Live Nation Entertainment, Inc. Form 10-Q August 07, 2012 Table of Contents

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## Form 10-Q

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

For the quarterly period ended June 30, 2012,

or

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

For the transition period from

Commission File Number 001-32601

to

# LIVE NATION ENTERTAINMENT, INC.

(Exact name of registrant as specified in its charter)

**Delaware** (State of Incorporation)

20-3247759 (I.R.S. Employer Identification No.)

9348 Civic Center Drive

Beverly Hills, CA 90210

(Address of principal executive offices, including zip code)

(310) 867-7000

(Registrant s telephone number, including area code)

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. x 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 x No "

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

Large accelerated filer x Accelerated filer

Non-accelerated filer " (Do not check if a smaller reporting company)

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 x No

On August 2, 2012, there were 190,439,143 outstanding shares of the registrant s common stock, \$0.01 par value per share, including 3,284,590 shares of unvested restricted stock awards and excluding 51,915 shares held in treasury.

## LIVE NATION ENTERTAINMENT, INC.

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#### LIVE NATION ENTERTAINMENT, INC.

#### GLOSSARY OF KEY TERMS

Academy Music Holdings Limited Group **AMG** 

AOI Adjusted operating income (loss)

The Azoff Family Trust of 1997, of which Irving Azoff is co-Trustee Azoff Trust

BigChampagne, LLC BigChampagne

Cablevision Systems Corporation Cablevision Clear Channel Clear Channel Communications, Inc.

Company Live Nation Entertainment, Inc. and subsidiaries

Coppel Michael Coppel Ventures Pty Ltd

Cream Holdings Limited Cream **CTS** CTS Eventim AG

**FASB** 

Financial Accounting Standards Board

**FLMG** FLMG Holdings Corp., a wholly-owned subsidiary of Live Nation

Front Line Front Line Management Group, Inc.

**GAAP** United States Generally Accepted Accounting Principles

**HARD** HARD Events LLC Liberty Media Corporation Liberty Media

Live Nation Live Nation Entertainment, Inc., formerly known as Live Nation, Inc., and subsidiaries Merger

Merger between Live Nation, Inc. and Ticketmaster Entertainment, Inc. announced in

February 2009 and consummated in January 2010

Agreement and Plan of Merger, dated February 10, 2009 and consummated on January Merger Agreement

25, 2010, between Live Nation, Inc. and Ticketmaster Entertainment, Inc.

MSG The Madison Square Garden Company

SEC United States Securities and Exchange Commission

Separation The contribution and transfer by Clear Channel of substantially all of its entertainment

assets and liabilities to Live Nation

Serviticket, S.A. Serviticket

TGLP Ticketmaster Group Limited Partnership

Ticketmaster For periods prior to May 6, 2010, Ticketmaster means Ticketmaster Entertainment

> LLC and its predecessor companies (including without limitation Ticketmaster Entertainment, Inc.); for periods on and after May 6, 2010, Ticketmaster means the

Ticketmaster ticketing business of the Company

TicketsNow TNow Entertainment Group, Inc. T-Shirt Printers T-Shirt Printers Pty Limited

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#### PART I FINANCIAL INFORMATION

#### **Item 1. Financial Statements**

## LIVE NATION ENTERTAINMENT, INC.

## CONSOLIDATED BALANCE SHEETS

## (UNAUDITED)

| Cash and cash equivalents   1,005,039   8,44,253   2,006,000   2,007,000   2 |                                     | June 30,<br>2012 | December 31,<br>2011 |
|--|-------------------------------------|------------------|----------------------|
| Current assets         \$ 1,005,039         \$ 84,253         Accounts receivable, less allowance of \$13,487 and \$16,986, respectively         492,484         389,346         Pregaid expenses         625,372         316,491         Other current assets         26,700            |                                     | (in tho          |                      |
| Cash and cash equivalents         \$ 1,005,039         \$ 844,253           Accounts receivable, less allowance of \$13,487 and \$16,986, respectively         492,484         389,346           Prepeal dexpenses         625,372         316,490           Other current assets         2,175,863         1,576,790           Property, plant and equipment         842,236         851,812           Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           Less accumulated depreciation         670,688         626,053           Intangible assets         712,820         720,136           Intangible assets, net         858,515         873,712           Indefinite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,800           Other long-term assets         5,748,425         5,5,96           Other long-term assets         \$ 5,748,425         \$ 5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         \$ 495,030         \$ 473,956<  |                                     |                  |                      |
| Accounts receivable, less allowance of \$13,487 and \$16,986, respectively         492,484         389,346           Prepaid expenses         625,372         316,491           Other current assets         2,175,863         1,576,790           Total current assets         2,175,863         1,576,790           Property, plant and equipment         842,236         818,181           Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           Less accumulated depreciation         670,688         626,053           Less accumulated depreciation         858,515         873,712           Intangible assets         712,820         720,136           Intentifie-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,164           Investments in nonconsolidated affiliates         63,482         55,766           Other long-term assets         246,831         226,533           Total assets         \$5,748,425         \$5,087,771           Current liabilities         \$495,030         \$473,956           Accounts payable, client accounts <td></td> <td></td> <td></td>  |                                     |                  |                      |
| Prepaid expenses         625,372         316,491           Other current assets         52,968         26,700           Total current assets         2,175,863         1,576,790           Property, plant and equipment         842,236         851,812           Cand, buildings and improvements         842,236         851,812           Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         172,250           Construction in progress         56,431         172,250           Less accumulated depreciation         670,688         626,053           Less accumulated intangible assets         712,820         720,136           Intangible assets         712,820         720,136           Intangible assets         377,14         377,160           Goodwill         1,313,800         1,237,644           Interpretation in nonconsolidated affiliates         37,71         37,760           Other long-term assets         246,831         226,533           Total assets         5,748,425         5,087,771           Current liabilities         495,030         \$473,956           Accounts paya   |                                     |                  |                      |
| Other current assets         52,968         26,700           Total current assets         2,175,863         1,576,790           Property, plant and equipment         842,236         851,812           Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           Less accumulated depreciation         670,688         626,053           Less accumulated sepreciation         712,820         720,136           Intangible assets         712,820         720,136           Definite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         873,712         873,712           Goodwill         1,313,800         1,237,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         \$5,748,425         \$,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         \$495,030         \$473,956           Accounts payable, client accounts         \$495,030         \$473,956           Accounts payable         171,879         87,627   |                                     | ,                |                      |
| Property, plant and equipment   Land, buildings and improvements   Region   Region | * *                                 | •                |                      |
| Property, plant and equipment  | Other current assets                | 52,968           | 26,700               |
| Land, buildings and improvements         842,236         851,812           Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           Less accumulated depreciation         670,688         626,053           Less accumulated depreciation         712,820         720,136           Intangible assets         712,820         720,136           Intangible assets net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,164           Goodwill         1,313,800         1,237,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         \$5,748,425         \$,087,771           Current liabilities         \$495,030         \$473,956           Accounts payable, client accounts         \$495,030         \$473,956           Accounts payable, client accounts         \$495,030         \$79,566           Deferred revenue         \$5,703         \$2,632           Current portion of long-term debt         \$77,03         \$2,632 <td></td> <td>2,175,863</td> <td>1,576,790</td>   |                                     | 2,175,863        | 1,576,790            |
| Computer equipment and capitalized software         299,160         261,475           Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           1,383,508         1,346,189           Less accumulated depreciation         670,688         626,053           Intangible assets         712,820         720,136           Unitangible assets         858,515         873,712           Indefinite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         \$ 5,748,425         \$,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         \$ 495,030         \$ 473,956           Accounts payable, client accounts         \$ 495,030         \$ 473,956           Accounts payable         \$ 171,879         87,956           Deferred revenue         830,276         273,536           Current portion of long-term debt  |                                     |                  |                      |
| Furniture and other equipment         185,681         172,250           Construction in progress         56,431         60,652           Less accumulated depreciation         1,383,508         1,346,189           Less accumulated depreciation         670,688         626,053           Intangible assets         712,820         720,136           Intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         \$5,748,425         \$5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$473,956           Accounts payable, client accounts         \$98,069         579,566           Accounts payable, client accounts         \$98,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         2,170,636         1,492,553           Long-term debt, net </td <td></td> <td>,</td> <td></td>   |                                     | ,                |                      |
| Construction in progress         56,431         60,652           Less accumulated depreciation         1,383,508         1,346,189           Less accumulated depreciation         670,688         626,053           Intangible assets         712,820         720,136           Intangible assets         888,515         873,712           Indefinite-lived intangible assets, net         888,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         5,748,425         \$,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$ 473,956           Accounts payable, client accounts         495,030         \$ 473,956           Accounts payable, client accounts         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         37,703         52,632           Other current liabilities         2,170,636         1,492,553           Long-term debt,   |                                     | ,                |                      |
| Less accumulated depreciation         1,383,508 626,053           Less accumulated depreciation         1,383,508 626,053           T12,820 720,136           Intangible assets         712,820 720,136           Intangible assets         858,515 873,712           Indefinite-lived intangible assets         377,114 377,160           Goodwill         1,313,800 1,257,644           Investments in nonconsolidated affiliates         63,482 55,796           Other long-term assets         246,831 226,533           Total assets         5,748,425 \$5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030 \$473,956           Accounts payable, client accounts         495,030 \$79,566           Accounts payable, client accounts         495,030 \$79,566           Accounts payable, client accounts         598,069 \$79,566           Deferred revenue         380,276 273,536           Current portion of long-term debt         57,703 52,632           Current portion of long-term debt         57,703 52,632           Total current liabilities         2,170,636 1,492,553           Long-term debt, net         1,663,056  |                                     | ,                |                      |
| Less accumulated depreciation         670,688         626,053           Intangible assets         712,820         720,136           Definite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         5,748,425         \$5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$473,956           Accounts payable, client accounts         \$95,060         \$79,566           Accounts payable expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         2,170,636         1,492,553           Long-term debt, net         1,663,056         1,663,056   | Construction in progress            | 56,431           | 60,652               |
| Titangible assets   Titangible assets, net   Stitangible assets, net   Stitangible assets   |                                     | 1,383,508        | 1,346,189            |
| Intangible assets           Definite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         5,748,425         5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$ 473,956           Accounts payable, client accounts         \$ 495,030         \$ 473,956           Accounts payable         171,1879         87,627           Accrued expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,663,056         1,663,056  | Less accumulated depreciation       | 670,688          | 626,053              |
| Definite-lived intangible assets, net         858,515         873,712           Indefinite-lived intangible assets         377,114         377,160           Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         5,748,425         5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$473,956           Accounts payable, client accounts         \$495,030         \$473,956           Accounts payable assets         598,069         579,566           Deferred expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056   |                                     | 712,820          | 720,136              |
| Indefinite-lived intangible assets       377,114       377,160         Goodwill       1,313,800       1,257,644         Investments in nonconsolidated affiliates       63,482       55,796         Other long-term assets       246,831       226,533         Total assets       \$ 5,748,425       \$ 5,087,771         Current liabilities         Accounts payable, client accounts       \$ 495,030       \$ 473,956         Accounts payable       171,879       87,627         Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  |                                     |                  |                      |
| Goodwill         1,313,800         1,257,644           Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         \$ 5,748,425         \$ 5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities           Accounts payable, client accounts         495,030         \$ 473,956           Accounts payable         171,879         87,627           Accrued expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056  |                                     | ,                | ,                    |
| Investments in nonconsolidated affiliates         63,482         55,796           Other long-term assets         246,831         226,533           Total assets         \$5,748,425         \$5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities           Accounts payable, client accounts         \$495,030         \$473,956           Accounts payable         171,879         87,627           Accrued expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056  | <del>-</del>                        |                  |                      |
| Other long-term assets       246,831       226,533         Total assets       \$ 5,748,425       \$ 5,087,771         LIABILITIES AND STOCKHOLDERS EQUITY         Current liabilities       \$ 495,030       \$ 473,956         Accounts payable, client accounts       \$ 495,030       \$ 473,956         Accounts payable       171,879       87,627         Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  |                                     |                  | , ,                  |
| Total assets         \$ 5,748,425         \$ 5,087,771           LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities           Accounts payable, client accounts         \$ 495,030         \$ 473,956           Accounts payable         171,879         87,627           Accrued expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056   |                                     |                  |                      |
| LIABILITIES AND STOCKHOLDERS EQUITY           Current liabilities         495,030         \$ 473,956           Accounts payable, client accounts         171,879         87,627           Accrued expenses         598,069         579,566           Deferred revenue         830,276         273,536           Current portion of long-term debt         57,703         52,632           Other current liabilities         17,679         25,236           Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056  | Other long-term assets              | 246,831          | 226,533              |
| Current liabilities       495,030       473,956         Accounts payable, client accounts       171,879       87,627         Accounts payable       171,879       87,627         Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056   | Total assets                        | \$ 5,748,425     | \$ 5,087,771         |
| Accounts payable, client accounts       \$ 495,030       \$ 473,956         Accounts payable       171,879       87,627         Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  | LIABILITIES AND STOCKHOLDERS EQUITY |                  |                      |
| Accounts payable       171,879       87,627         Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  | Current liabilities                 |                  |                      |
| Accrued expenses       598,069       579,566         Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  |                                     | +,               |                      |
| Deferred revenue       830,276       273,536         Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056   |                                     |                  |                      |
| Current portion of long-term debt       57,703       52,632         Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  | •                                   |                  |                      |
| Other current liabilities       17,679       25,236         Total current liabilities       2,170,636       1,492,553         Long-term debt, net       1,682,356       1,663,056  |                                     |                  |                      |
| Total current liabilities         2,170,636         1,492,553           Long-term debt, net         1,682,356         1,663,056  |                                     |                  | ,                    |
| Long-term debt, net 1,682,356 1,663,056  | Other current liabilities           | 17,679           | 25,236               |
|  | Total current liabilities           | 2,170,636        | 1,492,553            |
| Long-term deferred income taxes 192,028 186,298  | Long-term debt, net                 | 1,682,356        | 1,663,056            |
|  | Long-term deferred income taxes     | 192,028          | 186,298              |

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| Other long-term liabilities                               | 106,225      | 120,693      |
|---|--------------|--------------|
| Commitments and contingent liabilities                    |              |              |
| Redeemable noncontrolling interests                       | 46,530       | 8,277        |
| Stockholders equity                                       |              |              |
| Common stock  | 1,871        | 1,868        |
| Additional paid-in capital                                | 2,256,228    | 2,243,587    |
| Accumulated deficit                                       | (806,649)    | (745,191)    |
| Cost of shares held in treasury                           | (250)        | (2,787)      |
| Accumulated other comprehensive loss                      | (45,327)     | (36,374)     |
|   |              |              |
| Total Live Nation Entertainment, Inc. stockholders equity | 1,405,873    | 1,461,103    |
| Noncontrolling interests                                  | 144,777      | 155,791      |
|   |              |              |
| Total stockholders equity                                 | 1,550,650    | 1,616,894    |
| <u>.</u> .  |              |              |
|   |              |              |
| Total liabilities and stockholders equity                 | \$ 5,748,425 | \$ 5,087,771 |

See Notes to Consolidated Financial Statements

## LIVE NATION ENTERTAINMENT, INC.

## CONSOLIDATED STATEMENTS OF OPERATIONS

## (UNAUDITED)

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

See Notes to Consolidated Financial Statements

## LIVE NATION ENTERTAINMENT, INC.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

## (UNAUDITED)

|   | Three Mon<br>June |              | Six Montl<br>June |             |
|---|-------------------|--------------|-------------------|-------------|
|   | 2012              | 2011 (in the | 2012<br>usands)   | 2011        |
| Net income (loss)   | \$ 5,560          | \$ 16,614    | \$ (64,668)       | \$ (37,728) |
| Other comprehensive income (loss), net of tax:                              |                   |              |                   |             |
| Unrealized loss on cash flow hedges   | (83)              | (93)         | (88)              | (137)       |
| Change in funded status of defined benefit pension plan                     | -                 | (8)          | -                 | (32)        |
| Foreign currency translation adjustments                                    | (34,188)          | 9,138        | (8,865)           | 54,653      |
|   |                   |              |                   |             |
| Comprehensive income (loss)   | (28,711)          | 25,651       | (73,621)          | 16,756      |
| Comprehensive income (loss) attributable to noncontrolling interests        | (2,132)           | 3,357        | (3,210)           | (2,525)     |
|   |                   |              |                   |             |
| Comprehensive income (loss) attributable to Live Nation Entertainment, Inc. | \$ (26,579)       | \$ 22,294    | \$ (70,411)       | \$ 19,281   |

See Notes to Consolidated Financial Statements

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## LIVE NATION ENTERTAINMENT, INC.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## (UNAUDITED)

|   | Six Months Ended<br>June 30, |             |  |
|---|------------------------------|-------------|--|
|   | <b>2012</b> (in thou         | 2011        |  |
| CASH FLOWS FROM OPERATING ACTIVITIES  | (in inou                     | sunus)      |  |
| Net loss  | \$ (64,668)                  | \$ (37,728) |  |
| Adjustments to reconcile net loss to net cash provided by operating activities:               |                              |             |  |
| Depreciation  | 59,691                       | 58,935      |  |
| Amortization  | 114,281                      | 95,473      |  |
| Deferred income tax benefit   | (6,946)                      | (35,444)    |  |
| Amortization of debt issuance costs and discount/premium, net                                 | 6,881                        | 6,413       |  |
| Non-cash compensation expense   | 17,919                       | 32,192      |  |
| Unrealized changes in fair value of contingent consideration                                  | (2,564)                      | (8,908)     |  |
| Loss (gain) on sale of operating assets   | (195)                        | 635         |  |
| Equity in earnings of nonconsolidated affiliates  | (5,682)                      | (2,772)     |  |
| Other, net  | 791                          | 2,904       |  |
| Changes in operating assets and liabilities, net of effects of acquisitions and dispositions: |                              |             |  |
| Increase in accounts receivable   | (103,344)                    | (148,233)   |  |
| Increase in prepaid expenses  | (305,090)                    | (138,161)   |  |
| Increase in other assets  | (62,284)                     | (55,756)    |  |
| Increase in accounts payable, accrued expenses and other liabilities                          | 94,717                       | 69,903      |  |
| Increase in deferred revenue  | 566,621                      | 293,212     |  |
| Net cash provided by operating activities   | 310,128                      | 132,665     |  |
| CASH FLOWS FROM INVESTING ACTIVITIES  |                              |             |  |
| Collections and advances of notes receivable  | 566                          | (626)       |  |
| Distributions from nonconsolidated affiliates   | 703                          | 7,481       |  |
| Investments made in nonconsolidated affiliates  | (2,858)                      | (5,926)     |  |
| Purchases of property, plant and equipment  | (62,785)                     | (44,651)    |  |
| Proceeds from disposal of operating assets, net of cash divested                              | 5,648                        | 7,163       |  |
| Cash paid for acquisitions, net of cash acquired  | (68,093)                     | (19,904)    |  |
| Purchases of intangible assets  | (11,469)                     | (103)       |  |
| Other, net  | (269)                        | (525)       |  |
| Net cash used in investing activities   | (138,557)                    | (57,091)    |  |
| CASH FLOWS FROM FINANCING ACTIVITIES  |                              |             |  |
| Proceeds from long-term debt, net of debt issuance costs                                      | 58,270                       | (756)       |  |
| Payments on long-term debt  | (44,222)                     | (15,081)    |  |
| Contributions from noncontrolling interests   | 130                          | (13,001)    |  |
| Distributions to and purchases/sales of noncontrolling interests, net                         | (8,189)                      | (59,999)    |  |
| Proceeds from exercise of stock options   | 859                          | 3,082       |  |
| Proceeds from sale of common stock  | - 037                        | 76,492      |  |
| Payments for deferred and contingent consideration  | (10,585)                     | (13,807)    |  |
| Tay ments for deferred and contingent consideration   | (10,303)                     | (13,007)    |  |
| Net cash used in financing activities   | (3,737)                      | (10,069)    |  |
| Effect of exchange rate changes on cash and cash equivalents                                  | (7,048)                      | 45,697      |  |

| Net increase in cash and cash equivalents        | 160,786      | 111,202      |
|--|--------------|--------------|
| Cash and cash equivalents at beginning of period | 844,253      | 892,758      |
|  |              |              |
| Cash and cash equivalents at end of period       | \$ 1,005,039 | \$ 1,003,960 |

See Notes to Consolidated Financial Statements

#### LIVE NATION ENTERTAINMENT, INC.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### (UNAUDITED)

#### NOTE 1 BASIS OF PRESENTATION

#### Preparation of Interim Financial Statements

The interim consolidated financial statements included in this report are unaudited; however in the opinion of management, they include all normal and recurring accruals and adjustments necessary to present fairly the results of the interim periods shown. Certain financial presentations and footnote disclosures normally included in financial statements prepared in accordance with GAAP have been condensed or omitted.

The financial statements contained herein should be read in conjunction with the consolidated financial statements and notes thereto included in the Company s 2011 Annual Report on Form 10-K filed with the SEC on February 24, 2012.

#### Seasonality

Due to the seasonal nature of shows at outdoor amphitheaters and festivals, which primarily occur May through September, the Company experiences higher revenue for the Concerts segment during the second and third quarters. The Artist Nation segment s revenue is impacted, to a large degree, by the touring schedules of artists it represents. Generally, the Company experiences higher revenue in this segment during the second and third quarters as the period from May through September tends to be a popular time for touring events. The Ticketing segment s sales are impacted by fluctuations in the availability of events for sale to the public, which vary depending upon scheduling by its clients. The Company s seasonality also results in higher balances in cash and cash equivalents, accounts receivable, prepaid expenses, accrued expenses and deferred revenue at different times in the year. Therefore, the results to date are not necessarily indicative of the results expected for the full year.

#### Acquisitions

During 2012, the Company completed its acquisitions of Coppel, Cream and HARD. These acquisitions were accounted for as business combinations under the acquisition method of accounting and were not considered significant on an individual basis or in the aggregate.

#### Recently Adopted Pronouncements

In May 2011, the FASB issued guidance that improves comparability of fair value measurements presented and disclosed in financial statements. This guidance clarifies the application of existing fair value measurement requirements including (1) the application of the highest and best use and valuation premise concepts, (2) measuring the fair value of an instrument classified in a reporting entity s stockholders equity, and (3) quantitative information required for fair value measurements categorized within Level 3. It also requires additional disclosure for Level 3 measurements regarding the sensitivity of the fair value to changes in unobservable inputs and any interrelationships between those inputs. The Company adopted this guidance on January 1, 2012 and the adoption of this guidance did not have a material effect on its financial position or results of operations.

#### Recently Issued Pronouncements

In July 2012, the FASB issued guidance which gives companies the option to perform a qualitative assessment to determine whether it is more likely than not that an indefinite-lived intangible asset is impaired, and in some cases, bypass the two-step impairment test. This guidance is effective for annual and interim indefinite-lived intangible asset impairment tests performed for fiscal years beginning after September 15, 2012. Early adoption of the new guidance is permitted. The Company is currently assessing when it will adopt this guidance.

#### NOTE 2 LONG-LIVED ASSETS

#### Definite-lived Intangible Assets

The Company has definite-lived intangible assets which are amortized over the shorter of either the lives of the respective agreements or the period of time the assets are expected to contribute to the Company s future cash flows. The amortization is recognized on either a straight-line or expected cash flows basis.

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The following table presents the changes in the gross carrying amount and accumulated amortization of definite-lived intangible assets for the six months ended June 30, 2012:

|                                  | Revenue-<br>generating<br>contracts | Client /<br>vendor<br>relationships | Non-compete agreements | Venue<br>management<br>and<br>leaseholds<br>(in thous | <b>Technology</b> ands) | Trademarks<br>and<br>naming<br>rights | Other    | Total        |
|----------------------------------|-------------------------------------|-------------------------------------|------------------------|---|-------------------------|---------------------------------------|----------|--------------|
| Balance as of December 31, 2011: |                                     |                                     |                        |   |                         |                                       |          |              |
| Gross carrying amount            | \$ 542,426                          | \$ 330,575                          | \$ 171,765             | \$ 116,772  | \$ 103,337              | \$ 24,517                             | \$ 6,426 | \$ 1,295,818 |
| Accumulated amortization         | (170,889)                           | (66,548)                            | (93,464)               | (39,017)  | (31,812)                | (16,202)                              | (4,174)  | (422,106)    |
| Net                              | 371,537                             | 264,027                             | 78,301                 | 77,755  | 71,525                  | 8,315                                 | 2,252    | 873,712      |
| Gross carrying amount:           |                                     |                                     |                        |   |                         |                                       |          |              |
| Acquisitions                     | 27,208                              | 56,322                              | 3,000                  | -   | (2,586)                 | 167                                   | -        | 84,111       |
| Foreign exchange and other (1)   | (31,735)                            | (10,969)                            | (138)                  | (20)  | (545)                   | (151)                                 | (6)      | (43,564)     |
|                                  | (4,527)                             | 45,353                              | 2,862                  | (20)  | (3,131)                 | 16                                    | (6)      | 40,547       |
| Accumulated amortization:        |                                     |                                     |                        |   |                         |                                       |          |              |
| Amortization expense             | (38,180)                            | (26,452)                            | (13,229)               | (5,618)   | (10,572)                | (1,319)                               | (225)    | (95,595)     |
| Foreign exchange and other       |                                     |                                     |                        |   |                         |                                       |          |              |
| (1)                              | 29,729                              | 9,225                               | 600                    | 9   | 211                     | 72                                    | 5        | 39,851       |
|                                  | (8,451)                             | (17,227)                            | (12,629)               | (5,609)   | (10,361)                | (1,247)                               | (220)    | (55,744)     |
| Balance as of June 30, 2012:     |                                     |                                     |                        |   |                         |                                       |          |              |
| Gross carrying amount            | 537,899                             | 375,928                             | 174,627                | 116,752   | 100,206                 | 24,533                                | 6,420    | 1,336,365    |
| Accumulated amortization         | (179,340)                           | (83,775)                            | (106,093)              | (44,626)  | (42,173)                | (17,449)                              | (4,394)  | (477,850)    |
| Net                              | \$ 358,559                          | \$ 292,153                          | \$ 68,534              | \$ 72,126   | \$ 58,033               | \$ 7,084                              | \$ 2,026 | \$ 858,515   |

#### (1) Other includes netdowns of impaired assets as discussed below.

During 2012, the Company recorded definite-lived intangible assets totaling \$84.1 million, primarily related to client/vendor relationships and revenue-generating contracts associated with the April 2012 acquisition of Coppel, a concert promotion business in Australia and New Zealand, the May 2012 acquisition of Cream, an electronic festival promoter in the United Kingdom, the June 2012 acquisition of HARD, an electronic festival promoter in Los Angeles, and the rights to a festival held in Europe.

The 2012 additions to definite-lived intangible assets have weighted-average lives as follows:

|                              | Weighted-<br>Average<br>Life (years) |
|------------------------------|--------------------------------------|
| Revenue-generating contracts | 10                                   |
| Client/vendor relationships  | 9                                    |
| Non-compete agreements       | 3                                    |
| Technology                   | 7                                    |

| Trademarks and naming rights | 8 |
|------------------------------|---|
| All categories               | 9 |

The Company tests for possible impairment of definite-lived intangible assets whenever events or circumstances change, such as a significant reduction in operating cash flow or a change in the manner in which the asset is intended to be used which may indicate that the carrying amount of the asset may not be recoverable. During the six months ended June 30, 2012, the Company reviewed the carrying value of certain definite-lived intangible assets that management determined had an indicator that future operating cash flows may not support their carrying value, and it was determined that those assets were impaired since the estimated undiscounted operating cash flows associated with those assets were less than their carrying value. For the six months ended June 30, 2012, the Company recorded impairment charges related to definite-lived intangible assets of \$13.9 million as a component of depreciation and amortization. The impairment charges primarily related to intangible assets for revenue-generating contracts and client/vendor relationships in the Concerts segment. See Note 4 Fair Value Measurements for further discussion of the inputs used to determine the fair value.

Amortization expense from definite-lived intangible assets for the three months ended June 30, 2012 and 2011 was \$55.7 million and \$41.0 million, respectively, and amortization expense for the six months ended June 30, 2012 and 2011 was \$95.6 million and \$82.0 million, respectively. The increase in amortization expense is primarily driven by the impairment charge discussed above.

For the three months ended June 30, 2012 and 2011, the Company recorded amortization expense related to nonrecoupable ticketing contract advances of \$7.9 million and \$6.0 million, respectively, and recorded amortization expense of \$18.7 million and \$13.5 million for the six months ended June 30, 2012 and 2011, respectively.

As acquisitions and dispositions occur in the future and the valuations of intangible assets for recent acquisitions are completed, amortization expense may vary.

#### Goodwill

In 2011, the Company s reportable segments were Concerts, Ticketing, Artist Nation, eCommerce and Sponsorship. Beginning in 2012, the Company no longer presents eCommerce as a reportable segment and has changed the name of its Sponsorship segment to Sponsorship & Advertising. These changes were made to be consistent with how the four key components of the business are now being managed. The Company now includes the business previously reported in the eCommerce segment within the Ticketing and Sponsorship & Advertising segments. As a result of this change, the goodwill previously associated with the eCommerce reporting unit has been reallocated to the reporting units that make up the Ticketing and Sponsorship & Advertising segments utilizing a fair value approach. When reallocating goodwill as part of a reorganization, the Company allocates goodwill based on the relative fair values similar to that used when a portion of a reporting unit is disposed of. The Company believes a common method used to determine the fair value of a business in its industry is a multiple of AOI. For the period presented, the Company reallocated the goodwill associated with the eCommerce segment using the relative fair values of the business being allocated to the Ticketing and Sponsorship & Advertising segments as a percentage of the total eCommerce segment AOI. Goodwill related to specific acquisitions was attributed to the respective new reporting units directly (specific allocation).

The following table presents the changes in the carrying amount of goodwill in each of the Company s segments for the six months ended June 30, 2012:

|                                       | Concerts   | Ticketing  | Artist<br>Nation | eCommerce (in thousands) | Sponsorship & Advertising | Other     | Total        |
|---------------------------------------|------------|------------|------------------|--------------------------|---------------------------|-----------|--------------|
| Balance as of December 31, 2011:      |            |            |                  |                          |                           |           |              |
| Goodwill                              | \$ 387,188 | \$ 577,131 | \$ 262,158       | \$ 224,562               | \$ 76,507                 | \$ 13,037 | \$ 1,540,583 |
| Accumulated impairment losses         | (269,902)  | -          | -                | -                        | -                         | (13,037)  | (282,939)    |
|                                       | 117,286    | 577,131    | 262,158          | 224,562                  | 76,507                    | -         | 1,257,644    |
| Recast balances (1):                  |            |            |                  |                          |                           |           |              |
| Fair value approach                   | -          | 47,086     | -                | (214,927)                | 167,841                   | -         | -            |
| Specific allocation                   | -          | 9,635      | -                | (9,635)                  | -                         | -         | -            |
| Recast Balance as of January 1, 2012: |            |            |                  |                          |                           |           |              |
| Goodwill                              | 387,188    | 633,852    | 262,158          | -                        | 244,348                   | 13,037    | 1,540,583    |
| Accumulated impairment losses         | (269,902)  | -          | -                | -                        | -                         | (13,037)  | (282,939)    |
|                                       | 117,286    | 633,852    | 262,158          | -                        | 244,348                   | -         | 1,257,644    |
|                                       |            |            |                  |                          |                           |           |              |
| Acquisitions current year             | 57,462     | _          | _                | _                        | _                         | _         | 57,462       |
| Acquisitions prior year               | -          | 2,380      | (636)            | -                        | -                         | -         | 1,744        |
| Foreign exchange                      | 324        | (4,748)    | (61)             | -                        | 1,435                     | -         | (3,050)      |
|                                       |            |            |                  |                          |                           |           |              |
| Balance as of June 30, 2012:          |            |            |                  |                          |                           |           |              |
| Goodwill                              | 444,974    | 631,484    | 261,461          | -                        | 245,783                   | 13,037    | 1,596,739    |
| Accumulated impairment losses         | (269,902)  | -          | -                | -                        | -                         | (13,037)  | (282,939)    |

\$ 175,072 \$ 631,484 \$ 261,461 \$ - \$ 245,783 \$ - \$ 1,313,800

(1) The beginning balance for the eCommerce segment has been recast to allocate goodwill to the Ticketing and Sponsorship & Advertising segments. The total consolidated amount remains unchanged.

Included in the current year acquisitions amount above is \$57.5 million primarily related to the acquisitions of Coppel in April 2012, Cream in May 2012 and HARD in June 2012.

The Company is in the process of finalizing its acquisition accounting for recent acquisitions which could result in a change to the associated purchase price allocations, including goodwill.

#### Long-lived Asset Disposals

In January 2012, the Company completed the sale of an amphitheater in Ohio. In January 2011, the Company sold its 50% controlling interest in an artist management company. In May 2011, the Company completed the sale of the Selma amphitheater in San Antonio.

The table below summarizes the asset and liability values at the time of disposal and the resulting loss or gain recorded.

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| Divested Asset            | Segment       | Gain (Loss) on Sale of Operating Segment Assets |         |    | Current Assets (in thousa |    | Noncurrent Assets ands) |    | Current<br>Liabilities |    | Noncurrent<br>Liabilities |  |
|---------------------------|---------------|---|---------|----|---------------------------|----|-------------------------|----|------------------------|----|---------------------------|--|
| 2012 Divestiture          |               |   |         |    |                           |    |                         |    |                        |    |                           |  |
| Ohio amphitheater         | Concerts      | \$  | 444     | \$ | -                         | \$ | 5,400                   | \$ | 444                    | \$ | -                         |  |
| 2011 Divestiture          |               |   |         |    |                           |    |                         |    |                        |    |                           |  |
| Selma amphitheater        | Concerts      | \$  | 809     | \$ | -                         | \$ | 3,194                   | \$ | -                      | \$ | -                         |  |
| Artist management company | Artist Nation | \$  | (1,241) | \$ | (70)                      | \$ | 4,140                   | \$ | 128                    | \$ | -                         |  |

Certain agreements relating to disposals of businesses provide for future contingent consideration based on the financial performance of the businesses sold. The Company will record additional amounts related to such contingent consideration, with a corresponding adjustment to gain (loss) on sale of operating assets, if and when it is determinable that the applicable financial performance targets will be met. The aggregate of these contingent considerations, if all existing performance targets are met, would not significantly impact the results of operations of the Company. The last contingency period for which the Company has outstanding contingent consideration is for the year ended December 31, 2013.

#### NOTE 3 DERIVATIVE INSTRUMENTS

The Company primarily uses forward currency contracts and options to reduce its exposure to foreign currency risk associated with short-term artist fee commitments. The Company also enters into forward currency contracts to minimize the risks and/or costs associated with changes in foreign currency rates on forecasted operating income and short-term intercompany loans. At June 30, 2012 and December 31, 2011, the Company had forward currency contracts and options outstanding with notional amounts of \$159.2 million and \$32.5 million, respectively. These instruments have not been designated as hedging instruments and any change in fair value is reported in earnings during the period of the change. The Company s foreign currency derivative activity, including the related fair values, are not material to any period presented.

Additionally, the Company has entered into certain interest rate swaps and cap agreements to limit its exposure to variable interest rates, related to portions of the Company s outstanding debt, some of which have been designated as cash flow hedges. At June 30, 2012 and December 31, 2011, the Company had interest rate swaps and cap agreements outstanding with notional amounts of \$141.8 million and \$131.0 million, respectively. The Company s interest rate swaps and cap activity, including the related fair values, are not material to any period presented. As of June 30, 2012 and December 31, 2011, there is no ineffective portion or amount excluded from effectiveness testing for derivatives designated as cash flow hedging instruments.

The Company s 2.875% convertible senior notes issued in July 2007 include certain provisions which are bifurcated from the notes and accounted for as derivative instruments. At the date of issuance and as of June 30, 2012 and December 31, 2011, the fair value of these provisions was considered to be de minimis.

The Company does not enter into derivative instruments for speculation or trading purposes and does not anticipate any significant recognition of derivative activity through the income statement in the future related to the instruments currently held. See Note 4 Fair Value Measurements for further discussion and disclosure of the fair values for the Company s derivative instruments.

#### NOTE 4 FAIR VALUE MEASUREMENTS

The Company currently has various financial instruments carried at fair value, such as marketable securities, derivatives and contingent consideration, but does not currently have nonfinancial assets and nonfinancial liabilities that are required to be measured at fair value on a recurring basis. The Company s financial assets and liabilities are measured using inputs from all levels of the fair value hierarchy as defined in the FASB guidance for fair values. For this categorization, only inputs that are significant to the fair value are considered. The three levels are defined as follows:

Level 1 Inputs are unadjusted quoted prices in active markets for identical assets or liabilities that can be accessed at the measurement date.

Level 2 Inputs include quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability (i.e., interest rates, yield curves, etc.) and inputs that are derived principally from or corroborated by observable market data by correlation or other means (i.e., market corroborated inputs).

Level 3 Unobservable inputs that reflect assumptions about what market participants would use in pricing the asset or liability. These inputs would be based on the best information available, including the Company s own data.

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In accordance with the fair value hierarchy described above, the following table shows the fair value of the Company s financial assets and liabilities that are required to be measured at fair value on a recurring basis, which are classified on the balance sheets as cash and cash equivalents, other current assets, other long-term assets, other current liabilities and other long-term liabilities:

|                            | F          | air Value M<br>at June | Ieasuremen<br>30, 2012 | Fair Value Measurements at December 31, 2011 |            |                 |                 |            |  |  |
|----------------------------|------------|------------------------|------------------------|--|------------|-----------------|-----------------|------------|--|--|
|                            | Level 1    | Level 2 (in tho        | Level 3 usands)        | Total  | Level 1    | Level 2 (in tho | Level 3 usands) | Total      |  |  |
| Assets:                    |            |                        |                        |  |            |                 |                 |            |  |  |
| Cash equivalents           | \$ 128,900 | \$ -                   | \$ -                   | \$ 128,900                                   | \$ 138,537 | \$ -            | \$ -            | \$ 138,537 |  |  |
| Forward currency contracts | -          | 1,740                  | -                      | 1,740  | -          | 355             | -               | 355        |  |  |
| Interest rate cap          | -          | 2                      | -                      | 2  | -          | 7               | -               | 7          |  |  |
| Stock options              | -          | -                      | 1,318                  | 1,318  | -          | -               | 1,060           | 1,060      |  |  |
| Total                      | \$ 128,900 | \$ 1,742               | \$ 1,318               | \$ 131,960                                   | \$ 138,537 | \$ 362          | \$ 1,060        | \$ 139,959 |  |  |
| Liabilities:               |            |                        |                        |  |            |                 |                 |            |  |  |
| Interest rate swaps        | \$ -       | \$ 3,022               | \$ -                   | \$ 3,022                                     | \$ -       | \$ 3,037        | \$ -            | \$ 3,037   |  |  |
| Forward currency contracts | -          | 23                     | -                      | 23   | -          | -               | -               | -          |  |  |
| Contingent consideration   | -          | -                      | 5,049                  | 5,049  | -          | -               | 8,363           | 8,363      |  |  |
| Total                      | \$ -       | \$ 3,045               | \$ 5,049               | \$ 8,094                                     | \$ -       | \$ 3,037        | \$ 8,363        | \$ 11,400  |  |  |

Cash equivalents consist of money market funds. Fair values for cash equivalents are based on quoted prices in an active market. Fair values for forward currency contracts are based on observable market transactions of spot and forward rates. Fair values for the interest rate swaps and the interest rate cap are based on inputs corroborated by observable market data with similar tenors.

The Company has certain contingent obligations related to acquisitions made after the adoption in January 2009 of the FASB guidance for business combinations, which are measured at fair value using Level 3 inputs. The amounts due to the sellers are based on the achievement of agreed-upon financial performance metrics by the acquired companies where the contingent obligation is either earned or not earned. The Company records the liability at the time of the acquisition based on management s best estimates of the future results of the acquired companies compared to the agreed-upon metrics. Subsequent to the date of acquisition, the Company updates the original valuation to reflect current projections of future results of the acquired companies and the passage of time. Accretion of, and changes in the valuations of contingent consideration are reported in acquisition transaction expenses. See Note 5 Commitments and Contingent Liabilities for additional information related to the contingent payments.

The Company has stock options in a company that became publicly-traded in the third quarter of 2011 which are measured at fair value using Level 3 inputs. The stock options were received as consideration in connection with a licensing agreement entered into by a subsidiary of the Company and became fully-vested in the second quarter of 2011. The Company has recorded an asset for these options which is valued using the Black-Scholes option pricing model. The Company recorded revenue based on the valuation of the options as of the measurement date, which was the vesting date. The changes in the valuation after the measurement date are recorded in other income net.

During the second quarter of 2012, the Company recorded impairments related to definite-lived intangible assets of \$13.9 million, as a component of depreciation and amortization. The impairment charges primarily related to intangible assets for revenue-generating contracts and client/vendor relationships in the Concerts segment. It was determined that these assets were impaired since the estimated undiscounted cash flows associated with these assets were less than their carrying value. These cash flows were calculated using operating cash flows which were discounted to approximate fair value. The operating cash flows for these non-recurring fair value measurements are considered Level 3 inputs.

Due to their short maturity, the carrying amounts of accounts receivable, accounts payable and accrued expenses approximated their fair values at June 30, 2012 and December 31, 2011.

The Company s outstanding debt held by third-party financial institutions is carried at cost, adjusted for premiums or discounts. The Company s debt is not publicly-traded and the carrying amounts typically approximate their fair value for the Company s debt that accrues interest at a variable rate, which are considered to be Level 1 inputs. The estimated fair values of the 8.125% senior notes, the 10.75% senior notes and the

2.875% convertible senior notes were \$255.9 million, \$303.5 million and \$209.9 million at June 30, 2012, respectively. The estimated fair values of the 8.125% senior notes, the 10.75% senior notes and the 2.875% convertible senior notes were \$243.3 million, \$306.4 million and \$193.6 million at December 31, 2011, respectively. The estimated fair value of the Company s third-party fixed-rate debt is based on quoted market prices in active markets for the same or similar debt, which are considered to be Level 2 inputs. The Company has fixed rate debt held by noncontrolling interest partners with a face value of \$25.0 million and \$26.0 million at June 30, 2012 and December 31, 2011, respectively. The Company is unable to determine the fair value of this debt.

#### NOTE 5 COMMITMENTS AND CONTINGENT LIABILITIES

During 2012, the Company has entered into new, or it has exercised options to extend existing, long-term operating leases for office space and venues. These new or extended non-cancelable lease agreements have added future minimum rental commitments of approximately \$6.4 million for the remainder of 2012, \$13.6 million for 2013, \$13.7 million for 2014, \$13.7 million for 2015, \$13.6 million for 2016 and \$197.8 million thereafter. The Company has leases that contain contingent payment requirements for which payments vary depending on revenue, tickets sold or other variables.

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Certain agreements relating to acquisitions that occurred prior to the adoption in January 2009 of the new FASB guidance for business combinations provide for purchase price adjustments and other future contingent payments based on the financial performance of the acquired companies. The Company will accrue additional amounts related to such contingent payments, which were part of the business combinations, with a corresponding adjustment to goodwill, if and when it is determinable that the applicable financial performance targets will be met. The aggregate of these contingent payments, if all performance targets are met, would not significantly impact the financial position of the Company. The last contingency period for which the Company has an outstanding contingent earn-out payment is for the period ending December 2017.

The Company also has certain contingent obligations related to acquisitions made after the adoption in January 2009 of the FASB guidance for business combinations. In accordance with the current guidance, contingent consideration associated with business combinations must be recorded at its fair value at the time of the acquisition and reflected at current fair value for each subsequent reporting period thereafter until settled. The Company records these fair value changes in its statements of operations as acquisition transaction expenses. The contingent consideration is generally subject to payout following the achievement of future performance targets and some may be payable in 2012. As of June 30, 2012, the Company has accrued \$0.7 million in other current liabilities and \$4.3 million in other long-term liabilities and, as of December 31, 2011, the Company had accrued \$1.5 million in other current liabilities and \$6.9 million in other long-term liabilities representing the fair value of these estimated earn-out arrangements. The last contingency period for which the Company has an outstanding contingent earn-out payment is for the period ending December 2017. See Note 4 Fair Value Measurements for further discussion related to the valuation of the earn-out payments.

In addition, the Company has certain contingent obligations related to acquisitions where the Company does not consolidate the entity, but rather accounts for the investee under the equity method of accounting. If, at acquisition, the fair value of the Company s share of net assets exceeds the Company s initial cost, the maximum amount of contingent consideration that could be paid is recorded up to that excess amount. When the contingency is resolved, any difference between the amount recorded and the settlement is recorded as an adjustment to the investment account. The aggregate of contingent payments associated with equity method investments, if all performance targets are met, would not significantly impact the financial position of the Company. As of June 30, 2012 and December 31, 2011 the Company has accrued \$3.9 million in other long-term liabilities for each respective period.

Certain agreements relating to acquisitions provide for deferred purchase consideration payments at future dates. A liability is established at the time of the acquisition for these fixed payments. For obligations payable at a date greater than twelve months from the acquisition date, the Company applies a discount rate to present value the obligations. As of December 31, 2011, the Company had accrued \$7.1 million in other current liabilities and \$2.6 million in other long-term liabilities related to these deferred purchase consideration payments. During the first quarter of 2012, the Company paid the balance of the deferred purchase consideration in full.

#### **CTS Arbitration**

Live Nation Worldwide, Inc. (Live Nation Worldwide) and CTS were parties to an agreement (the CTS Agreement), pursuant to which CTS was to develop and Live Nation Worldwide licensed or agreed to use ticketing software or ticketing platforms. Under the agreement, CTS was to develop software to be licensed to Live Nation Worldwide to provide ticketing services in the United States and Canada. The CTS Agreement also generally required Live Nation Worldwide to use CTS s ticketing platforms in certain European countries so long as CTS s existing platforms were appropriately modified to meet local market conditions. In June 2010, Live Nation Worldwide terminated the CTS Agreement because CTS materially breached the agreement by failing to deliver a North American ticketing system that met the contractual requirements of being a world class ticketing system . . . that fits the needs of the North American market, and by failing to deliver a ticketing system for the United Kingdom and other European countries that fit the needs of those markets as required by the CTS Agreement.

For North America, had CTS performed on the CTS Agreement, it would have been generally entitled to receive, during the then 10-year term of the CTS Agreement, a per ticket license fee upon the sale of certain tickets that Live Nation Worldwide or any of certain of its subsidiaries (collectively, the Live Nation Worldwide entities) controlled and had the right to distribute by virtue of certain promotion and venue management relations. This per ticket fee for events in North America was payable to CTS regardless of whether the Live Nation Worldwide entities chose to use the CTS ticketing platform, Ticketmaster s ticketing platform or another ticketing platform for the sale of such controlled tickets. For events in certain European countries, not including the United Kingdom, Live Nation Worldwide generally was required, during a 10-year term, to exclusively book on the CTS ticketing platform all tickets that the Live Nation Worldwide entities had the right to distribute (or, to the extent other ticketing platforms were used, Live Nation Worldwide was generally required to pay to CTS the same fee that would have been payable had the CTS platform been used). For events in the United Kingdom, Live Nation Worldwide was required, for a 10-year term, to (i) book on the CTS ticketing platform all tickets controlled by Live Nation Worldwide entities that were not allocated by Live Nation Worldwide for sale through other sales channels and (ii) to offer for sale on the CTS UK website a portion of the tickets controlled by the Live Nation Worldwide entities. Finally, the CTS Agreement obligated Live Nation Worldwide and CTS to negotiate a set of noncompete agreements that, subject to legal restrictions, could have precluded Live Nation Worldwide from offering primary market ticketing services to third parties in certain European countries during the term of the CTS Agreement.

In April 2010, CTS filed a request for arbitration with the International Court of Arbitration of the International Chamber of Commerce (ICC), pursuant to the CTS Agreement. In its request for arbitration, CTS asserts, among other things, that (i) the terms of the CTS Agreement, including the North America per ticket license fee, European exclusivity obligations and United Kingdom distribution obligations described above, apply to tickets sold and distributed by Ticketmaster, (ii) Ticketmaster s sales and distribution of tickets following the completion of the Merger have resulted in various breaches of Live Nation Worldwide s obligations under the CTS Agreement, (iii) Live Nation has failed to allocate the proper number of tickets to CTS s system in the United Kingdom and (iv) the Merger and the Company s subsequent actions have breached the implied covenant of good faith and fair dealing. In its request for arbitration, CTS seeks relief in the form of a declaration that Live Nation and Live Nation Worldwide are in breach of the CTS Agreement and the implied covenant of good faith and fair dealing, specific performance of Live Nation Worldwide s obligations under the CTS Agreement, and unspecified damages resulting from such breaches. In March 2011, CTS provided further specifications on its claims and purported damages, including a claim for royalties that would have been paid over the contemplated 10-year term of the CTS Agreement and on Ticketmaster-controlled tickets (as well as tickets controlled by Live Nation Worldwide or any of certain of its subsidiaries).

In May 2010, the Company responded to CTS s request for arbitration and filed counterclaims asserting that CTS breached the CTS Agreement by failing to provide ticketing platforms that met the standard required by the CTS Agreement for the North American and European markets. The Company is seeking relief primarily in the form of damages and a declaration that the Company validly terminated the CTS Agreement based on CTS s material breaches. The Company denies that CTS is entitled to collect damages for royalties that would have been paid over the full 10-year term of the CTS Agreement or on Ticketmaster-controlled tickets. The matter has been assigned to an arbitrator, and hearings were conducted in the summer and fall of 2011. A decision from the arbitrator is currently expected by the fall of 2012. While the Company does not believe that a loss is probable of occurring at this time, if the arbitrator rules against us on any or all claims, the amounts at stake could be substantial. Considerable uncertainty remains regarding the validity of the claims and damages asserted against the Company. As a result, the Company is currently unable to estimate the possible loss or range of loss for this matter. The Company intends to continue to vigorously defend the action.

#### **Live Concert Antitrust Litigation**

The Company was a defendant in a lawsuit filed by Malinda Heerwagen in June 2002 in the United States District Court. The plaintiff, on behalf of a putative class consisting of certain concert ticket purchasers, alleged that anti-competitive practices for concert promotion services by the Company nationwide caused artificially high ticket prices. In August 2003, the District Court ruled in the Company's favor, denying the plaintiff's class certification motion and the plaintiff then dismissed her action. Subsequently, twenty-two putative class actions were filed by different named plaintiffs in various United States District Courts throughout the country, making claims substantially similar to those made in the *Heerwagen* action, except that the geographic markets alleged are regional, statewide or more local in nature, and the members of the putative classes was limited to individuals who purchased tickets to concerts in the relevant geographic markets alleged. In March 2012, the District Court issued an Order granting the Company's Motions for Summary Judgment and also granting in part its Motion to Exclude Testimony. Thereafter, the parties entered into a settlement agreement which did not have a material impact to the Company's results of operations. On June 21, 2012, the District Court entered an Order Granting the Joint Stipulation Regarding Decertification of Classes, and on that same day the parties filed a Joint Stipulation of Dismissal With Prejudice of all actions, thereby concluding the litigation.

#### **Ticketing Fees Consumer Class Action Litigation**

In October 2003, a putative representative action was filed in the Superior Court of California challenging Ticketmaster s charges to online customers for shipping fees and alleging that its failure to disclose on its website that the charges contain a profit component is unlawful. The complaint asserted a claim for violation of California s Unfair Competition Law ( UCL ), and sought restitution or disgorgement of the difference between (i) the total shipping fees charged by Ticketmaster in connection with online ticket sales during the applicable period, and (ii) the amount that Ticketmaster actually paid to the shipper for delivery of those tickets. In August 2005, the plaintiffs filed a first amended complaint, then pleading the case as a putative class action and adding the claim that Ticketmaster s website disclosures in respect of its ticket order processing fees constitute false advertising in violation of California s False Advertising Law. On this new claim, the amended complaint seeks restitution or disgorgement of the entire amount of order processing fees charged by Ticketmaster during the applicable period. In April 2009, the Court granted the plaintiffs motion for leave to file a second amended complaint adding new claims that (a) Ticketmaster s order processing fees are unconscionable under the UCL, and (b) Ticketmaster s alleged business practices further violate the California Consumer Legal Remedies Act. Plaintiffs later filed a third amended complaint, to which Ticketmaster filed a demurrer in July 2009. The Court overruled Ticketmaster s demurrer in October 2009.

The plaintiffs filed a class certification motion in August 2009, which Ticketmaster opposed. In February 2010, the Court granted certification of a class on the first and second causes of action, which allege that Ticketmaster misrepresents/omits the fact of a profit component in Ticketmaster s shipping and order processing fees. The class would consist of California consumers who purchased tickets through Ticketmaster s website from 1999 to present. The Court denied certification of a class on the third and fourth causes of action, which allege that Ticketmaster s shipping and order processing fees are unconscionably high. In March 2010, Ticketmaster filed a Petition for Writ of Mandate with the California Court of Appeal, and plaintiffs also filed a motion for reconsideration of the Superior Court s class certification order. In April 2010, the Superior Court denied plaintiffs Motion for Reconsideration of the Court s class certification order, and the Court of Appeal denied Ticketmaster s Petition for Writ of Mandate. In June 2010, the Court of Appeal granted the plaintiffs Petition for Writ of Mandate and ordered the Superior Court to vacate its February 2010 order denying plaintiffs motion to certify a national class and enter a new order granting plaintiffs motion to certify a nationwide class on the first and second claims. In September 2010, Ticketmaster filed its Motion for Summary Judgment on all causes of action in the Superior Court, and that same month plaintiffs filed their Motion to Decertify Class.

In December 2010, the parties entered into a binding term sheet that provided for the settlement of the litigation and the resolution of all claims therein. The settlement was memorialized in a long-form agreement in April 2011. In June 2011, after a hearing on the plaintiffs Motion for Preliminary Approval of the settlement, the Court declined to approve the settlement reached by the parties in its then-current form. Litigation continued, and in September 2011, the Court granted in part and denied in part Ticketmaster s Motion for Summary Judgment. The

parties reached a new settlement in September 2011 and subsequently entered into a long-form agreement. The plaintiffs filed a Motion for Preliminary Approval of the new settlement in September 2011. In October 2011, the Court preliminarily approved the new settlement. Ticketmaster has notified all class members of the settlement. A hearing on final approval of the settlement was held in July 2012 and an order remains pending. Ticketmaster and its parent, Live Nation, have not acknowledged any violations of law or liability in connection with the matter, but agreed to the settlement in order to eliminate the uncertainties and expense of further protracted litigation.

As of June 30, 2012, the Company has accrued \$35.5 million, its best estimate of the probable costs associated with the settlement referred to above. This liability includes an estimated redemption rate. Any difference between the Company s estimated redemption rate and the actual redemption rate it experiences will impact the final settlement amount; however, the Company does not expect this difference to be material.

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#### Canadian Consumer Class Action Litigation Relating to TicketsNow

In February 2009, five putative consumer class action complaints were filed in various provinces of Canada against TicketsNow, Ticketmaster, Ticketmaster Canada Ltd. and Premium Inventory, Inc. All of the cases allege essentially the same set of facts and causes of action. Each plaintiff purports to represent a class consisting of all persons who purchased a ticket from Ticketmaster, Ticketmaster Canada Ltd. or TicketsNow from February 2007 to present and alleges that Ticketmaster conspired to divert a large number of tickets for resale through the TicketsNow website at prices higher than face value. The plaintiffs characterize these actions as being in violation of Ontario s Ticket Speculation Act, the Amusement Act of Manitoba, the Amusement Act of Alberta or the Quebec Consumer Protection Act. The Ontario case contains the additional allegation that Ticketmaster s and TicketsNow s service fees run afoul of anti-scalping laws. Each lawsuit seeks compensatory and punitive damages on behalf of the class.

In February 2012, the parties entered into a settlement agreement that would, if approved by the courts, resolve all of the resale market claims. The court approval process for the proposed settlement has been commenced, with pre-approvals having been afforded in all provinces in which the actions are pending. The process is expected to take several months, with final approval hearings in all provinces currently scheduled throughout the summer of 2012.

As of June 30, 2012, the Company has accrued its best estimate of the probable costs associated with the resale market claims of this matter, the full amount of which was funded by an escrow established in connection with Ticketmaster s 2008 acquisition of TicketsNow.

While it is reasonably possible that a loss related to the primary market claims of this matter could be incurred by the Company in a future period, the Company does not believe that a loss is probable of occurring at this time. Considerable uncertainty remains regarding the validity of the claims and damages asserted against the Company. As a result, the Company is currently unable to estimate the possible loss or range of loss for the primary market claims of this matter. The Company intends to continue to vigorously defend all claims in all of the actions.

#### Other Litigation

From time to time, the Company is involved in other legal proceedings arising in the ordinary course of its business, including proceedings and claims based upon violations of antitrust laws and tortious interference, which could cause the Company to incur significant expenses. The Company has also been the subject of personal injury and wrongful death claims relating to accidents at its venues in connection with its operations. As required, the Company has accrued its estimate of the probable settlement or other losses for the resolution of any outstanding claims. These estimates have been developed in consultation with counsel and are based upon an analysis of potential results, including, in some cases, estimated redemption rates for the settlement offered, assuming a combination of litigation and settlement strategies. It is possible, however, that future results of operations for any particular period could be materially affected by changes in the Company s assumptions or the effectiveness of its strategies related to these proceedings. In addition, under the Company s agreements with Clear Channel, it has assumed and will indemnify Clear Channel for liabilities related to its business for which they are a party in the defense.

As of June 30, 2012, the Company has accrued \$41.5 million for the specific cases discussed above as its best estimate of the probable costs of legal settlement, including \$35.5 million for the Ticketing Fees Consumer Class Action litigation settlement.

#### NOTE 6 CERTAIN RELATIONSHIPS AND RELATED-PARTY TRANSACTIONS

#### Agreements with Liberty Media

In connection with the Merger Agreement, in February 2009 the Company entered into a stockholder agreement with Liberty Media and Liberty USA Holdings, LLC (the Liberty Stockholder Agreement ) regarding certain corporate governance rights, designation rights and registration rights with respect to the Company s common stock to be received by Liberty Media in the Merger. The Liberty Stockholder Agreement became effective upon consummation of the Merger. Among other things, subject to certain restrictions and limitations set forth in the Liberty Stockholder Agreement, Liberty Media has exercised its right to nominate two directors to serve on the Company s board of directors. The Liberty Stockholder Agreement also contains provisions relating to limitations on the ownership of the Company s equity securities by Liberty Media and its affiliates following the Merger and on transfers of the Company s equity securities and rights and obligations under the Liberty Stockholder Agreement following the Merger.

In February 2011, the Company entered into a subscription agreement with Liberty Media. Pursuant to the subscription agreement, in February and June 2011, the Company sold to Liberty Media 1.8 million and 5.5 million shares, respectively, of the Company s common stock for aggregate cash consideration of \$18.8 million and \$57.7 million, respectively.

#### **Transactions Involving Directors**

The Company has a non-employee director as of June 30, 2012 who is also a director and executive officer of Clear Channel. This director receives directors fees, stock options and restricted stock awards on the same basis as other non-employee members of the Company s board of directors. Additionally, as of June 30, 2012, the Company has an employee director who is also a director of Clear Channel. From time to time, the Company purchases advertising from Clear Channel and its subsidiaries in the ordinary course of business on an arms-length basis.

The Company has a non-employee director as of June 30, 2012 who is also a director and executive officer of MSG and Cablevision. This director receives directors fees, stock options and restricted stock awards on the same basis as other non-employee members of the Company s board of directors. From time to time, the Company promotes events at venues owned and/or operated by MSG and pays rental fees and co-promote fees to MSG and its subsidiaries. In addition, the Company provides ticketing services for venues and sports franchises owned and/or operated by MSG and pays royalty fees to MSG and its subsidiaries. The Company also receives transaction fees from MSG and its subsidiaries for tickets MSG sells using the Company s ticketing software. Finally, the Company purchases advertising from Cablevision and its subsidiaries from time to time. All of these transactions are entered into in the ordinary course of business on an arms-length basis.

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The following table sets forth expenses incurred and revenue earned from the transactions noted above:

|                               | Three Mor<br>June |           | -        | ths Ended<br>e 30, |
|-------------------------------|-------------------|-----------|----------|--------------------|
|                               | 2012              | 2012 2011 |          | 2011               |
|                               |                   | (in tho   | usands)  |                    |
| ector related-party revenue   | \$ 3,542          | \$ -      | \$ 8,320 | \$ -               |
| rector related-party expenses | \$ 5,692          | \$ 1,062  | \$ 9,153 | \$ 1,428           |

#### Transactions Involving Executives

ATC Aviation, Inc. ( ATC ), which is owned by Irving Azoff, owns an aircraft. Irving Azoff is the Company s Executive Chairman and Chairman of the board of directors. An aircraft management and charter company, unrelated to either the Company or ATC, manages and operates the aircraft on ATC s behalf and charges market rates for the use of the aircraft when used by Mr. Azoff or other executives on Company business, a portion of which is paid to ATC. For the three months ended June 30, 2012 and 2011, the Company made payments totaling \$0.4 million and \$0.5 million, respectively, and for the six months ended June 30, 2012 and 2011, the Company made payments totaling \$1.0 million and \$0.6 million, respectively.

In January 2011, pursuant to the provisions of a then effective stockholders—agreement, the board of directors of Front Line declared a dividend payable in cash to the holders of record of Front Line common stock. This dividend was paid in January 2011 and totaled \$20.1 million of which the Company received \$15.0 million. The Azoff Trust received a pro rata portion of this dividend totaling \$3.0 million. In connection with the January 2011 dividend, Mr. Azoff received a contractual gross-up payment of \$0.6 million. Prior to the payment of the dividend, FLMG made a loan to Front Line principally to fund the dividend, evidenced by a promissory note from Front Line to FLMG with a principal amount of \$20.7 million and bearing interest at a rate of 4.5%, payable no later than December 31, 2011. This loan was paid off in the first quarter of 2012.

#### Other Related Parties

During the six months ended June 30, 2011, the Company paid \$6.8 million of deferred consideration due in connection with an acquisition of a company owned by various members of management of one of the Company s subsidiaries. The acquired company holds the lease of a venue. There were no such deferred consideration payments made during the six months ended June 30, 2012.

In January 2011, the Company sold a 49.9% noncontrolling interest in its clubs and theaters venue promotion business in Boston to a company partially owned by two employees of one of the Company s subsidiaries in exchange for assets and cash valued at \$12.6 million.

The Company conducts certain transactions in the ordinary course of business with companies that are owned, in part or in total, by various members of management of the Company s subsidiaries or companies over which it has significant influence. These transactions primarily relate to venue rentals, concession services, equipment rentals, ticketing, marketing and other services and reimbursement of certain costs. As of June 30, 2012 and December 31, 2011, the Company has a receivable balance of \$12.7 million and \$13.3 million, respectively, from certain of these companies. The following table sets forth expenses incurred and revenue earned from these companies for services rendered or provided in relation to these business ventures. None of these transactions were with directors or executive officers of the Company.

|  |          | Three Months Ended June 30, |                            |          |
|--|----------|-----------------------------|----------------------------|----------|
|  | 2012     | 2011                        | <b>2012</b> <i>usands)</i> | 2011     |
| Other related-parties revenue                      | \$ 732   | \$ 475                      | \$ 1,746                   | \$ 1,670 |
| Other related-parties expenses NOTE 7 INCOME TAXES | \$ 2,117 | \$ 2,001                    | \$ 3,856                   | \$ 5,830 |

The Company calculates interim effective tax rates in accordance with the FASB guidance for income taxes and applies the estimated annual effective tax rate to year-to-date pretax income (loss) at the end of each interim period to compute a year-to-date tax expense (or benefit). This guidance requires departure from effective tax rate computations when losses incurred within tax jurisdictions cannot be carried back and future

profits associated with operations in those tax jurisdictions cannot be assured beyond any reasonable doubt. Accordingly, the Company has calculated and applied an expected annual effective tax rate of approximately 19% for 2012 (as compared to 20% in the prior year), excluding significant, unusual or extraordinary items, for ordinary income associated with operations, which are principally outside of the United States, for which the Company currently expects to have annual taxable income. The Company has not recorded tax benefits associated with losses from operations for which future taxable income cannot be reasonably assured. As required by this guidance, the Company also includes tax effects of significant, unusual or extraordinary items in income tax expense in the interim period in which they occur.

Net income tax expense is \$9.5 million for the six months ended June 30, 2012. The components of tax expense that contributed to the net income tax expense for the six months ended June 30, 2012 primarily consist of income tax expense of \$5.6 million based on the expected annual rate pertaining to ordinary income for the six-month period ending on June 30, 2012, state and local taxes of \$1.9 million, the establishment of valuation allowances of \$0.5 million on deferred tax assets and an increase for discrete unrecognized tax benefits of \$0.9 million.

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As of June 30, 2012 and December 31, 2011, the Company had unrecognized tax benefits of approximately \$12.7 million and \$13.4 million, respectively. During the six months ended June 30, 2012, unrecognized tax benefits decreased by approximately \$0.7 million, primarily attributable to settlements of approximately \$1.7 million and currency translation adjustments of \$0.3 million. These decreases were offset partially by \$1.3 million for tax, interest and penalty accruals. All of these unrecognized tax benefits would favorably impact the effective tax rate if recognized in the future.

Historically, the Company has reinvested all foreign earnings in its continuing foreign operations. The Company currently believes all undistributed foreign earnings that are not currently subject to United States federal income tax will be indefinitely reinvested in its foreign operations.

The tax years 2001 through 2011 remain open to examination by the major tax jurisdictions to which the Company is subject.

#### NOTE 8 STOCKHOLDERS EQUITY

The following table shows the reconciliation of the carrying amount of redeemable noncontrolling interests, total stockholders equity, stockholders equity attributable to Live Nation Entertainment, Inc. and stockholders equity attributable to noncontrolling interests:

|  | Rec | deemable | Live Nation                                |   |           |    | Total                 |
|--|-----|----------|--|---|-----------|----|-----------------------|
|  | 8   |          | Entertainment, Inc.<br>Stockholders Equity | Noncontrolling Interests (in thousands) |           | St | ockholders'<br>Equity |
| Balances at December 31, 2011                              | \$  | 8,277    | \$ 1,461,103                               | \$                                      | 155,791   | \$ | 1,616,894             |
| Non-cash and stock-based compensation                      |     | -        | 14,566                                     |   | -         |    | 14,566                |
| Exercise of stock options                                  |     | -        | 859  |   | -         |    | 859                   |
| Acquisitions   |     | 37,865   | -  |   | -         |    | -                     |
| Acquisitions of noncontrolling interests                   |     | -        | (4)  |   | (245)     |    | (249)                 |
| Redeemable noncontrolling interests fair value adjustments |     | 240      | (240)                                      |   | -         |    | (240)                 |
| Noncontrolling interests contributions                     |     | -        | -  |   | 130       |    | 130                   |
| Cash dividends, net of tax                                 |     | -        | -  |   | (8,189)   |    | (8,189)               |
| Other  |     | 710      | -  |   | (62)      |    | (62)                  |
| Comprehensive loss:  |     |          |  |   |           |    |                       |
| Net loss   |     | (562)    | (61,458)                                   |   | (2,648)   |    | (64,106)              |
| Unrealized loss on cash flow hedges                        |     | _        | (88)                                       |   | _         |    | (88)                  |
| Currency translation adjustment                            |     | -        | (8,865)                                    |   | -         |    | (8,865)               |
| D. I   | Ф   | 46.500   | ¢ 1 405 052                                | Φ.                                      | 1.4.4.555 | Φ. | 1.550.650             |
| Balances at June 30, 2012                                  | \$  | 46,530   | \$ 1,405,873                               | \$                                      | 144,777   | \$ | 1,550,650             |

#### Noncontrolling Interests

As of June 30, 2012, for the non-wholly-owned subsidiaries of the Company where the common securities held by the noncontrolling interests do not include put arrangements exercisable outside of the control of the Company, such noncontrolling interests are recorded in stockholders equity, separate from the Company s own equity.

The purchase or sale of additional ownership in an already controlled subsidiary is recorded as an equity transaction with no gain or loss recognized in consolidated net income or comprehensive income. In the first six months of 2011, the Company acquired the remaining equity interests in Front Line and other smaller companies. There were no significant acquisitions of noncontrolling interests during the first half of 2012.

The following schedule reflects the change in ownership interests for these transactions.

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|   | Three Months Ended June 30, |       |                        |                  |    | Six Mont<br>June |    |                  |  |
|---|-----------------------------|-------|------------------------|------------------|----|------------------|----|------------------|--|
|   |                             | 2012  | <b>2011</b> (in thouse |                  |    | 2012             |    | 2011             |  |
| Net income (loss) attributable to Live Nation Entertainment, Inc.   | \$                          | 7,692 | \$                     | 13,257           | \$ | (61,458)         | \$ | (35,203)         |  |
| Transfers (to) from noncontrolling interests:<br>Changes in Live Nation Entertainment, Inc. s paid in capital<br>for purchase of noncontrolling interests, net of transaction |                             |       |                        |                  |    |                  |    |                  |  |
| Net transfers (to) from noncontrolling interests  |                             | (456) |                        | 15,753<br>15,753 |    | (4)              |    | 84,437<br>84,437 |  |
| Change from net income (loss) attributable to Live Nation<br>Entertainment, Inc. and transfers (to) from noncontrolling<br>interests  | \$                          | 7.236 | \$                     | 29.010           | \$ | (61,462)         | \$ | 49.234           |  |

#### Redeemable Noncontrolling Interests

For certain of its consolidated subsidiaries, the Company is subject to put arrangements arising from business combinations where the holders of the noncontrolling interests can require the Company to repurchase their shares at specified dates in the future or within specified periods in the future. Certain of these puts can be exercised earlier upon the occurrence of triggering events as specified in the agreements. The exercise dates for these puts range from November 2012 to December 2018. The redemption amounts for these puts are either at a fixed amount, at fair value at the time of exercise or variable based on a formula linked to earnings. In accordance with the FASB guidance for business combinations, the redeemable noncontrolling interests are recorded at their fair value at the acquisition date. As these put arrangements are not currently redeemable, for increases in the estimated redemption value, or reductions in the estimated redemption value to the extent increases had been recognized previously, the Company accretes changes in the redemption value over the period from the date of issuance to the earliest redemption date of the individual puts, with the offset recorded to additional paid-in capital. Accounting guidance prohibits the recognition of reductions in value below issuance date value. Changes in estimated redemption values that are based on a formula linked to future earnings are computed using projected cash flows each reporting period which take into account the current expectations regarding profitability and the timing of revenue-generating events. For redemption amounts that are fixed dollar amounts, if the initial fair value is the redemption amount, there are no changes recorded until the puts are exercised or expire. The redemption amounts for these put arrangements are reflected in the Company s balance sheets as redeemable noncontrolling interests outside of permanent equity and, at June 30, 2012 and December 31, 2011, were \$46.5 million and \$8.3 million, respectively. The increase during the current year is principally related to puts associated with the 2012 acquisitions.

#### Earnings per Share

The following table sets forth the computation of basic and diluted net income (loss) per common share:

|   |          | nths Ended<br>e 30, | Six Mont<br>June    |             |
|---|----------|---------------------|---------------------|-------------|
|   | 2012     | 2011                | 2012                | 2011        |
|   | (in      | thousands, excep    | ot for per share de | ata)        |
| Net income (loss) attributable to Live Nation Entertainment, Incbasic |          |                     |                     |             |
| and diluted   | \$ 7,692 | \$ 13,257           | \$ (61,458)         | \$ (35,203) |
|   |          |                     |                     |             |
| Weighted average common shares basic                                  | 186,894  | 180,819             | 186,708             | 178,568     |
| Effect of dilutive securities:  |          |                     |                     |             |
| Stock options, restricted stock and warrants                          | 2,431    | 1,971               | -                   | -           |
| 2.875% convertible senior notes                                       | _        | -                   | -                   | -           |
|   |          |                     |                     |             |
| Weighted average common shares diluted                                | 189,325  | 182,790             | 186,708             | 178,568     |
| weighted average common smaller and are                               | 105,020  | 102,750             | 100,700             | 170,000     |
| Basic and diluted net income (loss) per common share                  | \$ 0.04  | \$ 0.07             | \$ (0.33)           | \$ (0.20)   |

The calculation of diluted net income (loss) per common share includes the effects of the assumed exercise of any outstanding stock options and warrants, the assumed vesting of shares of restricted stock awards and units and the assumed conversion of the 2.875% convertible senior notes where dilutive. The following table shows securities excluded from the calculation of diluted net income (loss) per common share because such securities are anti-dilutive:

|  | Three Mont<br>June |                       | Six Month<br>June  |        |
|--|--------------------|-----------------------|--------------------|--------|
|  | 2012               | <b>2011</b> (in thous | <b>2012</b> (ands) | 2011   |
| Options to purchase shares of common stock                   | 15,981             | 14,801                | 21,340             | 19,583 |
| Restricted stock awards and units unvested                   | 3,179              | 2,284                 | 3,935              | 3,124  |
| Warrants   | 500                | 500                   | 500                | 500    |
| Conversion shares related to 2.875% convertible senior notes | 8,105              | 8,105                 | 8,105              | 8,105  |

| Number of anti-dilutive potentially issuable shares excluded from diluted |        |        |        |        |
|---|--------|--------|--------|--------|
| common shares outstanding   | 27,765 | 25,690 | 33,880 | 31,312 |

#### NOTE 9 STOCK-BASED COMPENSATION

The following is a summary of stock-based compensation expense recorded by the Company during the respective periods:

|  | Three Mor<br>June |              |               | ths Ended<br>e 30, |
|--|-------------------|--------------|---------------|--------------------|
|  | 2012              | 2011 (in the | 2012 ousands) | 2011               |
| Selling, general and administrative expenses | \$ 3,353          | \$ 3,099     | \$ 6,644      | \$ 33,571          |
| Corporate expenses                           | 5,587             | 4,551        | 11,275        | 9,386              |
| Total stock-based compensation expense       | \$ 8,940          | \$ 7,650     | \$ 17,919     | \$ 42,957          |

In the first quarter of 2011, the Company acquired the remaining equity interests of Front Line. As a result of this acquisition, the Company recorded \$24.4 million of stock-based compensation in selling, general and administrative expenses.

As of June 30, 2012, there was \$56.2 million of total unrecognized compensation cost related to stock-based compensation arrangements for stock options, restricted stock awards and restricted stock units. This cost is expected to be recognized over a weighted-average period of 2.6 years.

#### Azoff Trust Note

As part of the Merger, a note was issued to the Azoff Trust in exchange for shares of Ticketmaster s series A convertible redeemable preferred stock held by the Azoff Trust. The note accrues interest equal to 3.0% of the outstanding principal balance and is payable in monthly installments of \$0.8 million through October 1, 2013, subject to Mr. Azoff s continued employment with the Company. In the event of a termination of Mr. Azoff s employment with the Company without cause or for good reason or due to death or disability, the note immediately will vest and the balance of the note will be due and paid in a cash lump sum. Upon any other termination of Mr. Azoff s employment, the Azoff Trust will forfeit the balance of the note. For the three months ended June 30, 2012 and 2011, the Company recorded \$1.6 million in each of the respective periods and for the six months ended June 30, 2012 and 2011, the Company recorded \$3.2 million in each of the respective periods related to this note as a component of corporate expenses.

#### NOTE 10 SEGMENT DATA

The Company s reportable segments are Concerts, Ticketing, Artist Nation and Sponsorship & Advertising. Prior to 2012, the Company reported an eCommerce segment, which is now included in the Ticketing and Sponsorship & Advertising segments. Specifically, all online advertising and online sponsorships previously reported in the eCommerce segment are now reported in the Sponsorship & Advertising segment while all other activity has been included in the Ticketing segment. This change was made to be consistent with how the four key components of the business are now being managed.

The Concerts segment involves the promotion of live music events globally in the Company s owned and/or operated venues and in rented third-party venues, the production of music festivals and the operation and management of music venues and is the aggregation of the Company s North American Concerts and International Concerts operating segments. The Ticketing segment involves the management of the Company s global ticketing operations including providing ticketing software and services to clients and online access for customers relating to ticket and event information and is responsible for the Company s primary websites, www.livenation.com and www.ticketmaster.com. The Ticketing segment is the aggregation of the Company s North American Ticketing and International Ticketing operating segments. The Artist Nation segment provides management services to artists and other services including merchandise, artist fan sites and VIP tickets and is the aggregation of the Company s Artist Management and Artist Services operating segments. The Sponsorship & Advertising segment manages the development of strategic sponsorship programs in addition to the sale of international, national and local sponsorships and placement of advertising including signage, promotional programs and banner ads in the Company s owned and/or operated venues and on its primary websites.

Included in the June 30, 2012 and December 31, 2011 cash and cash equivalents balance is \$393.4 million and \$373.9 million, respectively, of funds representing amounts equal to the face value of tickets sold on behalf of clients and the clients share of convenience and order processing charges (client funds). The Company does not utilize client funds for its own financing or investing activities as the amounts are payable to

clients.

The Company has reclassified all periods to conform to the current period presentation. Revenue and expenses earned and charged between segments are eliminated in consolidation. Corporate expenses and all line items below operating income (loss) are managed on a total company basis.

The Company manages its working capital on a consolidated basis. Accordingly, segment assets are not reported to, or used by, the Company s management to allocate resources to or assess performance of the segments, and therefore, total segment assets have not been disclosed.

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The following table presents the results of operations for the Company s reportable segments for the three and six months ending June 30, 2012 and 2011:

|                                   | (  | Concerts  | Т  | icketing |         | Artist<br>Nation | • | oonsorship<br>Advertising<br>(in thou | _  | Other<br>ds) | Co | orporate | Eli | minations           | Co   | nsolidated                              |
|-----------------------------------|----|-----------|----|----------|---------|------------------|---|---------------------------------------|----|--------------|----|----------|-----|---------------------|------|---|
| Three Months Ended June 30, 2012  |    |           |    |          |         |                  |   |                                       |    |              |    |          |     |                     |      |   |
| Revenue                           | •  | 1,076,024 | Φ  | 313,068  | ¢ :     | 109,241          | ( | \$ 61,278                             | \$ | 422          | \$ | _        | \$  | (9,356)             | ¢    | 1,550,677                               |
| Direct operating expenses         | Ψ. | 896,083   |    | 138,496  | ψ.      | 73,371           |   | 9,337                                 |    | (1,908)      | Ψ  |          | Ψ   | (8,510)             |      | 1,106,869                               |
| Selling, general and              |    | 070,003   |    | 130,470  |         | 73,371           |   | 7,331                                 |    | (1,700)      |    |          |     | (0,510)             |      | 1,100,007                               |
| administrative expenses           |    | 145,067   |    | 104,673  |         | 21,306           |   | 9,192                                 |    | 705          |    | _        |     | _                   |      | 280,943                                 |
| Depreciation and amortization     |    | 44,134    |    | 38,803   |         | 11,456           |   | (18)                                  |    | 11           |    | 719      |     | (846)               |      | 94,259                                  |
| Loss (gain) on sale of operating  |    | . 1,10    |    | 20,002   |         | 11,.00           |   | (10)                                  |    |              |    | , 12     |     | (0.0)               |      | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| assets                            |    | 1         |    | (65)     |         | _                |   | _                                     |    | 157          |    | _        |     | _                   |      | 93                                      |
| Corporate expenses                |    | _         |    | -        |         | _                |   | _                                     |    | _            |    | 27,415   |     | _                   |      | 27,415                                  |
| Acquisition transaction expenses  |    | (2,219)   |    | (315)    |         | 351              |   | _                                     |    | _            |    | 313      |     | _                   |      | (1,870)                                 |
| requisition transaction empenses  |    | (=,=1>)   |    | (818)    |         | 001              |   |                                       |    |              |    | 010      |     |                     |      | (1,070)                                 |
| Operating income (loss)           | \$ | (7,042)   | \$ | 31,476   | \$      | 2,757            | 9 | \$ 42,767                             | \$ | 1,457        | \$ | (28,447) | \$  | -                   | \$   | 42,968                                  |
| Intersegment revenue              | \$ | 5,686     | \$ | 1,814    | \$      | 1,856            | 9 | \$ -                                  | \$ | -            | \$ | -        | \$  | (9,356)             | \$   | -                                       |
| Three Months Ended June 30, 2011  |    |           |    |          |         |                  |   |                                       |    |              |    |          |     |                     |      |   |
| Revenue                           | \$ | 1,082,229 | \$ | 307,830  | \$ 1    | 118,430          | ( | \$ 62,994                             | \$ | 807          | \$ | 1        | \$  | (13,409)            | \$   | 1,558,882                               |
| Direct operating expenses         | Ψ. | 921,480   |    | 140,409  | ψ.      | 81,386           |   | 9,793                                 | ψ  | -            | Ψ  | (1,713)  | Ψ   | (13,409) $(13,204)$ |      | 1,138,151                               |
| Selling, general and              |    | 721,400   |    | 140,407  |         | 01,500           |   | 7,173                                 |    | _            |    | (1,713)  |     | (13,204)            |      | 1,130,131                               |
| administrative expenses           |    | 142,315   |    | 93,254   |         | 21,609           |   | 9,114                                 |    | 503          |    | _        |     | _                   |      | 266,795                                 |
| Depreciation and amortization     |    | 28,302    |    | 35,153   |         | 13,131           |   | 89                                    |    | 13           |    | 444      |     | (205)               |      | 76,927                                  |
| Loss (gain) on sale of operating  |    | 20,302    |    | 33,133   |         | 13,131           |   | 0)                                    |    | 13           |    |          |     | (203)               |      | 10,721                                  |
| assets                            |    | (678)     |    | (76)     |         | _                |   | _                                     |    | 94           |    | _        |     | _                   |      | (660)                                   |
| Corporate expenses                |    | -         |    | -        |         | _                |   | _                                     |    | - 1          |    | 24,590   |     | _                   |      | 24,590                                  |
| Acquisition transaction expenses  |    | (1,261)   |    | 682      |         | (2,774)          |   | _                                     |    | _            |    | 4,059    |     | _                   |      | 706                                     |
| 1                                 |    | , ,       |    |          |         | , ,              |   |                                       |    |              |    | ,        |     |                     |      |   |
| Operating income (loss)           | \$ | (7,929)   | \$ | 38,408   | \$      | 5,078            | 5 | \$ 43,998                             | \$ | 197          | \$ | (27,379) | \$  | -                   | \$   | 52,373                                  |
|                                   |    |           |    |          |         |                  |   |                                       |    |              |    |          |     |                     |      |   |
| Intersegment revenue              | \$ | 7,351     | \$ | 340      | \$      | 5,718            |   | \$ -                                  | \$ | -            | \$ | -        | \$  | (13,409)            | \$   | -                                       |
| Six Months Ended June 30,<br>2012 |    |           |    |          |         |                  |   |                                       |    |              |    |          |     |                     |      |   |
| Revenue                           | \$ | 1,524,723 | \$ | 639,612  | \$      | 170,646          | 9 | \$ 97,406                             | \$ | 1,198        | \$ | _        | \$  | (14,911)            | \$ : | 2,418,674                               |
| Direct operating expenses         |    | 1,239,436 |    | 290,371  |         | 114,009          |   | 16,058                                |    | (423)        |    | -        |     | (13,868)            |      | 1,645,583                               |
| Selling, general and              |    | , ,       |    | ,        |         | ,                |   | ,                                     |    |              |    |          |     |                     |      | , ,                                     |
| administrative expenses           |    | 276,685   |    | 208,001  |         | 45,394           |   | 17,981                                |    | 1,017        |    | _        |     | _                   |      | 549,078                                 |
| Depreciation and amortization     |    | 72,496    |    | 77,969   |         | 23,068           |   | 21                                    |    | 23           |    | 1,438    |     | (1,043)             |      | 173,972                                 |
| Loss (gain) on sale of operating  |    |           |    |          |         |                  |   |                                       |    |              |    |          |     |                     |      |   |
| assets                            |    | (469)     |    | (155)    |         | -                |   | -                                     |    | 429          |    | -        |     | -                   |      | (195)                                   |
| Corporate expenses                |    | -         |    | -        |         | -                |   | -                                     |    | -            |    | 50,632   |     | -                   |      | 50,632                                  |
| Acquisition transaction expenses  |    | (1,405)   |    | (335)    |         | 401              |   | -                                     |    | -            |    | 778      |     | -                   |      | (561)                                   |
| Operating income (loss)           | \$ | (62,020)  | \$ | 63,761   | \$      | (12,226)         | ( | \$ 63,346                             | \$ | 152          | \$ | (52,848) | \$  | -                   | \$   | 165                                     |
| •                                 |    | 0.1       |    | 2 (2 (   | <u></u> | 2015             |   | Φ.                                    | _  |              | _  |          | _   | (1.1.6.1.1)         | 4    |   |
| Intersegment revenue              | \$ | 9,167     | \$ |          | \$      | 3,048            |   | \$ -                                  | \$ | -            | \$ | -        | \$  | (14,911)            | \$   | - 50.714                                |
| Capital expenditures              | \$ | 11,458    | \$ | 42,422   | \$      | 414              |   | \$ 3,433                              | \$ | 4            | \$ | 983      | \$  | -                   | \$   | 58,714                                  |

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# Six Months Ended June 30, 2011

| 2011                             |      |          |      |         |      |          |       |      |             |      |          |     |          |      |           |
|----------------------------------|------|----------|------|---------|------|----------|-------|------|-------------|------|----------|-----|----------|------|-----------|
| Revenue                          | \$ 1 | ,531,499 | \$ 6 | 525,339 | \$ 1 | 72,566   | \$ 96 | ,065 | \$<br>1,606 | \$   | 333      | \$  | (19,117) | \$ 2 | 2,408,291 |
| Direct operating expenses        | 1    | ,287,634 | 2    | 285,088 | 1    | 16,267   | 16    | ,000 | -           |      | (1,002)  |     | (18,712) | 1    | ,685,275  |
| Selling, general and             |      |          |      |         |      |          |       |      |             |      |          |     |          |      |           |
| administrative expenses          |      | 268,616  |      | 183,446 |      | 68,915   | 17    | ,727 | 1,060       |      | -        |     | -        |      | 539,764   |
| Depreciation and amortization    |      | 54,715   |      | 72,405  |      | 26,612   |       | 188  | 27          |      | 866      |     | (405)    |      | 154,408   |
| Loss (gain) on sale of operating |      |          |      |         |      |          |       |      |             |      |          |     |          |      |           |
| assets                           |      | (690)    |      | (86)    |      | 1,241    |       | -    | 170         |      | -        |     | -        |      | 635       |
| Corporate expenses               |      | -        |      | -       |      | -        |       | -    | -           |      | 45,626   |     | -        |      | 45,626    |
| Acquisition transaction expenses |      | (6,115)  |      | 951     |      | (2,182)  |       | -    | -           |      | 9,717    |     | -        |      | 2,371     |
|                                  |      |          |      |         |      |          |       |      |             |      |          |     |          |      |           |
| Operating income (loss)          | \$   | (72,661) | \$   | 83,535  | \$   | (38,287) | \$ 62 | .150 | \$<br>349   | \$ ( | (54,874) | \$  | _        | \$   | (19,788)  |
| 8 ( )                            |      | (- , ,   |      | ,       |      | (,,      |       |      |             |      | (- ) )   |     |          | ·    | ( - , ,   |
| Intersegment revenue             | \$   | 7,812    | \$   | 4,333   | \$   | 6,972    | \$    | _    | \$<br>_     | \$   |          | \$  | (19,117) | \$   | _         |
|                                  |      |          | φ    | ,       | φ    | - /      | - 1   |      |             | Φ    |          | - 1 | , ,      |      |           |
| Capital expenditures             | \$   | 10,852   | Ф    | 27,515  | •    | 2,294    | \$    | 92   | \$<br>-     | \$   | 3,895    | \$  | -        | \$   | 44,648    |

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## Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations

Live Nation (which may be referred to as the Company, we, us or our) means Live Nation Entertainment, Inc. and its subsidiaries, or one of our segments or subsidiaries, as the context requires. You should read the following discussion of our financial condition and results of operations together with the unaudited consolidated financial statements and notes to the financial statements included elsewhere in this quarterly report.

## **Special Note About Forward-Looking Statements**

Certain statements contained in this quarterly report (or otherwise made by us or on our behalf from time to time in other reports, filings with the SEC, news releases, conferences, internet postings or otherwise) that are not statements of historical fact constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Exchange Act of 1934, as amended, notwithstanding that such statements are not specifically identified. Forward-looking statements include, but are not limited to, statements about our financial position, business strategy, competitive position, potential growth opportunities, potential operating performance improvements, the effects of competition, the effects of future legislation or regulations and plans and objectives of our management for future operations. We have based our forward-looking statements on our beliefs and assumptions based on information available to us at the time the statements are made. Use of the words may, should, continue, plan, potential, anticipate, believe, estimate, expect, predict, or variations of such words and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.

Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties that could cause actual results to differ materially from those in such statements. Factors that could cause actual results to differ from those discussed in the forward-looking statements include, but are not limited to, those set forth below under Part II Item 1A. Risk Factors, as well as other factors described herein or in our annual, quarterly and other reports we file with the SEC (collectively, cautionary statements). Based upon changing conditions, should any one or more of these risks or uncertainties materialize, or should any underlying assumptions prove incorrect, actual results may vary materially from those described in any forward-looking statements. All subsequent written and oral forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the applicable cautionary statements. We do not intend to update these forward-looking statements, except as required by applicable law.

## **Executive Overview**

In the second quarter of 2012, our revenue increased 2% overall compared to last year on a constant currency basis as we began the Concert season, although reported revenue was down slightly due to currency changes during the period. We again saw an increased number of tickets sold in the Ticketing segment, from growth in both concerts and sports tickets, along with higher overall attendance in our Concerts segment on a slightly lower number of events. During the second quarter, we expanded our Concerts presence through the acquisition of Coppel, a concert promotion business in Australia and New Zealand, along with the acquisitions of two key festival brands in the electronic dance music space Creamfields and HARD Events. Our strategy remains centered on expanding our presence in the world slargest live entertainment markets and leveraging our leadership position in the live entertainment industry to promote more concerts, sell more tickets and grow our sponsorship and online advertising revenue, while continuing to optimize our cost structure. As the leading global live event, ticketing and artist management company, we believe that we are well-positioned to effectively serve artists, teams, fans and venues.

Our Concerts segment delivered improved operating results in the second quarter as compared to last year through stronger amphitheater and festival activity. Our concert attendance was up 6% globally driven by higher attendance per show as our overall number of events in the quarter declined by 1%. We had more amphitheater shows in the second quarter as compared to last year with higher profitability and we continue to expect that we will deliver more amphitheater shows for the year than in 2011. During the quarter, we expanded our presence in Australia and New Zealand as noted above which gives us a strong base for promotion activity across Australia and Asia. Also, in addition to the two key festival brands we acquired in the quarter, we continued to grow our festival base by investing in several new festivals that we have started, both internationally and in North America, and we remain focused on selling more tickets and continuing to improve the profitability of our amphitheater shows.

Our Ticketing segment saw an increase in ticket sales again in this quarter as compared to last year. Overall, our reported revenue grew by 2% primarily due to increased global ticket sales and higher resale activity, despite the year-over-year reduction in fees earned for the 2012 Olympics ticket sales which were sold primarily in the first and second quarters of 2011. The investment in our ticketing platform continues as we are now into the second year of a three-year project to re-platform our core ticketing infrastructure and we continue to invest in mobile and other ecommerce enhancements as well. These investments were a primary driver of Ticketing s reduced operating results for the quarter. During the second quarter, we rolled out the first major release from our ticketing re-platform project which delivered to our venue clients an improved ticketing portal and user interface.

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Our Artist Nation segment had reduced merchandise activity during the quarter driven primarily from timing of artist tours which caused a decline in revenue and operating results. Our artist management business continues to focus on adding new artists, serving its existing artists and growing its merchandise and services business by developing new relationships with the hottest brands.

Our Sponsorship & Advertising segment revenue was slightly down in the quarter, although still higher year-to-date through the second quarter, driven by the timing of certain festivals which moved from second quarter to the third quarter this year. This business continues to deliver high operating margins, currently at 70%, that drive our overall results. We signed contracts with new partners such as TD Bank Group, Samsung and T-Mobile this quarter. We believe that our extensive on-site and online reach, global venue distribution network, artist relationships and ticketing operations are key to securing long-term sponsorship agreements with major brands and we continue to look for ways to expand these assets and to extend further internationally in new markets.

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We remain excited about the long-term potential of our Company as we continue to focus on the key elements of our business model, promoting more concerts in more markets, growing our sponsorship and online advertising revenue and selling more tickets while capturing more of the gross proceeds.

## **Our History**

We were incorporated in Delaware on August 2, 2005 in preparation for the spin-off of substantially all of Clear Channel s entertainment assets and liabilities. The Separation was completed on December 21, 2005, at which point we became a publicly traded company on the New York Stock Exchange trading under the symbol LYV.

On January 25, 2010, we completed our Merger with Ticketmaster. Effective on the date of the Merger, Ticketmaster became a wholly-owned subsidiary of Live Nation and Live Nation, Inc. changed its name to Live Nation Entertainment, Inc.

## **Segment Overview**

Our reportable segments are Concerts, Ticketing, Artist Nation and Sponsorship & Advertising. Prior to 2012 we reported an eCommerce segment, which is now included in our Ticketing and Sponsorship & Advertising segments. Specifically, all online advertising and online sponsorships previously reported in the eCommerce segment are now reported in the Sponsorship & Advertising segment while all other activity has been included in the Ticketing segment. This change was made to be consistent with how the four key components of the business are now being managed.

The segment results for the prior periods have been reclassified to conform to the current year presentation.

## Concerts

Our Concerts segment principally involves the global promotion of live music events in our owned and/or operated venues and in rented third-party venues, the operation and management of music venues and the production of music festivals across the world. While our Concerts segment operates year-round, we experience higher revenue during the second and third quarters due to the seasonal nature of shows at our outdoor amphitheaters and festivals, which primarily occur May through September.

To judge the health of our Concerts segment, we primarily monitor the number of confirmed events in our network of owned and/or operated and third-party venues, talent fees, average paid attendance and advance ticket sales. In addition, at our owned and/or operated venues, we monitor attendance, ancillary revenue per fan and premium seat sales. For business that is conducted in foreign markets, we compare the operating results from our foreign operations to prior periods on a constant currency basis.

## Ticketing

The Ticketing segment is primarily an agency business that sells tickets for events on behalf of our clients and retains a convenience charge and order processing fee for our services. We sell tickets through a combination of websites, telephone services and ticket outlets. Our ticketing sales are impacted by fluctuations in the availability of events for sale to the public, which may vary depending upon scheduling by our clients. Our Ticketing segment also manages our online activities including enhancements to our websites and bundling product offerings. Through our websites, we sell tickets to our own events as well as tickets for our ticketing clients and disseminate event and related merchandise information online. Revenue related to ticketing service charges for our events where we control ticketing is deferred and recognized as the event occurs.

To judge the health of our Ticketing segment, we primarily review the number of tickets sold through our ticketing operations, average convenience charges and order processing fees, the number of clients renewed or added and the average royalty rate paid to clients who use our ticketing services. In addition, we review the number of unique visitors to our websites, the overall number of customers in our database and the revenue related to the sale of other products on our websites. For business that is conducted in foreign markets, we compare the operating results from our foreign operations to prior periods on a constant currency basis.

## **Artist Nation**

The Artist Nation segment primarily provides management services to music artists in exchange for a commission on the earnings of these artists. Our Artist Nation segment also sells merchandise associated with music artists at live performances, to retailers and directly to consumers via the internet and also provides other services to artists. Revenue earned from our Artist Nation segment is impacted to a large degree by the

touring schedules of the artists we represent. Generally, we experience higher revenue during the second and third quarters as the period from May through September tends to be a popular time for touring events.

To judge the health of our Artist Nation segment, we primarily review the average annual earnings of each artist represented, percent of top artists on tour and planned album releases. For business that is conducted in foreign markets, we compare the operating results from our foreign operations to prior periods on a constant currency basis.

## Sponsorship & Advertising

Our Sponsorship & Advertising segment employs a sales force that creates and maintains relationships with sponsors, through a combination of strategic, international, national and local opportunities for businesses to reach customers through our concert, venue, artist relationship and ticketing assets, including advertising on our websites. We work with our corporate clients to help create marketing programs that drive their businesses.

To judge the health of our Sponsorship & Advertising segment, we primarily review the average revenue per sponsor, the total revenue generated through sponsorship arrangements, percent of expected revenue under contract and the online revenue received from sponsors advertising on our websites.

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## **Consolidated Results of Operations**

|  | Thi   | ree Months I | Ended | June 30, | %      | S    | Six Months Er | ıded | %         |        |
|--|-------|--------------|-------|----------|--------|------|---------------|------|-----------|--------|
|  |       | 2012         |       | 2011     | Change |      | 2012          |      | 2011      | Change |
|  |       | (in thou     | sands | )        |        |      | (in thou      | sana | ls)       |        |
| Revenue  | \$ 1, | 550,677      | \$ 1  | ,558,882 | (1)%   | \$ 2 | 2,418,674     | \$   | 2,408,291 | 0%     |
| Operating expenses:                              |       |              |       |          |        |      |               |      |           |        |
| Direct operating expenses                        | 1,    | 106,869      | 1     | ,138,151 | (3)%   | 1    | ,645,583      |      | 1,685,275 | (2)%   |
| Selling, general and administrative expenses     |       | 280,943      |       | 266,795  | 5%     |      | 549,078       |      | 539,764   | 2%     |
| Depreciation and amortization                    |       | 94,259       |       | 76,927   | 23%    |      | 173,972       |      | 154,408   | 13%    |
| Loss (gain) on sale of operating assets          |       | 93           |       | (660)    | *      |      | (195)         |      | 635       | *      |
| Corporate expenses                               |       | 27,415       |       | 24,590   | 11%    |      | 50,632        |      | 45,626    | 11%    |
| Acquisition transaction expenses                 |       | (1,870)      |       | 706      | *      |      | (561)         |      | 2,371     | *      |
|  |       |              |       |          |        |      |               |      |           |        |
| Operating income (loss)                          |       | 42,968       |       | 52,373   | (18)%  |      | 165           |      | (19,788)  | *      |
| Operating margin                                 |       | 2.8%         |       | 3.4%     |        |      | 0.0%          |      | (0.8)%    |        |
| T  |       | 20, 400      |       | 20.045   |        |      | 50.100        |      | 60.074    |        |
| Interest expense                                 |       | 29,488       |       | 30,845   |        |      | 59,198        |      | 60,074    |        |
| Interest income                                  |       | (931)        |       | (1,298)  |        |      | (1,831)       |      | (1,825)   |        |
| Equity in earnings of nonconsolidated affiliates |       | (1,801)      |       | (1,778)  |        |      | (5,682)       |      | (2,772)   |        |
| Other expense, net                               |       | 5,424        |       | 1,331    |        |      | 3,642         |      | 746       |        |
|  |       |              |       |          |        |      |               |      |           |        |
| Income (loss) before income taxes                |       | 10,788       |       | 23,273   |        |      | (55,162)      |      | (76,011)  |        |
| Income tax expense (benefit)                     |       | 5,228        |       | 6,659    |        |      | 9,506         |      | (38,283)  |        |
| •  |       |              |       |          |        |      |               |      |           |        |
| Net income (loss)                                |       | 5,560        |       | 16,614   |        |      | (64,668)      |      | (37,728)  |        |
| Net income (loss) attributable to noncontrolling |       |              |       |          |        |      |               |      |           |        |
| interests  |       | (2,132)      |       | 3,357    |        |      | (3,210)       |      | (2,525)   |        |
|  |       | • • •        |       |          |        |      |               |      |           |        |
| Net income (loss) attributable to Live Nation    |       |              |       |          |        |      |               |      |           |        |
| Entertainment, Inc.                              | \$    | 7,692        | \$    | 13,257   |        | \$   | (61,458)      | \$   | (35,203)  |        |

<sup>\*</sup> Percentages are not meaningful.

## **Key Operating Metrics**

|   | Three Months 2012 | Ended June 30,<br>2011 | Six Months E<br>2012 | Ended June 30,<br>2011 |  |
|---|-------------------|------------------------|----------------------|------------------------|--|
| Concerts (1)  |                   |                        |                      |                        |  |
| Total estimated events:   |                   |                        |                      |                        |  |
| North America   | 3,966             | 4,148                  | 7,176                | 7,227                  |  |
| International   | 1,709             | 1,591                  | 3,309                | 3,112                  |  |
| Total estimated events  | 5,675             | 5,739                  | 10,485               | 10,339                 |  |
| Total estimated attendance (rounded):                                   |                   |                        |                      |                        |  |
| North America   | 9,272,000         | 8,838,000              | 13,638,000           | 12,844,000             |  |
| International   | 4,555,000         | 4,193,000              | 7,406,000            | 7,145,000              |  |
| Total estimated attendance  | 13,827,000        | 13,031,000             | 21,044,000           | 19,989,000             |  |
| Ancillary net revenue per attendee (4):                                 |                   |                        |                      |                        |  |
| North America amphitheaters   |                   |                        | \$ 18.87             | \$ 19.45               |  |
| International festivals   |                   |                        | \$ 17.83             | \$ 17.51               |  |
| Ticketing (2)   |                   |                        |                      |                        |  |
| Number of tickets sold (in thousands):                                  |                   |                        |                      |                        |  |
| Concerts  | 18,604            | 17,683                 | 35,412               | 34,787                 |  |
| Sports  | 7,734             | 6,782                  | 16,540               | 14,338                 |  |
| Arts and theater  | 4,371             | 4,864                  | 9,190                | 9,457                  |  |
| Family  | 3,073             | 2,333                  | 7,601                | 6,763                  |  |
| Other (3)   | 1,699             | 1,749                  | 3,449                | 2,711                  |  |
|   | 35,481            | 33,411                 | 72,192               | 68,056                 |  |
| Gross value of tickets sold (in thousands)                              | \$ 2,191,152      | \$ 2,053,965           | \$ 4,411,351         | \$ 4,150,490           |  |
| Number of customers in database (4)(rounded)  Sponsorship & Advertising |                   |                        | 115,071,000          | 103,598,000            |  |
| Sponsorship revenue (in thousands)                                      | \$ 48,343         | \$ 49,627              | \$ 73,968            | \$ 74,423              |  |
| Online advertising revenue (in thousands)                               | \$ 12,935         | \$ 13,367              | \$ 23,438            | \$ 21,642              |  |

<sup>(1)</sup> Events generally represent a single performance by an artist. Attendance generally represents the number of fans who were present at an event. Festivals are counted as one event in the quarter in which the festival begins but attendance is split over the days of the festival and can be split between quarters. Events and attendance metrics are estimated each quarter.

<sup>(2)</sup> The number and gross value of tickets sold includes primary tickets only and excludes tickets sold for the 2012 Olympics. These metrics include tickets sold during the period regardless of event timing except for our promoted concerts in our owned and/or operated venues and in certain European territories where these tickets are recognized as the concerts occur.

<sup>(3)</sup> Other category includes tickets for comedy shows, facility tours, donations, lectures, seminars and cinema.

<sup>(4)</sup> Amounts are reported as of the latest period shown.

#### Revenue

Our revenue decreased \$8.2 million, or 1%, during the three months ended June 30, 2012 as compared to the same period of the prior year. The overall decrease in revenue was primarily due to decreases in our Concerts and Artist Nation segments of \$6.2 million and \$9.2 million, respectively. These decreases were partially offset by an overall increase of \$5.2 million in our Ticketing segment. Excluding the decrease of approximately \$43.7 million related to the impact of changes in foreign exchange rates, revenue increased \$35.5 million, or 2%.

Our revenue increased \$10.4 million during the six months ended June 30, 2012 as compared to the same period of the prior year. Overall increases in revenue were primarily due to an increase in our Ticketing segment of \$14.3 million partially offset by an overall decrease of \$6.8 million in our Concerts segment. Excluding the decrease of approximately \$51.1 million related to the impact of changes in foreign exchange rates, revenue increased \$61.5 million, or 3%.

More detailed explanations of these changes are included in the applicable segment discussions below.

## Direct operating expenses

Our direct operating expenses decreased \$31.3 million, or 3%, during the three months ended June 30, 2012 as compared to the same period of the prior year. The overall decrease in direct operating expenses was primarily due to decreases in our Concerts and Artist Nation segments of \$25.4 million and \$8.0 million, respectively. Excluding the decrease of approximately \$32.6 million related to the impact of changes in foreign exchange rates, direct operating expenses increased \$1.3 million.

Our direct operating expenses decreased \$39.7 million, or 2%, during the six months ended June 30, 2012 as compared to the same period of the prior year. The overall decrease in direct operating expenses was primarily due to a decrease in our Concerts segment of \$48.2 million partially offset by an increase of \$5.3 million in our Ticketing segment. Excluding the decrease of approximately \$37.2 million related to the impact of changes in foreign exchange rates, direct operating expenses decreased \$2.5 million.

Direct operating expenses include artist fees, ticketing client royalties, show-related marketing and advertising expenses along with other costs.

More detailed explanations of these changes are included in the applicable segment discussions below.

#### Selling, general and administrative expenses

Our selling, general and administrative expenses increased \$14.1 million, or 5%, during the three months ended June 30, 2012 as compared to the same period of the prior year. The overall increase in selling, general and administrative expenses was primarily due to increases in our Concerts and Ticketing segment of \$2.8 million and \$11.4 million, respectively. Excluding the decrease of approximately \$7.3 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased \$21.4 million, or 8%.

Our selling, general and administrative expenses increased \$9.3 million, or 2%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Overall increases in selling, general and administrative expenses were primarily due to increases in our Concerts and Ticketing segments of \$8.1 million and \$24.6 million, respectively. These increases were partially offset by a decrease of \$23.5 million in our Artist Nation segment. Excluding the decrease of approximately \$9.6 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased \$18.9 million, or 4%.

More detailed explanations of these changes are included in the applicable segment discussions below.

## Depreciation and amortization

Depreciation and amortization increased \$17.3 million, or 23%, during the three months ended June 30, 2012 as compared to the same period of the prior year. The overall increase in depreciation and amortization was primarily due to increases in our Concerts and Ticketing segments of \$15.8 million and \$3.7 million, respectively, partially offset by an overall decrease in our Artist Nation segment of \$1.7 million. Excluding the decrease of approximately \$1.1 million related to the impact of changes in foreign exchange rates, depreciation and amortization increased \$18.4 million, or 24%.

Depreciation and amortization increased \$19.6 million, or 13%, during the six months ended June 30, 2012 as compared to the same period of the prior year. The overall increase in depreciation and amortization was primarily due to increases in our Concerts and Ticketing segments of

\$17.8 million and \$5.6 million, respectively, partially offset by an overall decrease in our Artist Nation segment of \$3.5 million. Excluding the decrease of approximately \$1.6 million related to the impact of changes in foreign exchange rates, depreciation and amortization increased \$21.2 million, or 14%.

More detailed explanations of these changes are included in the applicable segment discussions below.

## Corporate expenses

Corporate expenses increased \$2.8 million, or 11%, and \$5.0 million, or 11%, during the three and six months ended June 30, 2012, respectively, as compared to the same periods of the prior year primarily due to legal expenses for the Live Concert Antitrust Litigation matter and increased non-cash compensation expense related to stock awards issued in 2011.

## Acquisition transaction expenses

Acquisition transaction expenses for the three and six months ended June 30, 2012 were \$(1.9) million and \$(0.6) million, respectively, consisting primarily of reductions in the fair value of acquisition-related contingent consideration partially offset by ongoing litigation costs relating to the Merger and costs associated with acquisitions.

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Acquisition transaction expenses for the three and six months ended June 30, 2011 were \$0.7 million and \$2.4 million, respectively, consisting primarily of litigation costs relating to the Merger and costs associated with acquisitions partially offset by reductions in the fair value of acquisition-related contingent consideration.

## Equity in earnings of nonconsolidated affiliates

Equity in earnings of nonconsolidated affiliates increased \$2.9 million during the six months ended June 30, 2012 as compared to the same period of the prior year primarily due to higher earnings from several artist management companies.

## Other expense, net

Other expense, net of \$5.4 million and \$3.6 million for the three and six months ended June 30, 2012, respectively, includes the impact of changes in foreign exchange rates of \$4.2 million and \$3.0 million, respectively.

#### Income taxes

We calculate interim effective tax rates in accordance with the FASB guidance for income taxes and apply the estimated annual effective tax rate to year-to-date pretax income (loss) at the end of each interim period to compute a year-to-date tax expense (or benefit). This guidance requires departure from the effective tax rate computations when losses incurred within tax jurisdictions cannot be carried back and future profits associated with operations in those tax jurisdictions cannot be assured beyond any reasonable doubt. Accordingly, we have calculated an expected annual effective tax rate of approximately 19% for 2012 (as compared to 20% in the prior year), excluding significant, unusual or extraordinary items, for ordinary income associated with operations, which are principally outside of the United States, for which we currently expect to have annual taxable income. The effective tax rate has been applied to year-to-date earnings for those operations for which we currently expect to have taxable income. We have not recorded tax benefits associated with losses from operations for which future taxable income cannot be reasonably assured. As required by this guidance, we also include tax effects of significant, unusual or extraordinary items in income tax expense in the interim period in which they occur.

Net income tax expense is \$9.5 million for the six months ended June 30, 2012. The components of tax expense that contributed to the net tax expense for the six months ended June 30, 2012, primarily consists of income tax expense of \$5.6 million based on the expected annual rate pertaining to ordinary income for the six months ended June 30, 2012, state and local taxes of \$1.9 million, the establishment of valuation allowances of \$0.5 million on deferred tax assets and an increase for discrete unrecognized tax benefits of \$0.9 million.

## Net loss attributable to noncontrolling interests

Net loss attributable to noncontrolling interests increased \$5.5 million during the three months ended June 30, 2012 as compared to the same period of the prior year primarily due to reduced operating results for various entities in our Concerts and Ticketing segments.

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## **Concerts Results of Operations**

Our Concerts segment operating results were, and discussions of significant variances are, as follows:

|  | Three Months Ended June 30, |                | %<br>Change |          | Six Month<br>June | %<br>Change    |           |    |           |       |
|--|-----------------------------|----------------|-------------|----------|-------------------|----------------|-----------|----|-----------|-------|
|  |                             | 2012           |             | 2011     |                   |                | 2012      |    | 2011      |       |
|  |                             | (in thousands) |             |          |                   | (in thousands) |           |    |           |       |
| Revenue                                      | \$ 1                        | ,076,024       | \$ 1        | ,082,229 | (1)%              | \$ 1           | 1,524,723 | \$ | 1,531,499 | (0)%  |
| Direct operating expenses                    |                             | 896,083        |             | 921,480  | (3)%              |                | 1,239,436 |    | 1,287,634 | (4)%  |
| Selling, general and administrative expenses |                             | 145,067        |             | 142,315  | 2%                |                | 276,685   |    | 268,616   | 3%    |
| Depreciation and amortization                |                             | 44,134         |             | 28,302   | 56%               |                | 72,496    |    | 54,715    | 32%   |
| Loss (gain) on sale of operating assets      |                             | 1              |             | (678)    | *                 |                | (469)     |    | (690)     | *     |
| Acquisition transaction expenses             |                             | (2,219)        |             | (1,261)  | *                 |                | (1,405)   |    | (6,115)   | *     |
|  |                             |                |             |          |                   |                |           |    |           |       |
| Operating loss                               | \$                          | (7,042)        | \$          | (7,929)  | (11)%             | \$             | (62,020)  | \$ | (72,661)  | (15)% |
|  |                             |                |             |          |                   |                |           |    |           |       |
| Operating margin                             |                             | (0.7)%         |             | (0.7)%   |                   |                | (4.1)%    |    | (4.7)%    |       |
| Adjusted operating income (loss) **          | \$                          | 36,209         | \$          | 19,762   | 83%               | \$             | 11,258    | \$ | (21,488)  | *     |

Percentages are not meaningful.

#### Three Months

Concerts revenue decreased \$6.2 million, or 1%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$34.1 million related to the impact of changes in foreign exchange rates, revenue increased \$27.9 million, or 3%, primarily due to incremental revenue of \$11.7 million resulting primarily from the April 2012 acquisition of Coppel, more events and higher per show attendance in North America owned and/or operated amphitheaters and higher festival activity resulting from the timing and number of events. Partially offsetting these increases was a reduction in global touring activity due to the timing of tours and fewer third-party stadium shows.

Concerts direct operating expenses decreased \$25.4 million, or 3%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$28.7 million related to the impact of changes in foreign exchange rates, direct operating expenses increased \$3.3 million primarily due to incremental direct operating expenses of \$9.9 million resulting primarily from the acquisition noted above and higher expenses associated with the increased events and festival activity discussed above. These increases were offset partially by a decrease in expenses associated with global tours and third-party stadium shows.

Concerts selling, general and administrative expenses increased \$2.8 million, or 2%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$4.3 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased by \$7.1 million primarily due to the timing of compensation earned in connection with certain event results, head count increases and incremental selling, general and administrative expenses of \$1.4 million resulting primarily from the acquisition noted above.

Concerts depreciation and amortization expense increased \$15.8 million, or 56%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.5 million related to the impact of changes in foreign exchange rates, depreciation and amortization expense increased \$16.3 million, or 58%, primarily due to second quarter 2012 impairment charges of \$13.9 million related to revenue-generating and client/vendor relationship intangibles and increased amortization resulting from the addition of definite-lived intangible assets associated with recent acquisitions.

The decreased operating loss for Concerts for the three months ended June 30, 2012 was primarily related to improved results from North America owned and/or operated amphitheater events and festival activity partially offset by increased amortization expense.

<sup>\*\*</sup> Adjusted operating income (loss) is defined and reconciled to operating income (loss) below.

#### Six Months

Concerts revenue decreased \$6.8 million during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$39.1 million related to the impact of changes in foreign exchange rates, revenue increased \$32.3 million, or 2%, primarily due to incremental revenue of \$11.7 million resulting mostly from the acquisition of Coppel, more shows and higher per show attendance in North America owned and/or operated amphitheaters, theaters and clubs and increased festival activity resulting from timing and number of events. Partially offsetting these increases was a reduction of global touring activity due to the timing of tours.

Concerts direct operating expenses decreased \$48.2 million, or 4%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$32.5 million related to the impact of changes in foreign exchange rates, direct operating expenses decreased \$15.7 million, or 1%, primarily due to the reduction in global touring activity, partially offset by incremental direct operating expenses of \$9.9 million resulting primarily from the acquisition noted above, along with higher expenses associated with the increased amphitheater and festival activity noted above.

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Concerts selling, general and administrative expenses increased \$8.1 million, or 3%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$5.7 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased by \$13.8 million, or 5%, primarily due to the timing of compensation earned in connection with certain event results, head count increases and incremental expenses of \$1.5 million resulting primarily from the acquisition noted above.

Concerts depreciation and amortization expense increased \$17.8 million, or 32%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.7 million related to the impact of changes in foreign exchange rates, depreciation and amortization expense increased \$18.5 million, or 34%, primarily due to \$13.9 million of impairment charges recorded in the second quarter of 2012 primarily related to revenue-generating and client/vendor relationship intangibles and additional definite-lived intangible amortization associated with recent acquisitions.

Concerts acquisition transaction expenses increased \$4.7 million during the six months ended June 30, 2012 as compared to the same period of the prior year primarily due to less reductions in the fair value of acquisition-related contingent consideration in 2012.

The decreased operating loss for Concerts for the six months ended June 30, 2012 was primarily related to the improvement in amphitheater, arena and festival results noted above, which were partially offset by increased selling, general and administrative expenses and amortization expense.

## **Ticketing Results of Operations**

Our Ticketing segment operating results were, and discussions of significant variances are, as follows:

|  |                        | Three Months Ended<br>June 30, |       | % Six Months End       |            | %<br>Change |
|--|------------------------|--------------------------------|-------|------------------------|------------|-------------|
|  | 2012                   | 2011                           |       | 2012                   | 2011       |             |
| Revenue                                      | (in thou<br>\$ 313.068 | \$ 307,830                     | 2%    | (in thou<br>\$ 639,612 | \$ 625,339 | 2%          |
| Direct operating expenses                    | 138.496                | 140,409                        | (1)%  | 290,371                | 285,088    | 2%          |
| Selling, general and administrative expenses | 104,673                | 93,254                         | 12%   | 208,001                | 183,446    | 13%         |
| Depreciation and amortization                | 38,803                 | 35,153                         | 10%   | 77,969                 | 72,405     | 8%          |
| Gain on sale of operating assets             | (65)                   | (76)                           | *     | (155)                  | (86)       | *           |
| Acquisition transaction expenses             | (315)                  | 682                            | *     | (335)                  | 951        | *           |
| Operating income                             | \$ 31,476              | \$ 38,408                      | (18)% | \$ 63,761              | \$ 83,535  | (24)%       |
|  |                        |                                |       |                        |            |             |
| Operating margin                             | 10.1%                  | 12.5%                          |       | 10.0%                  | 13.4%      |             |
| Adjusted operating income **                 | \$ 71,375              | \$ 75,413                      | (5)%  | \$ 143,936             | \$ 159,334 | (10)%       |

<sup>\*</sup> Percentages are not meaningful.

#### Three Months

Ticketing revenue increased \$5.2 million, or 2%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$7.5 million related to the impact of changes in foreign exchange rates, revenue increased \$12.7 million, or 4%, primarily due to increased ticket sales in the concerts and sports categories, increased average ticket fees and higher resale volume. These increases were partially offset by lower fees associated with ticket sales for the 2012 Olympics which were primarily sold in the first and second quarters of 2011.

Ticketing selling, general and administrative expenses increased \$11.4 million, or 12%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$2.9 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased \$14.3 million, or 15%, primarily due to increased costs relating to our investment in our

<sup>\*\*</sup> Adjusted operating income (loss) is defined and reconciled to operating income (loss) below.

technology platform, costs associated with the preparation for the 2012 Olympics and incremental expenses of \$1.2 million related to our acquisition of BigChampagne in December 2011.

Ticketing depreciation and amortization increased \$3.7 million, or 10%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.6 million related to the impact of changes in foreign exchange rates, depreciation and amortization increased \$4.3 million, or 12%, primarily due to increased amortization of non-recoupable contract advances and higher depreciation from our investment in our technology platform.

The decrease in operating income for Ticketing for the three months ended June 30, 2012 was primarily due to investment in our ticketing platform and higher depreciation and amortization expenses as noted above, partially offset by improved ticket sales and average ticket fees in North America.

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#### Six Months

Ticketing revenue increased \$14.3 million, or 2%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$9.6 million related to the impact of changes in foreign exchange rates, revenue increased \$23.9 million, or 4%, primarily due to incremental revenue of \$8.2 million resulting from the acquisitions of TGLP in January 2011 and Serviticket in April 2011, increased ticket sales in the concerts and sports categories, increased average ticket fees and higher resale volume. These increases were partially offset by lower fees associated with ticket sales for the 2012 Olympics which were primarily sold in the first and second quarters of 2011.

Ticketing direct operating expenses increased \$5.3 million, or 2%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$4.0 million related to the impact of changes in foreign exchange rates, direct operating expenses increased \$9.3 million, or 3%, primarily due to incremental direct operating expenses of \$3.8 million resulting from the acquisitions noted above and increased royalty expense.

Ticketing selling, general and administrative expenses increased \$24.6 million, or 13%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$3.7 million related to the impact of changes in foreign exchange rates, selling, general and administrative expenses increased \$28.3 million, or 15%, primarily due to increased costs relating to our investment in our technology platform, costs associated with the preparation for the 2012 Olympics and incremental expenses of \$4.8 million resulting from the acquisitions noted above and BigChampagne in December 2011.

Ticketing depreciation and amortization increased \$5.6 million, or 8%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.9 million related to the impact of changes in foreign exchange rates, depreciation and amortization increased \$6.5 million, or 9%, primarily due to increased amortization of non-recoupable contract advances and higher depreciation from our investment in our technology platform.

The decrease in operating income for Ticketing for the six months ended June 30, 2012 was primarily due to our investment to enhance our ticketing platform partially offset by improved primary and secondary ticket sales in North America.

## **Artist Nation Results of Operations**

Our Artist Nation segment operating results were, and discussions of significant variances are, as follows:

|  | Thre     | Three Months Ended<br>June 30, |          |             | nths Ended<br>ne 30, | ed %<br>Change |  |
|--|----------|--------------------------------|----------|-------------|----------------------|----------------|--|
|  | 2012     | 2011                           | O .      | 2012        | 2011                 | O              |  |
|  | (i       | n thousands)                   |          | (in the     | ousands)             |                |  |
| Revenue                                      | \$ 109,2 | 41 \$118,4                     | 30 (8)%  | \$ 170,646  | \$ 172,566           | (1)%           |  |
| Direct operating expenses                    | 73,3     | 71 81,3                        | 86 (10)% | 114,009     | 116,267              | (2)%           |  |
| Selling, general and administrative expenses | 21,3     | 06 21,6                        | 09 (1)%  | 45,394      | 68,915               | (34)%          |  |
| Depreciation and amortization                | 11,4     | 56 13,1                        | 31 (13)% | 23,068      | 26,612               | (13)%          |  |
| Loss on sale of operating assets             |          | -                              | - *      | -           | 1,241                | *              |  |
| Acquisition transaction expenses             | 3        | 51 (2,7                        | 74) *    | 401         | (2,182)              | *              |  |
| •  |          |                                |          |             |                      |                |  |
| Operating income (loss)                      | \$ 2,7   | 57 \$ 5,0                      | 78 (46)% | \$ (12,226) | \$ (38,287)          | (68)%          |  |
|  |          |                                |          |             |                      |                |  |
| Operating margin                             | 2        | 2.5%                           | .3%      | $(7.2)^{6}$ | % (22.2)%            |                |  |
| Adjusted operating income **                 | \$ 14,9  | 30 \$ 15,8                     | 53 (6)%  | \$ 11,923   | \$ 15,026            | (21)%          |  |

<sup>\*</sup> Percentages are not meaningful.

Three Months

<sup>\*\*</sup> Adjusted operating income (loss) is defined and reconciled to operating income (loss) below.

Artist Nation revenue decreased \$9.2 million, or 8%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.5 million related to the impact of changes in foreign exchange rates, revenue decreased \$8.7 million, or 7%, primarily due to decreased management and tour merchandise revenue driven by the timing of tours and reduced retail merchandise sales. These decreases were offset partially by increased sales of VIP ticket packages and incremental revenue of \$1.8 million resulting from the acquisition of T-Shirt Printers in October 2011.

Artist Nation direct operating expenses decreased \$8.0 million, or 10%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.5 million related to the impact of changes in foreign exchange rates, direct operating expenses decreased \$7.5 million, or 9%, primarily due to a decline in tour merchandise expense driven by the timing of tours and retail merchandise sales, which was partially offset by increased cost for VIP ticket packages and incremental direct operating expenses of \$2.2 million resulting from the acquisition noted above.

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Artist Nation depreciation and amortization decreased \$1.7 million, or 13%, during the three months ended June 30, 2012 as compared to the same period of the prior year primarily due to the acceleration of amortization in 2011 for a trade name being phased out.

The decrease in operating income for Artist Nation for the three months ended June 30, 2012 was driven by the timing of tours.

#### Six Months

Artist Nation revenue decreased \$1.9 million, or 1%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.4 million related to the impact of changes in foreign exchange rates, revenue decreased \$1.5 million, or 1%, primarily due to a decline in tour and retail merchandise driven by the timing of tours, which was partially offset by incremental revenue of \$7.4 million resulting from the acquisition of T-Shirt Printers in October 2011 and increased sales of VIP ticket packages.

Artist Nation direct operating expenses decreased \$2.3 million, or 2%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$0.4 million related to the impact of changes in foreign exchange rates, direct operating expenses decreased \$1.9 million, or 2%, primarily due to a decline in tour merchandise sales, which was partially offset by increased cost for VIP ticket packages and incremental direct operating expenses of \$6.9 million resulting from the acquisition noted above.

Artist Nation selling, general and administrative expenses decreased \$23.5 million, or 34%, during the six months ended June 30, 2012 as compared to the same period of the prior year resulting from \$24.4 million of stock-based compensation expense recorded in the first quarter of 2011 related to the acquisition of the remaining interests in Front Line.

Artist Nation depreciation and amortization decreased \$3.5 million, or 13%, during the six months ended June 30, 2012 as compared to the same period of the prior year primarily due to the acceleration of amortization in 2011 for a trade name being phased out.

The decrease in operating loss for Artist Nation for the six months ended June 30, 2012 was primarily due to decreased selling, general and administrative expenses driven by the prior year costs related to the acquisition of the remaining interests in Front Line in the first quarter of 2011.

## Sponsorship & Advertising Results of Operations

Our Sponsorship & Advertising segment operating results were, and discussions of significant variances are, as follows:

|  | Three Mon |           | %<br>Change    | Six Montl<br>June | %<br>Change |       |
|--|-----------|-----------|----------------|-------------------|-------------|-------|
|  | 2012      | 2011      |                | 2012              | 2011        | _     |
|  | (in thou  | sands)    | (in thousands) |                   |             |       |
| Revenue                                      | \$ 61,278 | \$ 62,994 | (3)%           | \$ 97,406         | \$ 96,065   | 1%    |
| Direct operating expenses                    | 9,337     | 9,793     | (5)%           | 16,058            | 16,000      | 0%    |
| Selling, general and administrative expenses | 9,192     | 9,114     | 1%             | 17,981            | 17,727      | 1%    |
| Depreciation and amortization                | (18)      | 89        | *              | 21                | 188         | (89)% |
|  |           |           |                |                   |             |       |
| Operating income                             | \$ 42,767 | \$ 43,998 | (3)%           | \$ 63,346         | \$ 62,150   | 2%    |
|  |           |           |                |                   |             |       |
| Operating margin                             | 69.8%     | 69.8%     |                | 65.0%             | 64.7%       |       |
| Adjusted operating income **                 | \$ 42,911 | \$ 44,205 | (3)%           | \$ 63,636         | \$ 62,604   | 2%    |

<sup>\*</sup> Percentages are not meaningful.

## Three Months

<sup>\*\*</sup> Adjusted operating income (loss) is defined and reconciled to operating income (loss) below.

Sponsorship & Advertising revenue decreased \$1.7 million, or 3%, during the three months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$1.5 million related to the impact of changes in foreign exchange rates, revenue was relatively unchanged, decreasing slightly by \$0.2 million. Reduced international sponsorships due to the timing of certain festivals that have shifted to the third quarter were offset by higher North American national sponsorships.

The decreased operating income for the three months ended June 30, 2012 was primarily due to a decline in international festival sponsorships driven by the timing of events offset by increased national sponsorships in North America.

#### Six Months

Sponsorship & Advertising revenue increased \$1.3 million, or 1%, during the six months ended June 30, 2012 as compared to the same period of the prior year. Excluding the decrease of \$2.0 million related to the impact of changes in foreign exchange rates, revenue increased \$3.3 million, or 3%, resulting primarily from an increase in North American national sponsorships and online advertising growth partially offset by a reduction in sponsorships associated with certain international festivals due to the timing of the events shifting to the third quarter.

The increased operating income for the six months ended June 30, 2012 was primarily due to improved North American sponsorships and higher online advertising.

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## **Reconciliation of Segment Operating Income (Loss)**

|                                      | Three Mon<br>June |            | Six Months Ended<br>June 30, |             |  |
|--------------------------------------|-------------------|------------|------------------------------|-------------|--|
|                                      | 2012              | 2011       | 2012                         | 2011        |  |
|                                      |                   | (in thou   | isands)                      |             |  |
| Concerts                             | \$ (7,042)        | \$ (7,929) | \$ (62,020)                  | \$ (72,661) |  |
| Ticketing                            | 31,476            | 38,408     | 63,761                       | 83,535      |  |
| Artist Nation                        | 2,757             | 5,078      | (12,226)                     | (38,287)    |  |
| Sponsorship & Advertising            | 42,767            | 43,998     | 63,346                       | 62,150      |  |
| Other                                | 1,457             | 197        | 152                          | 349         |  |
| Corporate                            | (28,447)          | (27,379)   | (52,848)                     | (54,874)    |  |
| •                                    |                   |            |                              |             |  |
| Consolidated operating income (loss) | \$ 42,968         | \$ 52,373  | \$ 165                       | \$ (19,788) |  |

## Reconciliation of Segment Adjusted Operating Income (Loss)

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

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The following table sets forth the computation of adjusted operating income (loss):

|                                  | Adjusted operating income (loss) | com | on-cash<br>nd stock-<br>based<br>npensation<br>expense | on<br>op | ss (gain) sale of erating assets (in thou | an | epreciation<br>and<br>nortization<br>ds) | quisition<br>xpenses | in   | erating<br>come<br>loss) |
|----------------------------------|----------------------------------|-----|--|----------|---|----|--|----------------------|------|--------------------------|
| Three Months Ended June 30, 2012 |                                  |     |  |          |   |    |  |                      |      |                          |
| Concerts                         | \$ 36,209                        | \$  | 1,335  | \$       | 1   | \$ | 44,134                                   | \$<br>(2,219)        |      | (7,042)                  |
| Ticketing                        | 71,375                           |     | 1,491  |          | (65)                                      |    | 38,803                                   | (330)                |      | 31,476                   |
| Artist Nation                    | 14,930                           |     | 366  |          | -   |    | 11,456                                   | 351                  |      | 2,757                    |
| Sponsorship & Advertising        | 42,911                           |     | 161  |          | -   |    | (18)                                     | 1                    |      | 42,767                   |
| Other and Eliminations           | 779                              |     | -  |          | 157                                       |    | (835)                                    | - 1.015              | ,    | 1,457                    |
| Corporate                        | (20,226)                         |     | 5,587  |          | -   |    | 719                                      | 1,915                | (    | 28,447)                  |
| Total                            | \$ 145,978                       | \$  | 8,940  | \$       | 93  | \$ | 94,259                                   | \$<br>(282)          | \$   | 42,968                   |
| Three Months Ended June 30, 2011 |                                  |     |  |          |   |    |  |                      |      |                          |
| Concerts                         | \$ 19,762                        | \$  | 1,328  | \$       | (678)                                     | \$ | 28,302                                   | \$<br>(1,261)        | \$   | (7,929)                  |
| Ticketing                        | 75,413                           |     | 1,234  |          | (76)                                      |    | 35,153                                   | 694                  |      | 38,408                   |
| Artist Nation                    | 15,853                           |     | 418  |          | _   |    | 13,131                                   | (2,774)              |      | 5,078                    |
| Sponsorship & Advertising        | 44,205                           |     | 119  |          | -   |    | 89                                       | (1)                  |      | 43,998                   |
| Other and Eliminations           | 99                               |     | -  |          | 94  |    | (192)                                    | `-                   |      | 197                      |
| Corporate                        | (16,790)                         |     | 4,551  |          | -   |    | 444                                      | 5,594                | (    | 27,379)                  |
| Total                            | \$ 138,542                       | \$  | 7,650  | \$       | (660)                                     | \$ | 76,927                                   | \$<br>2,252          | \$   | 52,373                   |
| Six Months Ended June 30, 2012   |                                  |     |  |          |   |    |  |                      |      |                          |
| Concerts                         | \$ 11,258                        | \$  | 2,656  | \$       | (469)                                     | \$ | 72,496                                   | \$<br>(1,405)        | \$ ( | 62,020)                  |
| Ticketing                        | 143,936                          |     | 3,039  |          | (155)                                     |    | 77,969                                   | (678)                |      | 63,761                   |
| Artist Nation                    | 11,923                           |     | 680  |          | -   |    | 23,068                                   | 401                  | (    | 12,226)                  |
| Sponsorship & Advertising        | 63,636                           |     | 269  |          | -   |    | 21                                       | -                    |      | 63,346                   |
| Other and Eliminations           | (439)                            |     | -  |          | 429                                       |    | (1,020)                                  | -                    |      | 152                      |
| Corporate                        | (36,153)                         |     | 11,275   |          | -   |    | 1,438                                    | 3,982                | (    | 52,848)                  |
| Total                            | \$ 194,161                       | \$  | 17,919   | \$       | (195)                                     | \$ | 173,972                                  | \$<br>2,300          | \$   | 165                      |
| Six Months Ended June 30, 2011   |                                  |     |  |          |   |    |  |                      |      |                          |
| Concerts                         | \$ (21,488)                      | \$  | 2,989  | \$       | (690)                                     | \$ | 54,715                                   | \$<br>(5,841)        | \$ ( | 72,661)                  |
| Ticketing                        | 159,334                          |     | 2,673  |          | (86)                                      |    | 72,405                                   | 807                  |      | 83,535                   |
| Artist Nation                    | 15,026                           |     | 27,642   |          | 1,241                                     |    | 26,612                                   | (2,182)              |      | 38,287)                  |
| Sponsorship & Advertising        | 62,604                           |     | 267  |          | -   |    | 188                                      | (1)                  | •    | 62,150                   |
| Other and Eliminations           | 141                              |     | -  |          | 170                                       |    | (378)                                    | -                    |      | 349                      |
| Corporate                        | (32,019)                         |     | 9,386  |          | -   |    | 866                                      | 12,603               | (    | 54,874)                  |
| Total                            | \$ 183,598                       | \$  | 42,957   | \$       | 635                                       | \$ | 154,408                                  | \$<br>5,386          | \$ ( | 19,788)                  |

## **Liquidity and Capital Resources**

Our working capital requirements and capital for our general corporate purposes, including acquisitions and capital expenditures, are funded from operations or from borrowings under our senior secured credit facility described below. Our cash is centrally managed on a worldwide basis. Our primary short-term liquidity needs are to fund general working capital requirements and capital expenditures while our long-term liquidity needs are primarily related to acquisitions and debt repayment. Our primary sources of funds for our short-term liquidity needs will be cash flows from operations and borrowings under our senior secured credit facility, while our long-term sources of funds will be from cash flows from operations, long-term bank borrowings and other debt or equity financings. We plan to strategically pursue refinancing opportunities to extend maturities and/or improve terms of our indebtedness when we believe market conditions are favorable.

Our balance sheet reflects cash and cash equivalents of \$1.005 billion at June 30, 2012, and \$844.3 million at December 31, 2011. Included in the June 30, 2012 and December 31, 2011 cash and cash equivalents balance is \$393.4 million and \$373.9 million, respectively, of funds representing amounts equal to the face value of tickets sold on behalf of clients and the clients—share of convenience and order processing charges, or client funds. We do not utilize client funds for our own financing or investing activities as the amounts are payable to clients. Our foreign subsidiaries hold approximately \$424.6 million in cash and cash equivalents, excluding client cash. We do not intend to repatriate these funds, but would need to accrue and pay United States federal and state income taxes on any future repatriations, net of applicable foreign tax credits. We may from time to time enter into borrowings under our revolving credit facility. If the original maturity of these borrowings is ninety days or less, we present the borrowings and subsequent repayments on a net basis on the statement of cash flows to better represent our financing activities. Our balance sheet reflects current and long-term debt of \$1.740 billion at June 30, 2012 and \$1.716 billion at December 31, 2011. Our weighted-average cost of debt, excluding the debt discounts on our term loan and convertible notes and the debt premium on our 10.75% senior notes, was 6.0% at June 30, 2012.

Our cash and cash equivalents are held in accounts managed by third-party financial institutions and consist of cash in our operating accounts and invested cash. Cash held in operating accounts in many cases exceeds the Federal Deposit Insurance Corporation insurance limits. The invested cash is in interest-bearing funds consisting primarily of bank deposits and money market funds. While we monitor cash and cash equivalent balances in our operating accounts on a regular basis and adjust the balances as appropriate, these balances could be impacted if the underlying financial institutions fail. To date, we have experienced no loss or lack of access to our cash and cash equivalents; however, we can provide no assurances that access to our cash and cash equivalents will not be impacted by adverse conditions in the financial markets.

For our Concerts segment, we generally receive cash related to ticket revenue at our owned and/or operated venues in advance of the event, which is recorded in deferred revenue until the event occurs. With the exception of some upfront costs and artist deposits, which are recorded in prepaid expenses until the event occurs, we pay the majority of event-related expenses at or after the event.

We view our available cash as cash and cash equivalents, less ticketing-related client funds, less event-related deferred revenue, less accrued expenses due to artists and for cash collected on behalf of others for ticket sales, plus event-related prepaids. This is essentially our cash available to, among other things, repay debt balances, make acquisitions and finance capital expenditures.

Our intra-year cash fluctuations are impacted by the seasonality of our various businesses. Examples of seasonal effects include our Concerts and Artist Nation segments, which report the majority of their revenue in the second and third quarters. Cash inflows and outflows depend on the timing of event-related payments but the majority of the inflows generally occur prior to the event. See Seasonality below. We believe that we have sufficient financial flexibility to fund these fluctuations and to access the global capital markets on satisfactory terms and in adequate amounts, although there can be no assurance that this will be the case, and capital could be less accessible and/or more costly given current economic conditions. We expect cash flows from operations and borrowings under our senior secured credit facility, along with other financing alternatives, to satisfy working capital, capital expenditures and debt service requirements for at least the succeeding year.

We may need to incur additional debt or issue equity to make other strategic acquisitions or investments. There can be no assurance that such financing will be available to us on acceptable terms or at all. We may make significant acquisitions in the near term, subject to limitations imposed by our financing documents and market conditions.

The lenders under our revolving loans and counterparties to our interest rate hedge agreements consist of banks and other third-party financial institutions. While we currently have no indications or expectations that such lenders and counterparties will be unable to fund their commitments as required, we can provide no assurances that future funding availability will not be impacted by adverse conditions in the financial markets. Should an individual lender default on its obligations, the remaining lenders would not be required to fund the shortfall, resulting in a reduction in the total amount available to us for future borrowings, but would remain obligated to fund their own commitments. Should any counterparty to our interest rate hedge agreements default on its obligations, we could experience higher interest rate volatility during the period of any such default.

#### **Sources of Cash**

## May 2010 Senior Secured Credit Facility

Our senior secured credit facility consists of (i) a \$100 million term loan A with a maturity of five and one-half years, (ii) an \$800 million term loan B with a maturity of six and one-half years and (iii) a \$300 million revolving credit facility with a maturity of five years. In addition, subject to certain conditions, we have the right to increase such term loan facilities by up to \$300 million in the aggregate. The five-year revolving credit facility provides for borrowings up to the amount of the facility with sublimits of up to (i) \$150 million to be available for the issuance of letters of credit, (ii) \$50 million to be available for swingline loans and (iii) \$100 million to be available for borrowings in foreign currencies. The senior secured credit facility is secured by a first priority lien on substantially all of our domestic wholly-owned subsidiaries and on 65% of the capital stock of our wholly-owned foreign subsidiaries.

The interest rates per annum applicable to loans under the senior secured credit facility are, at our option, equal to either LIBOR plus 3.0% or a base rate plus 2.0%, subject to stepdowns based on our leverage ratio. The interest rate for the term loan B is subject to a LIBOR floor of 1.5% and a base rate floor of 2.5%. We are required to pay a commitment fee of 0.5% per year on the undrawn portion available under the revolving credit facility and variable fees on outstanding letters of credit.

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For the term loan A, we are required to make quarterly payments ranging from \$1.25 million to \$10.0 million with the balance due at maturity in November 2015. For the term loan B, we are required to make quarterly payments of \$2.0 million with the balance due at maturity in November 2016. We are also required to make mandatory prepayments of the loans under the credit agreement, subject to specified exceptions, from excess cash flow, and with the proceeds of asset sales, debt issuances and specified other events.

Borrowings on the May 2010 senior secured credit facility were primarily used to repay the borrowings under our and Ticketmaster s then existing credit facilities, convert existing preferred stock of one of our subsidiaries into the right to receive a cash payment and settle this obligation, pay related fees and expenses and for general corporate purposes. During the six months ended June 30, 2012, we made principal payments totaling \$9.0 million on these term loans. At June 30, 2012, the outstanding balances on the term loans, net of discount were \$861.8 million. There were no borrowings under the revolving credit facility as of June 30, 2012. Based on our letters of credit of \$53.7 million, \$246.3 million was available for future borrowings.

On June 29, 2012, we entered into Amendment No. 1 to our senior secured credit agreement to, among other things, (i) modify the definition of Consolidated EBITDA to increase our allowance for restructuring, nonrecurring or other unusual loss or expense (ii) modify the Consolidated Total Leverage Ratio and (iii) modify the definition of Applicable Percentage for purposes of Revolving Loans, Swingline Loans, B/A Drawings, Letter of Credit Fees, Term A Loans and Term B Loans (as defined in the credit agreement) in the event that our Consolidated Total Leverage Ratio equals or exceeds 4.0x.

#### **Debt Covenants**

Our senior secured credit facility contains a number of covenants and restrictions that, among other things, requires us to satisfy certain financial covenants and restricts our and our subsidiaries—ability to incur additional debt, make certain investments and acquisitions, repurchase our stock and prepay certain indebtedness, create liens, enter into agreements with affiliates, modify the nature of our business, enter into sale-leaseback transactions, transfer and sell material assets, merge or consolidate, and pay dividends and make distributions (with the exception of subsidiary dividends or distributions to the parent company or other subsidiaries on at least a pro-rata basis with any noncontrolling interest partners). Non-compliance with one or more of the covenants and restrictions could result in the full or partial principal balance of the credit facility becoming immediately due and payable. The senior secured credit facility agreement has two covenants measured quarterly that relate to total leverage and interest coverage. The consolidated total leverage covenant requires us to maintain a ratio of consolidated total debt to consolidated EBITDA (both as defined in the credit agreement or amendment thereto) of 4.5x over the trailing four consecutive quarters through December 31, 2013. The total leverage ratio will reduce to 4.25x on March 31, 2014, 4.0x on March 31, 2015 and 3.75x on March 31, 2016. The consolidated interest coverage covenant requires us to maintain a minimum ratio of consolidated EBITDA to consolidated interest expense (both as defined in the credit agreement or amendment thereto) of 2.75x over the trailing four consecutive quarters. The interest coverage ratio will increase to 3.0x on September 30, 2012.

The indentures governing our 10.75% senior notes and the 8.125% senior notes contain covenants that limit, among other things, our ability and the ability of our restricted subsidiaries to incur certain additional indebtedness and issue preferred stock; make certain distributions, investments and other restricted payments; sell certain assets; agree to any restrictions on the ability of restricted subsidiaries to make payments to us; merge, consolidate or sell all of our assets; create certain liens; and engage in transactions with affiliates on terms that are not arm s length. Certain covenants, including those pertaining to incurrence of indebtedness, restricted payments, asset sales, mergers and transactions with affiliates will be suspended during any period in which the notes are rated investment grade by both rating agencies and no default or event of default under the indentures has occurred and is continuing. The 10.75% senior notes and the 8.125% senior notes each contain two incurrence-based financial covenants, as defined, requiring a minimum fixed charge coverage ratio of 2.0 to 1.0 and a maximum secured indebtedness leverage ratio of 2.75 to 1.0.

Some of our other subsidiary indebtedness includes restrictions on entering into various transactions, such as acquisitions and disposals, and prohibits payment of ordinary dividends. They also have financial covenants including minimum consolidated EBITDA to consolidated net interest payable, minimum consolidated cash flow to consolidated debt service and maximum consolidated debt to consolidated EBITDA, all as defined in the applicable debt agreements.

As of June 30, 2012, we believe we were in compliance with all of our debt covenants. We expect to remain in compliance with all of our debt covenants throughout 2012.

## Disposals of assets

During the six months ended, June 30, 2012, we received \$5.6 million of proceeds primarily related to the sale of an amphitheater in Ohio. During the six months ended June 30, 2011, we received \$7.2 million of proceeds primarily related to the sale of an amphitheater in San Antonio

and a payment received in the first quarter of 2011 relating to the 2010 sale of a music theater in Sweden. These proceeds are presented net of any cash included in the businesses sold.

## **Uses of Cash**

## Acquisitions

When we make acquisitions, the acquired entity may have cash on its balance sheet at the time of acquisition. All amounts discussed in this section are presented net of any cash acquired. During the six months ended June 30, 2012, we used \$68.1 million in cash primarily for acquisitions in our Concerts segment of Coppel in April 2012, Cream in May 2012 and HARD in June 2012. During the six months ended June 30, 2011, we used \$19.9 million in cash primarily for the January and April 2011 acquisitions in our Ticketing segment of TGLP and Serviticket and the March and May 2011 acquisitions in our Artist Nation segment of 50% interests in two artist management companies in the United Kingdom and the United States.

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## Purchases of Intangibles

During the six months ended June 30, 2012, we used \$11.5 million in cash primarily related to the acquisition of the rights to a festival in Europe. There were no significant intangible purchases during the six months ended June 30, 2011.

## Capital Expenditures

Venue and ticketing operations are capital intensive businesses, requiring continual investment in our existing venues and ticketing system in order to address fan and artist expectations, technological industry advances and various federal, state and/or local regulations.

We categorize capital outlays between maintenance capital expenditures and revenue generating capital expenditures. Maintenance capital expenditures are associated with the renewal and improvement of existing venues and technology systems, web development and administrative offices. Revenue generating capital expenditures generally relate to the construction of new venues or major renovations to existing buildings or buildings that are being added to our venue network or the development of new online or ticketing tools or technology enhancements. Revenue generating capital expenditures can also include smaller projects whose purpose is to add revenue and/or improve operating income. Capital expenditures typically increase during periods when venues are not in operation since that is the time that such improvements can be completed.

Our capital expenditures, including accruals but excluding expenditures funded by outside parties such as landlords or replacements funded by insurance companies, consisted of the following:

|   | Six Mont<br>June |           |
|---|------------------|-----------|
|   | 2012             | 2011      |
|   | (in thou         | ısands)   |
| Maintenance capital expenditures        | \$ 26,657        | \$ 28,876 |
| Revenue generating capital expenditures | 32,057           | 15,772    |
| Total capital expenditures              | \$ 58,714        | \$ 44,648 |

Maintenance capital expenditures during the first six months of 2012 decreased from the same period of the prior year primarily due to expenditures during the six months ended June 30, 2011 related to the integration of our financial systems and offices as a result of the Merger.

Revenue generating capital expenditures during the first six months of 2012 increased from the same period of the prior year primarily related to the re-platforming of our ticketing system and technology and venue-related equipment.

We currently expect capital expenditures to be approximately \$125 million for the full year 2012.

|                             | Six Montl<br>June |             |
|-----------------------------|-------------------|-------------|
|                             | 2012              | 2011        |
|                             | (in thou          | isands)     |
| Cash provided by (used in): |                   |             |
| Operating activities        | \$ 310,128        | \$ 132,665  |
| Investing activities        | \$ (138,557)      | \$ (57,091) |
| Financing activities        | \$ (3,737)        | \$ (10,069) |

## **Contractual Obligations and Commitments**

During 2012, we have entered into new, or we have exercised options to extend existing, long-term operating leases for office space and venues. These new or extended non-cancelable lease agreements have added future minimum rental commitments of approximately \$6.4 million for the remainder of 2012, \$27.4 million in the aggregate for 2013 and 2014, \$27.3 million in the aggregate for 2015 and 2016 and \$197.8 million thereafter.

## **Cash Flows**

## **Operating Activities**

Cash provided by operations was \$310.1 million for the six months ended June 30, 2012, compared to \$132.7 million for the six months ended June 30, 2011. The \$177.4 million increase resulted primarily from net changes in the event-related operating accounts which are dependent on the timing of ticket sales along with the size and number of events for upcoming periods. During the first six months of 2012, we sold more tickets for future events which increased deferred revenue and collected more accounts receivable partially offset by higher payments of prepaid event-related expenses for future events as compared to the same period in the prior year.

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## **Investing Activities**

Cash used in investing activities was \$138.6 million for the six months ended June 30, 2012, compared to \$57.1 million for the six months ended June 30, 2011. The \$81.5 million increase was primarily due to increases in payments for acquisitions, purchases of property, plant and equipment and intangible assets as compared to the same period in the prior year. See Uses of Cash above for further discussion.

#### Financing Activities

Cash used in financing activities was \$3.7 million for the six months ended June 30, 2012, compared to \$10.1 million for the six months ended June 30, 2011. The \$6.4 million decrease was primarily a result of cash used for purchases of non-controlling interests in 2011 for the remaining equity interests in Front Line and net proceeds received in 2012 from the issuance of additional financing to fund international operations as compared to a net pay down in 2011 on the term loans. This decrease was partially offset by proceeds received in 2011 from the sale of common stock in connection with the subscription agreement with Liberty Media.

### Seasonality

Our Concerts and Artist Nation segments typically experience higher operating income in the second and third quarters as our outdoor venues and international festivals are primarily used or occur during May through September, and our artists touring activity is higher. In addition, the timing of the on-sale of tickets and the tours of top-grossing acts can impact comparability of quarterly results year over year, although annual results may not be impacted. Our Ticketing segment sales are impacted by fluctuations in the availability of events for sale to the public, which vary depending upon scheduling by our clients.

Cash flows from our Concerts segment typically have a slightly different seasonality as payments are often made for artist performance fees and production costs in advance of the date the related event tickets go on sale. These artist fees and production costs are expensed when the event occurs. Once tickets for an event go on sale, we generally begin to receive payments from ticket sales in advance of when the event occurs for events at our owned and/or operated venues. We record these ticket sales as revenue when the event occurs.

## Market Risk

We are exposed to market risks arising from changes in market rates and prices, including movements in foreign currency exchange rates and interest rates.

## Foreign Currency Risk

We have operations in countries throughout the world. The financial results of our foreign operations are measured in their local currencies. As a result, our financial results could be affected by factors such as changes in foreign currency exchange rates or weak economic conditions in the foreign markets in which we have operations. Currently, we do not operate in any hyper-inflationary countries. Our foreign operations reported operating income of \$34.8 million for the six months ended June 30, 2012. We estimate that a 10% change in the value of the United States dollar relative to foreign currencies would change our operating income for the six months ended June 30, 2012 by \$3.5 million. As of June 30, 2012, our primary foreign exchange exposure included the Euro, British Pound and Canadian Dollar. This analysis does not consider the implication such currency fluctuations could have on the overall economic conditions of the United States or other foreign countries in which we operate or on the results of operations of our foreign entities.

We primarily use forward currency contracts in addition to options to reduce our exposure to foreign currency risk associated with short-term artist fee commitments. We also may enter into forward currency contracts to minimize the risks and/or costs associated with changes in foreign currency rates on forecasted operating income. At June 30, 2012, we had forward currency contracts and options outstanding with a notional amount of \$159.2 million.

## Interest Rate Risk

Our market risk is also affected by changes in interest rates. We had \$1.740 billion of total debt, net of unamortized discounts and premiums, outstanding as of June 30, 2012. Of the total amount, taking into consideration existing interest rate hedges, we had \$936.8 million of fixed-rate debt and \$803.3 million of floating-rate debt.

Based on the amount of our floating-rate debt as of June 30, 2012, each 25 basis point increase or decrease in interest rates would increase or decrease our annual interest expense and cash outlay by approximately \$2.0 million when the floor rate is not applicable. This potential increase or decrease is based on the simplified assumption that the level of floating-rate debt remains constant with an immediate across-the-board increase or decrease as of June 30, 2012 with no subsequent change in rates for the remainder of the period.

At June 30, 2012, we have one interest rate cap agreement that is designated as a cash flow hedge for accounting purposes. The interest rate cap had a notional amount of \$82.5 million at June 30, 2012, to limit our cash flow exposure to an interest rate of 4% per annum. This agreement expires on June 30, 2013. The fair value of this agreement at June 30, 2012 was a de minimis asset. This agreement was put in place to reduce the variability of a portion of the cash flows from the interest payments related to the May 2010 senior secured credit facility. The terms of the May 2010 senior secured credit facility require one or more interest rate protection agreements, with an effect of fixing or limiting the interest costs, for at least 50% of the consolidated total funded debt at the closing date for at least three years. Upon the execution of this interest rate cap agreement, the existing interest rate protection agreements fully met this requirement.

At June 30, 2012, we have an interest rate swap agreement that is designated as a cash flow hedge for accounting purposes. The interest rate swap had a notional amount of \$16.9 million at June 30, 2012 to effectively convert a portion of our floating-rate debt to a fixed-rate basis and expires in May 2015. The fair value of this agreement at June 30, 2012 was a liability \$0.1 million. This agreement was put into place to reduce the variability of the cash flows from the interest payments related to certain financing.

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Through our AMG subsidiary, we have two interest rate swap agreements with a \$32.8 million aggregate notional amount that effectively convert a portion of our floating-rate debt to a fixed-rate basis. Both agreements expire in December 2015. Also, in connection with the financing of the redevelopment of the O<sub>2</sub> Dublin, we have an interest rate swap agreement with a notional amount of \$9.6 million that expires in December 2013 effectively converting a portion of our floating-rate debt to a fixed-rate basis. These interest rate swap agreements have not been designated as hedging instruments. Therefore, any change in fair value is recorded in earnings during the period of the change.

We currently have 2.875% convertible senior notes due 2027 with a principal amount of \$220.0 million. Beginning with the period commencing on July 20, 2014 and ending on January 14, 2015, and for each of the interest periods commencing thereafter, we will pay contingent interest on the notes if the average trading price of the notes during the five consecutive trading days ending on the second trading day immediately preceding the first day of the applicable interest period equals or exceeds 120% of the principal amount of the notes. The contingent interest payable per note will equal 0.25% per year of the average trading price of such note during the applicable five trading-day reference period, payable in arrears.

#### **Ratio of Earnings to Fixed Charges**

The ratio of earnings to fixed charges is as follows:

| Six Months Er | nded June 30, | Year Ended December 31, |      |      |      |  |  |  |  |  |  |
|---------------|---------------|-------------------------|------|------|------|--|--|--|--|--|--|
|               | 2011          | 2011                    | 2010 | 2009 | 2008 |  |  |  |  |  |  |
| 2012          |               |                         |      |      |      |  |  |  |  |  |  |
| *             | *             | *                       | *    | *    | *    |  |  |  |  |  |  |

\* For the six months ended June 30, 2012 and 2011, fixed charges exceeded earnings before income taxes and fixed charges by \$60.8 million and \$78.8 million, respectively. For the years ended December 31, 2011, 2010, 2009 and 2008, fixed charges exceeded earnings from continuing operations before income taxes and fixed charges by \$104.4 million, \$193.6 million, \$116.5 million, and \$358.6 million, respectively.

The ratio of earnings to fixed charges was computed on a total company basis. Earnings represent income from continuing operations before income taxes less equity in undistributed net income (loss) of nonconsolidated affiliates plus fixed charges. Fixed charges represent interest, amortization of debt discount, premium and expense and the estimated interest portion of rental charges. Rental charges exclude variable rent expense for events in third-party venues.

## **Recent Accounting Pronouncements**

## Recently Adopted Pronouncements

In May 2011, the FASB issued guidance that improves comparability of fair value measurements presented and disclosed in financial statements. This guidance clarifies the application of existing fair value measurement requirements including (1) the application of the highest and best use and valuation premise concepts, (2) measuring the fair value of an instrument classified in a reporting entity s stockholders equity, and (3) quantitative information required for fair value measurements categorized within Level 3. It also requires additional disclosure for Level 3 measurements regarding the sensitivity of the fair value to changes in unobservable inputs and any interrelationships between those inputs. We adopted this guidance on January 1, 2012 and the adoption of this guidance did not have a material effect on our financial position or results of operations.

## Recently Issued Pronouncements

In July 2012, the FASB issued guidance which gives companies the option to perform a qualitative assessment to determine whether it is more likely than not that an indefinite-lived intangible asset is impaired, and in some cases, bypass the two-step impairment test. This guidance is effective for annual and interim indefinite-lived intangible asset impairment tests performed for fiscal years beginning after September 15, 2012. Early adoption of the new guidance is permitted. We are currently assessing when we will adopt this guidance.

## **Critical Accounting Policies and Estimates**

The preparation of our financial statements in conformity with GAAP requires management to make estimates, judgments and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenue and expenses during the reporting period. On an ongoing basis, we evaluate our estimates that are based on historical experience and on various other assumptions that are believed to be reasonable under the circumstances. The result of these evaluations forms the basis for making judgments about the carrying values of assets and liabilities and the reported amount of revenue and expenses that are not readily apparent from other sources. Because future events and their effects cannot be determined with certainty, actual results could differ from our assumptions and estimates, and such difference could be material.

Management believes that the accounting estimates involved in business combinations, impairment of long-lived assets and goodwill, revenue recognition, litigation accruals, stock-based compensation and income taxes are the most critical to aid in fully understanding and evaluating our reported financial results, and they require management s most difficult, subjective or complex judgments, resulting from the need

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to make estimates about the effect of matters that are inherently uncertain. These critical accounting estimates, the judgments and assumptions and the effect if actual results differ from these assumptions are described 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 filed with the SEC on February 24, 2012.

There have been no changes to our critical accounting policies during the six months ended June 30, 2012.

#### Item 3. Quantitative and Qualitative Disclosures About Market Risk

Required information is within Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations Market Risk.

# Item 4. Controls and Procedures Evaluation of Disclosure Controls and Procedures

We have established disclosure controls and procedures to ensure that material information relating to our company, including our consolidated subsidiaries, is made known to the officers who certify our financial reports and to other members of senior management and our board of directors.

Based on their evaluation as of June 30, 2012, our Chief Executive Officer and Chief Financial Officer have concluded that 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) are effective to ensure that (1) the information required to be disclosed by us in the reports that we file or submit under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms, and (2) the information we are required to disclose in such reports is accumulated and communicated to management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

Our management, including our Chief Executive Officer and Chief Financial Officer, does not expect that our disclosure controls and procedures or internal controls will prevent all possible errors and fraud. Our disclosure controls and procedures are, however, designed to provide reasonable assurance of achieving their objectives, and our Chief Executive Officer and Chief Financial Officer have concluded that our financial controls and procedures are effective at that reasonable assurance level.

## **Changes in Internal Control Over Financial Reporting**

There has been no change in our internal control over financial reporting during the period covered by this report that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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#### PART II OTHER INFORMATION

# Item 1. Legal Proceedings CTS Arbitration

Live Nation Worldwide, Inc., or Live Nation Worldwide, and CTS were parties to an agreement, or the CTS Agreement, pursuant to which CTS was to develop and Live Nation Worldwide licensed or agreed to use ticketing software or ticketing platforms. Under the agreement, CTS was to develop software to be licensed to Live Nation Worldwide to provide ticketing services in the United States and Canada. The CTS Agreement also generally required Live Nation Worldwide to use CTS s ticketing platforms in certain European countries so long as CTS s existing platforms were appropriately modified to meet local market conditions. In June 2010, Live Nation Worldwide terminated the CTS Agreement because CTS materially breached the agreement by failing to deliver a North American ticketing system that met the contractual requirements of being a world class ticketing system . . . that fits the needs of the North American market, and by failing to deliver a ticketing system for the United Kingdom and other European countries that fit the needs of those markets as required by the CTS Agreement.

For North America, had CTS performed on the CTS Agreement, it would have been generally entitled to receive, during the then 10-year term of the CTS Agreement, a per ticket license fee upon the sale of certain tickets that Live Nation Worldwide or any of certain of its subsidiaries, which are collectively referred to as Live Nation Worldwide entities, controlled and had the right to distribute by virtue of certain promotion and venue management relations. This per ticket fee for events in North America was payable to CTS regardless of whether the Live Nation Worldwide entities chose to use the CTS ticketing platform, Ticketmaster's ticketing platform or another ticketing platform for the sale of such controlled tickets. For events in certain European countries, not including the United Kingdom, Live Nation Worldwide generally was required, during a 10-year term, to exclusively book on the CTS ticketing platform all tickets that the Live Nation Worldwide entities had the right to distribute (or, to the extent other ticketing platforms were used, Live Nation Worldwide was generally required to pay to CTS the same fee that would have been payable had the CTS platform been used). For events in the United Kingdom, Live Nation Worldwide was required, for a 10-year term, to (i) book on the CTS ticketing platform all tickets controlled by Live Nation Worldwide entities that were not allocated by Live Nation Worldwide for sale through other sales channels and (ii) to offer for sale on the CTS UK website a portion of the tickets controlled by the Live Nation Worldwide entities. Finally, the CTS Agreement obligated Live Nation Worldwide from offering primary market ticketing services to third parties in certain European countries during the term of the CTS Agreement.

In April 2010, CTS filed a request for arbitration with the International Court of Arbitration of the International Chamber of Commerce ( ICC ), pursuant to the CTS Agreement. In its request for arbitration, CTS asserts, among other things, that (i) the terms of the CTS Agreement, including the North America per ticket license fee, European exclusivity obligations and United Kingdom distribution obligations described above, apply to tickets sold and distributed by Ticketmaster, (ii) Ticketmaster s sales and distribution of tickets following the completion of the Merger have resulted in various breaches of Live Nation Worldwide s obligations under the CTS Agreement, (iii) Live Nation has failed to allocate the proper number of tickets to CTS s system in the United Kingdom and (iv) the Merger and our subsequent actions have breached the implied covenant of good faith and fair dealing. In its request for arbitration, CTS seeks relief in the form of a declaration that Live Nation and Live Nation Worldwide are in breach of the CTS Agreement and the implied covenant of good faith and fair dealing, specific performance of Live Nation Worldwide s obligations under the CTS Agreement, and unspecified damages resulting from such breaches. In March 2011, CTS provided further specifications on its claims and purported damages, including a claim for royalties that would have been paid over the contemplated 10-year term of the CTS Agreement and on Ticketmaster-controlled tickets (as well as tickets controlled by Live Nation Worldwide or any of certain of its subsidiaries).

In May 2010, we responded to CTS s request for arbitration and filed counterclaims asserting that CTS breached the CTS Agreement by failing to provide ticketing platforms that met the standard required by the CTS Agreement for the North American and European markets. We are seeking relief primarily in the form of damages and a declaration that we validly terminated the CTS Agreement based on CTS s material breaches. We deny that CTS is entitled to collect damages for royalties that would have been paid over the full 10-year term of the CTS Agreement or on Ticketmaster-controlled tickets. The matter has been assigned to an arbitrator, and hearings were conducted in the summer and fall of 2011. A decision from the arbitrator is currently expected by the fall of 2012. While we do not believe that a loss is probable of occurring at this time, if the arbitrator rules against us on any or all claims, the amounts at stake could be substantial. Considerable uncertainty remains regarding the validity of the claims and damages asserted against us. As a result, we are currently unable to estimate the possible loss or range of loss for this matter. We intend to continue to vigorously defend the action.

## **Live Concert Antitrust Litigation**

We were a defendant in a lawsuit filed by Malinda Heerwagen in June 2002 in the United States District Court. The plaintiff, on behalf of a putative class consisting of certain concert ticket purchasers, alleged that anti-competitive practices for concert promotion services by us nationwide caused artificially high ticket prices. In August 2003, the District Court ruled in our favor, denying the plaintiff s class certification motion and the plaintiff then dismissed her action. Subsequently, twenty-two putative class actions were filed by different named plaintiffs in various United States District Courts throughout the country, making claims substantially similar to those made in the *Heerwagen* action, except that the geographic markets alleged are regional, statewide or more local in nature, and the members of the putative classes was limited to individuals who purchased tickets to concerts in the relevant geographic markets alleged. In March 2012, the District Court issued an Order granting our Motions for Summary Judgment and also granting in part our Motion to Exclude Testimony. Thereafter, the parties entered into a settlement agreement which did not have a material impact to our results of operations. On June 21, 2012, the District Court entered an Order Granting the Joint Stipulation Regarding Decertification of Classes, and on that same day the parties filed a Joint Stipulation of Dismissal With Prejudice of all actions, thereby concluding the litigation.

## **Ticketing Fees Consumer Class Action Litigation**

In October 2003, a putative representative action was filed in the Superior Court of California challenging Ticketmaster s charges to online customers for shipping fees and alleging that its failure to disclose on its website that the charges contain a profit component is unlawful. The complaint asserted a claim for violation of California s Unfair Competition Law, or UCL, and sought restitution or disgorgement of the difference between (i) the total shipping fees charged by Ticketmaster in connection with online ticket sales during the applicable period, and (ii) the amount that Ticketmaster actually paid to the shipper for delivery of those tickets. In August 2005, the plaintiffs filed a first amended complaint, then pleading the case as a putative class action and adding the claim that Ticketmaster s website disclosures in respect of its ticket order processing fees constitute false advertising in violation of California s False Advertising Law. On this new claim, the amended complaint seeks restitution or disgorgement of the entire amount of order processing fees charged by Ticketmaster during the applicable period. In April 2009, the Court granted the plaintiffs motion for leave to file a second amended complaint adding new claims that (a) Ticketmaster's order processing fees are unconscionable under the UCL, and (b) Ticketmaster's alleged business practices further violate the California Consumer Legal Remedies Act. Plaintiffs later filed a third amended complaint, to which Ticketmaster filed a demurrer in July 2009. The Court overruled Ticketmaster's demurrer in October 2009.

The plaintiffs filed a class certification motion in August 2009, which Ticketmaster opposed. In February 2010, the Court granted certification of a class on the first and second causes of action, which allege that Ticketmaster misrepresents/omits the fact of a profit component in Ticketmaster's shipping and order processing fees. The class would consist of California consumers who purchased tickets through Ticketmaster's website from 1999 to present. The Court denied certification of a class on the third and fourth causes of action, which allege that Ticketmaster's shipping and order processing fees are unconscionably high. In March 2010, Ticketmaster filed a Petition for Writ of Mandate with the California Court of Appeal, and plaintiffs also filed a motion for reconsideration of the Superior Court's class certification order. In April 2010, the Superior Court denied plaintiffs' Motion for Reconsideration of the Court's class certification order, and the Court of Appeal denied Ticketmaster's Petition for Writ of Mandate. In June 2010, the Court of Appeal granted the plaintiffs' Petition for Writ of Mandate and ordered the Superior Court to vacate its February 2010 order denying plaintiffs' motion to certify a national class and enter a new order granting plaintiffs' motion to certify a nationwide class on the first and second claims. In September 2010, Ticketmaster filed its Motion for Summary Judgment on all causes of action in the Superior Court, and that same month plaintiffs filed their Motion to Decertify Class.

In December 2010, the parties entered into a binding term sheet that provided for the settlement of the litigation and the resolution of all claims therein. The settlement was memorialized in a long-form agreement in April 2011. In June 2011, after a hearing on the plaintiffs Motion for Preliminary Approval of the settlement, the Court declined to approve the settlement reached by the parties in its then-current form. Litigation continued, and in September 2011, the Court granted in part and denied in part Ticketmaster s Motion for Summary Judgment. The parties reached a new settlement in September 2011 and subsequently entered into a long-form agreement. The plaintiffs filed a Motion for Preliminary Approval of the new settlement in September 2011. In October 2011, the Court preliminarily approved the new settlement. Ticketmaster has notified all class members of the settlement. A hearing on final approval of the settlement was held in July 2012 and an order remains pending. Ticketmaster and its parent, Live Nation, have not acknowledged any violations of law or liability in connection with the matter, but agreed to the settlement in order to eliminate the uncertainties and expense of further protracted litigation.

As of June 30, 2012, we have accrued \$35.5 million, our best estimate of the probable costs associated with the settlement referred to above. This liability includes an estimated redemption rate. Any difference between our estimated redemption rate and the actual redemption rate it experiences will impact the final settlement amount; however, we do not expect this difference to be material.

#### Canadian Consumer Class Action Litigation Relating to TicketsNow

In February 2009, five putative consumer class action complaints were filed in various provinces of Canada against TicketsNow, Ticketmaster, Ticketmaster Canada Ltd. and Premium Inventory, Inc. All of the cases allege essentially the same set of facts and causes of action. Each plaintiff purports to represent a class consisting of all persons who purchased a ticket from Ticketmaster, Ticketmaster Canada Ltd. or TicketsNow from February 2007 to present and alleges that Ticketmaster conspired to divert a large number of tickets for resale through the TicketsNow website at prices higher than face value. The plaintiffs characterize these actions as being in violation of Ontario s Ticket Speculation Act, the Amusement Act of Manitoba, the Amusement Act of Alberta or the Quebec Consumer Protection Act. The Ontario case contains the additional allegation that Ticketmaster s and TicketsNow s service fees run afoul of anti-scalping laws. Each lawsuit seeks compensatory and punitive damages on behalf of the class.

In February 2012, the parties entered into a settlement agreement that would, if approved by the courts, resolve all of the resale market claims. The court approval process for the proposed settlement has been commenced, with pre-approvals having been afforded in all provinces in which the actions are pending. The process is expected to take several months, with final approval hearings in all provinces currently scheduled throughout the summer of 2012.

As of June 30, 2012, we have accrued our best estimate of the probable costs associated with the resale market claims of this matter, the full amount of which was funded by an escrow established in connection with Ticketmaster s 2008 acquisition of TicketsNow.

While it is reasonably possible that a loss related to the primary market claims of this matter could be incurred by us in a future period, we do not believe that a loss is probable of occurring at this time. Considerable uncertainty remains regarding the validity of the claims and damages asserted against us. As a result, we are currently unable to estimate the possible loss or range of loss for the primary market claims of this matter. We intend to continue to vigorously defend all claims in all of the actions.

## Other Litigation

From time to time, we are involved in other legal proceedings arising in the ordinary course of our business, including proceedings and claims based upon violations of antitrust laws and tortious interference, which could cause us to incur significant expenses. We have also been the

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subject of personal injury and wrongful death claims relating to accidents at our venues in connection with our operations. As required, we have accrued our estimate of the probable settlement or other losses for the resolution of any outstanding claims. These estimates have been developed in consultation with counsel and are based upon an analysis of potential results, including, in some cases, estimated redemption rates for the settlement offered, assuming a combination of litigation and settlement strategies. It is possible, however, that future results of operations for any particular period could be materially affected by changes in our assumptions or the effectiveness of our strategies related to these proceedings. In addition, under our agreements with Clear Channel, it has assumed and will indemnify Clear Channel for liabilities related to our business for which they are a party in the defense.

As of June 30, 2012, we have accrued \$41.5 million for the specific cases discussed above as our best estimate of the probable costs of legal settlement, including \$35.5 million for the Ticketing Fees Consumer Class Action litigation settlement.

## Item 1A. Risk Factors

While we attempt to identify, manage and mitigate risks and uncertainties associated with our business to the extent practical under the circumstances, some level of risk and uncertainty will always be present. Part 1, Item 1A of our 2011 Annual Report on Form 10-K filed with the SEC on February 24, 2012, describes some of the risks and uncertainties associated with our business which have the potential to materially affect our business, financial condition or results of operations. We do not believe that there have been any material changes to the risk factors previously disclosed in our 2011 Annual Report on Form 10-K.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

None.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Mine Safety Disclosure

Not Applicable.

Item 5. Other Information

None.

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#### Item 6. Exhibits

Incorporated by Reference **Exhibit** Filed Here Form File No. Exhibit No. Filing Date Filed By with No. **Exhibit Description** 2.1 Agreement and Plan of Merger, dated February 10, 8-K 001-32601 2.1 2/13/2009 Live Nation 2009, between Ticketmaster Entertainment, Inc. and Entertainment, Live Nation, Inc. Inc. 10.1 Employment Agreement, effective March 18, 2011, X between Live Nation Entertainment, Inc. and Joe Berchtold 10.2 X Amendment No. 1, dated as of June 29, 2012, entered into by and among Live Nation Entertainment, Inc., the relevant Credit Parties identified therein, the lenders party thereto, and JPMorgan Chase Bank, N.A., as administrative agent for the Lenders. 31.1 Certification of Chief Executive Officer. X 31.2 Certification of Chief Financial Officer. X 32.1 Section 1350 Certification of Chief Executive Officer. X Section 1350 Certification of Chief Financial Officer. X 32.2 XBRL Instance Document X 101.INS 101.SCH XBRL Taxonomy Schema Document X X 101.CAL XBRL Taxonomy Calculation Linkbase Document 101.DEF XBRL Taxonomy Definition Linkbase Document X 101.LAB XBRL Taxonomy Label Linkbase Document X 101.PRE XBRL Taxonomy Presentation Linkbase Document X

<sup>\*</sup> In accordance with Rule 406T of Regulation S-T, the XBRL related information in Exhibit 101 to this Quarterly Report on Form 10-Q shall not be deemed to be filed for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, and shall not be part of any registration statement or other document filed under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

<sup>\*\*</sup> Exhibit was originally filed on Form 8-K, Exhibit No. 10.2, July 3, 2012. The exhibit is being re-filed with this Form 10-Q solely to correct a software error that caused certain characters in the original exhibit to appear incorrectly.

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, on August 7, 2012.

LIVE NATION ENTERTAINMENT, INC.

By: /s/ Brian Capo

Brian Capo Chief Accounting Officer

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## EXHIBIT INDEX

## **Incorporated by Reference**

|           |     | r r  |      |           |             |             |                |               |
|-----------|-----|--|------|-----------|-------------|-------------|----------------|---------------|
| Exhibit   |     |  |      |           |             |             |                | Filed<br>Here |
| No.       |     | Exhibit Description                                | Form | File No.  | Exhibit No. | Filing Date | Filed By       | with          |
| 2.1       |     | Agreement and Plan of Merger, dated February       | 8-K  | 001-32601 | 2.1         | 2/13/2009   | Live Nation    |               |
|           |     | 10, 2009, between Ticketmaster Entertainment,      |      |           |             |             | Entertainment, |               |
|           |     | Inc. and Live Nation, Inc.                         |      |           |             |             | Inc.           |               |
| 10.1      |     | Employment Agreement, effective March 18,          |      |           |             |             |                | X             |
|           |     | 2011, between Live Nation Entertainment, Inc.      |      |           |             |             |                |               |
|           |     | and Joe Berchtold.                                 |      |           |             |             |                |               |
| 10.2      | **  | Amendment No. 1, dated as of June 29, 2012,        |      |           |             |             |                | X             |
|           |     | entered into by and among Live Nation              |      |           |             |             |                |               |
|           |     | Entertainment, Inc., the relevant Credit Parties   |      |           |             |             |                |               |
|           |     | identified therein, the lenders party thereto, and |      |           |             |             |                |               |
|           |     | JPMorgan Chase Bank, N.A., as administrative       |      |           |             |             |                |               |
|           |     | agent for the Lenders.                             |      |           |             |             |                |               |
| 31.1      |     | Certification of Chief Executive Officer.          |      |           |             |             |                | X             |
| 31.2      |     | Certification of Chief Financial Officer.          |      |           |             |             |                | X             |
| 32.1      |     | Section 1350 Certification of Chief Executive      |      |           |             |             |                | X             |
|           |     | Officer.   |      |           |             |             |                |               |
| 32.2      |     | Section 1350 Certification of Chief Financial      |      |           |             |             |                | X             |
|           |     | Officer.   |      |           |             |             |                |               |
| 101.INS   | *   | XBRL Instance Document                             |      |           |             |             |                | X             |
| 101.SCH   |     | XBRL Taxonomy Schema Document                      |      |           |             |             |                | X             |
| 101.CAL   | *   | XBRL Taxonomy Calculation Linkbase                 |      |           |             |             |                | X             |
| 404 5 5 5 |     | Document   |      |           |             |             |                |               |
| 101.DEF   | 7 * | XBRL Taxonomy Definition Linkbase                  |      |           |             |             |                | X             |
| 101 1 1 1 |     | Document   |      |           |             |             |                | ***           |
| 101.LAB   |     | XBRL Taxonomy Label Linkbase Document              |      |           |             |             |                | X             |
| 101.PRE   | *   | XBRL Taxonomy Presentation Linkbase                |      |           |             |             |                | X             |
|           |     | Document   |      |           |             |             |                |               |

<sup>\*</sup> In accordance with Rule 406T of Regulation S-T, the XBRL related information in Exhibit 101 to this Quarterly Report on Form 10-Q shall not be deemed to be filed for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, and shall not be part of any registration statement or other document filed under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

<sup>\*\*</sup> Exhibit was originally filed on Form 8-K, Exhibit No. 10.2, July 3, 2012. The exhibit is being re-filed with this Form 10-Q solely to correct a software error that caused certain characters in the original exhibit to appear incorrectly.