# 2022 First Quarter

MAY 2, 2022

OUTFRONT

# SAFE HARBOR DISCLAIMER

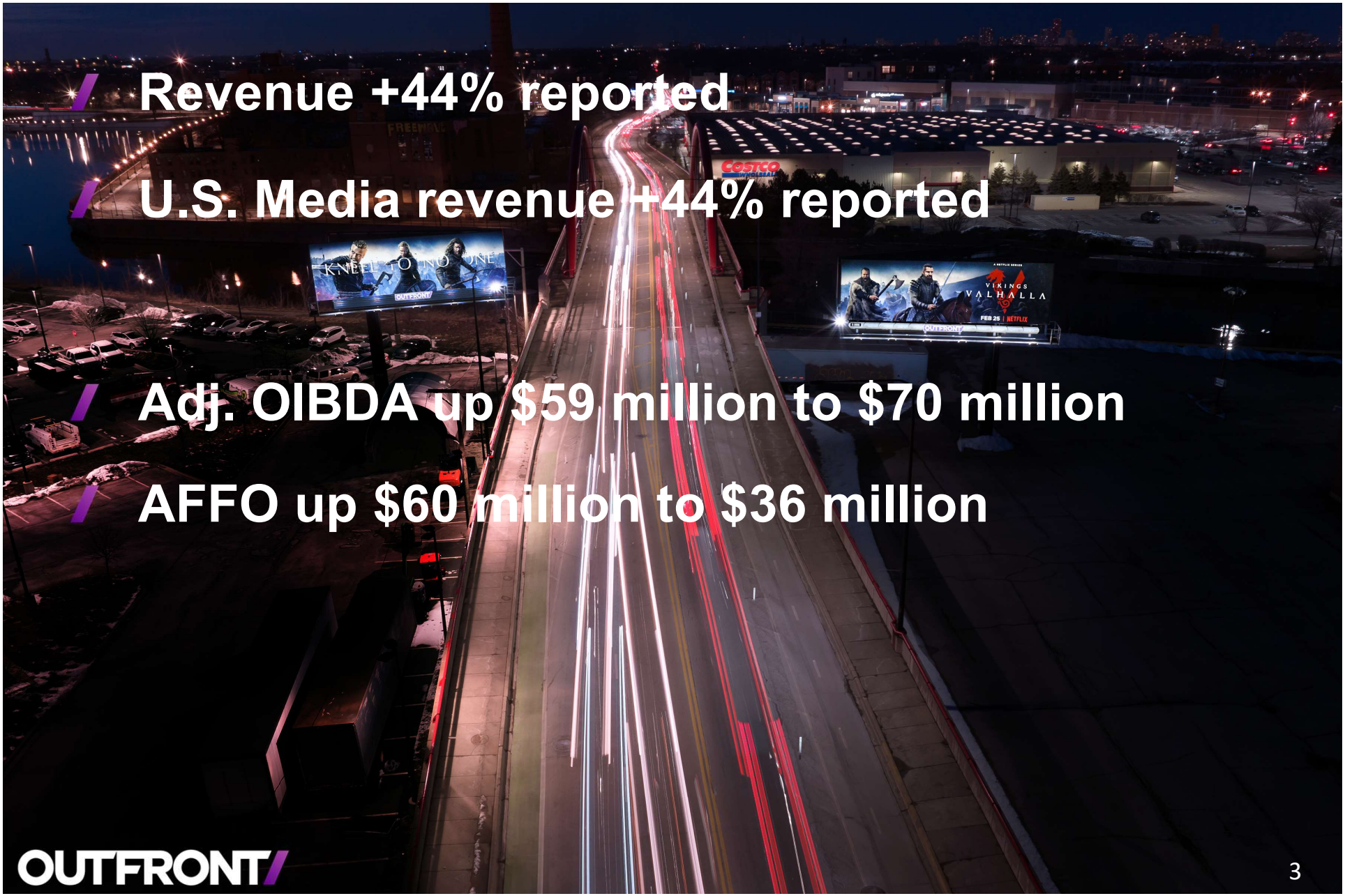
**Cautionary Statement Regarding Forward-Looking Statements**

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, including but not limited to the impact of the ongoing novel coronavirus (“COVID-19”) pandemic on 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 declines caused by the COVID-19 pandemic; the severity and duration of the COVID-19 pandemic and any other 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, including interruptions and reductions in demand caused by the impact of the COVID-19 pandemic; 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; 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 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, 2021, filed with the SEC on February 24, 2022. 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.

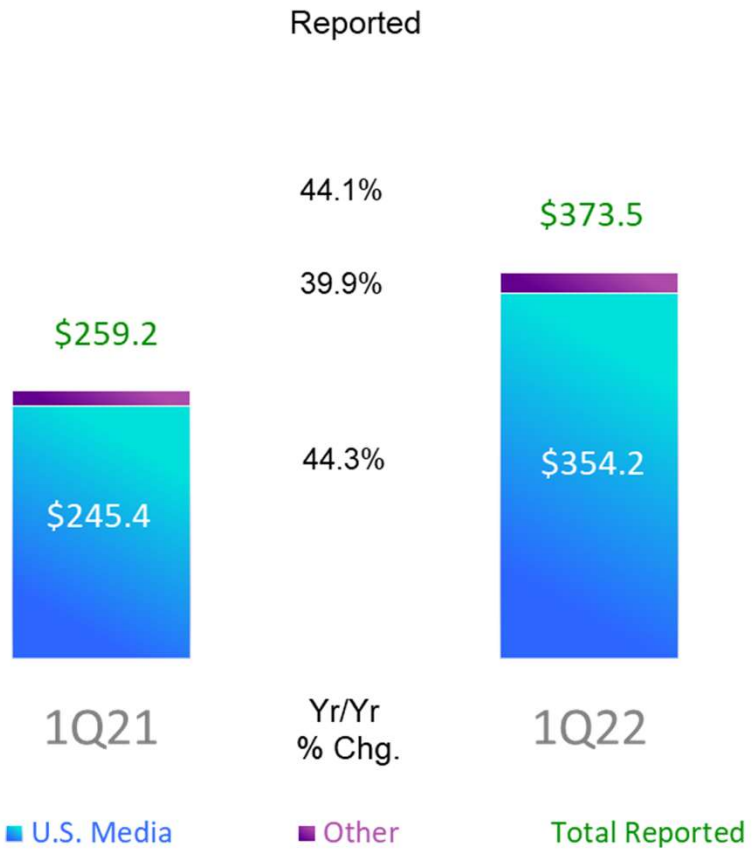
**Non-GAAP Financial Measures**

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 1Q22



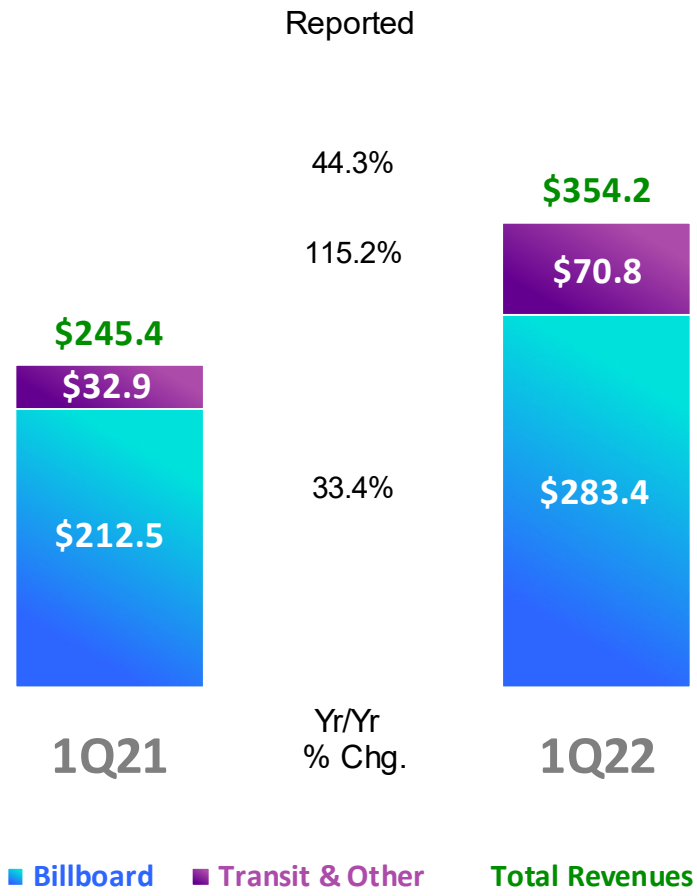
# TOTAL REVENUES






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

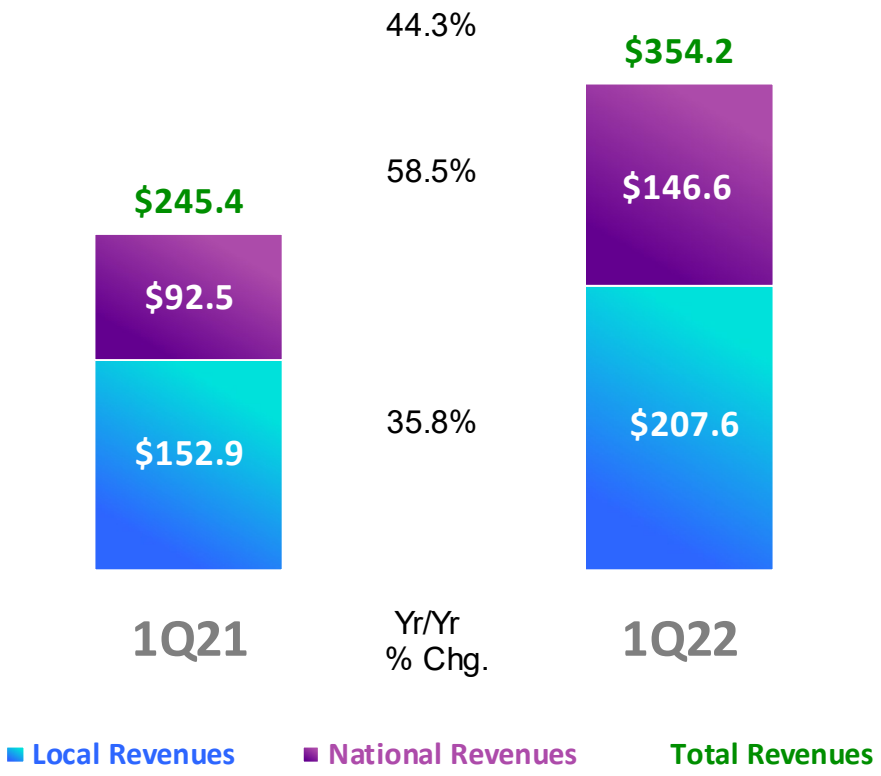
# U.S. MEDIA REVENUES





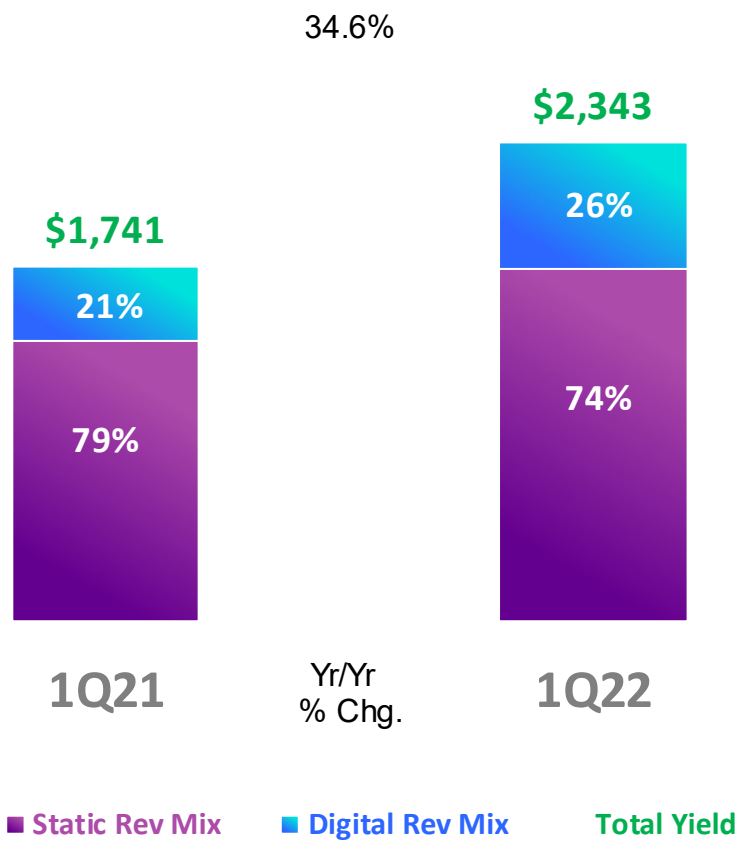

Notes: $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for Non-GAAP reconciliations.

# U.S. MEDIA LOCAL & NATIONAL



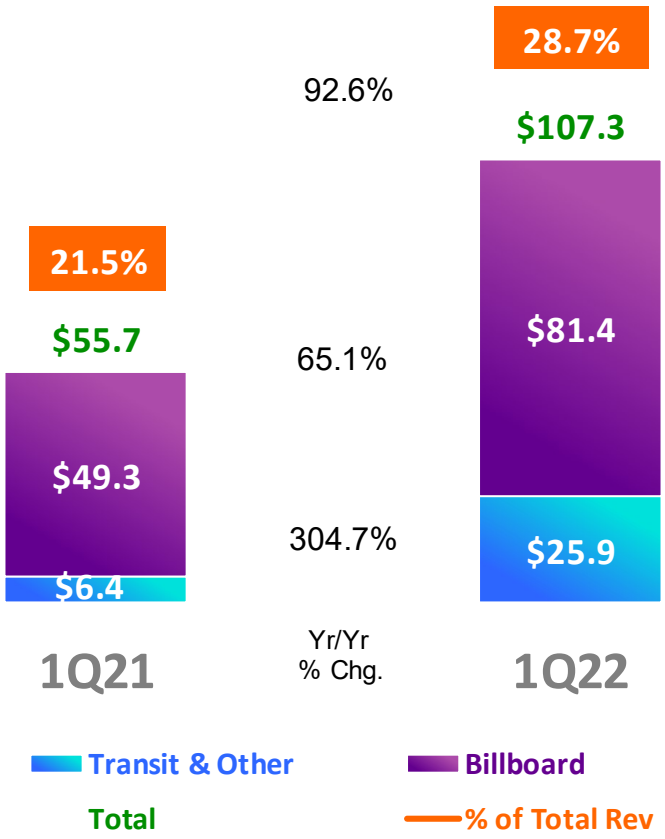

**Notes:** Prior period presentation conforms to current reporting classifications. Local includes $0.1 million of billboard condemnations in the three months ended March 31, 2022 and $0.6 million in the three months ended March 31, 2021. $ Millions unless otherwise stated. Numbers may not sum due to rounding.

# U.S. MEDIA BILLBOARD YIELD




**Notes:** Yield defined as reported revenue per average display per month for the quarter. Numbers may not sum due to rounding.

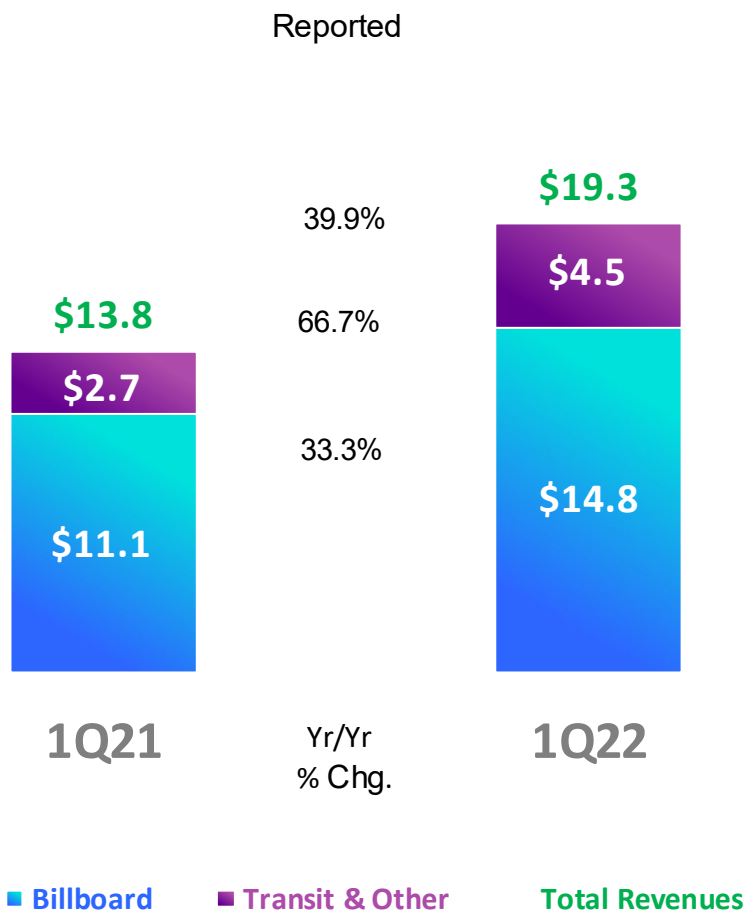
# DIGITAL REVENUES






**Notes:** $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for additional information, including digital revenues and displays calculation methodology.

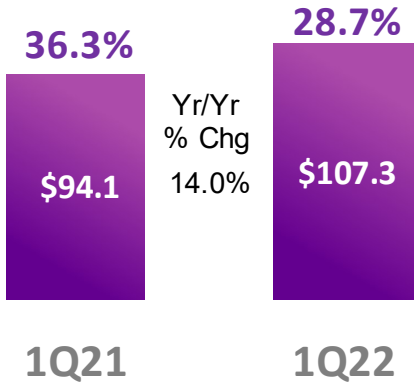
# OTHER REVENUES



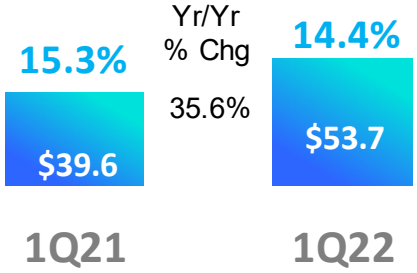

Notes: $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for Non-GAAP reconciliations.

# EXPENSE LEVELS

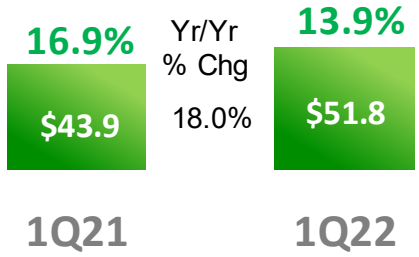
## Billboard Lease



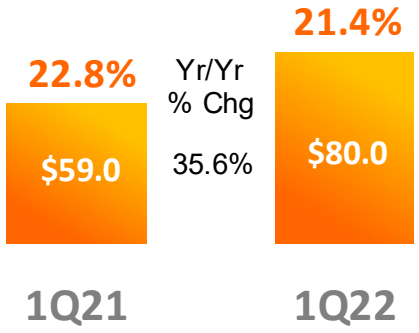

## Transit Franchise



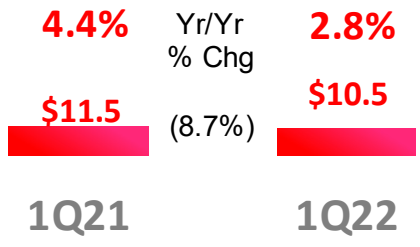

## Posting, Maint. & Other



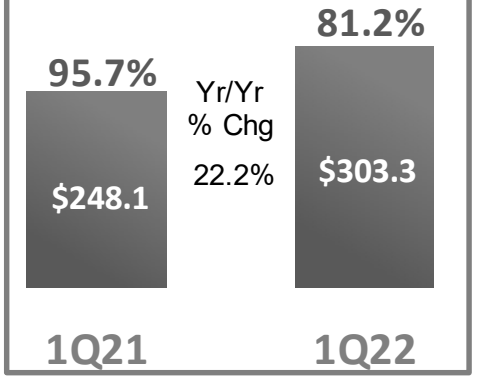

## SG&A




## Corporate[1]



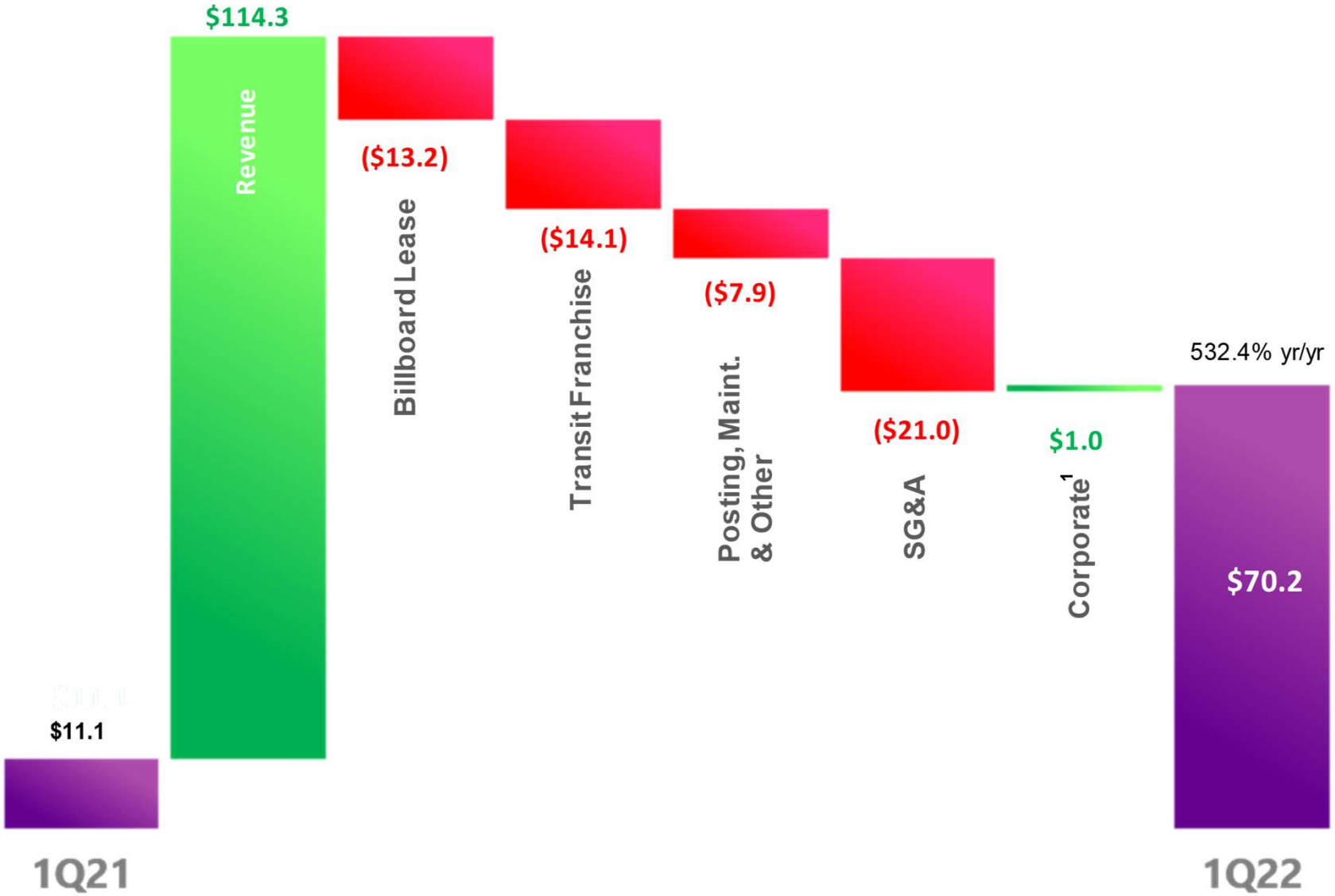

## Total Expenses




**Notes:** $ Millions unless otherwise stated. Percentages atop 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.

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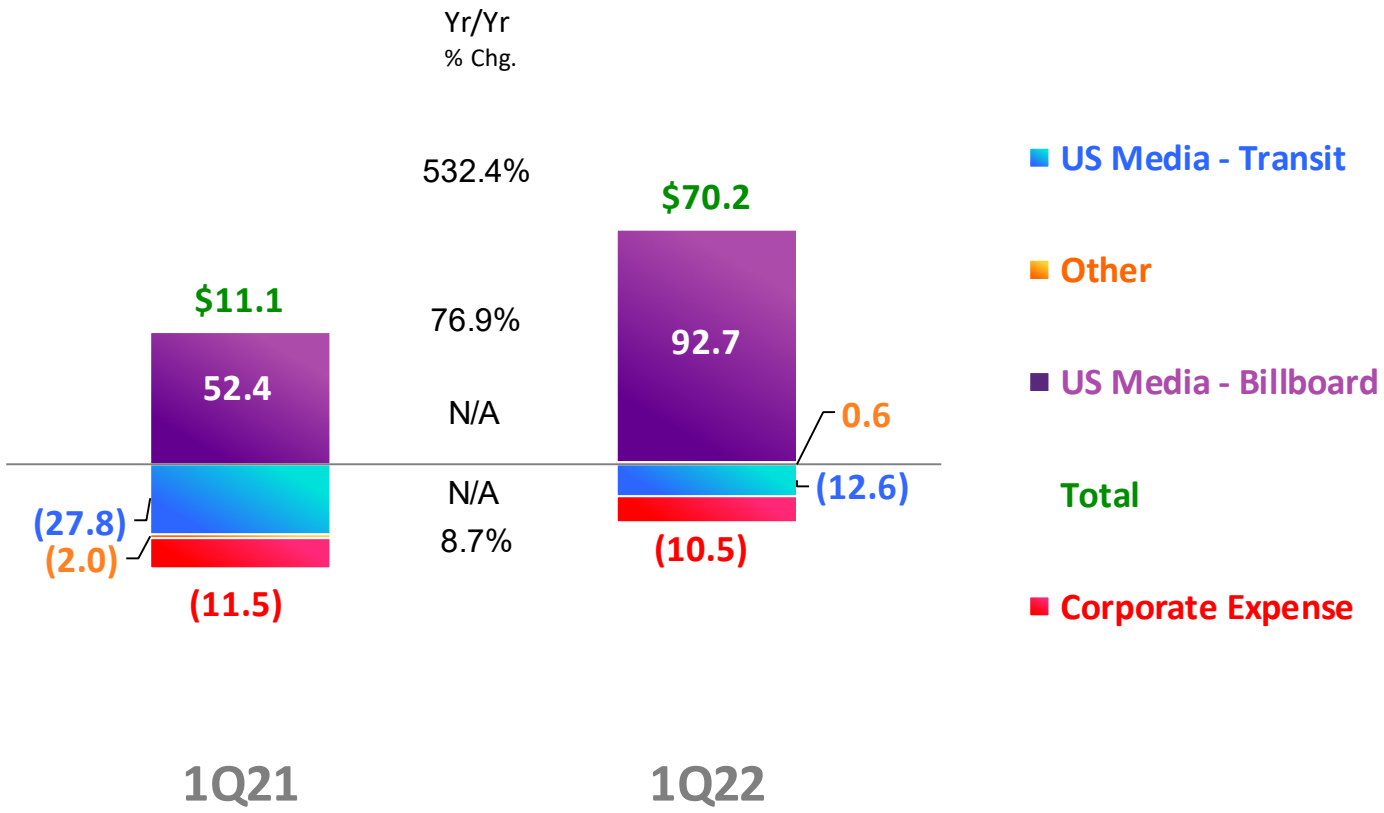
# ADJUSTED OIBDA




**Notes:** 1) Corporate expense shown separately from SG&A; SG&A excludes stock-based compensation expense. $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for Non-GAAP reconciliations.

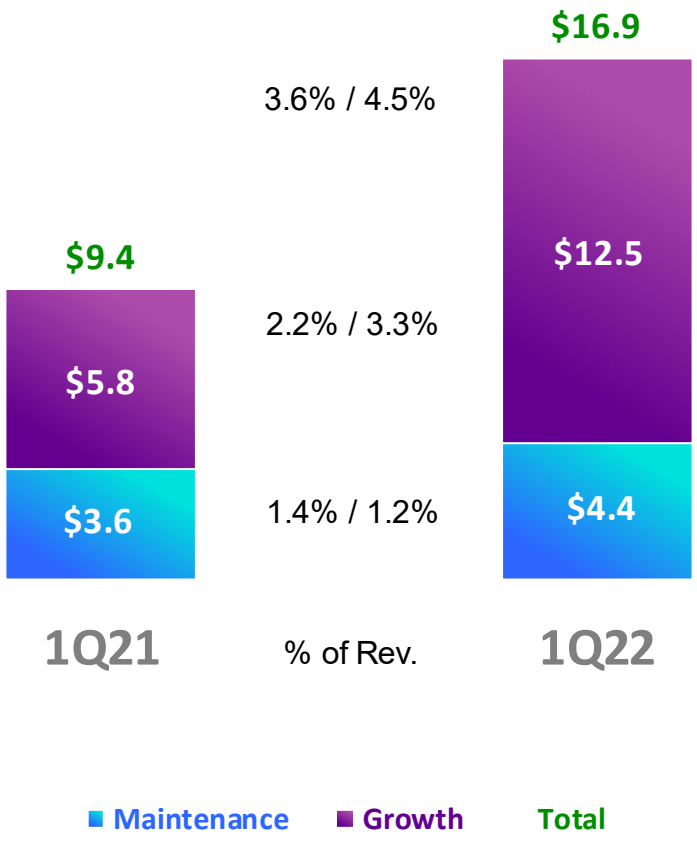
OUTFRONT

# ADJUSTED OIBDA COMPONENTS



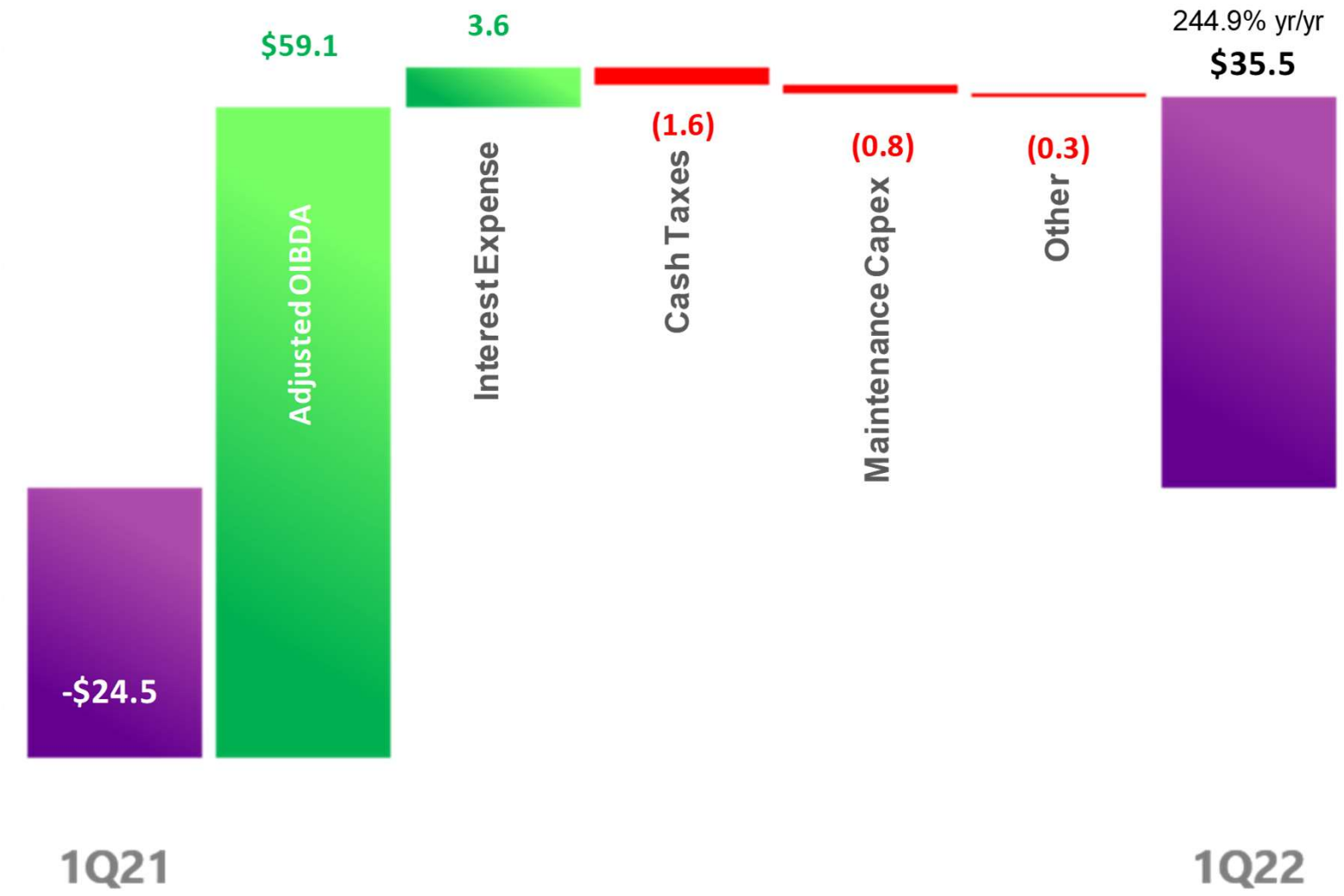

**Notes:** $ Millions unless otherwise stated. Numbers may not sum due to rounding. Transit refers to "Transit & Other". See Appendix for Non-GAAP reconciliations.

# CAPITAL EXPENDITURES



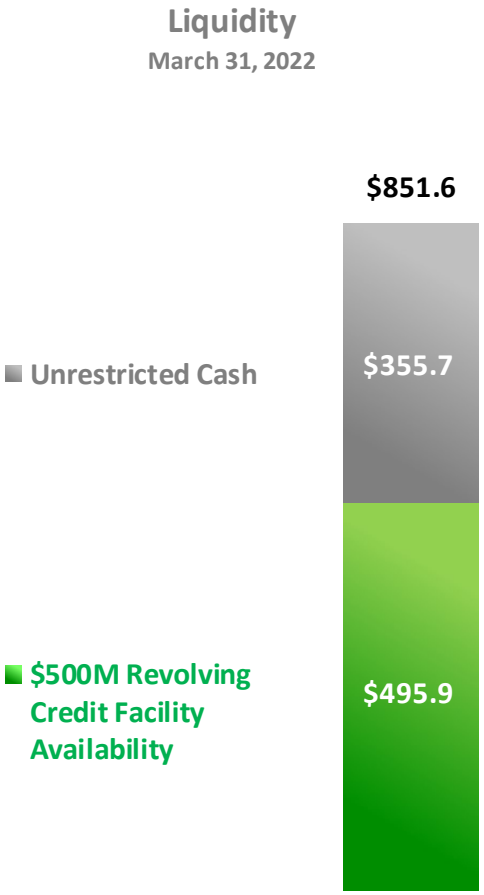

Notes: $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for additional information.

# AFFO

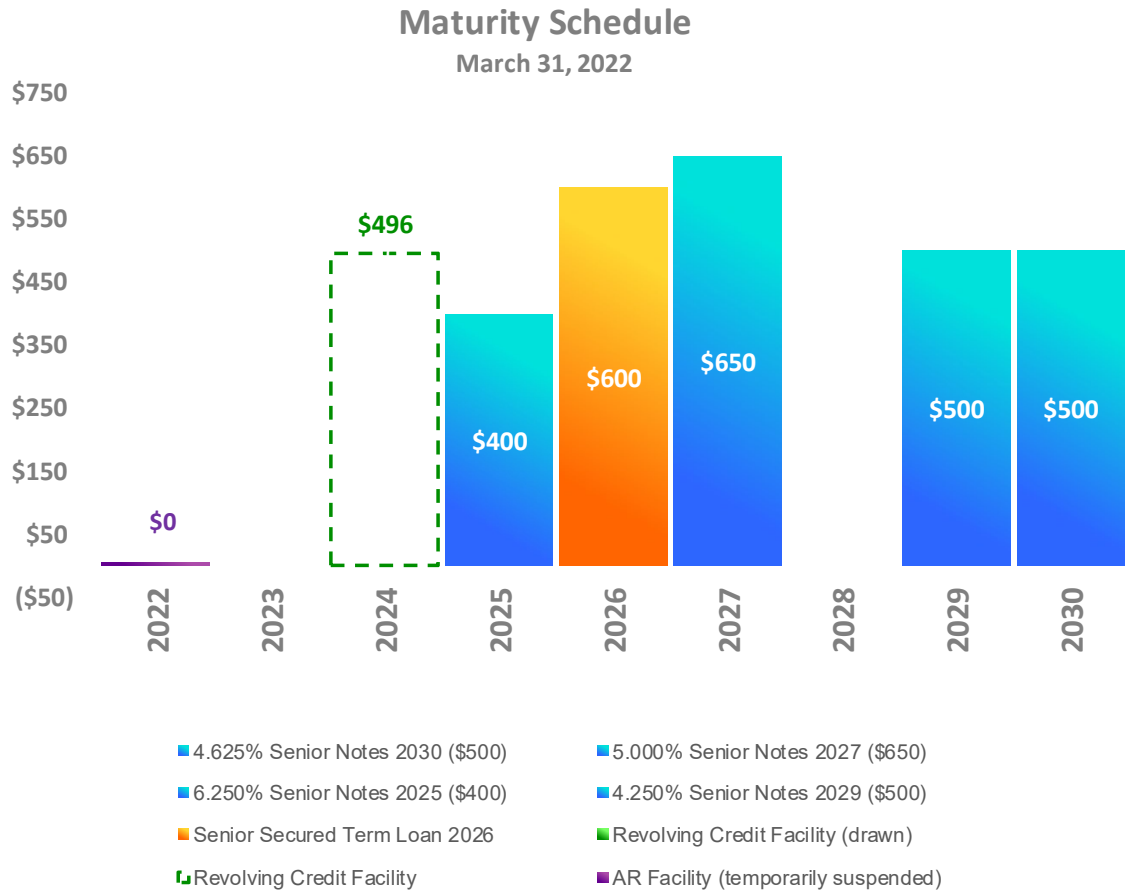



**Notes:** $ Millions unless otherwise stated. Numbers may not sum due to rounding. See Appendix for Non-GAAP reconciliations.

# BALANCE SHEET




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




| | 1Q22 |
|---|---|
| Weighted Average Cost of Debt | 4.3% |
| Net Leverage Ratio[1] | 5.0x |

**Notes:** $ Millions unless otherwise stated. Reflects face value of debt. 1) Calculated as Total Debt less Unrestricted 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

- 2Q22 expected revenues



# Appendix

# 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 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 and define "Adjusted OIBDA" as operating income (loss) before depreciation, amortization, net (gain) loss on dispositions, stock-based compensation, and restructuring 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, 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 restructuring charges and losses on extinguishment of debt, as well as certain non-cash items, including non-real estate depreciation and amortization, 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. We calculate Adjusted Free Cash Flow ("Adjusted FCF") as net cash flow provided by operating activities less capital expenditures ("Free Cash Flow"), plus cash flows related to prepaid New York Metropolitan Transportation Authority ("MTA") equipment deployment costs. We use Adjusted FCF for managing our business, including evaluating cash available for dividends, debt service and strategic investments and acquisitions. 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, as well as to REITs. Since organic revenues, Adjusted OIBDA, Adjusted OIBDA margin, FFO, AFFO and Adjusted FCF, 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), net income (loss) attributable to OUTFRONT Media Inc., and net cash flow provided by operating activities, 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

| (in millions, except percentages) | Three Months Ended March 31, 2022 | | | |
|---|---|---|---|---|
| | U.S. Media | Other | Corporate | Consolidated |
| Revenues: | | | | |
| Billboard | $ 283.4 | $ 14.8 | $ — | $ 298.2 |
| Transit and other | 70.8 | 4.5 | — | 75.3 |
| **Total revenues** | $ 354.2 | $ 19.3 | $ — | $ 373.5 |
| Organic revenues[a]: | | | | |
| Billboard | $ 283.4 | $ 14.8 | $ — | $ 298.2 |
| Transit and other | 70.8 | 4.5 | — | 75.3 |
| Total organic revenues[a] | $ 354.2 | $ 19.3 | $ — | $ 373.5 |
| Non-organic revenues[b]: | | | | |
| Billboard | $ — | $ — | $ — | $ — |
| Transit and other | — | — | — | — |
| Total non-organic revenues[b] | $ — | $ — | $ — | $ — |
| Operating income (loss) | $ 49.3 | $ (2.4) | $ (18.4) | $ 28.5 |
| Net gain on dispositions | (0.3) | — | — | (0.3) |
| Depreciation and amortization | 31.1 | 3.0 | — | 34.1 |
| Stock-based compensation | — | — | 7.9 | 7.9 |
| **Adjusted OIBDA** | $ 80.1 | $ 0.6 | $ (10.5) | $ 70.2 |
| Adjusted OIBDA margin | 22.6 % | 3.1 % | * | 18.8 % |
| Capital expenditures | $ 16.1 | $ 0.8 | $ — | $ 16.9 |

# NON-GAAP RECONCILIATIONS

| (in millions, except percentages) | Three Months Ended March 31, 2021 | | | |
|---|---|---|---|---|
| | U.S. Media | Other | Corporate | Consolidated |
| Revenues: | | | | |
| Billboard | $ 212.5 | $ 11.1 | $ — | $ 223.6 |
| Transit and other | 32.9 | 2.7 | — | 35.6 |
| **Total revenues** | $ 245.4 | $ 13.8 | $ — | $ 259.2 |
| Organic revenues[a] | | | | |
| Billboard | $ 212.5 | $ 11.1 | $ — | $ 223.6 |
| Transit and other | 32.9 | 2.7 | — | 35.6 |
| Total organic revenues[a] | $ 245.4 | $ 13.8 | $ — | $ 259.2 |
| Non-organic revenues[b]: | | | | |
| Billboard | $ — | $ — | $ — | $ — |
| Transit and other | — | — | — | — |
| Total non-organic revenues[b] | $ — | $ — | $ — | $ — |
| Operating loss | $ (8.6) | $ (4.9) | $ (17.5) | $ (31.0) |
| Net gain on dispositions | (0.3) | — | — | (0.3) |
| Depreciation and amortization | 33.5 | 2.9 | — | 36.4 |
| Stock-based compensation | — | — | 6.0 | 6.0 |
| **Adjusted OIBDA** | $ 24.6 | $ (2.0) | $ (11.5) | $ 11.1 |
| Adjusted OIBDA margin | 10.0 % | (14.5)% | * | 4.3 % |
| Capital expenditures | $ 8.9 | $ 0.5 | $ — | $ 9.4 |

# NON-GAAP RECONCILIATIONS

| | Three Months Ended March 31, 2021 | | | | | | Three Months Ended March 31, 2022 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. Media | | | | | | U.S. Media | | | | | |
| | Billboard | Transit and Other | Total | Other | Corporate | Total | Billboard | Transit and Other | Total | Other | Corporate | Total |
| Revenues | $ 212.5 | $ 32.9 | $ 245.4 | $ 13.8 | $ - | $ 259.2 | $ 283.4 | $ 70.8 | $ 354.2 | $ 19.3 | $ - | $ 373.5 |
| Operating income (loss) | $ 28.0 | $ (36.6) | $ (8.6) | $ (4.9) | $ (17.5) | $ (31.0) | $ 66.8 | $ (17.5) | $ 49.3 | $ (2.4) | $ (18.4) | $ 28.5 |
| Net (gain) loss on dispositions | (0.3) | - | (0.3) | - | - | (0.3) | (0.5) | 0.2 | (0.3) | - | - | (0.3) |
| Depreciation | 13.2 | 5.3 | 18.5 | 1.5 | - | 20.0 | 14.6 | 3.2 | 17.8 | 1.5 | - | 19.3 |
| Amortization | 11.5 | 3.5 | 15.0 | 1.4 | - | 16.4 | 11.8 | 1.5 | 13.3 | 1.5 | - | 14.8 |
| Stock-based compensation | - | - | - | - | 6.0 | 6.0 | - | - | - | - | 7.9 | 7.9 |
| Adjusted OIBDA | $ 52.4 | $ (27.8) | $ 24.6 | $ (2.0) | $ (11.5) | $ 11.1 | $ 92.7 | $ (12.6) | $ 80.1 | $ 0.6 | $ (10.5) | $ 70.2 |
| Adjusted OIBDA margin | 24.7% | -84.5% | 10.0% | -14.5% | | 4.3% | 32.7% | (17.8)% | 22.6% | 3.1% | | 18.8% |

# NON-GAAP RECONCILIATIONS

| (in millions) | Three Months Ended Jun 30, 2020 | Sep 30, 2020 | Dec 31, 2020 | Mar 31, 2021 | Jun 30, 2021 | Sep 30, 2021 | Dec 31, 2021 | Mar 31, 2022 | Twelve Months Ended Mar 31, 2021 | Mar 31, 2022 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Net income (loss) attributable to OUTFRONT Media Inc.** | $ (57.9) | $ (13.5) | $ 4.3 | $ (67.7) | $ (0.9) | $ 33.1 | $ 71.1 | $ (0.1) | $ (134.8) | $ 103.2 |
| Depreciation of billboard advertising structures | 15.4 | 15.3 | 15.4 | 14.1 | 14.1 | 13.8 | 14.0 | 13.6 | 60.2 | 55.5 |
| Amortization of real estate-related intangible assets | 12.2 | 12.3 | 12.3 | 12.4 | 12.6 | 12.8 | 13.1 | 13.4 | 49.2 | 51.9 |
| Amortization of direct lease acquisition costs | 6.3 | 9.1 | 11.5 | 11.2 | 13.9 | 15.3 | 13.9 | 15.3 | 38.1 | 58.4 |
| Net (gain) loss on disposition of real estate assets | (5.2) | (0.8) | (0.4) | (0.3) | 0.1 | (0.4) | (0.9) | (0.3) | (6.7) | (1.5) |
| 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 | — | 0.1 | 0.1 |
| Income tax effect of adjustments[(c)] | 1.4 | 0.2 | 0.1 | — | — | — | — | — | 1.7 | — |
| **FFO attributable to OUTFRONT Media Inc.** | **$ (27.9)** | **$ 22.6** | **$ 43.2** | **$ (30.4)** | **$ 39.7** | **$ 74.6** | **$ 111.2** | **$ 41.8** | **$ 7.5** | **$ 267.3** |
| Non-cash portion of income taxes | (2.8) | (1.1) | 0.5 | (5.2) | (4.1) | 1.0 | 2.4 | (4.2) | (8.6) | (4.9) |
| Cash paid for direct lease acquisition costs | (8.7) | (9.0) | (10.5) | (12.1) | (10.8) | (12.5) | (13.4) | (16.0) | (40.3) | (52.7) |
| Maintenance capital expenditures | (6.3) | (2.9) | (3.8) | (3.6) | (4.8) | (4.9) | (12.0) | (4.4) | (16.6) | (26.1) |
| Restructuring charges - severance[(d)] | 3.8 | 0.6 | 0.5 | — | — | — | — | — | 4.9 | — |
| Other depreciation | 5.8 | 5.7 | 5.9 | 5.9 | 5.9 | 5.8 | 5.8 | 5.7 | 23.3 | 23.2 |
| Other amortization | 3.2 | 3.0 | 3.3 | 4.0 | 3.7 | 3.9 | 3.5 | 1.4 | 13.5 | 12.5 |
| Gain on disposition of non-real estate assets[(e)] | — | (7.2) | — | — | (3.0) | — | — | — | (7.2) | (3.0) |
| Impairment charge on non-real estate assets[(f)] | — | — | — | — | — | — | 2.5 | — | — | 2.5 |
| Stock-based compensation[(d)] | 6.1 | 5.4 | 6.5 | 6.0 | 7.5 | 7.2 | 7.9 | 7.9 | 24.0 | 30.5 |
| Non-cash effect of straight-line rent | 3.6 | 4.7 | 1.6 | 2.0 | 2.2 | 1.5 | 0.8 | 1.0 | 11.9 | 5.5 |
| Accretion expense | 0.7 | 0.6 | 0.7 | 0.7 | 0.6 | 0.7 | 0.7 | 0.7 | 2.7 | 2.7 |
| Amortization of deferred financing costs | 1.7 | 1.8 | 1.8 | 1.9 | 1.9 | 1.7 | 1.6 | 1.6 | 7.2 | 6.8 |
| Loss on extinguishment of debt | — | — | — | 6.3 | — | — | — | — | 6.3 | — |
| Adjustment related to non-controlling interests | (0.1) | — | — | — | — | — | — | — | (0.1) | — |
| Income tax effect of adjustments[(g)] | (0.4) | 3.5 | 0.2 | — | 0.8 | — | — | — | 3.3 | 0.8 |
| **AFFO attributable to OUTFRONT Media Inc.** | **$ (21.3)** | **$ 27.7** | **$ 49.9** | **$ (24.5)** | **$ 39.6** | **$ 79.0** | **$ 111.0** | **$ 35.5** | **$ 31.8** | **$ 265.1** |

| (in millions) | Three Months Ended Jun 30, 2020 | Sep 30, 2020 | Dec 31, 2020 | Mar 31, 2021 | Jun 30, 2021 | Sep 30, 2021 | Dec 31, 2021 | Mar 31, 2022 | Twelve Months Ended Mar 31, 2021 | Mar 31, 2022 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Adjusted OIBDA** | **$ 15.4** | **$ 59.4** | **$ 83.0** | **$ 11.1** | **$ 70.0** | **$ 108.1** | **$ 151.1** | **$ 70.2** | **$ 168.9** | **$ 399.4** |
| Interest expense, net, less amortization of deferred financing costs | (31.6) | (32.4) | (32.0) | (32.7) | (30.2) | (30.1) | (30.3) | (29.1) | (128.7) | (119.7) |
| Cash paid for income taxes | (1.3) | (1.0) | (0.3) | (0.5) | (0.9) | (0.1) | (0.2) | (2.1) | (3.1) | (3.3) |
| Direct lease acquisition costs | (2.4) | 0.1 | 1.0 | (0.9) | 3.1 | 2.8 | 0.5 | (0.7) | (2.2) | 5.7 |
| Maintenance capital expenditures | (6.3) | (2.9) | (3.8) | (3.6) | (4.8) | (4.9) | (12.0) | (4.4) | (16.6) | (26.1) |
| Equity earnings of investee companies, net of tax | (0.3) | (0.6) | (0.1) | (0.4) | (0.1) | 1.1 | 0.8 | 0.3 | (1.4) | 2.1 |
| Adjustment related to equity-based investments | — | — | 0.1 | — | — | — | 0.1 | — | 0.1 | 0.1 |
| Non-cash effect of straight-line rent | 3.6 | 4.7 | 1.6 | 2.0 | 2.2 | 1.5 | 0.8 | 1.0 | 11.9 | 5.5 |
| Accretion expense | 0.7 | 0.6 | 0.7 | 0.7 | 0.6 | 0.7 | 0.7 | 0.7 | 2.7 | 2.7 |
| Other expense | — | (0.1) | — | — | — | — | — | (0.1) | (0.1) | (0.1) |
| Adjustment related to non-controlling interests | (0.1) | (0.2) | (0.6) | (0.2) | (0.3) | (0.1) | (0.5) | (0.3) | (1.1) | (1.2) |
| Income tax effect of adjustments[(c)(h)] | 1.0 | 0.1 | 0.3 | — | — | — | — | — | 1.4 | — |
| **AFFO attributable to OUTFRONT Media Inc.** | **$ (21.3)** | **$ 27.7** | **$ 49.9** | **$ (24.5)** | **$ 39.6** | **$ 79.0** | **$ 111.0** | **$ 35.5** | **$ 31.8** | **$ 265.1** |



**Notes:** See Notes on Page 24

# DIGITAL REVENUES

| Location | Digital Revenues (in millions) for the three months ended March 31, 2022[(i)] | | | Number of Digital Displays as of March 31, 2022[(i)] | | |
|---|---|---|---|---|---|---|
| | Digital Billboard | Digital Transit and Other | Total Digital Revenues | Digital Billboard Displays | Digital Transit and Other Displays | Total Digital Displays |
| United States | $ 75.0 | $ 25.6 | $ 100.6 | 1,432 | 13,975 | 15,407 |
| Canada | 6.4 | 0.3 | 6.7 | 233 | 120 | 353 |
| Total | $ 81.4 | $ 25.9 | $ 107.3 | 1,665 | 14,095 | 15,760 |

| Location | Digital Revenues (in millions) for the three months ended March 31, 2021[(i)] | | | Number of Digital Displays as of March 31, 2021[(i)] | | |
|---|---|---|---|---|---|---|
| | Digital Billboard | Digital Transit and Other | Total Digital Revenues | Digital Billboard Displays | Digital Transit and Other Displays | Total Digital Displays |
| United States | $ 45.1 | $ 6.3 | $ 51.4 | 1,258 | 9,171 | 10,429 |
| Canada | 4.2 | 0.1 | 4.3 | 222 | 108 | 330 |
| Total | $ 49.3 | $ 6.4 | $ 55.7 | 1,480 | 9,279 | 10,759 |

# 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 March 31, 2021, non-organic revenues reflect the impact foreign currency exchange rates.
(c) Income tax effect related to Net (gain) loss on disposition of real estate assets.
(d) In 2020, Restructuring charges relate to severance associated with workforce reductions made in response to the COVID-19 pandemic and includes stock-based compensation expenses of $0.9 million.
(e) Gain related to the Sports Disposition.
(f) Impairment charge relates to an other-than-temporary decline in fair value of a cost-method investment.
(g) Income tax effect related to Restructuring charges - severance and Gain on disposition of non-real estate assets.
(h) Income tax effect related to Restructuring charges - severance.
(i) Digital display amounts include 4,014 displays reserved for transit agency use as of March 31, 2022, and 3,293 as of March 31, 2021. 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.

* Calculation not meaningful

OUT

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NYSE

**About OUTFRONT Media Inc.**

OUTFRONT leverages the power of technology, location and creativity to connect brands with consumers outside of their homes through one of the largest and most diverse sets of billboard, transit, and mobile assets in North America. Through its technology platform, OUTFRONT will fundamentally change the ways advertisers engage audiences on-the-go.

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