#### 2018 TRENDING SCHEDULES - BASIS OF PRESENTATION

# **Business Segments**

The Company reports financial performance using three reportable segments: Media, Live Events and Consumer Products.

#### Media

The Media segment reflects the production and monetization of long-form and short-form video content across various platforms, including WWE Network, pay television, digital and social media, as well as filmed entertainment. Across these platforms, revenue consists principally of subscriptions, advertising and rights fees.

#### Live Events

Live events provide ongoing content for the Company's media platforms. Live event segment revenue consists primarily of ticket sales, including primary and secondary distribution, as well as the sale of travel packages associated with the Company's global live events.

# Consumer Products

The Consumer Products segment engages in the merchandising of WWE branded products, such as video games, toys and apparel, through licensing arrangements and direct-to-consumer sales. The Consumer Products segment revenue consists principally of royalties and licensee fees related to WWE branded products, and sales of merchandise distributed at our live events and through eCommerce platforms.

# **Adjusted OIBDA**

The Company presents Adjusted OIBDA as its primary measure of performance. The Company defines Adjusted OIBDA as operating income excluding depreciation and amortization, stock-based compensation expense, certain impairment charges and other non-recurring material items that otherwise would impact the comparability of results between periods. Adjusted OIBDA includes amortization expenses directly related to the Company's revenue generating activities, including the amortization of feature film, television production and WWE Network programming assets. The Company believes the presentation of Adjusted OIBDA is relevant and useful for investors because it allows them to view the Company's segment performance in the same manner as the primary method used by management to evaluate segment performance and to make decisions regarding the allocation of resources. Additionally, the Company believes that Adjusted OIBDA provides a meaningful representation of operating cash flows generated by our business segments, and is a primary measure used by media investors, analysts and peers for comparative purposes.

# WWE TRENDING SCHEDULES STATEMENT OF OPERATIONS

(\$ in millions; Unaudited)

	2016								2017									2	018			Full Year				Change		
		Q1		Q2		Q3	Q4		Q1		Q2		Q3	С	Q4		Q1		Q2	(	<b>Q</b> 3	-	2016		2017	2015-16	2016-17	
Revenues:																												
Media	\$	112.5	\$	121.9	\$	114.0	\$ 128.5	\$	121.2	\$	137.2	\$	130.8	\$ 1	146.4	\$	133.4	\$	202.6	\$	142.1	\$	476.8	\$	535.6	9%	12%	
Live Events		25.3		51.9		28.6	38.6		32.1		52.8		31.6		35.2		30.8		52.3		26.7		144.4		151.7	16%	5%	
Consumer Products		33.3		25.2		21.6	27.8		35.1		24.6		24.0		30.0		23.5		26.7		19.6		107.9		113.7	10%	5%	
Total Revenues	\$	171.1	\$	199.0	\$	164.2	\$ 194.9	\$	188.4	\$	214.6	\$	186.4	\$ 2	211.6	\$	187.7	\$	281.6	\$	188.4	\$	729.1	\$	801.0	11%	10%	
Operating Income																												
Media <sup>1</sup>	\$	24.2	\$	(1.8)	\$	30.4	\$ 24.5	\$	15.2	\$	9.6	\$	42.9	\$	40.5	\$	35.9	\$	32.0	\$	39.3	\$	77.3	\$	108.2	11%	40%	
Live Events		2.2		18.9		2.0	1.7		3.7		17.1		3.1		0.8		2.9		13.4		(1.1)		24.8		24.7	13%	(0%)	
Consumer Products		14.8		5.4		4.8	6.3		14.4		5.5		7.3		7.6		6.0		4.6		2.8		31.3		34.8	3%	11%	
Corporate <sup>2</sup>		(19.2)		(21.0)		(18.9)	(18.6)		(29.3)		(21.5)		(19.4)	(	(21.9)		(23.0)		(28.8)		(22.9)		(77.7)		(92.1)	7%	(19%)	
Total Operating Income	\$	22.0	\$	1.5	\$	18.3	\$ 13.9	\$	4.0	\$	10.7	\$	33.9	\$	27.0	\$	21.8	\$	21.2	\$	18.1	\$	55.7	\$	75.6	44%	36%	
Interest and Other Expense, net <sup>3</sup>		(0.6)		(0.6)		(0.2)	(1.1)		(2.6)		(2.9)		(2.8)		(3.2)		(1.7)		(6.7)		(0.1)		(2.5)		(11.5)	4%	NM	
Income before taxes	\$	21.4	\$	0.9	\$	18.1	\$ 12.8	\$	1.4	\$	7.8	\$	31.1	\$	23.8	\$	20.1	\$	14.5	\$	18.0	\$	53.2	\$	64.1	47%	20%	
Provision (benefit) for taxes <sup>4</sup>		7.5		0.1		7.0	4.8		0.5		2.7		9.3		19.0		5.3		4.5		(15.6)		19.4		31.5	60%	62%	
Effective Tax Rate <sup>4</sup>		35%		11%		39%	38%		36%		35%		30%		80%		26%		31%		(87%)		36%		49%			
Net Income	\$	13.9	\$	0.8	\$	11.1	\$ 8.0	\$	0.9	\$	5.1	\$	21.8	\$	4.8	\$	14.8	\$	10.0	\$	33.6	\$	33.8	\$	32.6	40%	(4%)	
EPS - Net Income (Diluted)	\$	0.18	\$	0.01	\$	0.14	\$ 0.10	\$	0.01	\$	0.06	\$	0.28	\$	0.06	\$	0.18	\$	0.11	\$	0.37	\$	0.44	\$	0.42	38%	(5%)	
Diluted Shares (in millions)		77.1		77.4		77.6	77.8		78.2		78.6		78.5		79.4		82.5		87.1		90.8		77.5		78.5	2%	1%	
Operating Metrics:																												
Operating Income Margin %		13%		1%		11%	7%		2%		5%		18%		13%		12%		8%		10%		8%		9%			

<sup>1</sup> Media Operating income includes the following material impairment charges: \$4.7 million in FY 2017 (\$1.5 million in Q4 2017, \$1.1 million in Q2 2017 and \$2.1 million in Q1 2017)

<sup>&</sup>lt;sup>2</sup> Corporate Operating income is a reconciling item that includes \$5.6 million in expenses primarily related to certain, non-recurring legal matters and other contractual obligations in Q1 2017

<sup>&</sup>lt;sup>3</sup> During the second quarter of 2018, the Company recorded an impairment charge of \$3.0 million to write off an equity investment in a mobile video publishing business due to issues of the underlying investee company. This charge was partially offset by an upward adjustment of \$2.2 million to the carrying value of an equity investment without readily determinable fair values resulting from an observable pricing event completed during the third quarter of 2018

<sup>&</sup>lt;sup>4</sup> The reduction in the effective tax rate in the current year quarter was primarily driven by the recognition of \$20.7 million of excess tax benefits related to the Company's share-based compensation awards at vesting, as compared to \$1.6 million in the prior year quarter. Excluding this discrete tax item, our effective tax rate was 28% in the current year quarter as compared to 35% in the prior year quarter. The tax benefit recorded during the current year is driven by the increase in the Company's stock price between the original grant date of the awards and their subsequent vesting date in the third quarter of 2018. Further impacting the decline in the effective tax rate was the reduction of the federal corporate income tax rate as a result of the Tax Cuts and Jobs Act of 2017 (the "Tax Act"), which was enacted on December 22, 2017

<sup>\*</sup> Totals may not sum down or across due to rounding

# WWE TRENDING SCHEDULES REVENUES - SEGMENT DETAIL (\$ in millions; Unaudited)

		20	016			20	017			2018		Full	Year	Cha	Change		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	2016	2017	2015-16	2016-17		
Revenues:																	
<u>Media</u>																	
Network (including pay-per-view)	\$ 39.6	\$ 49.7	\$ 43.9	\$ 42.5	\$ 45.3	\$ 52.1	\$ 48.3	\$ 44.9	\$ 46.8	\$ 56.2	\$ 49.5	\$ 175.7	\$ 190.6	11%	8%		
Core content rights fees <sup>1</sup>	51.9	53.0	55.4	57.0	59.2	60.1	60.4	64.6	65.5	66.2	65.9	217.2	244.3	8%	12%		
Advertising and sponsorship	7.6	10.4	9.7	12.1	9.4	13.1	13.0	16.3	12.2	19.6	15.0	39.8	51.8	27%	30%		
Other <sup>2</sup>	13.4	8.8	5.0	16.9	7.3	11.9	9.1	20.6	8.9	60.6	11.7	44.1	48.9	(1%)	11%		
<b>Total Media</b> <i>Quarter Growth % (y/y)</i>	\$ <b>112.5</b> 5%	\$ <b>121.9</b> 20%	\$ <b>114.0</b> (3%)	\$ <b>128.5</b> 18%	\$ 121.2 8%	\$ <b>137.2</b> 13%	\$ <b>130.8</b> 15%	\$ <b>146.4</b> 14%	\$ <b>133.4</b> 10%	\$ <b>202.6</b> 48%	\$ <b>142.1</b> 9%	\$ 476.8	\$ 535.6	9%	12%		
<u>Live Events</u> North American ticket sales	22.3	37.4	20.7	22.6	30.1	35.9	25.3	20.8	29.8	33.5	22.4	103.0	112.1	12%	9%		
International ticket sales	2.1	9.9	6.5	14.4	1.5	12.4	5.1	12.7	-	13.5	2.3	32.9	31.7	17%	(4%)		
Advertising and sponsorship	0.5	0.7	0.2	0.8	0.4	0.7	0.4	0.5	0.2	0.9	0.4	2.2	2.0	47%	(9%)		
Other <sup>3</sup>	0.4	3.9	1.2	0.8	0.1	3.8	0.8	1.2	0.8	4.4	1.6	6.3	5.9	85%	(6%)		
Total Live Events Growth % (y/y)	\$ <b>25.3</b> (36%)	\$ <b>51.9</b> 97%	\$ <b>28.6</b> 10%	\$ 38.6 17%	\$ <b>32.1</b> 27%	\$ <b>52.8</b> 2%	\$ <b>31.6</b> 10%	\$ <b>35.2</b> (9%)	\$ 30.8 (4%)	\$ <b>52.3</b> (1%)	\$ <b>26.7</b> (16%)	\$ 144.4	\$ 151.7	16%	5%		
<u>Consumer Products</u> Licensing	21.0	9.0	9.0	10.1	20.1	9.4	11.3	11.3	9.3	10.8	8.5	49.1	52.1	0%	6%		
Venue Merchandise	5.5	8.7	5.1	4.9	7.1	6.8	5.5	4.4	5.8	7.8	4.3	24.2	23.8	8%	(2%)		
eCommerce (WWE Shop)	6.8	7.5	7.5	12.8	7.9	8.4	7.2	14.3	8.4	8.1	6.8	34.6	37.8	28%	9%		
<b>Total Consumer Products</b> <i>Quarter Growth % (y/y)</i>	\$ <b>33.3</b> 10%	\$ <b>25.2</b> 16%	\$ <b>21.6</b> (4%)	\$ <b>27.8</b> 16%	\$ <b>35.1</b> 5%	\$ <b>24.6</b> (2%)	\$ <b>24.0</b> 11%	\$ <b>30.0</b> 8%	\$ <b>23.5</b> (33%)	\$ <b>26.7</b> 9%	\$ <b>19.6</b> (18%)	\$ 107.9	\$ 113.7	10%	5%		
<b>Total Revenues</b> <i>Quarter Growth % (y/y)</i>	\$ <b>171.1</b> (3%)	\$ 199.0 32%	\$ 164.2 (1%)	\$ 194.9 17%	\$ <b>188.4</b>	\$ <b>214.6</b>	\$ 186.4 14%	\$ <b>211.6</b>	\$ 187.7	\$ <b>281.6</b> 31%	\$ 188.4 1%	\$ 729.1	\$ 801.0	11%	10%		

<sup>&</sup>lt;sup>1</sup> Core content rights fees consist primarily of licensing revenues earned from the distribution of our flagship programs, Raw and SmackDown, through global broadcast, pay television and digital rights

<sup>&</sup>lt;sup>2</sup> Other forms of media monetization reflect revenues earned from the distribution of other content, including, but not limited to, scripted, reality and other in-ring programming, as well as theatrical and direct-to-home video releases

<sup>&</sup>lt;sup>3</sup> Other Live events includes revenue from the sale of travel packages associated with the Company's live events, and commissions earned through secondary ticketing

<sup>\*</sup> Totals may not sum down or across due to rounding

# WWE TRENDING SCHEDULES OPERATING INCOME - SEGMENT DETAIL

(\$ in millions; Unaudited)

		201	.6			201	7			2018	Full Year			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	2016	2017	
Operating Income:														
Media <sup>1</sup>	\$24.2	(\$1.8)	\$30.4	\$24.5	\$15.2	\$9.6	\$42.9	\$40.5	\$35.9	\$32.0	\$39.3	\$77.3	\$108.2	
Live Events	2.2	18.9	2.0	1.7	3.7	17.1	3.1	0.8	2.9	13.4	(1.1)	\$24.8	24.7	
Consumer Products	14.8	5.4	4.8	6.3	14.4	5.5	7.3	7.6	6.0	4.6	2.8	\$31.3	34.8	
Corporate <sup>2</sup>	(19.2)	(21.0)	(18.9)	(18.6)	(29.3)	(21.5)	(19.4)	(21.9)	(23.0)	(28.8)	(22.9)	(77.7)	(92.1)	
Total Operating Income	\$22.0	\$1.5	\$18.3	\$13.9	\$4.0	\$10.7	\$33.9	\$27.0	\$21.8	\$21.2	\$18.1	\$55.7	\$75.6	
Growth % (y/y)														
' <del></del>					(0==()						(==()			
Media	NM	(111%)	12%	37%	(37%)	NM	41%	65%	136%	NM	(8%)	11%	40%	
Live Events	(85%)	NM (100()	(26%)	(19%)	68%	(10%)	55%	(53%)	(22%)	(22%)	(135%)	13%	0%	
Consumer Products	18%	(19%)	(31%)	47%	(3%)	2%	52%	21%	(58%)	(16%)	(62%)	3%	11%	
Corporate	6%	(14%)	0%	28%	(53%)	(2%)	(3%)	(18%)	22%	(34%)	(18%)	7%	(19%)	
Total Operating Income	46%	(79%)	2%	NM	(82%)	NM	85%	94%	<u>NM</u>	98%	(47%)	44%	36%	
Margin %														
·		(****)												
Media	22%	(1%)	27%	19%	13%	7%	33%	28%	27%	16%	28%	16%	20%	
Live Events	9%	36%	7%	4%	12%	32%	10%	2%	9%	26%	(4%)	17%	16%	
Consumer Products	44%	21%	22%	23%	41%	22%	30%	25%	26%	17%	14%	29%	31%	
Total Operating Income	13%	1%	11%	7%	2%	5%	18%	13%	12%	8%	10%	8%	9%	

<sup>&</sup>lt;sup>1</sup> Media Operating income includes the following material impairment charges: \$4.7 million in FY 2017 (\$1.5 million in Q4 2017, \$1.1 million in Q2 2017 and \$2.1 million in Q1 2017)

<sup>&</sup>lt;sup>2</sup> Corporate Operating income is a reconciling item that includes \$5.6 million in expenses primarily related to certain, non-recurring legal matters and other contractual obligations in Q1 2017

<sup>\*</sup> Totals may not sum down or across due to rounding

# WWE TRENDING SCHEDULES ADJUSTED OIBDA - SEGMENT DETAIL

(\$ in millions; Unaudited)

		201	16			201	.7			2018	Full Year			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	2016	2017	
Adjusted OIBDA:														
Media	\$29.1	\$5.5	\$37.5	\$29.2	\$25.1	\$17.8	\$49.5	\$49.3	\$43.6	\$44.5	\$50.4	\$101.3	\$141.7	
Live Events	2.6	19.6	2.6	2.0	4.5	17.7	3.6	1.3	3.6	14.7	0.2	26.8	27.1	
Consumer Products	15.2	6.3	5.5	6.6	15.2	6.3	7.8	8.4	6.9	6.9	4.0	33.6	37.7	
Corporate	(16.1)	(17.4)	(15.2)	(14.7)	(19.6)	(17.5)	(15.3)	(18.0)	(18.9)	(22.6)	(18.8)	(63.4)	(70.4)	
Total Adjusted OIBDA	\$30.8	\$14.0	\$30.4	\$23.1	\$25.2	\$24.3	\$45.6	\$41.0	\$35.2	\$43.5	\$35.8	\$98.3	\$136.1	
Growth % (y/y)														
Media	126%	(76%)	16%	21%	(14%)	NM	32%	69%	74%	150%	2%	10%	40%	
Live Events	(82%)	NM	(19%)	(26%)	73%	(10%)	38%	(35%)	(20%)	(17%)	(94%)	12%	1%	
Consumer Products	18%	(15%)	(26%)	35%	-	0%	42%	27%	(55%)	10%	(49%)	3%	12%	
Corporate	5%	(16%)	0%	5%	(22%)	(1%)	(1%)	(22%)	4%	(29%)	(23%)	(1%)	(11%)	
Total Adjusted OIBDA	31%	(24%)	9%	43%	(18%)	74%	50%	77%	40%	79%	(21%)	14%	38%	
Margin %														
Media	26%	5%	33%	23%	21%	13%	38%	34%	33%	22%	35%	21%	26%	
Live Events	10%	38%	9%	5%	14%	34%	11%	4%	12%	28%	1%	19%	18%	
Consumer Products	46%	25%	25%	24%	43%	26%	33%	28%	29%	26%	20%	31%	33%	
Total Adjusted OIBDA	18%	7%	19%	12%	13%	11%	24%	19%	19%	15%	19%	13%	17%	

<sup>\*</sup> Totals may not sum down or across due to rounding

# WWE TRENDING SCHEDULES

## RECONCILIATION OF OPERATING INCOME TO ADJUSTED OIBDA BY SEGMENT

(\$ in millions; Unaudited)

	I			20	16				l			20	17						2	2018	Full Year					
		Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q1		Q2	Q3			2016		2017
Media																										
Operating Income (Loss)	\$	24.2	Ś	(1.8)	Ś	30.4	Ś	24.5	\$	15.2	Ś	9.6	Ś	42.9	Ś	40.5	\$	35.9	ė	32.0	Ś	20.2	\$	77.3	Ś	108.2
Adjustments <sup>1</sup>	۶	-	Þ	(1.8)	Þ	30.4	Þ	24.5	Þ	<b>15.2</b> 2.1	Þ	1.1	Þ	42.9	Þ	1.5	Þ	35.9	Þ	32.0	Þ	39.3	Þ		Þ	4.7
Depreciation and Amortization		2.6		2.8		2.9		3.1		3.1		2.9		2.9		3.0		3.0		3.0		3.1		11.4		11.9
Stock Compensation		2.3		4.5		4.2		1.6		4.7		4.2		3.7		4.3		4.7		9.5		8.0		12.6		16.9
Adjusted OIBDA	\$	29.1	\$	5.5	\$	37.5	\$	29.2	\$	25.1	\$	17.8	\$	49.5	\$	49.3	\$	43.6	\$	44.5	\$	50.4	\$	101.3	\$	141.7
<u>Live Events</u>																										
Operating Income (Loss)	\$	2.2	\$	18.9	\$	2.0	\$	1.7	\$	3.7	\$	17.1	\$	3.1	\$	0.8	\$	2.9	\$	13.4	\$	(1.1)	\$	24.8	\$	24.7
Adjustments		-	·	-	·	-	·	-		-		-	·	-	·	-		-		-		-	·	-	·	-
Depreciation and Amortization		-		-		-		-		-		-		-		-		-		-		-		-		-
Stock Compensation		0.4		0.7		0.6		0.3		8.0		0.6		0.5		0.5		0.7		1.3		1.3		2.0		2.4
Adjusted OIBDA	\$	2.6	\$	19.6	\$	2.6	\$	2.0	\$	4.5	\$	17.7	\$	3.6	\$	1.3	\$	3.6	\$	14.7	\$	0.2	\$	26.8	\$	27.1
Consumer Products																										
Operating Income (Loss)	\$	14.8	\$	5.4	\$	4.8	\$	6.3	\$	14.4	\$	5.5	\$	7.3	\$	7.6	\$	6.0	\$	4.6	\$	2.8	\$	31.3	\$	34.8
Adjustments		-		-		-		-		-		-		-		-		-		-		-		-		-
Depreciation and Amortization		-		-		-		-		-		-		-		-		-		-		-		-		-
Stock Compensation		0.4		0.9		0.7		0.3		8.0		8.0		0.5		0.8		0.9		2.3		1.2		2.3		2.9
Adjusted OIBDA	\$	15.2	\$	6.3	\$	5.5	\$	6.6	\$	15.2	\$	6.3	\$	7.8	\$	8.4	\$	6.9	\$	6.9	\$	4.0	\$	33.6	\$	37.7
Corporate																										
Operating Income (Loss) Adjustments <sup>2</sup>	\$	(19.2)	\$	(21.0)	\$	(18.9)	\$	(18.6)	\$	<b>(29.3)</b> 5.6	\$	(21.5)	\$	(19.4)	\$	(21.9)	\$	(23.0)	\$	(28.8)	\$	(22.9)	\$	(77.7)	\$	<b>(92.1)</b> 5.6
Depreciation and Amortization		3.0		3.2		3.3		3.5		3.8		3.4		3.6		3.3		3.3		3.9		2.8		13.0		14.1
Stock Compensation		0.1		0.4		0.4		0.4		0.3		0.6		0.5		0.6		0.8		2.3		1.3		1.3		2.0
Adjusted OIBDA	\$	(16.1)	\$	(17.4)	\$	(15.2)	\$	(14.7)	\$	(19.6)	\$	(17.5)	\$	(15.3)	\$	(18.0)	\$	(18.9)	\$	(22.6)	\$	(18.8)	\$	(63.4)	\$	(70.4)
WWE Total																										
Operating Income (Loss)	\$	22.0	\$	1.5	\$	18.3	\$	13.9	\$	4.0	\$	10.7	Ś	33.9	\$	27.0	\$	21.8	\$	21.2	\$	18.1	\$	55.7	Ś	75.6
Adjustments	,	-	ų	-	ų	-	ų	-		7.7	Ţ	1.1	٠	-	٠	1.5	٠	-	٠		ų	-	٠	-	Ţ	10.3
Depreciation and Amortization		5.6		6.0		6.2		6.6		6.9		6.3		6.5		6.3		6.3		6.9		5.9		24.4		26.0
Stock Compensation		3.2		6.5		5.9		2.6		6.6		6.2		5.2		6.2		7.1		15.4		11.8		18.2		24.2
Adjusted OIBDA	\$	30.8	\$	14.0	\$	30.4	\$	23.1	\$	25.2	\$	24.3	\$	45.6	\$	41.0	\$	35.2	\$	43.5	\$	35.8	\$	98.3	\$	136.1

<sup>&</sup>lt;sup>1</sup> Media adjustments include the following material impairment charges: \$4.7 million in FY 2017 (\$1.5 million in Q4 2017, \$1.1 million in Q2 2017 and \$2.1 million in Q1 2017)

<sup>&</sup>lt;sup>2</sup> Corporate adjustments include \$5.6 million in expenses primarily related to certain, non-recurring legal matters and other contractual obligations in Q1 2017

<sup>\*</sup> Totals may not sum down or across due to rounding