Singular Research:
Best of the Uncovered Webinar

December 9th, 2020

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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 November 5th, 2020 Earnings Press Release for the quarter ended September 30, 2020, 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 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

1,050 employees

22 countries

NYSE: EVC



Investment Highlights

Solid Financial Position

- Strong Free Cash-Flow conversion (65% of Ebitda for Q320)
- Solid liquidity > $136M in cash & marketable securities
- Streamlined cost structure, Opex -21% YoY
- Solid balance sheet, (net leverage 2.0x)

Significant & Growing Target Market

- U.S. Latino + Latam growing market ($1.9Tn by 2023)
- Global digital advertising market 13% CAGR 2020 to 2023

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: branding, performance, programmatic
- Latam sales representations for leading global platforms: Facebook, Spotify, LinkedIn

Global Footprint Provides Extensive Reach

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

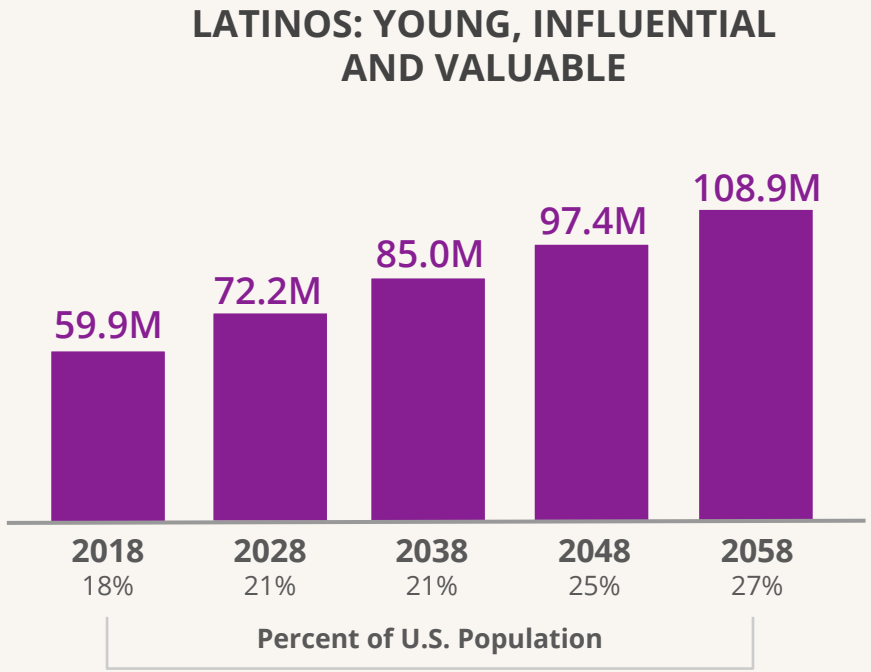
Experienced Management Team

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

Significant and Growing Target Market

US Latino Market Highlights

- $1.5 Trillion Dollar Market; expected to top $1.9 Trillion by 2023.
- 59.9M U.S. Latinos in 2018 (108.9M in 2058). **The largest U.S. ethnic or racial group.**
- 31% of the U.S. Hispanic population is under age 18 vs. 20% among non-Hispanics.
- **Latinos are younger than the general population**, median age of 29 for males and 30 for females vs. 37 and 39, respectively, for the general population.



Source: Nielsen, Diverse Intelligence Series, 2019, La Oportunidad Latinx: Cultural Currency and the Consumer Journey.

Experienced Management Team



Walter Ulloa
Chairman & CEO

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



Jeffrey Liberman
President & Chief Operating Officer

Management and operation of Spanish language media since 1974.
20 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



Karl Alonso Meyer
Chief Revenue Officer

30+ years of experience in broadcasting, radio, television, digital and advertising.
16 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



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 Segments



$104M Q3 YTD revenues



$30M Q3 YTD revenues



$38M Q3 YTD revenues [1]

[1] Not including revenue from the Ciscenors Interactive acquisition.

Television Segment

55
Local TV primary stations
Univision largest affiliate group

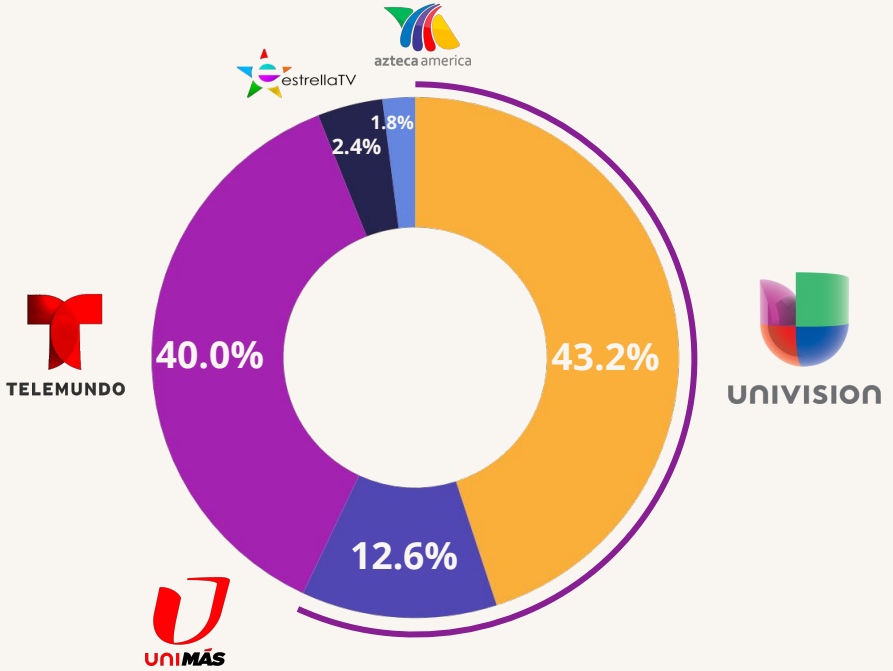
Early and late newscasts produced in **21** local US markets

12M+
Households covered
Cable TV Ntwk, and Linear TV[1]

4.2M
Weekly viewers
Univision, UniMás, Fox, The CW, NBC[2]

Univision and UniMás Drive 56%+ of the Spanish Language Viewing in EVC Markets

Full-week audience share, Adults 18-49[3]

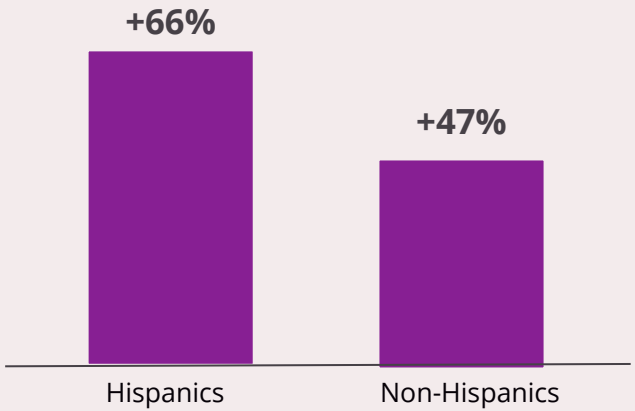


Source: [1] Based on LATV 2020 distribution, sum of Hispanic households, Nielsen 2019 UEs. [2] Nielsen, NLTV Reach and Frequency report. September 2020 ViP, average week reach, sweep week 75% unification. M-Sun 3a-3a—P2+, includes English and Spanish properties. [3] Nielsen, September 2020. Entravision 22 subscriber markets, share of Adults 18-49 audience (000), Mon-Sun 5a-2a eastern/pacific, Mon-Sun 4a-1a central/mountain.

Television Segment Growth Drivers

News Consumption by Hispanics Outpaces News Consumption by Non-Hispanics[3]

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



Entravision Local News
September 2020[1]

Early News - 20 Markets

#1 or **#2** regardless of language in 10 markets.
Year-over-year growth in 9 markets.

. . . . . .

Late News - 21 Markets

#1 or **#2** regardless of language in 7 markets.
Year-over-year growth in 10 markets.



Source: [1] Nielsen September 2020, ViP; Live+SD; M-F 6p-6:30p E/P, M-F 5p-5:30p C/M; M-F 11p-11:30p E/P, M-F 10p-10:30p C/M; PAV ratings. Comparison vs. head-to-head local news competitors. Excludes holiday telecasts and those that aired outside usual time period. [2] The Nielsen Total Audience Report, Sep-2019 & Nov-2020 reports. [3] Nielsen Local Watch Report, Oct-2020.

Radio Segment

48	361	17	96%
O&O Radio Stations	Network Affiliates	U.S. Markets	Latino Coverage

Nationally Syndicated Shows – Iconic Talent

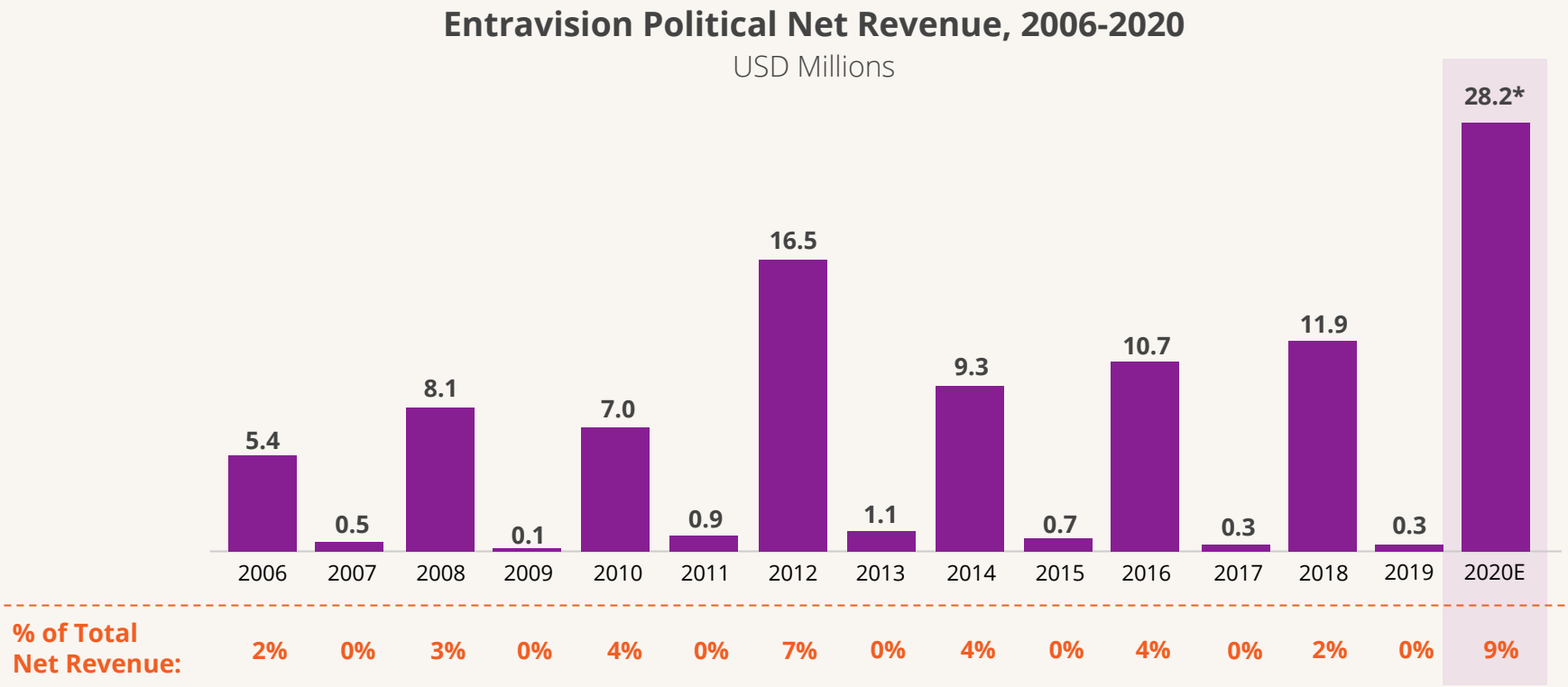
- Top Brand Name Talent driving ratings
- Network programming *(Piolin and Lucas)*
- Majority of content created in LA Media Center



Unique Specialty Stations

SPANISH AC	SPANISH CUMBIAS	SALSA TROPICAL	NEW CHR
Los Angeles	Los Angeles	Orlando	Sacramento, Modesto, McAllen

Growth in Political Ad Revenue



* As disclosed during Entravision Q3-2020 earnings call. Growth of 137% and 164% vs. 2018 and 2016, respectively.

Digital Segment

entravision INTERACTIVE

US - Digital Marketing Solutions

- Digital marketing agency services for SMBs
- Social media advertising
- Online presence management

US - Audio + O&O Content

- Owned & operated news

noticiasya

- Digital Audio Network (streaming + podcasts) for Latinos

audioengage elBOTON

Video & Data

- Video advertising marketplace

ScrollerAds

- Data Management Platform (DMP)

DATAXPAND

Programmatic & Mobile Performance

- Proprietary programmatic buying platform (DSP)

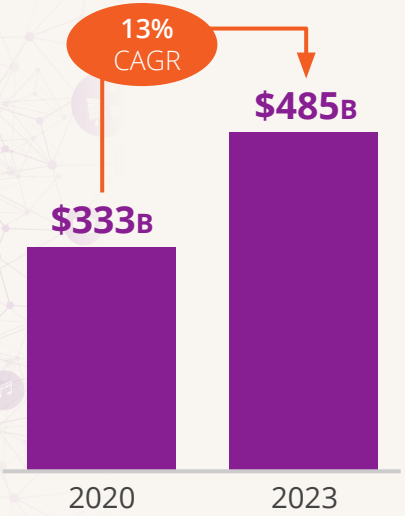
smadex

- User acquisition for Mobile App developers

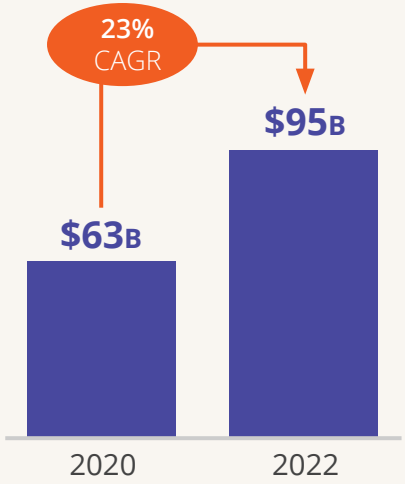
Digital Segment Growth Drivers



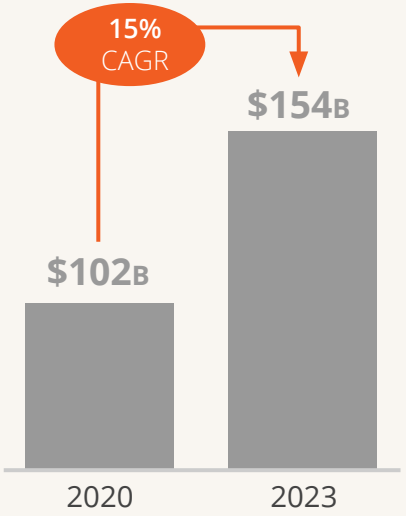
Global Digital Ad Spend
USD Billions



US Programmatic Ad Spend
USD Billions



Global App User Spend
USD Billions



Mobile share from total digital: 73% 80%

Source: eMarketer, "Digital ad spending, worldwide", June 2020. eMarketer, "US programmatic digital display ad spending", July 2020. Sensor Tower, Store Intelligence, 2020.



CISNEROS INTERACTIVE

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

Founded 2010

Headquartered in Miami, FL.

As disclosed on Entravision Q3-2020 earnings call, expecting revenue of **$55M** and EBITDA of **$1M-$1.5M** from Cisneros Interactive in Q4 2020.

i) Big Tech sales partnerships in 17 Latam countries:

FACEBOOK Spotify LinkedIn

ii) Owned branding products and technology:

audio.ad DIGITAL AUDIO ADVERTISING SOLUTIONS

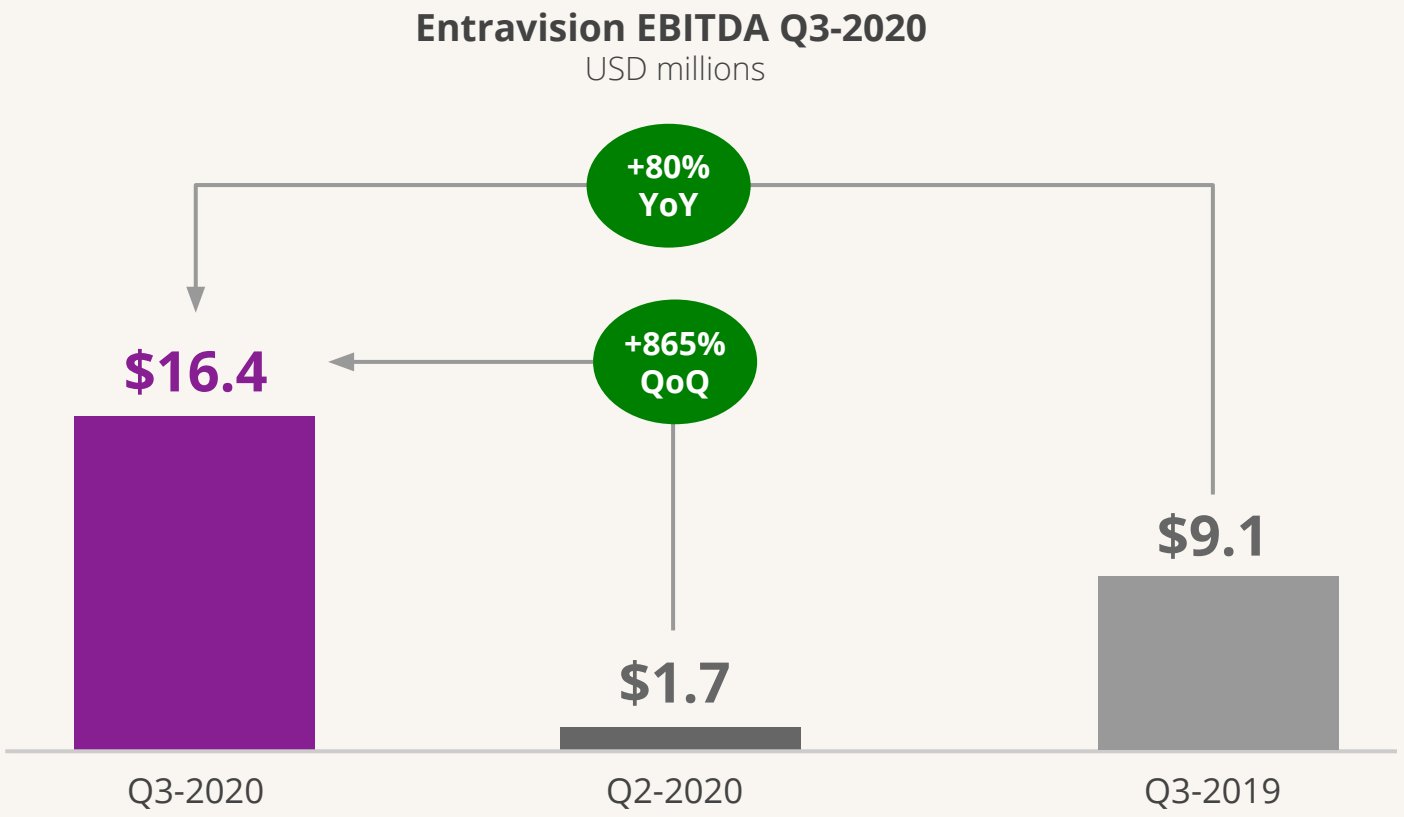
Digital audio advertising solutions
1st Digital audio network in Latam, owned DSP - AudioTrade

Justmob

Mobile advertising solutions

Entravision Financials

Q3-2020 Financials Update



Solid Balance Sheet

Total Net Leverage as of September 30, 2020

Actuals in USD Millions

Concept	
Cash & Marketable Securities	$136.5
Notes	$0.0
Other Debt	$216.0
Total Debt	$216.0
TTM Consolidated Adjusted EBITDA	$39.2
Total Leverage Per Credit Agreement	3.60x
Total NET Leverage (net of all cash)	**2.02x**

Q4-2020 Pacing

Entravision Q4-2020 Pacing

As of Q3-2020 earnings call on November 5, 2020

	Q4-2020
Digital (1)	+250%
TV	+46%
Radio	+15%

Note: (1) Includes revenue of $55M and EBITDA of $1M-$1.5M from Cisneros Interactive.

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Appendix

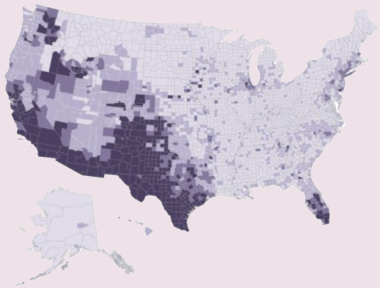
Radio & TV And Latino Population Across The US

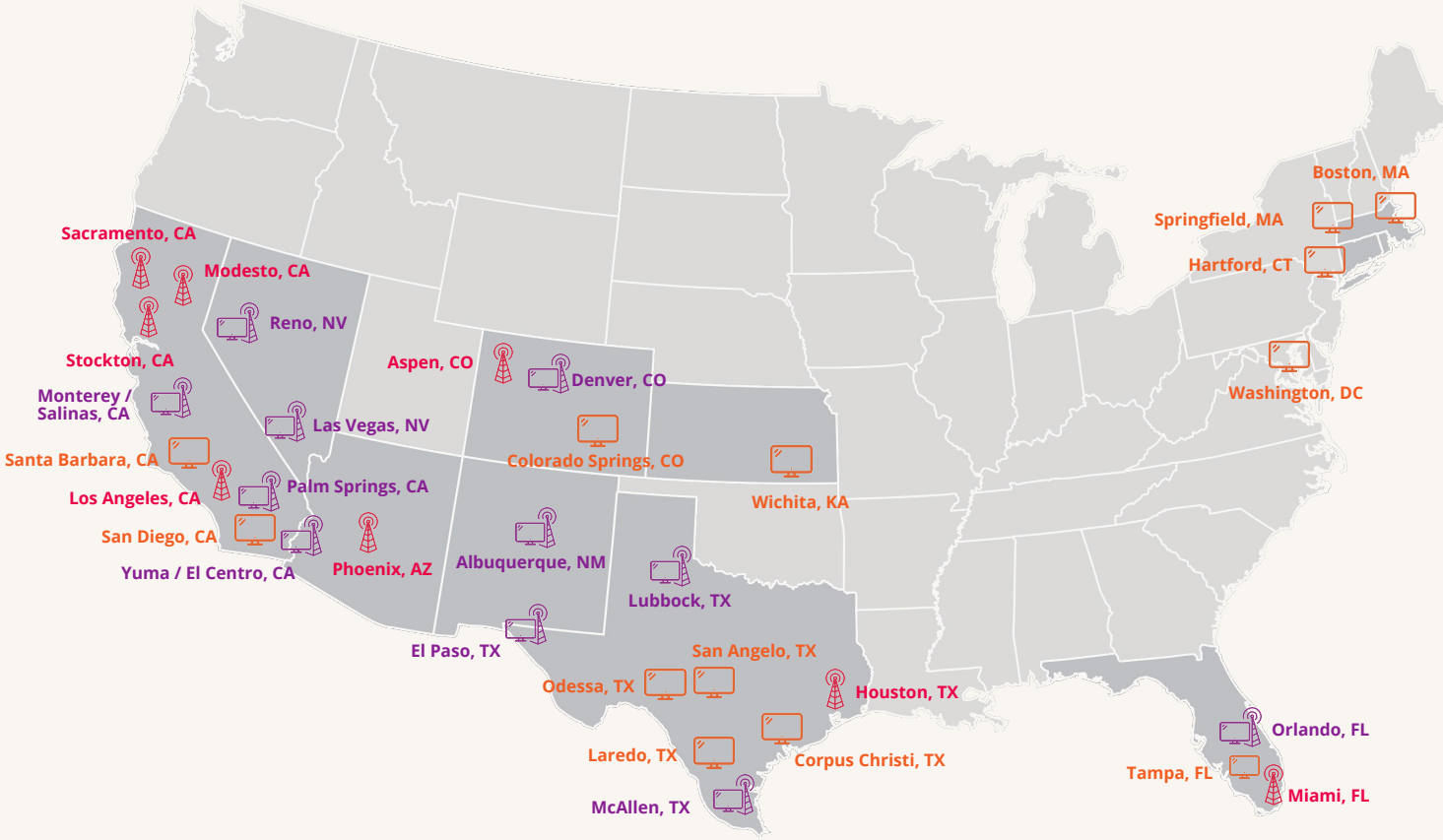
Growing Latino Demographic

Overall Latino population growing faster than non-Latino population and is expected to reach 85 million by 2038

2014 Hispanic Share of Population by County

- > =25%
- 15-24.9%
- 5-14.9%
- <5%





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 10 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	0.7
11	McAllen	KNVO	#1 tie	1.8
20	El Paso	KINT	#1	2.1
24	Las Vegas	KINC	#2 tie	0.7
35	Monterey	KSMS	#1	1.8
37	Odessa-Midland	KUPB	#1	1.6
39	Yuma-El Centro	KVYE	#1	2.3
40	Laredo	KLDO	#1	2.3
48	Santa Barbara	KPMR	#2	0.7
49	Palm Springs	KVER	#1	1.4

Source: Nielsen, September 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.