

SBG

SINCLAIR BROADCAST GROUP

Jeffries Internet, Media
& Telecommunications
Conference
May 10, 2010

Why Television?

Value Proposition of Local Broadcast TV

- **Continues to deliver mass audiences**
 - Most powerful media force in the world
 - The average viewer watches over 8 hours of TV per day
- **Continues to deliver most watched programs-**
 - 92 of top 100 shows for week ending April 25th were broadcast programs
 - Local News - Relevant
 - Network – American Idol, Dancing with the Stars, sports
 - Syndicated – Two and a Half Men, Judge Judy

Value Proposition of Local Broadcast TV

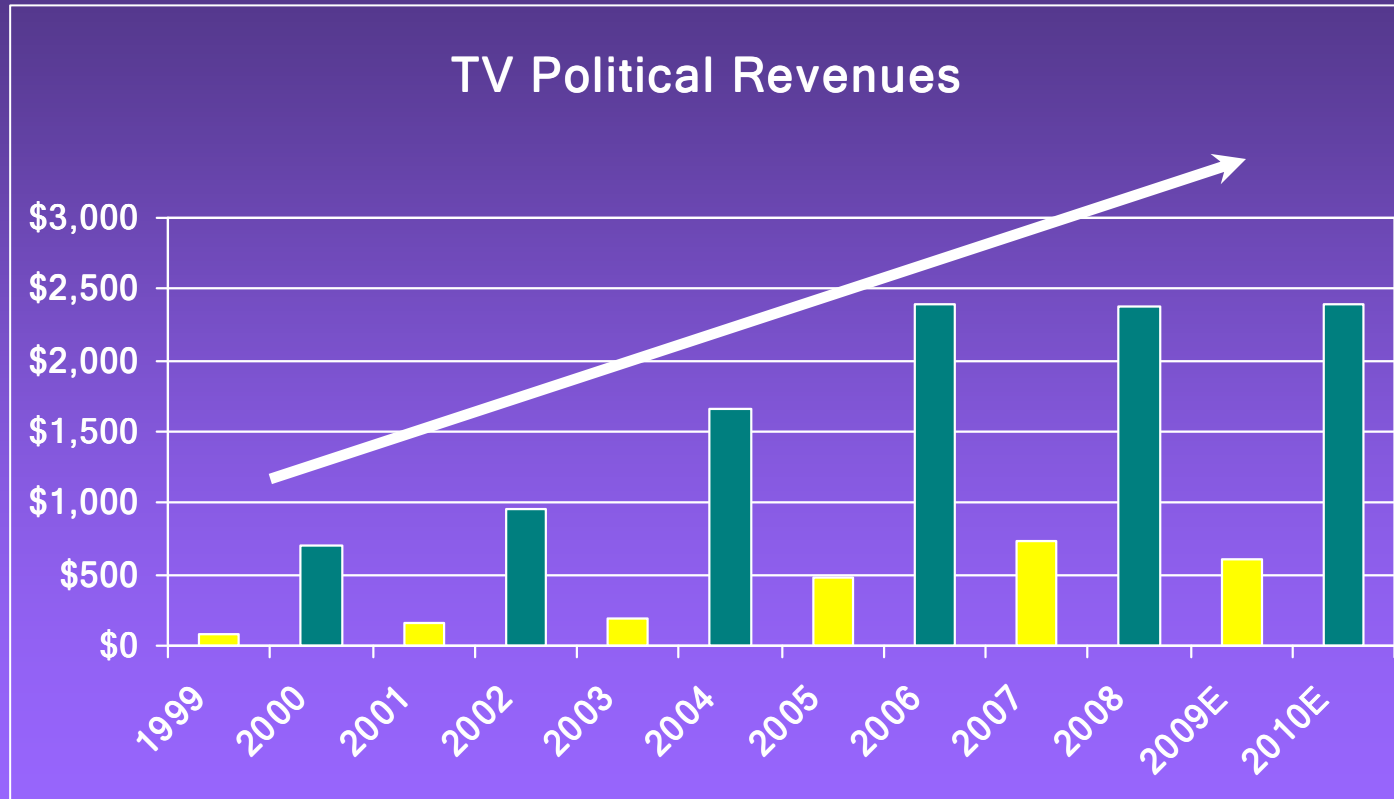
- **Revenue drivers**

- Economic & ad recession recovery
- Political growth
- Local market opportunities
- Retransmission revenue stream

- **Digital spectrum business models**

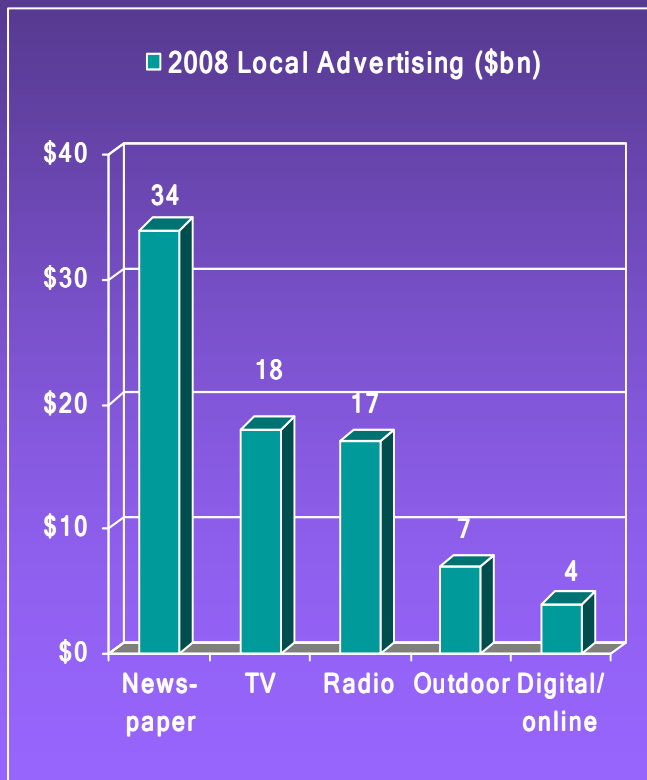
- Multicast – 3 mbs per channel
- Mobile TV – 3 mbs per 4 channels
- Websites – Local news
- Digital interactive – Mobile and portable devices

Growing Through Political



Source: MAGNA Media

Opportunity for TV Industry to Grow Local Business



Source: MAGNA Media

- \$79 billion local ad market
- Broadcast TV only 23% of local ad dollars

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- Over \$61 billion revenue opportunity for the industry
- Sinclair local market share growing: 18.7% from 19.0%

Retransmission Revenue Stream

- **Payment to broadcasters for the right to carry their programming**
 - Increased competition among multi-channel video-service providers (satellite, cable, telecom)
 - Broadcast TV continues to out-deliver cable networks for the most watched programs
- **MSO economic model needs to change**
 - Allocate subscription fees based on audience share
 - A la carte subscription plans

Theoretical Value of Cable Fees – As Presented in 2003

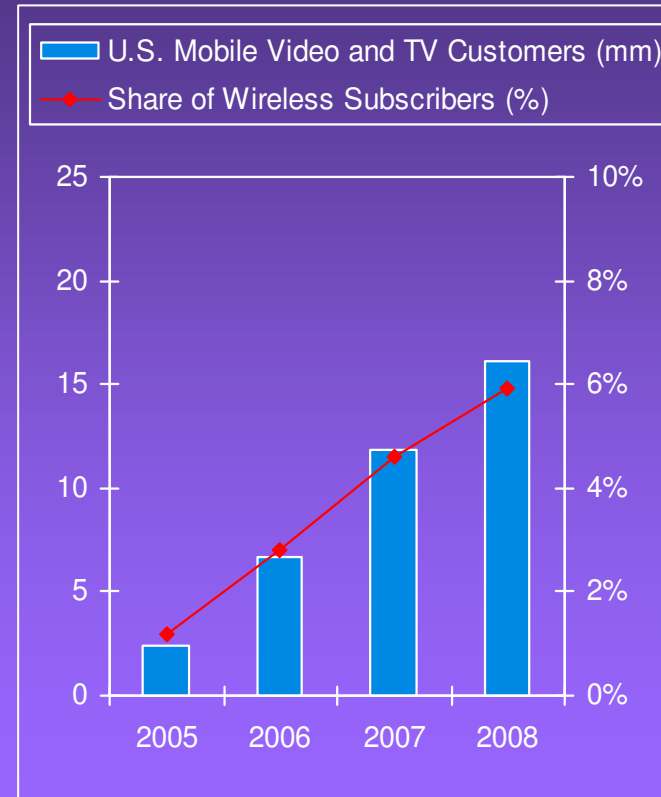
U.S. TV Households	106,642
Sinclair's Coverage	<u>24.1%</u>
Sinclair Households	25,700
Cable Penetration	<u>69.2%</u>
Cable Households	17,784
2003 Satellite Annual per Sub. Fees (\$0.10 to \$0.17 per month)	<u>\$1.20 to \$2.04</u>
Theoretical Value of Cable Fees as presented in 2003	\$24.0M to \$36.3M

**Sinclair's current retransmission revenues are 3x-4x
greater than our 2003 theoretical value analysis**

Source: Nielsen Media Research; Kagan's Cable Program Investor

Future Revenue Streams – Mobile TV

- **Potential capabilities:**
 - TV, DVR, Interactive TV, Alerts, Viewer data collection
- **Potential Revenue:**
 - Ad supported: Up to \$2bn on 155 million devices by 2012
 - Pay per View
 - E-Commerce
 - Subscription-base
 - Lease to third parties
- **35 stations on-air**



Theoretical Value of Mobile DTV

U.S. Mobile Phone Subscribers	286M
If 50% Mobile DTV Adoption Rate	143M
Subscription Fees Paid for broadcast TV (\$6/month)	<u>x \$72</u>
U.S. Mobile DTV Fees	\$10.3B
If Broadcasters Get 50% of Mobile Fees	\$ 5.1B
If Broadcaster Share 50% of Fees with the Networks	\$ 2.6B
Broadcast Affiliate Revenues	\$ 2.6B
Sinclair's U.S. Coverage	<u>x 21.6%</u>
Mobile Revenues in SBG Markets	\$ 556M
SBG Portion (Rev Share or Station Presence (a))	<u>18% to 27.6%</u>
Theoretical Annual Mobile DTV Value to SBG	\$100M to \$150M
(not counting other mobile devices other than phones)	

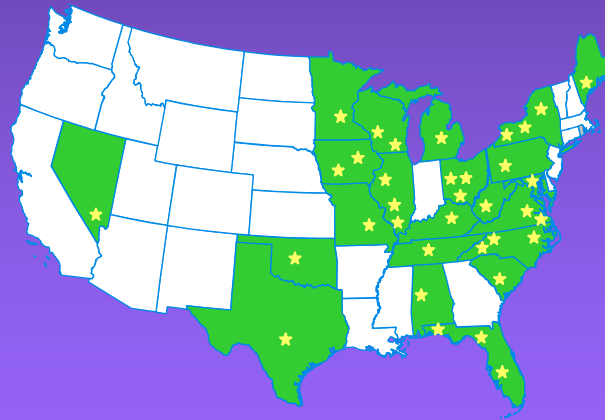
(a) Based on 58 stations in 35 markets assuming 6 network stations per market

Source: Nielsen Media Research; TVB

Why Sinclair?

Leading Pure Play TV Broadcaster

- 58 TV stations in 35 markets
- 22% U.S. coverage (24+ million households)
- 19 duopolies / 4 JSAs
- 24 markets airing news



Sinclair has a mid-size market focus - 75% of its stations are located between the 14th and 75th largest DMAs

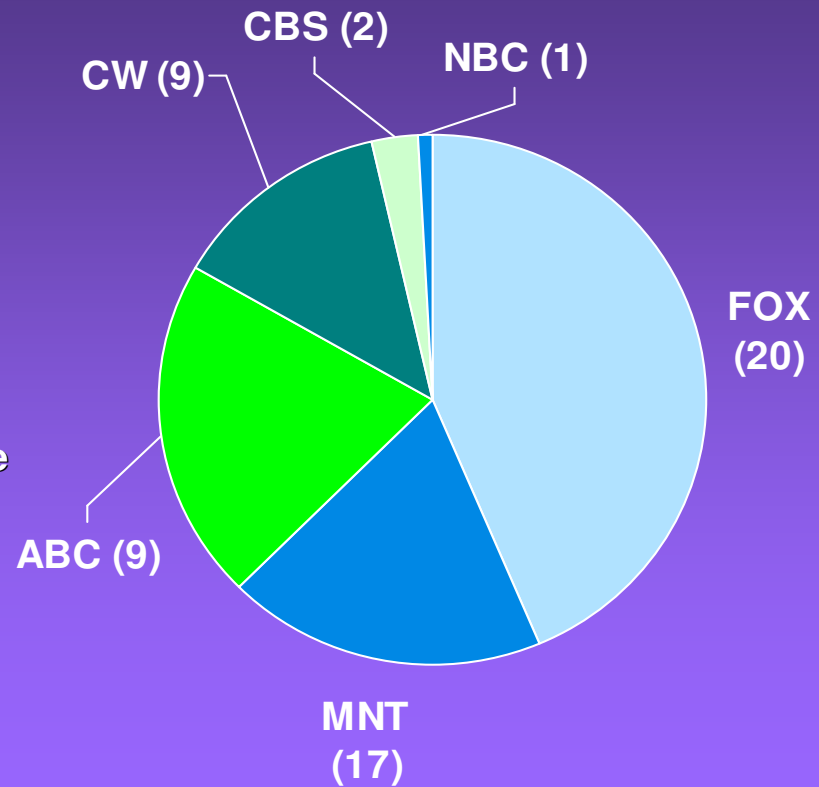
Diversified Portfolio of Assets

Diversified Geographically

- No market makes up more than 10% of revenues

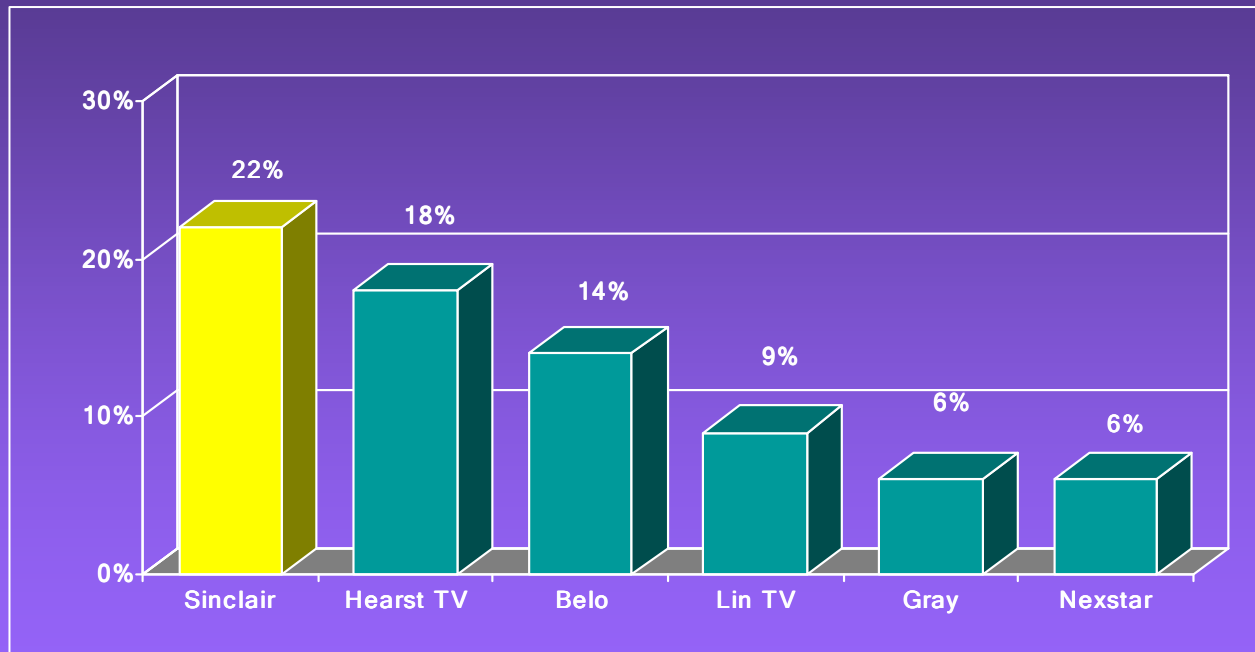
Diversified by Affiliation

- Affiliated with all 6 networks
- Largest FOX and MNT affiliate groups
- Second largest ABC affiliate group
- Third largest CW affiliate group



Significant Audience Reach

National Coverage



Source: Public filings as of 12/31/09

Operating Strategy

Grow revenues

- Increased local revenue share (grew from 18.7% to 19.0%) in 2009
- Political – Expect to exceed 2006 levels of \$31M
- Retrans – Leader in the industry

Manage operating costs

- TV costs down \$30M in 2009 – half from restructuring activities
- Program payments – expect to decline 2011 to 2013

Operating Strategy (cont'd)

Acquire or produce audience-building programming

- Expand local news
- More first run shows
- More barter programs

Maintain strong balance sheet

- Minimized refinancing risk
- Staggered debt maturities from 2012 to 2017
- Cash build / debt repayment

Operating Strategy (cont'd)

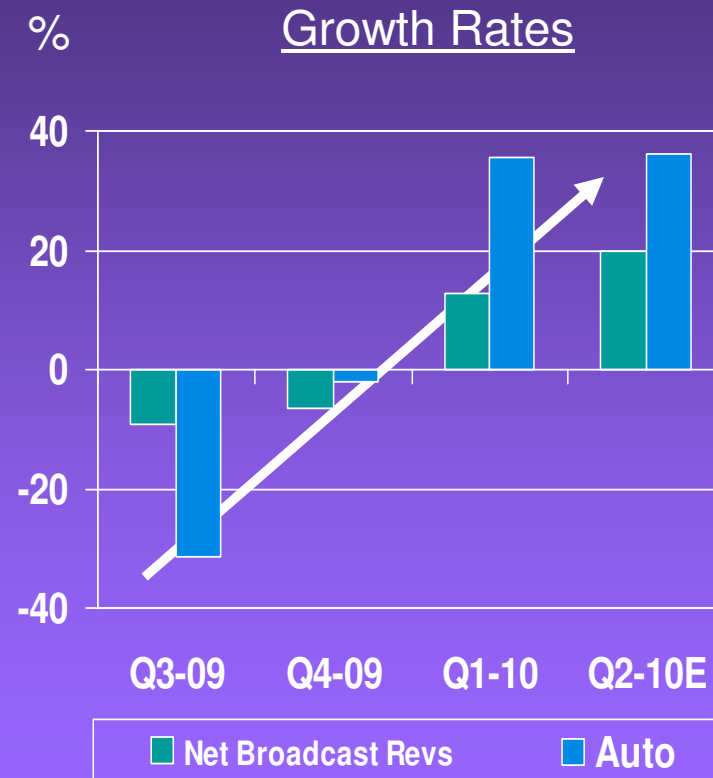
Develop spectrum uses

- “3 Screen Approach” – TV, mobile, Internet convergence
- Multicast – THECOOLTV, This TV
- Mobile TV – Consumer Showcase launch in D.C.
- Text offers to mobile phones
- Zip code couponing to smart phones
- Live streaming of our local newscasts to Internet and mobile devices
- Internet marketing campaigns

Financial Performance

2010 Revenue Drivers

- First quarter net broadcast revenues up 12.7%
- Second quarter expected to be up 20%
- Auto ad spending in first quarter up 35.6%
- Auto expected to be up 36% in second quarter
- Full year political expected to exceed 2006 \$31M



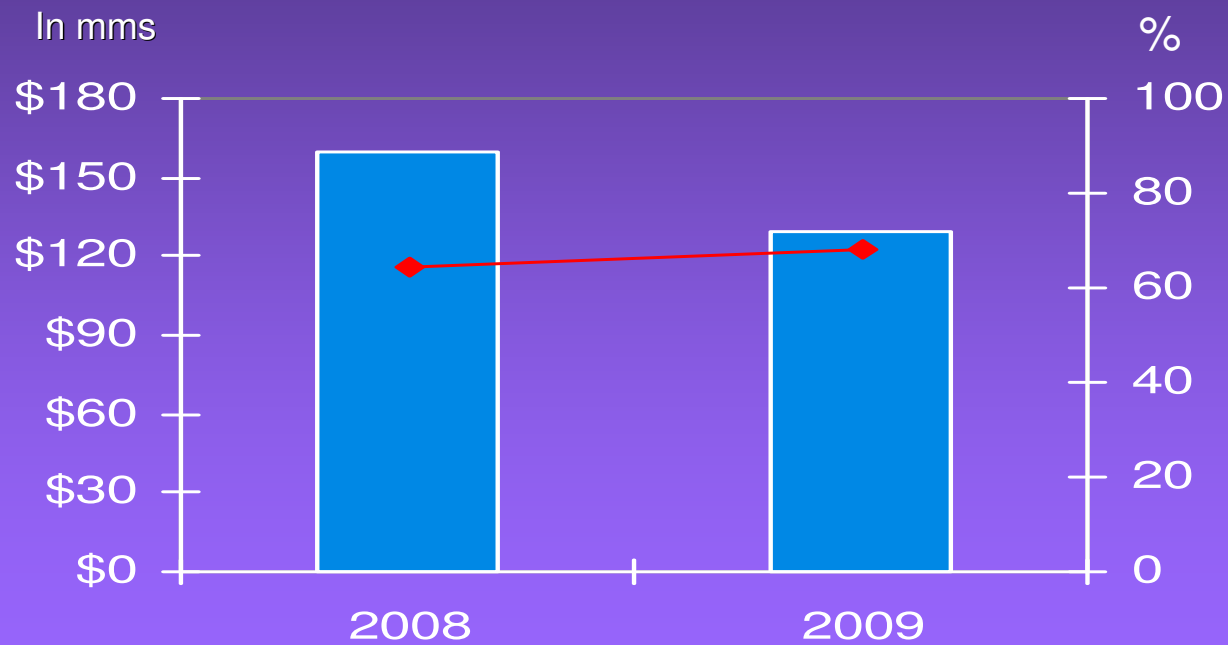
Category Highlights

More than an auto recovery

- Of the top 10 advertising categories, only 2 were down in Q1
- Trend continuing in Q2

Generating Free Cash Flow

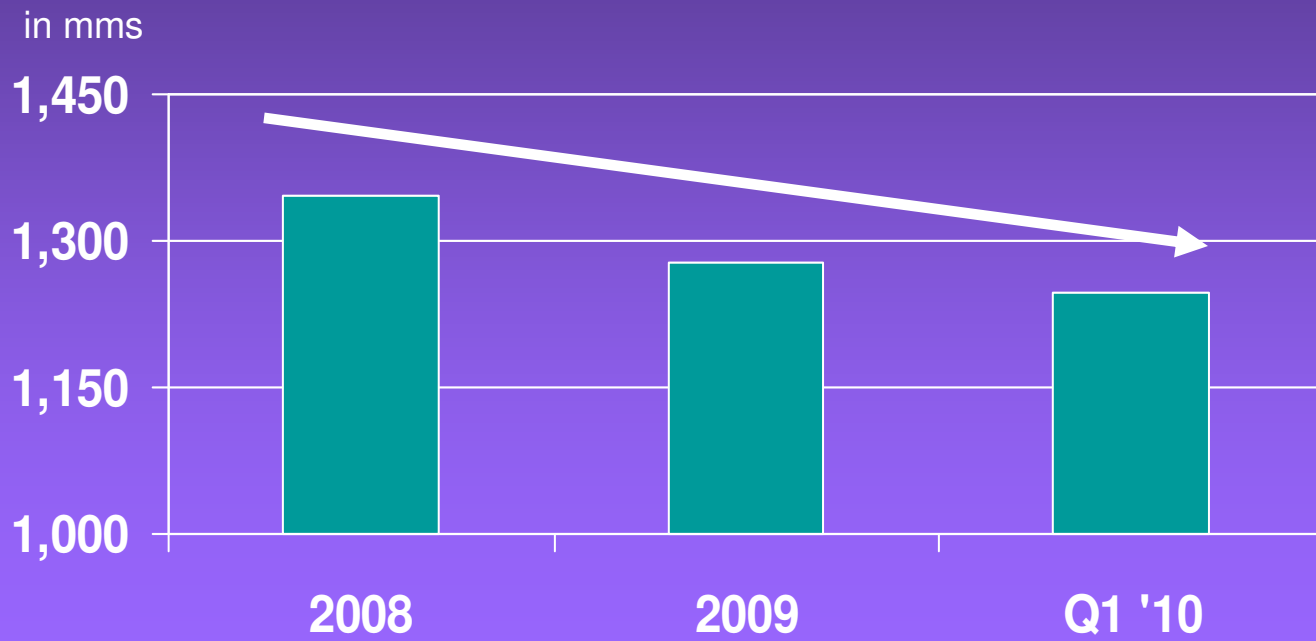
SBG Generates Significant Free Cash and Converts Almost 70% of EBITDA



FCF — EBITDA Conversion %

Reducing Debt

Net Debt



Strong Balance Sheet

	<u>3/31/10</u>
Cash (incl escrow)	\$90
Bank Debt	330
9.25% Notes	500
8% Notes	225
3% Converts	15
4.875% Converts	22
6% Converts	134
Other Debt	112
Total Debt	\$1338
Market Cap	407
Enterprise Value	\$1,655

First Lien Leverage:
1.66x (3.5x required)

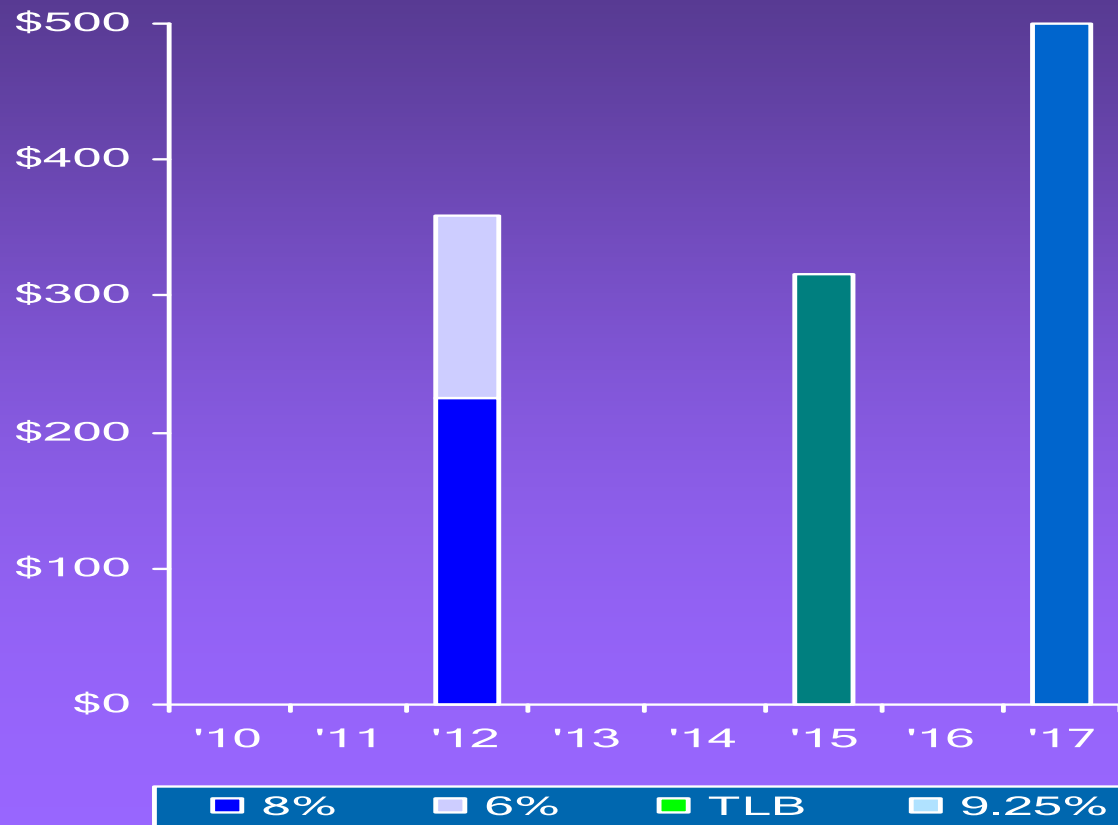
OpCo Leverage:
5.06x (7.5x required)

Total Net Leverage:
5.74x (no covenant
requirement)
(excludes VIE debt)

Interest Coverage Ratio:
3.27x (1.75x required)

Low Refinancing Risk

Debt Maturities Staggered



Strong Performance vs. Peers

<u>Trailing 12 months</u>	<u>Sinclair</u>	<u>Lin</u>	<u>Gray(E)</u>	<u>Belo</u>	<u>Nexstar</u>
EBITDA	\$190.2	\$86.9	\$68.6	\$169.1	\$63.2
Free Cash Flow	129..1	23.1	n.a.	96.0	19.9
Shares	80.0	52.3	48.6	102.9	28.4
FCF per Share ¹	\$1.61	\$0.44	n.a.	\$0.93	\$0.70
FCF Yield ¹	40%	10%	n.a.	17%	17%
EBITDA conversion to FCF	68%	27%	n.a.	57%	32%
EBITDA Multiple ¹	8.4x	10.4x	12.4x	9.4x	12.4x
Total Net Leverage ¹	6.3x	7.6x	11.3x	6.0x	10.6x
Stock Price at 12/31/2009	\$4.03	\$4.46	\$1.50	\$5.44	\$4.05
Stock Price at 5/5/2010	\$6.98	\$7.08	\$3.64	\$7.77	\$6.15

Source: Company filings and analyst reports. In millions except per share and stock prices.

¹ Calculated as of 12/31/09

Investment Highlights

Industry

- In recovery
- Future revenue streams from digital technologies

Sinclair

- Attractive portfolio of assets
- Generating meaningful amounts of free cash flow
- Strengthening the balance sheet
- Well-positioned for future opportunities