



INVESTOR PRESENTATION

September 2017



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The non-GAAP financial measures contained in this Presentation (including, without limitation, Adjusted EBITDA, Acquisition Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow) are not GAAP measures of the Company’s financial performance or liquidity and should not be considered as alternatives to net (loss) income as a measure of financial performance or cash flows from operations as measures of liquidity, or any other performance or liquidity measure derived in accordance with GAAP. You are encouraged to evaluate each adjustment to non-GAAP financial measures and the reasons the Company considers them appropriate for supplemental analysis. In addition, in evaluating Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow, you should be aware that in the future, the Company may incur expenses similar to the adjustments in the presentation of Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow. The Company’s presentation of Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow should not be construed as an inference that its future results will be unaffected by unusual or non-recurring items. In addition, Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow may not be comparable to similarly titled measures used by other companies in the Company’s industry or across different industries.

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INVESTMENT HIGHLIGHTS



- 1 Significant and Growing Market Opportunity
- 2 Extensive Portfolio of Large, Market-Leading Shows
- 3 Highly Diversified Business
- 4 Multiple Organic Growth Levers
- 5 Long Acquisition Runway
- 6 Exceptional Financial Characteristics

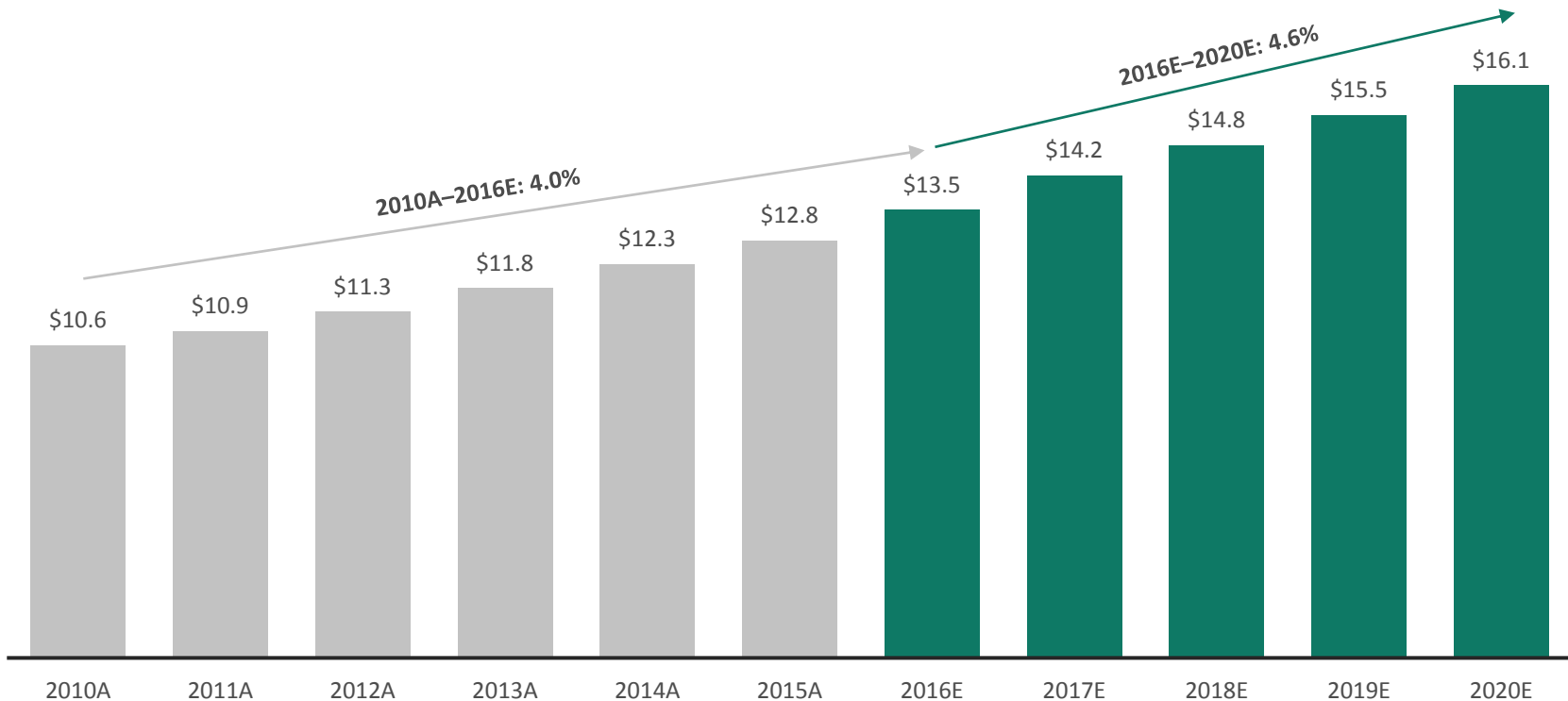
HIGHLY EXPERIENCED LEADERSHIP TEAM

1 SIGNIFICANT AND GROWING MARKET OPPORTUNITY



US B2B EXHIBITION MARKET GROWTH

(\$ in billions)



Source: 2016 AMR Report.

The U.S. is the most attractive geography in the trade show industry, with growth rates above GDP

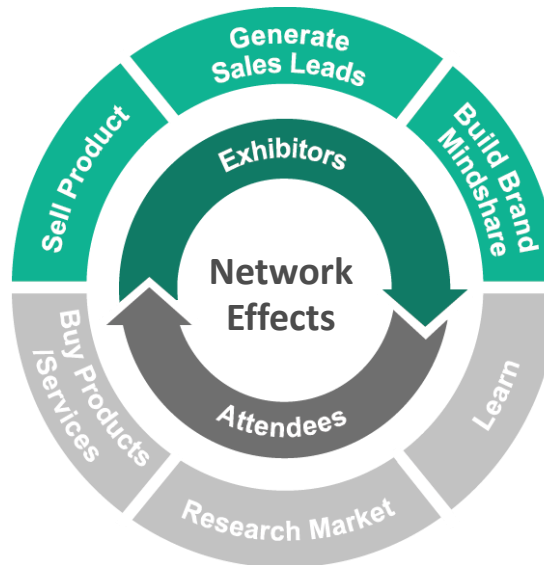


1 TRADE SHOWS ARE CRITICAL...

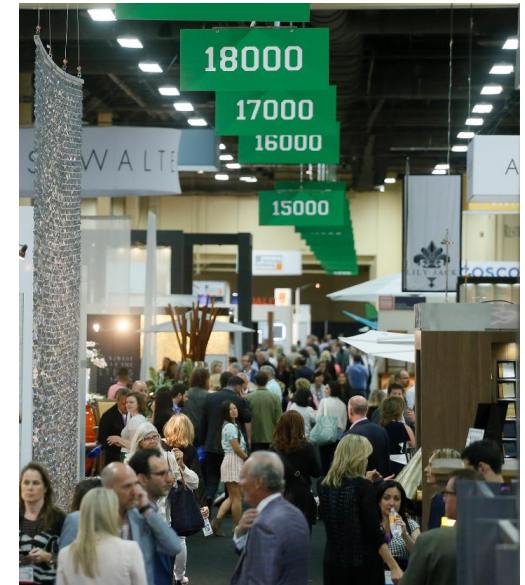
EXHIBITORS



- ✓ Generate leads and sales
- ✓ Introduce new products
- ✓ Build brands
- ✓ Strengthen relationships
- ✓ Educate the market
- ✓ Service customers



ATTENDEES

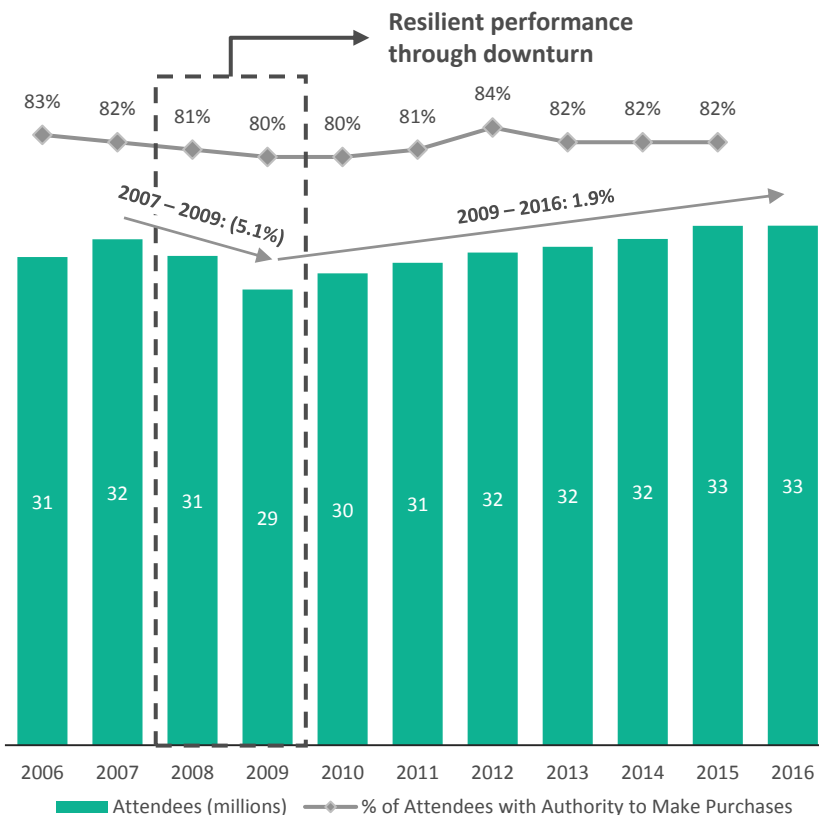


- ✓ Fulfill procurement needs
- ✓ Source new suppliers
- ✓ Reconnect with existing suppliers
- ✓ Identify trends
- ✓ Learn about new products / services
- ✓ Network with industry peers

1 ...TO ATTENDEES AND EXHIBITORS ALIKE



HIGH, INDUSTRY-WIDE ATTENDANCE QUALITY METRICS...

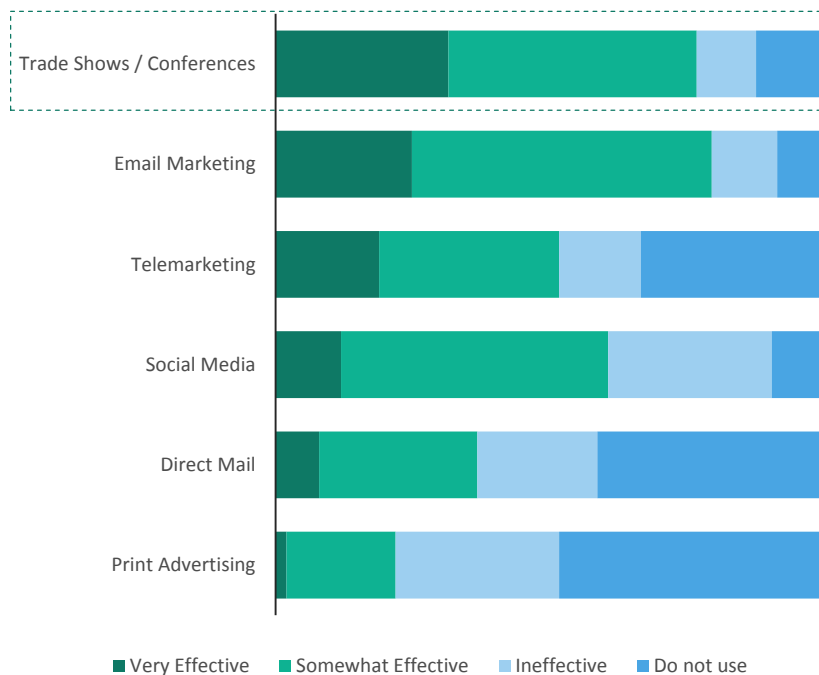


Source: CEIR 2017 Analysis; Exhibit Surveys Trade Show Benchmarks and Trends.

The trade show industry has demonstrated a sustained ability to attract high-quality and quantity of attendees

... MAKE TRADE SHOWS THE MARKETING TOOL OF CHOICE FOR EXHIBITORS

% of Respondents rating each marketing method as effective for lead generation



Source: LinkedIn Technology Marketing Research on B2B Lead Generation, 2015.

More survey respondents view trade shows and conferences as "very effective" for lead generation than any other alternative marketing method

1 LEADING US, PURE-PLAY, B2B TRADE SHOW ORGANIZER



#1

Largest US B2B Event
Organizer

50+

Trade Shows

32

of the Top 250 US
Trade Shows¹

500,000+

Total Attendees

25,000+

Exhibitors

83%

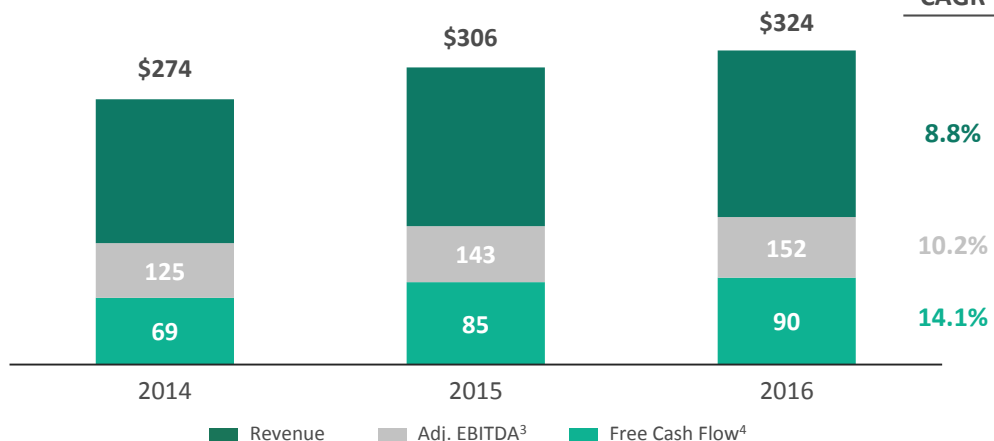
2014-2016 Average
Renewal Rate²

6.5+ mm

Net Square Feet of
Exhibition Space

FINANCIAL SNAPSHOT

(\$ in millions)



KEY STATISTICS



- ~430 employees
- Collection of long-standing events, the longest of which have been running for over 110 years
- Carved-out of Nielsen Expositions in 2013

See Endnotes for all annotations

Confidential

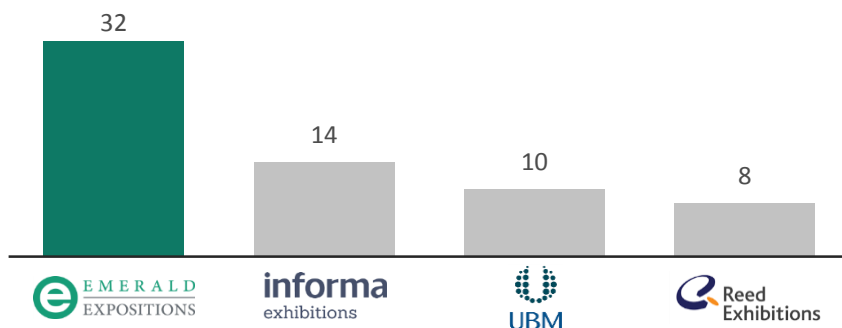
2 EXTENSIVE PORTFOLIO OF LARGE, MARKET-LEADING SHOWS



APPROXIMATELY 95% OF EMERALD'S SHOWS
ARE #1 IN THEIR CATEGORY



NUMBER OF SHOWS IN TSNN
"TOP 250" 2016 US TRADE SHOWS



Source: TSNN 2016.

BENEFITS OF LARGE, MARKET-LEADING SHOWS

Strong, defensible position



Moderate price increases without
significant attrition



Attendee / Exhibitor mindshare



Exhibitor pre-bookings provide
revenue visibility



Strong margin profile – show scale / premium
pricing

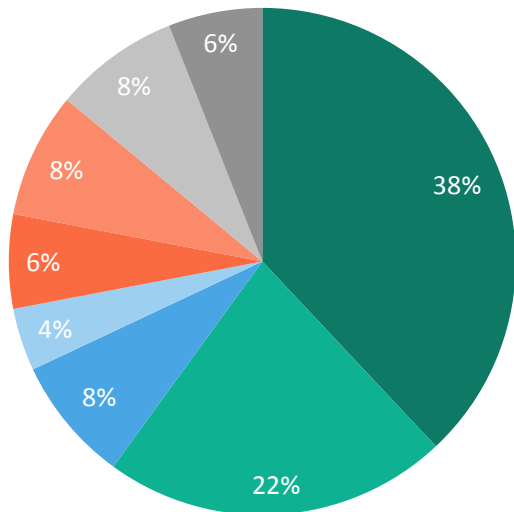


Emerald's events are market leaders



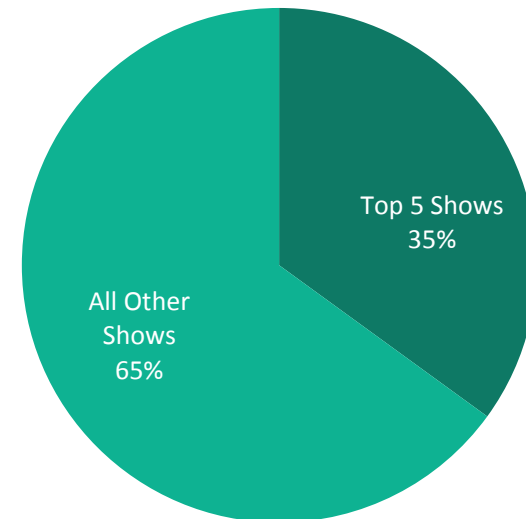
3 HIGHLY DIVERSIFIED BUSINESS

2016 REVENUE BY INDUSTRY SECTOR⁵



- Gift, Home and General Merchandise
- Sports
- Design & Construction
- Technology⁶
- Jewelry
- Other Trade Shows
- Other Marketing Services
- Other Events

2016 EVENT CONTRIBUTION TO TOTAL REVENUE



Incredibly diverse, horizontal shows representing several independent “shows within a show” (e.g., nine separate shows within ASD Market Week – see next page)

Diversified across industry, show, exhibitor and attendee

3 HIGHLY DIVERSIFIED BUSINESS CASE STUDY: ASD MARKET WEEK



EXHIBITOR OVERVIEW

1 Gift & Home Accents



2 Fashion & Accessories



3 Beauty & Fragrance



4 Cash & Carry



5 Souvenir & Novelty



6 Convenience Store



7 General Store



8 Electronics & Accessories



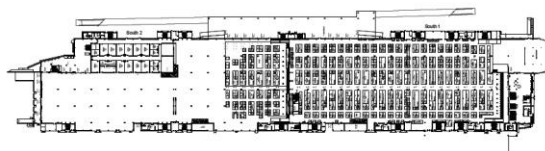
9 SourceDirect



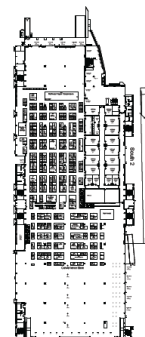
4,500+ Exhibiting Companies

FLOOR PLAN

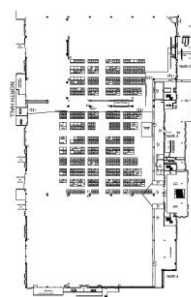
Convenience Store / Electronics & Accessories / SourceDirect



General Store

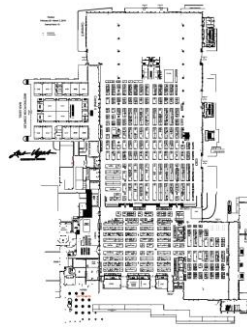
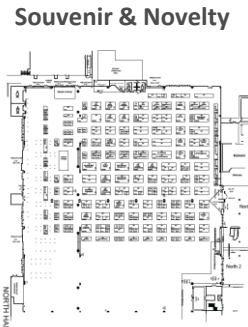


Jewelry / Cash & Carry



Fashion & Accessories / Beauty & Fragrance

Gift & Home Accents / Souvenir & Novelty



ATTENDEE OVERVIEW

APPAREL & ACCESSORIES



COSMETICS / BEAUTY / PERFUME



GENERAL MERCHANDISE



ELECTRONICS & APPLIANCE



HARDWARE STORE



SPORTING GOODS STORE



DOLLAR STORE



GIFT STORE, SOUVENIR & NOVELTIES



DISCOUNT DEPARTMENT STORE / DEPARTMENT STORE



FURNITURE / HOME DÉCOR STORE



ARTS/CRRAFTS/ HOBBY/TOY STORE



INTERNATIONAL



CONVENIENCE STORE



IMPORTERS & DISTRIBUTORS



ONLINE RETAILERS



~50,000 Attendees



4 MULTIPLE ORGANIC GROWTH LEVERS

GROWTH LEVER	DESCRIPTION	DEGREE IMPLEMENTED
 BASE BUSINESS GROWTH	NSF growth driven by economic growth and recent marketing investments. “Must-attend” nature of trade shows enables regular price increases	
 CROSS SELLING	Substantial opportunities within an expanding portfolio	
 NEW CATEGORY ADDITIONS	New product categories added within existing, large trade shows	
 NEW SHOW LAUNCHES	Accelerating new show launches with multiple 2017 launches planned after four launches in 2016 and zero launches in 2015	
 TECHNOLOGY-ENABLED SOLUTIONS	Solutions to increase exhibitor-attendee interaction (e.g., mobile apps, social media and digital marketing)	
 SALES FORCE EFFECTIVENESS	CRM implementation and compensation model changes. Marketing automation in rollout phase	
 DYNAMIC PRICING	Pricing booth space dynamically to optimize yields	
 INTERNATIONAL GROWTH OPPORTUNITY	Geo-adapt leading US events internationally and targeting international exhibitors and attendees	



Currently Implemented



Not Yet Implemented



5 PROVEN ACQUISITION TRACK RECORD

HISTORICAL ACQUISITIONS

	Acquisitions	Milestones	# of Deals	Capital Deployed
2014	Platform GLM Show Brands NY NOW SURF EXPO IRCE INTERNET RETAILER CONFERENCE & EXPO IC FF	First Major Platform Acquisition and Integration	1	~\$335 million
2015	INTERNATIONAL PIZZA EXPO HOW DESIGN LIVE HCD HEALTHCARE DESIGN EXPO • CONFERENCE NATIONAL INDUSTRIAL FASTENER & Mill Supply Expo	Established Tuck-in Acquisition Program and Expanded into	4	~\$90 million
2016	IGES Active COLLECTIVE Swim COLLECTIVE DIGITAL Dealer CONFERENCE & EXPO NATIONAL PAVEMENT EXPO RFID JOURNAL LIVE! ACRE AMERICAN CRAFT RETAILERS EXPO	New Sectors (Industrial, Food, Technology)	6	~\$65 million
2017 YTD	CEDIA InterDrone SIA SNOWSHOW	Acquired Two Association Owned Shows and Hired Internal M&A Lead	3	~\$60 million to date

~\$550mm spent on 14 acquisitions since 2014



5 HIGH-QUALITY ACQUISITIONS

EMERALD ACQUIRES HIGH-QUALITY SHOWS...

High Adjusted EBITDA margins	TSNN's "Top 250" shows	TSNN's "Top 250" shows	TSE's "Fastest 50" growing shows	TSE's "Next 50" fastest growing shows
All acquired shows	6 shows from GLM's portfolio	7 tuck-in acquisitions	3 acquired shows	1 acquired show

...AND THEN IMPROVES THEM

REVENUE SYNERGIES

- Professionalize sales process
- Enhance other revenue streams including sponsorships
- Introduce pricing discipline
- Leverage cross-selling opportunities

COST SYNERGIES

- Apply best-practices for cost management
- Contract with Emerald's suppliers
- Utilize shared back office services



5 LONG ACQUISITION RUNWAY

M&A MARKET OPPORTUNITY

Significant industry roll-up
opportunity for Emerald

~9,400 B2B events
in the US⁷

~\$13.5 billion
market size In
2016E

Very few players
actively
consolidating

ACQUISITION CRITERIA

Leading Market Position



B2B Trade Shows



Critical to Attendees / Exhibitors



Many-to-Many Environment



Strong Growth Prospects



Opportunities to Add Value



Accretive Multiples



HIGHLY EXPERIENCED LEADERSHIP TEAM



MANAGEMENT TEAM



David Loechner, CEO, President and Director
 • CEO of Emerald since 2013; 33+ years industry experience

Miller Freeman
A Emerald News & Media company



CORPORATE LEADERSHIP



Philip Evans, Chief Financial Officer
 • CFO of Emerald since 2013; 30+ years financial experience



David Gosling, SVP, General Counsel and Secretary
 • 3 years with Emerald; 13+ years legal experience



Bill Charles, Chief Information Officer
 • 3 years with Emerald; 20+ years industry experience



Eileen Deady, VP, Human Resources
 • 3 years with Emerald; 14+ years industry experience



Eric Lisman, EVP, Corporate Development
 • Joined Emerald March 2017; 30+ years industry experience



MARKET LEADERSHIP



Darrell Denny, EVP, Sports, Licensing, Apparel and eCommerce
 • 6 years with Emerald; 30+ years industry experience



Joe Randall, EVP, Design, Military, Healthcare and Food
 • 18 years with Emerald; 35+ years industry experience



Chris McCabe, EVP, Gift, Home and Lifestyle
 • 8 years with Emerald; 25+ years industry experience



Karalynn Sprouse, EVP, ASD Merch., Manufacturing, & Int. Sourcing
 • 3 years with Emerald; 24+ years industry experience



John McGeary, SVP
 • 4 years with Emerald; 20+ years industry experience



INDEPENDENT BOARD MEMBERS



Michael Alicea

- EVP, Global HR for Nielsen
- Board member of Emma Bowen Foundation and Co-Chair of Nielsen's External Advisory Board
- Chairman of the Compensation Committee



Todd Hyatt

- EVP and CFO of IHS Markit
- Former VP at Lone Tree Capital and executive director at US West / MediaOne
- Member of the Audit Committee



Jeff Naylor

- Former CFO of TJX and Big Lots
- Board member of Synchrony Financial
- Chairman of the Audit Committee
- Member of the Compensation Committee

FINANCIAL HIGHLIGHTS



Strong Revenue Growth



Highly Predictable Operating Model



Attractive Margin Profile



Robust Free Cash Flow Conversion

A STRONG REVENUE GROWTH



2014–2016 CUMULATIVE REVENUE BRIDGE

(\$ in millions)

Average
Growth

4.5%

5.5%

(1.1)%

8.8%

\$274

\$26

\$31

(\$7)

\$324

2014

Organic Growth

Acquisitions

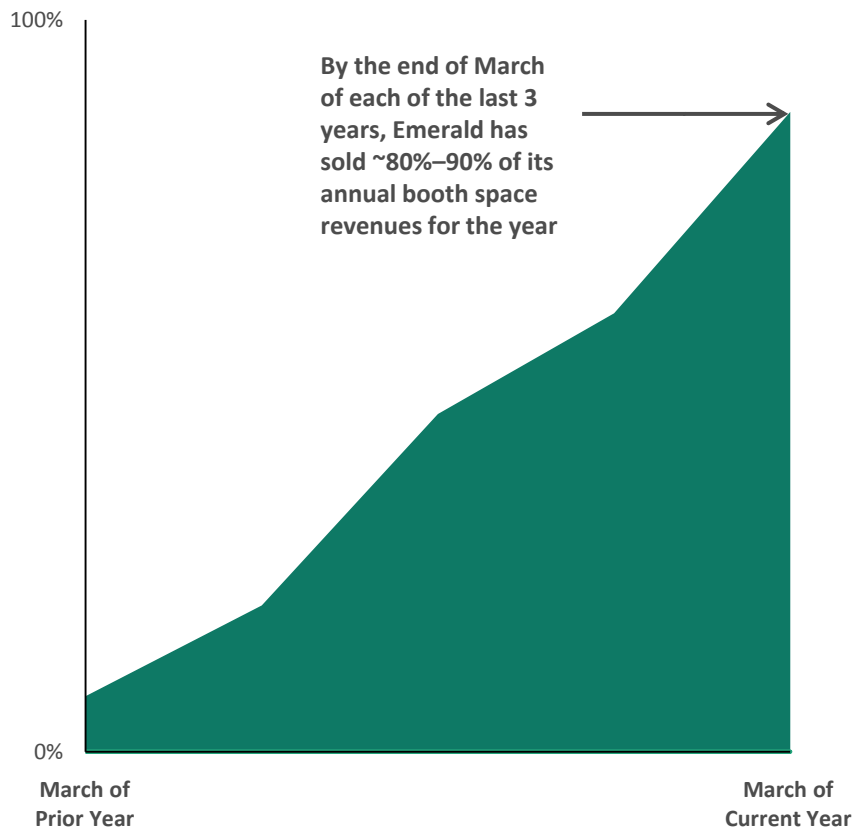
Discontinued
Operations

2016

B HIGHLY PREDICTABLE OPERATING MODEL



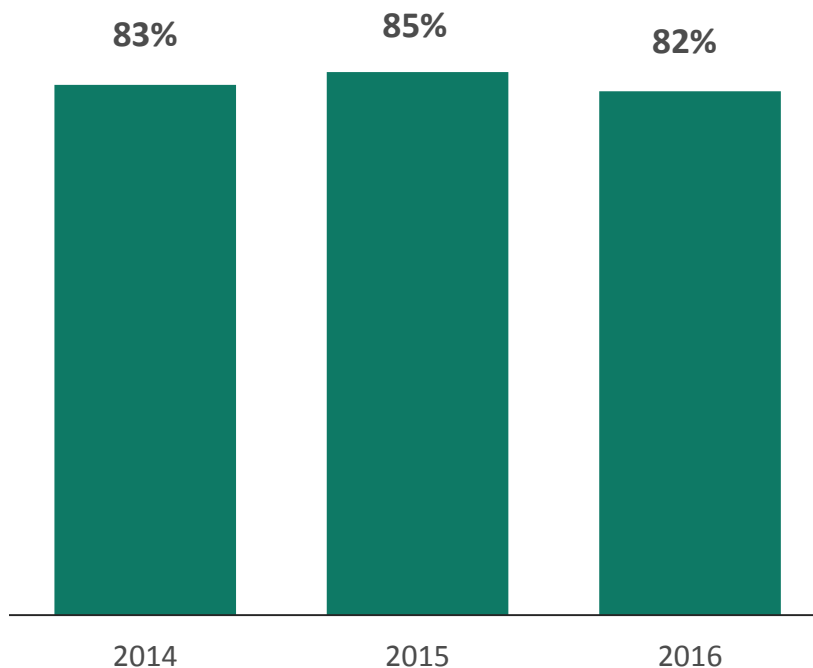
% OF BOOTH SPACE REVENUE SOLD



Highly visible revenue, with customers often signing up for the next trade show at the current event

EMERALD NSF RENEWAL RATES⁸

Moderate turnover is necessary and desirable in the trade show industry as it ensures a fresh and dynamic group of exhibitors



Industry-leading NSF renewal rates

C ATTRACTIVE MARGIN PROFILE



ADJUSTED EBITDA MARGIN⁹

46% 47% 47%



2014

2015

2016

KEY DRIVERS

Unique Business Model



High-quality Shows



Large Shows



Company Scale



Shareholder-Aligned
Management



Consistent and stable margin profile with Adjusted EBITDA margin >45% for each of the last three years

D ROBUST FREE CASH FLOW CONVERSION



FOUR KEY DRIVERS

1

47%

2016 Adjusted
EBITDA
Margin

2

~\$1mm

of Recurring
Capex

3

Negative

Net Working
Capital

4

~\$530mm

Future Income
Shielded by Tax
Assets Lasting 15
Years

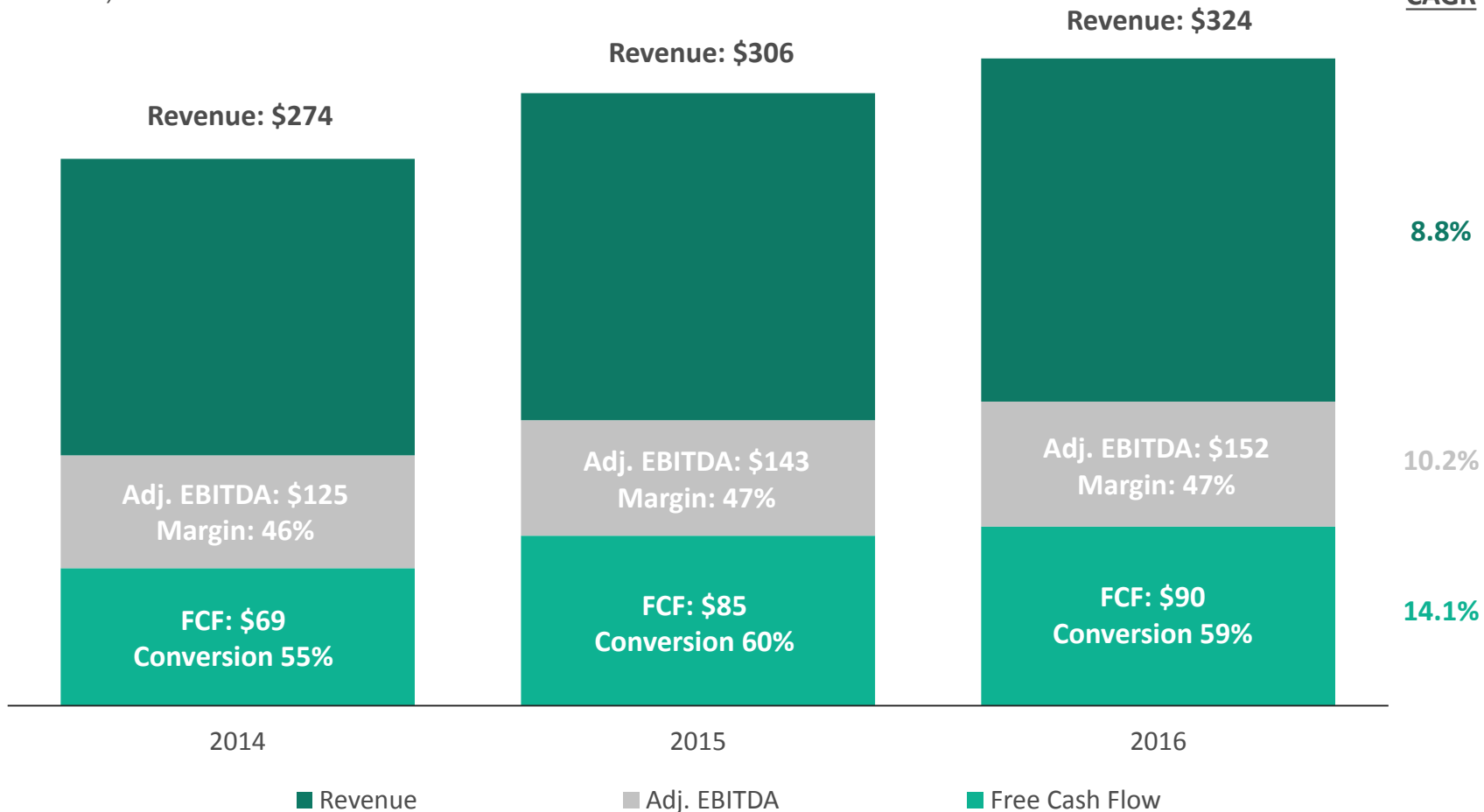
D ROBUST FREE CASH FLOW CONVERSION



HISTORICAL FINANCIALS

(\$ in millions)

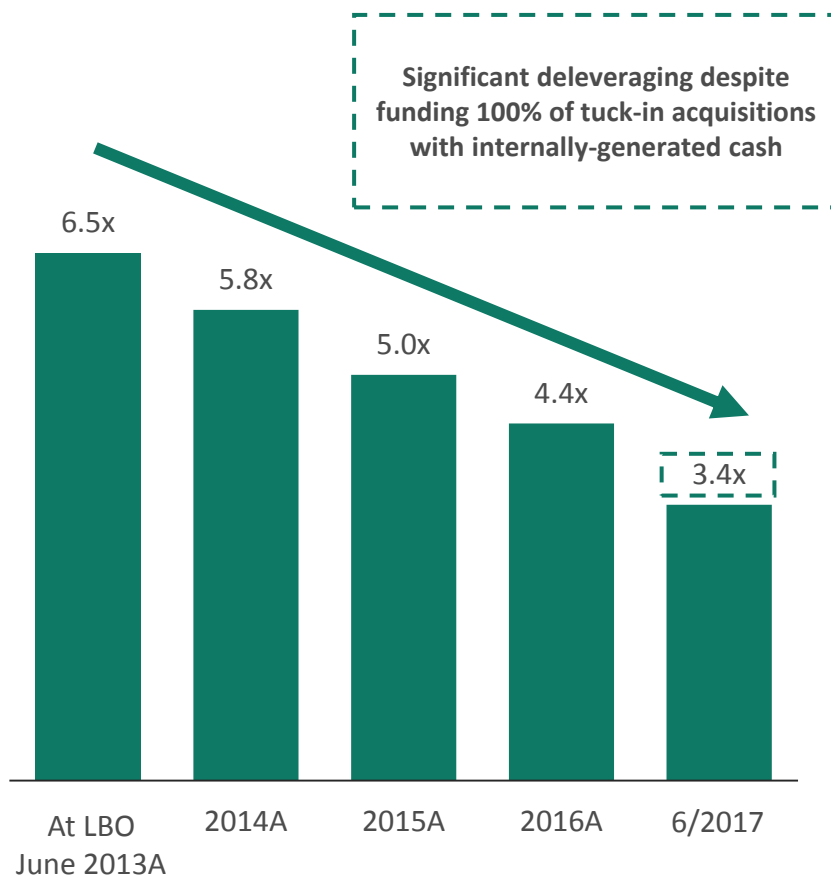
CAGR



RAPID HISTORICAL DELEVERAGING



NET DEBT / ACQUISITION ADJUSTED EBITDA³



PRO FORMA CAPITALIZATION

(\$ in millions)

	As of 3/31/17	As of 6/30/17
Cash and Cash Equivalents	\$16	\$10
RCF (\$150mm issue, LIBOR + 300, due '22)	15	-
TLB (\$565mm issue, LIBOR + 300, due '24)	711	565
Total Debt	\$726	\$565
Net Debt	\$710	\$555
3/31/17 LTM Acquisition Adj. EBITDA	\$162	\$164
Total Debt / LTM Acq. Adj. EBITDA	4.5x	3.4x
Net Debt / LTM Acq. Adj. EBITDA	4.4x	3.4x

Balance sheet significantly de-levered post-IPO

ROBUST FREE CASH FLOW DRIVES CAPITAL ALLOCATION POLICY



1

**Make
mandatory
debt service
payments and
maintain low
financial
leverage**

2

**Baseline return
of capital
through regular
dividends**

3

**Highly accretive
M&A driving
accelerated
Adjusted EBITDA
growth**

4

**Opportunistic
incremental
capital return
through special
dividends**



LONG-TERM OPERATING MODEL

	LONG-TERM GOALS
REVENUE GROWTH	~3%–5% ORGANIC UPSIDE FROM M&A
ADJUSTED EBITDA MARGIN	> 45%
CAPITAL EXPENDITURES	< 1% OF REVENUES
TARGET NET LEVERAGE	~2.0x–3.0x

Free cash flow to support M&A, deleveraging and long-term capital return strategy

INVESTMENT HIGHLIGHTS



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- 3 **Highly Diversified Business**
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- 6 **Exceptional Financial Characteristics**

HIGHLY EXPERIENCED LEADERSHIP TEAM

QUARTERLY UPDATE



SECOND QUARTER 2017 HIGHLIGHTS



- Revenues increased 14.0% to \$74.1 million, with organic growth of 4.6%, supplemented by acquisitive growth
- Net loss increased by approximately \$5.4 million to a net loss of \$5.8 million, partly reflecting costs incurred in the planned relocation of the Outdoor Retailer show in 2018
- Adjusted EBITDA, a non-GAAP measure, increased 17.3% to \$29.1 million
- Adjusted Net Income, a non-GAAP measure, increased 62.0% to \$12.8 million
- Completed the acquisition of the SIA Snow Show in May for a purchase consideration of approximately \$16 million
 - *Also announced that the SIA Snow Show will merge with Emerald's Outdoor Retailer show to become the Outdoor Retailer + Snow Show endorsed and sponsored by SnowSports Industries America (SIA) and Outdoor Industry Association (OIA), which will be the largest outdoor and winter sports industry gathering in North America*

FULL YEAR GUIDANCE



	EXPECT FULL YEAR 2017
TOTAL REVENUE	IN THE RANGE OF \$348 MILLION TO \$355 MILLION
TOTAL REVENUE GROWTH	IN THE RANGE OF 7.5% TO 9.5% (OF WHICH 0% TO 2% IS EXPECTED TO BE ORGANIC)
ADJUSTED EBITDA	IN THE RANGE OF \$154 MILLION TO \$160 MILLION
ADJUSTED EBITDA GROWTH	IN THE RANGE OF 1.2% TO 5.2%

For the full year 2017, management expects reported and organic profit to trend towards the lower end of the guidance ranges, and expects Adjusted EBITDA to trend just below the mid point of the guidance range

APPENDIX





QUARTERLY PERFORMANCE

- Emerald quarterly performance driven largely by the timing of trade shows
 - Q1 and Q3 are consistently the highest-earning quarters due to the concentration of events taking place during these quarters
 - Q4 is consistently the lowest-earning quarter as very few events take place during this quarter

QUARTERLY REVENUE

(\$ in millions)



SUBSTANTIAL FAVORABLE TAX ASSETS



SIGNIFICANT TAX ATTRIBUTES

- Emerald will pay reduced cash taxes for a long period of time given the tax-efficient structures used for recent acquisitions, which created 15-year tax-deductible amortization streams
- Additionally, ~\$60 million of legacy federal NOLs are outstanding at year-end 2016
- Future acquisitions should also create incremental tax step-ups, in most cases equivalent to the purchase price
- The expected cash tax savings will arise only to the extent that we generate sufficient taxable income in the applicable periods

Up to ~\$530mm in future income to be shielded by Emerald's existing tax assets, generated from historical acquisitions that have been structured as asset deals

TAX SHIELD DETAIL

(\$ millions)	Existing Emerald Amortization ¹⁰	Emerald NOL Usage	Total Tax Shield ¹¹	NPV of Total Tax Shield ¹²
'17E	\$34	\$60	\$34	\$34
'18E	36	--	14	14
'19E	36	--	14	13
'20E	36	--	14	13
'21E	36	--	14	13
'22E	36	--	14	12
'23E	36	--	14	12
'24E	36	--	14	12
'25E	36	--	14	11
'26E	36	--	14	11
'27E	36	--	14	11
'28E	36	--	14	11
'29E	15	--	6	4
'30E	11	--	4	3
'31E	6	--	2	2
'32E	2	--	1	1
Total	\$468	\$60	\$204	\$176

ADJUSTED EBITDA AND ACQUISITION ADJUSTED EBITDA



- We use Adjusted EBITDA and Acquisition Adjusted EBITDA to evaluate our business performance as they illustrate key trends with better comparability from period-to-period while focusing on cash-based performance and removing capital and tax structure impacts
- Acquisition Adjusted EBITDA represents the measure used to determine leverage under the credit agreement

ADJUSTED EBITDA AND ACQUISITION ADJUSTED EBITDA RECONCILIATION

(\$ in millions)

Adjusted EBITDA Reconciliation:	2014	2015	2016	Six months ended	
				6/30/2017	6/30/2016
Net Income (Loss)	(\$7.6)	\$19.6	\$22.2	\$22.5	\$27.8
Interest expense, net	56.0	51.9	51.4	26.5	26.3
Income tax expense	12.8	10.3	14.1	14.5	18.2
Depreciation & amortization	37.5	39.1	40.0	21.4	19.9
Loss on extinguishment of debt	1.9	-	12.8	0.2	-
A Stock-based compensation	6.4	5.0	2.9	1.2	1.6
B Deferred revenue adjustment	5.6	1.9	0.3	0.5	-
Intangible asset impairment charge	-	8.9	-	-	-
Management fee	0.8	0.8	0.8	0.2	0.4
C Other items	12.0	5.1	7.7	15.0	2.2
Adjusted EBITDA	\$125.2	\$142.8	\$152.1	\$102.0	\$96.4
D Historical pro-forma acquisition contribution	4.4	4.7	6.4	2.6	6.0
Acquisition Adjusted EBITDA	\$129.6	\$147.5	\$158.5	\$104.6	\$102.4

- A** Represents costs related to stock-based compensation associated with certain employees' participation in the 2013 Option Plan.
- B** Deferred revenue balances in each of the opening balance sheets of acquired assets and liabilities for Emerald, GLM, and the 2015, 2016 and 2017 acquisitions, reflected the fair value of the assumed deferred revenue performance obligations at the respective acquisition dates. If the businesses had been continuously owned by us throughout the first half of 2017 and the full years 2016, 2015 and 2014, the fair value adjustments of \$0.5 million, \$0.3 million, \$1.9 million and \$5.6 million in those periods would not have been required and the revenues for the six months ended June 30, 2017 and years ended December 31, 2016, 2015 and 2014 would have been \$0.5 million, \$0.3 million, \$1.9 million and \$5.6 million higher, respectively.
- C** See following page for additional detail on these adjustments.
- D** Reflects the portion of Adjusted EBITDA generated by acquisitions completed in a given year for which the applicable events were staged prior to the acquisition date and therefore not captured in our consolidated financial statements for the applicable year.



OTHER ITEMS BREAKDOWN

OTHER ITEMS BREAKDOWN

(\$ in millions)

Other Items Breakdown		2014	2015	2016	Six months ended	
					6/30/2017	6/30/2016
A	Transaction Costs	\$0.9	\$2.8	\$4.0	\$2.7	\$1.6
B	Transition Costs	2.3	1.4	2.4	0.8	0.6
	Contract Termination Costs	-	-	-	8.5	
	Severance	3.5	-	-	-	-
	Transition Costs from Nielsen	4.1	-	-	-	-
	GLM One-Time Costs	1.2	0.9	-	-	-
	Legal & Consulting Fees	-	-	1.3	3.0	0.0
	Total Other Items	\$12.0	\$5.1	\$7.7	\$15.0	\$2.2

A Transaction costs include both completed and pursued but not completed transactions.

B Transition costs from 2016 primarily related to information technology and facility rental charges for terminated leases. Transition costs from 2015 represented integration costs related to the 2015 acquisitions and transition costs for 2014 related to one-time integration costs, principally comprised of advisor fees.

FREE CASH FLOW



- We use Free Cash Flow to evaluate the amount of cash generated by our business that can be used to maintain and grow our business, for the repayment of indebtedness, payment of dividends and to fund strategic opportunities, including investing in our business and strengthening our balance sheet

FREE CASH FLOW RECONCILIATION

(\$ in millions)

Free Cash Flow Reconciliation	2014	2015	2016	Six months ended	
				6/30/2017	6/30/2016
Net Cash Flow Provided from Operations	\$72.7	\$87.8	\$93.0	\$56.1	\$70.0
(Deduct):					
Purchase of Property and Equipment	(1.5)	(1.0)	(2.4)	(0.3)	(0.4)
Purchase of Intangible Assets	(2.4)	(1.8)	(1.0)	(0.3)	(0.7)
Free Cash Flow	\$68.8	\$85.0	\$89.6	\$55.5	\$68.9



ADJUSTED NET INCOME

- We use Adjusted Net Income as a supplemental metric to evaluate our business performance as it illustrates our ability to generate profitability on a recurring and cash basis from period-to-period on a consistent basis, eliminating one-time items and charges that are not related to day-to-day operations

ADJUSTED NET INCOME RECONCILIATION

(\$ in millions)

				Six months ended		
	Adjusted Net Income Reconciliation:	2014	2015	2016	6/30/2017	6/30/2016
	Net Income (Loss)	(\$7.6)	\$19.6	\$22.2	\$22.5	\$27.8
	Add (Deduct):					
	Refinancing charges	-	-	-	6.2	-
	Loss on extinguishment of debt	1.9	-	12.8	0.2	-
A	Stock-based compensation	6.4	5.0	2.9	1.2	1.6
B	Deferred revenue adjustment	5.6	1.9	0.3	0.5	-
	Intangible asset impairment charge	-	8.9	-	-	-
	Management fee	0.8	0.8	0.8	0.2	0.4
C	Other Items	12.0	5.1	7.7	15.0	2.2
	Amortization of (acquired) intangible assets	34.7	36.8	38.3	20.4	19.0
	Amortization of deferred financing fees and discount	4.3	4.7	5.3	3.9	2.8
	Tax adjustments related to non-GAAP adjustments	(25.9)	(24.8)	(26.6)	(18.8)	(10.1)
	Adjusted Net Income	\$32.0	\$58.1	\$63.6	\$51.3	\$43.7

- A** Represents costs related to stock-based compensation associated with certain employees' participation in the 2013 Option Plan.
- B** Deferred revenue balances in each of the opening balance sheets of acquired assets and liabilities for Emerald, GLM, and the 2015, 2016 and 2017 acquisitions, reflected the fair value of the assumed deferred revenue performance obligations at the respective acquisition dates. If the businesses had been continuously owned by us throughout the first half of 2017 and the full years 2016, 2015 and 2014, the fair value adjustments of \$0.5 million, \$0.3 million, \$1.9 million and \$5.6 million in those periods would not have been required and the revenues for the six months ended June 30, 2017 and years ended December 31, 2016, 2015 and 2014 would have been \$0.5 million, \$0.3 million, \$1.9 million and \$5.6 million higher, respectively.
- C** See page 33 for additional detail on these adjustments.



- (1) TSNN 2016.
- (2) *Renewal rate refers to the net square footage (NSF) purchased by returning exhibitors as a percentage of the prior event's total NSF. Returning exhibitors include "win-backs" or customers who did not exhibit in the immediately preceding event but who previously exhibited in the event within the past five years.*
- (3) *Adjusted EBITDA is defined as net income before interest expense, loss on extinguishment of debt, income tax expense, depreciation and amortization, stock-based compensation, deferred revenue adjustment, intangible asset impairment charge, unrealized loss on interest rate swap and floor, net, the Onex management fee and other items that management believes are not part of our core operations. Acquisition Adjusted EBITDA is defined as Adjusted EBITDA further adjusted for the results of shows associated with acquisitions made during the period presented.*
- (4) *Free Cash Flow is defined as net cash provided by operating activities less capital expenditures.*
- (5) *Excludes discontinued revenue which represented less than 1% of total 2016 revenue.*
- (6) *Technology expected to increase to >8% of revenue when adjusted for the acquisitions of RFID Live and Digital Dealer in 2016 as well as the acquisitions of CEDIA and InterDrone completed in January 2017 and March 2017, respectively.*
- (7) 2016 AMR Report.
- (8) *Renewal rate refers to the net square footage (NSF) purchased by returning exhibitors as a percentage of the prior event's total NSF. Returning exhibitors include "win-backs" or customers who did not exhibit in the immediately preceding event but who previously exhibited in the event within the past five years.*
- (9) *Adjusted EBITDA margin is defined as Adjusted EBITDA divided by Revenues, expressed as a percentage.*
- (10) *Represents Emerald's amortization of existing goodwill and intangibles and amortization of purchase price from 2014, 2015, 2016 and CEDIA, InterDrone and SIA Snow Show acquisitions. Does not include future acquisitions.*
- (11) *Amortization shields tax at the combined federal and state tax rate of 39.1%, NOL usage shields tax at the federal tax rate of 35%.*
- (12) *NPV of tax shield discounted at a rate of 2.6%, equal to Emerald's current after-tax current cost of debt. Assumes tax rate of 39.1%, reflecting a 35% federal tax rate and 6.3% state tax rate and 3 Month LIBOR of 1.2%.*