

DECEMBER 10, 2014

GANNETT

UBS GLOBAL MEDIA AND
COMMUNICATIONS CONFERENCE

Wednesday, December 10, 14

Forward-looking Statements

Certain statements in this presentation may be forward looking in nature or "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. The forward-looking statements contained in this presentation are subject to a number of risks, trends and uncertainties that could cause actual performance to differ materially from these forward-looking statements. A number of those risks, trends and uncertainties are discussed in the company's SEC reports, including the company's annual report on Form 10-K and quarterly reports on Form 10-Q. Any forward-looking statements in this presentation should be evaluated in light of these important risk factors. Gannett is not responsible for updating or revising any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

This presentation also contains a discussion of certain non-GAAP financial measures that Gannett presents in order to allow investors and analysts to measure, analyze and compare its financial condition and results of operations in a meaningful and consistent manner. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures can be found in Gannett's publicly available reports filed with the SEC, all of which are available through the investor relations portion of our website.

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2014E
REVENUE
GROWTH

approximately

16%

COMPANY-WIDE, YOY

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2014E
ADJUSTED
EBITDA

increase
from 2013

42%

COMPANY-WIDE

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ADJUSTED
EBITDA
PER SHARE

approximately

\$6.40

per share in 2014

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SHARE PRICE

\$32 - \$33

per share tripled from november 2011

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BROADCAST SEGMENT

broadcasting covers approximately

1/3

of households in the U.S.

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BROADCAST SEGMENT

#4

of BIG 4 network affiliates

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BROADCAST SEGMENT

#1

in population reach for NBC & CBS

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*excluding owner-operated stations

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BROADCAST SEGMENT

#4

in population reach for ABC

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*excluding owner-operated stations

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2014E
BROADCAST
REVENUE

revenue
projected to
double to

\$1.7B

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PUBLISHING
POSITIONING

all-access content
subscription model
**renewing and
revitalizing
connections**



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NEWSQUEST
GROWTH

strong
performance
+
growing
profitability



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NEWSQUEST
INNOVATION

an
innovative
digital
**advertising
platform**



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NEWSQUEST
INNOVATION

one
campaign
across

800
local news
sites

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NEWSQUEST
INNOVATION

engage
audience of

17.5M
monthly
unique users

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NEWSQUEST
INNOVATION

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USA TODAY
CIRCULATION

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#1
total
daily
circulation in
the U.S.

daily
circulation
rose
40% YOY

USA TODAY

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cross platform page
views up 22% YOY
**averaging more
than 1B page
views per month**

USA TODAY

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G/O
DIGITAL

Introduction
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DIGITAL SEGMENT

cars.com
careerbuilder®
POINTROLL
shoplocal

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the biggest
player
in global human
capital solutions

CAREERBUILDER

Digital Segment
careerbuilder

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INNOVATIONS

workforce
analytics

candidate
remarketing

application
tracking
system workflow

job
distribution

Digital Segment
careerbuilder

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ACQUISITIONS

EMSI
Economic Modeling Specialists Inc.

broadbean
technology

Digital Segment
careerbuilder

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ONE CLICK DASHBOARD

full
functionality

engage
evaluate
background check
hire

- jobs
- resume received
- resume accepted
- first interview
- second interview
- offers
- hires

Digital Segment
careerbuilder

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NOVEMBER 2014E
LIGHT NEW VEHICLE
SALES

17m
SAAR
up 4.4% YOY

Digital Segment

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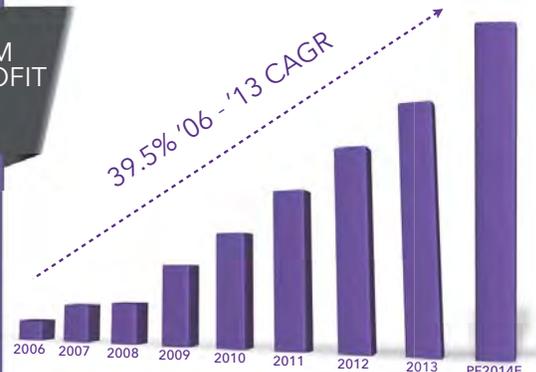
CARS.COM
REVENUE

80%
of revenue
from direct
sales

Digital Segment

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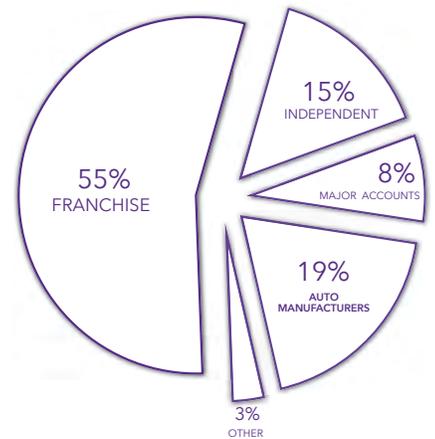
CARS.COM
STRONG PROFIT
MARGIN



Digital Segment

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CARS.COM
REVENUE
SOURCES



Digital Segment

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MARKET OPPORTUNITY

46,000
dealers in the
U.S.

Digital Segment

cars.com

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MARKET PENETRATION

20,000
dealers and
growing

Digital Segment

cars.com

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ONLINE

27%

OFFLINE

73%

AUTO AD SPENDING

Source: eMarketer, March 2014

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USE THE
INTERNET

79%

DO NOT USE THE
INTERNET

AUTO SHOPPERS

Source: J.D. Power, September 2014

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BRAND AWARENESS



31 MILLION VISITS
EACH MONTH



RESEARCH



PRICE



FIND™

Digital Segment

cars.com

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MUST BUY
AMONG
ADVERTISERS



Digital Segment

cars.com

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KEY OBJECTIVES

PRODUCT/TECH
LEADERSHIP



MOBILE



BRAND/ORGANIC
TRAFFIC



SERVICE



Digital Segment

cars.com

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BROADCAST

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2014 SUCCESSES

a
record breaking
year

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high margin business
with
broad appeal

BROADCAST

BROADCAST
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GANNETT PERFORMANCE

#1
KARE-TV

#2
KUSA-TV

#3
KGW-TV

#4
KING-TV

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quality of programs
and
strong local connections

RATINGS AND REACH

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broadcasters
in each
market

VIEWER
RELATIONSHIP

>1/3
of all viewing

approximately

<1/6
of all subscriber fees

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SCALE IS CRITICAL



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BROADCAST
SEGMENT

RECORD
FINANCIAL
RESULTS

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2014E
RESULTS

\$1.7B

up 19% over 2013*
up 13% over 2012*

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*pro forma

2014
RESULTS

political
advertising
\$160M
up 28% over 2012*
up 17% over 2010

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*excluding presidential advertising

BROADCAST
SEGMENT

2016

promises to be
another
strong
presidential
advertising year

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sochi winter olympics

2014 RESULTS

\$40M
up 65% over 2010



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2014 RECORD RESULTS

market share
GROWTH



BROADCAST GANNETT

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BROADCAST SEGMENT

RETRANSMISSION
revenue

BROADCAST GANNETT

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BROADCAST SEGMENT

AFFILIATION
agreements

BROADCAST GANNETT

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RETRANSMISSION REVENUE

2014E
\$365M
up 62% over 2013

2015E
\$440M - \$445M
up approx. 20% over 2014

BROADCAST GANNETT

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Q4 2014E BROADCAST SEGMENT

projected pro forma Q4 revenue

up mid 20s
over 2013

up approx. 10%
over 2012

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**SUCCESSFUL
BELO
INTEGRATION**

**BROADCAST
GANNETT**

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**SUCCESSFUL
BELO
INTEGRATION**

REVENUE
AUDIENCE
SHARE
EFFICIENCIES

**BROADCAST
GANNETT**

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DIGITAL

increased
digital scale

insights
ideation
planning
execution
renewals

**BROADCAST
SEGMENT
DIGITAL**

**BROADCAST
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increased
digital scale

1,140
new accounts

up
130%
this year

**BROADCAST
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**U.S. COMMUNITY
PUBLISHING**

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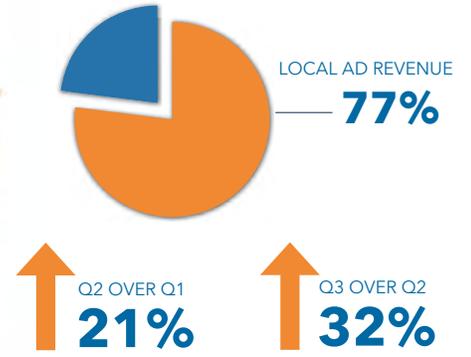
AMERICAN EXPRESS



U.S. COMMUNITY PUBLISHING GANNETT

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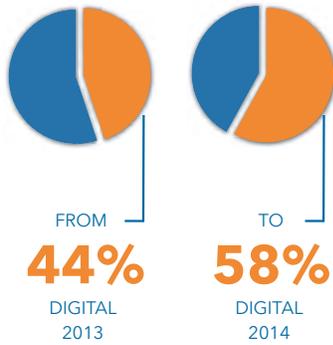
LOCAL AD REVENUE



U.S. COMMUNITY PUBLISHING GANNETT

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total digital auto revenue grew



AUTO DIGITAL REVENUE

U.S. COMMUNITY PUBLISHING GANNETT

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NEW GRAVITY AD UNIT



U.S. COMMUNITY PUBLISHING GANNETT

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NEW NATIVE ADVERTISING ABILITY



Sponsor Tile
Sponsor 300x250 Ad unit

U.S. COMMUNITY PUBLISHING GANNETT

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CONSUMER MARKETING

USA TODAY inserts are now in **35** of our USCP print editions



U.S. COMMUNITY PUBLISHING GANNETT

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IMPROVED
SUBSCRIBER
SATISFACTION



50%

HAVE A MORE
POSITIVE
IMPRESSION



60%

ARE MORE
SATISFIED WITH
THE PRODUCT



33%

SPEND MORE
TIME WITH THE
NEWSPAPER

U.S.
COMMUNITY
PUBLISHING
GANNETT

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2014
PROJECTED
REVENUE
INCREASE

projected
revenue increase

\$46M

U.S.
COMMUNITY
PUBLISHING
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ENGAGEMENT
INCREASE



Unique
Visitors
to Mobile
Platforms YOY

↑129%

Minutes Per
Visit
on Mobile
Platforms
YOY

↑16%

U.S.
COMMUNITY
PUBLISHING
GANNETT

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NEWSROOM
FOCUS

NEWS &
CONSUMER
INSIGHTS

U.S.
COMMUNITY
PUBLISHING
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JOURNALIST
TRAINING

approximately
3,500

JOURNALISTS RECEIVED
INTENSIVE TRAINING



U.S.
COMMUNITY
PUBLISHING
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NEWLY
CREATED
JOBS



Coaches



Audience Analysts



Content Strategists

U.S.
COMMUNITY
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FINANCE

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Q4 RESULTS

EPS
estimate

Finance
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Q4 2014E
BROADCAST
SEGMENT
REVENUE

benefited by
record
**non-presidential political
revenue of
nearly**

\$95M

Finance
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Q4 2014E
BROADCAST
SEGMENT
REVENUE

revenue
expected
to be up for
Q4 2014

115% +

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Q4 2014E
BROADCAST
SEGMENT
REVENUE

YOY
increase
23% - 25%
pro forma

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Q4 2014E
DIGITAL
SEGMENT
REVENUE

estimated to
increase over
70%

cars.com careerbuilder

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Q4 2014E
PUBLISHING
SEGMENT
REVENUE

total revenue
down mid single digits

advertising
down mid single digits

circulation
down low
single digits

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RESULTS

2014

Finance
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2014E
FULL YEAR
RESULTS

total
company
revenues
\$6.01B
16% higher than
last year

Finance
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2014E
FULL YEAR
RESULTS

total
revenues
expected to be
up

4%
on a pro
forma basis

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2014E
FULL YEAR
RESULTS

company-wide
digital revenue over

\$2.0B
over 32%
of total

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2014E
FULL YEAR
RESULTS

net
income
approximately

\$630M - \$635M

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2014E
FULL YEAR
RESULTS

strong
free cash flow*
projected to be

\$860M - \$890M

*Net Cash flow from operating activities as reported on the statement of cash flows reduced by purchase of property, plant and equipment as well as payments for investments and increased by proceeds from investments.

Finance
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2014E
FULL YEAR
RESULTS

long-term debt

\$4.6B - \$4.7B
at year end

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2014E
FULL YEAR
RESULTS

capital
expenditures
will be

\$160M - \$170M

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2014E
FULL YEAR
RESULTS

will return
almost
\$260M
to shareholders

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2014E
FULL YEAR
RESULTS

repurchased
approximately
2.7M
shares

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OUTLOOK

2015

Finance
GANNETT

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2015
PROJECTED

capital
expenditures
\$135M - \$140M

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2015
PROJECTED

depreciation
\$210M - \$215M

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2015
PROJECTED

amortization
\$135M - \$140M

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GROWTH
POTENTIAL

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BUILDING
STRONG
MOMENTUM

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