## The E.W. Scripps Co.

UBS Media Conference Dec. 10, 2014 Filed by The E. W. Scripps Company Pursuant to Rule 425 under the Securities Act of 1933 and deemed filed pursuant to Rule 14a-12 under the Securities Act of 1934

> Subject Company: The E. W. Scripps Company Commission File No.: 333- 200388

Date: December 10, 2014





#### **Disclaimer**

#### Additional Information and Where to Find It

The proposed transactions involving Scripps and Journal will be submitted to the holders of Common Voting shares of Scripps and to the holders of Class A and Class B common stock of Journal for their consideration. In connection with the proposed transactions, on November 20, 2014, Scripps filed a registration statement on Form S-4 with the Securities and Exchange Commission (the "SEC") that included a preliminary joint proxy statement of Scripps and Journal and that also constitutes a preliminary prospectus of Scripps. This registration statement has not yet been declared effective. Each of Scripps and Journal will mail the joint proxy statement/prospectus to their respective shareholders and file other documents regarding the proposed transactions with the SEC. Scripps urges investors and shareholders to read the registration statement and preliminary joint proxy statement/prospectus, as well as other documents filed with the SEC, because they contain important information. Investors and shareholders will be able to obtain the registration statement containing the joint proxy statement/prospectus and other documents free of charge at the SEC's web site, http://www.sec.gov, from Scripps Investor Relations, Carolyn Micheli, at carolyn.micheli@scripps.com or 513-977-3732, or from Journal at Jason Graham, Senior Vice President of Finance and Chief Financial Officer, at 414-224-2884 or jgraham@jrn.com.

#### **Forward-Looking Statements**

This communication contains certain forward-looking statements with respect to the financial condition, results of operations and business of Scripps and the combined businesses of Journal and Scripps and certain plans and objectives of Scripps with respect thereto, including the expected benefits of the proposed spin and merger transactions. These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements often use words such as "anticipate", "target", "expect", "estimate", "intend", "plan", "goal", "believe", "hope", "aim", "continue", "will", "may", "would", "could" or "should" or other words of similar meaning or the negative thereof. There are several factors which could cause actual plans and results to differ materially from those expressed or implied in forward-looking statements. Such factors include, but are not limited to, the expected closing date of the proposed transactions; the possibility that the expected synergies and value creation from the proposed transactions will not be realized, or will not be realized within the expected time period; the risk that the businesses will not be integrated successfully; disruption from the proposed transactions making it more difficult to maintain business and operational relationships; the risk that unexpected costs will be incurred; changes in economic conditions, political conditions, licensing requirements and tax matters; and the possibility that the proposed transactions do not close, including, but not limited to, due to the failure to satisfy the closing conditions. These forward-looking statements are based on numerous assumptions and assessments made by Scripps in light of its experience and perception of historical trends, current conditions, business strategies, operating environment, future developments and other factors that it believes appropriate. By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that will occur in the future. The factors described in the context of such forward-looking statements in this communication could cause actual results, performance or achievements, industry results and developments to differ materially from those expressed in or implied by such forward-looking statements. Although it is believed that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct and persons reading this communication are therefore cautioned not to place undue reliance on these forward-looking statements which speak only as at the date of this communication. Scripps does not assume any obligation to update the information contained in this communication (whether as a result of new information, future events or otherwise), except as required by applicable law.

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#### Disclaimer, continued

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# New Scripps Post-Merger & Spinoff



#### **New Scripps: Merger & Spinoff**

# Strategic realignment results in highly focused, publicly traded broadcasting and newspaper companies

#### The E.W. Scripps Company

- Headquarters: Cincinnati
- Leadership: Rich Boehne remains as chairman, president and CEO
- Television stations: 34; U.S. household reach: 18%\*; radio stations: 34
- Digital: Strong local media brands plus Newsy and DecodeDC

#### **Journal Media Group**

- Headquarters: Milwaukee
- Leadership: Tim Stautberg, president and CEO; Steve Smith, non-executive chairman\*\*
- Newspaper markets: 14
- Digital: Strong local media brands for desktop, tablet, and smartphone

#### **Combined Benefits**

- Opportunity to create value for both Scripps and Journal Communications shareholders
- Shared cultures within each company, focused on growing local content and brands
- Increased scale and operating leverage
- Significant transaction synergies
- Tax-efficient transaction

\*Source: Company filings, November 2013 Nielsen survey, BIA 2014 Television Report (2nd edition) and SNL Kagan TV household 2012 subscriber data \*\* Current SVP of Scripps Newspaper Group and current chairman and CEO of Journal Communications, respectively.

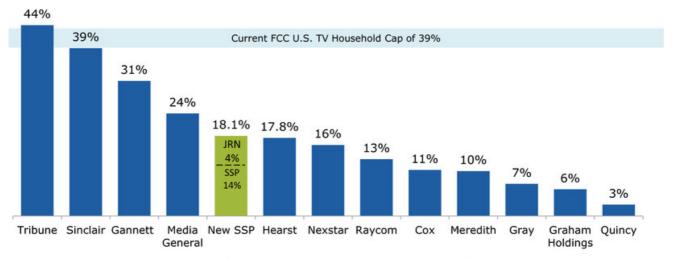
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#### **New Scripps: Peer Landscape**

#### Large television company with strong local brands

- Fifth-largest independent TV station owner. 34 stations in 24 markets
- Financially flexible with room to add stations under the FCC ownership cap
- Household reach that offers more value to achieve more favorable retransmission arrangements
- Diversified revenue, segment profit and network affiliation mix

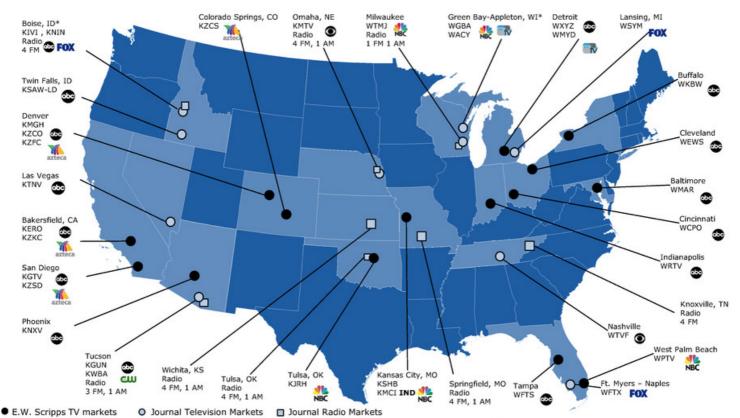


Note: Includes all announced and closed transactions. Source: Company filings, company websites for non-public companies, November 2013 Nielsen survey, BIA 2014 Television Report (2nd edition) and SNL Kagan TV household 2012 subscriber data FCC rules take into account adjustments for UHF/VHF, which are not included in the bar chart above

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#### **New Scripps: Media Markets**

# Expanded household reach and affiliations; 34 TV stations and 34 radio stations in 27 markets

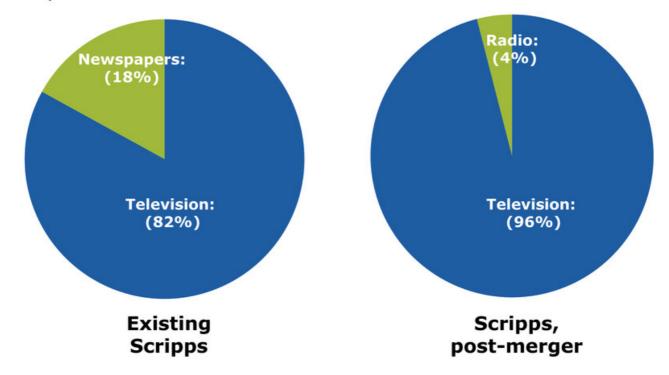


\*To comply with the FCC's local ownership rule, Journal will divest one of its Boise television stations prior to the merger. Scripps has asked the FCC to waive this rule to permit the continued common ownership of Journal's two Green Bay television stations.

#### **New Scripps: Financial Makeup**

# The segment profit distribution becomes more heavily reliant on television

Two-year blended







#### Acquiring radio means a deeper dive into our markets

#### Think of radio...

- As a high-margin, cash-generating business
- As local, differentiated audio entertainment and information
- As local brands that **belong to us** (not networks and syndicators)
- As providers of news, talk and information programming that impacts our communities
- As amplifiers for TV and digital efforts, especially in combo markets
- As fast-moving idea factories
- As large developmental sales organizations that bring ideas to the market
- As high-profile on-air talent and sports play-by-play













#### New Scripps Financial Overview





#### Post-deal, our financial priorities remain the same

- Maintain sufficient liquidity and financial flexibility
- Strong track record of maintaining conservative leverage
- Conservative cash-on-cash investors
- Can resume share repurchases after deal while staying within leverage guidelines
- \$60 million special dividend related to Journal merger; no current plans for a regular dividend; reviewed with board regularly





# Our uses of capital over the last two years include aggressive repurchasing and acquisitions

#### **Share Repurchase Program:**

- \$100 million was authorized in November 2012 and another \$100 million in May 2014
- Program suspended until merger closes. \$105 million remains
- Through Q2 2014, \$95 million had been spent to acquire 6.2 million shares
- Average purchase price of \$17.93 in 2014

#### Acquisitions = About \$350 million

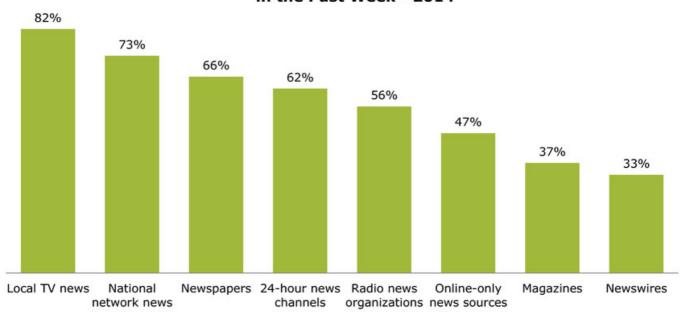
- McGraw Hill 4 ABCs; 5 Aztecas
- Granite 1 ABC; 1 MyNetwork to form Detroit duopoly
- Newsy mobile video news service
- Weathersphere top-ranking paid weather app company
- Investment through the P&L about \$20 million a year so far in expense for digital



#### Local television news leads media consumption

Americans' use of local TV and its associated digital properties lead all U.S. media for weekly delivery of local news.

#### Percentage of Americans Using Each Source in the Past Week - 2014



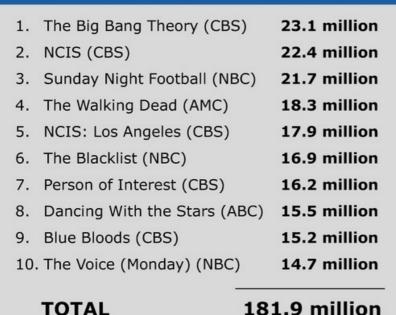
Source: American Press Institute, as reported on american pressinstitute.org. Among U.S. adults age 18+, survey conducted in January and February 2014.



#### The Big 4 Networks aggregate eyeballs

All but one of the top 10 most-watched series are on broadcast TV

#### Top 10 shows by average viewers









The primetime viewership of these three news channels combined is **2.5 million** 

#### NETFLIX

Netflix has
36 million
subscribers
but does not
share how
many viewers
actually watch
its shows

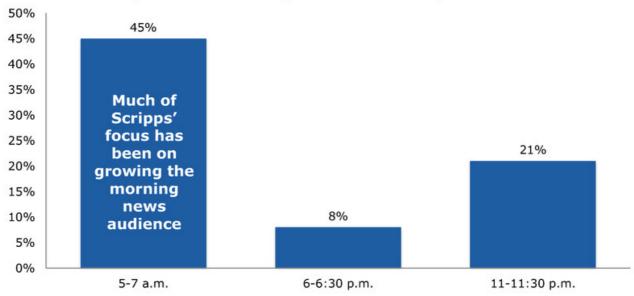


USA was the top-watched cable channel, with an average of **2.75 million** primetime viewers

#### We continue to grow new markets

Under Scripps ownership this year, WKBW/Buffalo has experienced significant audience growth starting in Q3. The company's strategic investment in this legacy station is paying dividends.





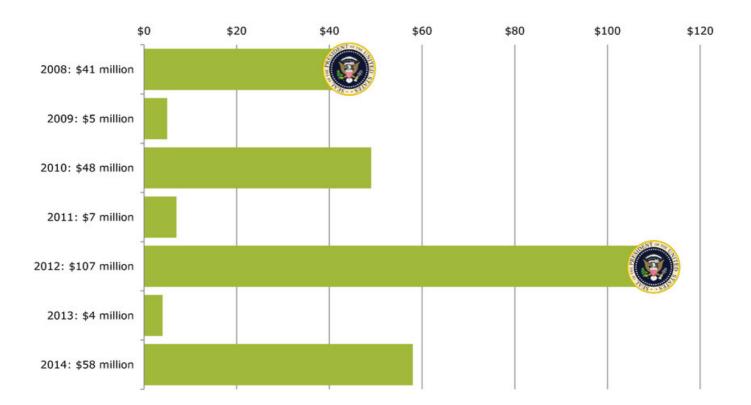
Source: The Nielsen Company, dates as noted, for WKBW/Buffalo in time periods noted. Percentage change based on weekday household rating

16

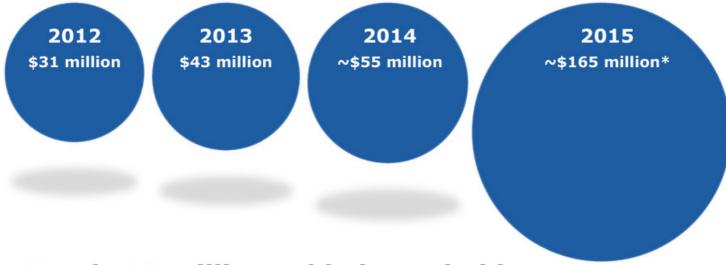


#### **Television: Political Advertising**

#### Political advertising continues to escalate



#### A slowdown in retrans revenue? Not for us



#### Nearly 15 million cable households



#### SCRIPPS Television: Original Programming

# Lower syndication expenses + more ad inventory = margin expansion









Let's Ask America is syndicated by MGM for nationwide distribution The List runs in 13 Scripps markets **RightThisMinute** now reaches 85% of U.S. households The Now launched this fall at 4 p.m. in eight Scripps markets



#### SCRIPPS Television: Acquisition Strategies

#### We remain acquisitive

- Market size 10-70
- Independents that form duopolies
- Growing populations, good economies
- Political states
- Network diversity
- Ability to expand ratings





#### **Television: Spectrum Value**

# The spectrum opportunity is evolving • First priority: Use it to serve communities • Favor industry-created marketplace to monetize • Will evaluate opportunities ahead of 2016 auction Scripps has a total of 84 MHz of spectrum









# New Business/ Digital Strategy

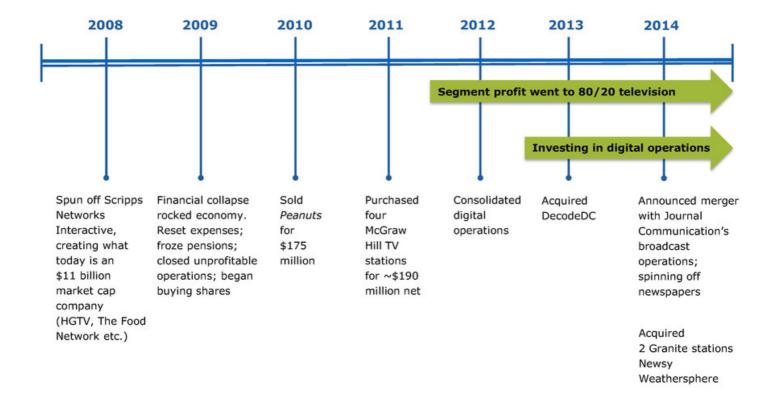








#### A History of Creating & Releasing Value





#### **Emerging Businesses Strategy**

# We're focusing on growing revenue streams consistent with our core skills

- **1** Build products and services for organically growing audiences and revenue streams in our existing **local** markets.
- 2» Build and test new **local** models that are less dependent on advertising and more dependent on the value of data and loyalty.
- **3**» Build and buy national brands that provide access to new marketplaces while leveraging our core expertise and current audiences.



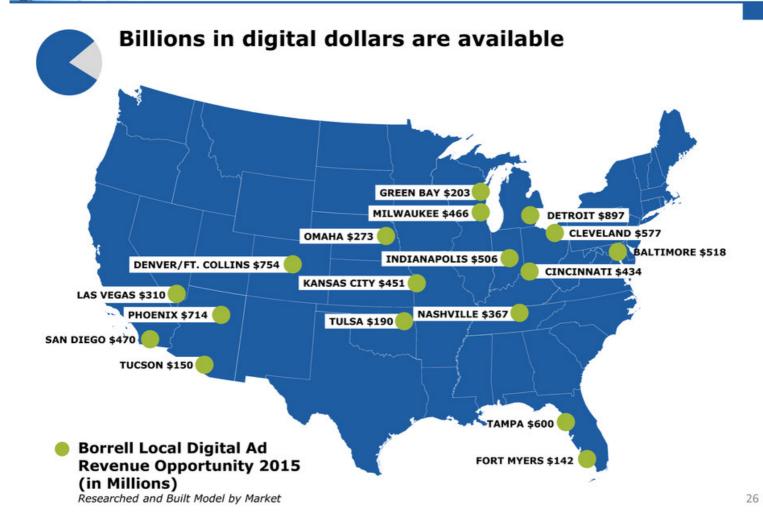


#### Our P&L expense falls into three categories



25

#### 1» Local Organic Growth

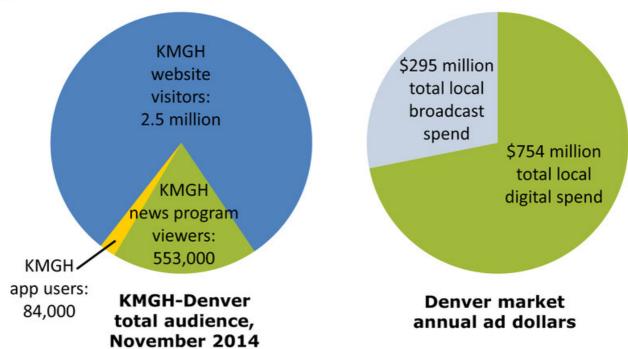




#### 1» Local Organic Growth



#### Digital is a large and growing local marketplace



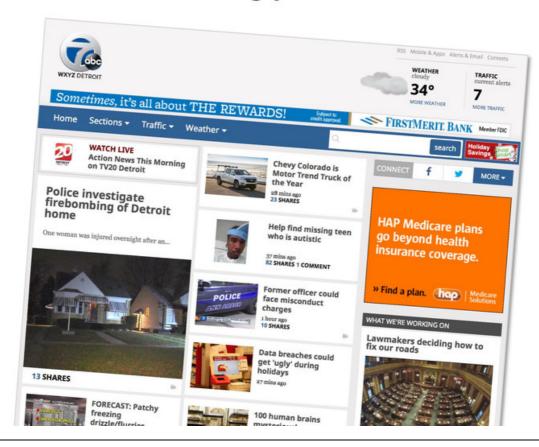
Source for KMGH viewers: The Nielsen Company Based on the 6 a.m., 6 p.m., and late news audiences combined over the October 2014 sweep, on a Monday-Friday basis. Source for KMGH users: comScore: Source for local digital spend: Borrell; 2015 projection. Source for total broadcast spend: local stations.



#### 1» Local Organic Growth



# We expect more than 20 percent digital revenue growth over the coming years



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#### 2» New Local Market Models

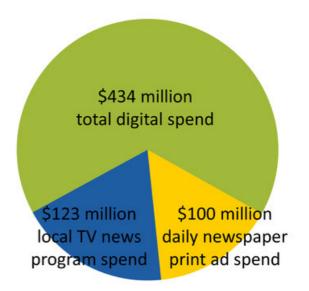


#### Targeting the uniquely local opportunity: Cincinnati

#### Local news consumption

Average weekly local TV news audience	931,000
Sunday newspaper circulation	220,000
Local online audience:	
<ul> <li>Total website traffic</li> <li>October 2014</li> </ul>	2,100,000
- Total mobile app usage October 2014	2,600,000

#### Local market ad dollars



\$657 million total annual spend

Sources: The Nielsen Company; comScore; Kantar, Alliance for Audited Media, Borrell.



#### 2» New Local Market Models



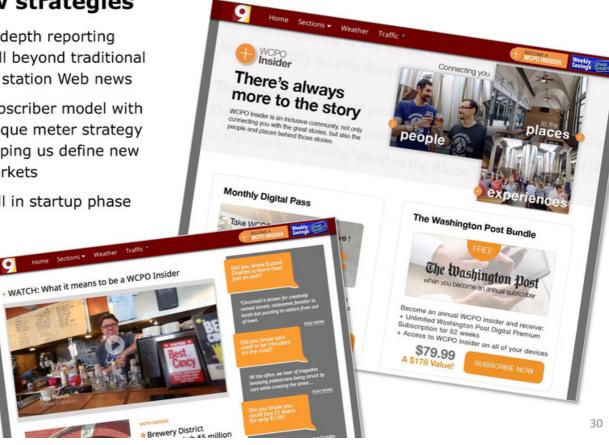
Our investments include experimenting with

new strategies

In-depth reporting well beyond traditional TV station Web news

 Subscriber model with unique meter strategy helping us define new markets

Still in startup phase





#### 2» New Local Market Models

Visit scripps.com's Investor Information audio archives page to view a video about WCPO Insider that we showed during the presentation.



Fox19.com

#### 2» New Local Market Models

4,355

32



# Our investment in WCPO Insider has helped us surpass the newspaper's mobile products

# Unique visitors to Cincinnati media mobile and app products October 2014 Avg. Daily WCPO.com 731,000 23,581 Cincinnati.com 729,000 23,516 WLWT.com 712,000 22,968 Local12.com 251,000 8,097

135,000

Unique visitors to Cincinnati media websites						
	October 2014	Avg. Daily				
Cincinnati.com	747,000	24,097				
WCPO.com	544,000	17,548				
WLWT.com	342,000	11,032				
Fox19.com	288,000	9,290				
Local12.com	208,000	6,710				

Source: comScore



#### 3» National/Local Brands



# Our growing portfolio of products complements our core businesses



**Newsy**An over-the-top national video news provider



**DecodeDC** Podcasts that help you better understand Washington



Storm Shield A weather radio mobile app



Weathersphere
A top-ranked weather app technology company

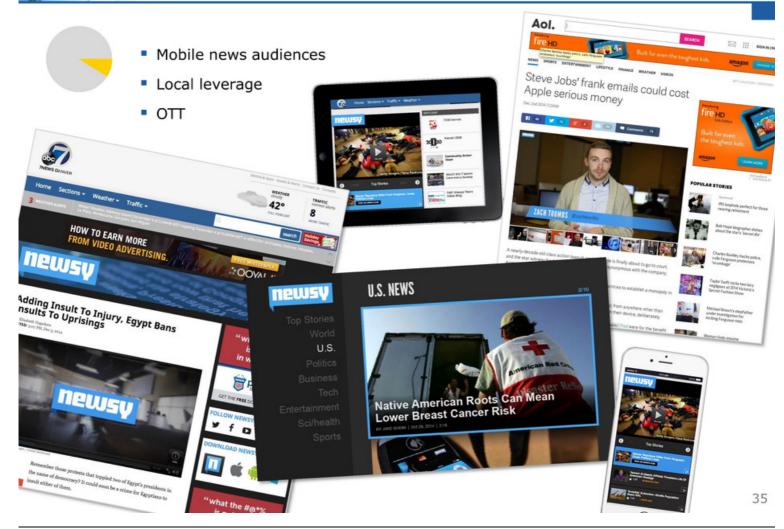


#### 3» National/Local Brands

Visit scripps.com's Investor Information audio archives page to view a video about Newsy that we showed during the presentation.



#### 3» National/Local Brands





#### **New Business/Digital Strategy**



#### Goals:

- 1. Organically growing profitable cash flow streams
- Developing new models less dependent on traditional advertising (more data/loyalty)
- Limiting risk by focusing on audiences & marketplaces we know
- 4. Garnering attractive returns on investments through modest P&L investments and targeted acquisitions



### **Journal Media Group**



#### **Journal Media Group Highlights**

# A pure-play newspaper company with strong local brands and financial flexibility

Premier source of local news and leading consumer reach in its markets

Proven operating strategy focused on stabilizing revenue

Focus on shared best practices to drive cost-efficiencies and operating margin opportunities

Digital strategies leveraged across portfolio

Strong balance sheet: \$10 million of cash, no debt and free of substantially all qualified pension obligations

Flexibility to pursue acquisition opportunities

Highly experienced and focused management team



#### **Journal Media Group Markets**

#### 14 newspaper markets with strong brands and extensive local reach

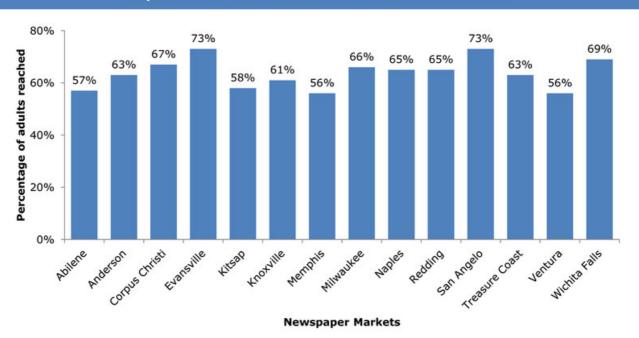


▲ E.W. Scripps Newspaper Markets

▲ Journal Newspaper Markets

# Journal Media Group Audience Reach

#### **Unparalleled Consumer Reach in Local Markets**



#### Weekly readership on print and digital platforms

Source: 2013 Scarborough Report for Corpus Christi; 2014 Scarborough Report for all others. Market reach equals the total weekly audience reach through print and digital products.



#### **Journal Media Group Priorities**

- Create and deliver compelling products and services aimed at news and information consumers in our dynamic local markets
- Efficiently connect advertisers with their current and prospective customers via our print and digital products and other services
- 3. Stabilize revenue and improve profitability
- Explore opportunities to add attractive markets to the portfolio

# **Questions**

