

## Financial Highlights Q3 2021 PRO FORMA RESULTS

### ↑ \$498M NET REVENUE

+25.2% year-over-year  
+14.4% vs. 3Q 2019

### ↑ ORGANIC NET REVENUE

+22.8% year-over-year  
+27.9% excluding advocacy

### ↑ \$100.3M in ADJ EBITDA

+12.4% year-over-year  
+31.2% vs. Q3 2019

### ↑ ADJ EBITDA MARGIN

20.1% of Q3 2021 net revenue  
17.7% of Q3 2021 total revenue

## Improved Full Year Guidance

Total Revenue Growth of **\$2,150M-\$2,180M**  
Up from \$2,135M-\$2,180M

Adjusted EBITDA of **\$370M-\$380M**  
Up from \$342M - \$357M

### High Growth Digital Transformation, Digital Media & Online Research Y/Y Growth\*

37% of Net Revenue

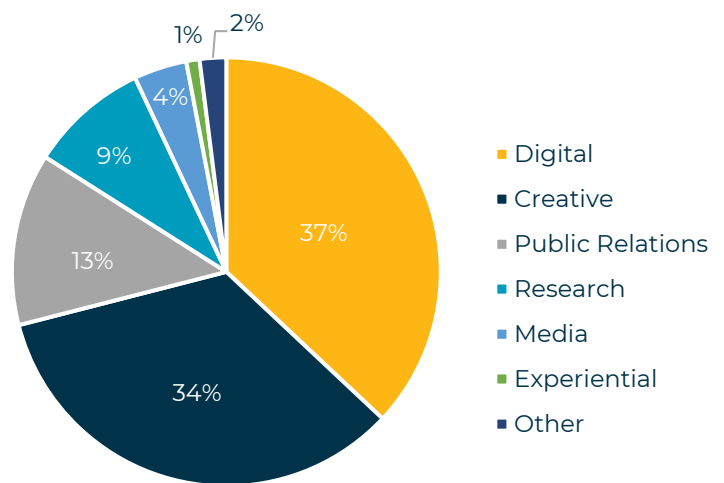
Net Revenue Growth: +46% y/y, 42% org.

Ex-Advocacy: +61% y/y, 55% org.

Net Revenue Growth vs. 2019: +89% y/y



### Net Revenue by Line of Business



## 3.0x LEVERAGE RATIO

All numbers are Pro Forma. Please refer to reconciliations in our Earnings Release dated November 3, 2021.

\*Where agency buys both digital and non-digital media, high growth digital growth includes digital media only