

# NYSE: GTN Investor Presentation

Historical Financial Data as of September 30, 2013 Select Other Data as of February 24, 2013



## **Summary**



### Company Overview

Gray Television is a Dominant Mid-Market TV Platform with Significant Upside

- Selectively acquiring stations and/or entering into LMA or SSA Agreements
  - ♦ Closed: 6 stations 4 markets, October/November, 2013
  - ◆ Pending Acquisitions: 20 stations–26 affiliations–6 new markets–2 existing markets

### **Industry Overview**

Strong Industry Fundamentals and Growing Revenue Streams

### Financial Overview

Strong Momentum in the Core Business with Record Political and Retransmission Growth



## **Company Overview**



Note: Certain station information in this presentation includes stations under LMA or SSA agreements with Gray.

## **Key Investment Highlights**

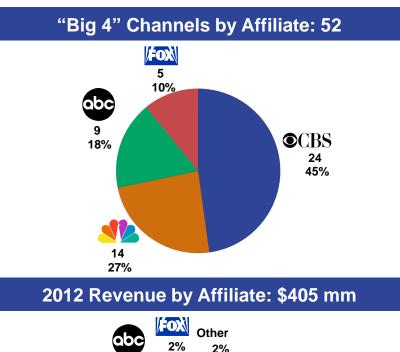


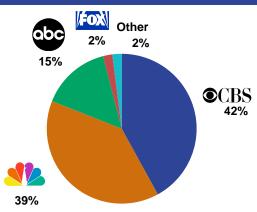
- ✓ A Leading Television Broadcaster in Diverse Mid Markets with Dominant Market Positions
  - √ #1 or #2 market rank in 31 out of 34 markets
- ✓ Improving Advertising Market and Diversification of Revenue Mix
- ✓ Strategic Acquisition and Duopoly Opportunities
- ✓ Large Political Upside in Election Years with Presence in Key States
- ✓ Strong Growth in Net Retransmission Revenue and Increasing Leverage With Networks
- ✓ Successful New Media Initiatives and Spectrum Upside
- ✓ Robust Free Cash Flow Generation Over a Two Year Cycle
- ✓ Experienced Management Team With Healthy Track Record of Equity Value Creation

## **Gray Television is a Dominant Mid-Market TV Platform**



- 110 total program streams spread across 34 attractive markets
  - 52 affiliations with a "Big 4" network and 58 additional program streams<sup>1</sup>
- Reaches 6.5% of U.S. TV households, significantly below FCC cap
- #1 market rank in 23 markets
- #1 news rating in 22 markets and leading franchises
- Strong market and network diversification
- 18 collegiate markets and 9 state capitals provide stability
- Dominance in political revenue through presence in key states





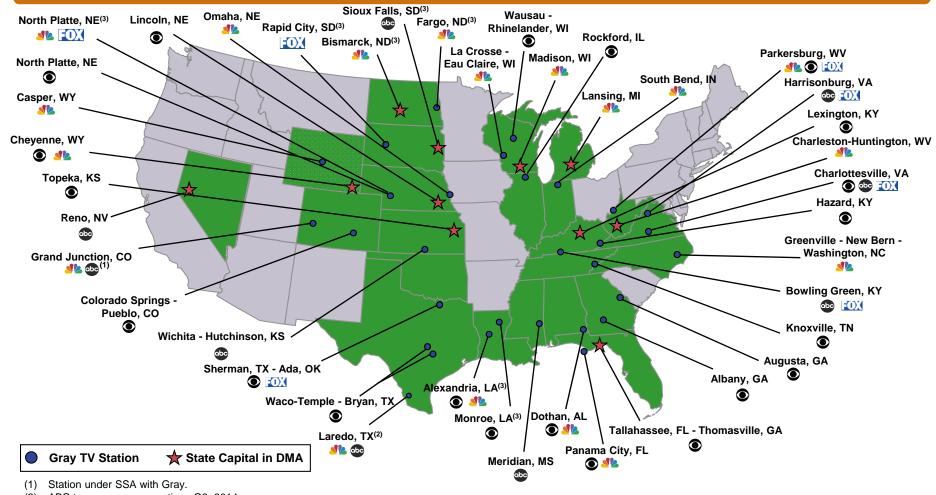
<sup>(1)</sup> Certain program channels are affiliated with more than one additional network simultaneously.

Non-revenue information includes stations under LMA or SSA agreements with Gray. But excludes all pending acquisitions not under LMA / SSA.

## **Gray Has a Diverse and National Footprint**



### 40 markets reaching approximately 7.3% of US TV households



- (2) ABC to commence operations Q2, 2014.
- (3) Pending acquisition.

## **Highly Experienced Senior Management**



### Focused on maximizing potential of existing portfolio, while prudently pursuing strategic growth opportunities

Name	Years at Gray TV	Years in Industry	Background and Notable Achievements
Hilton H Howell, Jr. Director, Vice Chairman, President & CEO	20	20	<ul> <li>CEO since 2008, Vice Chairman since 2002 and director since 1993</li> <li>Served as President and CEO of Atlantic American Corporation since 1995</li> <li>Served as EVP and General Counsel of Delta Life Insurance Company and Delta Fire &amp; Casualty Insurance Company since 1991</li> </ul>
James C. Ryan SVP & CFO	15	28	<ul> <li>CFO since 1998 and additionally serves as SVP of Finance</li> <li>Served as SVP since 2002 and as VP from 1998 to 2002</li> <li>Served as the CFO of Busse Broadcasting Corporation from 1987 to 1998</li> </ul>
Kevin P. Latek SVP – Business Affairs	2	16	<ul> <li>Joined Gray in 2012, after spending 15 years representing television broadcasters in FCC regulatory and transactional matters with law firm Dow Lohnes</li> <li>Member of the CBS Affiliate Association; former member of, and previously counsel to, Fox Affiliate Board of Governors</li> </ul>
Nick Waller SVP – Mid-Atlantic & South	13	13	<ul> <li>Joined Gray in 2000, after spending 20 years with Datasouth Computer Corporation, first as CFO and eventually as President</li> <li>Director of the Florida Association of Broadcasters</li> </ul>
Bob Smith SVP – Midwest & West	27	27	<ul> <li>Started as an account executive at Gray TV in Eau Claire, Wisconsin in 1986</li> <li>Serves as SVP since July 2013 and served in various roles from 1986 – 2013 at Gray TV</li> <li>Has served on the Boards of Directors of the Wisconsin Broadcaster Association, among others</li> </ul>
Jason Effinger SVP – Media & Technology	12	22	<ul> <li>Joined Gray TV in 2001 as a station manager</li> <li>Serves as SVP since July 2013 and served as Regional VP prior to that</li> <li>Serves as Vice Chair of the Nebraska Broadcasters Association</li> </ul>

Gray Television, Inc.

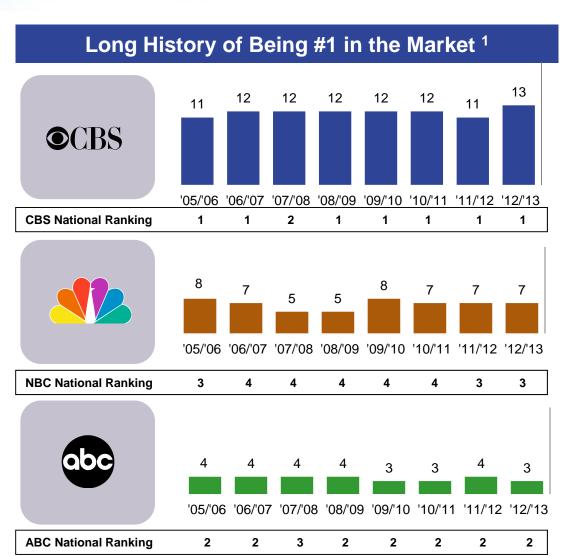
## The Importance of Being #1





- Dominate local and political revenue with highly-rated news platforms
- Greater purchasing power and leverage with MVPDs, networks and programmers
- Partner of choice duopoly opportunities
- Deliver high margins

Maximize free cash flow Attract and retain high quality talent (1) Number of Gray stations ranked #1 Does not include stations under LMA or SSA agreements with Gray. Gray Television, Inc.



## **Gray's Stations Dominate Local News** and Information



10

5

The Late

Show

CBS vs. Gray

12 12

**Prime** 

(Mon-Sun)

12

**Prime** 

(Mon-Sun)

Gray

10

19

News

■ **©**CBS**■** Gray

21

10

Good

Morning

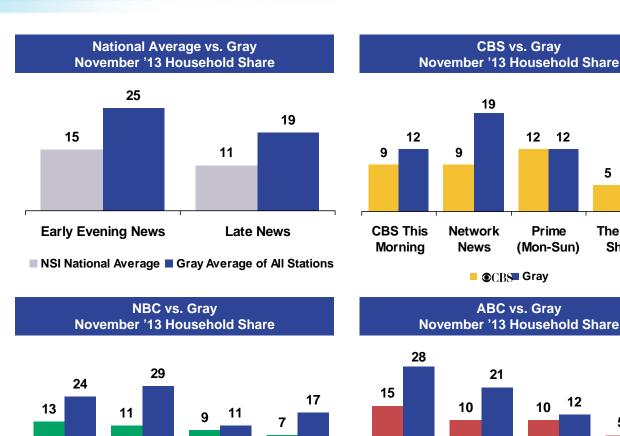
**America** 

Network

News

**ABC vs. Gray** 

- Gray's Early Evening newscasts outperform the national average by 73%
- Gray's late local news outperforms the national average by 66%
- Better than national average for all major affiliate news programs



**Prime** 

(Mon-Sun)

🔼 🔳 Gray

The

**Tonight** 

Show



The Today

Show

Network

News

11

Nightline /

**Jimmy** 

Kimmel

## **Stable Markets – Concentration on DMAs 61-208 With Focus on State Capitals / Collegiate Presence**



Market	College(s)	Approximate Enrollment
Waco, TX	TM B	92
Topeka, KS	<b>3</b> 8	53
Lansing, MI	STATE	49
Tallahassee, FL	Florida A&M	43
Madison, WI		43
Lexington, KY	K	29
Knoxville, TN	T	27
Lincoln, NE	Huker	24
Greenville, NC	Plantes	21

Market	College(s)	Approximate Enrollment
Charlottesville, VA	V	21
Reno, NV	*	19
Bowling Green, KY	MACI	18
Harrisonburg, VA	JMU	18
Cheyenne, WY <sup>(1)</sup>	*	13
Charleston-Huntington, WV		10
South Bend, IN	18 V	8
Colorado Springs, CO		8
Parkersburg, WV	Marietta College	1

Why university towns and state capitals?

- Better demographics
- More stable economies
- Affinity between station and university sports teams

Note: Shading indicates DMA includes state capital. Enrollment in thousands. (1) Stations under LMA or SSA agreements with Gray.

 Gray stations cover 9 state capitals and 18 university towns, representing enrollment of approximately 500,000 students

## Operational Strategy Focused on Market Leadership and Growth



- Maintain and grow our market leadership position
- Continue to prudently invest in local content and news, syndicated programs, top talent and community relationships
- Seek new media opportunities currently operates web, mobile and desktop applications in all of our markets
- Monetize digital spectrum through growth in spectrum channels
- Pursue selective strategic transactions
- Drive free cash flow generation

Maintain Leadership and Grow Free Cash Flow **Monetize Spectrum** 

**Accretive Partnerships** 

**Internet and Socialization** 

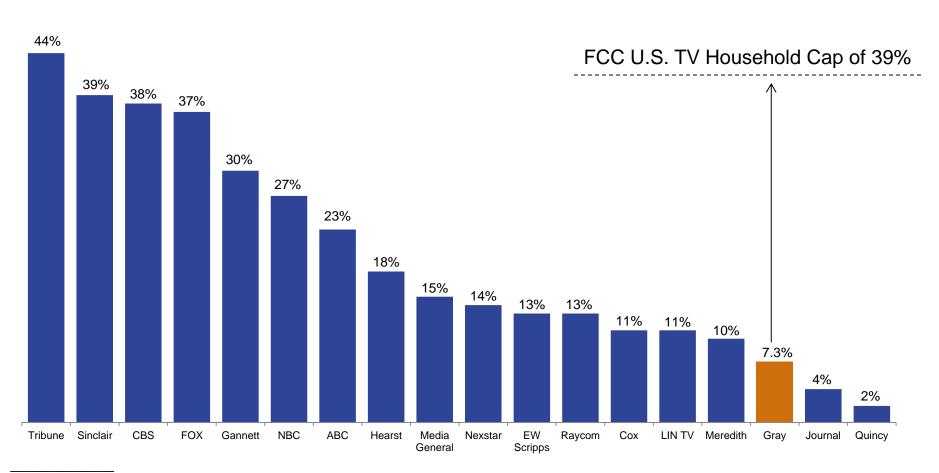
**Retransmission Revenue** 

**Political Revenue** 

**Core Advertising Growth** 

## **Gray TV has Significant Opportunity to Grow**





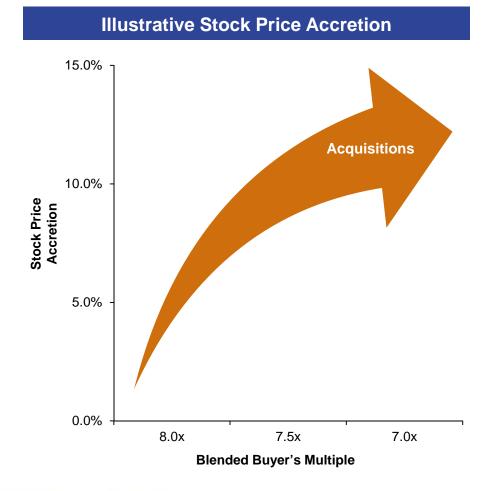
Source: Company filings, BIA Investing in Television 2013 and SNL Kagan Includes stations under LMA or SSA agreements with Gray. Includes pending acquisitions.

## **Strategic Acquisition Opportunities**



### Potential for Equity Value Creation Through Accretive Acquisitions

- Industry continues to consolidate rapidly
- Gray TV's strategic transactions should not be impacted by proposed regulatory thresholds
- Gray TV is focused on prudently increasing its scale through accretive acquisitions and partnerships
- Increase in scale adds to operating leverage and negotiation power
- Growth in free cash flow generation



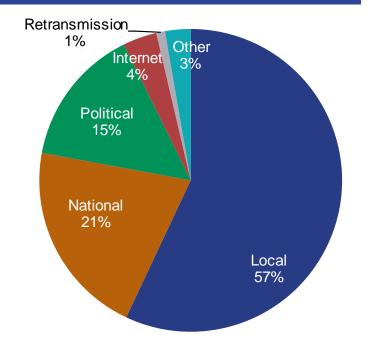
Source: Company filings

## **Revenue Mix Continues to Diversify**

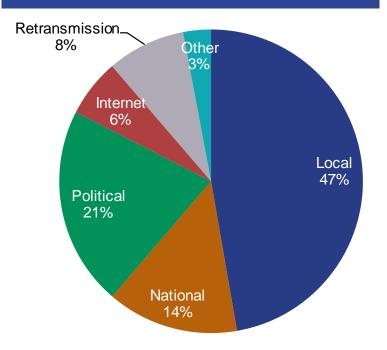


- Growth in Net Revenue, driven by core revenue, political, retransmission and internet
- Revenue mix continues to diversify from traditional ad-based sources to new media ad-based – Internet, and subscriber driven – Retransmission
- Lowers overall revenue volatility

### 2008 Net Revenue Mix: \$327 mm



### 2012 Net Revenue Mix: \$405 mm



Does not include stations under LMA or SSA agreements with Gray.

### **Diversification Across Networks and Markets**



#### **Current Station Mix**

### 110 Total Program Streams:(4)

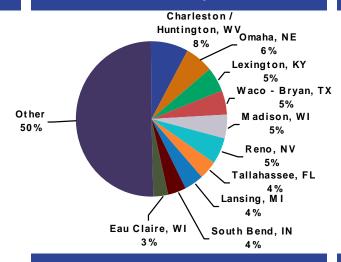
### 52 Big 4 Affiliates:(4)

- 24 CBS
- 14 NBC
- 9 ABC
- 5 FOX

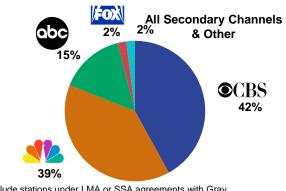
## 58 Additional Program Streams with:(2)(4)

- 12 CW
- 2 Telemundo
- 17 MyNetwork TV
- 9 ME TV
- 5 Antenna TV
- 3 This TV Network
- 1 Live Well Network
- 9 Local News/Weather

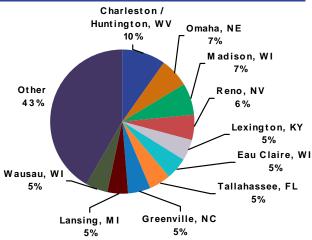
### 2012 Revenue: Top 10 Markets



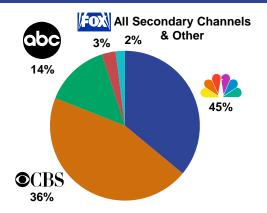
### 2012 <sup>1</sup> Revenue by Affiliate: \$405 mm



### 2012 1 BCF: Top 10 Markets



### 2012 1 BCF by Affiliate: \$192.5 mm 3



<sup>(1)</sup> LTM 2012 – Last 12 months ended December 31, 2012. Does not include stations under LMA or SSA agreements with Gray.

<sup>2)</sup> Certain program channels are affiliated with more than one additional network simultaneously.

Excludes corporate expenses.

<sup>(4)</sup> Includes stations under LMA or SSA agreements with Gray.

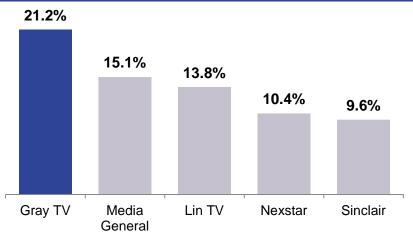
## **Gray is the Leading Beneficiary of Political Revenue with Large Upside**



### **Gray TV Political Commentary**

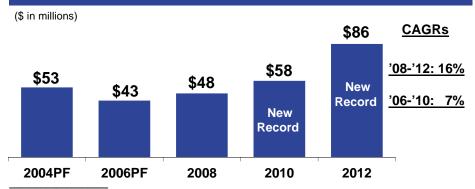
- \$86 Million in 2012 New Record
- 2011 Odd Year Record \$13.5 million
- Gray operates in key battleground states
  - #1 stations can capture over 50% of the political budget for a market
- Supreme Court decision to remove limits on corporate and union spending on political campaigns helps drive political revenue for Gray
- Revenue from issue-based political advertising expected to further drive growth
- Local news is a key medium for political advertisers to connect with potential voters

## 2012 Political as % of Total Net Revenue



Note: Based on as reported financials per Company filings

### **Gray TV Political Revenue**



Source: Politico, Electoral-vote.com and University of Virginia Center for Politics
(1) Represents key swing states for presidential, senate and gubernatorial elections
Does not include stations under LMA or SSA agreements with Gray.

### Strong Presence in Key Election States <sup>1</sup>

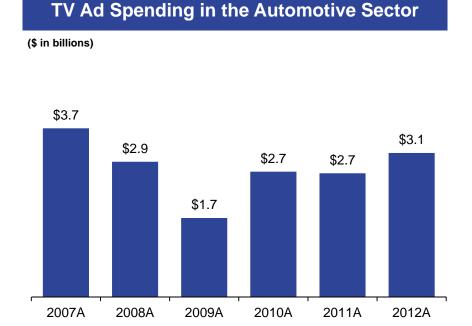


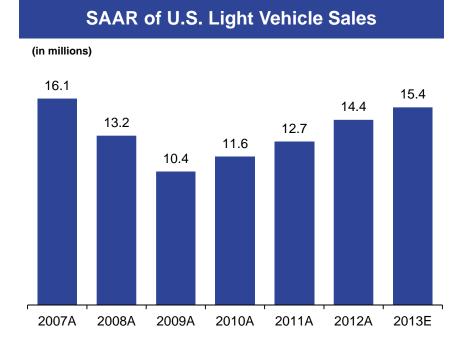
Gray Television, Inc.

## Automotive Ad Spending on TV Continues to Grow and Still Below Peak Levels



- Gray TV continues to benefit from the growth in auto ad spending
  - Auto for the first three quarters of 2013 is up ~8%
- In 2012, ~18% of Gray TV's total broadcast advertising revenue was derived from automotive customers
- TV auto ad spending growth of \$0.4 billion or 16% from 2011 to 2012 but still below peak



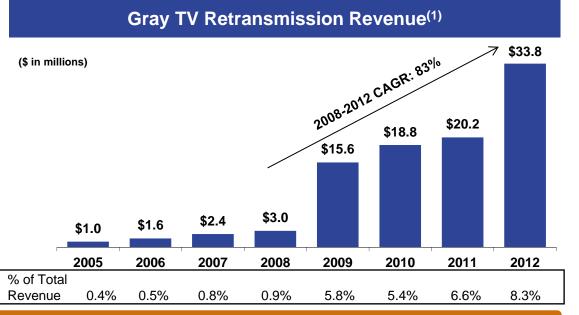


Source: TVB and U.S. Bureau of Economic Analysis (2009A-2012A); National Automobile Dealers Association (2013E)

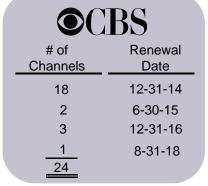
## **Strong Growth in Retransmission Revenue**



- Over 50% of MVPD subscriber base renewed at year-end 2011 at significant increases
- Approximately 2 million subs re-pricing in two deals in Q4 2013
- Remaining 4.5 million subs re-pricing between 12/31/14 and 3/31/15
- Anticipate significant price increase in each case



### **Long Term Affiliate Contracts with "Big 4" Networks**





# of	Renewal
Channels	Date
13	12-31-15
_1_	1-1-16
14	

	at	
	of nnels	Renewal Date
	1	12-31-17
_	8_	12-31-18
_	9	

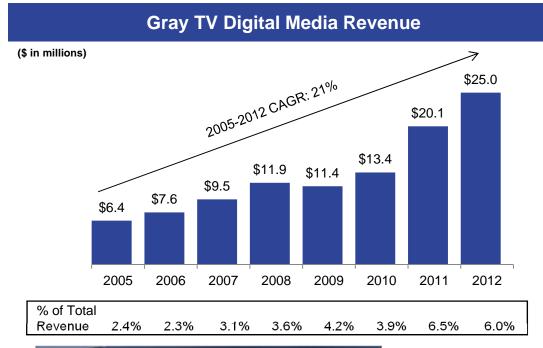
FOX					
# of Channels	Renewal Date				
5	6-30-14				

<sup>(1)</sup> Historical "as reported" retransmission revenue.

## **Successful Digital Media Initiatives**



- Operate web and mobile applications in all markets
- Focused on local content: news, weather, sports
- Demonstrated strong growth in page views: '05 to '12: +746% (30.6% CAGR)
- All sites already converted to responsive design
- Launched live video streaming in all markets in September 2013 through Syncbak
- Owns Moms Everyday digital vertical; deployed in each Gray TV market and continues to expand to other markets







Does not include stations under LMA or SSA agreements with Gray.

## **Unlocking the Value of Spectrum**



### Significant Potential Upside from the Monetization of Spectrum

- Currently 58 additional program streams<sup>(1)</sup> with programming from key networks including CW, MyNetwork TV, Telemundo, MeTv and Antenna TV<sup>(3)</sup>
  - 2012 "As Reported"
  - \$14.9 million in 2012 Revenue
  - \$8.2 million in BCF<sup>2</sup> 55% Margin
- Opportunity to monetize digital spectrum through more efficient use of spectrum
  - Converting spectrum to a Content Delivery Network via Broadcast Overlay Technology
  - Leasing it to wireless carriers
- Limited to no near-term interference from potential broadcast spectrum auction and regulatory rulings

<sup>1)</sup> Certain program channels are affiliated with more than one additional network simultaneously.

<sup>(2)</sup> Excludes corporate expenses

<sup>(3)</sup> Includes stations under LMA or SSA agreements with Gray.



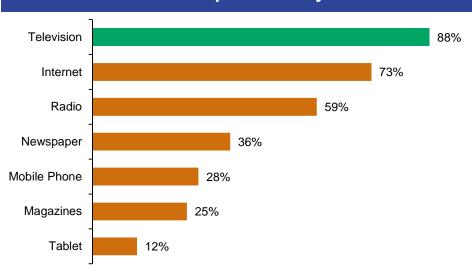
## **Industry Overview**



# Television Continues to be the #1 Choice for Critical Mass Reach Among Advertisers



### TV Reaches More People than Any Other Medium



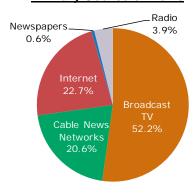
#### TV is the Most Influential Local Media

### 96 of the Top 100 Rated Programs are Broadcast Programs (P18-49)

Program Rank	Broadcast Stations	Cable TV	Total
1-25	24	1	25
26-50	24	1	25
51-75	24	1	25
76-100	24	1	25
Total	96	4	100

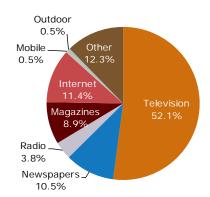
Note: Based on 2013 season NTI Live + Same Day estimates. Ranked by average audience % (ratings); in the event of a tie, impressions (000's) are used as a tiebreaker. Ad-Supported Subscription television only. Programming under 5 minutes excluded Source: TVB

#### **Primary Source of News**

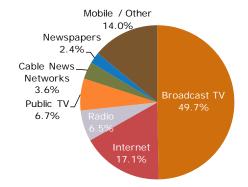


Source: TVB Media Comparison Study 2012

#### **Most Influential of All Media**



#### Source of Local Weather, Traffic and Sports



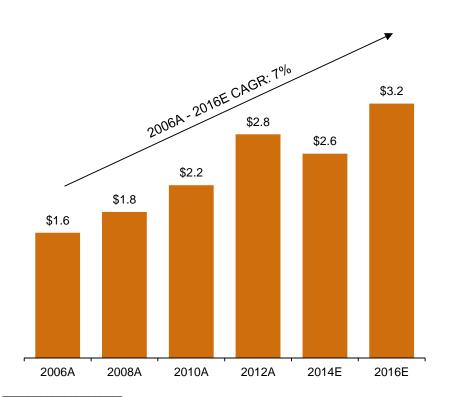
## **Strong Growth in Other Key Revenue Streams**



 Record level of political in 2012 and estimates for 2016 project continued growth

### Industry-wide Political Spend on Local TV 1

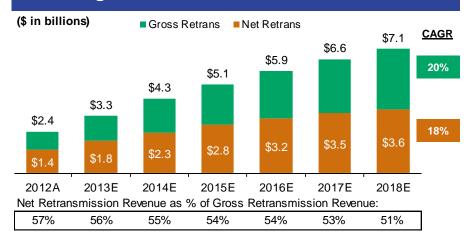
(\$ in billions)



<sup>(1)</sup> Based on Local Broadcast TV political advertising only (excludes Local Cable TV) Source: Magna Global, TVB, Moody's, SNL Kagan and Wall Street research

 Continued upside in retransmission fees, with revenue projected to reach \$7.1 billion in 2018

### **Strong Growth in Retransmission Revenue**



### **Changing Composition of Television Revenue**



## **Significant Asset Value and Transaction Synergies for Television Broadcasters**

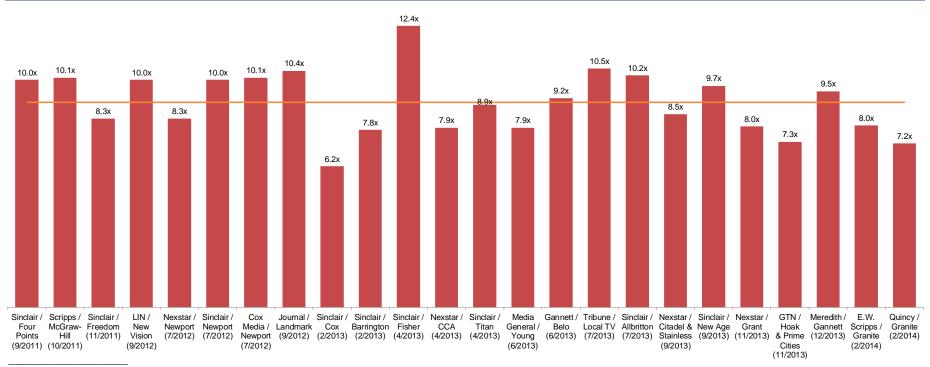


### **M&A Consolidation Stages**

- Stage 1: "Low hanging fruit"
- Stage 2: "Merger of smaller equals"
- Stage 3: "Merger of larger equals"
- Stage 4: "Station Swaps"

- TV broadcasting M&A activity has ramped up considerably
- Sizeable individual transactions in 2013 and 2014 at attractive valuations
- Significant transaction synergies

### Average Blended Seller EBITDA Multiple of ~9.0x



Source: Company filings, SNL Kagan and Wall Street research



## **Financial Overview**

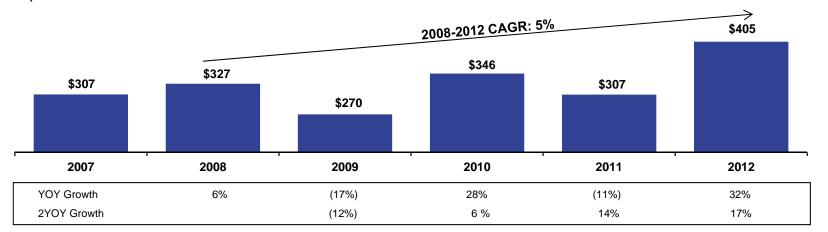


## **Historical Financial Overview – Continued Growth**



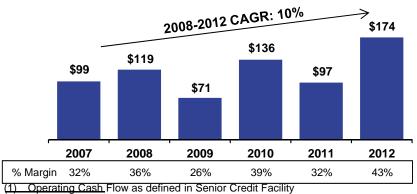
### **Net Revenue**

(\$ in millions)



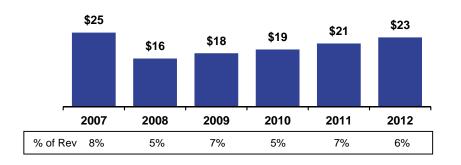
### Operating Cash Flow 1

(\$ in millions)



### Capital Expenditures<sup>2</sup>

(\$ in millions)

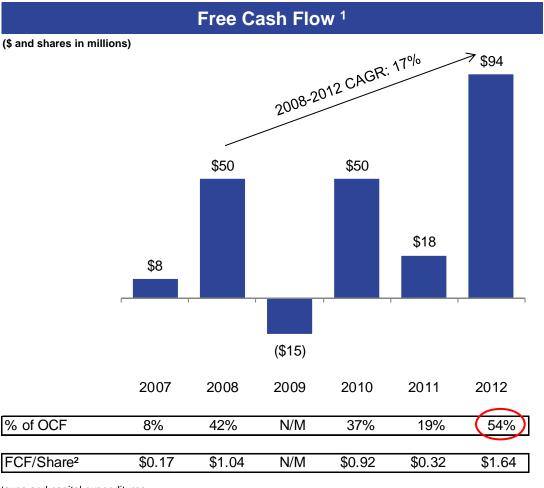


<sup>(2)</sup> Net of proceeds from asset sales or dispositions and insurance proceeds Does not include stations under LMA or SSA agreements with Gray.

### **Record Free Cash Flow in 2012**



- Record free cash flow of \$94 million in 2012
- 2012 OCF conversion rate into FCF: 54%
- Equity value creation through strong free cash flow generation
- Significant NOLs expected to shield cash taxes in the near-term
- Trades at a discount to peers on a free cash flow basis with significant potential upside



<sup>(1)</sup> Free Cash Flow defined as Operating Cash Flow less cash interest, cash taxes and capital expenditures

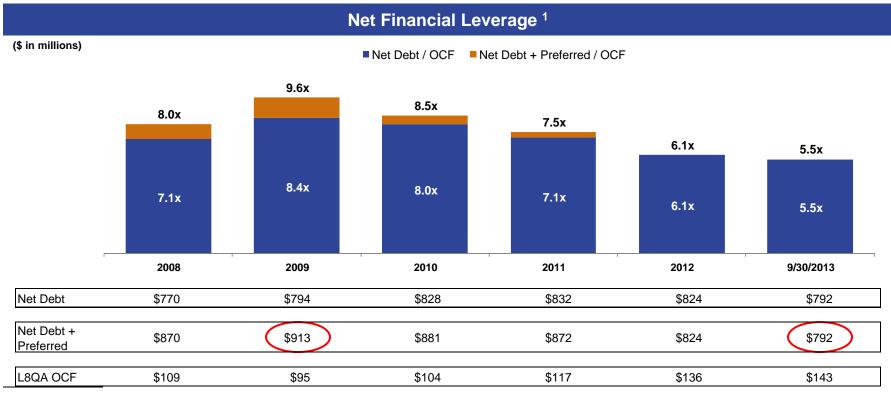
<sup>(2)</sup> Based on weighted average basic shares outstanding

Does not include stations under LMA or SSA agreements with Gray.

## Financial Leverage at Five Year Low



- De-levered by over \$100 million (~4.1x) between December 2009 and September 2013
- Consistently reduced weighted average cost of debt
- Gray now generates significant free cash flow in both political and non-political years



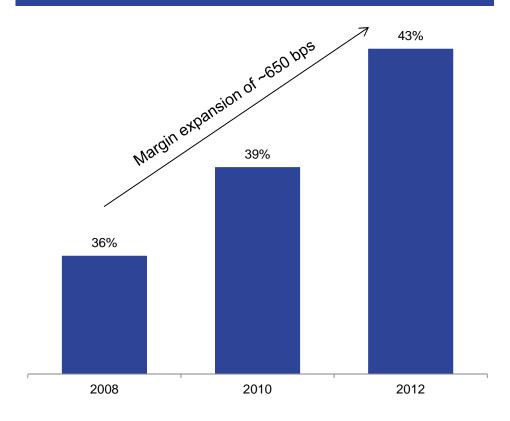
<sup>(1)</sup> Leverage shown on a two year blended basis to account for biennial shifts in political revenues Does not include stations under LMA or SSA agreements with Gray.

## **Prudent Cost Management and Increasing Margins**



- Gray TV continues to grow operating margins through identified operational efficiencies
- As of December 31, 2012, reduced total number of employees by 367, or 15%, since December 31, 2007
- Decreased operating costs by converting to digital
- 1.23% TV Expense CAGR from 2007 2012

### **Increasing Operating Cash Flow Margins**



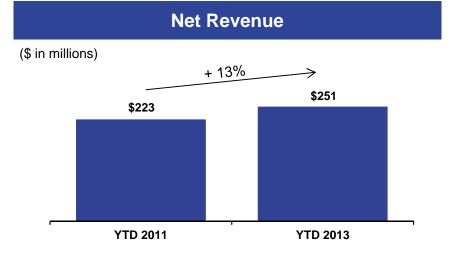
Does not include stations under LMA or SSA agreements with Gray.

## YTD 9/30/2013 Operating Performance Update

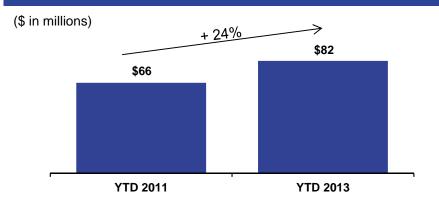


### YTD 2013 Highlights

- Strength in revenue driven by automotive and retransmission, etc.
- Local revenue +4% vs. 2012 and +7% vs. 2011
- National Revenue +1% vs. 2012 and +5% vs. 2011
- OCF +28% from 2010 to 2012 and +24% from YTD
   2011 to YTD 2013

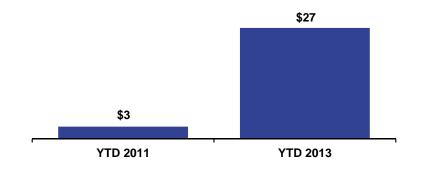


### **Operating Cash Flow**



### **Free Cash Flow**

(\$ in millions)



<sup>(1)</sup> YTD signifies year to date September 30<sup>th</sup> Does not include stations under LMA or SSA agreements with Gray.

## **Recent Acquisitions/Investments**



- Gray and Excalibur Broadcasting closed KJCT acquisitions October 31, 2013.
  - KJCT-ABC, CW and Telemundo, Grand Junction
  - Gray has SSA with Excalibur
- Yellowstone Television November 1, 2013
  - \$23 million investment for 99% voting interest
  - Yellowstone owns KGNS-NBC Laredo, TX / KGWN-CBS and KCHY-NBC Cheyenne, WY and Scottsbluff, NE / KCWY-NBC Casper, WY
  - Laredo intends to launch ABC multicast Q2, 2014
- WQCW/WOCW, CW, Charleston/Huntington
  - Gray has LMA February, 2014
  - Acquisition pending FCC approval anticipate closing 1<sup>st</sup> half, 2014

## **Capitalization Overview**



Current and Pro Forma Capitalization							
(\$ in Millions)	Actual 9/30/2013	Pro Forma <sup>1</sup> 9/30/2013					
Cash and Cash Equivalents	\$43.3	\$12.0					
\$40MM Revolver due 2017 Term Loan B due 2019 (L+350 <sup>2</sup> / 1.0% LIBOR Floor)	\$0.0 535.0	\$0.0 159.0					
Total First Lien Debt	\$535.0	\$159.0					
7.500% Senior Unsecured Notes due 2020  Total Debt	300.0 <b>\$835.0</b>	675.0 <b>\$834.0</b>					
Market Capitalization <sup>3</sup> Total Capitalization	\$484.1 <b>\$1,319.1</b>	\$484.1 <b>\$1,318.1</b>					
Net Debt	\$791.7	\$822.0					
9/30/2013 L8QA OCF <sup>4</sup> 9/30/2013 LTM OCF <sup>5</sup>	\$143.5 \$144.5	\$148.4 <sup>(6)</sup> \$149.4 <sup>(6)</sup>					
Total First Lien Debt, Net Cash / L8QA OCF Total Debt, Net Cash / L8QA OCF	3.4x 5.5x	1.0x 5.5x					
Total First Lien Debt, Net Cash / LTM OCF Total Debt, Net Cash / LTM OCF	3.4x 5.5x	1.0x 5.5x					

<sup>(1)</sup> Pro forma for: October 18, 2013 \$375 million add-on to the 7.500% Senior Notes; October 31, 2013 KJCT Grand Junction Acquisitions and related SSA; November 1, 2013 Yellowstone Television Investment, Station Acquisitions and related LMA

<sup>(2)</sup> Step down from L+375 at 12/31/13A due to paydown of Term Loan B

<sup>(3)</sup> Based on 10/31/2013 GTN share price of \$8.33 and 58.0 million shares outstanding (combines GTN and GTN.A)

<sup>(4)</sup> OCF as defined in the existing Credit Agreement for the last eight quarters on an annualized basis

<sup>(5)</sup> OCF as defined in the existing Credit Agreement for the last twelve months

<sup>(6)</sup> Includes expected pro forma synergies

## **Announced Acquisitions**

(closings subject to regulatory approval expected Q1 or Q2, 2014)



## Recently announced acquisitions by Gray/Excalibur of:

Hoak Media, LLC
Parker Broadcasting, Inc.
Prime Cities Broadcasting, Inc. (Fox)
Lockwood (CW), and
Mission TV, LLC (Fox)

## Each acquisition brings:

- Immediately accretive free cash flow
- Operating synergies
- Market leading stations or "duopoly" opportunities
- Attractive "buy side" purchase multiples below 7x based on pro forma 2013/2014 average BCF including estimated synergies

Gray Television, Inc.

Announced Acquisitions
(closings subject to regulatory approval expected Q1 or Q2, 2014)



Purchaser	Seller	Price	Market	DMA	Affiliation	Station(s)
Gray/Excalibur	Hoak Media, LLC/ Parker	\$297.5 Million	Lincoln-Hastings- Kearney, NE	105	NBC	KHAS <sup>(2)</sup>
	Broadcasting, Inc.		Sioux Falls, SD	111	ABC & CW	KSFY/KABY/ KPRY <sup>(1)</sup>
			Fargo-Valley City, ND	116	NBC CBS	KVLY <sup>(1)</sup> KXJB <sup>(2)</sup>
			Monroe, LA	137	CBS & CW ABC	KNOE <sup>(1)</sup> KAQY <sup>(2)</sup>
			Minot-Bismarck – Dickinson, ND	145	NBC	KFYR/KMOT/KUMV/ KQCD <sup>(1)</sup>
			Alexandria, LA	179	NBC & CBS	KALB <sup>(1)</sup>
			North Platte, NE	208	NBC & FOX	KNOP/KIIT-LP <sup>(1)</sup>

<sup>(1)</sup> Gray to acquire.

<sup>(2)</sup> Excalibur to acquire.

Announced Acquisitions
(closings subject to regulatory approval expected Q1 or Q2, 2014)



Purchaser	Seller		Price	Market	DMA	Affiliation	Station(s)
Excalibur	Prime Cities \$7.5 Mi Broadcasting, Inc.			Minot-Bismarck- Dickinson, ND	145	FOX	KNDX/KXND
Gray	y Lockwood Broadcasting Group			Charleston-Huntington, WV	65	CW	WQCW/WOCW LMA Commenced February, 2014
Gray	Mission TV, LLC	LC \$7.8 Million		Rapid City, SD	173	FOX	KEVN/KIVV
	<u>Nev</u>	v "Duopoly	r" Markets				
<u>Mar</u>	<u>ket</u>	<u>DMA</u>	<u>Affiliation</u>	<u>Station(s)</u>			
Charleston-Hunting	Charleston-Huntington, WV 65		NBC*/CW	WSAZ & WQCW/WOCW-LP			
Lincoln-Hastings-K	earney, NE	105	CBS*/NBC	KOLN/KGIN & KHAS			
Fargo-Valley City, N	D	116	NBC/CBS	KVLY & KXJB			
Minot-Bismarck-Dickinson, ND 14		145	NBC/FOX	KFYR/KMOT/KUMV/KQ CD & KNDX/KXND			
Monroe, LA	Monroe, LA 1		CBS/ABC/CW	KNOE & KAQY	]		
North Platte, NE		208	NBC/FOX/ CBS*	KNOP/KIIT & KNLP-LP*			

<sup>\*</sup> Currently owned Gray station.

## Pro Forma – All transactions closed and announced



### Own/Operate stations:

- 40 markets / DMA's 61-208 / 7.3% U.S. Households
- #1 Ranked 27 of 40 markets / #1 or #2 Ranked in 37 of 40 markets
- 136 program streams
  - •73 Big 4 Affiliations

	<u>Cur</u>	<u>rently</u>	Pending <sup>(1)</sup>	Pending
<u>Total</u>	<u>Owned</u>	<u>Operated</u>	<u>Launch</u>	<u>Acquisition</u>
14 ABC	8	1	1	4
27 CBS	24			3
22 NBC	14			8
<u>10 FOX</u>	<u>5</u>	_		<u>5</u>
73 Total	<u>51</u>	<u>1</u>	<u>1</u>	<u>20</u>

 63 Additional affiliations with CW/MyNetwork/MeTV/This TV/ Living Well/Antenna TV/Telemundo/Cozi<sup>(2)</sup>

<sup>(1)</sup> ABC Laredo, TX commencing Q2, 2014.

<sup>(2)</sup> Certain program channels are affiliated with more than one additional network simultaneously.

### SAFE-HARBOR



Certain statements in this presentation constitute "forward-looking statements" within the meaning of and subject to the protections the Private Securities Litigation Reform Act of 1995 and other federal and state securities laws. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such "forward-looking statements."

See the Company's website <u>www.gray.tv</u> for reconciliations of GAAP to non-GAAP data. Reconciliations of broadcast cash flow, broadcast cash flow less cash corporate expenses and free cash flow to GAAP data is included in the financial reports section of the <u>www.gray.tv</u> website.

Gray Television, Inc.