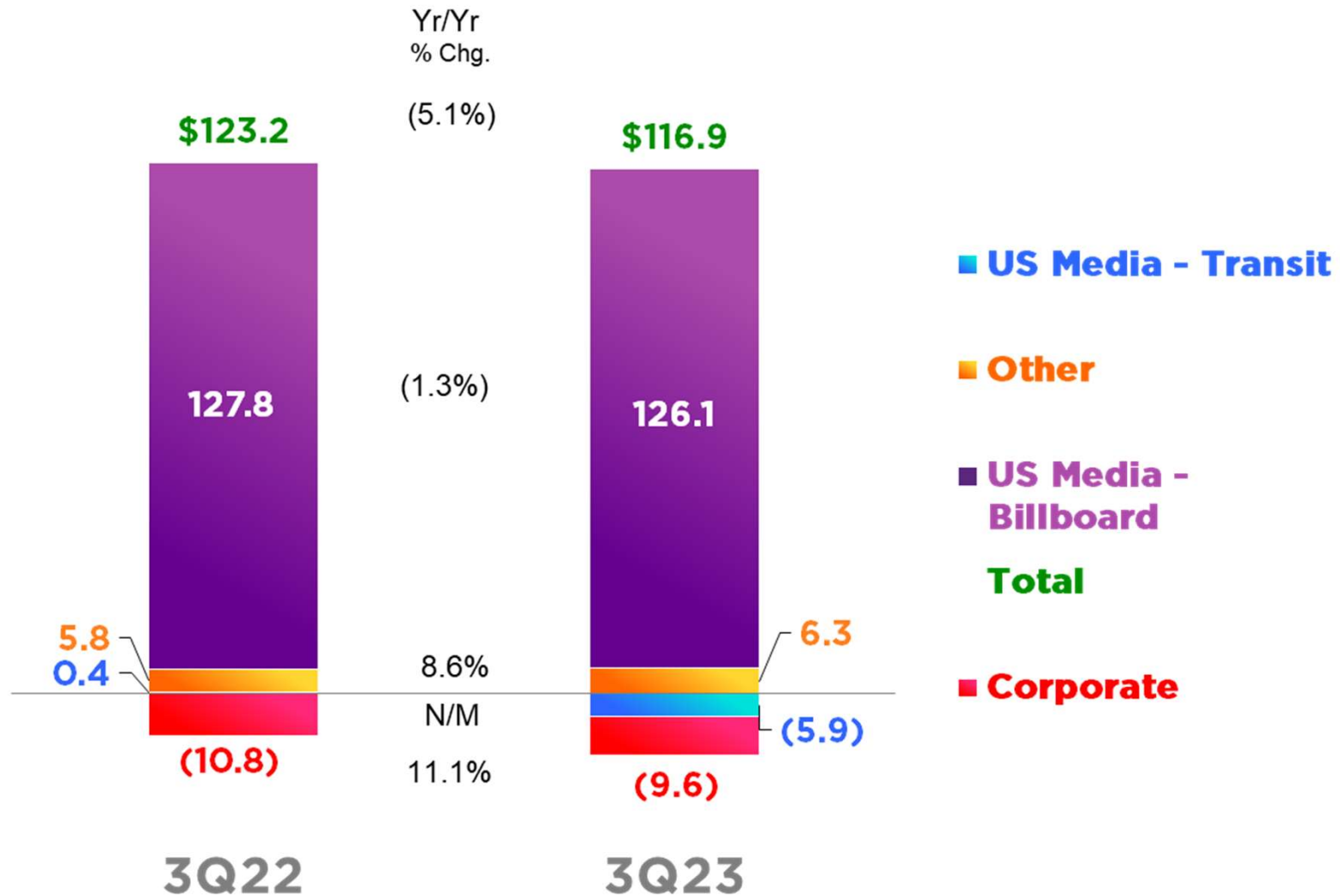


## Total Expenses



**Notes:** \$ Millions unless otherwise stated. Percentages atop Total Expenses columns represent expense as a % of Total Revenues.  
 1) Corporate shown separately from SG&A and excludes stock-based compensation expense. Numbers may not sum due to rounding.

# ADJUSTED OIBDA COMPONENTS

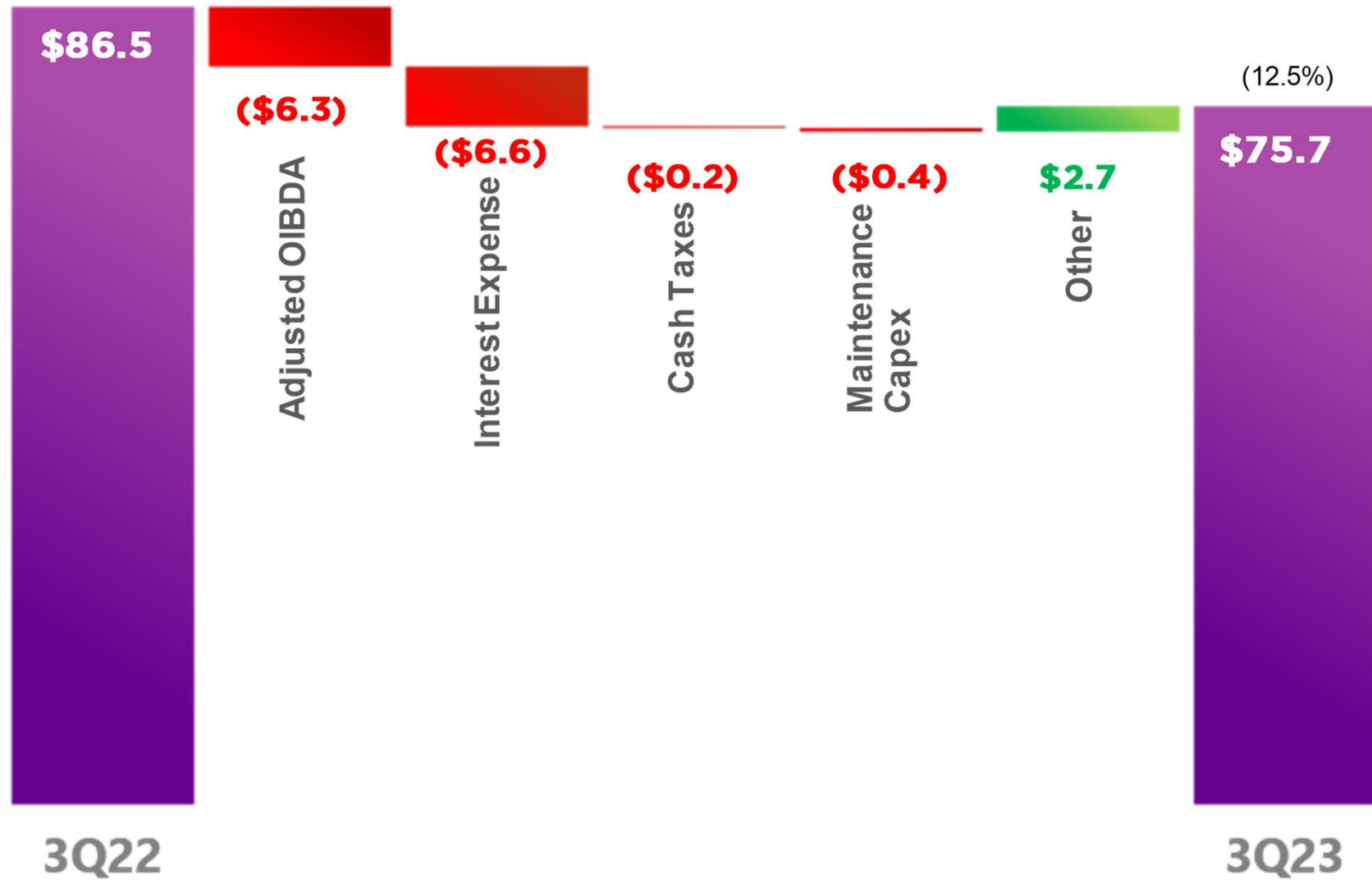


**Notes:** \$ Millions unless otherwise stated. Numbers may not sum due to rounding. Transit refers to "Transit & Other". See Appendix for Non-GAAP reconciliations.  
 N/M: Not meaningful

# CAPITAL EXPENDITURES



# AFFO



Notes: \$ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for Non-GAAP reconciliations.

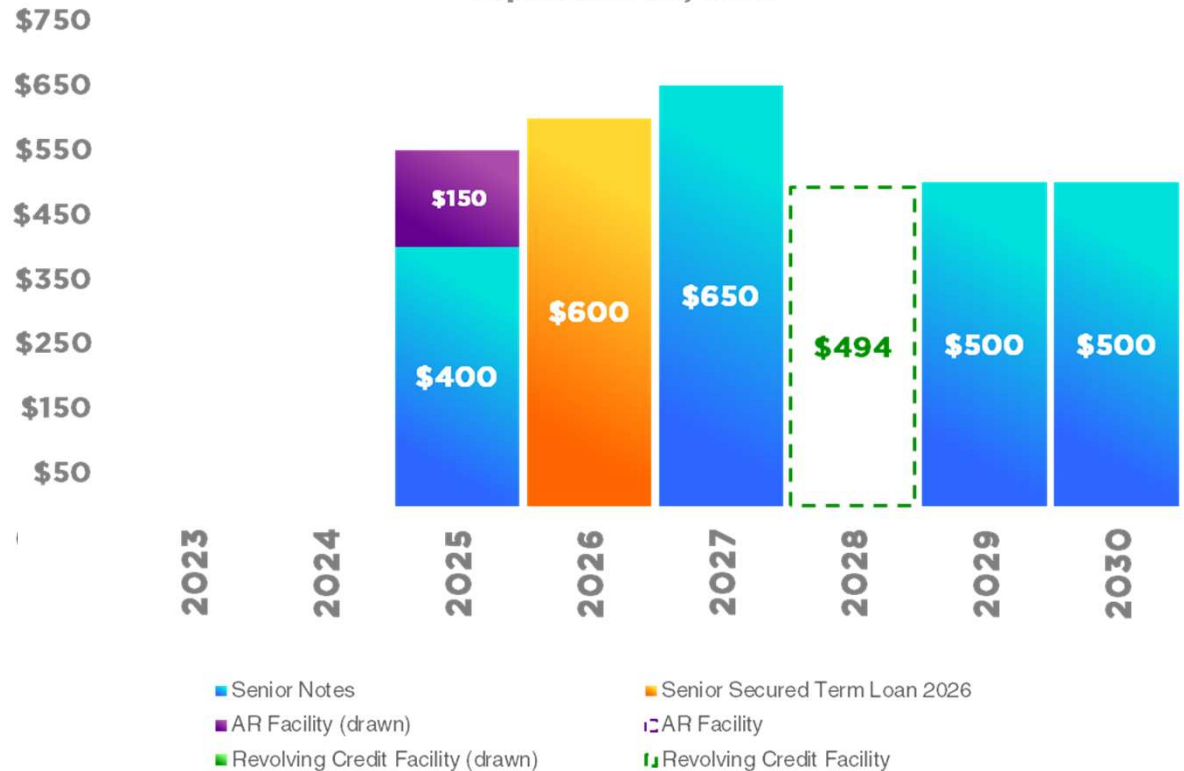
# BALANCE SHEET

## Liquidity September 30, 2023



Revolving credit facility availability shown net of letters of credit outstanding.

## Maturity Schedule September 30, 2023



Weighted Average Cost of Debt	<b>3Q23</b>
Net Leverage Ratio <sup>1</sup>	<b>5.5%</b>
	<b>5.4x</b>

**Notes:** \$ Millions unless otherwise stated. Reflects face value of debt. 1) Calculated as Total Debt less Cash divided by LTM "Consolidated EBITDA" (as defined in, and calculated in accordance with, the Credit Agreement governing the Company's senior credit facilities). Maturity Schedule above presents borrowed amounts and maximum borrowing capacities, which are subject to the terms of the respective debt agreements. Numbers may not sum due to rounding.

# OUTLOOK

- 4Q23 expected revenues



# Appendix



**OUTFRONT**



# NON-GAAP RECONCILIATIONS

## Non-GAAP Financial Measures

In addition to the results prepared in accordance with generally accepted accounting principles in the United States (“GAAP”) provided throughout this document, this document and the accompanying tables include non-GAAP financial measures as described below. We calculate organic revenues as reported revenues excluding revenues associated with a significant acquisition and the impact of foreign currency exchange rates (“non-organic revenues”). We provide organic revenues to understand the underlying growth rate of revenue excluding the impact of non-organic revenue items. Our management believes organic revenues are useful to users of our financial data because it enables them to better understand the level of growth of our business period to period. We calculate U.S. Media Billboard Yield as reported U.S. Media revenues divided by our average U.S. billboard displays per month for the applicable quarterly period. We use U.S. Media Billboard Yield for managing our business, and for planning and forecasting future periods, and U.S. Media Billboard Yield is an important indicator of our operational strength and business performance. Our management believes users of our financial data are best served if the information that is made available to them allows them to align their analysis and evaluation of our operating results along the same lines that our management uses in managing, planning and executing our business strategy. It is management’s opinion that this supplemental measure provides users of our financial data with an important perspective on our operating performance and also makes it easier to compare our results to other companies in our industry. We calculate and define “Adjusted OIBDA” as operating income (loss) before depreciation, amortization, net (gain) loss on dispositions, stock-based compensation, and impairment charges. We calculate Adjusted OIBDA margin by dividing Adjusted OIBDA by total revenues. Adjusted OIBDA and Adjusted OIBDA margin are among the primary measures we use for managing our business, evaluating our operating performance and planning and forecasting future periods, as each is an important indicator of our operational strength and business performance. Our management believes users of our financial data are best served if the information that is made available to them allows them to align their analysis and evaluation of our operating results along the same lines that our management uses in managing, planning and executing our business strategy. Our management also believes that the presentations of Adjusted OIBDA and Adjusted OIBDA margin, as supplemental measures, are useful in evaluating our business because eliminating certain non-comparable items highlight operational trends in our business that may not otherwise be apparent when relying solely on GAAP financial measures. It is management’s opinion that these supplemental measures provide users of our financial data with an important perspective on our operating performance and also make it easier for users of our financial data to compare our results with other companies that have different financing and capital structures or tax rates. When used herein, references to “Funds From Operations,” or “FFO” and “Adjusted FFO,” or “AFFO” mean “FFO attributable to OUTFRONT Media Inc.” and “AFFO attributable to OUTFRONT Media Inc.,” respectively. We calculate FFO in accordance with the definition established by the National Association of Real Estate Investment Trusts (“NAREIT”). FFO reflects net income (loss) attributable to OUTFRONT Media Inc. adjusted to exclude gains and losses from the sale of real estate assets, impairment charges, depreciation and amortization of real estate assets, amortization of direct lease acquisition costs and the same adjustments for our equity-based investments and non-controlling interests, as well as the related income tax effect of adjustments, as applicable. We calculate AFFO as FFO adjusted to include cash paid for direct lease acquisition costs as such costs are generally amortized over a period ranging from four weeks to one year and therefore are incurred on a regular basis. AFFO also includes cash paid for maintenance capital expenditures since these are routine uses of cash that are necessary for our operations. In addition, AFFO excludes certain non-cash items, including non-real estate depreciation and amortization, impairment charges on non-real estate assets, stock-based compensation expense, accretion expense, the non-cash effect of straight-line rent, amortization of deferred financing costs and the same adjustments for our non-controlling interests, along with the non-cash portion of income taxes, and the related income tax effect of adjustments, as applicable. We use FFO and AFFO measures for managing our business and for planning and forecasting future periods, and each is an important indicator of our operational strength and business performance, especially compared to other REITs. Our management believes users of our financial data are best served if the information that is made available to them allows them to align their analysis and evaluation of our operating results along the same lines that our management uses in managing, planning and executing our business strategy. Our management also believes that the presentations of FFO and AFFO, as supplemental measures, are useful in evaluating our business because adjusting results to reflect items that have more bearing on the operating performance of REITs highlight trends in our business that may not otherwise be apparent when relying solely on GAAP financial measures. It is management’s opinion that these supplemental measures provide users of our financial data with an important perspective on our operating performance and also make it easier to compare our results to other companies in our industry, as well as to REITs. Since organic revenues, U.S. Media Billboard Yield, Adjusted OIBDA, Adjusted OIBDA margin, FFO and AFFO are not measures calculated in accordance with GAAP, they should not be considered in isolation of, or as a substitute for, revenues, operating income (loss), and net income (loss) attributable to OUTFRONT Media Inc., the most directly comparable GAAP financial measures, as indicators of operating performance. These measures, as we calculate them, may not be comparable to similarly titled measures employed by other companies. In addition, these measures do not necessarily represent funds available for discretionary use and are not necessarily a measure of our ability to fund our cash needs.

# NON-GAAP RECONCILIATIONS

	Three Months Ended September 30, 2023			
(in millions, except percentages)	U.S. Media	Other	Corporate	Consolidated
Revenues:				
Billboard	\$ 344.0	\$ 19.6	\$ —	\$ 363.6
Transit and other	84.7	6.5	—	91.2
<b>Total revenues</b>	<b>\$ 428.7</b>	<b>\$ 26.1</b>	<b>\$ —</b>	<b>\$ 454.8</b>
Organic revenues <sup>(a)</sup> :				
Billboard	\$ 344.0	\$ 19.6	\$ —	\$ 363.6
Transit and other	84.7	6.5	—	91.2
Total organic revenues <sup>(a)</sup>	\$ 428.7	\$ 26.1	\$ —	\$ 454.8
Non-organic revenues <sup>(b)</sup> :				
Billboard	\$ —	\$ —	\$ —	\$ —
Transit and other	—	—	—	—
Total non-organic revenues <sup>(b)</sup>	\$ —	\$ —	\$ —	\$ —
Operating income (loss)	\$ 72.7	\$ 2.7	\$ (16.8)	\$ 58.6
Impairment charges	12.1	—	—	12.1
Depreciation and amortization	35.4	3.6	—	39.0
Stock-based compensation	—	—	7.2	7.2
<b>Adjusted OIBDA</b>	<b>\$ 120.2</b>	<b>\$ 6.3</b>	<b>\$ (9.6)</b>	<b>\$ 116.9</b>
Adjusted OIBDA margin	28.0 %	24.1 %	*	25.7 %
Capital expenditures	\$ 16.4	\$ 2.3	\$ —	\$ 18.7

# NON-GAAP RECONCILIATIONS

Three Months Ended September 30, 2022

(in millions, except percentages)	U.S. Media	Other	Corporate	Consolidated
Revenues:				
Billboard	\$ 335.3	\$ 19.7	\$ —	\$ 355.0
Transit and other	92.7	6.0	—	98.7
<b>Total revenues</b>	<b>\$ 428.0</b>	<b>\$ 25.7</b>	<b>\$ —</b>	<b>\$ 453.7</b>
Organic revenues <sup>(a)</sup> :				
Billboard	\$ 335.3	\$ 19.2	\$ —	\$ 354.5
Transit and other	92.7	5.9	—	98.6
Total organic revenues <sup>(a)</sup>	\$ 428.0	\$ 25.1	\$ —	\$ 453.1
Non-organic revenues <sup>(b)</sup> :				
Billboard	\$ —	\$ 0.5	\$ —	\$ 0.5
Transit and other	—	0.1	—	0.1
Total non-organic revenues <sup>(b)</sup>	\$ —	\$ 0.6	\$ —	\$ 0.6
Operating income (loss)	\$ 91.3	\$ 2.4	\$ (19.4)	\$ 74.3
Net loss on dispositions	0.2	—	—	0.2
Depreciation and amortization	36.7	3.4	—	40.1
Stock-based compensation	—	—	8.6	8.6
<b>Adjusted OIBDA</b>	<b>\$ 128.2</b>	<b>\$ 5.8</b>	<b>\$ (10.8)</b>	<b>\$ 123.2</b>
Adjusted OIBDA margin	30.0 %	22.6 %	*	27.2 %
Capital expenditures	\$ 23.8	\$ 1.0	\$ —	\$ 24.8

# NON-GAAP RECONCILIATIONS

	For the three months ended September 30, 2022						For the three months ended September 30, 2023					
	U.S. Media			U.S. Media								
	Billboard	Transit and Other	Total	Other	Corporate	Total	Billboard	Transit and Other	Total	Other	Corporate	Total
Revenues	\$ 335.3	\$ 92.7	\$ 428.0	\$ 25.7	\$ -	\$ 453.7	\$ 344.0	\$ 84.7	\$ 428.7	\$ 26.1	\$ -	\$ 454.8
Operating income (loss)	\$ 97.1	\$ (5.8)	\$ 91.3	\$ 2.4	\$ (19.4)	\$ 74.3	\$ 93.2	\$ (20.5)	\$ 72.7	\$ 2.7	\$ (16.8)	\$ 58.6
Net loss on dispositions	0.2	-	0.2	-	-	0.2	-	-	-	-	-	-
Impairment charges	-	-	-	-	-	-	-	12.1	12.1	-	-	12.1
Depreciation	15.1	3.4	18.5	1.4	-	19.9	16.2	1.6	17.8	1.5	-	19.3
Amortization	15.4	2.8	18.2	2.0	-	20.2	16.7	0.9	17.6	2.1	-	19.7
Stock-based compensation	-	-	-	-	8.6	8.6	-	-	-	-	7.2	7.2
Adjusted OIBDA	\$ 127.8	\$ 0.4	\$ 128.2	\$ 5.8	\$ (10.8)	\$ 123.2	\$ 126.1	\$ (5.9)	\$ 120.2	\$ 6.3	\$ (9.6)	\$ 116.9
Adjusted OIBDA margin	38.1%	0.4%	30.0%	22.6%		27.2%	36.7%	(7.0)%	28.0%	24.1%		25.7%

# NON-GAAP RECONCILIATIONS

(in millions)	Three Months Ended								Twelve Months Ended	
	Dec 31, 2021	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023	Jun 30, 2023	Sep 30, 2023	Sep 30, 2022	Sep 30, 2023
<b>Net income (loss) attributable to OUTFRONT Media Inc.</b>	\$ 71.1	\$ (0.1)	\$ 48.0	\$ 40.8	\$ 59.2	\$ (28.9)	\$ (478.9)	\$ 17.0	\$ 159.8	\$ (431.6)
Depreciation of billboard advertising structures	14.0	13.6	14.0	14.4	14.1	15.1	15.1	14.6	56.0	58.9
Amortization of real estate-related intangible assets	13.1	13.4	14.5	17.3	17.6	18.3	18.1	18.0	58.3	72.0
Amortization of direct lease acquisition costs	13.9	15.3	15.7	15.4	12.1	12.4	15.0	15.0	60.3	54.5
Impairment charges <sup>(c)</sup>	—	—	—	—	—	—	371.1	8.8	-	379.9
Net (gain) loss on disposition of real estate assets	(0.9)	(0.3)	0.2	0.2	0.1	0.3	(0.1)	—	(0.8)	0.3
Adjustment related to non-controlling interests	(0.1)	(0.1)	—	(0.1)	(0.1)	(0.1)	(0.1)	—	(0.3)	(0.3)
Adjustment related to equity-based investments	0.1	—	—	—	—	—	—	—	0.1	-
<b>FFO attributable to OUTFRONT Media Inc.</b>	<b>\$ 111.2</b>	<b>\$ 41.8</b>	<b>\$ 92.4</b>	<b>\$ 88.0</b>	<b>\$ 103.0</b>	<b>\$ 17.1</b>	<b>\$ (59.8)</b>	<b>\$ 73.4</b>	<b>\$ 333.4</b>	<b>\$ 133.7</b>
Non-cash portion of income taxes	2.4	(4.2)	0.4	(0.5)	10.4	(3.2)	(1.5)	1.0	(1.9)	6.7
Cash paid for direct lease acquisition costs	(13.4)	(16.0)	(13.0)	(13.7)	(14.6)	(16.5)	(14.6)	(12.5)	(56.1)	(58.2)
Maintenance capital expenditures	(12.0)	(4.4)	(7.0)	(7.6)	(6.5)	(8.8)	(7.7)	(8.0)	(31.0)	(31.0)
Other depreciation	5.8	5.7	5.4	5.5	4.7	5.0	4.6	4.7	22.4	19.0
Other amortization	3.5	1.4	2.8	2.9	3.4	3.5	3.4	1.7	10.6	12.0
Impairment charges on non-real estate assets <sup>(c)(d)</sup>	2.5	—	—	—	—	—	140.3	3.3	2.5	143.6
Stock-based compensation	7.9	7.9	8.5	8.6	8.8	7.8	7.9	7.2	32.9	31.7
Non-cash effect of straight-line rent	0.8	1.0	1.3	1.0	(15.4)	1.5	2.9	2.5	4.1	(8.5)
Accretion expense	0.7	0.7	0.7	0.7	0.7	0.8	0.7	0.8	2.8	3.0
Amortization of deferred financing costs	1.6	1.6	1.7	1.6	1.6	1.6	1.8	1.6	6.5	6.6
<b>AFFO attributable to OUTFRONT Media Inc.</b>	<b>\$ 111.0</b>	<b>\$ 35.5</b>	<b>\$ 93.2</b>	<b>\$ 86.5</b>	<b>\$ 96.1</b>	<b>\$ 8.8</b>	<b>\$ 78.0</b>	<b>\$ 75.7</b>	<b>\$ 326.2</b>	<b>\$ 258.6</b>

(in millions)	Three Months Ended								Twelve Months Ended	
	Dec 31, 2021	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023	Jun 30, 2023	Sep 30, 2023	Sep 30, 2022	Sep 30, 2023
<b>Adjusted OIBDA</b>	<b>\$ 151.1</b>	<b>\$ 70.2</b>	<b>\$ 125.3</b>	<b>\$ 123.2</b>	<b>\$ 153.7</b>	<b>\$ 60.2</b>	<b>\$ 122.2</b>	<b>\$ 116.9</b>	<b>\$ 469.8</b>	<b>\$ 453.0</b>
Interest expense, net, less amortization of deferred financing costs	(30.3)	(29.1)	(29.9)	(32.0)	(34.3)	(36.1)	(37.9)	(38.6)	(121.3)	(146.9)
Cash paid for income taxes	(0.2)	(2.1)	(0.8)	(0.2)	(0.2)	(3.6)	(1.9)	(0.4)	(3.3)	(6.1)
Direct lease acquisition costs	0.5	(0.7)	2.7	1.7	(2.5)	(4.1)	0.4	2.5	4.2	(3.7)
Maintenance capital expenditures	(12.0)	(4.4)	(7.0)	(7.6)	(6.5)	(8.8)	(7.7)	(8.0)	(31.0)	(31.0)
Equity earnings of investee companies, net of tax	0.8	0.3	1.2	0.4	0.9	(0.8)	(0.3)	(0.2)	2.7	(0.4)
Adjustment related to equity-based investments	0.1	—	—	—	—	—	—	—	0.1	-
Non-cash effect of straight-line rent	0.8	1.0	1.3	1.0	(15.4)	1.5	2.9	2.5	4.1	(8.5)
Accretion expense	0.7	0.7	0.7	0.7	0.7	0.8	0.7	0.8	2.8	3.0
Other income (expense)	—	(0.1)	0.1	(0.3)	0.1	—	0.2	(0.1)	(0.3)	0.2
Adjustment related to non-controlling interests	(0.5)	(0.3)	(0.4)	(0.4)	(0.4)	(0.3)	(0.6)	0.3	(1.6)	(1.0)
<b>AFFO attributable to OUTFRONT Media Inc.</b>	<b>\$ 111.0</b>	<b>\$ 35.5</b>	<b>\$ 93.2</b>	<b>\$ 86.5</b>	<b>\$ 96.1</b>	<b>\$ 8.8</b>	<b>\$ 78.0</b>	<b>\$ 75.7</b>	<b>\$ 326.2</b>	<b>\$ 258.6</b>

# DIGITAL REVENUES

Location	Digital Revenues (in millions) for the three months ended September 30, 2023 <sup>(a)</sup>			Number of Digital Displays as of September 30, 2023 <sup>(a)</sup>		
	Digital Billboard	Digital Transit and Other	Total Digital Revenues	Digital Billboard Displays	Digital Transit and Other Displays	Total Digital Displays
United States	\$ 99.9	\$ 33.8	\$ 133.7	1,798	20,625	22,423
Canada	8.4	0.7	9.1	307	101	408
Total	\$ 108.3	\$ 34.5	\$ 142.8	2,105	20,726	22,831

Location	Digital Revenues (in millions) for the three months ended September 30, 2022 <sup>(a)</sup>			Number of Digital Displays as of September 30, 2022 <sup>(a)</sup>		
	Digital Billboard	Digital Transit and Other	Total Digital Revenues	Digital Billboard Displays	Digital Transit and Other Displays	Total Digital Displays
United States	\$ 93.3	\$ 33.8	\$ 127.1	1,569	15,367	16,936
Canada	8.1	0.4	8.5	242	74	316
Total	\$ 101.4	\$ 34.2	\$ 135.6	1,811	15,441	17,252

- (a) Digital display amounts include 4,987 displays reserved for transit agency use as of September 30, 2023, and 4,282 as of September 30, 2022. Our number of digital displays is impacted by acquisitions, dispositions, management agreements, the net effect of new and lost billboards, and the net effect of won and lost franchises in the period.

# TRENDING SCHEDULES

<b>OUTFRONT/</b>	2021					2022					2023		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
<b>Total Revenues</b>	\$259.2	\$341.0	\$399.2	\$464.5	\$1,463.9	\$373.5	\$450.2	\$453.7	\$494.7	\$1,772.1	\$395.8	\$468.8	\$454.8
<b>U.S. Media</b>	\$245.4	\$321.8	\$376.2	\$438.6	\$1,382.0	\$354.2	\$422.5	\$428.0	\$469.2	\$1,673.9	\$376.4	\$443.0	\$428.7
Billboard	\$212.5	\$271.8	\$298.4	\$333.4	\$1,116.1	\$283.4	\$332.1	\$335.3	\$358.0	\$1,308.8	\$306.1	\$352.2	\$344.0
Transit and other	\$32.9	\$50.0	\$77.8	\$105.2	\$265.9	\$70.8	\$90.4	\$92.7	\$111.2	\$365.1	\$70.3	\$90.8	\$84.7
<b>Other</b>	\$13.8	\$19.2	\$23.0	\$25.9	\$81.9	\$19.3	\$27.7	\$25.7	\$25.5	\$98.2	\$19.4	\$25.8	\$26.1
Billboard	\$11.1	\$15.5	\$19.0	\$20.6	\$66.2	\$14.8	\$21.9	\$19.7	\$19.5	\$75.9	\$14.5	\$19.4	\$19.6
Transit and other	\$2.7	\$3.7	\$4.0	\$5.3	\$15.7	\$4.5	\$5.8	\$6.0	\$6.0	\$22.3	\$4.9	\$6.4	\$6.5
<b>Total Expenses<sup>(1)</sup></b>	\$248.1	\$271.0	\$291.1	\$313.4	\$1,123.6	\$303.3	\$324.9	\$330.5	\$341.0	\$1,299.7	\$335.6	\$346.6	\$337.9
<b>U.S. Media</b>	\$220.8	\$241.2	\$259.8	\$277.3	\$999.1	\$274.1	\$293.3	\$299.8	\$305.5	\$1,172.7	\$304.3	\$314.9	\$308.5
Operating expenses	\$166.1	\$176.8	\$186.9	\$203.4	\$733.2	\$199.4	\$212.2	\$218.5	\$226.3	\$856.4	\$222.6	\$232.5	\$225.6
SG&A expenses	\$54.7	\$64.4	\$72.9	\$73.9	\$265.9	\$74.7	\$81.1	\$81.3	\$79.2	\$316.3	\$81.7	\$82.4	\$82.9
<b>Other</b>	\$15.8	\$17.6	\$18.2	\$19.9	\$71.5	\$18.7	\$19.9	\$19.9	\$19.1	\$77.6	\$18.3	\$19.1	\$19.8
Operating expenses	\$11.5	\$12.8	\$12.9	\$13.6	\$50.8	\$13.4	\$14.3	\$14.1	\$13.2	\$55.0	\$12.9	\$13.4	\$14.2
SG&A expenses	\$4.3	\$4.8	\$5.3	\$6.3	\$20.7	\$5.3	\$5.6	\$5.8	\$5.9	\$22.6	\$5.4	\$5.7	\$5.6
<b>Corporate<sup>(1)</sup></b>	\$11.5	\$12.2	\$13.1	\$16.2	\$53.0	\$10.5	\$11.7	\$10.8	\$16.4	\$49.4	\$13.0	\$12.6	\$9.6
<b>Total Adjusted OIBDA<sup>(2)</sup></b>	\$11.1	\$70.0	\$108.1	\$151.1	\$340.3	\$70.2	\$125.3	\$123.2	\$153.7	\$472.4	\$60.2	\$122.2	\$116.9
<b>U.S. Media<sup>(2)</sup></b>	\$24.6	\$80.6	\$116.4	\$161.3	\$382.9	\$80.1	\$129.2	\$128.2	\$163.7	\$501.2	\$72.1	\$128.1	\$120.2
Billboard <sup>(2)</sup>	\$52.4	\$96.5	\$114.8	\$139.0	\$402.7	\$92.7	\$129.8	\$127.8	\$147.1	\$497.4	\$92.6	\$131.4	\$126.1
Transit & other <sup>(2)</sup>	(\$27.8)	(\$15.9)	\$1.6	\$22.3	(\$19.8)	(\$12.6)	(\$0.6)	\$0.4	\$16.6	\$3.8	(\$20.5)	(\$3.3)	(\$5.9)
<b>Other<sup>(2)</sup></b>	(\$2.0)	\$1.6	\$4.8	\$6.0	\$10.4	\$0.6	\$7.8	\$5.8	\$6.4	\$20.6	\$1.1	\$6.7	\$6.3
<b>Corporate Expense<sup>(1)</sup></b>	(\$11.5)	(\$12.2)	(\$13.1)	(\$16.2)	(\$53.0)	(\$10.5)	(\$11.7)	(\$10.8)	(\$16.4)	(\$49.4)	(\$13.0)	(\$12.6)	(\$9.6)
<b>Digital Revenues</b>	\$55.7	\$80.8	\$107.1	\$145.8	\$389.4	\$107.3	\$132.1	\$135.6	\$164.9	\$539.9	\$117.0	\$149.0	\$142.8
<b>U.S.</b>	\$51.4	\$74.8	\$98.7	\$135.9	\$360.8	\$100.6	\$122.2	\$127.1	\$155.7	\$505.6	\$110.8	\$140.5	\$133.7
Billboard	\$45.1	\$63.0	\$76.4	\$96.0	\$280.5	\$75.0	\$90.7	\$93.3	\$109.5	\$368.5	\$83.1	\$106.1	\$99.9
Transit and other	\$6.3	\$11.8	\$22.3	\$39.9	\$80.3	\$25.6	\$31.5	\$33.8	\$46.2	\$137.1	\$27.7	\$34.4	\$33.8
<b>Canada</b>	\$4.3	\$6.0	\$8.4	\$9.9	\$28.6	\$6.7	\$9.9	\$8.5	\$9.2	\$34.3	\$6.2	\$8.5	\$9.1
Billboard	\$4.2	\$5.9	\$8.1	\$9.4	\$27.6	\$6.4	\$9.2	\$8.1	\$8.6	\$32.3	\$5.8	\$7.8	\$8.4
Transit and other	\$0.1	\$0.1	\$0.3	\$0.5	\$1.0	\$0.3	\$0.7	\$0.4	\$0.6	\$2.0	\$0.4	\$0.7	\$0.7
<b>Percent of Total Revenues</b>	21.5%	23.7%	26.8%	31.4%	26.6%	28.7%	29.3%	29.9%	33.3%	30.5%	29.6%	31.8%	31.4%

**Notes:** Numbers may not sum due to rounding; 1) Excludes stock-based compensation expense; 2) For prior period reconciliations, please see prior period earnings presentations on the Investor Relations section of our website, [www.outfront.com](http://www.outfront.com).

# TRENDING SCHEDULES

<b>OUTFRONT/</b>	2021					2022					2023		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
<b>Total Digital Displays</b>	10,759	10,975	12,371	14,368	14,368	15,760	16,719	17,252	18,046	18,046	19,100	20,729	22,831
<b>U.S.</b>	10,429	10,640	12,027	14,011	14,011	15,407	16,348	16,936	17,700	17,700	18,723	20,337	22,423
Billboard	1,258	1,302	1,327	1,401	1,401	1,432	1,519	1,569	1,702	1,702	1,728	1,756	1,798
Transit and other	9,171	9,338	10,700	12,610	12,610	13,975	14,829	15,367	15,998	15,998	16,995	18,581	20,625
<b>Canada</b>	330	335	344	357	357	353	371	316	346	346	377	392	408
Billboard	222	225	234	237	237	233	251	242	268	268	282	292	307
Transit and other	108	110	110	120	120	120	120	74	78	78	95	100	101
<b>Total U.S. Billboards<sup>(1)</sup></b>	40,596	40,438	40,298	40,359	40,359	40,251	41,104	40,955	40,995	40,995	40,861	41,103	40,806
<b>U.S. Media Billboard Revenue</b>	\$212.5	\$271.8	\$298.4	\$333.4	\$1,116.1	\$283.4	\$332.1	\$335.3	\$358.0	\$1,308.8	\$306.1	\$352.2	\$344.0
Divide: Average U.S. Billboards	40,695	40,517	40,368	40,329	40,596	40,305	40,678	41,030	40,975	40,652	40,928	41,103	40,834
<b>Monthly U.S. Media Billboard Yield</b>	\$1,741	\$2,236	\$2,464	\$2,755	\$2,292	\$2,343	\$2,721	\$2,724	\$2,912	\$2,681	\$2,493	\$2,865	\$2,800
<b>Total U.S. Media Revenue</b>	\$245.4	\$321.8	\$376.2	\$438.6	\$1,382.0	\$354.2	\$422.5	\$428.0	\$469.2	\$1,673.9	\$376.4	\$443.0	\$428.7
Local Revenue <sup>(3)</sup>	\$152.8	\$192.2	\$215.1	\$238.2	\$798.2	\$205.4	\$245.1	\$234.1	\$258.2	\$942.8	\$225.5	\$255.2	\$248.1
National Revenue <sup>(3)</sup>	\$92.6	\$129.7	\$161.1	\$200.3	\$583.7	\$148.8	\$177.4	\$193.8	\$211.1	\$731.1	\$150.9	\$187.8	\$180.6
<b>Total Expenses<sup>(2)</sup></b>	\$248.1	\$271.0	\$291.1	\$313.4	\$1,123.6	\$303.3	\$324.9	\$330.5	\$341.0	\$1,299.7	\$335.6	\$346.6	\$337.9
Billboard Lease	\$94.1	\$100.7	\$101.8	\$108.0	\$404.6	\$107.3	\$112.5	\$114.4	\$120.5	\$454.7	\$121.2	\$128.3	\$124.2
Transit Franchise	\$39.6	\$42.5	\$49.0	\$52.3	\$183.4	\$53.7	\$59.4	\$59.8	\$62.4	\$235.3	\$59.6	\$61.0	\$59.5
Posting, Maint. & Other	\$43.9	\$46.4	\$49.0	\$56.7	\$196.0	\$51.8	\$54.6	\$58.4	\$56.6	\$221.4	\$54.7	\$56.6	\$56.1
Selling, General & Admin	\$59.0	\$69.2	\$78.2	\$80.2	\$286.6	\$80.0	\$86.7	\$87.1	\$85.1	\$338.9	\$87.1	\$88.1	\$88.5
Corporate	\$11.5	\$12.2	\$13.1	\$16.2	\$53.0	\$10.5	\$11.7	\$10.8	\$16.4	\$49.4	\$13.0	\$12.6	\$9.6

**Notes:** Numbers may not sum due to rounding; 1) Unaudited; 2) Excludes stock-based compensation expense; 3) Prior period presentation conforms to current reporting classifications



# NOTES TO APPENDIX

## NOTES TO EXHIBITS

### PRIOR PERIOD PRESENTATION CONFORMS TO CURRENT REPORTING CLASSIFICATIONS.

- (a) Organic revenues exclude the impact of foreign currency exchange rates (“non-organic revenues”).
- (b) In the three months ended September 30, 2022, non-organic revenues reflect the impact of foreign currency exchange rates.
- (c) Impairment charges related to a decline in the long-term outlook of our U.S. Transit and Other reporting unit.
- (d) Impairment charges related to an other-than-temporary decline in fair value of a cost-method investment.

\* Calculation not meaningful

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