

GANNETT INVESTOR MEETING



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GRACIA **MARTORE**

President + CEO

GANNETT

Gannett Co., Inc.

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.

careerbuilder®

THE BIGGEST PLAYER
IN GLOBAL HUMAN CAPITAL SOLUTIONS

careerbuilder®



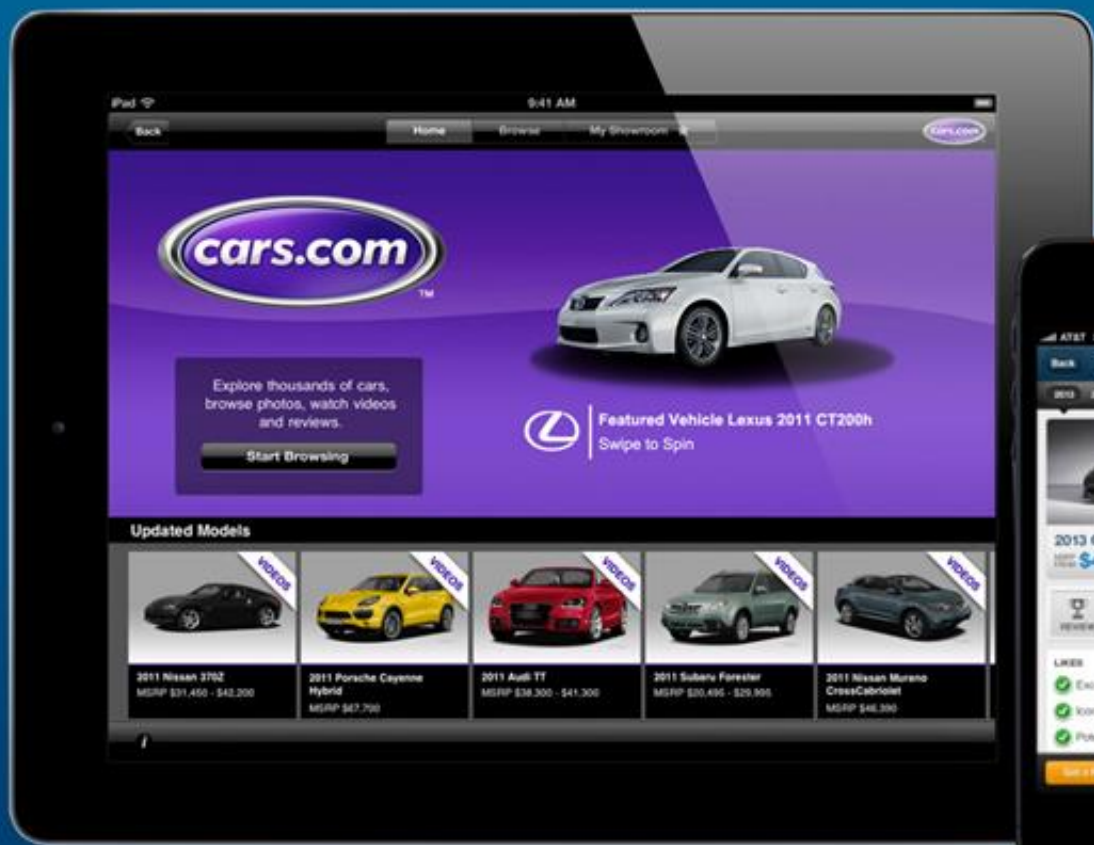
INNOVATIVE PRODUCTS
AND SERVICES FOR RECRUITMENT
AND EMPLOYMENT CYCLES

careerbuilder®

POSITIVE IMPACT
ON GANNETT'S DIGITAL SEGMENT



80% OF ITS
REVENUE
FROM DIRECT
SALES



30 MILLION
MONTHLY VISITS
20 THOUSAND
DEALERS SERVED



DOUBLES
DIGITAL BUSINESS SEGMENT



INCREASE
EBITDA



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MATT
FERGUSON
CEO, CareerBuilder

careerbuilder

U.S. JOB CREATION IMPROVING



SHORTAGE OF SKILLED LABOR

Nearly half of employers currently have open positions for which they can't find qualified candidates.

37% of employers have positions that stay open 12 weeks or longer; one in six companies loses \$25,000 or more per open position due to extended vacancies.

| OCCUPATION | JOB POSTED PER MONTH JULY 2013-JULY 2014 | WORKERS HIRED PER MONTH JULY 2013-JULY 2014 |
|---------------------|---|--|
| SOFTWARE DEVELOPERS | 59,279 | 48,957 |
| REGISTERED NURSES | 124,933 | 103,987 |

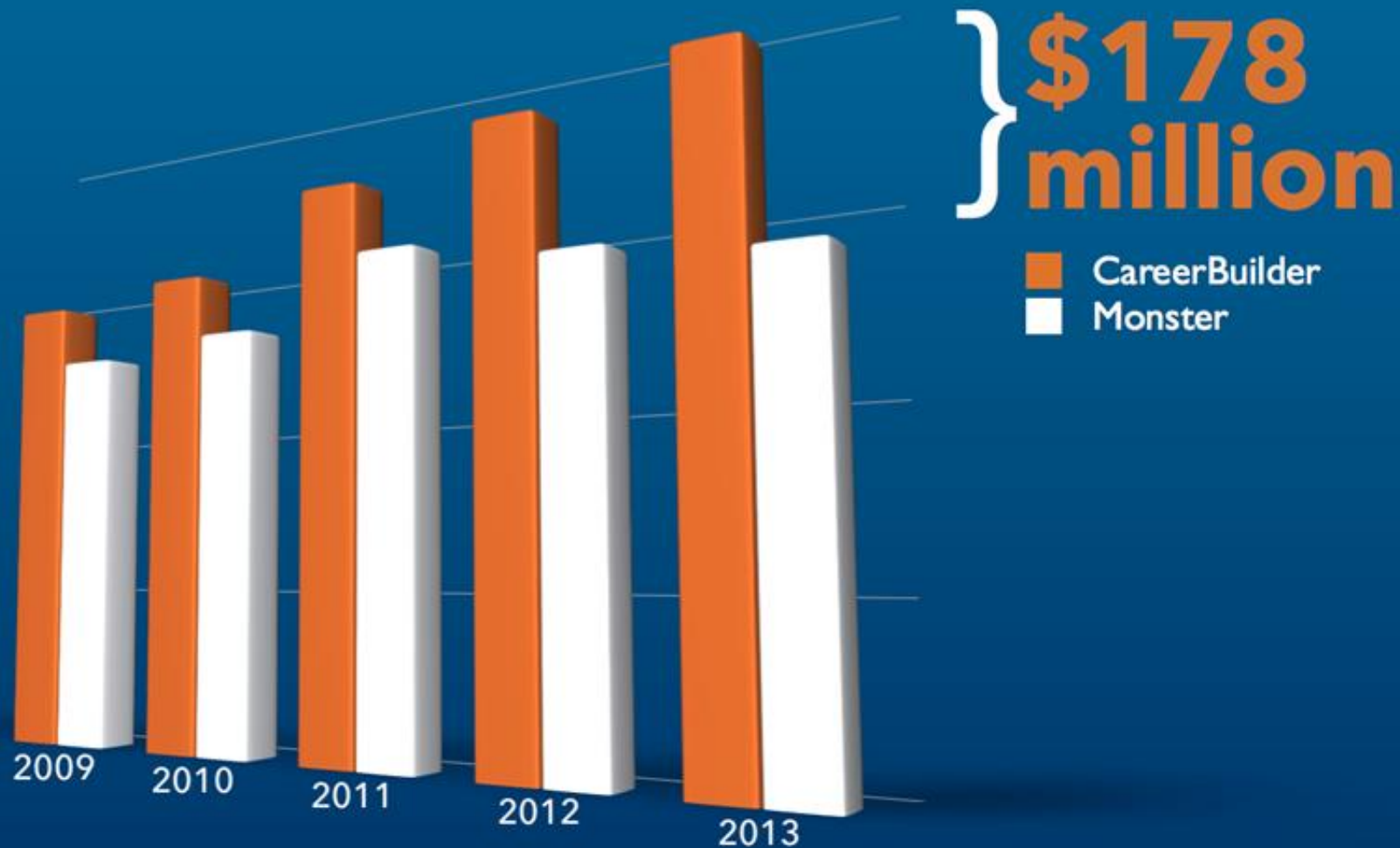
| OCCUPATION | TOTAL EMPLOYMENT IN 2014 | GROWTH IN JOBS 2010-2014 | ANNUAL JOB OPENINGS 2010-2014 | DEGREE COMPLETIONS 2013 | PERCENTAGE OF THE WORKFORCE AGES 55+ |
|------------|--------------------------------|--------------------------------|-------------------------------------|-------------------------------|---|
| MACHINISTS | 410,219 | 59,269, UP 17% | 23,861 | 6,184 | 25% |

CAREERBUILDER GLOBAL GAAP REVENUE & EBITDA



CAREERBUILDER IS THE CLEAR LEADER IN NORTH AMERICA

CAREERBUILDER NORTH AMERICA GAAP REVENUE



} \$178
million

■ CareerBuilder
■ Monster

MARKET OPPORTUNITY

JOB BOARD AND HR SAAS

NORTH AMERICAN ONLINE RECRUITMENT MARKET



Source: Evercore's Online Recruiting Update, January 2014

GLOBAL SAAS MARKET FOR RECRUITMENT AUTOMATION AND TALENT ACQUISITION



Source: Technavio's Global SaaS-based HRM Market 2014-2018 report

EVOLUTION INTO AN HR SAAS LEADER

internal software development headcount has increased 50% in the last 24 months

acquired EMSI in 2012 and Broadbean in 2014

focused on four main SaaS product lines:

- | workforce analytics

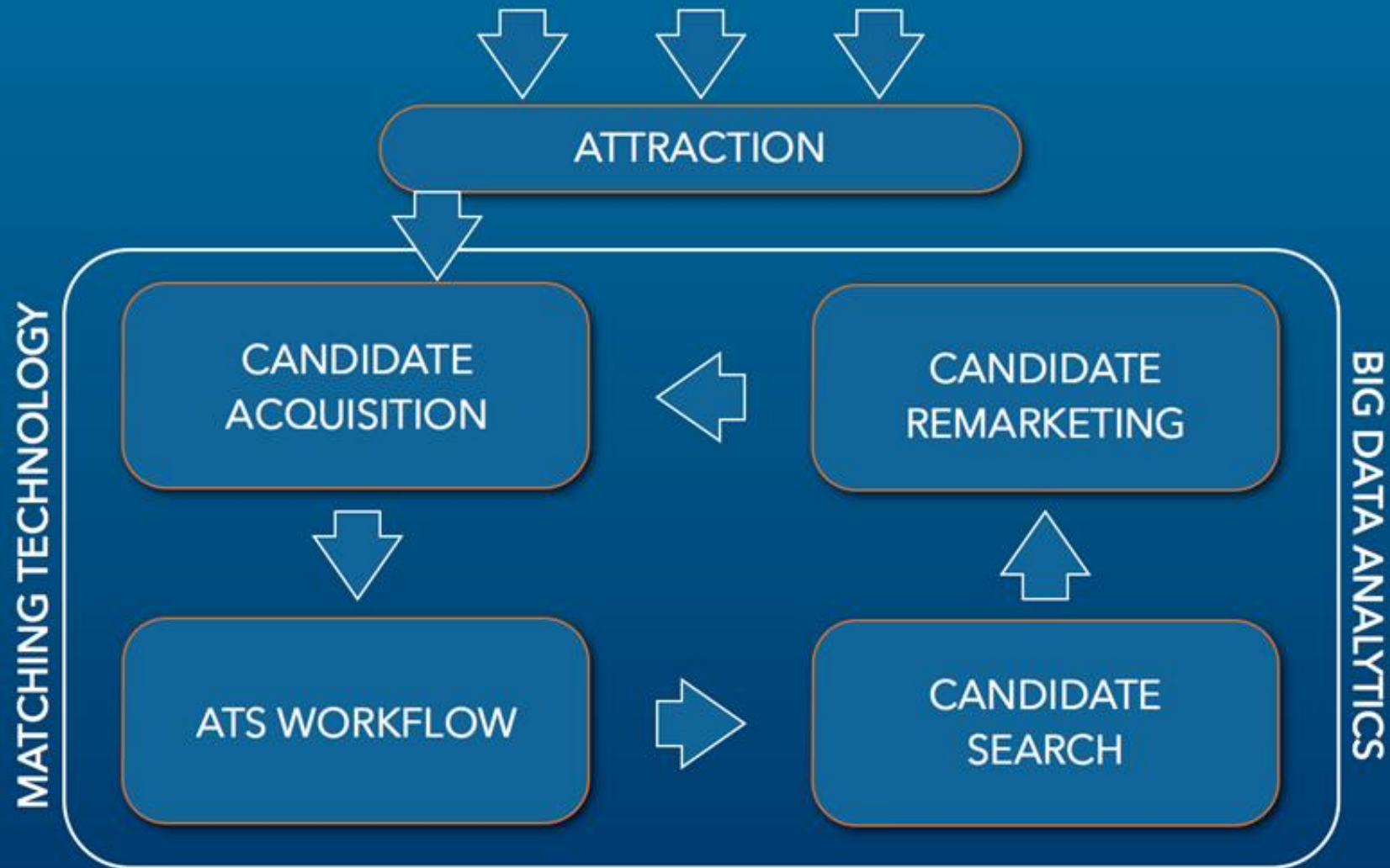
- | candidate remarketing

- | ATS workflow

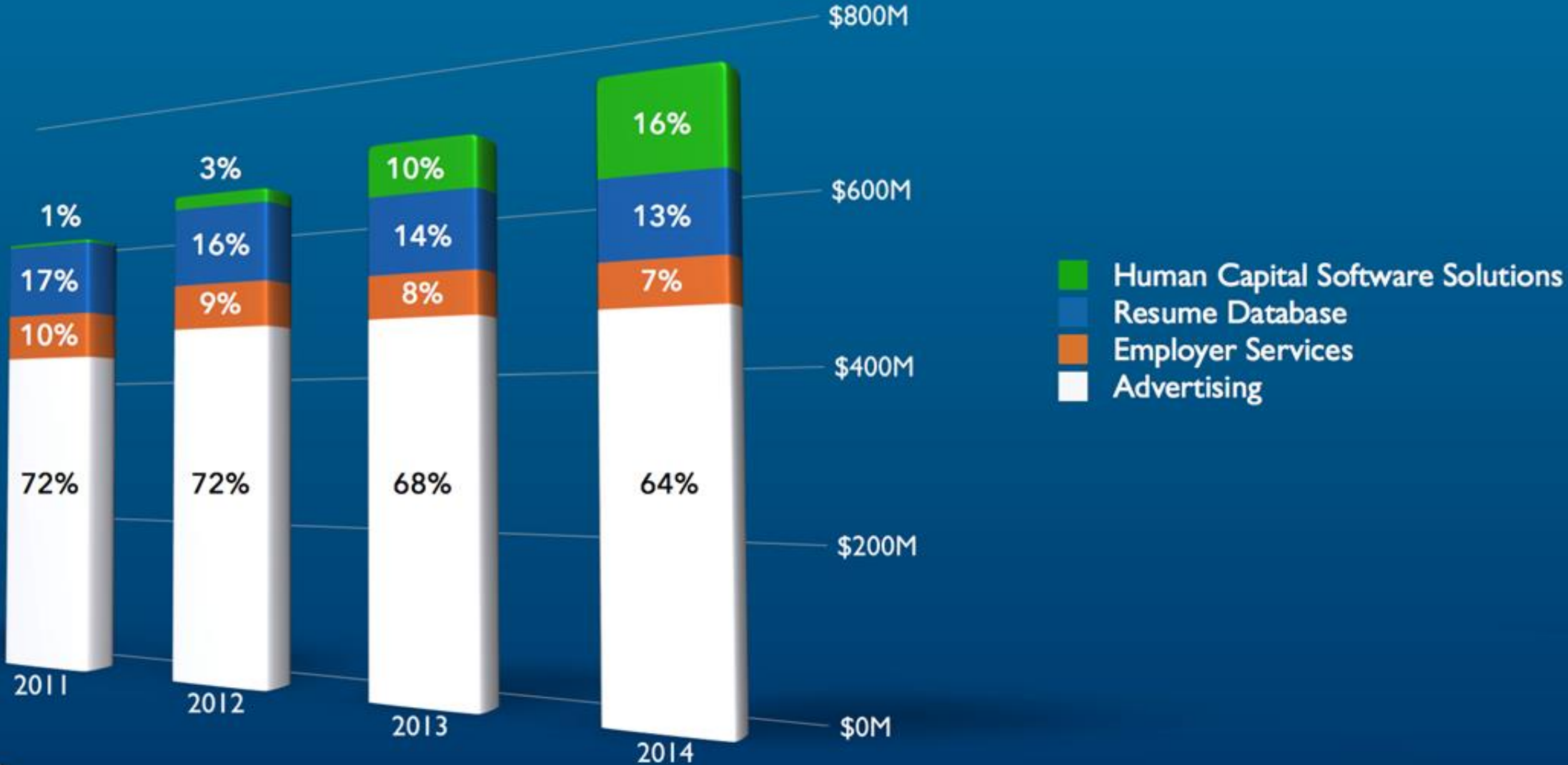
- | job distribution



CONVERGENCE OF ADVERTISING, SOFTWARE & DATA



CAREERBUILDER'S DIVERSIFIED REVENUE



Source: CareerBuilder's internal data

RESUME DATABASE REMAINS STRONG ASSET

CareerBuilder's candidate database remains very strong with more than 80 million resumes globally and growing.



A significant development effort has been going into the candidate search experience of the future

- Semantic search/skills extraction
- Open web presence integration
- Supply & demand data integration

WORKFORCE ANALYTICS

BIG GROWTH IN BIG DATA

Over 3,500 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

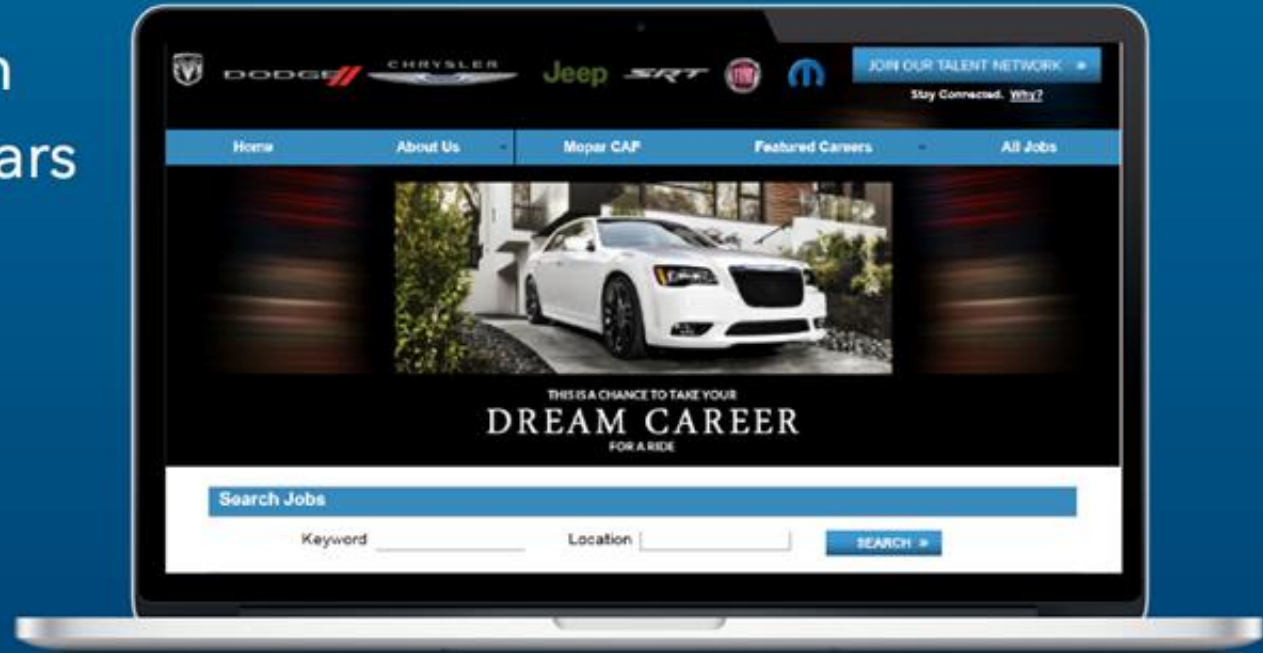


CANDIDATE PIPELINING AND REMARKETING

over 3,100 talent networks have been sold worldwide over the last three years

28 million members

available in 29 languages



JOB DISTRIBUTION



2,046
CLIENTS
SERVED



1.5 MILLION
CANDIDATE
SEARCHES
A MONTH



6,003
JOBS BOARD
INTEGRATIONS



183
COUNTRIES
COVERED



60,000
USERS
GLOBALLY



2 MILLION
JOBS POSTED
A MONTH



10 MILLION
APPLICATIONS
A MONTH



100+
API
PARTNERS

APPLICANT TRACKING WORKFLOW

ONE CLICK DASHBOARD 1,000 CLIENTS & COUNTING



Full Functionality:

engage, evaluate, background check, hire

EVOLUTION INTO AN HR SAAS LEADER

Wynn uses CareerBuilder's full suite of advertising, data and software solutions

Nearly half of Wynn's hires come from CareerBuilder



WYNN RESORTS

CANDIDATE SOURCING PLATFORM



Retail Sales Manager

Windsor, Connecticut Job Ref: 4662932

Job Summary

Job Ref: 4662932

Location:
Windsor, Connecticut

Job description:
The Retail Sales Manager reports directly to the "East" Division Sales Director.

Position location is flexible across the Connecticut/New Jersey market areas. Retail Sales Manager calls on WMT Region VPs, WM Market Managers and Franchise Builders within assigned WMT geography.

Responsible for driving execution of all national & local programming within assigned geography.

Job requirements:
Our ideal Retail Sales Representative is a great relationship manager with a passion for customer service. Candidates must have excellent marketing and communication skills with customers.

Additional requirements:
Bachelor's degree required. Advanced degree in marketing or business a plus. Minimum 5 years of customer service, sales and/or entrepreneurial experience required. Proficiency with computers, Microsoft Office Suite, data, CRM data entry and handheld.



Talent Search Match



SEARCH ACTIVITY

12 Candidates in Talent Search

362 Potential Candidates from Automatic Searches

POST ACTIVITY

Recent Post: Aug 1, 2014 - Expires Aug 21, 2014

10 Job Boards | **81** Candidate Responses | **43** Job Board Views

SOCIAL ACTIVITY

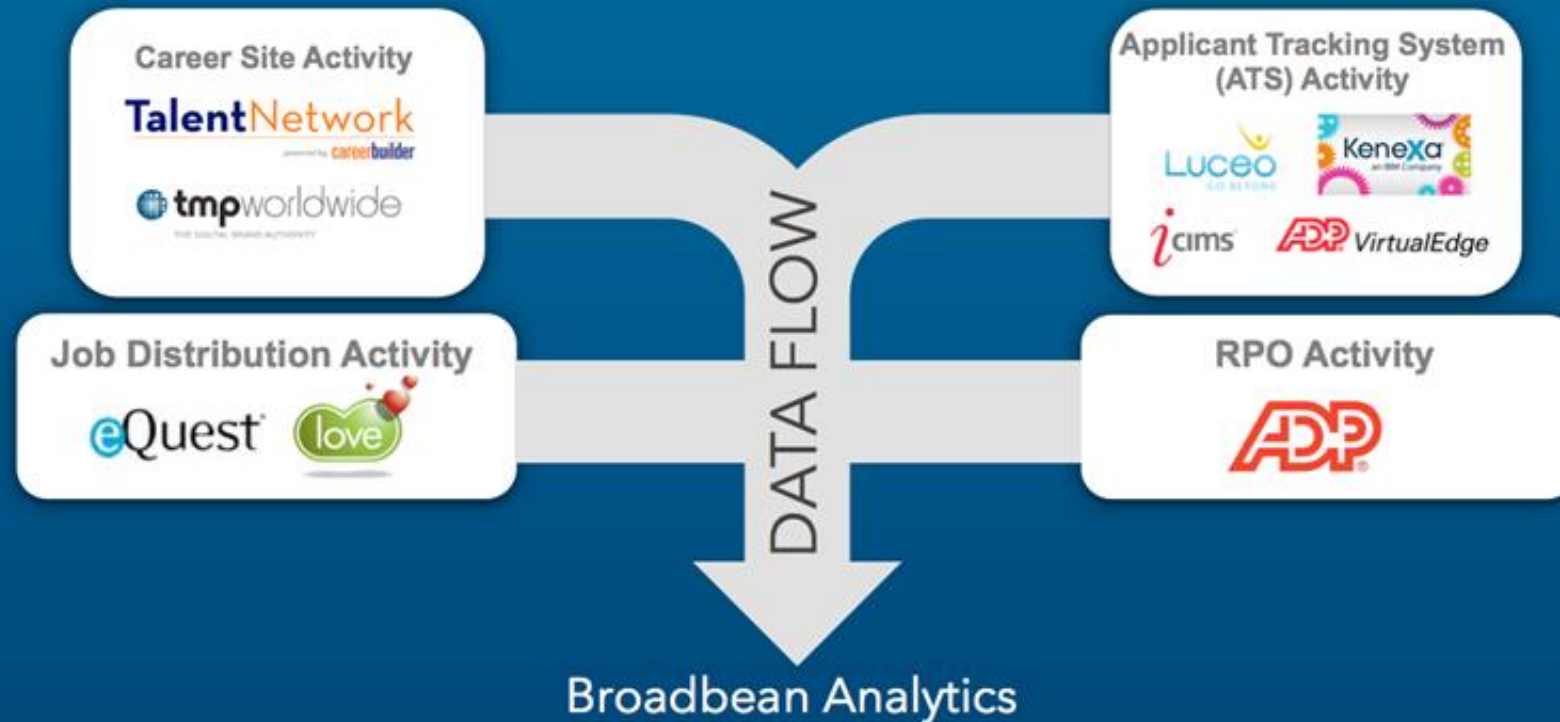
| Most Active Channels | Posts | Comments | Clicks |
|----------------------|-------|----------|--------|
| Facebook | 12 | 43 | 227 |
| Twitter | 7 | 28 | 67 |
| LinkedIn | 6 | 1 | 14 |

REFERRAL ACTIVITY

6 Of your employees | **15** Potential candidates Referred

[Talent Filter](#) | [Talent Search Results](#) | [Active Candidates](#)

BIG DATA ANALYTICS SUITE



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ALEX

VETTER

Executive Vice President + COO, Cars.com



LIGHT VEHICLE SALES GROWTH

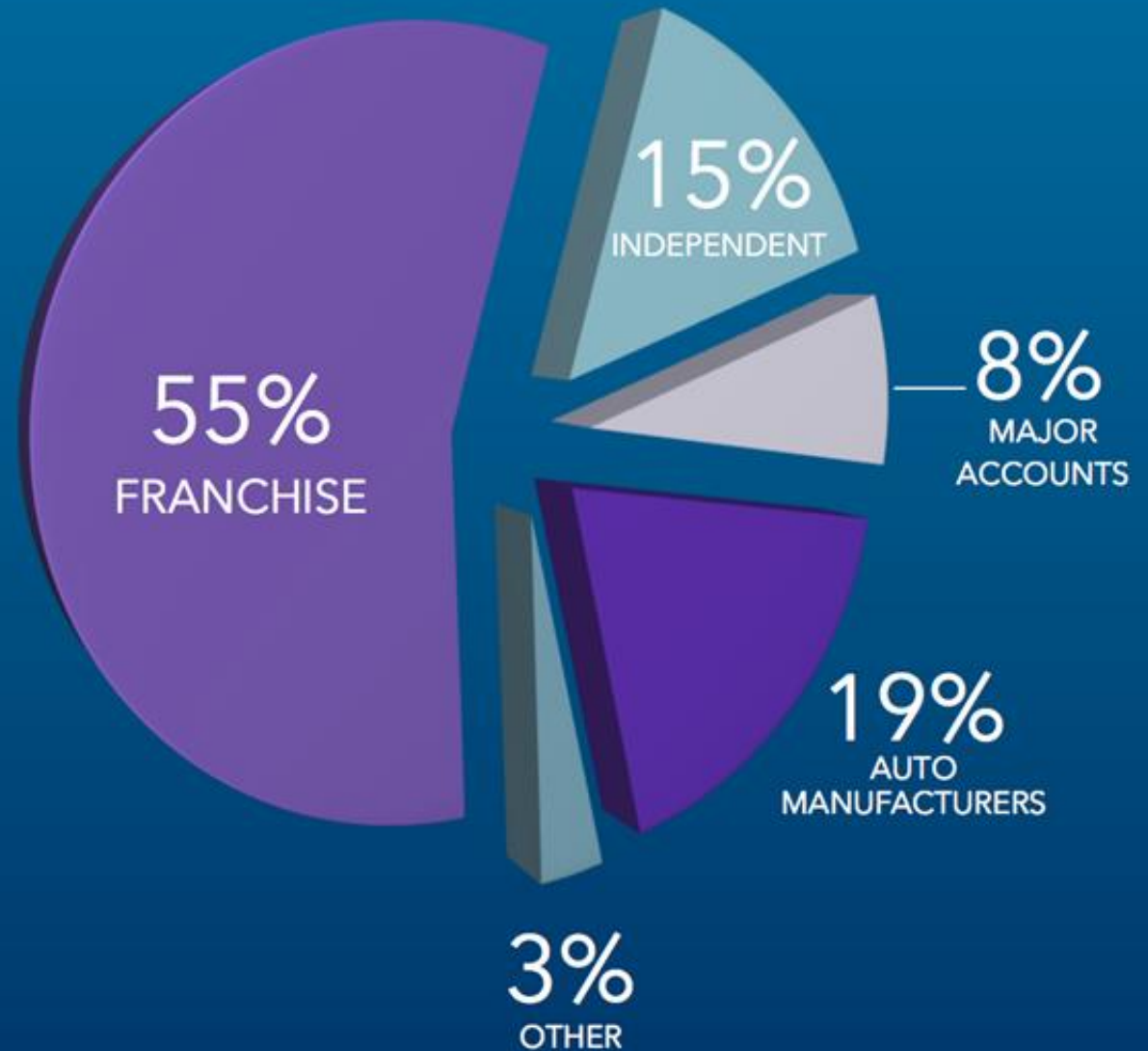


■ Used Vehicles
■ Total New Vehicles

CUSTOMER CONTRIBUTION TO REVENUE

customer base:

- | franchise dealers
- | independent dealers
- | national, major accounts and other



DEALER MARKET SHARE POTENTIAL

Total Market Opportunity

18,000 2014 Franchise Market¹

28,000 Independents²

Independent
 Franchise



| 2010 | 2011 | 2012 | 2013 | 2014 | Total Dealers |
|--------|--------|--------|--------|--------|---------------|
| 16,107 | 16,938 | 18,439 | 19,318 | 20,050 | |

¹ Urban Science Automotive Database

² Cars.com Internal Analysis

DEALERSHIP RETURNS ARE AT THEIR STRONGEST LEVELS

return on equity

- in 2013, the average dealership generated 29% return on equity: it was 12% in 2008

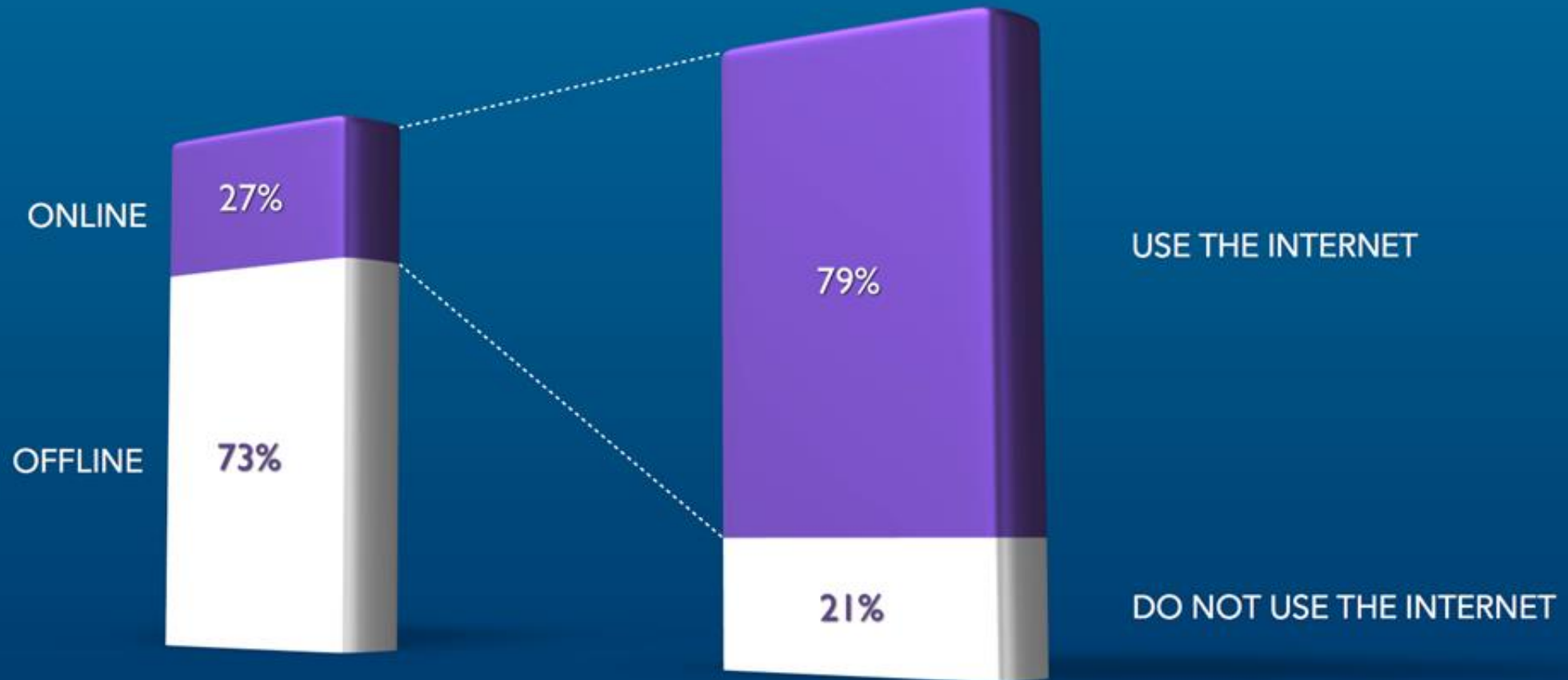
net pre-tax profit

- in 2013, the average dealership made \$923,248 in NIBT
- highest non-inflation adjusted amount since 1970
- third straight record year



US DIGITAL AUTOMOTIVE ADVERTISING IS LARGE AND GROWING

ONLINE AUTO AD SPEND VS. ONLINE AUTO SHOPPERS



AUTO AD SPENDING

Source: eMarketer, March 2014

AUTO SHOPPERS

Source: J.D. Power, September 2014

CONSUMER VALUE PROPOSITION



**31 MILLION VISITS
EACH MONTH**



RESEARCH



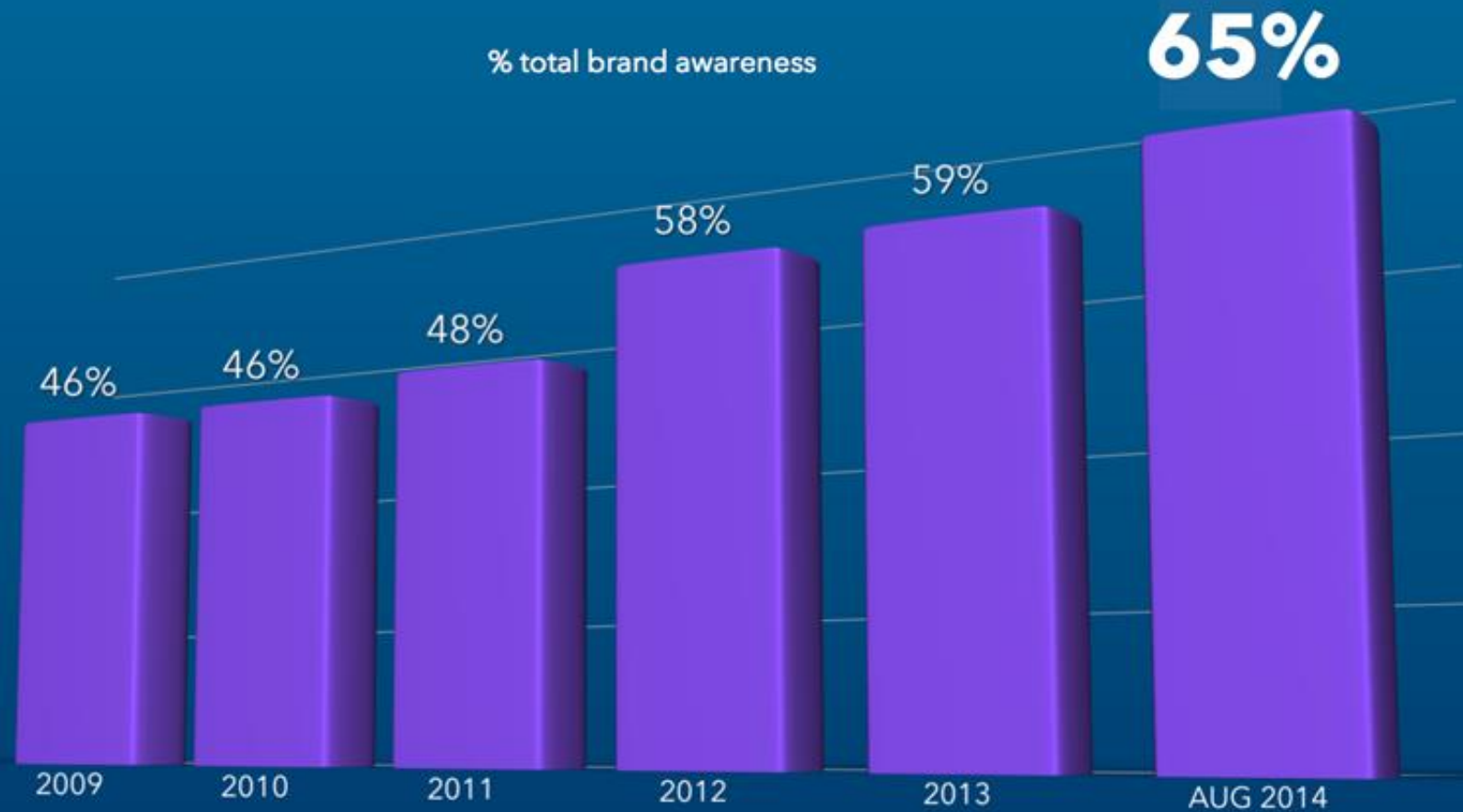
PRICE



FIND™

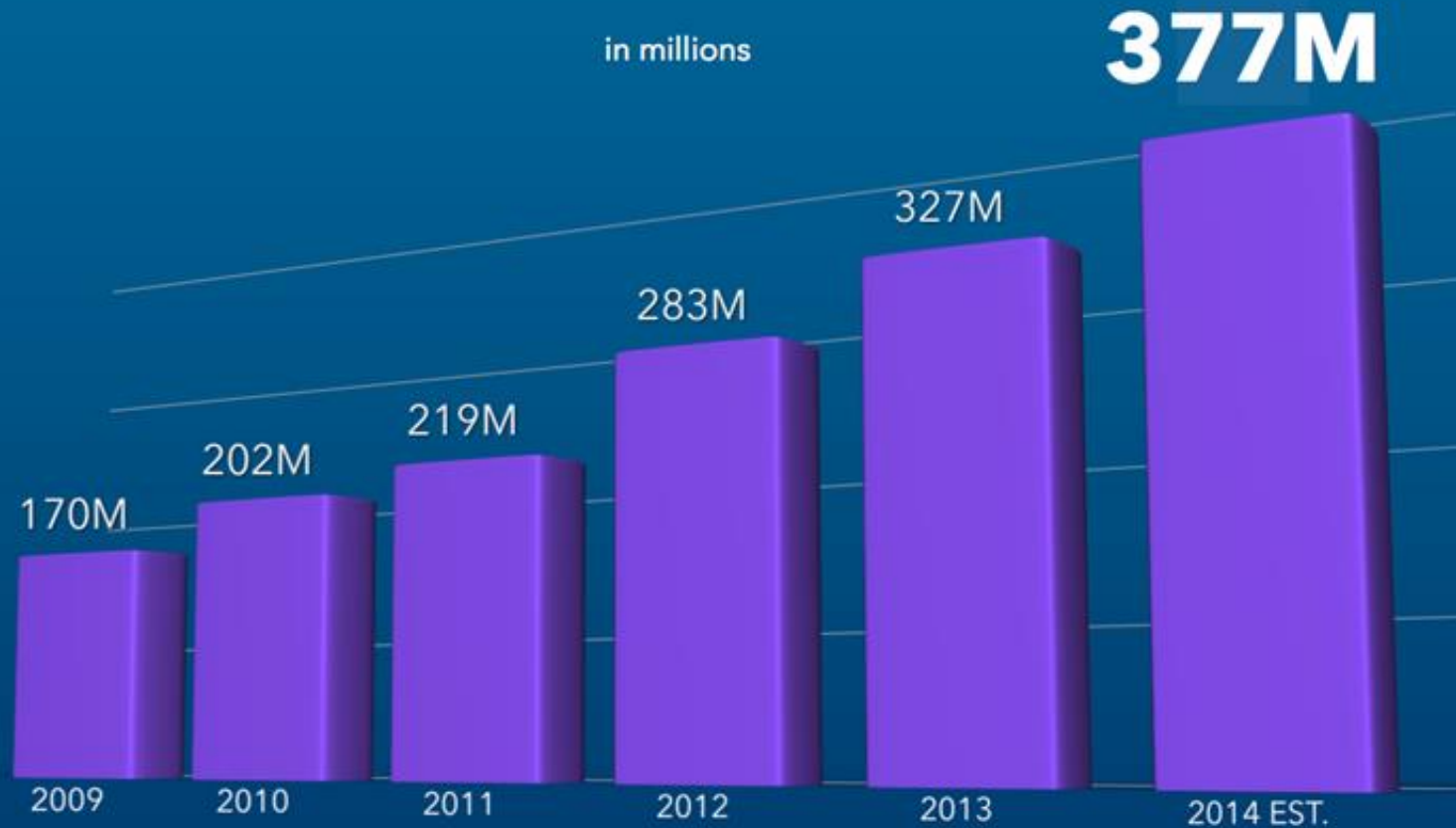
CARS.COM TOP AWARENESS FOR CATEGORY

CARS BRAND AWARENESS



BRAND STRENGTH HAS LED TO CONSISTENT AUDIENCE GROWTH

TOTAL CARS NETWORK VISITS



PRIMARY BUSINESS SEGMENTS



DEALER



OEM

LOCAL DEALER

OUR LARGEST CUSTOMER GROUP

franchise

- have a contract with automobile manufacturers (OEM)

- allows them to sell manufacturers' products

- sell both new and used cars

PRODUCTS
BaseDrive
Premier New
Special Offers
Premier Used
Used Car Specials
Powerpositions
Cars360
New Leads Plus
Secure Credit Application

independent

- do not have any affiliation with an OEM

- sell primarily used cars

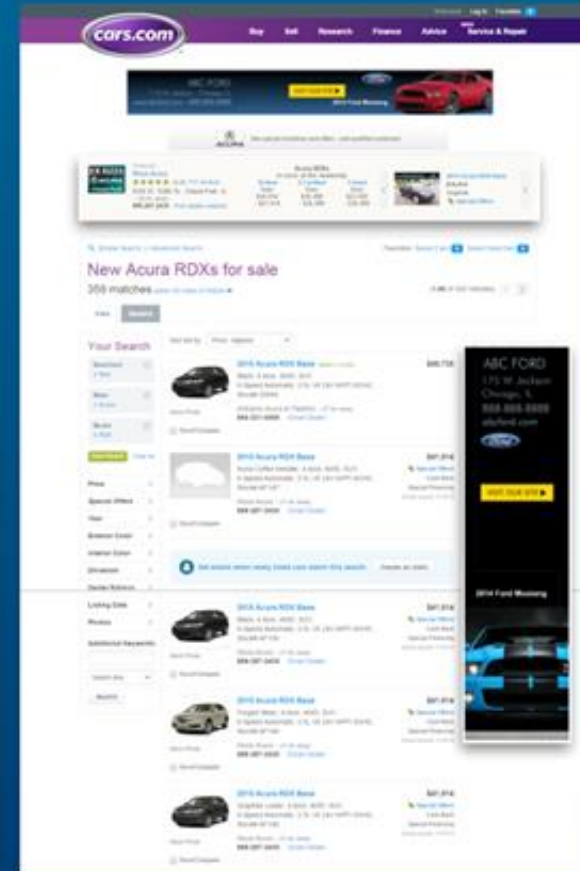
PRODUCTS
Independent Ad Package
Special Offers
Premier Used
Used Car Specials
Powerpositions
Cars360
Secure Credit Application

LOCAL DEALER PRODUCTS

VEHICLE LISTINGS & DEALER BRANDING

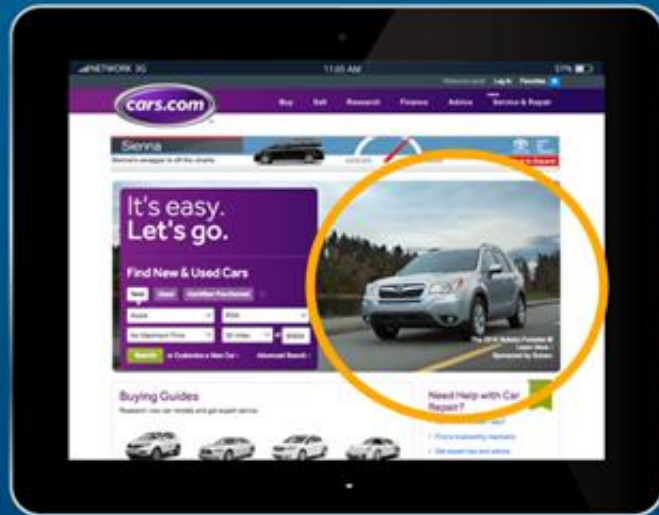


DEALER DISPLAY ADVERTISING

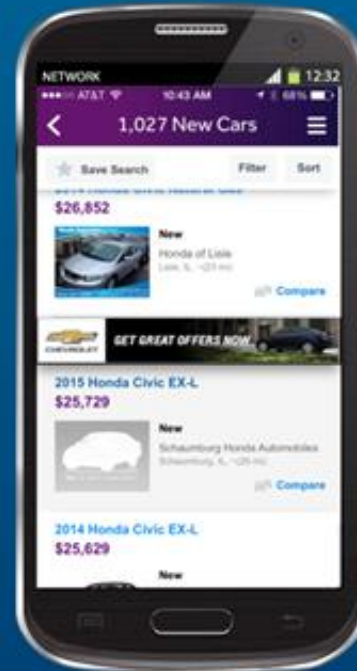


OEM PRODUCTS

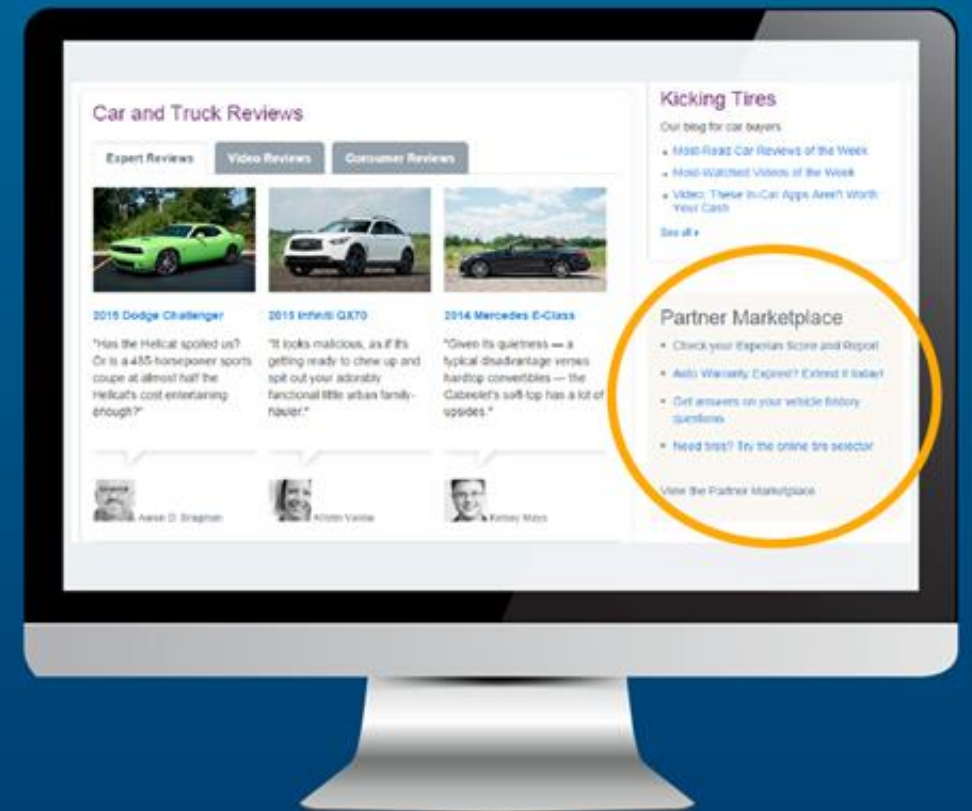
NATIVE ADS



BANNER ADS



PARTNER MARKETPLACE



DIFFERENTIATING FROM THE COMPETITORS

cox automotive

autotrader

kelley blue book

manheim

edmunds.com

truecar

dealer.com

dealertrack technologies



HOW WE'RE MEASURING GROWTH AND PROGRESS

2014 PROGRESS TO DATE



REVENUE
**up 14% over
2013**



TRAFFIC
377M visits
28% increase
over 2013



DEALERSHIPS
20,350
6% growth

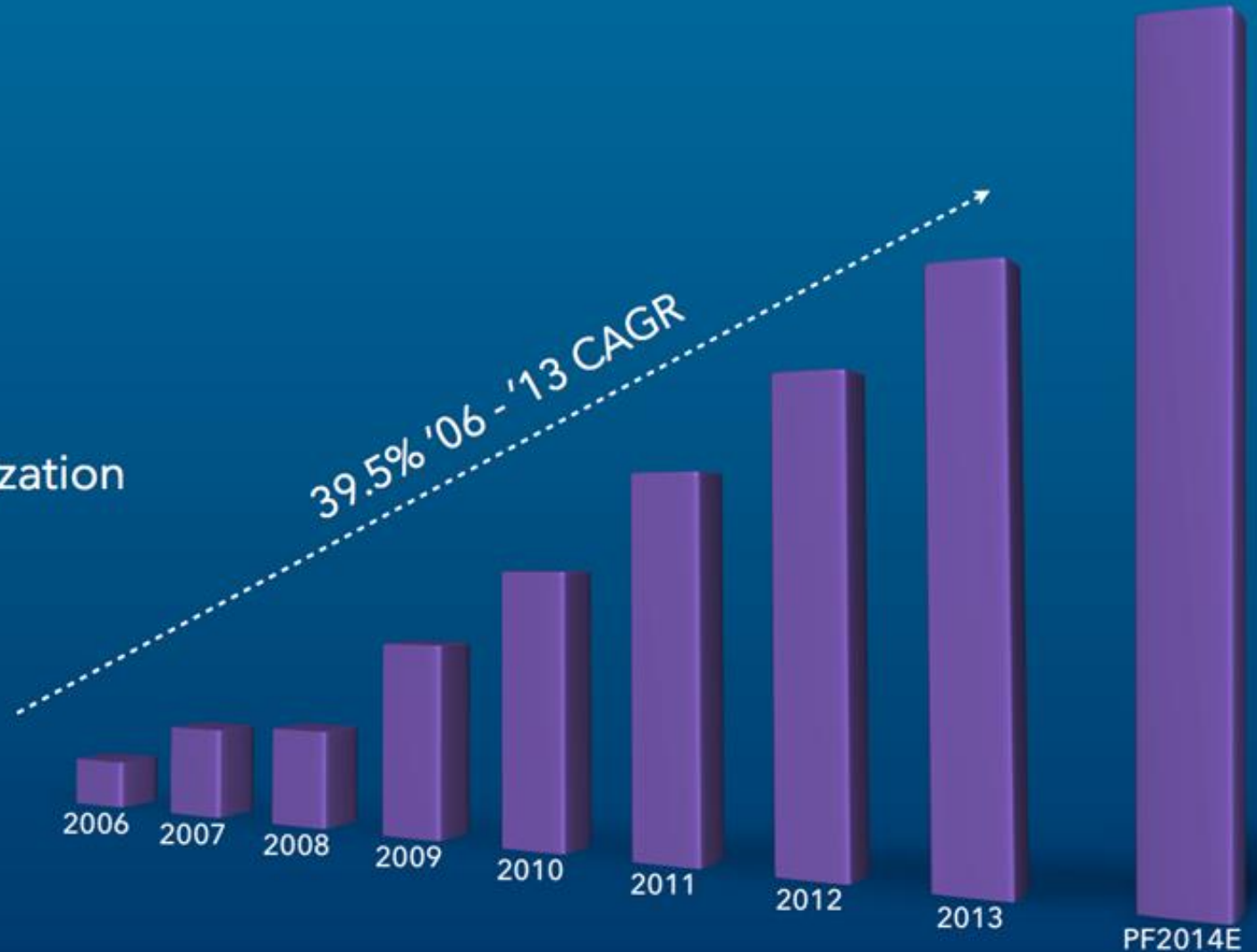


BRAND AWARENESS
65
6% increase
from 2013

STRONG PROFIT MARGINS

driven by:

- | local sales force
- | best-in-industry products
- | world-class technology organization



HEALTHY CASH FLOW ALLOWS FOR STRATEGIC REINVESTMENT AREAS



PRODUCT/TECH
LEADERSHIP



MOBILE



BRAND/ORGANIC
TRAFFIC



SERVICE

BENEFITS OF DIRECT MODEL

2020: EXCLUSIVE SALES CHANNEL



MORE CUSTOMERS



HIGHER REVENUE



GREATER PROFIT



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JACK
WILLIAMS
President, Digital Ventures

GANNETT
Digital Ventures

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careerbuilder®

DEVELOPING SOFTWARE
AS SERVICES SOLUTIONS

careerbuilder®

PROVIDING
RECRUITERS AND HR PROFESSIONALS
WITH PRODUCTS AND SOLUTIONS



GROWTH
ACCELERATING



GENERATES
STRONG CASH FLOW



EXPANDING
GANNETT'S
EXPANDED FOOTPRINT

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