



East Coast IDEAS Conference

June 16, 2021

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Entravision Chief Financial Officer

About this presentation



Use of Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures. The company has previously provided a reconciliation between these non-GAAP financial measures and the most directly comparable GAAP measure. That reconciliation was included in the Company's May 6, 2021 Earnings Press Release for the quarter ended March 31, 2021, which has been posted on the company's website and filed with the SEC under the cover of Form 8-K.

Forward-Looking Statements Disclosure

This presentation includes certain forward-looking statements and projections provided by the Company. Any such statements and projections reflect various estimates and assumptions by the Company concerning anticipated results. No representations or warranties are made by the Company or any of its affiliates as to the accuracy of any such statements or projections. Whether or not such forward-looking statements or projections are in fact achieved will depend upon future events some of which are not within the control of the Company. Accordingly, actual results may vary from the projected results and such variations may be material. Statements contained herein describing documents and agreements are summaries only and such summaries are qualified in their entirety by reference to such documents and agreements.

About Entravision



Entravision is a diversified global marketing, technology and digital media company serving clients throughout the United States and in more than 20 countries across Latam, Europe and Asia. Our dynamic portfolio of services spans the television, radio, and digital media markets.

Founded 1996, Public in 2000

988 employees

21 countries

NYSE: EVC

Entravision's Growing Global Footprint



Investment Highlights



Solid Financial Position

- ❑ Strong Free Cash-Flow conversion (92% of EBITDA for Q121)
- ❑ Solid liquidity > \$166M in cash & marketable securities
- ❑ Solid balance sheet, (net leverage 0.75x)



Significant & Growing Target Market

- ❑ U.S. Latino + Latam growing market (\$2.3T by 2024)
- ❑ Global digital advertising market 13% CAGR 2020 to 2025



Long-Term Television Contracts

- ❑ Entravision is Univision's largest TV affiliate group
- ❑ Affiliation agreement runs until 2026
- ❑ Retransmission revenue adds stability to free cash flow



Expanding Platform of Digital Assets

- ❑ Ad-tech and marketing solutions: performance, programmatic, branding
- ❑ Latam sales representations for leading global platforms: Facebook, Spotify, LinkedIn



Global Footprint Provides Extensive Reach

- ❑ 21 countries (15 in Latam)
- ❑ 35 U.S. markets with local sales teams and assets



Experienced Management Team

- ❑ Proven managers with industry experience and deep global market knowledge (broadcasting + digital)

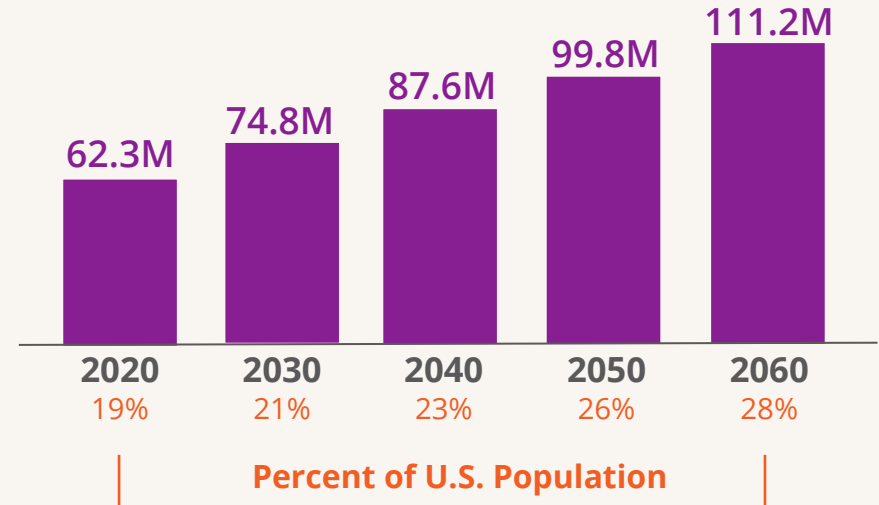
Significant and Growing Target Market



US Latino Market Highlights

- ❑ \$1.7T Dollar Market; expected to top \$2.3T by 2024^[1].
- ❑ 62.3M U.S. Latinos in 2020 (111.2M in 2058). **The largest U.S. ethnic or racial group**^[1].
- ❑ 31% of the U.S. Hispanic population is under age 18 vs. 20% among non-Hispanics^[2].
- ❑ **Latinos are younger than the general population**, median age of 29 for males and 30 for females vs. 37 and 40, respectively, for the general population^[2].

Young & Influential Growing Latino Population



U.S. Census, Race and Hispanic Origin of the Native and Foreign Born: Main Projections Series for the United States, 2017-2060.

Experienced Management Team



Walter Ulloa
Chairman & CEO

Entravision founder. 40+ years of experience in Spanish language broadcast.

24 years at Entravision



Karl Alonso Meyer
Chief Revenue Officer

Deep broadcasting knowledge. 30+ years of experience in broadcasting, radio, television, digital and advertising.

16 years at Entravision



Jeffrey Liberman
President & Chief Operating Officer

Management and operation of Spanish language media since 1974.

20 years at Entravision



Juan Saldívar
Chief Digital, Strategy, & Accountability Officer

Board member since 2014. Worked at leading media companies Televisa & Bertelsmann Group. Founded SWS Consulting.

6 years at Entravision



Christopher T. Young
Treasurer & Chief Financial Officer

Background in corporate finance at top tier investment banks. 25+ years experience in media finance.

20 years at Entravision



Mark Boelke
General Counsel & Secretary

Previously worked at O'Melveny & Myers LLP in Los Angeles. Initially joined as Deputy General Counsel.

15 years at Entravision



Entravision Operating Segments

Entravision's Three Business Segments



Interactive

Digital

21 Countries

Global programmatic, Big-Tech representations, performance, local SMB services and digital audio solutions

FACEBOOK



Spotify

LinkedIn

entravision
INTERACTIVE

smadex

Justmоб

boton



audio.ad
DIGITAL AUDIO ADVERTISING SOLUTIONS

noticiasva

\$101.5M Q1-2021 revenue

Television

55 TV Stations in the U.S.

Owned Newscasts in 21 markets with specialized sales organization



univision

uni
MÁS

FOX



NBC



azteca

the CW



MILENIO
TELEVISION



HSN

\$36.1M Q1-2021 revenue

Radio

48 Radio Stations in the U.S.

Very strong talent and influencer pool and production capabilities

VIVA
103.1

José

99.5
ROCK

107.9
RGV

107.9
RGV

SÚAVECITA

LA TRICOLOR

98.1
SANTO DOMINGO

107.9
MEX FM



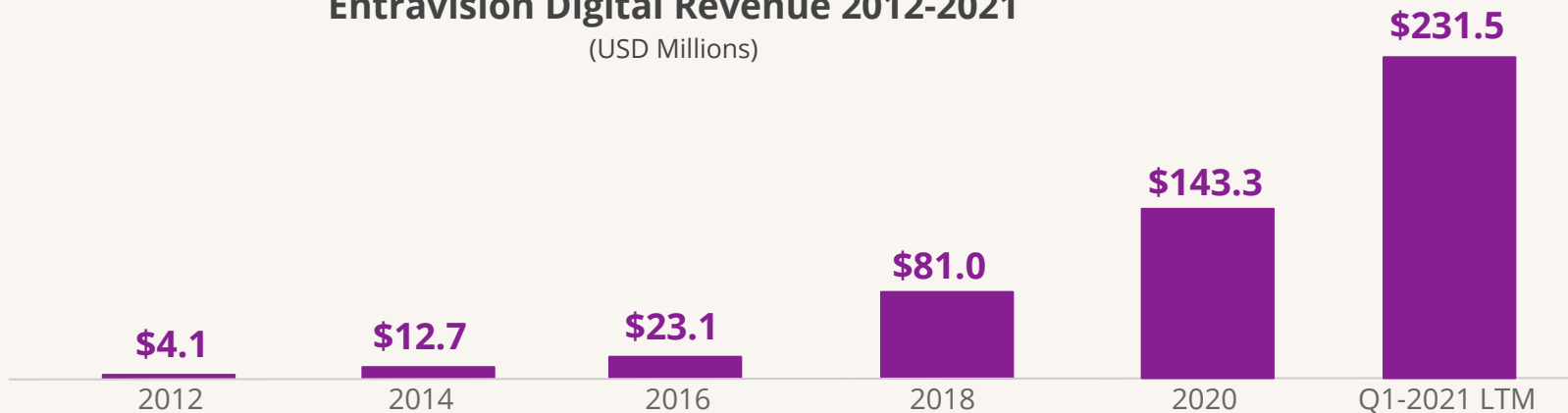
\$11.3M Q1-2021 revenue

Entravision Digital Revenue Evolution



Entravision Digital Revenue 2012-2021

(USD Millions)



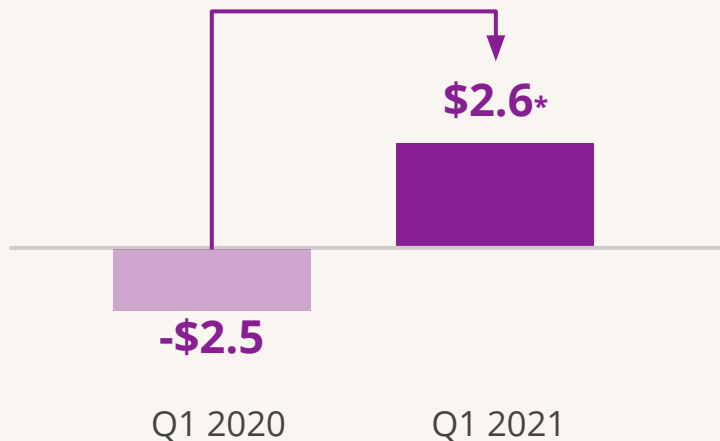
Revenue Share	2%	5%	9%	27%	42%	54%
Countries	1	2	2	14	21	21
Capabilities	- CPM	- CPM - Data	- CPM / CPA / CPI - Mobile - Data	- CPM / CPA / CPI - Programmatic - Performance - Mobile / Video / Audio - Data / AI	- CPM / CPA / CPI - Programmatic - Performance - Mobile / Video / Audio - Data / AI	- Big Tech Sales Representations

Entravision Digital EBITDA Growth



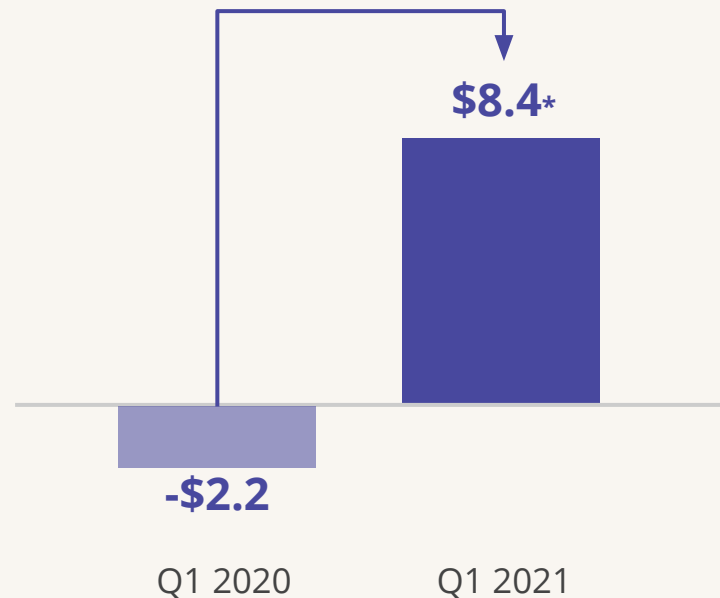
EBITDA Q1-2021

USD millions



EBITDA LTM Q1 2021

USD millions



* Excluding EBITDA attributable to redeemable noncontrolling interest.

Entravision Interactive Business Segments Focus



Our Unique Offering

Partnerships & Business Units



Global Big-Tech Partnerships

- Local sales in 17 countries
- Proven performance



Programmatic

- Proprietary technology (DSP)
- Mobile & big data expertise
- Brand solutions in +120 countries



US - Local SMBs

- Sellers in 34 markets
- Deep market know-how
- Branded Content



Digital Audio

- Leading Audio Network
- Programmatic Audio
- Podcast Network
- DTC application and content



Agency & Branding

- Mobile app performance
- Video Network
- Social Marketing
- Branded Content

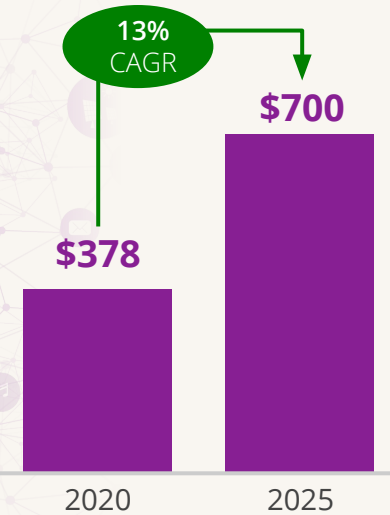


Digital Segment Industry Growth Drivers



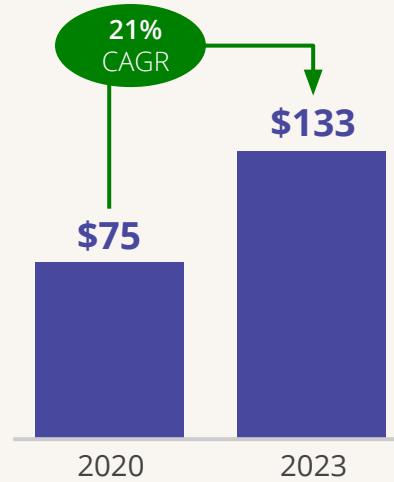
Global Digital Ad Spend

USD Billions



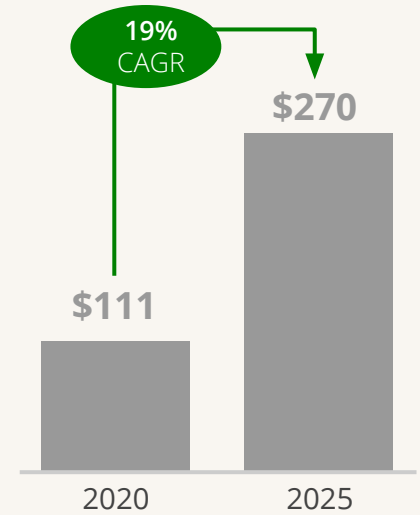
US Programmatic Ad Spend

USD Billions



Global App User Spend

USD Billions



Mobile share
from total digital:

73%



77%





A leading digital advertising company serving the Latin American and U.S. Hispanic markets

Founded 2010

Headquartered in Miami, FL.

17 Countries



i) Big Tech sales partnerships in 17 Latam countries:

FACEBOOK



Spotify

LinkedIn

ii) Owned branding products and technology:



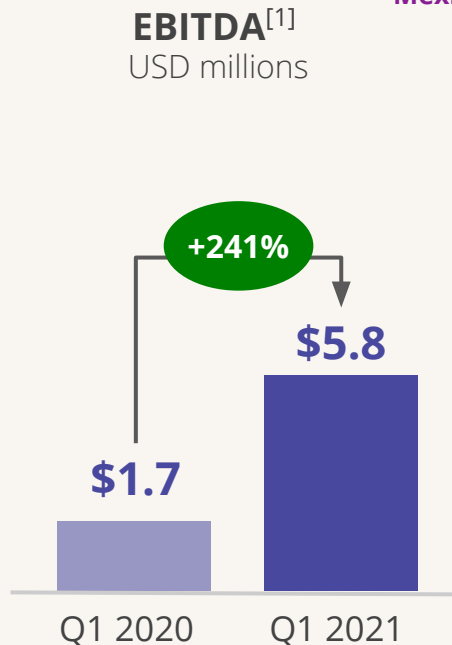
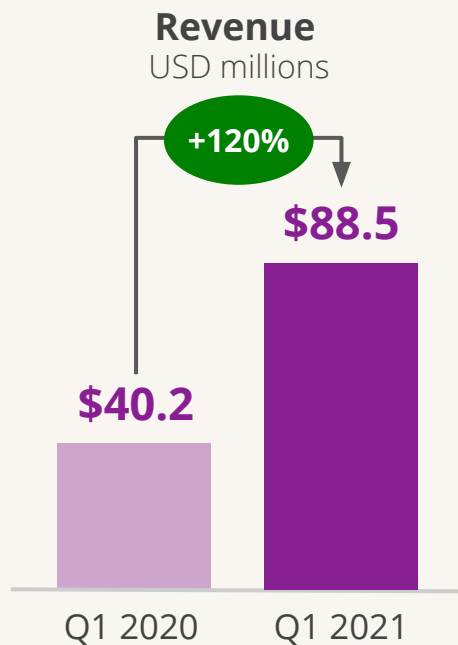
audio.ad
DIGITAL AUDIO ADVERTISING SOLUTIONS

Justmob

Digital audio advertising solutions
1st Digital audio network in Latam,
owned DSP - AudioTrade

Mobile advertising solutions

Cisneros Interactive Growth and Markets



[1] Based on full company results. Entravision EBITDA from Cisneros Interactive in Q1 2021 was \$3.0M.

Television Segment



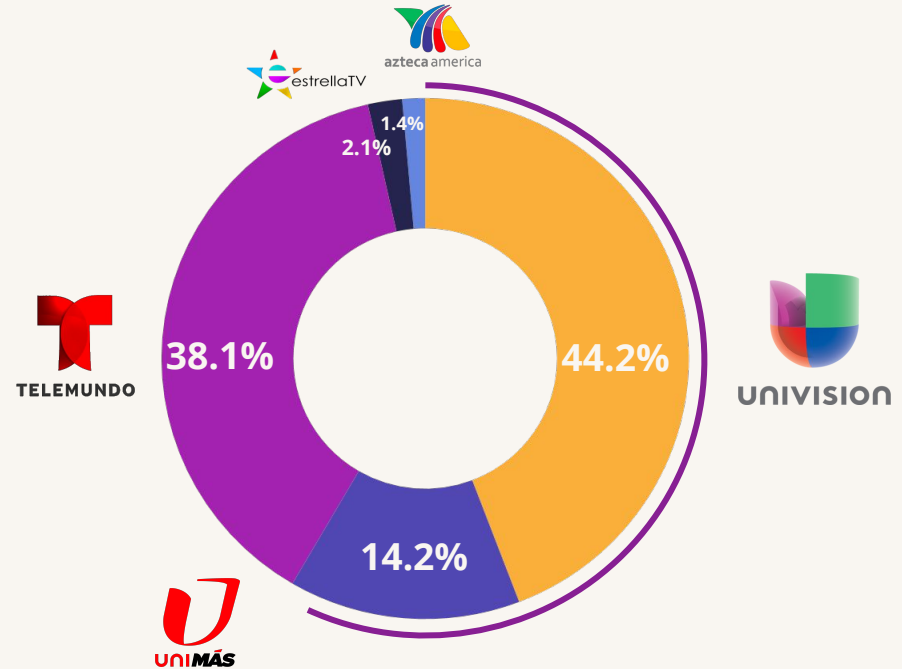
55
Local TV
primary stations
*Univision largest
affiliate group*

Early and late
newscasts produced
in **21** local US
markets

13M+
Households covered
Cable TV Ntwk, and Linear TV^[1]

4.6M
Weekly viewers
*Univision, UniMás, Fox,
The CW, NBC^[2]*

Univision and UniMás Drive 58%+ of the Spanish Language Viewing in EVC Markets Full-week audience share, Adults 18-49^[3]

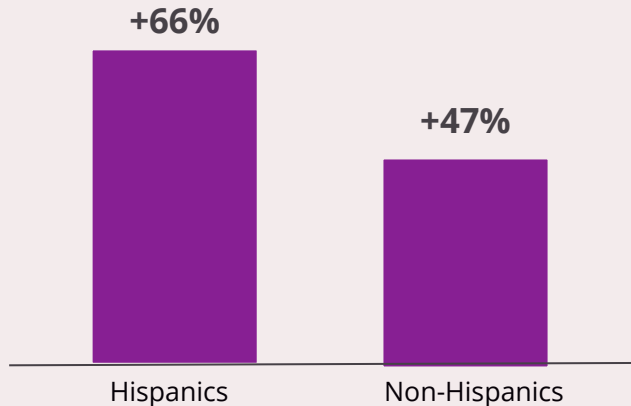


Television Segment Growth Drivers



News Consumption by Hispanics Outpaces News Consumption by Non-Hispanics^[2]

Average weekly time spent per adult
Growth Q2-2020 vs Q2-2019



Entravision Local News April 2021^[1]

Early News - 20 Markets

#1 or #2 regardless of language in 12 markets.
Month-to-month growth in 6 markets.

.....

Late News - 21 Markets

#1 or #2 regardless of language in 6 markets.



Radio Segment



48

O&O Radio
Stations

361

Network
Affiliates

17

U.S.
Markets

96%

Latino
Coverage



Nationally Syndicated Shows – Iconic Talent

- Top Brand Name Talent driving ratings
- Network programming (*Piolin and Lucas*)
- Majority of content created in LA Media Center



Unique Specialty Stations



SPANISH AC
Los Angeles



SPANISH CUMBIAS
Los Angeles



SALSA TROPICAL
Orlando



NEW CHR
Sacramento,
Modesto, McAllen

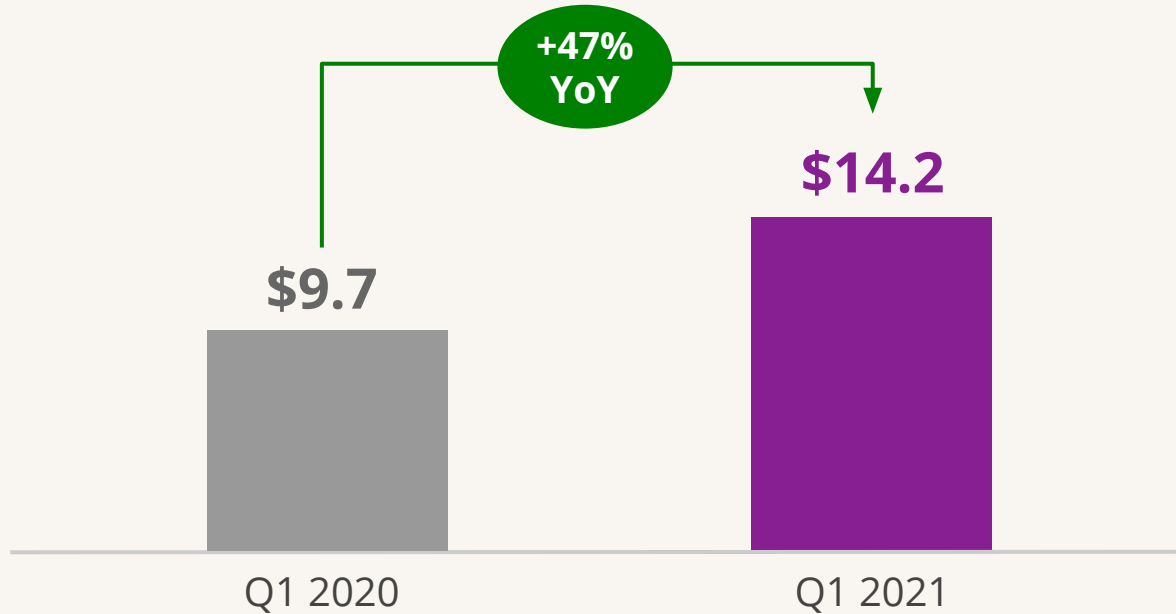


Entravision Financials

Q1-2021 Financials Update



Entravision EBITDA Q1-2021
USD millions



Solid Balance Sheet



Total Net Leverage as of March 31, 2021

Actuals in USD Millions

Concept	
Cash & Marketable Securities	\$165.7
Notes	\$0.0
Other Debt	\$214.5
Total Debt	\$214.5
TTM Consolidated Adjusted EBITDA	\$64.9
Total Leverage Per Credit Agreement	2.15x
Total NET Leverage (net of all cash)	0.75x

Q2-2021 Pacing



Entravision Q2-2021 Pacing

As of Q1-2021 earnings call on May 6, 2021

	Q2-2021
Digital ⁽¹⁾	+115%
TV	+44%
Radio	+84%

(1) Includes revenue of \$42.0M from Cisneros Interactive in Q2 2020



Recently Announced Acquisition: MediaDonuts

Leading Digital Marketing and Advertising Company in Southeast Asia

Founded in 2010

Headquartered in Singapore

7 countries, +500 clients

Full acquisition by Entravision to be completed by July 1st, 2021



Big Tech representations



In-house performance & branding agency solutions

Campaign Strategy

Campaign Management

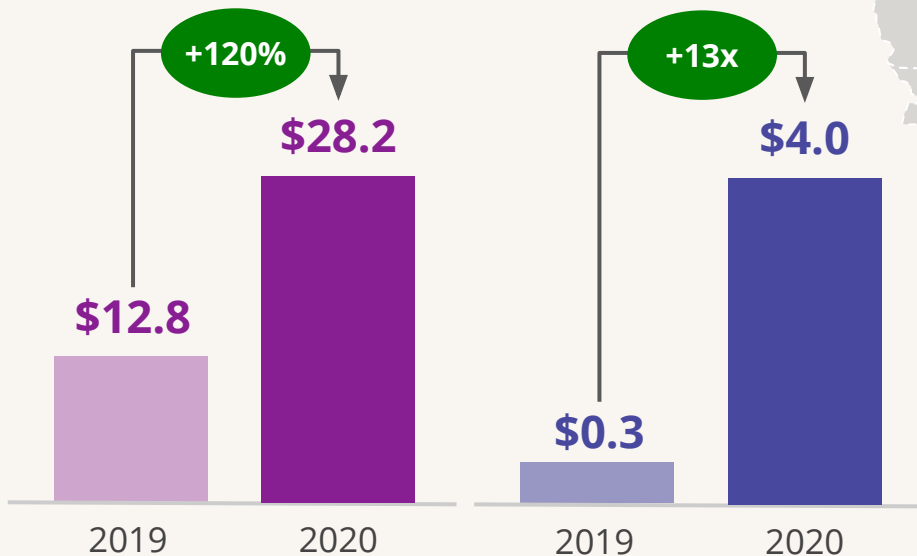
Media Buying Solutions

MediaDonuts Growth and Presence*



Revenue
USD millions

EBITDA
USD millions



* Unaudited results.



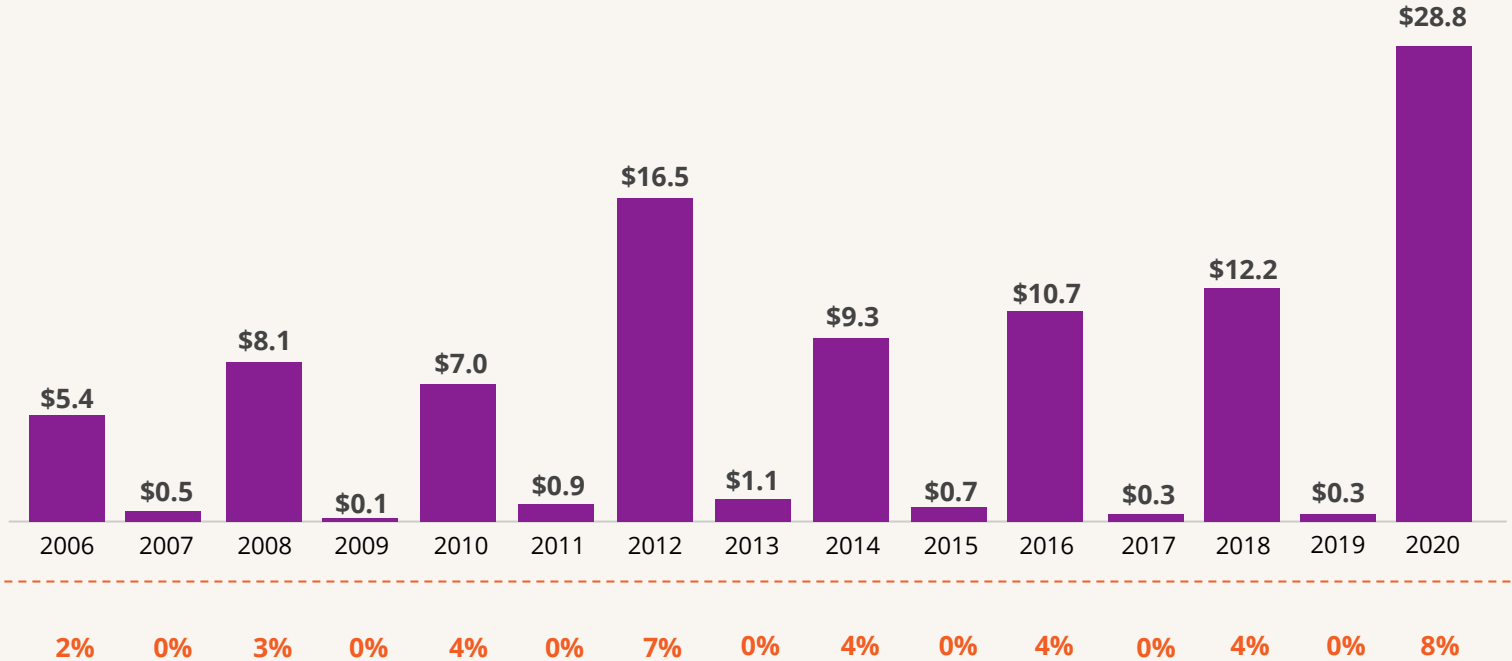
Appendix

Growth in Political Ad Revenue



Entravision Political Net Revenue, 2006-2020

USD Millions



Growth of 137% and 170% vs. 2018 and 2016, respectively.

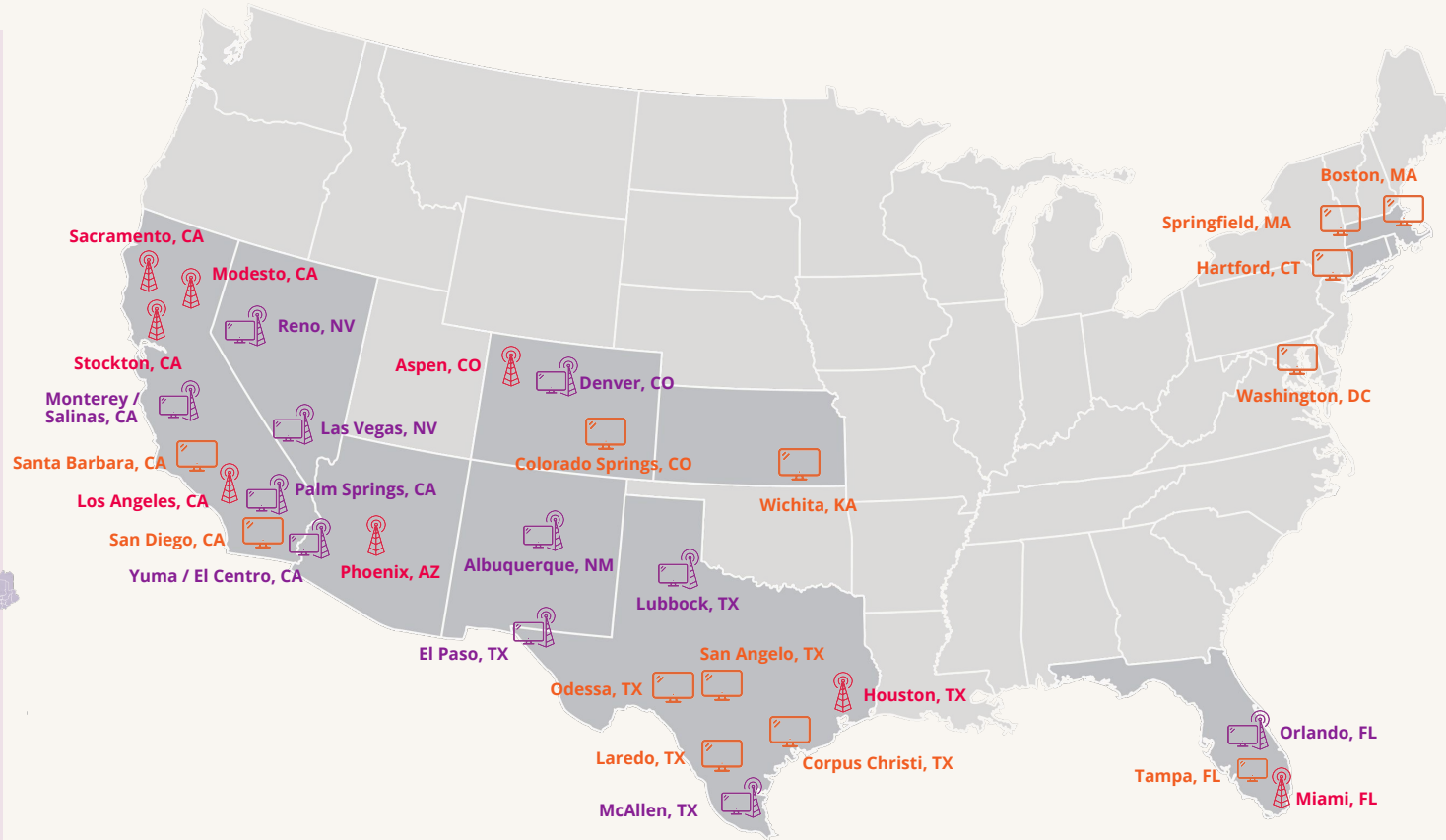
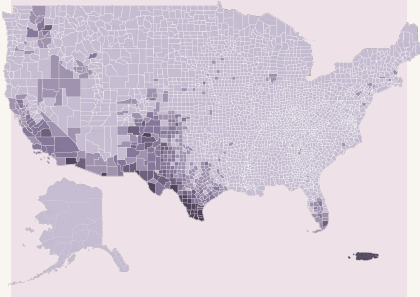
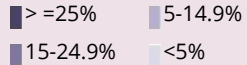
Radio & TV And Latino Population Across The US



Growing Latino Demographic

Overall Latino population growing faster than non-Latino population and is expected to reach 87.6 million by 2040

2014 Hispanic Share of Population by County



Source: Pew Research Center, Hispanic Population Growth and Dispersion Across U.S. Counties, 1980-2014 The 2014 population counts are from the U.S. Census Bureau's population estimates and are as of July 1 of that year. 9/6/16

Top Ranked Local News



Focusing on issues relevant to Latinos, Entravision's local newscasts are #1 or #2 in 12 markets among ALL 18-49 viewers, regardless of language

HISPANIC MARKET RANK (2021)	DMA	STATION	EARLY NEWS NEWS TP RANK	ADULT 18-49 RATING
10	Orlando	WVEN	#2 tie	0.6
11	McAllen	KNVO	#1	2.0
19	Washington, DC	WFDC	#2	0.6
20	El Paso	KINT	#1	1.6
24	Las Vegas	KINC	#2 tie	0.7
35	Monterey	KSMS	#1	1.2
37	Odessa-Midland	KUPB	#1	1.6
39	Yuma-El Centro	KVYE	#1	1.9
40	Laredo	KLDO	#1	2.5
48	Santa Barbara	KPMR	#1 tie	0.6
49	Palm Springs	KVER	#1	1.3
94	San Angelo	KANG	#1	1.3

Source: Nielsen, April 2020 survey, Entravision subscriber markets, Adults 18-49, ratings, Mon-Fri 6p-6:30p eastern/pacific, Mon-Fri 5p-5:30p central/mountain, includes ties . Ranks vs. head to head local news competitors.