

ENTRAVISION COMMUNICATIONS CORP

Form 10-Q

November 06, 2015

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

(MARK ONE)

☒ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2015

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE TRANSITION PERIOD FROM TO

COMMISSION FILE NUMBER 1-15997

ENTRAVISION COMMUNICATIONS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware 95-4783236  
(State or other jurisdiction of (I.R.S. Employer

incorporation or organization) Identification No.)

2425 Olympic Boulevard, Suite 6000 West

Santa Monica, California 90404

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(Address of principal executive offices) (Zip Code)

(310) 447-3870

(Registrant's telephone number, including area code)

N/A

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer. See the definitions of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer ☐ Accelerated filer ☒

Non-accelerated filer ☐ Smaller reporting company ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes ☐ No ☒

As of November 2, 2015, there were 63,855,046 shares, \$0.0001 par value per share, of the registrant's Class A common stock outstanding, 14,927,613 shares, \$0.0001 par value per share, of the registrant's Class B common stock outstanding and 9,352,729 shares, \$0.0001 par value per share, of the registrant's Class U common stock outstanding.



ENTRAVISION COMMUNICATIONS CORPORATION

FORM 10-Q FOR THE THREE- AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2015

TABLE OF CONTENTS

|                                                                                                                                                                         | Page<br>Number |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <u>PART I. FINANCIAL INFORMATION</u>                                                                                                                                    |                |
| ITEM 1. <u>FINANCIAL STATEMENTS</u>                                                                                                                                     | 3              |
| <u>CONSOLIDATED BALANCE SHEETS (UNAUDITED) AS OF SEPTEMBER 30, 2015 AND<br/>DECEMBER 31, 2014</u>                                                                       | 3              |
| <u>CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED) FOR THE THREE-<br/>AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2015 AND SEPTEMBER 30, 2014</u>                      | 4              |
| <u>CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)<br/>(UNAUDITED) FOR THE THREE- AND NINE-MONTH PERIODS ENDED SEPTEMBER<br/>30, 2015 AND SEPTEMBER 30, 2014</u> | 5              |
| <u>CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) FOR THE<br/>NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2015 AND SEPTEMBER 30, 2014</u>                                 | 6              |
| <u>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)</u>                                                                                                           | 7              |
| ITEM 2. <u>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND<br/>RESULTS OF OPERATIONS</u>                                                                | 18             |
| ITEM 3. <u>QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK</u>                                                                                               | 30             |
| ITEM 4. <u>CONTROLS AND PROCEDURES</u>                                                                                                                                  | 31             |
| <u>PART II. OTHER INFORMATION</u>                                                                                                                                       |                |
| ITEM 1. <u>LEGAL PROCEEDINGS</u>                                                                                                                                        | 32             |
| ITEM 1A. <u>RISK FACTORS</u>                                                                                                                                            | 32             |
| ITEM 2. <u>UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS</u>                                                                                              | 32             |
| ITEM 3. <u>DEFAULTS UPON SENIOR SECURITIES</u>                                                                                                                          | 32             |
| ITEM 4. <u>MINE SAFETY DISCLOSURES</u>                                                                                                                                  | 32             |
| ITEM 5. <u>OTHER INFORMATION</u>                                                                                                                                        | 32             |
| ITEM 6. <u>EXHIBITS</u>                                                                                                                                                 | 33             |

## Forward-Looking Statements

This document contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical fact are “forward-looking statements” for purposes of federal and state securities laws, including, but not limited to, any projections of earnings, revenue or other financial items; any statements of the plans, strategies and objectives of management for future operations; any statements concerning proposed new services or developments; any statements regarding future economic conditions or performance; any statements of belief; and any statements of assumptions underlying any of the foregoing.

Forward-looking statements may include the words “may,” “could,” “will,” “estimate,” “intend,” “continue,” “believe,” “expect,” “anticipate” or other similar words. These forward-looking statements present our estimates and assumptions only as of the date of this report. Except as required by the federal securities laws, we do not intend, and undertake no obligation, to update any forward-looking statement.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and inherent risks and uncertainties. Some of the key factors impacting these risks and uncertainties include, but are not limited to:

- risks related to our substantial indebtedness or our ability to raise capital;
- provisions of our debt instruments, including the agreement dated as of May 31, 2013, or the 2013 Credit Agreement, which governs our current credit facility, or the 2013 Credit Facility, the terms of which restrict certain aspects of the operation of our business;
- our continued compliance with all of our obligations, including financial covenants and ratios, under the 2013 Credit Agreement;
- cancellations or reductions of advertising due to the then current economic environment or otherwise;
- advertising rates remaining constant or decreasing;
- the impact of rigorous competition in Spanish-language media and in the advertising industry generally;
- the impact on our business, if any, as a result of changes in the way market share is measured by third parties;
- our relationship with Univision Communications Inc., or Univision;
- the extent to which we continue to generate revenue under retransmission consent agreements;
- subject to restrictions contained in the 2013 Credit Agreement, the overall success of our acquisition strategy and the integration of any acquired assets with our existing operations;
- industry-wide market factors and regulatory and other developments affecting our operations;
- economic uncertainty;
- the impact of any potential future impairment of our assets;
- risks related to changes in accounting interpretations; and
- the impact, including additional costs, of mandates and other obligations that may be imposed upon us as a result of new federal healthcare laws, including the Affordable Care Act, the rules and regulations promulgated thereunder and any executive action with respect thereto.

For a detailed description of these and other factors that could cause actual results to differ materially from those expressed in any forward-looking statement, please see the section entitled “Risk Factors,” beginning on page 28 of our Annual Report on Form 10-K for the year ended December 31, 2014.



## PART I

## FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## ENTRAVISION COMMUNICATIONS CORPORATION

## CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(In thousands, except share and per share data)

|                                                                                                                                                          | September<br>30,<br>2015 | December<br>31,<br>2014 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|-------------------------|
| <b>ASSETS</b>                                                                                                                                            |                          |                         |
| Current assets                                                                                                                                           |                          |                         |
| Cash and cash equivalents                                                                                                                                | \$58,008                 | \$31,260                |
| Trade receivables, net of allowance for doubtful accounts of \$3,049 and \$3,100 (including related parties of \$7,376 and \$10,882)                     | 64,802                   | 64,956                  |
| Deferred income taxes                                                                                                                                    | 5,900                    | 5,900                   |
| Prepaid expenses and other current assets (including related parties of \$274 and \$274)                                                                 | 6,273                    | 5,295                   |
| Total current assets                                                                                                                                     | 134,983                  | 107,411                 |
| Property and equipment, net of accumulated depreciation of \$196,797 and \$193,532                                                                       | 59,012                   | 56,784                  |
| Intangible assets subject to amortization, net of accumulated amortization of \$77,349 and \$74,697 (including related parties of \$14,498 and \$16,239) | 17,541                   | 20,193                  |
| Intangible assets not subject to amortization                                                                                                            | 220,701                  | 220,701                 |
| Goodwill                                                                                                                                                 | 50,081                   | 50,081                  |
| Deferred income taxes                                                                                                                                    | 55,319                   | 66,558                  |
| Other assets                                                                                                                                             | 5,421                    | 6,039                   |
| Total assets                                                                                                                                             | \$543,058                | \$527,767               |

**LIABILITIES AND STOCKHOLDERS' EQUITY**

|                                                                                          |         |         |
|------------------------------------------------------------------------------------------|---------|---------|
| Current liabilities                                                                      |         |         |
| Current maturities of long-term debt                                                     | \$3,750 | \$3,750 |
| Advances payable, related parties                                                        | 118     | 118     |
| Accounts payable and accrued expenses (including related parties of \$3,903 and \$3,695) | 28,898  | 32,195  |
| Total current liabilities                                                                | 32,766  | 36,063  |
| Long-term debt, less current maturities                                                  | 333,750 | 336,563 |
| Other long-term liabilities                                                              | 15,581  | 9,583   |
| Total liabilities                                                                        | 382,097 | 382,209 |

Commitments and contingencies (note 4)

## Stockholders' equity

|                                                                                                                                         |           |           |
|-----------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------|
| Class A common stock, \$0.0001 par value, 260,000,000 shares authorized; shares issued and outstanding 2015 63,840,046; 2014 58,893,970 | 6         | 6         |
| Class B common stock, \$0.0001 par value, 40,000,000 shares authorized; shares issued and outstanding 2015 14,927,613; 2014 18,930,035  | 2         | 2         |
| Class U common stock, \$0.0001 par value, 40,000,000 shares authorized; shares issued and outstanding 2015 and 2014 9,352,729           | 1         | 1         |
| Additional paid-in capital                                                                                                              | 910,068   | 912,161   |
| Accumulated deficit                                                                                                                     | (744,656) | (764,474) |
| Accumulated other comprehensive income (loss)                                                                                           | (4,460 )  | (2,138 )  |
| Total stockholders' equity                                                                                                              | 160,961   | 145,558   |
| Total liabilities and stockholders' equity                                                                                              | \$543,058 | \$527,767 |

See Notes to Consolidated Financial Statements



## ENTRAVISION COMMUNICATIONS CORPORATION

## CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

(In thousands, except share and per share data)

|                                                                                                                                                                                                                                                                                                   | Three-Month Period<br>Ended September 30, |            | Nine-Month Period<br>Ended September 30, |            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|------------|------------------------------------------|------------|
|                                                                                                                                                                                                                                                                                                   | 2015                                      | 2014       | 2015                                     | 2014       |
| Net revenue                                                                                                                                                                                                                                                                                       | \$69,261                                  | \$62,274   | \$188,702                                | \$176,776  |
| Expenses:                                                                                                                                                                                                                                                                                         |                                           |            |                                          |            |
| Cost of revenue - digital media                                                                                                                                                                                                                                                                   | 1,881                                     | 1,489      | 4,633                                    | 1,489      |
| Direct operating expenses (including related parties of \$2,369, \$2,588, \$6,791 and \$7,824) (including non-cash stock-based compensation of \$274, \$278, \$980 and \$495)                                                                                                                     | 27,624                                    | 26,307     | 81,353                                   | 76,732     |
| Selling, general and administrative expenses                                                                                                                                                                                                                                                      | 11,180                                    | 9,637      | 32,165                                   | 27,720     |
| Corporate expenses (including non-cash stock-based compensation of \$603, \$611, \$1,704 and \$1,697)                                                                                                                                                                                             | 5,535                                     | 4,899      | 15,578                                   | 14,996     |
| Depreciation and amortization (includes direct operating of \$2,618, \$2,585, \$7,736 and \$7,471 selling, general and administrative of \$1,041, \$1,020, \$3,146 and \$2,789 and corporate of \$371, \$180, \$1,068 and \$543) (including related parties of \$580, \$580, \$1,741 and \$1,740) | 4,030                                     | 3,785      | 11,950                                   | 10,803     |
|                                                                                                                                                                                                                                                                                                   | 50,250                                    | 46,117     | 145,679                                  | 131,740    |
| Operating income (loss)                                                                                                                                                                                                                                                                           | 19,011                                    | 16,157     | 43,023                                   | 45,036     |
| Interest expense                                                                                                                                                                                                                                                                                  | (3,286 )                                  | (3,501 )   | (9,769 )                                 | (10,408 )  |
| Interest income                                                                                                                                                                                                                                                                                   | 12                                        | 12         | 31                                       | 37         |
| Income (loss) before income taxes                                                                                                                                                                                                                                                                 | 15,737                                    | 12,668     | 33,285                                   | 34,665     |
| Income tax (expense) benefit                                                                                                                                                                                                                                                                      | (6,444 )                                  | (4,611 )   | (13,467 )                                | (13,485 )  |
| Net income (loss)                                                                                                                                                                                                                                                                                 | \$9,293                                   | \$8,057    | \$19,818                                 | \$21,180   |
| Basic and diluted earnings per share:                                                                                                                                                                                                                                                             |                                           |            |                                          |            |
| Net income (loss) per share, basic                                                                                                                                                                                                                                                                | \$0.11                                    | \$0.09     | \$0.23                                   | \$0.24     |
| Net income (loss) per share, diluted                                                                                                                                                                                                                                                              | \$0.10                                    | \$0.09     | \$0.22                                   | \$0.23     |
| Cash dividends declared per common share                                                                                                                                                                                                                                                          | \$0.03                                    | \$0.03     | \$0.08                                   | \$0.08     |
| Weighted average common shares outstanding, basic                                                                                                                                                                                                                                                 | 88,090,143                                | 89,179,192 | 87,820,029                               | 89,048,459 |
| Weighted average common shares outstanding, diluted                                                                                                                                                                                                                                               | 90,423,333                                | 91,239,798 | 90,202,389                               | 91,130,613 |

See Notes to Consolidated Financial Statements



ENTRAVISION COMMUNICATIONS CORPORATION

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (UNAUDITED)

(In thousands, except share and per share data)

|                                                       | Three-Month<br>Period<br>Ended<br>September 30,<br>2015 |         | Nine-Month<br>Period<br>Ended September<br>30,<br>2015 |          |
|-------------------------------------------------------|---------------------------------------------------------|---------|--------------------------------------------------------|----------|
|                                                       | 2014                                                    |         | 2014                                                   |          |
| Net income (loss)                                     | \$9,293                                                 | \$8,057 | \$19,818                                               | \$21,180 |
| Other comprehensive income (loss), net of tax:        |                                                         |         |                                                        |          |
| Change in fair value of interest rate swap agreements | (1,126)                                                 | 474     | (2,322 )                                               | (1,296 ) |
| Total other comprehensive income (loss)               | (1,126)                                                 | 474     | (2,322 )                                               | (1,296 ) |
| Comprehensive income (loss)                           | \$8,167                                                 | \$8,531 | \$17,496                                               | \$19,884 |

See Notes to Consolidated Financial Statements

## ENTRAVISION COMMUNICATIONS CORPORATION

## CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

(In thousands)

|                                                                                                    | Nine-Month Period<br>Ended September<br>30, |           |
|----------------------------------------------------------------------------------------------------|---------------------------------------------|-----------|
|                                                                                                    | 2015                                        | 2014      |
| Cash flows from operating activities:                                                              |                                             |           |
| Net income (loss)                                                                                  | \$ 19,818                                   | \$ 21,180 |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: |                                             |           |
| Depreciation and amortization                                                                      | 11,950                                      | 10,803    |
| Deferred income taxes                                                                              | 12,764                                      | 12,771    |
| Amortization of debt issue costs                                                                   | 595                                         | 611       |
| Amortization of syndication contracts                                                              | 262                                         | 354       |
| Payments on syndication contracts                                                                  | (377 )                                      | (441 )    |
| Non-cash stock-based compensation                                                                  | 2,684                                       | 2,192     |
| Changes in assets and liabilities:                                                                 |                                             |           |
| (Increase) decrease in accounts receivable                                                         | 2,845                                       | (5,523 )  |
| (Increase) decrease in prepaid expenses and other assets                                           | (1,078 )                                    | (2,168 )  |
| Increase (decrease) in accounts payable, accrued expenses and other liabilities                    | (2,579 )                                    | (5,670 )  |
| Net cash provided by (used in) operating activities                                                | 46,884                                      | 34,109    |
| Cash flows from investing activities:                                                              |                                             |           |
| Purchases of property and equipment and intangibles                                                | (11,546)                                    | (6,390 )  |
| Purchases of a business, net of cash acquired                                                      | -                                           | (15,048)  |
| Net cash provided by (used in) investing activities                                                | (11,546)                                    | (21,438)  |
| Cash flows from financing activities:                                                              |                                             |           |
| Proceeds from stock option exercises                                                               | 1,814                                       | 1,817     |
| Payments on long-term debt                                                                         | (2,813 )                                    | (1,875 )  |
| Dividends paid                                                                                     | (6,591 )                                    | (6,687 )  |
| Repurchase of Class A common stock                                                                 | -                                           | (3,482 )  |
| Payment of contingent consideration                                                                | (1,000 )                                    | -         |
| Net cash provided by (used in) financing activities                                                | (8,590 )                                    | (10,227)  |
| Net increase (decrease) in cash and cash equivalents                                               | 26,748                                      | 2,444     |
| Cash and cash equivalents:                                                                         |                                             |           |
| Beginning                                                                                          | 31,260                                      | 43,822    |
| Ending                                                                                             | \$ 58,008                                   | \$ 46,266 |
| Supplemental disclosures of cash flow information:                                                 |                                             |           |
| Cash payments for:                                                                                 |                                             |           |
| Interest                                                                                           | \$ 9,173                                    | \$ 11,977 |

|              |       |       |
|--------------|-------|-------|
| Income taxes | \$703 | \$714 |
|--------------|-------|-------|

See Notes to Consolidated Financial Statements

ENTRAVISION COMMUNICATIONS CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

SEPTEMBER 30, 2015

1. BASIS OF PRESENTATION

Presentation

The consolidated financial statements included herein have been prepared by Entravision Communications Corporation (the “Company”), pursuant to the rules and regulations of the Securities and Exchange Commission (the “SEC”). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been omitted pursuant to such rules and regulations. These consolidated financial statements and notes thereto should be read in conjunction with the Company’s audited consolidated financial statements for the year ended December 31, 2014 included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2014. The unaudited information contained herein has been prepared on the same basis as the Company’s audited consolidated financial statements and, in the opinion of the Company’s management, includes all adjustments (consisting of only normal recurring adjustments) necessary for a fair presentation of the information for the periods presented. The interim results presented herein are not necessarily indicative of the results of operations that may be expected for the full fiscal year ending December 31, 2015 or any other future period.

Certain amounts in the Company’s prior period consolidated financial statements and notes to the financial statements have been reclassified to conform to current period presentation.

2. THE COMPANY AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Business

The Company is a diversified media company serving Hispanic audiences primarily throughout the United States, as well as the border markets of Mexico, with a combination of television, radio, and digital media properties.

Revenue Recognition

Television and radio revenue related to the sale of advertising is recognized at the time of broadcast. Revenue for contracts with advertising agencies is recorded at an amount that is net of the commission retained by the agency. Revenue from contracts directly with the advertisers is recorded at gross revenue and the related commission or national representation fee is recorded in operating expense. Cash payments received prior to services rendered result in deferred revenue, which is then recognized as revenue when the advertising time or space is actually provided. Digital related revenue is recognized when display or other digital advertisements record impressions on the websites of our third-party publishers.

The Company also generates interactive revenue under arrangements that are sold on a standalone basis and those that are sold on a combined basis that are integrated with its broadcast revenue and reported within the television and radio

segments. The Company has determined that these integrated revenue arrangements include multiple deliverables and has separated them into different units of accounting based on their relative sales price based upon management's best estimate. Revenue for each unit of accounting is recognized as it is earned.

In August 2008, the Company entered into a proxy agreement with Univision pursuant to which the Company granted Univision the right to negotiate retransmission consent agreements for its Univision- and UniMás-affiliated television station signals. Advertising related to carriage of the Company's Univision- and UniMás-affiliated television station signals is recognized at the time of broadcast. See more details under the Related Party section below.

The Company also generates revenue from agreements associated with television stations in order to accommodate the operations of telecommunications operators. Revenue from such agreements is recognized when the Company has relinquished all rights to operate the station on the existing channel free from interference to the telecommunications operators.

#### Related Party

Substantially all of the Company's stations are Univision- or UniMás-affiliated television stations. The Company's network affiliation agreements, as amended, with Univision provide certain of its owned stations the exclusive right to broadcast Univision's primary network and UniMás network programming in their respective markets. These long-term affiliation agreements each expire in 2021, and can be renewed for multiple, successive two-year terms at Univision's option, subject to the Company's consent. Under the Univision network affiliation agreement, the Company retains the right to sell approximately six minutes per hour of the available

advertising time on Univision's primary network, subject to adjustment from time to time by Univision, but in no event less than four minutes. Under the UniMás network affiliation agreement, the Company retains the right to sell approximately four and a half minutes per hour of the available advertising time the UniMás network, subject to adjustment from time to time by Univision.

Under the network affiliation agreements, Univision acts as the Company's exclusive sales representative for the sale of national advertising on the Company's Univision- and UniMás-affiliate television stations, and the Company pays certain sales representation fees to Univision relating to sales of all advertising for broadcast on the Company's Univision- and UniMás-affiliate television stations. During the three-month periods ended September 30, 2015 and 2014, the amount the Company paid Univision in this capacity was \$2.4 million and \$2.6 million, respectively. During the nine-month periods ended September 30, 2015 and 2014, the amount the Company paid Univision in this capacity was \$6.8 million and \$7.8 million, respectively.

The Company also generates revenue under two marketing and sales agreements with Univision, which give the Company the right through 2021 to manage the marketing and sales operations of Univision-owned UniMás and Univision affiliates in six markets – Albuquerque, Boston, Denver, Orlando, Tampa and Washington, D.C.

In August 2008, the Company entered into a proxy agreement with Univision pursuant to which the Company granted Univision the right to negotiate the terms of retransmission consent agreements for its Univision- and UniMás-affiliated television station signals for a term of six years, expiring in December 2014, which Univision and the Company have extended through November 30, 2015. Among other things, the proxy agreement provides terms relating to compensation to be paid to the Company by Univision with respect to retransmission consent agreements entered into with Multichannel Video Programming Distributors ("MVPDs"). As of September 30, 2015, the amount due to the Company from Univision was \$7.4 million related to the agreements for the carriage of its Univision and UniMás-affiliated television station signals. The term of the proxy agreement extends with respect to any MVPD for the length of the term of any retransmission consent agreement in effect before the expiration of the proxy agreement.

Univision currently owns approximately 10% of the Company's common stock on a fully-converted basis. The Class U common stock held by Univision has limited voting rights and does not include the right to elect directors. As the holder of all of the Company's issued and outstanding Class U common stock, so long as Univision holds a certain number of shares, the Company will not, without the consent of Univision, merge, consolidate or enter into another business combination, dissolve or liquidate the Company or dispose of any interest in any Federal Communications Commission, or FCC, license for any of its Univision-affiliated television stations, among other things. Each share of Class U common stock is automatically convertible into one share of Class A common stock (subject to adjustment for stock splits, dividends or combinations) in connection with any transfer to a third party that is not an affiliate of Univision.

#### Stock-Based Compensation

The Company measures all stock-based awards using a fair value method and recognizes the related stock-based compensation expense in the consolidated financial statements over the requisite service period. As stock-based compensation expense recognized in the Company's consolidated financial statements is based on awards ultimately expected to vest, it has been reduced for estimated forfeitures.

Stock-based compensation expense related to grants of stock options and restricted stock units was \$0.9 million for each of the three-month periods ended September 30, 2015 and 2014. Stock-based compensation expense related to grants of stock options and restricted stock units was \$2.7 million and \$2.2 million for the nine-month periods ended September 30, 2015 and 2014, respectively.



## Stock Options

Stock-based compensation expense related to stock options is based on the fair value on the date of grant using the Black-Scholes option pricing model and is amortized over the vesting period, generally between 1 to 4 years.

The fair value of each stock option granted was estimated using the following weighted-average assumptions:

|                               |                                                           |   |
|-------------------------------|-----------------------------------------------------------|---|
|                               | Nine-Month<br>Period<br>Ended<br>September<br>30,<br>2015 |   |
| Fair value of options granted | \$ 4.10                                                   |   |
| Expected volatility           | 84                                                        | % |
| Risk-free interest rate       | 1.6                                                       | % |
| Expected lives                | 6.0 years                                                 |   |
| Dividend rate                 | 1.6                                                       | % |

As of September 30, 2015, there was approximately \$1.1 million of total unrecognized compensation expense related to grants of stock options that is expected to be recognized over a weighted-average period of 1.5 years.

#### Restricted Stock Units

Stock-based compensation expense related to restricted stock units is based on the fair value of the Company's stock price on the date of grant and is amortized over the vesting period, generally between 1 to 4 years.

The following is a summary of non-vested restricted stock units granted (in thousands, except grant date fair value data):

|                        | Nine-Month Period<br>Ended September 30,<br>2015 |         |
|------------------------|--------------------------------------------------|---------|
|                        | Weighted-Average                                 |         |
|                        | Number                                           | Fair    |
|                        | Granted                                          | Value   |
| Restricted stock units | 62                                               | \$ 6.76 |

As of September 30, 2015, there was approximately \$1.7 million of total unrecognized compensation expense related to grants of restricted stock units that is expected to be recognized over a weighted-average period of 1.4 years.

#### Income (Loss) Per Share

The following table illustrates the reconciliation of the basic and diluted income (loss) per share computations required by Accounting Standards Codification (ASC) 260-10, "Earnings per Share" (in thousands, except share and per share data):

|                                            | Three-Month Period<br>Ended September 30, |            | Nine-Month Period<br>Ended September 30, |            |
|--------------------------------------------|-------------------------------------------|------------|------------------------------------------|------------|
|                                            | 2015                                      | 2014       | 2015                                     | 2014       |
| Basic earnings per share:                  |                                           |            |                                          |            |
| Numerator:                                 |                                           |            |                                          |            |
| Net income (loss)                          | \$9,293                                   | \$8,057    | \$19,818                                 | \$21,180   |
| Denominator:                               |                                           |            |                                          |            |
| Weighted average common shares outstanding | 88,090,143                                | 89,179,192 | 87,820,029                               | 89,048,459 |
| Per share:                                 |                                           |            |                                          |            |
| Net income (loss) per share                | \$0.11                                    | \$0.09     | \$0.23                                   | \$0.24     |
| Diluted earnings per share:                |                                           |            |                                          |            |

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Numerator:

|                   |         |         |          |          |
|-------------------|---------|---------|----------|----------|
| Net income (loss) | \$9,293 | \$8,057 | \$19,818 | \$21,180 |
|-------------------|---------|---------|----------|----------|

Denominator:

|                                            |            |            |            |            |
|--------------------------------------------|------------|------------|------------|------------|
| Weighted average common shares outstanding | 88,090,143 | 89,179,192 | 87,820,029 | 89,048,459 |
|--------------------------------------------|------------|------------|------------|------------|

Dilutive securities:

|                                          |           |           |           |           |
|------------------------------------------|-----------|-----------|-----------|-----------|
| Stock options and restricted stock units | 2,333,190 | 2,060,606 | 2,382,360 | 2,082,154 |
|------------------------------------------|-----------|-----------|-----------|-----------|

|                            |            |            |            |            |
|----------------------------|------------|------------|------------|------------|
| Diluted shares outstanding | 90,423,333 | 91,239,798 | 90,202,389 | 91,130,613 |
|----------------------------|------------|------------|------------|------------|

Per share:

|                             |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|
| Net income (loss) per share | \$0.10 | \$0.09 | \$0.22 | \$0.23 |
|-----------------------------|--------|--------|--------|--------|

Basic income (loss) per share is computed as net income (loss) divided by the weighted average number of shares outstanding for the period. Diluted income (loss) per share reflects the potential dilution, if any, that could occur from shares issuable through stock options and restricted stock awards.

For the three- and nine-month periods ended September 30, 2015, a total of 10,211 and 50,806 shares of dilutive securities, respectively, were not included in the computation of diluted income per share because the exercise prices of the dilutive securities were greater than the average market price of the common shares.

For the three- and nine-month periods ended September 30, 2014, a total of 1,274,750 and 1,336,750 shares of dilutive securities, respectively, were not included in the computation of diluted income per share because the exercise prices of the dilutive securities were greater than the average market price of the common shares.

#### Treasury Stock

On August 18, 2014, the Board of Directors approved a share repurchase program of up to \$10.0 million of the Company's outstanding Class A common stock. On November 25, 2014, the Board of Directors approved an extension of the share repurchase program with a repurchase authorization of up to an additional \$10.0 million of the Company's outstanding Class A common stock, for a total repurchase authorization of up to \$20.0 million. Under the share repurchase program the Company is authorized to purchase shares from time to time through open market purchases or negotiated purchases, subject to market conditions and other factors. The share repurchase program may be suspended or discontinued at any time without prior notice.

Treasury stock is included as a deduction from equity in the Stockholders' Equity section of the Consolidated Balance Sheets.

The Company did not repurchase any shares of Class A common stock during the nine-month period ended September 30, 2015. As of September 30, 2015, the Company repurchased to date a total of approximately 2.5 million shares of Class A common stock at an average price of \$5.08 since the beginning of this program, for an aggregate purchase price of approximately \$12.5 million. All repurchased shares were retired as of December 31, 2014.

#### 2013 Credit Facility

On May 31, 2013, the Company entered into the 2013 Credit Facility pursuant to the 2013 Credit Agreement. The 2013 Credit Facility consists of a \$20.0 million senior secured Term Loan A Facility (the "Term Loan A Facility"), a \$375.0 million senior secured Term Loan B Facility (the "Term Loan B Facility"; and together with the Term Loan A Facility, the "Term Loan Facilities") which was drawn on August 1, 2013 (the "Term Loan B Borrowing Date"), and a \$30.0 million senior secured Revolving Credit Facility (the "Revolving Credit Facility"). In addition, the 2013 Credit Facility provides that the Company may increase the aggregate principal amount of the 2013 Credit Facility by up to an additional \$100.0 million, subject to the Company satisfying certain conditions.

Borrowings under the Term Loan A Facility were used on the closing date of the 2013 Credit Facility (the "Closing Date") (together with cash on hand) to (a) repay in full all of the outstanding obligations of the Company and its subsidiaries under the then outstanding credit facility, and (b) pay fees and expenses in connection with the 2013 Credit Facility. As discussed in more detail below, on August 1, 2013, the Company drew on the Company's Term Loan B Facility to (a) repay in full all of the outstanding loans under the Term Loan A Facility and (b) redeem in full all of the Company's then outstanding notes (the "Notes"). The Company intends to use any future borrowings under the Revolving Credit Facility to provide for working capital, capital expenditures and other general corporate purposes of the Company and from time to time fund a portion of certain acquisitions, in each case subject to the terms and conditions set forth in the 2013 Credit Agreement.

The 2013 Credit Facility is guaranteed on a senior secured basis by all of the Company's existing and future wholly-owned domestic subsidiaries (the "Credit Parties"). The 2013 Credit Facility is secured on a first priority basis by the Company's and the Credit Parties' assets. Upon the redemption of the Notes, the security interests and guaranties

of the Company and its Credit Parties under the indenture governing the Notes (the “Indenture”), and the Notes were terminated and released.

The Company’s borrowings under the 2013 Credit Facility bear interest on the outstanding principal amount thereof from the date when made at a rate per annum equal to either: (i) the Base Rate (as defined in the 2013 Credit Agreement) plus the Applicable Margin (as defined in the 2013 Credit Agreement); or (ii) LIBOR (as defined in the 2013 Credit Agreement) plus the Applicable Margin (as defined in the 2013 Credit Agreement). As of September 30, 2015, the Company’s effective interest rate was 3.5%. The Term Loan A Facility expired on the Term Loan B Borrowing Date, which was August 1, 2013. The Term Loan B Facility expires on May 31, 2020 (the “Term Loan B Maturity Date”) and the Revolving Credit Facility expires on May 31, 2018 (the “Revolving Loan Maturity Date”).

As defined in the 2013 Credit Facility, “Applicable Margin” means:

(a) with respect to the Term Loans (i) if a Base Rate Loan, one and one half percent (1.50%) per annum and (ii) if a LIBOR Rate Loan, two and one half percent (2.50%) per annum; and

(b) with respect to the Revolving Loans:

(i) for the period commencing on the Closing Date through the last day of the calendar month during which financial statements for the fiscal quarter ending September 30, 2013 are delivered: (A) if a Base Rate Loan, one and one half percent (1.50%) per annum and (B) if a LIBOR Rate Loan, two and one half percent (2.50%) per annum; and

(ii) thereafter, the Applicable Margin for the Revolving Loans shall equal the applicable LIBOR margin or Base Rate margin in effect from time to time determined as set forth below based upon the applicable First Lien Net Leverage Ratio then in effect pursuant to the appropriate column under the table below:

| First Lien Net Leverage Ratio | LIBOR Margin | Base Rate Margin |
|-------------------------------|--------------|------------------|
| <sup>3</sup> 4.50 to 1.00     | 2.50 %       | 1.50 %           |
| < 4.50 to 1.00                | 2.25 %       | 1.25 %           |

In the event the Company engages in a transaction that has the effect of reducing the yield of any loans outstanding under the Term Loan B Facility within six months of the Term Loan B Borrowing Date, the Company will owe 1% of the amount of the loans so repriced or replaced to the Lenders thereof (such fee, the “Repricing Fee”). Other than the Repricing Fee, the amounts outstanding under the 2013 Credit Facility may be prepaid at the option of the Company without premium or penalty, provided that certain limitations are observed, and subject to customary breakage fees in connection with the prepayment of a LIBOR rate loan. The principal amount of the (i) Term Loan A Facility shall be paid in full on the Term Loan B Borrowing Date, (ii) Term Loan B Facility shall be paid in installments on the dates and in the respective amounts set forth in the 2013 Credit Agreement, with the final balance due on the Term Loan B Maturity Date and (iii) Revolving Credit Facility shall be due on the Revolving Loan Maturity Date.

Subject to certain exceptions, the 2013 Credit Agreement contains covenants that limit the ability of the Company and the Credit Parties to, among other things:

- incur additional indebtedness or change or amend the terms of any senior indebtedness, subject to certain conditions;
- incur liens on the property or assets of the Company and the Credit Parties;
- dispose of certain assets;
- consummate any merger, consolidation or sale of substantially all assets;
- make certain investments;
- enter into transactions with affiliates;
- use loan proceeds to purchase or carry margin stock or for any other prohibited purpose;
- incur certain contingent obligations;
- make certain restricted payments; and
- enter new lines of business, change accounting methods or amend the organizational documents of the Company or any Credit Party in any materially adverse way to the agent or the lenders.

The 2013 Credit Agreement also requires compliance with a financial covenant related to total net leverage ratio (calculated as set forth in the 2013 Credit Agreement) in the event that the revolving credit facility is drawn.

The 2013 Credit Agreement also provides for certain customary events of default, including the following:

- default for three (3) business days in the payment of interest on borrowings under the 2013 Credit Facility when due;
- default in payment when due of the principal amount of borrowings under the 2013 Credit Facility;
- failure by the Company or any Credit Party to comply with the negative covenants, financial covenants (provided, that, an event of default under the Term Loan Facilities will not have occurred due to a violation of the financial covenants until the revolving lenders have terminated their commitments and declared all obligations to be due and

payable), and certain other covenants relating to maintenance of customary property insurance coverage, maintenance of books and accounting records and permitted uses of proceeds from borrowings under the 2013 Credit Facility, each as set forth in the 2013 Credit Agreement;  
failure by the Company or any Credit Party to comply with any of the other agreements in the 2013 Credit Agreement and related loan documents that continues for thirty (30) days (or ten (10) days in the case of certain financial statement

delivery obligations) after officers of the Company first become aware of such failure or first receive written notice of such failure from any lender;

default in the payment of other indebtedness if the amount of such indebtedness aggregates to \$15.0 million or more, or failure to comply with the terms of any agreements related to such indebtedness if the holder or holders of such indebtedness can cause such indebtedness to be declared due and payable;

failure of the Company or any Credit Party to pay, vacate or stay final judgments aggregating over \$15.0 million for a period of thirty (30) days after the entry thereof;

certain events of bankruptcy or insolvency with respect to the Company or any Credit Party;

certain change of control events;

the revocation or invalidation of any agreement or instrument governing the Notes or any subordinated indebtedness, including the Intercreditor Agreement; and

any termination, suspension, revocation, forfeiture, expiration (without timely application for renewal) or material adverse amendment of any material media license.

In connection with the Company entering into the 2013 Credit Agreement, the Company and the Credit Parties also entered into an Amended and Restated Security Agreement, pursuant to which the Company and the Credit Parties each granted a first priority security interest in the collateral securing the 2013 Credit Facility for the benefit of the lenders under the 2013 Credit Facility.

On August 1, 2013, the Company drew on borrowings under the Company's Term Loan B Facility. The borrowings were used to (i) repay in full all of the outstanding loans under the Company's Term Loan A Facility; (ii) redeem in full and terminate all of its outstanding obligations (the "Redemption") on August 2, 2013 (the "Redemption Date") under the Indenture, in an aggregate principal amount of approximately \$324 million, and (iii) pay any fees and expenses in connection therewith. The redemption price for the redeemed Notes was 106.563% of the principal amount, plus accrued and unpaid interest thereon to the Redemption Date.

The Redemption constituted a complete redemption of the Notes, such that no amount remained outstanding following the Redemption. Accordingly, the Indenture has been satisfied and discharged in accordance with its terms and the Notes have been cancelled, effective as of the Redemption Date. The Company recorded a loss on debt extinguishment of \$29.7 million, primarily due to the premium associated with the redemption of the Notes, the unamortized bond discount and finance costs.

On December 30, 2014, the Company made a prepayment of \$20.0 million to reduce the amount of loans outstanding under the Term Loan B Facility.

On December 31, 2013, the Company made prepayments of \$10.0 million to reduce the amount of loans outstanding under the Term Loan B Facility.

The carrying amount and estimated fair value of the Term Loan B Facility as of September 30, 2015 were both \$337.5 million. The estimated fair value is calculated using an income approach which projects expected future cash flows and discounts them using a rate based on industry and market yields.

#### Derivative Instruments

The Company uses derivatives in the management of its interest rate risk with respect to its variable rate debt. The Company's strategy is to eliminate the cash flow risk on a portion of its variable rate debt caused by changes in the benchmark interest rate (LIBOR). Derivative instruments are not entered into for speculative purposes.

As required by the terms of the Company's 2013 Credit Agreement, on December 16, 2013, the Company entered into three forward-starting interest rate swap agreements with an aggregate notional amount of \$186.0 million at a fixed



rate of 2.73%, resulting in an all-in fixed rate of 5.23%. The interest rate swap agreements take effect on December 31, 2015 with a maturity date on December 31, 2018. Under these interest rate swap agreements, the Company pays at a fixed rate and receives payments at a variable rate based on three-month LIBOR. The interest rate swap agreements effectively fix the floating LIBOR-based interest of \$186.0 million outstanding LIBOR-based debt. The interest rate swap agreements were designated and qualified as a cash flow hedge; therefore, the effective portion of the changes in fair value is recorded in accumulated other comprehensive income. Any ineffective portions of the changes in fair value of the interest rate swap agreements will be immediately recognized directly to interest expense in the consolidated statement of operations. The change in fair value of the interest rate swap agreements for the three-month period ended September 30, 2015 and 2014 was a loss of \$1.1 million and a gain of \$0.5 million, net of tax, respectively, and was included in other comprehensive income (loss). The change in fair value of the interest rate swap agreements for the nine-month periods ended

September 30, 2015 and 2014 was a loss of \$2.3 million and \$1.3 million, net of tax, respectively, and was included in other comprehensive income (loss). As of September 30, 2015, we estimate that none of the unrealized gains or losses included in accumulated other comprehensive income or loss related to these interest rate swap agreements will be realized and reported in earnings within the next twelve months.

The carrying amount of the interest rate swap agreements is recorded at fair value, including non-performance risk, when material. The fair value of each interest rate swap agreement is determined by using multiple broker quotes, adjusted for non-performance risk, when material, which estimate the future discounted cash flows of any future payments that may be made under such agreements.

The fair value of the interest rate swap liability as of September 30, 2015 was \$7.2 million and was recorded in "Other long-term liabilities" in the consolidated balance sheets.

#### Fair Value Measurements

ASC 820, "Fair Value Measurements and Disclosures", defines and establishes a framework for measuring fair value and expands disclosures about fair value measurements. In accordance with ASC 820, the Company has categorized its financial assets and liabilities, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy as set forth below.

Level 1 – Assets and liabilities whose values are based on unadjusted quoted prices for identical assets or liabilities in an active market that the company has the ability to access at the measurement date.

Level 2 – Assets and liabilities whose values are based on quoted prices for similar attributes in active markets; quoted prices in markets where trading occurs infrequently; and inputs other than quoted prices that are observable, either directly or indirectly, for substantially the full term of the asset or liability.

Level 3 – Assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement.

If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

The following table presents the Company's financial assets and liabilities measured at fair value on a recurring basis in the consolidated balance sheets (in millions):

September 30, 2015

Total

Fair

Value

and

Carrying

Value on Balance

Sheet Fair Value Measurement Category

|                          | Level |         |         |
|--------------------------|-------|---------|---------|
|                          | 1     | Level 2 | Level 3 |
| <b>Liabilities:</b>      |       |         |         |
| Interest rate swap       | \$7.2 | \$ —    | \$ 7.2  |
| Contingent Consideration | \$0.1 | \$ —    | \$ 0.1  |

December 31, 2014

Total

Fair

Value

and

Carrying

Value on Balance

|                          | Sheet Fair Value Measurement Category |         |         |
|--------------------------|---------------------------------------|---------|---------|
|                          | Level                                 |         |         |
|                          | 1                                     | Level 2 | Level 3 |
| <b>Liabilities:</b>      |                                       |         |         |
| Interest rate swap       | \$3.4                                 | \$ —    | \$ 3.4  |
| Contingent Consideration | \$1.3                                 | \$ —    | \$ 1.3  |

## Accumulated Other Comprehensive Income (Loss)

Accumulated other comprehensive income (loss) includes the cumulative gains and losses of derivative instruments that qualify as cash flow hedges. The following table provides a rollforward of accumulated other comprehensive income (loss) for the nine-month periods ended September 30, 2015 and 2014 (in millions):

|                                                                   | 2015    | 2014    |
|-------------------------------------------------------------------|---------|---------|
| Accumulated other comprehensive income (loss) as of January 1,    | \$(2.1) | \$0.2   |
| Other comprehensive income (loss)                                 | (3.8)   | (2.1)   |
| Income tax benefit (expense)                                      | 1.5     | 0.8     |
| Other comprehensive income (loss), net of tax                     | (2.3)   | (1.3)   |
| Accumulated other comprehensive income (loss) as of September 30, | \$(4.4) | \$(1.1) |

## Cost of Revenue

Cost of revenue consists primarily of the costs of online media acquired from third-party publishers. Media cost is classified as cost of revenue in the period in which the corresponding revenue is recognized.

## Recent Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board (the "FASB") issued Accounting Standards Update ("ASU") 2014-09, Revenue from Contracts with Customers (Topic 606) which amended the existing accounting standards for revenue recognition. ASU 2014-09 establishes principles for recognizing revenue upon the transfer of promised goods or services to customers, in an amount that reflects the expected consideration received in exchange for those goods or services. It is effective for annual reporting periods beginning after December 15, 2017. Early adoption is not permitted. The amendments may be applied retrospectively to each prior period presented or retrospectively with the cumulative effect recognized as of the date of initial application. The Company is currently in the process of evaluating the impact of adoption of the ASU on its consolidated financial statements.

In February 2015, the FASB issued ASU 2015-02, Consolidation (Topic 810): Amendments to the Consolidation Analysis which improves consolidation guidance for legal entities. The new standard is intended to improve targeted areas of the consolidation guidance for legal entities such as limited partnerships, limited liability corporations, and securitization structures. The amendments in the ASU affect the consolidation evaluation for reporting organizations. In addition, the amendments in this ASU simplify and improve current GAAP by reducing the number of consolidation models. It is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. The Company is currently in the process of evaluating the impact of adoption of the ASU on its consolidated financial statements.

In April 2015, the FASB issued ASU 2015-03, Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs which requires an entity to present debt issuance costs related to a recognized debt liability in the balance sheet as a direct deduction from the carrying amount of the debt liability, consistent with debt discounts. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this update. This ASU requires retrospective adoption and is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. The Company is currently in the process of evaluating the impact of adoption of the ASU on its consolidated financial statements.

In September 2015, the FASB issued ASU 2015-16, Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments which requires that an acquirer recognize adjustments to provisional amounts that are identified during the measurement period in the reporting period in which the adjustment amounts are determined. It is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. The Company is currently in the process of evaluating the impact of adoption of the ASU on its consolidated financial statements.

### 3. SEGMENT INFORMATION

As of September 30, 2015, the Company operates in three reportable segments, based upon the type of advertising medium, which segments are television broadcasting, radio broadcasting, and digital media. Through June 30, 2014, the Company operated in two reportable segments, television broadcasting and radio broadcasting. On June 18, 2014, the Company acquired Pulpo Media Inc. ("Pulpo"), a leading provider of digital advertising services and solutions focused on reaching Hispanic audiences in the U.S. and Latin America. Beginning with the third quarter of 2014, the Company created a new operating segment, digital media, which consists of the operations of Pulpo. The Company's segments results reflect information presented on the same basis that is used for internal management reporting and it is also how the chief operating decision maker evaluates the business. The Company believes

that this information regarding the digital media segment is useful to readers of our financial statements. The digital media segment was not significant to our operations prior to the acquisition of Pulpo, and therefore the segment information for same period of the prior year has not been restated.

Included in the television segment net revenue for the three- and nine-month periods ended September 30, 2015, is approximately \$5.5 million and \$10.5 million, respectively, of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator.

#### Television Broadcasting

The Company owns and/or operates 58 primary television stations located primarily in California, Colorado, Connecticut, Florida, Kansas, Massachusetts, Nevada, New Mexico, Texas and the Washington, D.C. area.

#### Radio Broadcasting

The Company owns and operates 49 radio stations (38 FM and 11 AM) located primarily in Arizona, California, Colorado, Florida, Nevada, New Mexico and Texas.

The Company owns and operates a national sales representation firm, Entravision Solutions, through which we sell advertisements and syndicate radio programming to approximately 350 stations across the United States.

#### Digital Media

The Company owns and operates an online advertising platform that delivers digital advertising in a variety of formats to reach Hispanics audiences on Internet-connected devices.

Separate financial data for each of the Company's operating segments are provided below. Segment operating profit (loss) is defined as operating profit (loss) before corporate expenses. There were no significant sources of revenue generated outside the United States during the three- and nine-month periods ended September 30, 2015 and 2014. The Company evaluates the performance of its operating segments based on the following (in thousands):

15

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|                                              | Three-Month<br>Period<br>Ended September<br>30, |          |             |    | Nine-Month Period<br>Ended September 30, |           |             |    |
|----------------------------------------------|-------------------------------------------------|----------|-------------|----|------------------------------------------|-----------|-------------|----|
|                                              | 2015                                            | 2014     | %<br>Change |    | 2015                                     | 2014      | %<br>Change |    |
| Net revenue                                  |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | \$43,393                                        | \$41,301 | 5           | %  | \$119,292                                | \$122,193 | (2)         | %  |
| Radio                                        | 20,855                                          | 18,081   | 15          | %  | 56,785                                   | 51,691    | 10          | %  |
| Digital                                      | 5,013                                           | 2,892    | 73          | %  | 12,625                                   | 2,892     | 337         | %  |
| Consolidated                                 | 69,261                                          | 62,274   | 11          | %  | 188,702                                  | 176,776   | 7           | %  |
| Cost of revenue - digital media              |                                                 |          |             |    |                                          |           |             |    |
|                                              | 1,881                                           | 1,489    | 26          | %  | 4,633                                    | 1,489     | 211         | %  |
| Direct operating expenses                    |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | 15,159                                          | 15,171   | (0)         | )% | 44,658                                   | 45,075    | (1)         | )% |
| Radio                                        | 11,027                                          | 10,131   | 9           | %  | 31,865                                   | 30,652    | 4           | %  |
| Digital                                      | 1,438                                           | 1,005    | 43          | %  | 4,830                                    | 1,005     | 381         | %  |
| Consolidated                                 | 27,624                                          | 26,307   | 5           | %  | 81,353                                   | 76,732    | 6           | %  |
| Selling, general and administrative expenses |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | 5,286                                           | 4,952    | 7           | %  | 15,270                                   | 14,685    | 4           | %  |
| Radio                                        | 4,838                                           | 4,150    | 17          | %  | 14,132                                   | 12,500    | 13          | %  |
| Digital                                      | 1,056                                           | 535      | 97          | %  | 2,763                                    | 535       | 416         | %  |
| Consolidated                                 | 11,180                                          | 9,637    | 16          | %  | 32,165                                   | 27,720    | 16          | %  |
| Depreciation and amortization                |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | 2,964                                           | 2,621    | 13          | %  | 8,589                                    | 8,007     | 7           | %  |
| Radio                                        | 767                                             | 868      | (12)        | )% | 2,465                                    | 2,500     | (1)         | )% |
| Digital                                      | 299                                             | 296      | 1           | %  | 896                                      | 296       | 203         | %  |
| Consolidated                                 | 4,030                                           | 3,785    | 6           | %  | 11,950                                   | 10,803    | 11          | %  |
| Segment operating profit (loss)              |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | 19,984                                          | 18,557   | 8           | %  | 50,775                                   | 54,426    | (7)         | )% |
| Radio                                        | 4,223                                           | 2,932    | 44          | %  | 8,323                                    | 6,039     | 38          | %  |
| Digital                                      | 339                                             | (433)    | NM          |    | (497)                                    | (433)     | 15          | %  |
| Consolidated                                 | 24,546                                          | 21,056   | 17          | %  | 58,601                                   | 60,032    | (2)         | )% |
| Corporate expenses                           |                                                 |          |             |    |                                          |           |             |    |
|                                              | 5,535                                           | 4,899    | 13          | %  | 15,578                                   | 14,996    | 4           | %  |
| Operating income (loss)                      | 19,011                                          | 16,157   | 18          | %  | 43,023                                   | 45,036    | (4)         | )% |
| Interest expense                             |                                                 |          |             |    |                                          |           |             |    |
|                                              | (3,286)                                         | (3,501)  | (6)         | )% | (9,769)                                  | (10,408)  | (6)         | )% |
| Interest income                              | 12                                              | 12       | (—)         | )% | 31                                       | 37        | (16)        | )% |
| Income (loss) before income taxes            | \$15,737                                        | \$12,668 | 24          | %  | \$33,285                                 | \$34,665  | (4)         | )% |
| Capital expenditures                         |                                                 |          |             |    |                                          |           |             |    |
| Television                                   | \$294                                           | \$1,351  |             |    | \$6,653                                  | \$3,925   |             |    |
| Radio                                        | 1,341                                           | 1,029    |             |    | 4,616                                    | 2,779     |             |    |
| Digital                                      | 159                                             | 15       |             |    | 259                                      | 20        |             |    |
| Consolidated                                 | \$1,794                                         | \$2,395  |             |    | \$11,528                                 | \$6,724   |             |    |

|              | September<br>30,<br>2015 | December<br>31,<br>2014 |
|--------------|--------------------------|-------------------------|
| Total assets |                          |                         |
| Television   | \$386,959                | \$380,775               |
| Radio        | 133,077                  | 124,050                 |
| Digital      | 23,022                   | 22,942                  |
| Consolidated | \$543,058                | \$527,767               |



#### 4. LITIGATION

The Company is subject to various outstanding claims and other legal proceedings that may arise in the ordinary course of business. In the opinion of management, any liability of the Company that may arise out of or with respect to these matters will not materially adversely affect the financial position, results of operations or cash flows of the Company.

#### 5. ACQUISITION

On June 18, 2014, the Company completed the acquisition of 100% of the common stock of Pulpo, a leading provider of digital advertising services and solutions focused on Hispanics in the U.S. and Latin America. The Company acquired Pulpo in order to acquire an additional digital media platform that the Company believes will enhance its offerings to the U.S. Hispanic market. The transaction was funded from the Company's cash on hand, for an aggregate cash consideration of \$15.0 million, net of cash acquired of \$0.7 million, and contingent consideration with a fair value of \$1.4 million as of the acquisition date. The fair value of the contingent consideration recognized on the acquisition date was estimated by applying the real options approach.

The following is a summary of the purchase price allocation for the Company's acquisition of Pulpo (in millions):

|                                           |        |
|-------------------------------------------|--------|
| Accounts receivable                       | \$ 1.6 |
| Prepays and other assets                  | 0.1    |
| Property and equipment                    | 0.5    |
| Intangible assets subject to amortization | 3.4    |
| Goodwill                                  | 14.1   |
| Current liabilities                       | (1.8 ) |
| Deferred income taxes                     | (1.5 ) |

The acquisition of Pulpo includes a contingent consideration arrangement that requires additional consideration to be paid by the Company to Pulpo if certain annual performance benchmarks are achieved over a three-year period. Any such additional consideration is payable 90 days after each fiscal year end beginning December 31, 2014. The range of the total undiscounted amounts the Company could pay under the contingent consideration agreement over the three-year period is between \$0 and \$3.0 million. As of December 31, 2014, the Company determined that Pulpo is less likely to earn the full amount of the contingent consideration for the years 2015 and 2016. Therefore, the Company adjusted the fair value of the contingent consideration in the fourth quarter of 2014 to \$1.3 million. Performance targets were achieved for the year ended December 31, 2014, and, accordingly, a payment of \$1.0 million was made to the sellers in the first quarter of 2015. In the second quarter of 2015, the Company determined that Pulpo was not likely to earn any amount of the contingent consideration for the fiscal year 2015. Therefore, the Company adjusted the fair value of the contingent consideration in the second quarter of 2015 to \$0.1 million.

The fair value of the assets acquired includes trade receivables of \$1.6 million. The gross amount due from advertisers is \$1.7 million, of which \$0.1 million is expected to be uncollectable.

The goodwill, which is not expected to be deductible for tax purposes, is assigned to the digital media segment and is attributable to Pulpo's workforce and expected synergies from combining Pulpo's operations with the Company's.

Pro forma results of operations for this acquisition have not been presented because the effect of this acquisition was not material to the Company's financial condition or results of operations for any of the periods presented.

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Overview

We are a diversified media company utilizing a combination of television, radio, and digital media operations to reach Hispanic audiences and consumers primarily throughout the United States, as well as the border markets of Mexico. We believe that we are the largest independent public media company focused principally on the U.S. Hispanic audience.

We operate in three reportable segments, television broadcasting, radio broadcasting and digital media. Through June 30, 2014, we operated in two reportable segments, television broadcasting and radio broadcasting. On June 18, 2014, we acquired Pulpo, a leading provider of digital advertising services and solutions focused on Hispanics in the U.S. and Latin America. Beginning with the third quarter of 2014, we separated the results of Pulpo into a new operating segment, digital media. We believe that this information regarding our digital media segment is useful to readers of our financial statements. Our net revenue for the three-month period ended September 30, 2015, was \$69.3 million. Of that amount, revenue generated by our television segment accounted for approximately 63%, revenue generated by our radio segment accounted for approximately 30%, and revenue generated by our digital segment accounted for approximately 7%, of total revenue for the period.

As of the date of filing this report, we own and/or operate 58 primary television stations located primarily in California, Colorado, Connecticut, Florida, Massachusetts, Nevada, New Mexico, Texas and Washington, D.C. We own and operate 49 radio stations (38 FM and 11 AM) located primarily in Arizona, California, Colorado, Florida, Nevada, New Mexico and Texas and a national sales representation firm. Through our digital media operations, we offer mobile, digital and other interactive media platforms and services, including local websites and social media, that provide users with news, information and other content.

We generate revenue primarily from sales of national and local advertising time on television stations, radio stations and digital media platforms, and from retransmission consent agreements. Advertising rates are, in large part, based on each medium's ability to attract audiences in demographic groups targeted by advertisers. We recognize advertising revenue when commercials are broadcast and when display or other digital advertisements record impressions on the websites of our third party publishers. We do not obtain long-term commitments from our advertisers and, consequently, they may cancel, reduce or postpone orders without penalties. We pay commissions to agencies for local, regional and national advertising. For contracts directly with agencies, we record net revenue from these agencies. Seasonal revenue fluctuations are common in our industry and are due primarily to variations in advertising expenditures by both local and national advertisers. Our first fiscal quarter generally produces the lowest net revenue for the year. In addition, advertising revenue is generally higher during presidential election years (2016, 2020, etc.) resulting from significant political advertising.

We also generate revenue from retransmission consent agreements that are entered into with MVPDs. We refer to such revenue as retransmission consent revenue, which represents payments from MVPDs for access to our television station signals so that they may rebroadcast our signals and charge their subscribers for this programming. We recognize retransmission consent revenue when it is accrued pursuant to the agreements we have entered into with respect to such revenue.

Additionally, we generate revenue from the provision and sale of online marketing services to our clients.

Our primary expenses are employee compensation, including commissions paid to our sales staff and amounts paid to our national representative firms, as well as expenses for marketing, promotion and selling, technical, local programming, engineering, and general and administrative. Our local programming costs for television consist

primarily of costs related to producing a local newscast in most of our markets. Our cost of revenue for digital media consists primarily of the costs of online media acquired from third-party publishers.

### Highlights

During the third quarter of 2015, we achieved revenue growth despite challenging comparisons to the third quarter of 2014, when we benefited from World Cup, which was absent in the third quarter of 2015, and significant political advertising revenue, which was not material in the third quarter of 2015. Net revenue increased to \$69.3 million, an increase of \$7.0 million, or 11%, from the third quarter of 2014. Our audience shares remained strong in the nation's most densely populated Hispanic markets.

Net revenue in our television segment increased to \$43.4 million in the third quarter of 2015 from \$41.3 million in the third quarter of 2014. This increase of approximately \$2.1 million, or 5%, in net revenue was primarily due to approximately \$5.5 million of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator, an increase in national advertising revenue, and an increase in retransmission consent revenue. This increase was partially offset by decreases due to the absence of World Cup and significant political advertising revenue in 2015

compared to 2014, and a decrease in local advertising revenue. We generated a total of \$7.1 million of retransmission consent revenue in the third quarter of 2015. We anticipate that retransmission consent revenue for the full year 2015 will be greater than it was for the full year 2014 and will continue to be a growing source of net revenue in future periods.

Net revenue in our radio segment increased to \$20.9 million in the third quarter of 2015 from \$18.1 million in the third quarter of 2014. This increase of \$2.8 million, or 15%, in net revenue was primarily attributable to increases in local and national advertising revenue, partially offset by decreases due to the absence of World Cup and significant political advertising revenue in 2015 compared to 2014.

Net revenue in our digital media segment increased to \$5.0 million in the third quarter of 2015 from \$2.9 million in the third quarter of 2014. This increase of \$2.1 million, or 73%, in net revenue was primarily attributable to an increase in local revenue.

#### Relationship with Univision

Substantially all of our television stations are Univision- or UniMás-affiliated television stations. Our network affiliation agreements with Univision provide certain of our owned stations the exclusive right to broadcast Univision's primary network and UniMás network programming in their respective markets. These long-term affiliation agreements each expire in 2021, and can be renewed for multiple, successive two-year terms at Univision's option, subject to our consent. Under our Univision network affiliation agreement, we retain the right to sell approximately six minutes per hour of the available advertising time on Univision's primary network, subject to adjustment from time to time by Univision, but in no event less than four minutes. Under our UniMás network affiliation agreement, we retain the right to sell approximately four and a half minutes per hour of the available advertising time on the UniMás network, subject to adjustment from time to time by Univision.

Under the network affiliation agreements, Univision acts as our exclusive sales representative for the sale of national advertising on our Univision- and UniMás-affiliate television stations, and we pay certain sales representation fees to Univision relating to sales of all advertising for broadcast on our Univision- and UniMás-affiliate television stations. During the three-month periods ended September 30, 2015 and 2014, the amount we paid Univision in this capacity was \$2.4 million and \$2.6 million, respectively. During the nine-month periods ended September 30, 2015 and 2014, the amount we paid Univision in this capacity was \$6.8 million and \$7.8 million, respectively.

We also generate revenue under two marketing and sales agreements with Univision, which give us the right through 2021 to manage the marketing and sales operations of Univision-owned UniMás and Univision affiliates in six markets – Albuquerque, Boston, Denver, Orlando, Tampa and Washington, D.C.

In August 2008, we entered into a proxy agreement with Univision pursuant to which we granted to Univision the right to negotiate the terms of retransmission consent agreements for our Univision- and UniMás-affiliated television station signals for a term of six years, expiring in December 2014, which Univision and we have extended through November 30, 2015. Among other things, the proxy agreement provides terms relating to compensation to be paid to us by Univision with respect to retransmission consent agreements entered into with MVPDs. The term of the proxy agreement extends with respect to any MVPD for the length of the term of any retransmission consent agreement in effect before the expiration of the proxy agreement. It is also our current intention to negotiate with Univision an extension of the current proxy agreement or a new proxy agreement; however, no assurance can be given regarding the terms of any such extension or new agreement or that any such extension or new agreement will be entered into. As of September 30, 2015, the amount due to us from Univision was \$7.4 million related to the agreements for the carriage of our Univision and UniMás-affiliated television station signals.

Univision currently owns approximately 10% of our common stock on a fully-converted basis. Our Class U common stock held by Univision has limited voting rights and does not include the right to elect directors. As the holder of all of our issued and outstanding Class U common stock, so long as Univision holds a certain number of shares, the Company will not, without the consent of Univision, merge, consolidate or enter into another business combination, dissolve or liquidate the Company or dispose of any interest in any Federal Communications Commission, or FCC, license for any of our Univision-affiliated television stations, among other things. Each share of Class U common stock is automatically convertible into one share of our Class A common stock (subject to adjustment for stock splits, dividends or combinations) in connection with any transfer to a third party that is not an affiliate of Univision.

#### Critical Accounting Policies

For a description of our critical accounting policies, please refer to “Application of Critical Accounting Policies and Accounting Estimates” in Part II, Item 7, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” of our

Annual Report on Form 10-K for the fiscal year ended December 31, 2014 filed with the SEC on March 6, 2015. There have been no material changes to any of our critical accounting policies during the nine-month period ended September 30, 2015, except as follows:

#### Revenue Recognition

Television and radio revenue related to the sale of advertising is recognized at the time of broadcast. Revenue for contracts with advertising agencies is recorded at an amount that is net of the commission retained by the agency. Revenue from contracts directly with the advertisers is recorded at gross revenue and the related commission or national representation fee is recorded in operating expense. Cash payments received prior to services rendered result in deferred revenue, which is then recognized as revenue when the advertising time or space is actually provided. Digital related revenue is recognized when display or other digital advertisements record impressions on the websites of our third-party publishers.

We also generate interactive revenue under arrangements that are sold on a standalone basis and those that are sold on a combined basis that are integrated with its broadcast revenue and reported within the television and radio segments. We have determined that these integrated revenue arrangements include multiple deliverables and has separated them into different units of accounting based on their relative sales price based upon management's best estimate. Revenue for each unit of accounting is recognized as it is earned.

In August 2008, we entered into a proxy agreement with Univision pursuant to which we granted Univision the right to negotiate retransmission consent agreements for its Univision- and UniMás-affiliated television station signals. Advertising related to carriage of our Univision- and UniMás-affiliated television station signals is recognized at the time of broadcast. See more details under the Related Party section below.

We also generate revenue from agreements associated with television stations in order to accommodate the operations of telecommunications operators. Revenue from such agreements is recognized when we have relinquished all rights to operate the station on the existing channel free from interference to the telecommunications operators.

#### Recent Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board issued Accounting Standards Update ("ASU") 2014-09, Revenue from Contracts with Customers (Topic 606) which amended the existing accounting standards for revenue recognition. ASU 2014-09 establishes principles for recognizing revenue upon the transfer of promised goods or services to customers, in an amount that reflects the expected consideration received in exchange for those goods or services. It is effective for annual reporting periods beginning after December 15, 2017. Early adoption is not permitted. The amendments may be applied retrospectively to each prior period presented or retrospectively with the cumulative effect recognized as of the date of initial application. We are currently in the process of evaluating the impact of adoption of the ASU on our consolidated financial statements.

In February 2015, the FASB issued ASU 2015-02, Consolidation (Topic 810): Amendments to the Consolidation Analysis which improves consolidation guidance for legal entities. The new standard is intended to improve targeted areas of the consolidation guidance for legal entities such as limited partnerships, limited liability corporations, and securitization structures. The amendments in the ASU affect the consolidation evaluation for reporting organizations. In addition, the amendments in this ASU simplify and improve current GAAP by reducing the number of consolidation models. It is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. We are currently in the process of evaluating the impact of adoption of the ASU on our consolidated financial statements.

In April 2015, the FASB issued ASU 2015-03, Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs which requires an entity to present debt issuance costs related to a recognized debt liability in the balance sheet as a direct deduction from the carrying amount of the debt liability, consistent with debt discounts. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this update. This ASU requires retrospective adoption and is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. We are currently in the process of evaluating the impact of adoption of the ASU on our consolidated financial statements.

In September 2015, the FASB issued ASU 2015-16, Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments which requires that an acquirer recognize adjustments to provisional amounts that are identified during the measurement period in the reporting period in which the adjustment amounts are determined. It is effective for annual reporting periods beginning after December 15, 2015. Early adoption is permitted. We are currently in the process of evaluating the impact of adoption of the ASU on our consolidated financial statements.



## Three- and Nine-Month Periods Ended September 30, 2015 and 2014

The following table sets forth selected data from our operating results for the three- and nine-month periods ended September 30, 2015 and 2014 (in thousands):

|                                                     | Three-Month<br>Period<br>Ended September<br>30, |          |             |   | Nine-Month Period<br>Ended September 30, |           |             |   |
|-----------------------------------------------------|-------------------------------------------------|----------|-------------|---|------------------------------------------|-----------|-------------|---|
|                                                     | 2015                                            | 2014     | %<br>Change |   | 2015                                     | 2014      | %<br>Change |   |
| Statements of Operations Data: (1)                  |                                                 |          |             |   |                                          |           |             |   |
| Net revenue                                         | \$69,261                                        | \$62,274 | 11          | % | \$188,702                                | \$176,776 | 7           | % |
| Cost of revenue - digital media                     | 1,881                                           | 1,489    | 26          | % | 4,633                                    | 1,489     | 211         | % |
| Direct operating expenses                           | 27,624                                          | 26,307   | 5           | % | 81,353                                   | 76,732    | 6           | % |
| Selling, general and administrative expenses        | 11,180                                          | 9,637    | 16          | % | 32,165                                   | 27,720    | 16          | % |
| Corporate expenses                                  | 5,535                                           | 4,899    | 13          | % | 15,578                                   | 14,996    | 4           | % |
| Depreciation and amortization                       | 4,030                                           | 3,785    | 6           | % | 11,950                                   | 10,803    | 11          | % |
|                                                     | 50,250                                          | 46,117   | 9           | % | 145,679                                  | 131,740   | 11          | % |
| Operating income (loss)                             | 19,011                                          | 16,157   | 18          | % | 43,023                                   | 45,036    | (4)         | % |
| Interest expense                                    | (3,286 )                                        | (3,501 ) | (6)         | % | (9,769 )                                 | (10,408 ) | (6)         | % |
| Interest income                                     | 12                                              | 12       | 0           | % | 31                                       | 37        | (16)        | % |
| Income (loss) before income taxes                   | 15,737                                          | 12,668   | 24          | % | 33,285                                   | 34,665    | (4)         | % |
| Income tax (expense) benefit                        | (6,444 )                                        | (4,611 ) | 40          | % | (13,467 )                                | (13,485 ) | (0)         | % |
| Net income (loss)                                   | \$9,293                                         | \$8,057  | 15          | % | \$19,818                                 | \$21,180  | (6)         | % |
| Other Data:                                         |                                                 |          |             |   |                                          |           |             |   |
| Capital expenditures                                | 1,794                                           | 2,395    |             |   | 11,528                                   | 6,724     |             |   |
| Consolidated adjusted EBITDA (adjusted for non-cash |                                                 |          |             |   |                                          |           |             |   |
| stock-based compensation) (2)                       |                                                 |          |             |   | 57,542                                   | 57,944    |             |   |
| Net cash provided by (used in) operating activities |                                                 |          |             |   | 46,884                                   | 34,109    |             |   |
| Net cash provided by (used in) investing activities |                                                 |          |             |   | (11,546 )                                | (21,438 ) |             |   |
| Net cash provided by (used in) financing activities |                                                 |          |             |   | (8,590 )                                 | (10,227 ) |             |   |

(1) Certain amounts in our prior period consolidated financial statements and notes to the financial statements have been reclassified to conform to current period presentation.

(2) Consolidated adjusted EBITDA means net income (loss) plus gain (loss) on sale of assets, depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation included in operating and corporate expenses, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization less syndication programming payments. We use the term consolidated adjusted EBITDA because that measure is defined in our 2013 Credit Facility and does not include gain (loss) on sale of assets, depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization and

does include syndication programming payments.

Since our ability to borrow from our 2013 Credit Facility is based on a consolidated adjusted EBITDA financial covenant, we believe that it is important to disclose consolidated adjusted EBITDA to our investors. Our 2013 Credit Facility contains a total net leverage ratio financial covenant in the event that the revolving credit facility is drawn. The total net leverage ratio, or the ratio of consolidated total debt (net of up to \$20 million of unrestricted cash) to trailing-twelve-month consolidated adjusted EBITDA, affects both our ability to borrow from our 2013 Credit Facility and our applicable margin for the interest rate calculation. Under our 2013 Credit Facility, our maximum total leverage ratio may not exceed 6.50 to 1 in the event that the revolving credit facility is drawn. The total leverage ratio was as follows (in each case as of September 30): 2015, 4.0 to 1; 2014, 4.4 to 1. Therefore, we were in compliance with this covenant at each of those dates.

While many in the financial community and we consider consolidated adjusted EBITDA to be important, it should be considered in addition to, but not as a substitute for or superior to, other measures of liquidity and financial performance prepared in accordance with accounting principles generally accepted in the United States of America, such as cash flows from operating activities, operating income and net income. As consolidated adjusted EBITDA excludes non-cash gain (loss) on sale of assets, non-cash depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation expense, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization and includes syndication

programming payments, consolidated adjusted EBITDA has certain limitations because it excludes and includes several important non-cash financial line items. Therefore, we consider both non-GAAP and GAAP measures when evaluating our business. Consolidated adjusted EBITDA is also used to make executive compensation decisions.

Consolidated adjusted EBITDA is a non-GAAP measure. The most directly comparable GAAP financial measure to consolidated adjusted EBITDA is cash flows from operating activities. A reconciliation of this non-GAAP measure to cash flows from operating activities follows (in thousands):

|                                                                         | Nine-Month Period<br>Ended September 30,<br>2015 |           | 2014 |           |
|-------------------------------------------------------------------------|--------------------------------------------------|-----------|------|-----------|
| Consolidated adjusted EBITDA (1)                                        | \$                                               | 57,542    | \$   | 57,944    |
| Interest expense                                                        |                                                  | (9,769 )  |      | (10,408 ) |
| Interest income                                                         |                                                  | 31        |      | 37        |
| Income tax (expense) benefit                                            |                                                  | (13,467 ) |      | (13,485 ) |
| Amortization of syndication contracts                                   |                                                  | (262 )    |      | (354 )    |
| Payments on syndication contracts                                       |                                                  | 377       |      | 441       |
| Non-cash stock-based compensation included in direct operating expenses |                                                  | (980 )    |      | (495 )    |
| Non-cash stock-based compensation included in corporate expenses        |                                                  | (1,704 )  |      | (1,697 )  |
| Depreciation and amortization                                           |                                                  | (11,950 ) |      | (10,803 ) |
| Net income (loss)                                                       |                                                  | 19,818    |      | 21,180    |
| Depreciation and amortization                                           |                                                  | 11,950    |      | 10,803    |
| Deferred income taxes                                                   |                                                  | 12,764    |      | 12,771    |
| Amortization of debt issue costs                                        |                                                  | 595       |      | 611       |
| Amortization of syndication contracts                                   |                                                  | 262       |      | 354       |
| Payments on syndication contracts                                       |                                                  | (377 )    |      | (441 )    |
| Non-cash stock-based compensation                                       |                                                  | 2,684     |      | 2,192     |

Changes in assets and liabilities:

|                                            |       |         |   |
|--------------------------------------------|-------|---------|---|
| (Increase) decrease in accounts receivable | 2,845 | (5,523) | ) |
|--------------------------------------------|-------|---------|---|

|                                                          |         |   |         |   |
|----------------------------------------------------------|---------|---|---------|---|
| (Increase) decrease in prepaid expenses and other assets | (1,078) | ) | (2,168) | ) |
|----------------------------------------------------------|---------|---|---------|---|

|                                                                                 |         |   |         |   |
|---------------------------------------------------------------------------------|---------|---|---------|---|
| Increase (decrease) in accounts payable, accrued expenses and other liabilities | (2,579) | ) | (5,670) | ) |
|---------------------------------------------------------------------------------|---------|---|---------|---|

|                                      |    |        |  |    |        |
|--------------------------------------|----|--------|--|----|--------|
| Cash flows from operating activities | \$ | 46,884 |  | \$ | 34,109 |
|--------------------------------------|----|--------|--|----|--------|

Consolidated Operations

Net Revenue. Net revenue increased to \$69.3 million for the three-month period ended September 30, 2015 from \$62.3 million for the three-month period ended September 30, 2014, an increase of \$7.0 million. Of the overall increase, approximately \$2.1 million was attributed to our television segment and was primarily attributable to approximately \$5.5 million of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator, an increase in national advertising revenue, and an increase in retransmission consent revenue. This increase was partially offset by decreases due to the absence of World Cup and significant political advertising revenue in 2015 compared to 2014, and a decrease in local advertising revenue. Additionally, \$2.8 million of the overall increase was attributed to our radio segment and was primarily attributable to increases in local and national advertising revenue, partially offset by the absence of World Cup and significant political advertising revenue in 2015 compared to 2014. The remaining \$2.1 million of the overall increase was attributed to our digital segment, and was primarily attributable to an increase in local revenue.

Net revenue increased to \$188.7 million for the nine-month period ended September 30, 2015 from \$176.8 million for the nine-month period ended September 30, 2014, an increase of \$11.9 million. Of the overall increase, approximately \$5.1 million was attributed to our radio segment and was primarily attributable to increases in local and national advertising revenue, partially offset by the absence of World Cup and significant political advertising revenue in 2015 compared to 2014. Additionally, \$9.7 million of the overall increase was attributed to our digital segment, resulting from our acquisition of Pulpo in June 2014 and which did not contribute to results in the full comparable period in 2014. These increases were partially offset by a decrease of \$2.9 million that was attributed to our television segment and was primarily attributable to the absence of World Cup and significant political advertising revenue in 2015 compared to 2014, and decreases in local and national advertising revenue, partially offset by approximately \$10.5

million of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator, and an increase in retransmission consent revenue.

We currently anticipate that for the full year 2015, net revenue will increase from digital media and retransmission consent revenue, whereas net revenue will decrease from the absence of World Cup and significant political advertising revenue in 2015 compared to 2014.

Cost of revenue. Cost of revenue increased to \$1.9 million for the three-month period ended September 30, 2015 from \$1.5 million for the three-month period ended September 30, 2014, an increase of \$0.4 million, due to increased online media costs associated with the increase in net revenue of our digital segment.

Cost of revenue was \$4.6 million for the nine-month period ended September 30, 2015 compared to \$1.5 million for the nine-month period ended September 30, 2014, resulting from our acquisition of Pulpo in June 2014 and which did not contribute to results in the full comparable period in 2014.

Direct Operating Expenses. Direct operating expenses increased to \$27.6 million for the three-month period ended September 30, 2015 from \$26.3 million for the three-month period ended September 30, 2014, an increase of \$1.3 million. Of the overall increase, \$0.9 million was attributed to our radio segment, and was primarily attributable to expenses associated with the increase in advertising revenue, an increase in production and salary expenses, and expenses for our radio network upfront. Additionally, \$0.4 million of the overall increase was attributed to our digital segment, and was primarily attributable to an increase in salary expense. Direct operating expenses were constant for the three-month period ended September 30, 2015 in our television segment. As a percentage of net revenue, direct operating expenses decreased to 40% for the three-month period ended September 30, 2015 from 42% for the three-month period ended September 30, 2014.

Direct operating expenses increased to \$81.4 million for the nine-month period ended September 30, 2015 from \$76.7 million for the nine-month period ended September 30, 2014, an increase of \$4.7 million. Of the overall increase, \$3.8 million was attributed to our digital segment, resulting from our acquisition of Pulpo in June 2014 and which did not contribute to results in the full comparable period in 2014. Additionally, \$1.2 million of the overall increase was attributed to our radio segment and was primarily attributable expenses associated with the increase in advertising revenue, an increase in production and salary expenses, and expenses for our radio network upfront. This increase was partially offset by a decrease of approximately \$0.4 million in our television segment that was primarily attributable to expenses associated with the decrease in advertising revenue, partially offset by an increase in salary expense. As a percentage of net revenue, direct operating expenses remained constant at 43% for the nine-month periods ended September 30, 2015 and 2014.

We believe that direct operating expenses will continue to increase in absolute dollars during the remainder of 2015, primarily as a result of increased operating expenses associated with Pulpo since we acquired it in June 2014, and employee salary increases.

Selling, General and Administrative Expenses. Selling, general and administrative expenses increased to \$11.2 million for the three-month period ended September 30, 2015 from \$9.6 million for the three-month period ended September 30, 2014, an increase of \$1.6 million. Of the overall increase, \$0.3 million was attributed to our television segment and was primarily attributable an increase in salary expense. Additionally, approximately \$0.7 million was attributed to our radio segment and was primarily attributable to increases in rent expense, salary expense, and promotional expenses, including event expenses associated with our annual Reventon concert in Los Angeles. The remaining \$0.6 million of the overall increase was attributed to our digital segment, and was primarily attributable to an increase in salary expense and payroll taxes associated with the increase in salary expense. As a percentage of net revenue, selling, general and administrative expenses increased to 16% for the three-month period ended September 30, 2015

from 15% for the three-month period ended September 30, 2014.

Selling, general and administrative expenses increased to \$32.2 million for the nine-month period ended September 30, 2015 from \$27.7 million for the nine-month period ended September 30, 2014, an increase of \$4.5 million. Of the overall increase, \$0.6 million was attributed to our television segment and was primarily attributable an increase in salary expense. Additionally, \$1.6 million was attributed to our radio segment and was primarily attributable to increases in rent expense, salary expense, and promotional expenses, including event expenses associated with our annual Reventon concert in Los Angeles. The remaining \$2.3 million of the overall increase was attributed to our digital segment, resulting from our acquisition of Pulpo in June 2014, which did not contribute to results in the full comparable period in 2014. As a percentage of net revenue, selling, general and administrative expenses increased to 17% for the nine-month period ended September 30, 2015 from 16% for the nine-month period ended September 30, 2014.

We believe that selling, general and administrative expenses will continue to increase in absolute dollars during the remainder of 2015, primarily as a result of increased operating expenses associated with Pulpo since we acquired it in June 2014, and employee salary increases.

**Corporate Expenses.** Corporate expenses increased to \$5.5 million for the three-month period ended September 30, 2015 from \$4.9 million for the three-month period ended September 30, 2014, an increase of \$0.6 million. The increase was primarily attributable to an increase in salary expense and legal expense. As a percentage of net revenue, corporate expenses remained constant at 8% for the three-month periods ended September 30, 2015 and 2014.

Corporate expenses increased to \$15.6 million for the nine-month period ended September 30, 2015 from \$15.0 million for the nine-month periods ended September 30, 2014, an increase of \$0.6 million. The increase was primarily attributable to an increase in salary expense and legal expense, partially offset by transaction costs associated with the acquisition of Pulpo in June 2014 that did not recur in 2015. As a percentage of net revenue, corporate expenses remained constant at 8% for the nine-month periods ended September 30, 2015 and 2014.

We believe that corporate expenses will increase in absolute dollars during the remainder of 2015, primarily as a result of increased salary expense.

**Depreciation and Amortization.** Depreciation and amortization increased to \$4.0 million for the three-month period ended September 30, 2015 from \$3.8 million for the three-month period ended September 30, 2014, an increase of \$0.2 million. The increase was primarily due to depreciation related to additions of property and equipment, partially offset by a decrease in depreciation as certain assets are now fully depreciated.

Depreciation and amortization increased to \$11.9 million for the nine-month period ended September 30, 2015 from \$10.8 million for the nine-month period ended September 30, 2014, an increase of \$1.1 million. The increase was primarily due to amortization related to intangibles associated with our acquisition of Pulpo in June 2014 and depreciation related to additions of property and equipment, partially offset by a decrease in depreciation as certain assets are now fully depreciated.

**Operating Income.** As a result of the above factors, operating income was \$19.0 million for the three-month period ended September 30, 2015, compared to \$16.2 million for the three-month period ended September 30, 2014, and \$43.0 million for the nine-month period ended September 30, 2015, compared to \$45.0 million for the nine-month period ended September 30, 2014.

**Interest Expense.** Interest expense decreased to \$3.3 million for the three-month period ended September 30, 2015 from \$3.5 million for the three-month period ended September 30, 2014, a decrease of \$0.2 million. This decrease was primarily attributable to a \$20.0 million prepayment to reduce the amount of loans outstanding under our Term Loan B Facility on December 30, 2014.

Interest expense decreased to \$9.8 million for the nine-month period ended September 30, 2015 from \$10.4 million for the nine-month period ended September 30, 2014, a decrease of \$0.6 million. This decrease was primarily attributable to a \$20.0 million prepayment to reduce the amount of loans outstanding under our Term Loan B Facility on December 30, 2014.

**Income Tax Expense.** Income tax expense for the nine-month period ended September 30, 2015 was \$13.5 million, or 40% of our pre-tax income. Income tax expense for the nine-month period ended September 30, 2014 was \$13.5 million, or 39% of our pre-tax income.

#### Segment Operations

## Television

Net Revenue. Net revenue in our television segment increased to \$43.4 million for the three-month period ended September 30, 2015 from \$41.3 million for the three-month period ended September 30, 2014, an increase of approximately \$2.1 million. The increase was primarily attributable to approximately \$5.5 million of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator, an increase in national advertising revenue, and an increase in retransmission consent revenue, partially offset by the absence of World Cup and significant political advertising revenue in 2015 compared to 2014, and a decrease in local advertising revenue. We generated a total of \$7.1 million and \$6.6 million in retransmission consent revenue for the three-month periods ended September 30, 2015 and 2014, respectively.

Net revenue in our television segment decreased to \$119.3 million for the nine-month period ended September 30, 2015 from \$122.2 million for the nine-month period ended September 30, 2014, a decrease of approximately \$2.9 million. The decrease was primarily attributable to the absence of World Cup and significant political advertising revenue in 2015 compared to 2014, and



decreases in local and national advertising revenue, partially offset by approximately \$10.5 million of revenue associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator, and an increase in retransmission consent revenue. We generated a total of \$20.7 million and \$20.1 million in retransmission consent revenue for the nine-month periods ended September 30, 2015 and 2014, respectively. We anticipate that retransmission consent revenue for the full year 2015 will be greater than it was for the full year 2014 and will continue to be a growing source of net revenues in future periods.

**Direct Operating Expenses.** Direct operating expenses in our television segment remained constant at \$15.2 million for the three-month periods ended September 30, 2015 and 2014.

Direct operating expenses in our television segment decreased to \$44.7 million for the nine-month period ended September 30, 2015 from \$45.1 million for the nine-month period ended September 30, 2014, a decrease of approximately \$0.4 million. The decrease was primarily attributable to a decrease in expenses associated with the decrease in advertising revenue, partially offset by an increase in salary expense.

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses in our television segment increased to \$5.3 million for the three-month period ended September 30, 2015 from \$5.0 million for the three-month period ended September 30, 2014, an increase of \$0.3 million. The increase was primarily attributable to an increase in salary expense.

Selling, general and administrative expenses in our television segment increased to \$15.3 million for the nine-month period ended September 30, 2015 from \$14.7 million for the nine-month period ended September 30, 2014, an increase of \$0.6 million. The increase was primarily attributable to an increase in salary expense.

## Radio

**Net Revenue.** Net revenue in our radio segment increased to \$20.9 million for the three-month period ended September 30, 2015 from \$18.1 million for the three-month period ended September 30, 2014, an increase of \$2.8 million. The increase was primarily attributable to increases in local and national advertising revenue, partially offset by the absence of World Cup and significant political advertising revenue in 2015 compared to 2014.

Net revenue in our radio segment increased to \$56.8 million for the nine-month period ended September 30, 2015 from \$51.7 million for the nine-month period ended September 30, 2014, an increase of \$5.1 million. The increase was primarily attributable to increases in local and national advertising revenue, partially offset by the absence of World Cup and significant political advertising revenue in 2015 compared to 2014.

**Direct Operating Expenses.** Direct operating expenses in our radio segment increased to \$11.0 million for the three-month period ended September 30, 2015 from \$10.1 million for the three-month period ended September 30, 2014, an increase of \$0.9 million. The increase was primarily attributable an increase in production and salary expenses, an increase in expenses associated with the increase in advertising revenue, and expenses for our radio network upfront.

Direct operating expenses in our radio segment increased to \$31.9 million for the nine-month period ended September 30, 2015 from \$30.7 million for the nine-month period ended September 30, 2014, an increase of \$1.2 million. The increase was primarily attributable to an increase in production and salary expenses, an increase in expenses associated with the increase in advertising revenue, and expenses for our radio network upfront.

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses in our radio segment increased to \$4.8 million for the three-month period ended September 30, 2015 from \$4.2 million for the three-month

period ended September 30, 2014, an increase of \$0.6 million. The increase was primarily attributable to increases in rent expense, salary expense, and promotional expenses, including event expenses associated with our annual Reventon concert in Los Angeles.

Selling, general and administrative expenses in our radio segment increased to \$14.1 million for the nine-month period ended September 30, 2015 from \$12.5 million for the nine-month period ended September 30, 2014, an increase of \$1.6 million. The increase was primarily attributable to increases in rent expense, salary expense, and promotional expenses, including event expenses associated with our annual Reventon concert in Los Angeles.

## Digital

In regards to the discussion of our digital segment results below, because we created the digital segment in the third quarter of 2014, comparisons to the nine-month period ended September 30, 2014 are not possible.

**Net Revenue.** Net revenue in our digital segment increased to \$5.0 million for the three-month period ended September 30, 2015 from \$2.9 million for the three-month period ended September 30, 2014, an increase of \$2.1 million. The increase was primarily attributable to an increase in local revenue. Pulpo's business has historically focused on national sales; however, we have integrated its services with our local sales teams and expect this to be a source of revenue growth for the digital segment in future periods.

**Cost of revenue.** Cost of revenue in our digital segment increased to \$1.9 million for the three-month period ended September 30, 2015 from \$1.5 million for the three-month period ended September 30, 2014, an increase of \$0.4 million. The increase was primarily attributable to increased online media costs associated with the increase in net revenue.

**Direct operating expenses.** Direct operating expenses in our digital segment increased to \$1.4 million for the three-month period ended September 30, 2015 from \$1.0 million for the three-month period ended September 30, 2014, an increase of \$0.4 million. The increase was primarily attributable to an increase in salary expense.

**Selling, general and administrative expenses.** Selling, general and administrative expenses in our digital segment increased to \$1.1 million for the three-month period ended September 30, 2015 from \$0.5 million for the three-month period ended September 30, 2014, an increase of \$0.6 million. The increase was primarily attributable to an increase in salary expense and payroll taxes associated with the increase in salary expense.

## Liquidity and Capital Resources

We had net income of approximately \$27.1 million, \$133.8 million, and \$13.6 million for the years ended December 31, 2014, 2013 and 2012, respectively. We had positive cash flow from operations of \$54.4 million, \$32.8 million and \$40.0 million for the years ended December 31, 2014, 2013 and 2012, respectively. We generated cash flow from operations of \$46.9 million for the nine-month period ended September 30, 2015 and we expect to have positive cash flow from operations for the 2015 year. Capital expenditures increased to \$11.5 million for the nine-month period ended September 30, 2015 from \$6.4 million for the nine-month period ended September 30, 2014, primarily due to tenant improvements at our radio network facility, and expenditures associated with television station channel modifications made by the Company in order to accommodate the operations of a telecommunications operator. We expect to fund our working capital requirements, capital expenditures and payments of principal and interest on outstanding indebtedness, with cash on hand and cash flows from operations. We currently anticipate that funds generated from operations, cash on hand and available borrowings under our 2013 Credit Facility will be sufficient to meet our anticipated cash requirements for at least the next twelve months and for the foreseeable future.

Interest expense in the third quarter of 2015 decreased by \$0.2 million, or 6%, from the third quarter of 2014, due to a \$20.0 million prepayment to reduce the amount of loans outstanding under our Term Loan B Facility on December 30, 2014.

## 2013 Credit Facility

On May 31, 2013, we entered into our 2013 Credit Facility pursuant to the 2013 Credit Agreement. The 2013 Credit Facility consists of a \$20.0 million senior secured Term Loan A Facility (the "Term Loan A Facility"), a \$375.0 million senior secured Term Loan B Facility (the "Term Loan B Facility"; and together with the Term Loan A Facility, the

“Term Loan Facilities”) which was drawn on August 1, 2013 (the “Term Loan B Borrowing Date”), and a \$30.0 million senior secured Revolving Credit Facility (the “Revolving Credit Facility”). In addition, the 2013 Credit Facility provides that we may increase the aggregate principal amount of the 2013 Credit Facility by up to an additional \$100.0 million, subject to us satisfying certain conditions.

Borrowings under the Term Loan A Facility were used on the Closing Date (together with cash on hand) to (a) repay in full all of our and our subsidiaries’ outstanding obligations under the then outstanding credit facility and to terminate the then outstanding credit facility, and (b) pay fees and expenses in connection the 2013 Credit Facility. As discussed in more detail below, on August 1, 2013, we drew on borrowings under our Term Loan B Facility to (a) repay in full all of the outstanding loans under the Term Loan A Facility and (b) redeem in full all of our then outstanding notes (the “Notes”). We intend to use any future borrowings under the Revolving Credit Facility to provide for working capital, capital expenditures and other general corporate purposes and from time to time fund a portion of any acquisitions in which we may engage, in each case subject to the terms and conditions set forth in the 2013 Credit Agreement.

The 2013 Credit Facility is guaranteed on a senior secured basis by the Credit Parties. The 2013 Credit Facility is secured on a first priority basis by our and the Credit Parties' assets. Upon the redemption of the Notes, the security interests and guaranties of us and the Credit Parties under the indenture governing the Notes (the "Indenture"), and the Notes were terminated and released.

Our borrowings under the 2013 Credit Facility bear interest on the outstanding principal amount thereof from the date when made at a rate per annum equal to either: (i) the Base Rate (as defined in the 2013 Credit Agreement) plus the Applicable Margin (as defined in the 2013 Credit Agreement); or (ii) LIBOR (as defined in the 2013 Credit Agreement) plus the Applicable Margin (as defined in the 2013 Credit Agreement). As of September 30, 2015, our effective interest rate was 3.5%. The Term Loan A Facility expired on the Term Loan B Borrowing Date, which was August 1, 2013. The Term Loan B Facility expires on the Term Loan B Maturity Date, which is May 31, 2020 and the Revolving Credit Facility expires on the Revolving Loan Maturity Date, which is May 31, 2018.

As defined in the 2013 Credit Facility, "Applicable Margin" means:

(a) with respect to the Term Loans (i) if a Base Rate Loan, one and one half percent (1.50%) per annum and (ii) if a LIBOR Rate Loan, two and one half percent (2.50%) per annum; and

(b) with respect to the Revolving Loans:

(i) for the period commencing on the Closing Date through the last day of the calendar month during which financial statements for the fiscal quarter ending September 30, 2013 are delivered: (A) if a Base Rate Loan, one and one half percent (1.50%) per annum and (B) if a LIBOR Rate Loan, two and one half percent (2.50%) per annum; and

(ii) thereafter, the Applicable Margin for the Revolving Loans shall equal the applicable LIBOR margin or Base Rate margin in effect from time to time determined as set forth below based upon the applicable First Lien Net Leverage Ratio then in effect pursuant to the appropriate column under the table below:

| First Lien Net Leverage Ratio | LIBOR Margin | Base Rate Margin |
|-------------------------------|--------------|------------------|
| <sup>3</sup> 4.50 to 1.00     | 2.50 %       | 1.50 %           |
| < 4.50 to 1.00                | 2.25 %       | 1.25 %           |

In the event we engage in a transaction that has the effect of reducing the yield of any loans outstanding under the Term Loan B Facility within six months of the Term Loan B Borrowing Date, we will owe 1% of the amount of the loans so repriced or replaced to the Lenders thereof (such fee, the "Repricing Fee"). Other than the Repricing Fee, the amounts outstanding under the 2013 Credit Facility may be prepaid at our option without premium or penalty, provided that certain limitations are observed, and subject to customary breakage fees in connection with the prepayment of a LIBOR rate loan. The principal amount of the (i) Term Loan A Facility shall be paid in full on the Term Loan B Borrowing Date, (ii) Term Loan B Facility shall be paid in installments on the dates and in the respective amounts set forth in the 2013 Credit Agreement, with the final balance due on the Term Loan B Maturity Date and (iii) Revolving Credit Facility shall be due on the Revolving Loan Maturity Date.

Subject to certain exceptions, the 2013 Credit Facility contains covenants that limit the ability of us and the Credit Parties to, among other things:

- incur additional indebtedness or change or amend the terms of any senior indebtedness, subject to certain conditions;
- incur liens on the property or assets of us and the Credit Parties;
- dispose of certain assets;

- consummate any merger, consolidation or sale of substantially all assets;
- make certain investments;
- enter into transactions with affiliates;
- use loan proceeds to purchase or carry margin stock or for any other prohibited purpose;
- incur certain contingent obligations;
- make certain restricted payments; and
- enter new lines of business, change accounting methods or amend the organizational documents of us or any Credit Party in any materially adverse way to the agent or the lenders.

27

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The 2013 Credit Facility also requires compliance with a financial covenant related to total net leverage ratio (calculated as set forth in the 2013 Credit Agreement) in the event that the revolving credit facility is drawn.

The 2013 Credit Facility also provides for certain customary events of default, including the following:

- default for three (3) business days in the payment of interest on borrowings under the 2013 Credit Facility when due;
- default in payment when due of the principal amount of borrowings under the 2013 Credit Facility;
- failure by us or any Credit Party to comply with the negative covenants, financial covenants (provided, that, an event of default under the Term Loan Facilities will not have occurred due to a violation of the financial covenants until the revolving lenders have terminated their commitments and declared all obligations to be due and payable), and certain other covenants relating to maintenance of customary property insurance coverage, maintenance of books and accounting records and permitted uses of proceeds from borrowings under the 2013 Credit Facility, each as set forth in the 2013 Credit Agreement;
- failure by us or any Credit Party to comply with any of the other agreements in the 2013 Credit Agreement and related loan documents that continues for thirty (30) days (or ten (10) days in the case of certain financial statement delivery obligations) after officers of us first become aware of such failure or first receive written notice of such failure from any lender;
- default in the payment of other indebtedness if the amount of such indebtedness aggregates to \$15.0 million or more, or failure to comply with the terms of any agreements related to such indebtedness if the holder or holders of such indebtedness can cause such indebtedness to be declared due and payable;
- failure of us or any Credit Party to pay, vacate or stay final judgments aggregating over \$15.0 million for a period of thirty (30) days after the entry thereof;
- certain events of bankruptcy or insolvency with respect to us or any Credit Party;
- certain change of control events;
- the revocation or invalidation of any agreement or instrument governing the Notes or any subordinated indebtedness, including the Intercreditor Agreement; and
- any termination, suspension, revocation, forfeiture, expiration (without timely application for renewal) or material adverse amendment of any material media license.

In connection with our entering into the 2013 Credit Agreement, the Credit Parties and we also entered into an Amended and Restated Security Agreement, pursuant to which the Credit Parties and we each granted a first priority security interest in the collateral securing the 2013 Credit Facility for the benefit of the lenders under the 2013 Credit Facility.

On August 1, 2013, we drew on borrowings under our Term Loan B Facility. The borrowings were used to (i) repay in full all of the outstanding loans under our Term Loan A Facility; (ii) redeem in full and terminate all of its outstanding obligations (the “Redemption”) on August 2, 2013 (the “Redemption Date”) under the Indenture, in an aggregate principal amount of approximately \$324 million, and (iii) pay any fees and expenses in connection therewith. The redemption price for the redeemed Notes was 106.563% of the principal amount, plus accrued and unpaid interest thereon to the Redemption Date.

The Redemption constituted a complete redemption of the Notes, such that no amount remained outstanding following the Redemption. Accordingly, the Indenture has been satisfied and discharged in accordance with its terms and the Notes have been cancelled, effective as of the Redemption Date.

On December 30, 2014, we made a prepayment of \$20.0 million to reduce the amount of loans outstanding under the Term Loan B Facility.

On December 31, 2013, we made a prepayment of \$10.0 million to reduce the amount of loans outstanding under the Term Loan B Facility.

## Derivative Instruments

We use derivatives in the management of interest rate risk with respect to interest expense on variable rate debt. Our current policy prohibits entering into derivative instruments for speculation or trading purposes. We are party to interest rate swap agreements with financial institutions that will fix the variable benchmark component (LIBOR) of our interest rate on a portion of our term loan beginning December 31, 2015.

28

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ASC 820, “Fair Value Measurements and Disclosures”, requires us to recognize all of our derivative instruments as either assets or liabilities in the consolidated balance sheet at fair value. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship, and further, on the type of hedging relationship. The interest rate swap agreements were designated and qualified as a cash flow hedge; therefore, the effective portion of the changes in fair value is a component of other comprehensive income. Any ineffective portions of the changes in fair value of the interest rate swap agreements will be immediately recognized directly to interest expense in the consolidated statement of operations.

The carrying amount of our interest rate swap agreements is recorded at fair value, including non-performance risk, when material. The fair value of each interest rate swap agreement is determined by using multiple broker quotes, adjusted for non-performance risk, when material, which estimate the future discounted cash flows of any future payments that may be made under such agreements.

As required by the terms of our 2013 Credit Agreement, on December 16, 2013, we entered into three forward-starting interest rate swap agreements with an aggregated notional amount of \$186.0 million at a fixed rate of 2.73%, resulting in an all-in fixed rate of 5.23%. The interest rate swap agreements take effect on December 31, 2015 with a maturity date in December 31, 2018. Under these interest rate swap agreements, we pay at a fixed rate and receive payments at a variable rate based on three-month LIBOR. The interest rate swap agreements effectively fix the floating LIBOR-based interest of \$186.0 million outstanding LIBOR-based debt. The interest rate swap agreements were designated and qualified as a cash flow hedge; therefore, the effective portion of the changes in fair value is recorded in accumulated other comprehensive income. Any ineffective portions of the changes in fair value of the interest rate swap agreements will be recognized directly to interest expenses in the consolidated statement of operations. The change in fair value of the interest rate swap agreements for the three-month period ended September 30, 2015 and 2014 was a loss of \$1.1 million and a gain of \$0.5 million, net of tax, respectively, and was included in other comprehensive income (loss). The change in fair value of the interest rate swap agreements for the nine-month period ended September 30, 2015 and 2014 was a loss of \$2.3 million and \$1.3 million, net of tax, respectively, and was included in other comprehensive income (loss). As of September 30, 2015, we estimate that none of the unrealized gains or losses included in accumulated other comprehensive income or loss related to these interest rate swap agreements will be realized and reported in earnings within the next twelve months.

#### Share Repurchase Program

On August 18, 2014, our Board of Directors approved a share repurchase program of up to \$10.0 million of the Company’s outstanding Class A common stock. On November 25, 2014, our Board of Directors approved an extension of the share repurchase program with a repurchase authorization of up to an additional \$10.0 million of the Company’s outstanding Class A common stock, for a total repurchase authorization of up to \$20.0 million. Under the share repurchase program we are authorized to purchase shares from time to time through open market purchases or negotiated purchases, subject to market conditions and other factors. The stock repurchase program may be suspended or discontinued at any time without prior notice.

We did not repurchase any shares of Class A common stock during the nine-month period ended September 30, 2015. As of September 30, 2015, we repurchased to date a total of approximately 2.5 million shares of Class A common stock at an average price of \$5.08 since the beginning of this program, for an aggregate purchase price of approximately \$12.5 million. All repurchased shares were retired as of December 31, 2014.

#### Consolidated Adjusted EBITDA

Consolidated adjusted EBITDA (as defined below) decreased to \$57.5 million for the nine-month period ended September 30, 2015 from \$57.9 million for the nine-month period ended September 30, 2014, a decrease of \$0.4

million, or 1%. As a percentage of net revenue, consolidated adjusted EBITDA decreased to 30% for the nine-month period ended September 30, 2015 from 33% for the nine-month period ended September 30, 2014.

Consolidated adjusted EBITDA means net income (loss) plus gain (loss) on sale of assets, depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation included in operating and corporate expenses, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization less syndication programming payments. We use the term consolidated adjusted EBITDA because that measure is defined in our 2013 Credit Facility and does not include gain (loss) on sale of assets, depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization and does include syndication programming payments.

Since our ability to borrow from our 2013 Credit Facility is based on a consolidated adjusted EBITDA financial covenant, we believe that it is important to disclose consolidated adjusted EBITDA to our investors. Our 2013 Credit Facility contains a total net leverage ratio financial covenant. The total net leverage ratio, or the ratio of consolidated total debt (net of up to \$20 million of unrestricted cash) to trailing-twelve-month consolidated adjusted EBITDA, affects both our ability to borrow from our 2013 Credit Facility and our applicable margin for the interest rate calculation. Under our 2013 Credit Facility, our maximum total leverage ratio may not exceed 6.50 to 1 in the event that the revolving credit facility is drawn. The total leverage ratio was as follows (in each case as of September 30): 2015, 4.0 to 1; 2014, 4.4 to 1. Therefore, we were in compliance with this covenant at each of those dates.

While many in the financial community and we consider consolidated adjusted EBITDA to be important, it should be considered in addition to, but not as a substitute for or superior to, other measures of liquidity and financial performance prepared in accordance with accounting principles generally accepted in the United States of America, such as cash flows from operating activities, operating income and net income. As consolidated adjusted EBITDA excludes non-cash gain (loss) on sale of assets, non-cash depreciation and amortization, non-cash impairment charge, non-cash stock-based compensation expense, net interest expense, other income (loss), gain (loss) on debt extinguishment, income tax (expense) benefit, equity in net income (loss) of nonconsolidated affiliate, non-cash losses and syndication programming amortization and includes syndication programming payments, consolidated adjusted EBITDA has certain limitations because it excludes and includes several important non-cash financial line items. Therefore, we consider both non-GAAP and GAAP measures when evaluating our business. Consolidated adjusted EBITDA is also used to make executive compensation decisions.

Consolidated adjusted EBITDA is a non-GAAP measure. For a reconciliation of consolidated adjusted EBITDA to cash flows from operating activities, its most directly comparable GAAP financial measure, please see page 22.

#### Cash Flow

Net cash flow provided by operating activities was \$46.9 million for the nine-month period ended September 30, 2015, compared to net cash flow provided by operating activities of \$34.1 million for the nine-month period ended September 30, 2014. We had net income of \$19.8 million for the nine-month period ended September 30, 2015, which was partially offset by non-cash items, including depreciation and amortization expense of \$11.9 million. We had net income of \$21.2 million for the nine-month period ended September 30, 2014, which was partially offset by non-cash items, including depreciation and amortization expense of \$10.8 million. We expect to have positive cash flow from operating activities for the 2015 year.

Net cash flow used in investing activities was \$11.5 million for the nine-month period ended September 30, 2015, compared to net cash flow used in investing activities of \$21.4 million for the nine-month period ended September 30, 2014. During the nine-month period ended September 30, 2015, we spent \$11.5 million on net capital expenditures. During the nine-month period ended September 30, 2014, we spent \$15.0 million to purchase Pulpo, and \$6.4 million on net capital expenditures. We anticipate that our capital expenditures will be approximately \$13.5 million for the full year 2015. The amount of our anticipated capital expenditures may change based on future changes in business plans, our financial condition and general economic conditions. We expect to fund capital expenditures with cash on hand and net cash flow from operations.

Net cash flow used in financing activities was \$8.6 million for the nine-month period ended September 30, 2015, compared to net cash flow used in financing activities of \$10.2 million for the nine-month period ended September 30, 2014. During the nine-month period ended September 30, 2015, we made dividend payments of \$6.6 million, a contingent consideration payment of \$1.0 million, debt payments of \$2.8 million, and received proceeds of \$1.8 million related to the issuance of common stock upon the exercise of stock options. During the nine-month period ended September 30, 2014, we made dividend payments of \$6.7 million, purchased treasury stock of \$3.5 million,

made debt payments of \$1.9 million, and received proceeds of \$1.8 million related to the issuance of common stock upon the exercise of stock options.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

#### General

Market risk represents the potential loss that may impact our financial position, results of operations or cash flows due to adverse changes in the financial markets. We are exposed to market risk from changes in the base rates on our Term Loan B Facility. Under our 2013 Credit Facility, within two years from its commencement, we are required to enter into derivative financial instrument transactions, such as swaps or interest rate caps, for at least half of the principal balance, in order to manage or reduce our exposure to risk from changes in interest rates. We do not enter into derivatives or other financial instrument transactions for speculative purposes.

## Interest Rates

As of September 30, 2015, we had \$337.5 million of variable rate bank debt outstanding under our 2013 Credit Facility. The debt bears interest at LIBOR plus a margin of 2.5%. The LIBOR rate is subject to a 1.0% floor, effectively resulting in an effective interest rate of 3.5% at September 30, 2015. In the event LIBOR remains below the floor rate we will still have to pay the floor rate plus the margin. If LIBOR rises above the floor rate, we will have to pay the prevailing LIBOR rate plus the margin.

Because our debt is subject to interest at a variable rate, our earnings will be affected in future periods by changes in interest rates. Hypothetically, if LIBOR were to increase by 100 basis points, or one percentage point, from its September 30, 2015 level, our annual interest expense would increase and cash flow from operations would decrease by approximately \$1.1 million based on the outstanding balance of our term loan as of September 30, 2015.

As required by the terms of our 2013 Credit Agreement, on December 16, 2013, we entered into three forward-starting interest rate swap agreements with an aggregated notional amount of \$186.0 million at a fixed rate of 2.73%, resulting in an all-in fixed rate of 5.23%. The interest rate swap agreements take effect on December 31, 2015 with a maturity date in December 31, 2018. Under these interest rate swap agreements, we pay at a fixed rate and receive payments at a variable rate based on three-month LIBOR. The interest rate swap agreements effectively fix the floating LIBOR-based interest of \$186.0 million outstanding LIBOR-based debt. The interest rate swap agreements were designated and qualified as a cash flow hedge; therefore, the effective portion of the changes in fair value is recorded in accumulated other comprehensive income. Any ineffective portions of the changes in fair value of the interest rate swap agreements will be immediately recognized directly to interest expense in the consolidated statement of operations. The change in fair value of the interest rate swap agreements for the three-month period ended September 30, 2015 and 2014 was a loss of \$1.1 million and a gain of \$0.5 million, net of tax, respectively, and was included in other comprehensive income (loss). The change in fair value of the interest rate swap agreements for the nine-month period ended September 30, 2015 and 2014 was a loss of \$2.3 million and \$1.3 million, net of tax, respectively, and was included in other comprehensive income (loss). As of September 30, 2015, we estimate that none of the unrealized gains or losses included in accumulated other comprehensive income or loss related to these interest rate swap agreements will be realized and reported in earnings within the next twelve months.

## ITEM 4. CONTROLS AND PROCEDURES

We conducted an evaluation, under the supervision and with the participation of management, including our chief executive officer and chief financial officer, of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended) as of the end of the period covered by this quarterly report. Based on this evaluation, our chief executive officer and chief financial officer concluded that, as of the end of the period covered by this quarterly report, our disclosure controls and procedures were effective.

Our disclosure controls and procedures are designed to ensure that the information relating to our company, including our consolidated subsidiaries, required to be disclosed in our SEC reports is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms, and is accumulated and communicated to our management, including our chief executive officer and chief financial officer, as appropriate to allow for timely decisions regarding required disclosure.

Our management, including our chief executive officer and chief financial officer, does not expect that our disclosure controls or our internal control over financial reporting will prevent or detect all errors and all fraud. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control

system's objectives will be met. The design of any system of controls is based in part on certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions.

There have not been any changes in our internal control over financial reporting during the period covered by this quarterly report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting, except as follows: on June 18, 2014, we completed the acquisition of 100% of the common stock of Pulpo. Management's most recent assessment of internal control over financial reporting as of December 31, 2014, did not include the internal controls related to this acquisition, as permitted under SEC rules. Subsequently, we integrated policies, processes, personnel, technology and operations in relation to Pulpo. Management will include Pulpo as a part of management's next assessment of internal control over financial reporting as of December 31, 2015. The Pulpo acquisition is more fully described in Note 5 of the Notes to Consolidated Financial Statements appearing elsewhere in this report.

## PART II.

### OTHER INFORMATION

#### ITEM 1. LEGAL PROCEEDINGS

We currently and from time to time are involved in litigation incidental to the conduct of our business, but we are not currently a party to any lawsuit or proceeding which, in the opinion of management, is likely to have a material adverse effect on us or our business.

#### ITEM 1A. RISK FACTORS

No material change.

#### ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

##### Issuer Purchases of Equity Securities

On August 18, 2014, our Board of Directors approved a share repurchase program of up to \$10.0 million of the Company's outstanding Class A common stock. On November 25, 2014, our Board of Directors approved an extension of the share repurchase program with a repurchase authorization of up to an additional \$10.0 million of the Company's outstanding Class A common stock, for a total repurchase authorization of up to \$20.0 million. Under the share repurchase program we are authorized to purchase shares from time to time through open market purchases or negotiated purchases, subject to market conditions and other factors. The stock repurchase program may be suspended or discontinued at any time without prior notice.

There were no stock repurchases for the three-month period ended September 30, 2015.

#### ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None.

#### ITEM 4. MINE SAFETY DISCLOSURES

Not applicable

#### ITEM 5. OTHER INFORMATION

None





ITEM 6.EXHIBITS

- 31.1\* Certification by the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 and Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934.
- 31.2\* Certification by the Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 and Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934.
- 32\* Certification of Periodic Financial Report by the Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS\* XBRL Instance Document.
- 101.SCH\* XBRL Taxonomy Extension Schema Document.
- 101.CAL\* XBRL Taxonomy Extension Calculation Linkbase Document.
- 101.LAB\* XBRL Taxonomy Extension Label Linkbase Document.
- 101.PRE\* XBRL Taxonomy Extension Presentation Linkbase Document.
- 101.DEF\* XBRL Taxonomy Extension Definition Linkbase.

\*Filed herewith.

SIGNATURE

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 thereunto duly authorized.

ENTRAVISION COMMUNICATIONS CORPORATION

By: /s/ Christopher T. Young  
Christopher T. Young  
Executive Vice President, Treasurer  
and Chief Financial Officer

Date: November 6, 2015

EXHIBIT INDEX

| Exhibit  |                                                                                                                                                                               |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
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35