fubor

1Q22 EARNINGS SLIDES

May 5, 2022



DISCLAIMER

Forward-Looking Statements

This presentation contains forward-looking statements of fuboTV Inc. ("fuboTV") that involve substantial risks and uncertainties. All statements contained in this presentation that do not relate to matters of historical fact are forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995, including statements regarding the Molotov acquisition, expected synergies of the technology platforms, our international expansion plans, our financial condition, anticipated financial performance, including guarterly and annual guidance and Cash flow and Adjusted EBITDA targets, market opportunity and future plans regarding subscription levels, business strategy and plans, the continued shift in consumer behavior and the continued expansion of our wagering business. The words "could," "will," "plan," "intend," "anticipate," "approximate," "expect," "potential," "believe" or the negative of these terms or other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements that fuboTV makes due to a number of important factors, including but not limited to risks related to our pursuit and engagement in acquisitions; our actual operating results may differ significantly from our guidance; risks related to fuboTV's access to capital and fundraising prospects to fund its ongoing operations and support its planned growth; risks relating to diverting management's attention from fuboTV's ongoing business operations to address integration and fundraising efforts; the restrictions imposed by content providers on our distribution and marketing of our products and services; our reliance on third party platforms to operate certain aspects of our business; risks related to our technology, as well as cybersecurity and data privacy-related risks; our ability to achieve or maintain profitability; our revenue and gross profit are subject to seasonality; our operating results may fluctuate; our ability to attract and retain subscribers; we may not be able to license streaming content or other rights on acceptable terms; risks related to our ability to capitalize develop and market a sports wagering offering and the regulatory regime and related risks associated with such offering; risks related to the difficulty in measuring key metrics related to our business; risks related to the highly competitive nature of our industry; risks related to ongoing or future legal proceedings; and other risks, including the effects of industry, market, economic, political or regulatory conditions, future exchange and interest rates, and changes in tax and other laws, regulations, rates and policies, including the impact of COVID-19 on the broader market. Further risks that could cause actual results to differ materially from those matters expressed in or implied by such forward-looking statements are discussed in our Annual Report on Form 10-K for the full year ended December 31, 2021 filed with the Securities and Exchange Commission ("SEC") on March 1, 2022, our Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2022 to be filed with the SEC, and our other periodic filings with the SEC. We encourage you to read such risks in detail. The forward-looking statements in this presentation represent fuboTV's views as of the date of this presentation, fuboTV anticipates that subsequent events and developments will cause its views to change. However, while it may elect to update these forward-looking statements at some point in the future, it specifically disclaims any obligation to do so. You should, therefore, not rely on these forward-looking statements as representing fuboTV's views as of any date subsequent to the date of this presentation.

Non-GAAP Financial Measures

Certain measures used in this presentation, including Adjusted EBITDA, Adjusted EBITDA Margin, Average Revenue Per User ("ARPU"), Sub ARPU, Ad ARPU, Average Cost Per User, Adjusted Contribution Margin, Adjusted Net Loss and Adjusted EPS are non-GAAP financial measures. We believe these are useful financial measures for investors as they are supplemental measures used by management in evaluating our core operating performance. Our non-GAAP financial measures have limitations as analytical tools and you should not consider them in isolation or as a substitute for an analysis of our results under GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. First, these non-GAAP financial measures are not a substitute for GAAP financial measures. Second, these non-GAAP financial measures may not provide information directly comparable to measures provided by other companies in our industry, as those other companies may calculate their non-GAAP financial measures differently.

For reconciliations of such measures to their most directly comparable GAAP financial measure, see our letter to shareholders dated May 5, 2022 and the end of this presentation.

STRATEGIES TO ACHIEVE PROFITABILITY

Efficient Growth: Price optimization and acquisition efficiencies

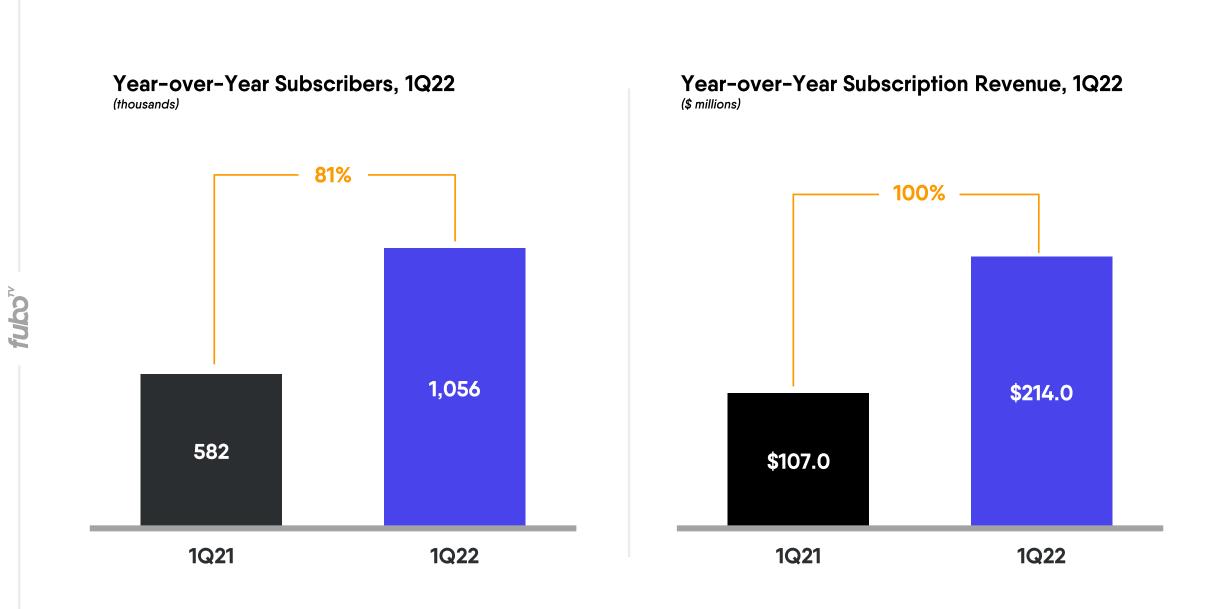
Content Costs: FAST channels and content mix realignment

Advertising: Investment in technology improvements, new capabilities, and innovative formats

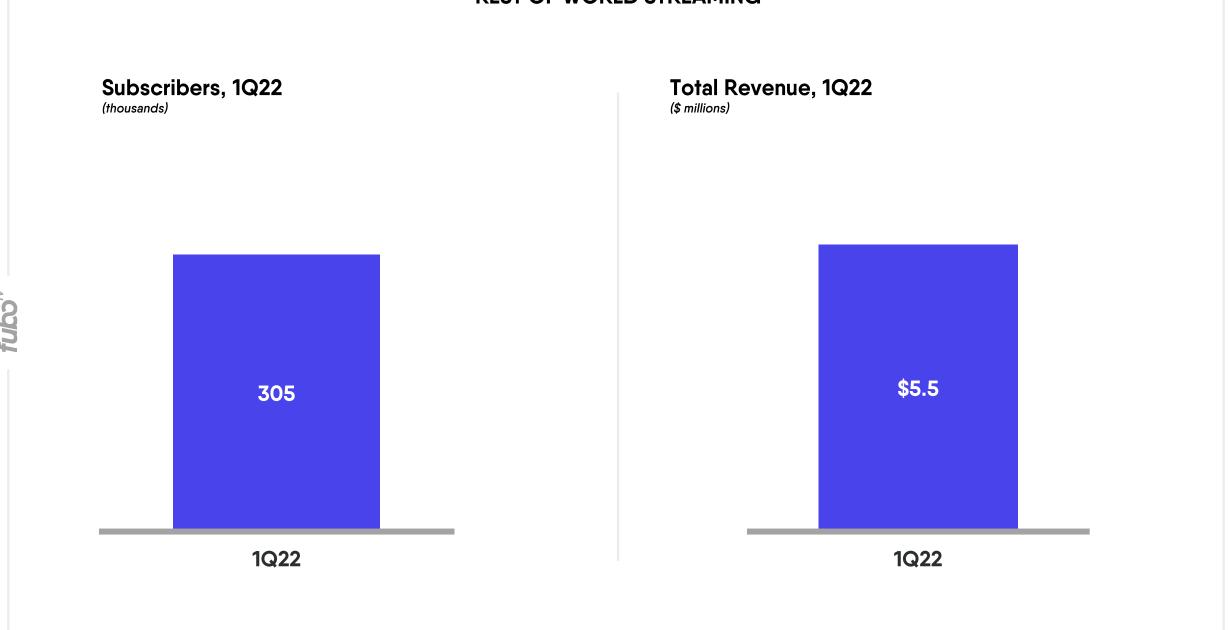
Technology Costs: Achieving synergies with Molotov and Edisn.ai

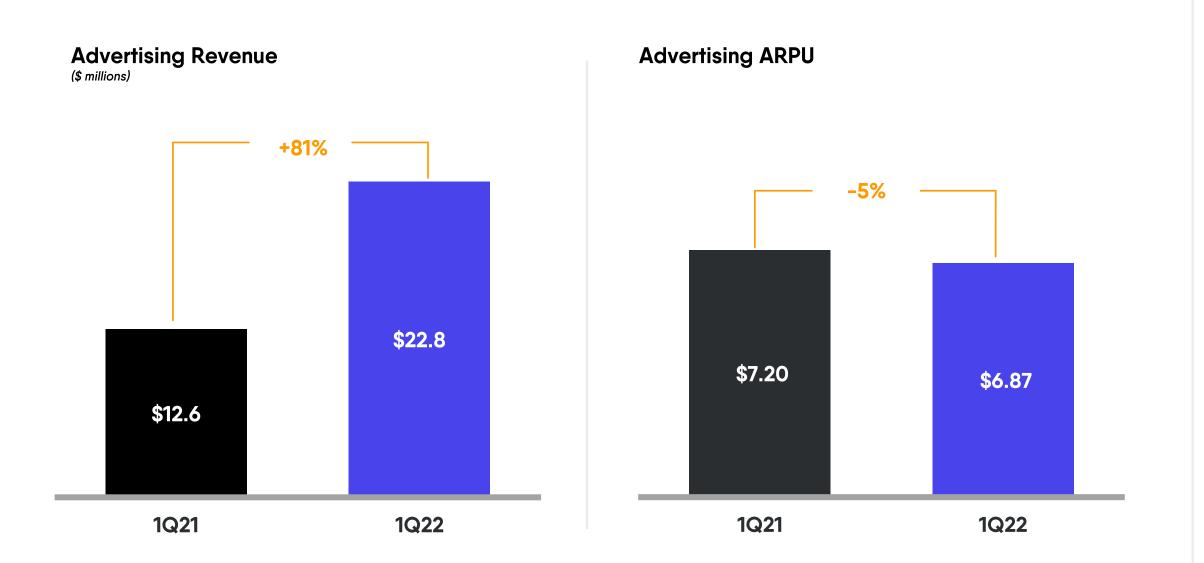
Fubo Sportsbook: An integrated experience to drive differentiation

NORTH AMERICA STREAMING

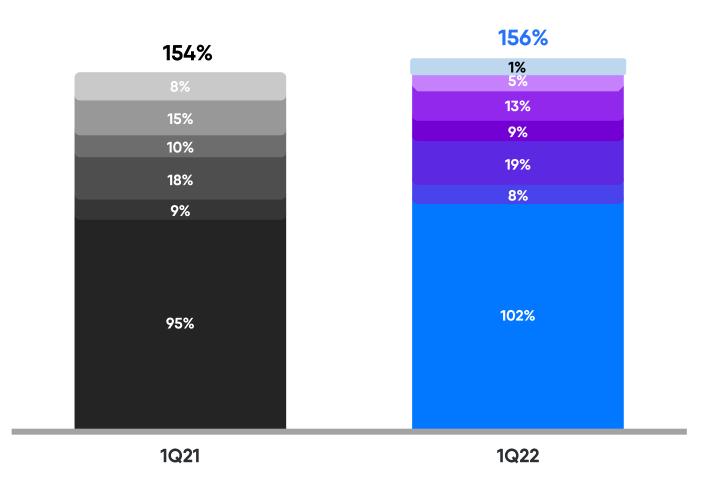


REST OF WORLD STREAMING





GLOBAL EXPENSES AS A PERCENTAGE OF REVENUE



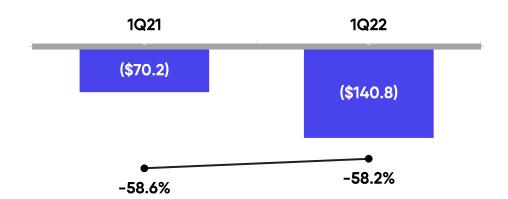


Player related expenses

GLOBAL NET LOSS & ADJUSTED EBITDA

Net Loss

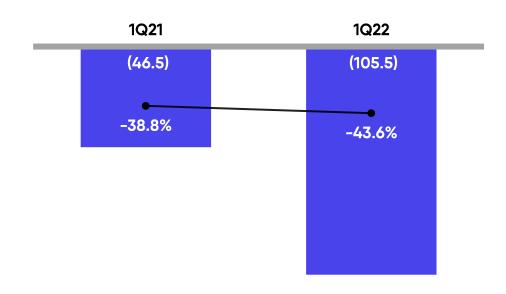
(\$ millions)



■ Net Loss — Net Loss Margin

Adjusted EBITDA

(\$ millions)

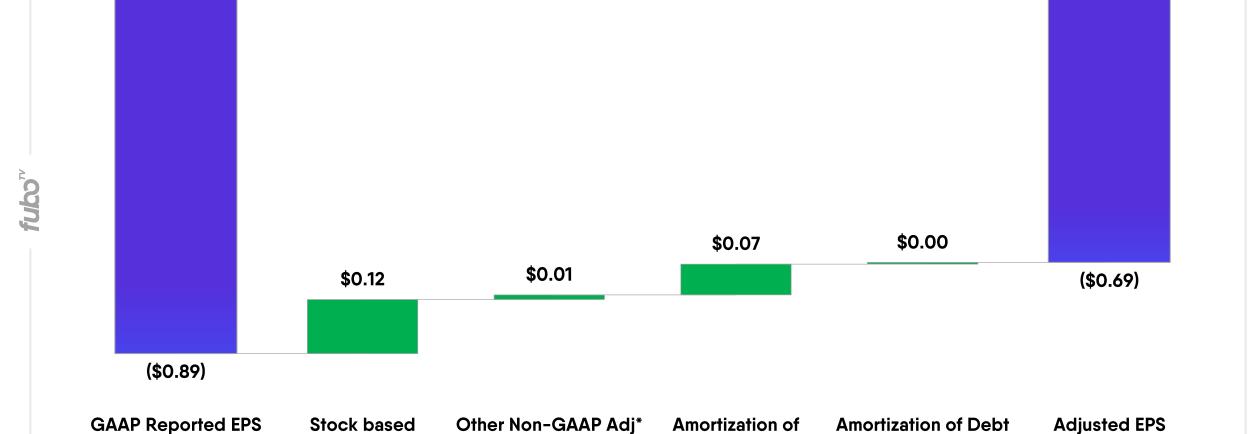


■ Adjusted EBITDA → Adjusted EBITDA Margin

1Q22 and 1Q21 are as-reported

Adjusted EBITDA is a non-GAAP measure defined as Net Loss, adding back Depreciation and Amortization, Stock-based compensation, Other expenses (subtracting if positive), Income tax income (subtracting if a benefit), and other one-time non-cash non-recurring expenses. Adjusted EBITDA Margin is a non-GAAP measure defined as Adjusted EBITDA divided by revenue

Compensation



Intangibles

Discount

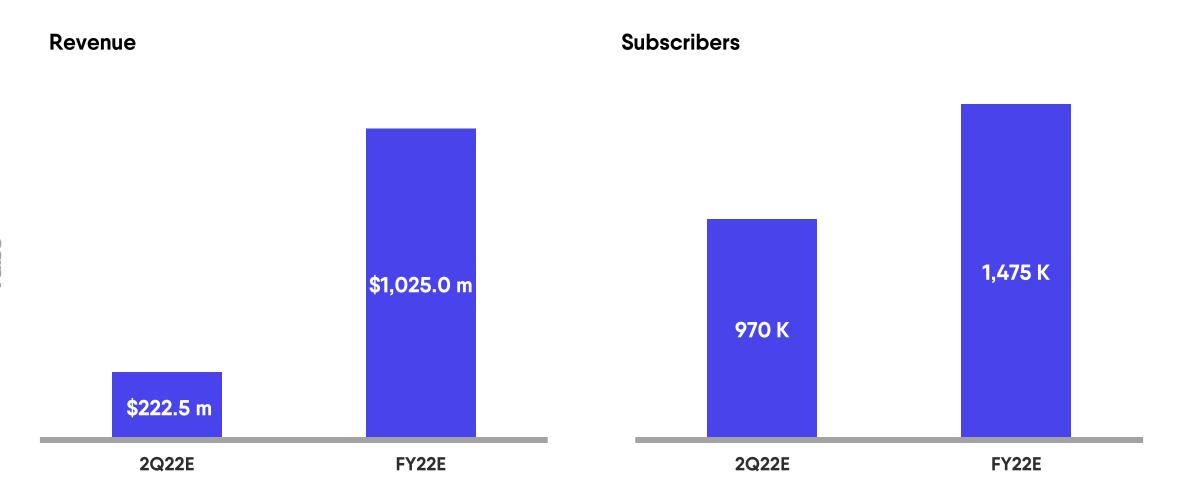
Refer to the reconciliations of GAAP Net Loss to Non-GAAP Adjusted Net Loss in the non-GAAP information in the tables. Adjusted EPS represents Adjusted by the number of weighted average shares outstanding for the applicable period.
*Includes Change in fair value of warrant liabilities

DISCIPLINED MANAGEMENT OF CAPITAL STRUCTURE

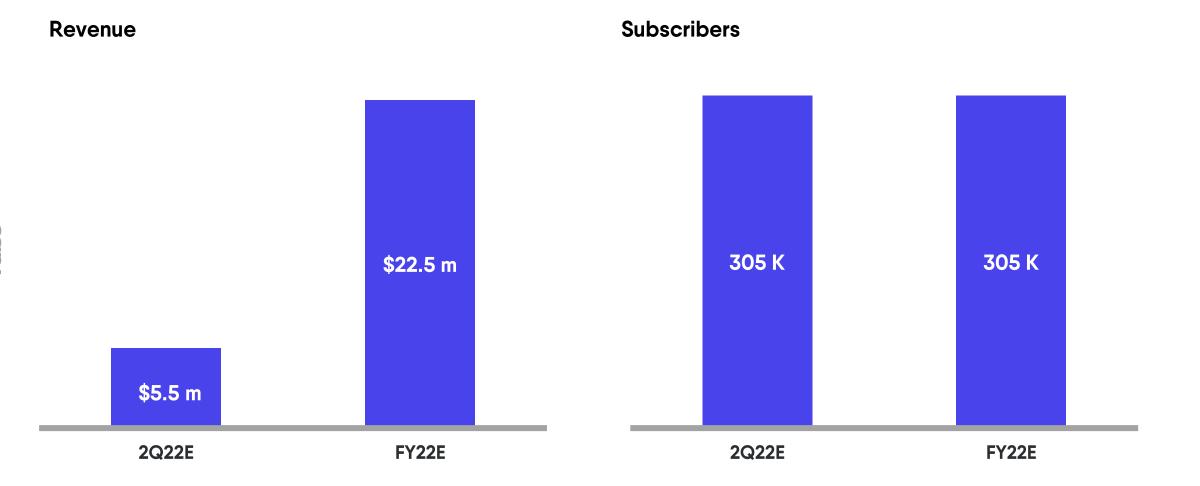
\$456.0 million of cash, cash equivalents, and restricted cash¹

Conservative financial leverage with \$402.5 million of debt outstanding¹

No debt maturing before 2026



The above numbers represent the midpoint of the guidance outlook.



The above numbers represent the midpoint of the guidance outlook.

NON-GAAP FINANCIALS MEASURES RECONCILIATION

fuboTV Inc.

Reconciliation of Subscription Revenue to North America Non-GAAP Subscription ARPU and Reconciliation of Advertising Revenue to North America Non-GAAP Advertising ARPU

(in thousands, except average subscribers and average per user amounts)

Year-over-Year Comparison

Three Months Ended

	March 31, 2022 As-Reported	March 31, 2021 As-Reported
Subscription Revenue (GAAP)	\$ 219,168	\$ 107,114
Add (Subtract):		
ROW Revenue	(5,163)	(103)
Prior period subscriber deferred revenue	(43,734)	(17,345)
Current period subscriber deferred revenue	42,414	20,118
Non-GAAP North America Subscription Platform Bookings	212,685	109,784
<u>Divide:</u>		
Average Subscribers	1,104,999	583,780
Months in Period	3	3
Non-GAAP North America Monthly Subscription Average Revenue per User	A // 1/	A (0 (0
(Monthly Sub ARPU)	\$ 64.16	\$ 62.69
Advertising Revenue (GAAP)	\$ 23,152	\$ 12,606
Add (Subtract):		
ROW Revenue	(383)	-
Non-GAAP North America Advertising Revenue	22,769	12,606
<u>Divide:</u>		
Average Subscribers	1,104,999	583,780
Months in Period	3	3
Non-GAAP North America Monthly Advertising Average Revenue per User		
(Monthly Ad ARPU)	\$ 6.87	\$ 7.20

NON-GAAP FINANCIALS MEASURES RECONCILIATION

fuboTV Inc.

Reconciliation of Subscription Revenue to ROW Non-GAAP Subscription ARPU and Reconciliation of Advertising Revenue to ROW Non-GAAP Advertising ARPU

(in thousands, except average subscribers and average per user amounts)

Year-over-Year Comparison

Three Months Ended

	March 31, 2022 As-Reported	March 31, 2021 As-Reported
Subscription Revenue (GAAP)	\$ 219,168	\$ 107,114
Add (Subtract):		
North America Subscription Revenue	(214,005)	(107,011)
Molotov Pre-acquisition Subscription Revenue	-	3,177
Non-GAAP ROW Subscription Platform Bookings	5,163	3,280
Divide:		
Average Subscribers	242,369	148,649
Months in Period	3	3
Non-GAAP ROW Monthly Subscription Average Revenue per User (Monthly	4 = 40	
Sub ARPU)	\$ 7.10	\$ 7.36
Advertising Revenue (GAAP)	\$ 23,152	\$ 12,606
Add (Subtract):		
North America Advertising Revenue	(22,769)	(12,606)
Molotov Pre-acquisition Advertising Revenue	-	65
Non-GAAP ROW Advertising Revenue	383	65
<u>Divide:</u>		
Average Subscribers	242,369	148,649
Months in Period	3	3
Non-GAAP ROW Monthly Advertising Average Revenue per User (Monthly Ad ARPU)	\$ <i>0.53</i>	\$ <i>0.15</i>
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NON-GAAP FINANCIALS MEASURES RECONCILIATION (CONTINUED)

fuboTV Inc.

Reconciliation of Revenue to North America Non-GAAP Platform Bookings and Reconciliation of Subscriber Related Expenses to North America Non-GAAP COGS and Adjusted Contribution Margin

Three Months Ended

(in thousands, except average subscribers and average per user amounts)

Year-over-Year Comparison

rear-over-rear Companson	March 31, 2022	March 31, 2021
	As-Reported	As-Reported
Revenue (GAAP)	\$ 242,019	\$ 119,720
Add (Subtract):		
ROW Revenue	(5,545)	(103)
Online Wagering	301	-
Prior period subscriber deferred revenue	(43,734)	(17,345)
Current period subscriber deferred revenue	42,414	20,118
Non-GAAP North America Platform Bookings	235,455	122,390
<u>Divide:</u>		
Average Subscribers	1,104,999	583,780
Months in Period	3	3
Non-GAAP North America Monthly Average Revenue per User (Monthly ARPU)	\$ 71.03	\$ 69.88
Subscriber Related Expenses (GAAP)	\$ 245,661	\$ 113,307
Add (Subtract):		
Payment Processing for Deferred Revenue (current period)	(302)	(64)
In-App Billing Fees for Deferred Revenue (current period)	(244)	6
Minimum Guarantees and Content Credits	(4,199)	4,438
Payment Processing for Deferred Revenue (prior period)	36	53
In-App Billing Fees for Deferred Revenue (prior period)	3	13
Other Subscriber Related Expenses	(3,699)	(1,738)
Non-GAAP COGS	237,256	116,015
<u>Divide:</u>		
Average Subscribers	1,104,999	583,780
Months in Period	3	3
Non-GAAP North America Monthly Average Cost per User (Monthly ACPU)	\$ 71.57	\$ 66.24
Non-GAAP North America Monthly Average Revenue per User (Monthly ARPU)	\$ 71.03	\$ 69.88
Subtract:		
Non-GAAP North America Monthly Average Cost per User (Monthly ACPU)	\$ 71.57	\$ 66.24
Divide:		
Non-GAAP North America Monthly Average Revenue per User (Monthly ARPU)	\$ 71.03	\$ 69.88
Non-GAAP North America Adjusted Contribution Margin	-0.8%	5.2%

NON-GAAP FINANCIALS MEASURES RECONCILIATION (CONTINUED)

fuboTV Inc.
Reconciliation of Net Loss to Non-GAAP Adjusted EBITDA (in thousands)
Year-over-Year Comparison

Three Months Ended

	March 31, 2022	March 31, 2021
	As-Reported	As-Reported
Reconciliation of Net Loss to Adjusted EBITDA		
Net loss	\$ (140,817)	\$ (70,186)
Depreciation and amortization	11,462	9,210
Stock-based Compensation	19,449	9,374
Non-GAAP one-time non-cash operating expenses	(1,162)	-
Other expense	5,979	5,568
Income tax benefit	(403)	(465)
Adjusted EBITDA	(105,492)	(46,499)
Adjusted EBITDA	(105,492)	(46,499)
Divide:		
Revenue	242,019	119,720
Adjusted EBITDA Margin	-43.6%	-38.8%

NON-GAAP FINANCIALS MEASURES RECONCILIATION (CONTINUED)

fuboTV Inc.

Reconciliation of Net Loss Attributable to Controlling Interest to Non-GAAP Adjusted Net Loss and Adjusted EPS (in thousands)

Year-over-Year Comparison

Three Months Ended

	March 31, 2022	March 31, 2021
	As-Reported	As-Reported
Net loss attributable to common stockholders	\$ (140,723)	\$ (70,110)
Stock-based Compensation	19,449	9,374
Other Non-GAAP Adj.*	1,701	585
Amortization of debt discount	600	2,512
Amortization of intangibles	11,052	9,074
Adjusted Net Loss	(107,921)	(48,565)
Weighted average shares outstanding:		
Basic and diluted	157,503,479	118,584,166
Adjusted EPS	\$ (0.69)	\$ (0.41)

^{*}Includes Change in fair value of warrant liabilities