

WWE Q3 2019 RESULTS – OCTOBER 31, 2019

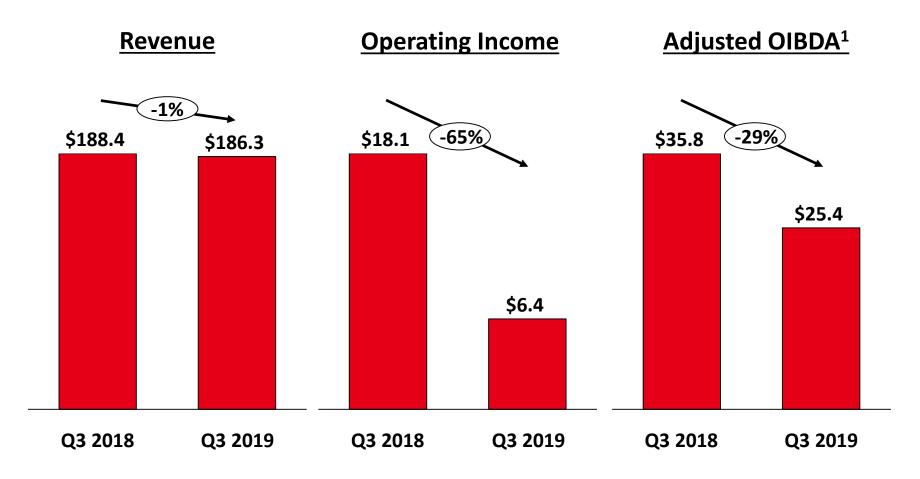
## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements pursuant to the safe harbor provisions of the Securities Litigation Reform Act of 1995, which are subject to various risks and uncertainties. These risks and uncertainties include, without limitation, risks relating to: entering, maintaining and renewing major distribution and event agreements; WWE Network (including the risk that we are unable to attract, retain and renew subscribers); our need to continue to develop creative and entertaining programs and events; the possibility of a decline in the popularity of our brand of sports entertainment; the continued importance of key performers and the services of Vincent K. McMahon; possible adverse changes in the regulatory atmosphere and related private sector initiatives; the highly competitive, rapidly changing and increasingly fragmented nature of the markets in which we operate and greater financial resources or marketplace presence of many of our competitors; uncertainties associated with international markets; our difficulty or inability to promote and conduct our live events and/or other businesses if we do not comply with applicable regulations; our dependence on our intellectual property rights, our need to protect those rights, and the risks of our infringement of others' intellectual property rights; the complexity of our rights agreements across distribution mechanisms and geographical areas; potential substantial liability in the event of accidents or injuries occurring during our physically demanding events including, without limitation, claims relating to CTE; large public events as well as travel to and from such events; our feature film business; our expansion into new or complementary businesses and/or strategic investments; our computer systems and online operations; privacy norms and regulations; a possible decline in general economic conditions and disruption in financial markets; our accounts receivable; our indebtedness; litigation; our potential failure to meet market expectations for our financial performance, which could adversely affect our stock; Vincent K. McMahon exercises control over our affairs, and his interests may conflict with the holders of our Class A common stock; a substantial number of shares are eligible for sale by the McMahons and the sale, or the perception of possible sales, of those shares could lower our stock price; and the relatively small public "float" of our Class A common stock. In addition, our dividend is dependent on a number of factors, including, among other things, our liquidity and historical and projected cash flow, strategic plan (including alternative uses of capital), our financial results and condition, contractual and legal restrictions on the payment of dividends (including under our revolving credit facility), general economic and competitive conditions and such other factors as our Board of Directors may consider relevant. Forward-looking statements made by the Company speak only as of the date made and are subject to change without any obligation on the part of the Company to update or revise them. Undue reliance should not be placed on these statements. For more information about risks and uncertainties associated with the Company's business, please refer to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" sections of the Company's SEC filings, including, but not limited to, our annual report on Form 10-K and quarterly reports on Form 10-Q.

This presentation contains non-GAAP financial information, including Adjusted OIBDA, Net Debt and Free Cash Flow. We define Adjusted OIBDA as operating income excluding depreciation and amortization, stock-based compensation expense, certain impairment charges and other non-recurring material items that 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 is a primary measure used by media investors, analysts and peers for comparative purposes. In addition, we define Free Cash Flow as net cash provided by operating activities less cash used for capital expenditures. We believe that operating income is the most directly comparable GAAP financial measure to Adjusted OIBDA, Total Debt is the most directly comparable GAAP financial measure to Net Debt, and net cash provided by operating activities is the most directly comparable GAAP financial measure to Free Cash Flow. Neither Adjusted OIBDA, Net Debt nor Free Cash Flow should be regarded as an alternative to the most directly comparably GAAP financial measure as an indicator of operating performance, or to the statement of cash flows as a measure of liquidity, nor should either metric be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP. See the Appendix at the end of this presentation for a reconciliation of the non-GAAP measures presented herein.

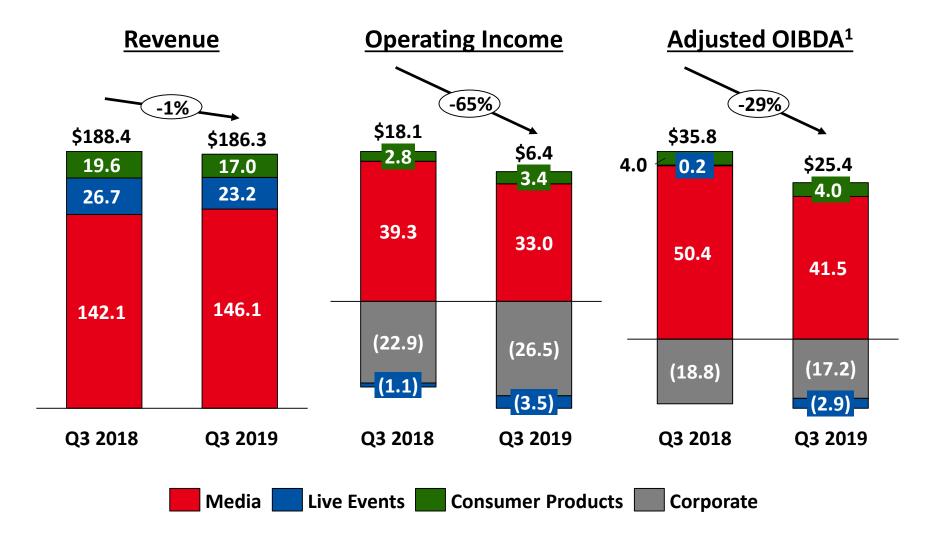




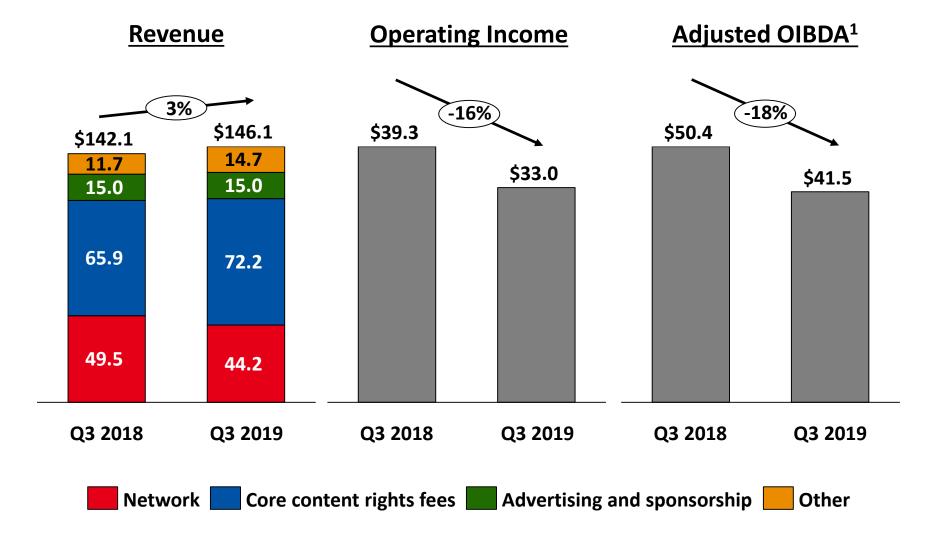




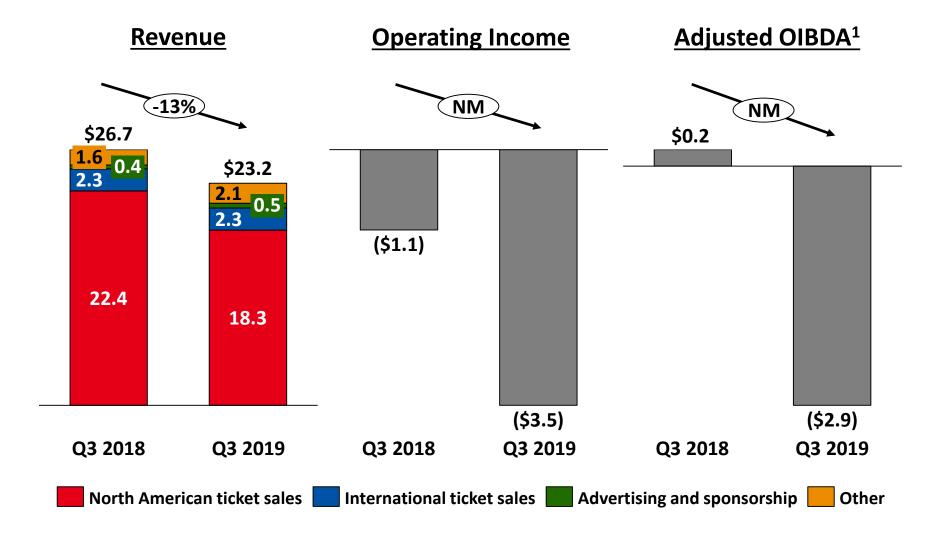






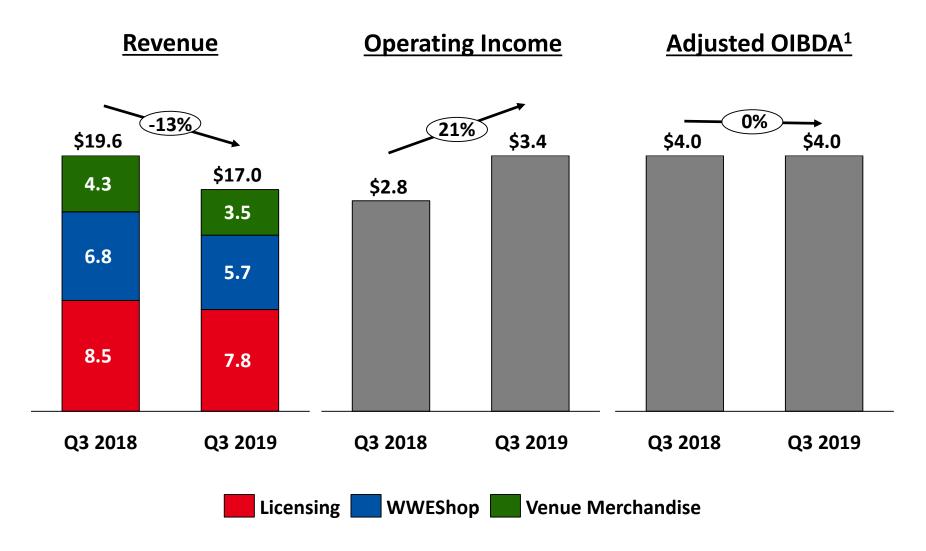






# **Q3 2019: CONSUMER PRODUCTS**

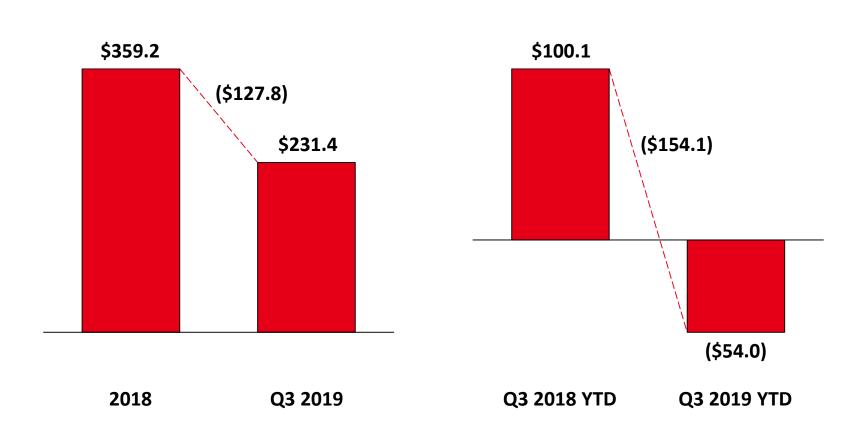








**Free Cash Flow** 



### **FINANCIAL OUTLOOK 2019**



- Full year 2019 Adjusted OIBDA estimate modified from at least \$200 million to a range of \$180 million to \$190 million, which would still be an all-time record
- Full year 2019 modified estimate is attributable to the delay in completing a previously contemplated agreement in the MENA region and the impact of accelerated investment to support content creation
- While the Company continues to work toward the completion of a MENA agreement, no assurances can be given in this regard. The Company expects to have clarity on this point in advance of providing guidance for 2020
- Estimate Q4 2019 Adjusted OIBDA<sup>1</sup> of approximately \$108 million to \$118 million
- Fourth quarter estimate reflects substantial revenue growth from the Company's new content distribution agreements in the U.S.



## STRATEGY AND FINANCIAL PERSPECTIVE: 2020 AND BEYOND



- The Company expects to provide in-depth perspective on its 2020 performance, long-term strategy and business model in mid-to-late February following the announcement of its 2019 results
- Management plans to discuss the evolving media landscape, the potential range of the Company's revenue and Adjusted OIBDA¹ growth based on its key growth pillars, including its approach to evaluating and managing anticipated investments, as well as the Company's capital allocation
- Timing of this communication balances three objectives: to communicate as soon as possible, minimize the range of outcomes for the Company's 2020 guidance and adhere to best practices for the communication of important strategic matters close to year-end
- The Company anticipates that its core content rights will drive significant growth in revenue and Adjusted OIBDA in 2020
- Management believes that the Company is well positioned to continue to drive growth thereafter, leveraging its focus on content, digitization and globalization





# RECONCILIATION OF NON-GAAP MEASURES

## Reconciliation of Adjusted OIBDA<sup>1</sup>

#### Three Months Ended September 30, 2019

\$mm	 erating come	•	ciation &	tock ensation	her tments	justed IBDA
Media	\$ 33.0	\$	3.2	\$ 5.3	\$ -	\$ 41.5
Live Events	(3.5)		-	0.6	-	(2.9)
Consumer Products	3.4		-	0.6	-	4.0
Corporate	(26.5)		8.0	1.3	-	(17.2)
Total	\$ 6.4	\$	11.2	\$ 7.8	\$ -	\$ 25.4

#### Three Months Ended September 30, 2018

\$mm		erating come	•	ciation &		tock ensation		her tments		justed IBDA
Media		39.3	¢ Allioi	3.1	© Comp	8.0	Aujus ¢			50.4
Media	φ	39.3	φ	3.1	Φ	0.0	φ	-	φ	50.4
Live Events		(1.1)		-		1.3		-		0.2
Consumer Products		2.8		-		1.2		-		4.0
Corporate		(22.9)		2.8		1.3		-		(18.8)
Total	\$	18.1	\$	5.9	\$	11.8	\$	-	\$	35.8

# RECONCILIATION OF NON-GAAP MEASURES

## Reconciliation of Adjusted OIBDA<sup>1</sup>

#### Nine Months Ended September 30, 2019

\$mm	 erating come	-	ciation & rtization	_	tock ensation	her tments	ljusted IBDA
Media	\$ 76.2	\$	8.1	\$	23.2	\$ -	\$ 107.5
Live Events	8.7		-		2.5	-	11.2
Consumer Products	13.6		-		2.6	-	16.2
Corporate	(81.8)		15.4		3.9	-	(62.5)
Total	\$ 16.7	\$	23.5	\$	32.2	\$ -	\$ 72.4

### Nine Months Ended September 30, 2018

\$mm	<u>.</u>	•		Depreciation & Amortization		Stock Compensation		her tments	Adjusted OIBDA	
Media	\$	107.2	\$	9.1	\$	22.2	\$	-	\$ 138.5	
Live Events		15.2		-		3.3		-	18.5	
Consumer Products		13.4		-		4.4		-	17.8	
Corporate		(74.7)		10.0		4.4		-	(60.3)	
Total	\$	61.1	\$	19.1	\$	34.3	\$	-	\$ 114.5	

# RECONCILIATION OF NON-GAAP MEASURES

Reconciliation of Adjusted OIBDA to Operating In	come			
\$mm	Q3 2018	Q3 2019	Q4 2019	FY 2019
Adjusted OIBDA <sup>1</sup>	\$ 35.8	\$ 25.4	\$108 - \$118	\$180 - \$190
Depreciation & amortization	(5.9)	(11.2)	-	-
Stock-based compensation	(11.8)	(7.8)	-	-
Film Impairments <sup>2</sup>	-	-	-	-
Asset Impairments <sup>2</sup>	-	-	-	-
Gain (loss) on operating assets <sup>2</sup>	-	-	-	-
Restructuring charges <sup>2</sup>	-	-	-	-
Other operating income items <sup>2</sup>	-	-	-	-
Operating Income (U.S. GAAP Basis)	\$ 18.1	\$ 6.4	Not estimable	Not estimable

Reconciliation of Net Cash to Free Cash Flow					
\$mm	Q	3 2018	Q	23 2019	
Net cash provided by operating activities	\$	44.7	\$	3.2	
Less cash used for capital expenditures:					
Purchase of property and equipment and other assets		(9.2)		(19.6)	
Free Cash Flow	\$	35.5	\$	(16.4)	

## **NOTES: NON-GAAP MEASURES**

- The definition of Adjusted OIBDA, the Reconciliation of Q3 2018, Q3 2019, Q4 2019, and full year 2019
  Adjusted OIBDA to Operating Income can be found in the Company's Q3 2019 earnings materials release
  dated October 31, 2019
- 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 feature film and television production asset amortization, amortization of costs related to content delivery and technology assets utilized for the *WWE Network*, as well as amortization of right-of-use assets related to finance leases of equipment used to produce and broadcast our live events. 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 is a primary measure used by media investors, analysts and peers for comparative purposes
- Adjusted OIBDA, Adjusted Operating income, Adjusted Net income and Adjusted Earnings per share exclude
  certain material items, which otherwise would impact the comparability of results between periods. These
  should not be considered as an alternative to net income, cash flows from operations or any other indicator
  of WWE's performance or liquidity, determined in accordance with U.S. GAAP
- The Company defines Free Cash Flow as net cash provided by operating activities less cash used for capital expenditures. WWE views net cash provided by operating activities as the most directly comparable GAAP measure. Although it is not a recognized measure of liquidity under U.S. GAAP, Free Cash Flow provides useful information regarding the amount of cash WWE's continuing business generates after capital expenditures and is available for reinvesting in the business, debt service, payment of dividends, and repurchase of stock