

HEARST-ARGYLE *television inc*

About Hearst-Argyle Television, Inc.

- Established 1997, through the combination of the Hearst Broadcasting group and Argyle Television, Inc.
- Publicly Traded on New York Stock Exchange (Symbol “HTV”)
- 2006 Financial Statistics:
 - Revenue: \$ 785.4 million
 - EBITDA ⁽¹⁾: \$ 287.9 million
 - Operating Income: \$ 228.8 million
 - Net Income: \$ 98.7 million
 - Shares Outstanding: 93 million
 - Dividends per Common Share: \$ 0.28
 - Total Assets: \$3,958.1 million
 - Long-Term Debt: \$ 777.1 million
- Primary Revenue Source: Broadcast Advertising
 - Major categories of advertisers: Automotive, Retail, Furniture/Housewares, Financial Services, Corporate Packaged Goods, Fast Foods, Movies, Beverages, Pharmaceuticals, Political campaigns
 - Other revenue sources: Digital media advertising; retransmission-consent payments from program distributors
- Ownership: Majority-owned by **Hearst Corporation** (www.hearst.com), the diversified media company whose other interests include newspapers, magazines and cable programming networks; the balance is held mostly by public shareholders
- Employees: Approximately 3,000 full-time

(1) EBITDA is a non-GAAP measure. For a reconciliation of this and other non-GAAP measures to GAAP financials in accordance with Regulation G, please see the “GAAP reconciliation” section of the Hearst-Argyle Television Web site, www.hearstargyle.com.

- Presence in: 23 States

- Properties:
 - 29 Television Stations, 2 Radio Stations
 - 26 of the television stations are owned by Hearst-Argyle Television, Inc.
 - Two of the TV stations and both radio stations are managed by Hearst-Argyle on behalf of Hearst Corporation under a management agreement; one TV station is managed on behalf of Hearst Corporation which is holder of a local marketing agreement (“LMA”) for the station.
 - 13 of the TV stations are affiliates of the **ABC** network; 10 are **NBC** affiliates; two are **CBS** affiliates.
 - The stations reach approximately 18% of all U.S. TV households, or about 20 million households, as measured by Nielsen.
 - All of the television stations are digital and capable of providing high-definition television (HDTV)

 - 30 Web Sites and growing
 - The Web sites are aligned with each of Hearst-Argyle’s TV and radio stations and most are managed by Hearst-Argyle partner **Internet Broadcasting**.

 - 14 digital multicast channels and growing
 - The channels offer 24/7 weather and/or traffic information, many in connection with NBC’s **Weather Plus** brand (see “Partnerships/Alliances” below)

- Partnerships / Alliances:
 - **Internet Broadcasting** (www.ibsys.com) (equity interest)
 - **Ripe Digital Entertainment** (www.ripedigital.com) (equity interest)
 - **NBC Weather Plus** (www.nbcweatherplus.com) (joint venture between NBC and affiliates)
 - **National Broadband Company (“nbbc”)** (www.nbbc.com) (joint venture between NBC and affiliates)
 - **YouTube** (content-sharing, advertising partnership)

- *Other Facts:*
 - About Hearst-Argyle stations:
 - Hearst-Argyle stations and their predecessors date back to the dawn of radio and television broadcasting and are among the most recognized brands within their communities.

- Hearst-Argyle’s flagship station, WCVB-TV, Boston, is the largest station carrying ABC programming that is not owned by ABC (Disney)
- According to Nielsen and other sources, Hearst-Argyle TV stations rank 7th among all TV station groups in average aggregate audience, and 2nd among “independent” TV groups, i.e. those not owned by or primarily aligned with a single network.
- Hearst-Argyle TV stations’ late newscasts, as measured by Nielsen, consistently attract in aggregate more than 2 million viewers, outdistancing the primetime audiences for CNN and MSNBC, and often Fox News Channel, despite being available to fewer than a third of the households reached by each of these national cable news networks.
- Hearst-Argyle Television is the nation’s most honored TV station group for political news coverage, having received the Walter Cronkite Award, the premier honor for TV political journalism, four consecutive times since the award’s introduction, by the University of Southern California’s Annenberg School for Communication.
 - Hearst-Argyle stations also are regularly recognized with television’s highest journalism and public-service awards at the local, regional and national levels.
- National television personalities such as Phil Donahue and Bill O’Reilly began their broadcast careers at stations currently or formerly owned by Hearst-Argyle. Political figures including Senator John Kerry and former Congressman and NAACP President Kweisi Mfume have hosted public-affairs programs at Hearst-Argyle TV stations.
 - About Hearst-Argyle partnerships
 - The **Internet Broadcasting** (IB) “network” of local TV-news-oriented Web sites, whose partners include other leading TV-station owners, consistently aggregates more than 12 million monthly unique visitors as measured by Nielsen NetRatings.
 - This often places the Network ahead of such national news sites as NYTimes.com, USAToday.com, WashingtonPost.com and the Web sites of ABC News, CBS News and Fox News
 - It also places Internet Broadcasting among the top-50 Web “brands” as measured by Nielsen
 - In 2007, IB formed a news-sharing and advertising alliance with CNN.com, boosting its reach even further
 - **Ripe Digital Entertainment** (RDE) is a leader in Video On-Demand (VOD) digital entertainment and the first to develop a multi-platform video network.
 - RDE aggregates and produces short-form video programming targeted at young adult audiences, with simultaneous distribution over cable, broadband, and wireless platforms, and is the first program provider of its

type to receive carriage on the VOD tiers of both Comcast and Time Warner.

- RDE pioneered “Connective Advertising ®” to give marketers and viewers an enhanced video experience across all platforms. The Company is the first to sell television advertising on a cost per view basis, a model normally associated with the Internet.
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- **Weather Plus**, launched in November 2004, is a partnership of NBC and its affiliates to provide 24/7 weather local reports and forecasts using a portion of the NBC stations’ and their affiliates’ digital television (DTV) channels.
 - The Weather Plus channels typically use about 1/6 of the spectrum capacity available to each programmer’s digital channel; over the remaining spectrum, programmers can provide HDTV programming and/or a combination of standard-definition digital television and data.
 - Weather Plus reaches more than 70% of the U.S. TV audience, attracting brand name advertisers, and is carried on cable systems throughout the country.
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- **nbbc** (National Broadband Company), an innovative web-based business-to-business “marketplace” was launched by NBC Universal and its broadcast affiliates in September 2006.
 - nbbc is designed to aggregate, monetize and distribute both NBC Universal and third party video to tens of millions of unique users worldwide.
 - Launched with the participation of over two-dozen media partners, the nbbc connects content owners, website owners and advertisers to create a robust viewing experience across the web.
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- **YouTube** and Hearst-Argyle in 2007 formed an alliance in which Hearst-Argyle created YouTube video/content “channels”
 - Initially included are stations in Boston, Manchester (NH), Sacramento, Pittsburgh and Baltimore
 - Hearst-Argyle, YouTube share advertising revenue from the channels.
 - The agreement marked the first for YouTube with a television station group.