

Second Quarter 2023

EARNINGS PRESENTATION

AUGUST 8 | 2023

FORWARD LOOKING STATEMENTS & OTHER INFORMATION

This document contains forward-looking statements. within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). The Company's representatives may also make forward-looking statements orally or in writing from time to time. Statements in this document that are not historical facts, including, statements about the Company's beliefs and expectations, future financial performance and future prospects, business and economic trends, potential acquisitions, and estimates of amounts for redeemable noncontrolling interests and deferred acquisition consideration, constitute forward-looking statements. Forward-looking statements, which are generally denoted by words such as "anticipate," "assume," "believe," "continue," "could," "create," "foresee," "forecast," "forecast," "foresee," "future," "guidance," "intend," "look," "may," "opportunity," "outlook," "plan," "possible," "potential," "predict," "project," "should," "target," "will," "would" or the negative of such terms or other variations thereof and terms of similar substance used in connection with any discussion of current plans, estimates and projections are subject to change based on a number of factors, including those outlined in this section.

Forward-looking statements in this document are based on certain key expectations and assumptions made by the Company. Although the management of the Company believes that the expectations and assumptions on which such forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking statements because the Company can give no assurance that they will prove to be correct. The material assumptions upon which such forward-looking statements are based include, among others, assumptions with respect to general business, economic and market conditions, the competitive environment, anticipated and unanticipated tax consequences and anticipated and unanticipated costs. These forward-looking statements are based on current plans, estimates and projections, and are subject to change based on a number of factors, including those outlined in this section. These forward-looking statements are subject to various risks and uncertainties, many of which are outside the Company's control. Therefore, you should not place undue reliance on such statements. Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update publicly any of them in light of new information or future events, if any.

Forward-looking statements involve inherent risks and uncertainties. A number of important factors could cause actual results to differ materially from those contained in any forward-looking statements. Such risk factors include, but are not limited to, the following:

- risks associated with international, national and regional unfavorable economic conditions that could affect the Company or its clients;
- inflation and actions taken by central banks to counter inflation;
- the Company's ability to attract new clients and retain existing clients;
- · the impact of a reduction in client spending and changes in client advertising, marketing and corporate communications requirements;
- financial failure of the Company's clients;
- · the Company's ability to retain and attract key employees;
- · the Company's ability to compete in the markets in which it operates;
- the Company's ability to achieve its cost saving initiatives:
- · the Company's implementation of strategic initiatives;
- the Company's ability to remain in compliance with its debt agreements and the Company's ability to finance its contingent payment obligations when due and payable, including but not limited to those relating to redeemable noncontrolling interests and deferred acquisition consideration;
- the Company's ability to manage its growth effectively, including the successful completion and integration of acquisitions that complement and expand the Company's business capabilities;
- the Company's ability to develop products incorporating new technologies, including augmented reality, artificial intelligence, and virtual reality, and realize benefits from such products;
- an inability to realize expected benefits of the combination of the Company's business with the business of MDC Partners Inc. (the "Transactions") and other completed, pending, or contemplated acquisitions;
- adverse tax consequences in connection with the Transactions for the Company, its operations and its shareholders, that may differ from the expectations of the Company, including that future changes in tax law, potential increases to corporate tax rates in the United States and disagreements with the tax authorities on the Company's determination of value and computations of its attributes may result in increased tax costs;
- the occurrence of material Canadian federal income tax (including material "emigration tax") as a result of the Transactions;
- the Company's unremediated material weaknesses in internal control over financial reporting and its ability to establish and maintain an effective system of internal control over financial reporting;
- the Company's ability to protect client data from security incidents or cyberattacks;
- economic disruptions resulting from war and other geopolitical tensions, terrorist activities and natural disasters;
- stock price volatility; and
- · foreign currency fluctuations.

Investors should carefully consider these risk factors, other risk factors described herein, and the additional risk factors outlined in more detail in our 2022 Form 10-K, filed with the Securities and Exchange Commission (the "SEC") on March 6, 2023, and accessible on the SEC's website at www.sec.gov, under the caption "Risk Factors," and in the Company's other SEC filings.



DEFINITIONS OF NON-GAAP FINANCIAL MEASURES

In addition to its reported results, Stagwell Inc. has included in this earnings presentation certain financial results that the Securities and Exchange Commission (SEC) defines as "non-GAAP Financial Measures." Management believes that such non-GAAP financial measures, when read in conjunction with the Company's reported results, can provide useful supplemental information for investors analyzing period to period comparisons of the Company's results. Such non-GAAP financial measures include the following:

Pro Forma Results: The Pro Forma amounts presented for each period were prepared by combining the historical standalone statements of operations for each of legacy MDC and SMG. The unaudited pro forma results are provided for illustrative purposes only and do not purport to represent what the actual consolidated results of operations or consolidated financial condition would have been had the combination actually occurred on the date indicated, nor do they purport to project the future consolidated results of operations or consolidated financial condition for any future period or as of any future date. The Company has excluded a quantitative reconciliation of Adjusted Pro Forma EBITDA to net income under the "unreasonable efforts" exception in Item 10(e)(1)(i)(B) of Regulation S-K.

- (1) Organic Revenue: "Organic revenue growth" and "organic revenue decline" refer to the positive or negative results, respectively, of subtracting both the foreign exchange and acquisition (disposition) components from total revenue growth. The acquisition (disposition) component is calculated by aggregating prior period revenue for any acquired businesses, less the prior period revenue of any businesses that were disposed of during the current period. The organic revenue growth (decline) component reflects the constant currency impact of (a) the change in revenue of the partner firms that the Company has held throughout each of the comparable periods presented, and (b) "non-GAAP acquisitions (dispositions), net". Non-GAAP acquisitions (dispositions), net consists of (i) for acquisitions during the current year, the revenue effect from such acquisition as if the acquisition had been owned during the equivalent period in the prior year and (ii) for acquisitions during the previous year, the revenue effect from such acquisitions as if they had been owned during that entire year (or same period as the current reportable period), taking into account their respective pre-acquisition revenues for the applicable periods, and (iii) for dispositions, the revenue effect from such disposition as if they had been disposed of during the equivalent period in the prior year.
- (2) Net New Business: Estimate of annualized revenue for new wins less annualized revenue for losses incurred in the period.
- (3) Adjusted EBITDA: defined as Net income excluding non-operating income or expense to achieve operating income, plus depreciation and amortization, stock-based compensation, deferred acquisition consideration adjustments, and other items. Other items include restructuring costs, acquisition-related expenses, and nonrecurring items.
- (4) Adjusted Diluted EPS is defined as (i) Net income (loss) attributable to Stagwell Inc. common shareholders, plus net income attributable to Class C shareholders, excluding amortization expense, impairment and other losses, stock-based compensation, deferred acquisition consideration adjustments, discrete tax items, and other items, divided by (ii) (a) the per weighted average number of common shares outstanding plus (b) the weighted average number of Class C shares outstanding (if dilutive). Other items includes restructuring costs, acquisition-related expenses, and non-recurring items, and subject to the anti-dilution rules.
- (5) Free Cash Flow: defined as Adjusted EBITDA less capital expenditures, change in net working capital, cash taxes, interest, and distributions to minority interests, but excludes contingent M&A payments.
- (6) Financial Guidance: The Company provides guidance on a non-GAAP basis as it cannot predict certain elements which are included in reported GAAP results.

 Included in this earnings presentation are tables reconciling reported Stagwell Inc. results to arrive at certain of these non-GAAP financial measures.



FINANCIAL Outlook

Adjusting Full-Year 2023 Outlook

0.0 - 2.0% Organic Net Revenue Growth

\$410M - \$440M In Adjusted EBITDA

50 - 60% EBITDA Conversion on Free Cash Flow

\$0.76 - \$0.85 In Adjusted Earnings Per Share



SECOND QUARTER HIGHLIGHTS

NET REVENUE: \$539M | NET LEVERAGE RATIO: 3.48x | ADJ. EBITDA: \$91M

Winning RECORD NEW BUSINESS

\$75 million in net new business secured in Q2

Record LTM new business of \$256 million

\$1 billion of pitches participated in, on track to exceed \$1.2 billion in FY23

Expanding TECHNOLOGY CAPES



PRophet signed four new enterprise clients and 1000+ trial users for generative Al platform.

Harris Brand Terminal has 130 corporate clients, integrating with Maru

Strategic hiring to build out industry leading sales force

Managing COSTS

Proactive management of staffing levels & costs

\$48M of annualized staff cost savings realized in the quarter

On track to realize \$30M of operational efficiencies by YE 2023

Growing INDUSTRY RECOGNITION

Created and executed SPORT BEACH, transformative Cannes Lions experience

38 athletes, 23 partners and 17 agencies convened to talk about the future of sports, fandom and culture

Ad Industry publications hailed event as the "winner" of largest creativity festival in the world.

Generating multi-million dollar deals for Stagwell agencies



SUMMARY COMBINED FINANCIALS

Three Months Ended June 30,		Six Months Ende	ed June 30,	
\$ in Thousands	2023	2022	2023	2022
Net Revenue	\$ 539,060	\$ 556,316	\$ 1,060,722	\$ 1,082,953
Billable Costs	93,205	116,597	193,987	232,863
Revenue	\$ 632,265	\$ 672,913	\$ 1,254,709	\$ 1,315,816
Billable Costs	93,205	116,597	193,987	232,863
Staff costs	346,193	349,468	695,870	690,106
Administrative costs	66,192	66,349	134,368	122,643
Unbillable and other costs, net	35,507	29,180	67,094	57,473
Adjusted EBITDA	\$ 91,168	\$ 111,319	\$ 163,390	\$ 212,731
Stock-based compensation	10,546	13,131	22,550	21,152
Depreciation and amortization	35,488	32,231	68,965	63,435
Deferred acquisition consideration	392	13,472	4,480	15,369
Impairment and other losses	10,562	2,266	10,562	2,823
Other items, net	12,918	1,887	19,338	6,960
Operating income (loss)	\$ 21,262	\$ 48,332	\$ 37,495	\$ 102,992
Adjusted EBITDA margin (on net revenue)	16.9 %	20.0%	15.4 %	19.6%



2Q23 NET REVENUE

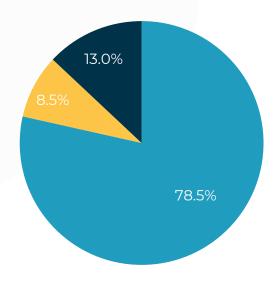
	Three Months Ended June 30, 2023		Six Months Ende	d June 30, 2023
\$ in Thousands	Net Revenue	Change	Net Revenue	Change
June 30, 2022	\$ 556,316		\$ 1,082,953	
Organic revenue	(29,305)	(5.3%)	(45,433)	(4.2%)
Acquisitions divestitures), net	16,274	2.9%	34,777	3.2%
Foreign currency	(4,225)	(0.8%)	(11,575)	(1.1%)
Total Change	\$ (17,257)	(3.1%)	\$ (22,232)	(2.1%)
June 30, 2023	\$ 539,060		\$ 1,060,722	



2Q NET REVENUE BY GEOGRAPHY







Organic Growth Y/Y

Geography	2Q23	YTD
United States	(8.0)%	(6.5)%
United Kingdom	8.6%	10.4%
Other	4.8%	2.9%
TOTAL	(5.3)%	(4.2)%
TOTAL EX-ADVOCACY	(4.5)%	(2.8)%



GLOBAL NETWORK

Stagwell's Affiliate Network Significantly Expands Our Global Footprint

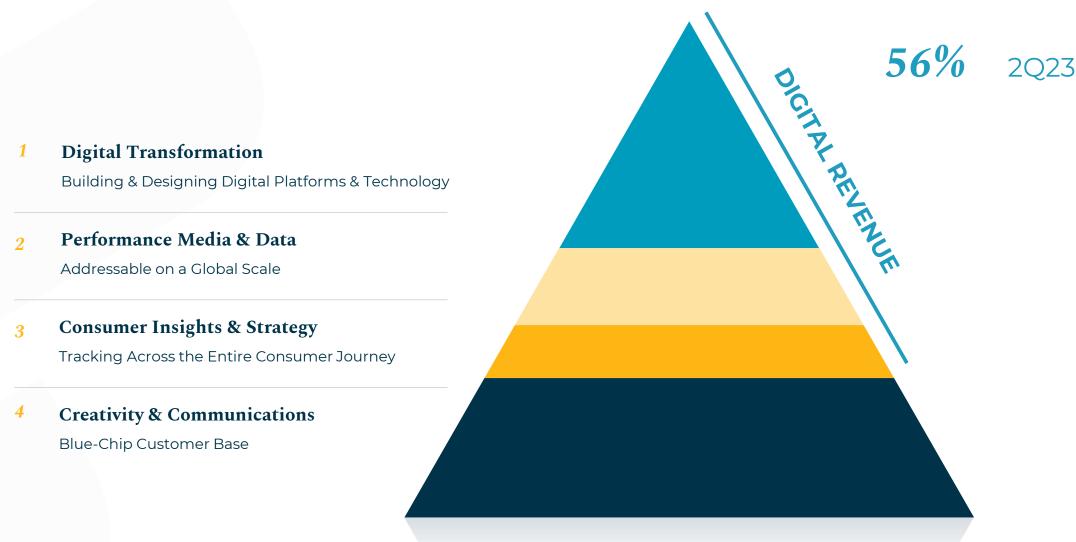


• Australia

Asia Pacific

- Australia
- Hong Kong
- India
- Indonesia
- Japar
- Malavsia
- Philippines
- Taiwan
- Thailand
- Singapore
- South Korea

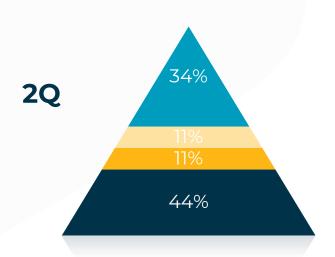
OUR PRINCIPAL CAPABILITIES





ADJ EBITDA GROWTH BY CAPABILITY





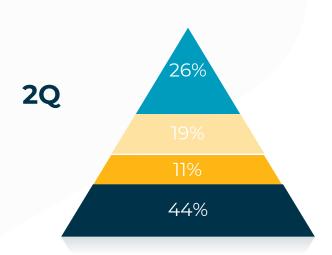
Adj. EBITDA* Growth Y/Y

TOTAL EX-ADVOCACY	(17.7%)	(19.1%)
TOTAL	(18.1%)	(23%)
Creativity & Communications	(2.6%)	(16.9%)
Consumer Insights & Strategy	3.9%	(0.5%)
Performance Media & Data	(44.1%)	(47.0%)
Digital Transformation	(27.3%)	(25.5%)
Principal Capability	2Q23	YTD



NET REVENUE GROWTH BY CAPABILITY





	2Q23		Y	TD
Principal Capability	Organic Net Revenue Growth	Net Revenue Growth	Organic Net Revenue Growth	Net Revenue Growth
Digital Transformation	(13.0%)	(13.0%)	(11.0%)	(10.9%)
Performance Media & Data	(2.6%)	(1.1%)	1.1%	3.6%
Consumer Insights & Strategy	(3.0%)	15.8%	(0.8%)	17.2%
Creativity & Communications	(1.8%)	(1.6%)	(2.6%)	(2.8%)
TOTAL	(5.3%)	(3.1%)	(4.2%)	(2.1%)
TOTAL EX-ADVOCACY	(4.5%)	(2.3%)	(2.8%)	(0.7%)



2Q EX-ADVOCACY NET REVENUE & ADJUSTED EBITDA

\$ in Millions		Three Mor	iths Ended,		Six Mont	hs Ended,	
		June 30, 2023	June 30, 2022	% Change	June 30, 2023	June 30, 2022	% Change
NET	Total Net Revenue	\$539	\$556	(3.1%)	\$1061	\$1083	(2.1%)
REVENUE	Advocacy Net Revenue	36	41	(13.4%)	63	78	(19.5%)
	Total Ex Advocacy	503	515	(2.3%)	998	1005	(0.7%)
		Three Mon	nths Ended,		Six Mont	hs Ended,	
		June 30, 2023	June 30, 2022	% Change	June 30, 2023	June 30, 2022	% Change
ADJ.	Total Adj. EBITDA	\$91	\$111	(18.1%)	\$163	\$213	(23.2%)
EBITDA	Advocacy Adj. EBITDA	10	13	(21.3%)	11	24	(54.7%)
	Total Ex Advocacy	81	99	(17.7%)	152	189	(19.1%)



NEW BUSINESS UPDATE

Net New Business

2Q23

\$75M

LTM

\$256M

Avg. Net Revenue

2Q23

\$6.2M PER CLIENT AT TOP 25

Notable Business WINS & EXPANSIONS





Qualcomm

patagonia



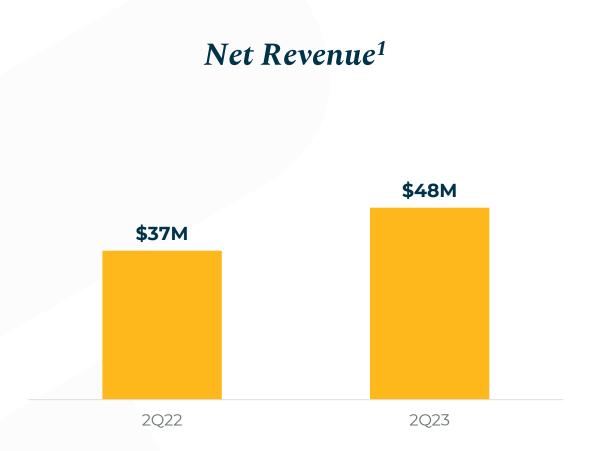




BUFFALO WILD WINGS



STAGWELL MARKETING CLOUD GROUP



	Net Revenue	Adj. EBITDA Margin
Advanced Media Platforms	\$35.4	12.7%
Stagwell Marketing Cloud	\$12.8	(9.4%)
TOTAL	\$48.2	6.8%
GROWTH (y/y)	28.9%	



LIQUIDITY

\$ in Millions

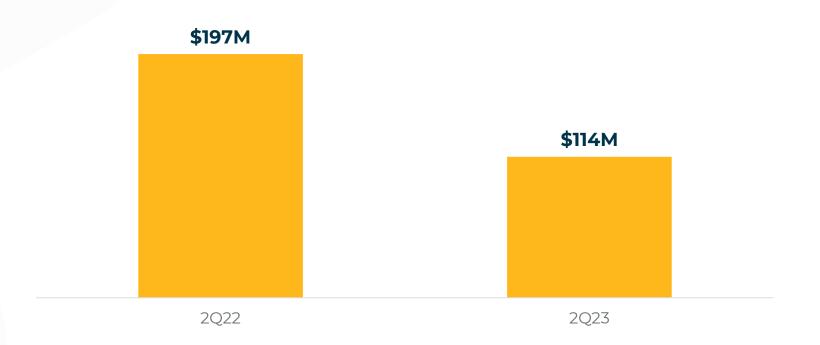
Available Liquidity (as of 6/30/2023)

Total Available Liquidity	\$ 321
Total Cash & Cash Equivalents	105
Undrawn Commitments Under Facility	\$ 216
Undrawn Letters of Credit	22
Drawn	402
Commitment Under Credit Facility	\$ 640

MAINTAINING DISCIPLINE AROUND

Deferred Acquisition Costs

REDUCED DAC BY \$83M FROM 2Q22 QUARTER-END BALANCE



ADJUSTED EARNINGS PER SHARE

	Three Months Ended June 30, 2023		Six Months Ended June 30		, 2023	
	Reported (GAAP)	Adjustments	Non-GAAP	Reported (GAAP)	Adjustments	Non-GAAP
\$ and Shares in Thousands						
Net income attributable to Stagwell Inc. common shareholders	(4,693)	\$ 23,635	\$ 18,942	(4,250)	\$ 41,996	\$ 37,746
Net income attributable to Class C Shareholders	-	25,529	25,529		45,732	45,732
Net income – diluted EPS	\$ (4,693)	\$ 49,164	\$ 44,471	\$ (4,250)	\$ 87,728	\$ 83,478
Weighted average number of common shares outstanding (diluted)	115,400	9,135	124,535	120,272	9,356	129,628
Weighted average number of common class C shares outstanding (diluted)	-	155,821	155,821	-	158,351	158,351
Weighted average number of shares outstanding	115,400	164,956	280,356	120,272	167,707	287,979
Adjusted earnings per share (diluted)	\$ (0.04)		\$ 0.16	\$ (0.04)		\$ 0.29
Adjustments to net income (loss)						
	Pre-Tax	Tax	Net	Pre-Tax	Tax	Net
Amortization	\$ 28,690	\$ (7,401)	\$ 21,289	\$ 55,422	\$ (12,747)	\$ 42,675
Impairment and other losses	10,562	(1,237)	9,325	10,562	(1,237)	9,325
Stock-based compensation	10,546	(2,786)	7,760	22,550	(5,187)	17,363
Deferred acquisition consideration	392	(212)	180	4,480	(1,030)	3,450
Other items, net	12,918	(3,165)	9,753	19,338	(4,448)	14,890
Tax adjustments		5,409	5,409	-	7,742	7,742
Total add-backs	\$ 63,108	\$ (14,692)	\$ 53,716	\$ 112,352	\$ (16,907)	\$ 95,445
Net loss attributable to Class C shareholders			(4,552)			(7,717)
			\$ 49,164			\$ 87,728



GAAP CONSOLIDATED OPERATING PERFORMANCE

	Three Months Endo	Three Months Ended June 30,		d June 30,
\$ and Shares in Thousands	2023	2022	2023	2022
Revenue	\$ 632,265	\$ 672,913	\$ 1,254,709	\$ 1,315,816
Cost of services	402,431	424,661	816,329	836,631
Office & general expenses	162,522	165,423	321,358	309,935
Depreciation & amortization	35,488	32,231	68,965	63,435
Impairment & other losses	10,562	2,266	10,562	2,823
Total operating expenses	\$ 611,003	\$ 624,581	\$ 1,217,214	\$ 1,212,824
Operating income (Loss)	\$21,262	\$ 48,332	\$37,495	\$ 102,992
Interest expense, net	(23,680)	(18,151)	(41,869)	(36,880)
Foreign exchange, net	(1,478)	70	(2,148)	(236)
Other, net	(416)	(121)	(196)	35
Other income (expenses)	\$ (25,574)	\$ (18,202)	\$ (44,213)	\$ (37,081)
Income tax expense (benefit)	5,717	5,421	8,101	8,610
Income (loss) before equity in earnings of non-consolidated affiliates	\$ (10,029)	\$ 24,709	\$ (14,819)	\$ 57,301
Equity in income (loss) of non-consolidated affiliates	(216)	(190)	(443)	840
Net income (loss)	\$ (10,245)	\$ 24,519	\$ (15,262)	\$ 58,141
Net income (loss) attributable to non-controlling & redeemable non-controlling interests	5,552	(14,056)	11,012	(35,003)
Net income (loss) attributable to Stagwell Inc. common shareholders	\$ (4,693)	\$ 10,463	\$ (4,250)	\$ 23,138
Earnings Per Share				
Basic	\$ (0.04)	\$ 0.08	\$ (0.04)	\$ 0.18
Diluted	\$ 0.16	\$ 0.23	\$ 0.29	\$ 0.46
Weighted Average Number of Shares Outstanding				
Basic	115,400	296,414	120,272	298,843
Diluted	280,356	296,414	287,979	298,843



PRO FORMA CAPITAL STRUCTURE

Net Debt & Debt-Like (\$M, as of 6/30/2023)

TOTAL NET DEBT & DEBT-LIKE	\$ 1,565
Less: Cash	105
Less: Investments ³	19
RNCI ²	47
DAC	114
NCI ¹	26
Bonds	1,100
Revolving Credit Facility	\$ 402

Pro Forma Share Count⁴ (Thousands, as of 8/4/2023)

PRO FORMA DILUTED	280.352
Class A To settle deferred acquisition obligations	4,620
Share-based awards	7,632
Class C (equal voting & economic rights to Class A)	151,649
Class A	116,451



Note: Pro Forma share count assumes full conversion of Class C shares to Class A on a one-to-one basis. Numbers may not foot due to rounding

^{1.} Excludes non-controlling interest of Stagwell Class C shareholders to reflect NCI balance pro forma for full conversion of Class C shares to Class A.

^{2.} Includes redeemable non-controlling interest and obligations in connection with profit interests held by employees.

3. Non-consolidated investments

^{4.} Pro Forma Share Count is as of August 4, 2023.

STAGWELL MARKETING CLOUD GROUP

SaaS & DaaS tools for the in-house marketer

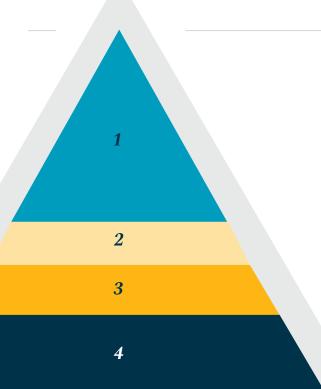




APPLYING A PROVEN PLAYBOOK

to scale Stagwell Marketing Cloud Group

Building complementary software solutions leveraging the domain expertise and distribution channels already in place at Stagwell



Digital Services =



Digital Transformation

Building Digital Platforms & Consumer Experiences

Performance Media & Data

Integrated Omnichannel Media, Data & E-Commerce

Consumer Insights & Strategy

Tracking Across the Consumer Journey

Creativity & Communications

Blue-Chip Customer Base

Technology



SMC Advanced Media Platforms

Proprietary & Premium Owned Media Channels

SMC Media Studio

Platform for In-House Media Planners and Buyers

SMC Real-Time Research

Suite of Solutions for Market Researchers

SMC Comms Tech

Al-Driven Platform for Modern Communicators



STAGWELL MARKETING CLOUD GROUP

Product Incubation Playbook

We've developed a proven strategy to develop and incubate new technologies, making informed product roadmap decisions based off agency clients while leveraging our world-class tech team

WE BUILD ADVANCED PRODUCTS

more efficiently
than the rest

Faster

Shared infrastructure

+ tech expertise

DEVELOP & ITERATE FAST

Better

Proprietary data

+ the best marketers in the world

INTERNAL TESTING & INSIGHTS
THAT DELIVER BETTER PRODUCTS

PRophet

GALE

CODE AND THEORY



Cheaper

World's most ambitious clients

+ upselling opportunities

LOWER GO-TO-MARKET COSTS











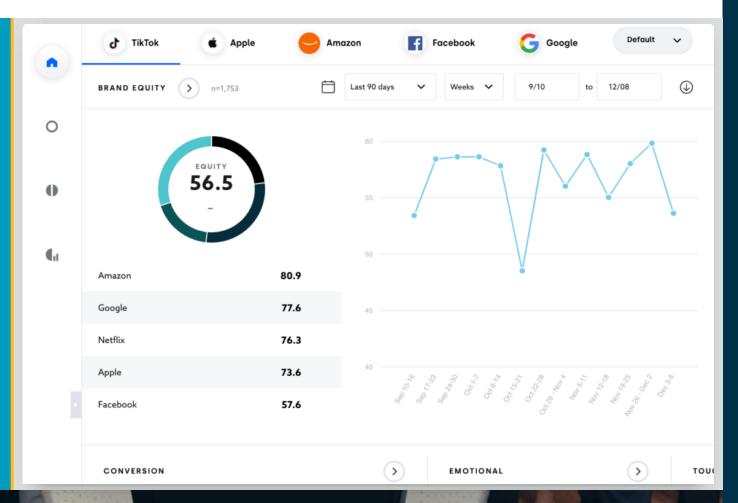


REAL-TIME INSIGHTS

Product Spotlight

Customer Benefit

Unlocking continuous brand tracking on an affordable, global, modern basis for research professionals



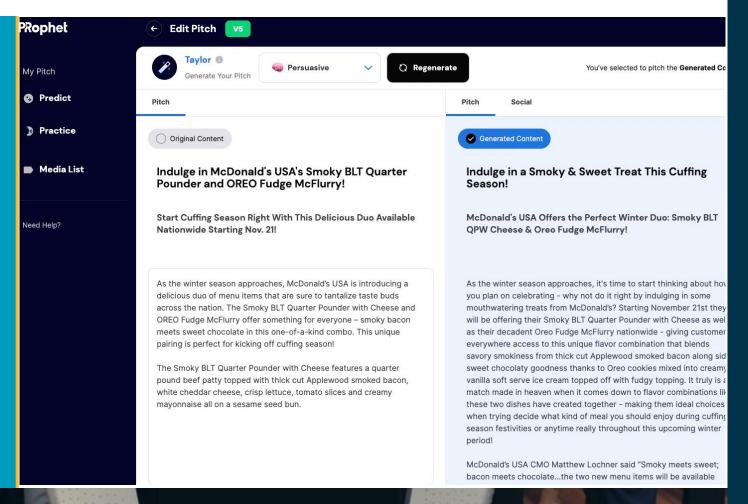


ARTIFICAL INTELLIGENCE

Product Spotlight

Customer Benefit

Revolutionizing the
PR process through AI,
saving PR professionals
from millions of tedious
working hours







AUGMENTED REALITY

Product Spotlight

Customer Benefit

Bringing a whole new level of stadium entertainment and fan engagement to sports and entertainment through shared AR





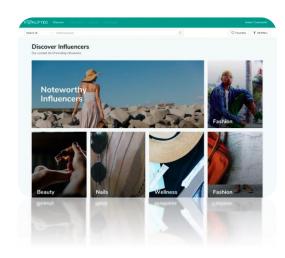
STAGWELL MARKETING CLOUD GROUP

Pricing Model

Modern, flexible pricing models that fit the needs and budgets for the modern, in-house marketer

Subscription Pricing

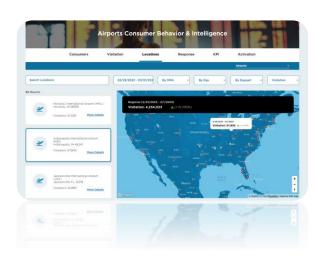
Annual SaaS contract



K ALIFYED

Consumption Fee

Data and media spend





Advertising-Based

Sponsorship fees







Thank You

Contact Us:

IR@StagwellGlobal.com