# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): August 7, 2012

# Live Nation Entertainment, Inc.

(Exact name of registrant as specified in its charter)

Delaware 001-32601
(State or other jurisdiction (Commission of incorporation) File No.)

9348 Civic Center Drive
Beverly Hills, California
(Address of principal executive offices)
90210
(Zip Code)

20-3247759

(I.R.S. Employer

Identification No.)

(310) 867-7000 Registrant's telephone number, including area code:

Not Applicable

(Former name or former address, if changed since last report.)

| ck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under of the following provisions: |
|--|
| Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)  |
| Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)   |
| Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))   |
| Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))   |

#### Item 2.02 Results of Operations and Financial Condition.

On August 7, 2012, Live Nation Entertainment, Inc. issued a press release announcing its results of operations for the quarter ended June 30, 2012. A copy of that press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K and incorporated herein by reference.

The information contained in this Current Report shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall such information be deemed incorporated by reference into any filing under the Securities Exchange Act of 1934, as amended, or the Securities Act of 1933, as amended, regardless of any general incorporation language in such filing, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

The information in the Exhibit Index of this Current Report on Form 8-K is incorporated into this Item 9.01(d) by reference.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Live Nation Entertainment, Inc.

By: /s/ Brian Capo

Brian Capo Senior Vice President and Chief Accounting Officer

August 7, 2012

# EXHIBIT INDEX

#### Exhibits

99.1 Press release issued by Live Nation Entertainment, Inc. on August 7, 2012.



#### LIVE NATION ENTERTAINMENT REPORTS SECOND QUARTER 2012 FINANCIAL RESULTS

- Revenue for the quarter up 2% on a constant currency basis - actual flat to prior year -

- Live Nation Concert ticket sales up 6% -

LOS ANGELES – August 7, 2012 – Live Nation Entertainment (NYSE: LYV) released financial results for the three and six months ended June 30, 2012 today.

"We are very pleased with the performance of the company in the second quarter, led by a robust concert season with a 6% increase in global concert attendance," stated Michael Rapino, President and Chief Executive Officer of Live Nation Entertainment. "Ticketmaster is showing similar strength, with the global ticketing business growing year-over-year with a 6% increase in ticket sales. Sponsorship & Advertising delivered similar results to last year with continued strong margins, driving operating performance. Overall, we remain confident in our ability to deliver growth in our core business while we continue to invest in the technology platform, unlocking future growth opportunities with our 200 million transaction base and maintaining our strong leadership position in the marketplace."

The company will webcast a teleconference today, August 7, 2012 at 5:00 p.m. Eastern Daylight Time. The live webcast will be accessible via the Investor Relations section of the company's website at <a href="https://www.livenation.com/investors">www.livenation.com/investors</a>. Please visit the website approximately ten minutes prior to the start time to ensure a connection. Additional statistical and financial information to be provided on the call, if any, will be posted supplementally under that same link. For those who are not available to listen to the live broadcast, a replay will be archived on the Live Nation website.

# FINANCIAL HIGHLIGHTS – 2nd QUARTER and SIX MONTHS

(Unaudited; \$ in millions)

|                                  | Q2 2012   | Q    | 2 2011 | Growth  |     | months<br>2012 |     | months<br>2011 | Growth  |
|----------------------------------|-----------|------|--------|---------|-----|----------------|-----|----------------|---------|
| Revenue                          |           |      |        |         |     |                |     |                |         |
| Concerts                         | \$1,076.0 | \$1  | ,082.2 | (0.6%)  | \$1 | ,524.7         | \$1 | ,531.5         | (0.4%)  |
| Ticketing                        | 313.1     |      | 307.8  | 1.7%    |     | 639.6          |     | 625.3          | 2.3%    |
| Artist Nation                    | 109.2     |      | 118.4  | (7.8%)  |     | 170.6          |     | 172.6          | (1.2%)  |
| Sponsorship & Advertising        | 61.3      |      | 63.0   | (2.7%)  |     | 97.4           |     | 96.1           | 1.4%    |
| Other & Eliminations             | (8.9      | )    | (12.5) | 28.8%   |     | (13.6)         |     | (17.2)         | 20.9%   |
|                                  | \$1,550.7 | \$1  | ,558.9 | (0.5%)  | \$2 | ,418.7         | \$2 | ,408.3         | 0.4%    |
| Adjusted Operating Income (Loss) |           |      |        |         |     |                |     |                |         |
| Concerts                         | \$ 36.2   | \$   | 19.8   | 82.8%   | \$  | 11.3           | \$  | (21.5)         | **      |
| Ticketing                        | 71.4      |      | 75.4   | (5.3%)  |     | 143.9          |     | 159.3          | (9.7%)  |
| Artist Nation                    | 14.9      |      | 15.8   | (5.7%)  |     | 11.9           |     | 15.0           | (20.7%) |
| Sponsorship & Advertising        | 42.9      |      | 44.2   | (2.9%)  |     | 63.6           |     | 62.6           | 1.6%    |
| Other & Eliminations             | 0.8       |      | 0.1    | **      |     | (0.4)          |     | 0.2            | **      |
| Corporate                        | (20.2     | )    | (16.8) | (20.2%) |     | (36.1)         |     | (32.0)         | (12.8%) |
|                                  | \$ 146.0  | \$   | 138.5  | 5.4%    | \$  | 194.2          | \$  | 183.6          | 5.8%    |
| Operating Income (Loss)          |           |      |        |         |     |                |     |                |         |
| Concerts                         | \$ (7.0   | ) \$ | (7.9)  | 11.4%   | \$  | (62.0)         | \$  | (72.7)         | 14.7%   |
| Ticketing                        | 31.5      |      | 38.4   | (18.0%) |     | 63.8           |     | 83.5           | (23.6%) |
| Artist Nation (1)                | 2.8       |      | 5.1    | (45.1%) |     | (12.2)         |     | (38.3)         | 68.1%   |
| Sponsorship & Advertising        | 42.7      |      | 44.0   | (3.0%)  |     | 63.3           |     | 62.2           | 1.8%    |
| Other & Eliminations             | 1.4       |      | 0.2    | **      |     | 0.1            |     | 0.4            | (75.0%) |
| Corporate                        | (28.4     | )    | (27.4) | (3.6%)  |     | (52.8)         | \$  | (54.9)         | 3.8%    |
|                                  | \$ 43.0   | \$   | 52.4   | (17.9%) | \$  | 0.2            | \$  | (19.8)         | **      |

<sup>\*\*</sup> percentages are not meaningful

<sup>(1)</sup> Artist Nation's operating loss for the six months ended June 30, 2011 was driven by \$24.4 million of stock-based compensation expense due to the acquisition of the remaining equity of Front Line Management Group, Inc. in February 2011.

For the three months ending June 30, 2012, revenue was \$1,550.7 million, essentially flat compared to prior year revenue of \$1,558.9 million. On a constant currency basis, revenue for the quarter was up 2%, excluding a \$43.7 million impact of changes in foreign exchange rates in the quarter. For the first six months of 2012, revenue was \$2,418.7 million, essentially flat compared to prior year revenue of \$2,408.3 million. On a constant currency basis, revenue for the first six months was up 3%, excluding a \$51.1 million impact of changes in foreign exchange rates in the first half of 2012.

As of June 30, 2012, total cash and cash equivalents were \$1.0 billion, which includes \$393.4 million in ticketing client cash and \$213.0 million in free cash. Event-related deferred revenue was \$706.8 million as of June 30, 2012, compared to \$546.7 million as of the same period in 2011. Free cash flow was \$99.6 million for the second quarter of 2012 as compared to \$78.2 million in the second quarter of last year, and \$122.7 million for the first six months of 2012 versus \$71.3 million for the same period in 2011.

#### **About Live Nation Entertainment:**

Live Nation Entertainment is the world's leading live entertainment and ecommerce company, comprised of four market leaders: <a href="Ticketmaster.com"><u>Ticketmaster.com</u></a>, Live Nation Concerts, Front Line Management Group and Live Nation Network. <a href="Ticketmaster.com"><u>Ticketmaster.com</u></a> is the global event ticketing leader and one of the world's top five ecommerce sites, with almost 27 million monthly unique visitors. Live Nation Concerts produces over 22,000 shows annually for more than 2,300 artists globally. Front Line is the world's top artist management company, representing over 250 artists. These businesses power Live Nation Network, the leading provider of entertainment marketing solutions, enabling nearly 800 advertisers to tap into the 200 million consumers Live Nation delivers annually through its live event and digital platforms. For additional information, visit <a href="www.livenation.com/investors"><u>www.livenation.com/investors</u></a>.

#### **Media & Investor Contact:**

Maili Bergman (310) 867-7000 IR@livenation.com

#### **KEY OPERATING METRICS**

|   | 3 Months E   | 3 Months Ended June 30, |                     | nded June 30, |  |  |
|---|--------------|-------------------------|---------------------|---------------|--|--|
|   | 2012         | 2011                    | 2012                | 2011          |  |  |
| Concerts (1)                                |              |                         |                     |               |  |  |
| Estimated Events:                           |              |                         |                     |               |  |  |
| North America                               | 3,966        | 4,148                   | 7,176               | 7,227         |  |  |
| International                               | 1,709        | 1,591                   | 3,309               | 3,112         |  |  |
| Total estimated events                      | 5,675        | 5,739                   | 10,485              | 10,339        |  |  |
| Estimated Attendance (rounded):             |              |                         |                     |               |  |  |
| North America                               | 9,272,000    | 8,838,000               | 13,638,000          | 12,844,000    |  |  |
| International                               | 4,555,000    | 4,193,000               | 7,406,000           | 7,145,000     |  |  |
| Total estimated attendance                  | 13,827,000   | 13,031,000              | 21,044,000          | 19,989,000    |  |  |
| Ancillary net revenue per attendee: (4)     |              |                         |                     |               |  |  |
| North America amphitheaters                 |              |                         | \$ 18.87            | \$ 19.45      |  |  |
| International festivals                     |              |                         | \$ 17.83            | \$ 17.51      |  |  |
| Ticketing (2)                               |              |                         |                     |               |  |  |
| Number of tickets sold (in thousands):      |              |                         |                     |               |  |  |
| Concerts                                    | 18,604       | 17,683                  | 35,412              | 34,787        |  |  |
| Sports                                      | 7,734        | 6,782                   | 16,540              | 14,338        |  |  |
| Arts & theater                              | 4,371        | 4,864                   | 9,190               | 9,457         |  |  |
| Family                                      | 3,073        | 2,333                   | 7,601               | 6,763         |  |  |
| Other (3)                                   | 1,699        | 1,749                   | 3,449               | 2,711         |  |  |
|   | 35,481       | 33,411                  | 72,192              | 68,056        |  |  |
|   |              |                         |                     |               |  |  |
| Gross value of tickets sold (in thousands): | \$ 2,191,152 | \$ 2,053,965            | <u>\$ 4,411,351</u> | \$ 4,150,490  |  |  |
| Sponsorship & Advertising                   |              |                         |                     |               |  |  |
| Sponsorship revenue (in thousands)          | \$ 48,343    | \$ 49,627               | \$ 73,968           | \$ 74,423     |  |  |
| Online advertising revenue (in thousands)   | \$ 12,935    | \$ 13,367               | \$ 23,438           | \$ 21,642     |  |  |

- (1) Events generally represent a single performance by an artist. Attendance generally represents the number of fans who were present at an event. Festivals are counted as one event in the quarter in which the festival begins but attendance is split over the days of the festival and can be split between quarters. Events and attendance metrics are estimated each quarter.
- (2) The number and gross value of tickets sold includes primary tickets only and excludes tickets sold for the 2012 Olympics. These metrics include tickets sold during the period regardless of event timing except for our promoted concerts in our owned and/or operated buildings and in certain European territories where these tickets are recognized as the concerts occur.
- (3) Other category includes tickets for comedy shows, facility tours, donations, lectures, seminars and cinema.
- (4) Amounts are reported as of the latest period shown.

# CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

|   |    | June 30,   |        |                    | Six Months Ended<br>June 30, |                   |    |            |
|---|----|------------|--------|--------------------|------------------------------|-------------------|----|------------|
|   |    | 2012       | ĺ      | 2011               |                              | 2012              |    | 2011       |
|   |    |            | (in th | housands except sh | are and                      | l per share data) |    |            |
| Revenue   | \$ | 1,550,677  | \$     | 1,558,882          | \$                           | 2,418,674         | \$ | 2,408,291  |
| Operating expenses:   |    |            |        |                    |                              |                   |    |            |
| Direct operating expenses   |    | 1,106,869  |        | 1,138,151          |                              | 1,645,583         |    | 1,685,275  |
| Selling, general and administrative expenses  |    | 280,943    |        | 266,795            |                              | 549,078           |    | 539,764    |
| Depreciation and amortization   |    | 94,259     |        | 76,927             |                              | 173,972           |    | 154,408    |
| Loss (gain) on sale of operating assets   |    | 93         |        | (660)              |                              | (195)             |    | 635        |
| Corporate expenses  |    | 27,415     |        | 24,590             |                              | 50,632            |    | 45,626     |
| Acquisition transaction expenses  |    | (1,870)    |        | 706                |                              | (561)             |    | 2,371      |
| Operating income (loss)   |    | 42,968     |        | 52,373             |                              | 165               |    | (19,788)   |
| Interest expense  |    | 29,488     |        | 30,845             |                              | 59,198            |    | 60,074     |
| Interest income   |    | (931)      |        | (1,298)            |                              | (1,831)           |    | (1,825)    |
| Equity in earnings of nonconsolidated affiliates  |    | (1,801)    |        | (1,778)            |                              | (5,682)           |    | (2,772)    |
| Other expense, net  |    | 5,424      |        | 1,331              |                              | 3,642             |    | 746        |
| Income (loss) before income taxes   |    | 10,788     |        | 23,273             |                              | (55,162)          |    | (76,011)   |
| Income tax expense (benefit)  |    | 5,228      |        | 6,659              |                              | 9,506             |    | (38,283)   |
| Net income (loss)   |    | 5,560      |        | 16,614             |                              | (64,668)          |    | (37,728)   |
| Net income (loss) attributable to noncontrolling interests  |    | (2,132)    |        | 3,357              |                              | (3,210)           |    | (2,525)    |
| Net income (loss) attributable to Live Nation Entertainment, Inc.   | \$ | 7,692      | \$     | 13,257             | \$                           | (61,458)          | \$ | (35,203)   |
| Basic net income (loss) per common share attributable to common stockholders of Live Nation Entertainment, Inc.   | \$ | 0.04       | \$     | 0.07               | \$                           | (0.33)            | \$ | (0.20)     |
| Diluted net income (loss) per common share attributable to common stockholders of Live Nation Entertainment, Inc. | \$ | 0.04       | \$     | 0.07               | \$                           | (0.33)            | \$ | (0.20)     |
| Weighted average common shares outstanding:   |    |            |        |                    |                              |                   |    |            |
| Basic   |    | 86,893,774 |        | 80,818,826         |                              | 86,707,769        |    | 78,568,320 |
| Diluted   | I  | 89,325,338 | 1      | 82,790,095         | I                            | 86,707,769        | I  | 78,568,320 |

# CONSOLIDATED BALANCE SHEETS (UNAUDITED)

|  | June 30,<br>2012 | December 31,<br>2011 |
|--|------------------|----------------------|
| ASSETS   | (in tho          | usands)              |
| Current assets   |                  |                      |
| Cash and cash equivalents  | \$1,005,039      | \$ 844,253           |
| Accounts receivable, less allowance of \$13,487 and \$16,986, respectively | 492,484          | 389,346              |
| Prepaid expenses   | 625,372          | 316,491              |
| Other current assets   | 52,968           | 26,700               |
| Total current assets   | 2,175,863        | 1,576,790            |
| Property, plant and equipment  | 2,173,803        | 1,370,790            |
| Land, buildings and improvements   | 842,236          | 851,812              |
| Computer equipment and capitalized software                                | 299,160          | 261,475              |
| Furniture and other equipment  | 185,681          | 172,250              |
| Construction in progress   | 56,431           | 60,652               |
| Construction in progress   |                  |                      |
| Tana assumulated damesistica   | 1,383,508        | 1,346,189            |
| Less accumulated depreciation  | 670,688          | 626,053              |
|  | 712,820          | 720,136              |
| Intangible assets  |                  |                      |
| Definite-lived intangible assets, net                                      | 858,515          | 873,712              |
| Indefinite-lived intangible assets   | 377,114          | 377,160              |
| Goodwill   | 1,313,800        | 1,257,644            |
| Investments in nonconsolidated affiliates                                  | 63,482           | 55,796               |
| Other long-term assets   | 246,831          | 226,533              |
| Total assets   | \$5,748,425      | \$5,087,771          |
|  | Ψ5,7+6,425       | \$5,007,771          |
| LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities                   |                  |                      |
| Accounts payable, client accounts  | \$ 495,030       | \$ 473,956           |
| Accounts payable  Accounts payable   | 171,879          | 87,627               |
| Accrued expenses   | 598,069          | 579,566              |
| Deferred revenue   | 830,276          | 273,536              |
| Current portion of long-term debt  | 57,703           | 52,632               |
| Other current liabilities  | 17,679           | 25,236               |
|  |                  |                      |
| Total current liabilities  | 2,170,636        | 1,492,553            |
| Long-term debt, net  | 1,682,356        | 1,663,056            |
| Long-term deferred income taxes  | 192,028          | 186,298              |
| Other long-term liabilities  | 106,225          | 120,693              |
| Commitments and contingent liabilities                                     |                  |                      |
| Redeemable noncontrolling interests  | 46,530           | 8,277                |
| Stockholders' equity   |                  |                      |
| Common stock   | 1,871            | 1,868                |
| Additional paid-in capital   | 2,256,228        | 2,243,587            |
| Accumulated deficit  | (806,649)        | (745,191)            |
|  |                  | (2,787)              |
| Cost of shares held in treasury  | (250)            | ( , ,                |
| Accumulated other comprehensive loss                                       | (45,327)         | (36,374)             |
| Total Live Nation Entertainment, Inc. stockholders' equity                 | 1,405,873        | 1,461,103            |
| Noncontrolling interests   | <u>144,777</u>   | 155,791              |
| Total stockholders' equity   | 1,550,650        | 1,616,894            |
| Total liabilities and stockholders' equity                                 | \$5,748,425      | \$5,087,771          |

# CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

Six Months Ended June 30,

|   | June        | ,           |
|---|-------------|-------------|
|   | 2012        | 2011        |
| CASH FLOWS FROM OPERATING ACTIVITIES  | (in tho     | usands)     |
| Net loss  | \$ (64,668) | \$ (37,728) |
| Adjustments to reconcile net loss to net cash provided by operating activities:               | \$ (04,000) | \$ (37,728) |
| Depreciation  | 59,691      | 58,935      |
| Amortization  | 114,281     | 95,473      |
| Deferred income tax benefit   | (6,946)     | (35,444)    |
| Amortization of debt issuance costs and discount/premium, net                                 | 6,881       | 6,413       |
| Non-cash compensation expense   | 17,919      | 32,192      |
| Unrealized changes in fair value of contingent consideration                                  | (2,564)     | (8,908)     |
| Loss (gain) on sale of operating assets   | (195)       | 635         |
| Equity in earnings of nonconsolidated affiliates  | (5,682)     | (2,772)     |
| Other, net  | 791         | 2,904       |
| Changes in operating assets and liabilities, net of effects of acquisitions and dispositions: |             | ,           |
| Increase in accounts receivable   | (103,344)   | (148,233)   |
| Increase in prepaid expenses  | (305,090)   | (138,161)   |
| Increase in other assets  | (62,284)    | (55,756)    |
| Increase in accounts payable, accrued expenses and other liabilities                          | 94,717      | 69,903      |
| Increase in deferred revenue  | 566,621     | 293,212     |
| Net cash provided by operating activities   | 310,128     | 132,665     |
| CASH FLOWS FROM INVESTING ACTIVITIES  |             |             |
| Collections and advances of notes receivable  | 566         | (626)       |
| Distributions from nonconsolidated affiliates   | 703         | 7,481       |
| Investments made in nonconsolidated affiliates  | (2,858)     | (5,926)     |
| Purchases of property, plant and equipment  | (62,785)    | (44,651)    |
| Proceeds from disposal of operating assets, net of cash divested                              | 5,648       | 7,163       |
| Cash paid for acquisitions, net of cash acquired  | (68,093)    | (19,904)    |
| Purchases of intangible assets  | (11,469)    | (103)       |
| Other, net  | (269)       | (525)       |
| Net cash used in investing activities   | (138,557)   | (57,091)    |
| CASH FLOWS FROM FINANCING ACTIVITIES  | , ,         | ( , ,       |
| Proceeds from long-term debt, net of issuance costs   | 58,270      | (756)       |
| Payments on long-term debt  | (44,222)    | (15,081)    |
| Contributions from noncontrolling interests   | 130         | (10,001)    |
| Distributions to and purchases/sales of noncontrolling interests, net                         | (8,189)     | (59,999)    |
| Proceeds from exercise of stock options   | 859         | 3,082       |
| Proceeds from sale of common stock  | _           | 76,492      |
| Payments for deferred and contingent consideration  | (10,585)    | (13,807)    |
| Net cash used in financing activities   | (3,737)     | (10,069)    |
| Effect of exchange rate changes on cash and cash equivalents                                  | (7,048)     | 45,697      |
| Net increase in cash and cash equivalents   | 160,786     | 111,202     |
| Cash and cash equivalents at beginning of period  | 844,253     | 892,758     |
| Cash and cash equivalents at organisms of period  | \$1,005,039 | \$1,003,960 |
| Cash and Cash equivalents at end of period  | \$1,003,039 | \$1,003,900 |

#### Forward-Looking Statements, Non-GAAP Financial Measures and Reconciliations:

Certain statements in this press release constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements regarding the company's ability to deliver growth in its core business while continuing to invest in the company's technology platform, the company's ability to unlock further growth opportunities with its 200 million transaction base and the company's ability to maintain its strong leadership position in the marketplace. Live Nation wishes to caution you that there are some known and unknown factors that could cause actual results to differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements, including but not limited to operational challenges in achieving strategic objectives and executing on the company's plans, the risk that the company's markets do not evolve as anticipated, the potential impact of the economic slowdown and operational challenges associated with selling tickets and staging events.

Live Nation refers you to the documents it files from time to time with the U.S. Securities and Exchange Commission, or SEC, specifically the section titled "Item 1A. Risk Factors" of the company's most recent Annual Report filed on Form 10-K and Quarterly Reports on Form 10-Q and its Current Reports on Form 8-K, which contain and identify other important factors that could cause actual results to differ materially from those contained in the company's projections or forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements which speak only as of the date on which they are made. All subsequent written and oral forward-looking statements by or concerning Live Nation are expressly qualified in their entirety by the cautionary statements above. Live Nation does not undertake any obligation to publicly update or revise any forward-looking statements because of new information, future events or otherwise.

This press release contains certain non-GAAP financial measures as defined by SEC Regulation G. A reconciliation of each such measure to its most directly comparable GAAP financial measure, together with an explanation of why management believes that these non-GAAP financial measures provide useful information to investors, is provided below.

Adjusted Operating Income (Loss), or AOI, is a non-GAAP financial measure that the company defines as operating income (loss) before acquisition expenses (including transaction costs, changes in the fair value of accrued acquisition-related contingent consideration arrangements, merger bonuses, payments under the Azoff Trust note and acquisition-related severance), depreciation and amortization (including goodwill impairments), loss (gain) on sale of operating assets and non-cash and certain stock-based compensation expense (including expense associated with grants of certain stock-based awards which are classified as liabilities). The company uses AOI to evaluate the performance of its operating segments. The company believes that information about AOI assists investors by allowing them to evaluate changes in the operating results of the portfolio of the businesses separate from non-operational factors that affect net income, thus providing insights into both operations and the other factors that affect reported results. AOI is not calculated or presented in accordance with GAAP. A limitation of the use of AOI as a performance measure is that it does not reflect the periodic costs of certain amortizing assets used in generating revenue in the company's business. Accordingly, AOI should be considered in addition to, and not as a substitute for, operating income (loss), net income (loss), and other measures of financial performance reported in accordance with GAAP. Furthermore, this measure may vary among other companies; thus, AOI as presented herein may not be comparable to similarly titled measures of other companies.

Free Cash Flow is a non-GAAP financial measure that the company defines as Adjusted Operating Income (Loss) less maintenance capital expenditures, less net cash interest expense, less cash taxes, less net distributions to noncontrolling interest partners, plus distributions from investments in nonconsolidated affiliates net of contributions to investments in nonconsolidated affiliates. The company uses free cash flow, among other measures, to evaluate the ability of its operations to generate cash that is available for purposes other than maintenance capital expenditures. The company believes that information about free cash flow provides investors with an important perspective on the cash available to service debt and make acquisitions. Free cash flow is not calculated or presented in accordance with GAAP. A limitation of the use of free cash flow as a performance measure is that it does not necessarily represent funds available for operations and is not necessarily a measure of the company's ability to fund its cash needs. Accordingly, free cash flow should be considered in addition to, and not as a substitute for, operating income (loss) and other measures of financial performance reported in accordance with GAAP. Furthermore, this measure may vary among other companies; thus, free cash flow as presented herein may not be comparable to similarly titled measures of other companies.

<u>Free Cash</u> is a non-GAAP financial measure that the company defines as cash and cash equivalents less ticketing-related client funds, less event-related deferred revenue, less accrued expenses due to artists and for cash collected on behalf of others for ticket sales, plus event-related prepaids. The company uses free cash as a proxy for how much cash it has available to, among other things, optionally repay debt balances, make acquisitions and finance venue and other revenue generating capital expenditures. Free cash is not calculated or presented in accordance with GAAP. A limitation of the use of free cash as a performance measure is that it does not necessarily represent funds available from operations and it is not necessarily a measure of our ability to fund our cash needs. Accordingly, free cash should be considered in addition to, and not as a substitute for, cash and cash equivalents and other measures of financial performance reported in accordance with GAAP. Furthermore, this measure may vary among other companies; thus, free cash as presented herein may not be comparable to similarly titled measures of other companies.

<u>Constant currency</u> is a non-GAAP financial measure. For the purpose of determining our constant currency results, we calculate the effect of changes in currency exchange rates as the difference between current period activity translated using the current period's currency exchange rates and the comparable prior period's currency exchange rates. We present constant currency information to provide a framework for assessing how our underlying businesses performed excluding the effect of foreign currency rate fluctuations.

# Reconciliations of Non-GAAP Measures to Their Most Directly Comparable GAAP Measures (Unaudited)

# Reconciliation of Adjusted Operating Income (Loss) to Operating Income (Loss)

| (\$ in millions)          | Adjusted operating income (loss) | stoc<br>comp | cash and<br>k-based<br>censation<br>pense | op   | s (gain) on<br>sale of<br>perating<br>assets<br>ee months end | ame     | oreciation<br>and<br>ortization<br>ne 30, 2012 |    | quisition<br>penses | -  | erating<br>me (loss) |
|---------------------------|----------------------------------|--------------|---|------|---|---------|--|----|---------------------|----|----------------------|
| Concerts                  | \$ 36.2                          | \$           | 1.3                                       | \$   | _   | \$      | 44.1   | \$ | (2.2)               | \$ | (7.0)                |
| Ticketing                 | 71.4                             | •            | 1.5                                       | •    | (0.1)   | •       | 38.8   | •  | (0.3)               | •  | 31.5                 |
| Artist Nation             | 14.9                             |              | 0.3                                       |      | _   |         | 11.5   |    | 0.3                 |    | 2.8                  |
| Sponsorship & Advertising | 42.9                             |              | 0.2                                       |      | _   |         | _  |    | _                   |    | 42.7                 |
| Other & Eliminations      | 0.8                              |              | _   |      | 0.2   |         | (0.8)  |    | _                   |    | 1.4                  |
| Corporate                 | (20.2)                           |              | 5.6                                       |      | _   |         | 0.7  |    | 1.9                 |    | (28.4)               |
| Total Live Nation         | \$ 146.0                         | \$           | 8.9                                       | \$   | 0.1   | \$      | 94.3   | \$ | (0.3)               | \$ | 43.0                 |
|                           |                                  |              | -   | Thre | ee months end   | ded Ju  | ne 30, 2011                                    |    | •                   |    |                      |
| Concerts                  | \$ 19.8                          | \$           | 1.3                                       | \$   | (0.7)   | \$      | 28.3   | \$ | (1.2)               | \$ | (7.9)                |
| Ticketing                 | 75.4                             | Ψ            | 1.2                                       | Ψ    | (0.1)   | Ψ       | 35.2   | Ψ  | 0.7                 | Ψ  | 38.4                 |
| Artist Nation             | 15.8                             |              | 0.4                                       |      | —   |         | 13.1   |    | (2.8)               |    | 5.1                  |
| Sponsorship & Advertising | 44.2                             |              | 0.1                                       |      | _   |         | 0.1  |    |                     |    | 44.0                 |
| Other & Eliminations      | 0.1                              |              |   |      | 0.1   |         | (0.2)  |    | _                   |    | 0.2                  |
| Corporate                 | (16.8)                           |              | 4.6                                       |      |   |         | 0.4  |    | 5.6                 |    | (27.4)               |
| Total Live Nation         | \$ 138.5                         | \$           | 7.6                                       | \$   | (0.7)   | \$      | 76.9   | \$ | 2.3                 | \$ | 52.4                 |
| Total Live Nation         | \$ 136.3                         | Ф            | 7.0                                       | Ф    | (0.7)   | φ       | 70.9   | Ф  | 2.3                 | Ф  | 32.4                 |
|                           |                                  |              |   | Six  | months ende   | d June  | 30, 2012                                       |    |                     |    |                      |
| Concerts                  | \$ 11.3                          | \$           | 2.7                                       | \$   | (0.5)   | \$      | 72.5   | \$ | (1.4)               | \$ | (62.0)               |
| Ticketing                 | 143.9                            |              | 3.0                                       |      | (0.2)   |         | 78.0   |    | (0.7)               |    | 63.8                 |
| Artist Nation             | 11.9                             |              | 0.6                                       |      |   |         | 23.1   |    | 0.4                 |    | (12.2)               |
| Sponsorship & Advertising | 63.6                             |              | 0.3                                       |      | _   |         | _  |    |                     |    | 63.3                 |
| Other & Eliminations      | (0.4)                            |              | _   |      | 0.5   |         | (1.0)  |    | _                   |    | 0.1                  |
| Corporate                 | (36.1)                           |              | 11.3                                      |      | _   |         | 1.4  |    | 4.0                 |    | (52.8)               |
| Total Live Nation         | \$ 194.2                         | \$           | 17.9                                      | \$   | (0.2)   | \$      | 174.0  | \$ | 2.3                 | \$ | 0.2                  |
|                           |                                  |              |   | Six  | months ende   | ed June | e 30, 2011                                     |    |                     |    |                      |
| Concerts                  | \$ (21.5)                        | \$           | 3.0                                       | \$   | (0.7)   | \$      | 54.7   | \$ | (5.8)               | \$ | (72.7)               |
| Ticketing                 | 159.3                            | Ψ            | 2.7                                       | Ψ    | (0.1)   | Ψ       | 72.4   | Ψ  | 0.8                 | Ψ  | 83.5                 |
| Artist Nation             | 15.0                             |              | 27.6                                      |      | 1.2   |         | 26.7   |    | (2.2)               |    | (38.3)               |
| Sponsorship & Advertising | 62.6                             |              | 0.3                                       |      |   |         | 0.1  |    |                     |    | 62.2                 |
| Other & Eliminations      | 0.2                              |              | —   |      | 0.2   |         | (0.4)  |    | _                   |    | 0.4                  |
| Corporate                 | (32.0)                           |              | 9.4                                       |      |   |         | 0.9  |    | 12.6                |    | (54.9)               |
| Total Live Nation         | \$ 183.6                         | \$           | 43.0                                      | \$   | 0.6   | \$      | 154.4  | \$ | 5.4                 | \$ | (19.8)               |
| I Otal Live Ination       | φ 103.U                          | φ            | 43.0                                      | Ф    | 0.0   | Φ       | 134.4  | Φ  | J. <del>4</del>     | Ф  | (17.0)               |

# Reconciliation of Adjusted Operating Income (Loss) to Free Cash Flow

| (\$ in millions)   | Q2 2012  | Q2 2011   |
|--|--|---|
| Adjusted operating income  | \$ 146.0   | \$ 138.5  |
| Less: Cash interest expense — net  | (19.5)   | (26.2)  |
| Cash taxes   | (3.4)  | (13.8)  |
| Maintenance capital expenditures   | (16.6)   | (17.9)  |
| Distributions to noncontrolling interests  | (5.0)  | (4.1)   |
| Distributions from (contributions to) investments in nonconsolidated affiliates  | (1.9)  | 1.7   |
| Free cash flow   | \$ 99.6  | \$ 78.2   |
| Revenue generating capital expenditures  | (18.8)   | (8.6)   |
| Net  | \$ 80.8  | \$ 69.6   |
|  |  |   |
|  |  |   |
|  | 6 months   | 6 months  |
| (\$ in millions)   | 6 months<br>2012   | 6 months<br>2011  |
| (\$ in millions) Adjusted operating income   |  |   |
|  | 2012   | 2011  |
| Adjusted operating income  | \$ 194.2   | \$183.6   |
| Adjusted operating income Less: Cash interest expense — net  | \$ 194.2<br>(48.9)   | \$183.6<br>(51.8)   |
| Adjusted operating income Less: Cash interest expense — net Cash taxes   | \$194.2<br>(48.9)<br>14.5                                      | \$183.6<br>(51.8)<br>(23.2)                                     |
| Adjusted operating income  Less: Cash interest expense — net  Cash taxes  Maintenance capital expenditures   | \$ 194.2<br>(48.9)<br>14.5<br>(26.7)                           | \$\frac{2011}{\\$183.6}\$ (51.8) (23.2) (28.9) (10.0)           |
| Adjusted operating income  Less: Cash interest expense — net  Cash taxes  Maintenance capital expenditures  Distributions to noncontrolling interests  | \$194.2<br>(48.9)<br>14.5<br>(26.7)<br>(8.2)                   | \$183.6<br>(51.8)<br>(23.2)<br>(28.9)                           |
| Adjusted operating income  Less: Cash interest expense — net  Cash taxes  Maintenance capital expenditures  Distributions to noncontrolling interests  Distributions from (contributions to) investments in nonconsolidated affiliates | 2012<br>\$ 194.2<br>(48.9)<br>14.5<br>(26.7)<br>(8.2)<br>(2.2) | 2011<br>\$ 183.6<br>(51.8)<br>(23.2)<br>(28.9)<br>(10.0)<br>1.6 |

# Reconciliation of Cash and Cash Equivalents to Free Cash

| (\$ in millions)                              | June 30,<br>2012 |
|---|------------------|
| Cash and cash equivalents                     | \$1,005.0        |
| Client cash                                   | (393.4)          |
| Deferred revenue — event related              | (706.8)          |
| Accrued artist fees                           | (28.0)           |
| Collections on behalf of others               | (56.9)           |
| Prepaids related to artist settlements/events | 393.1            |
| Free cash                                     | \$ 213.0         |

# **Detail of Revenue as Reported and at Constant Currency**

|                                  | Reported<br>Q2 2012                    | Constant Currency Q2 2012 (\$ in m                 | Reported Q2 2011 illions)   | Reported<br>Growth                          | Constant<br>Currency<br>Growth            |
|----------------------------------|--|--|---|---|---|
| Revenue                          |  |  | ŕ   |   |   |
| Concerts                         | \$1,076.0                              | \$1,110.1  | \$1,082.2   | (0.6%)                                      | 2.6%                                      |
| Ticketing                        | 313.1                                  | 320.6  | 307.8   | 1.7%  | 4.2%                                      |
| Artist Nation                    | 109.2                                  | 109.7  | 118.4   | (7.8%)                                      | (7.3%)                                    |
| Sponsorship & Advertising        | 61.3                                   | 62.9   | 63.0  | (2.7%)                                      | (0.2%)                                    |
| Other & Eliminations             | (8.9)                                  | (8.9)  | (12.5)  | 28.8%                                       | 28.8%                                     |
|                                  | \$1,550.7                              | \$1,594.4  | \$1,558.9   | (0.5%)                                      | 2.3%                                      |
|                                  |  |  |   |   |   |
|                                  | Reported<br>6 Months<br>2012           | Constant Currency 6 Months 2012                    | Reported 6 Months 2011  | Reported<br>6 Months<br>Growth              | Constant Currency 6 Months Growth         |
| Revenue                          | 6 Months                               | Currency<br>6 Months                               | 6 Months  | 6 Months                                    | Currency<br>6 Months                      |
| Revenue Concerts                 | 6 Months<br>2012                       | Currency<br>6 Months                               | 6 Months<br>2011<br>(\$ in millions)                                | 6 Months<br>Growth                          | Currency<br>6 Months<br>Growth            |
|                                  | 6 Months                               | Currency<br>6 Months<br>2012                       | 6 Months<br>2011  | 6 Months                                    | Currency<br>6 Months                      |
| Concerts                         | 6 Months<br>2012<br>\$1,524.7          | Currency<br>6 Months<br>2012<br>\$1,563.8          | 6 Months<br>2011<br>(\$ in millions)<br>\$1,531.5                   | 6 Months<br>Growth (0.4%)                   | Currency<br>6 Months<br>Growth            |
| Concerts Ticketing               | 6 Months<br>2012<br>\$1,524.7<br>639.6 | Currency<br>6 Months<br>2012<br>\$1,563.8<br>649.2 | 6 Months<br>2011<br>(\$ in millions)<br>\$1,531.5<br>625.3          | 6 Months<br>Growth (0.4%)<br>2.3%           | Currency<br>6 Months<br>Growth  2.1% 3.8% |
| Concerts Ticketing Artist Nation | \$1,524.7<br>639.6<br>170.6            | \$1,563.8<br>649.2<br>171.0                        | 6 Months<br>2011<br>(\$ in millions)<br>\$1,531.5<br>625.3<br>172.6 | 6 Months<br>Growth (0.4%)<br>2.3%<br>(1.2%) | 2.1%<br>3.8%<br>(0.9%)                    |