FISCAL Q4 AND FULL-YEAR 2021
Earnings Snapshot
Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures. We provide reconciliations to these non-GAAP financial measures to the most directly comparable GAAP financial measures in our earnings press release, which can be found on our website at investors.wmg.com.

This presentation is a supplement to, and should be read in conjunction with, Warner Music Group’s earnings release for the quarter ended September 30, 2021.
GROWTH ACROSS KEY METRICS DRIVES ROBUST CASH FLOW

- Continued Momentum Across Traditional and Emerging Streaming Platforms Drove Double-Digit Digital Revenue Growth for the Quarter and Full Year
- Recovery in COVID-Impacted Areas Led by Strong Growth in Artist Services and Physical Revenue
- Delivered Margin Improvement and Double-Digit Growth in Adjusted OIBDA and Adjusted EBITDA
- Robust Operating Cash Flow Conversion and Year-Over-Year Growth Underpinned by Strong Operating Leverage and Financially Disciplined Investments

Q4 FINANCIAL HIGHLIGHTS

- Reduced weighted avg. cost of debt from 4.0% to 3.2%
- Extended avg. debt maturity from ~5 years to ~8 years

DEBT MATURITY BY YEAR

All metrics are presented on a year-over-year and as-reported basis, except for revenue, which is presented on a constant-currency basis.
Q4 HIGHLIGHTS

- Career-spanning deals with Coldplay, Madonna, David Guetta, and David Bowie.
- First major music company to form a partnership with Twitch.
- Physical Revenue Growth: +22%
- Artist Services Revenue Growth: +70%
- Revenue from Emerging Streaming Platforms: $235 million annualized

- Mickey Guyton won Breakthrough Artist of the Year at CMT Awards Event.
- Opened new office in Vietnam.
- Synchronization Revenue Growth: +39%
- Mechanical Revenue Growth: +18%
- Performance Revenue Growth: +3%

Q4 KEY METRICS

- +21% Revenue
- +20% Streaming Revenue
- +21% OIBDA
- +27% Adj. OIBDA

- +19% Revenue
- +19% Digital Revenue
- +14% OIBDA
- +14% Adj. OIBDA

ARTIST SPOTLIGHT

- Coldplay: 9th #1 album in UK
- Ed Sheeran: Fastest selling album of 2021
- Don Toliver: #1 on Top Album Sales Chart
- Jack Harlow: “Industry Baby” hit #1 on Billboard’s Streaming Songs chart

KEY SIGNINGS INCLUDE

- Daniel Caesar
- Jhene Aiko
- William Patrick Corgan
- Sam Smith

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