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.
more diversified, higher margin, multi-media business

BROADCASTING WILL REPRESENT ABOUT 50% OPERATING CASH FLOW

one of the largest acquisitions in GANNETT’S 107 YEAR HISTORY

SUCCESSFULLY EXECUTED ALL-ACCESS content subscription model

ALMOST 30% of overall company revenue
FULL YEAR UP ALMOST 17%  

GANNETT BROADCASTING  
UBS global media and communications conference  
december 11, 2013  

A HIGH MARGIN BUSINESS WITH ANNUITY-LIKE OPERATING CASH FLOW  

REACH SURPASSES CABLE NETWORKS + AFFILIATES BROADEST appeal in household viewership + viewing time  

BROADCASTERS REPRESENT 35% OF TOTAL VIEWERS  

...YET SUBSCRIBER FEES LESS THAN 10%
RETRANSMISSION REVENUE continues to grow

SCALE is critical in the broadcast business

GANNETT + BELO

PORTFOLIO NEARLY DOUBLES

PORTFOLIO NEARLY DOUBLES

PERFECT CULTURAL FIT
Comparing 2013 to 2011
Revenue will be up nearly 16%

Comparing 2013 to 2011
Core spot revenue up 6%

Comparing 2013 to 2011
Local spot revenue up 8%

December 11, 2013
Gannett
UBS global media and communications conference

Excluding political
to be up nearly 10%

December 11, 2013
Gannett
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17% TO BE UP (YOY) EXCLUDING POLITICAL Q4 COMPARISONS

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2014 POSITIVE OUTLOOK
BELO + SOCHI + POLITICAL

GANNETT
U.S. COMMUNITY PUBLISHING

UBS global media and communications conference

can be updated based on the content of the slides.
**USA TODAY**

**NEW NATIONAL SECTION**

**USA TODAY ON LOCAL PLATFORMS**

**EXPANDS TO 35 MARKETS**

**CUSTOMIZED DASHBOARD FOR JOURNALISTS**

**CUSTOMER SATISFACTION**

**3/4 OF OUR ADVERTISING REVENUE IS LOCAL**

**AVERAGE OF 70 more pages per week**

**FOR 35 MARKETS**

**FOR GROWING LOCAL MARKET SHARES**
INTEGRATED MARKETING SOLUTIONS

G/O DIGITAL

INTEGRATED MARKETING SOLUTIONS

GROWING LONG TERM SUBSCRIBER VALUE

BEFORE ALL-ACCESS CIRCULATION REVENUES
29%

TOTAL USCP REVENUES

AFTER ALL-ACCESS CIRCULATION REVENUES
35%

TOTAL USCP REVENUES

USCP COST EFFICIENCIES CONTINUE

REDUCING TOTAL EXPENSES
(EXCLUDING USA TODAY INTEGRATION)

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UBS global media and communications conference
CIRCULATION REVENUE BOOSTED 10% LAST QUARTER

ONLINE REVENUE BOOSTED 13% THIRD QUARTER

CIRCULATION OF APPROXIMATELY 2.9 MILLION

DIGITAL NON-REPLICA CIRCULATION 1.5 MILLION

UNDUPPLICATED MONTHLY AUDIENCE 44.1 MILLION

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CAREERBUILDER

UBS global media and communications conference
derember 11, 2013
**U.S. Job Creation Stable and Poised for Stronger Growth**

Average Monthly Non-Farm Job Creation

<table>
<thead>
<tr>
<th>Year</th>
<th>Job Creation (000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>-421</td>
</tr>
<tr>
<td>2008</td>
<td>83</td>
</tr>
<tr>
<td>2009</td>
<td>85</td>
</tr>
<tr>
<td>2010</td>
<td>175</td>
</tr>
<tr>
<td>2011</td>
<td>183</td>
</tr>
<tr>
<td>2012</td>
<td>188</td>
</tr>
<tr>
<td>YTD 2013</td>
<td>0</td>
</tr>
</tbody>
</table>

Source: U.S. Bureau of Labor Statistics

**CareerBuilder Leads in North American Careers Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$76</td>
</tr>
<tr>
<td>2007</td>
<td>$81</td>
</tr>
<tr>
<td>2008</td>
<td>$138</td>
</tr>
<tr>
<td>2009</td>
<td>$407</td>
</tr>
<tr>
<td>2010</td>
<td>$472</td>
</tr>
<tr>
<td>2011</td>
<td>$480</td>
</tr>
<tr>
<td>2012</td>
<td>$493</td>
</tr>
</tbody>
</table>

Source: CareerBuilder Internal Data and Monster Quarterly Earnings Calls

**Talent Management Software Business Growing Quickly Around the Globe**

Highlights

- More than 1,300 Talent Networks have been sold worldwide over the last two years
- 12.7 million applications generated
- 11 million members
- Available in 22 languages

**Big Growth in Big Data**

Highlights

- Over 3,000 data customers
- CareerBuilder and EMSI created an unmatched repository of historical and real-time labor market data
- Developing new data offerings to support our advertising and software business

**GANNETT**

CAREERBUILDER

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The Right Balance

Invest in the business

Strong balance sheet

Share repurchase

Strong dividends

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Financial Results

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Winter Olympics + Political Spending

2014 and Beyond

Substantial increase in Retransmission Revenues

2014 and Beyond
2013 Q4 RESULTS

DIGITAL SEGMENT REVENUE UP 3% - 4%

PUBLISHING SEGMENT REVENUE TOP LINE DOWN 4% - 5%

ALL-ACCESS CONTENT SUBSCRIPTION MODEL drives $100M NIBT contribution

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PROJECTED REVENUE $5.15B
**FINANCIAL FLEXIBILITY**

**PROJECTED OPERATING CASH FLOW**

$1.0B

**MOST SIGNIFICANT CAPITAL COMMITMENT IN 2013**

BELO

**REVOLVING CREDIT FACILITIES**

$1.2B

5 years

**YEAR END**

$3.2B

long term debt

**MOST SIGNIFICANT CAPEX INVESTMENT IN 2013**

72%

digital product development, new features, support platforms

**SHARES REPURCHASED**

$117M

**DIVIDENDS**

$183M
2014 OUTLOOK

TOTAL EXPENSES

OTHER ASSUMPTIONS

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