



THIRD QUARTER 2024  
EARNINGS CONFERENCE CALL

**Interpublic Group**  
**October 22, 2024**

# Overview — Third Quarter 2024

- Total revenue including billable expenses was \$2.6 billion
  - Organic change of revenue before billable expenses (“net revenue”) was flat
  - US and International organic net revenue were unchanged
- R/GA and Huge classified as held-for-sale
- Net income as reported was \$20.1 million, which included non-cash goodwill impairment charge of \$232.1 million related to Digital Specialist agencies
- Adjusted EBITA was \$385.8 million, with 17.2% margin on revenue before billable expenses
- Diluted EPS was \$0.05 as reported and \$0.70 as adjusted
- Repurchased 3.2 million shares returning \$100.0 million to shareholders

# Operating Performance

	Three Months Ended September 30,	
	2024	2023
<b>Revenue Before Billable Expenses</b>	<b>\$ 2,242.7</b>	<b>\$ 2,309.0</b>
Billable Expenses	386.1	369.5
<b>Total Revenue</b>	<b>2,628.8</b>	<b>2,678.5</b>
Salaries and Related Expenses	1,464.0	1,531.1
Office and Other Direct Expenses	327.1	318.8
Billable Expenses	386.1	369.5
<b>Cost of Services</b>	<b>2,177.2</b>	<b>2,219.4</b>
Selling, General and Administrative Expenses	20.8	16.9
Depreciation and Amortization	65.3	66.0
Impairment of Goodwill	232.1	—
Restructuring Charges	0.5	(0.6)
<b>Total Operating Expenses</b>	<b>2,495.9</b>	<b>2,301.7</b>
<b>Operating Income</b>	<b>132.9</b>	<b>376.8</b>
Interest Expense, Net	(20.7)	(23.6)
Other Income (Expense), Net	(2.7)	(13.7)
<b>Income Before Income Taxes</b>	<b>109.5</b>	<b>339.5</b>
Provision for Income Taxes <sup>(1)</sup>	85.3	91.5
Equity in Net Loss of Unconsolidated Affiliates	—	(2.3)
<b>Net Income</b>	<b>24.2</b>	<b>245.7</b>
Net Income Attributable to Non-controlling Interests	(4.1)	(2.0)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 20.1</b>	<b>\$ 243.7</b>
Earnings per Share Available to IPG Common Stockholders - Basic	\$ 0.05	\$ 0.64
Earnings per Share Available to IPG Common Stockholders - Diluted	\$ 0.05	\$ 0.63
Weighted-Average Number of Common Shares Outstanding - Basic	373.9	383.6
Weighted-Average Number of Common Shares Outstanding - Diluted	376.8	385.5
Dividends Declared per Common Share	\$ 0.330	\$ 0.310

<sup>(1)</sup> The provision for income taxes for the three months ended September 30, 2024 includes \$14.8 related to the classification of certain assets as held for sale and a benefit of \$20.7 related to impairment of goodwill.  
(\$ in Millions, except per share amounts)

# Revenue Before Billable Expenses <sup>(1)</sup>

	Three Months Ended		Nine Months Ended	
	\$	% Change	\$	% Change
<b>September 30, 2023</b>	<b>\$ 2,309.0</b>		<b>\$ 6,814.4</b>	
Foreign currency	(10.4)	(0.5%)	(21.5)	(0.3%)
Net acquisitions/(divestitures)	(56.1)	(2.4%)	(108.4)	(1.6%)
Organic	0.2	0.0%	68.2	1.0%
<b>Total change</b>	<b>(66.3)</b>	<b>(2.9%)</b>	<b>(61.7)</b>	<b>(0.9%)</b>
<b>September 30, 2024</b>	<b>\$ 2,242.7</b>		<b>\$ 6,752.7</b>	

	Three Months Ended September 30,				Nine Months Ended September 30,			
			Change				Change	
	2024	2023 <sup>(2)</sup>	Organic	Total	2024	2023 <sup>(2)</sup>	Organic	Total
<b>Media, Data &amp; Engagement Solutions</b>	\$ 1,025.7	\$ 1,060.0	1.2%	(3.2%)	\$ 3,050.5	\$ 3,086.8	0.5%	(1.2%)
IPG Mediabrands, Acxiom and our digital specialist agencies, which includes MRM, R/GA, and Huge								
<b>Integrated Advertising &amp; Creativity Led Solutions</b>	\$ 848.9	\$ 877.7	(1.9%)	(3.3%)	\$ 2,640.4	\$ 2,656.5	1.4%	(0.6%)
McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies								
<b>Specialized Communications &amp; Experiential Solutions</b>	\$ 368.1	\$ 371.3	1.2%	(0.9%)	\$ 1,061.8	\$ 1,071.1	1.3%	(0.9%)
Weber Shandwick, Golin, our Experiential agencies, and IPG DXTRA Health								

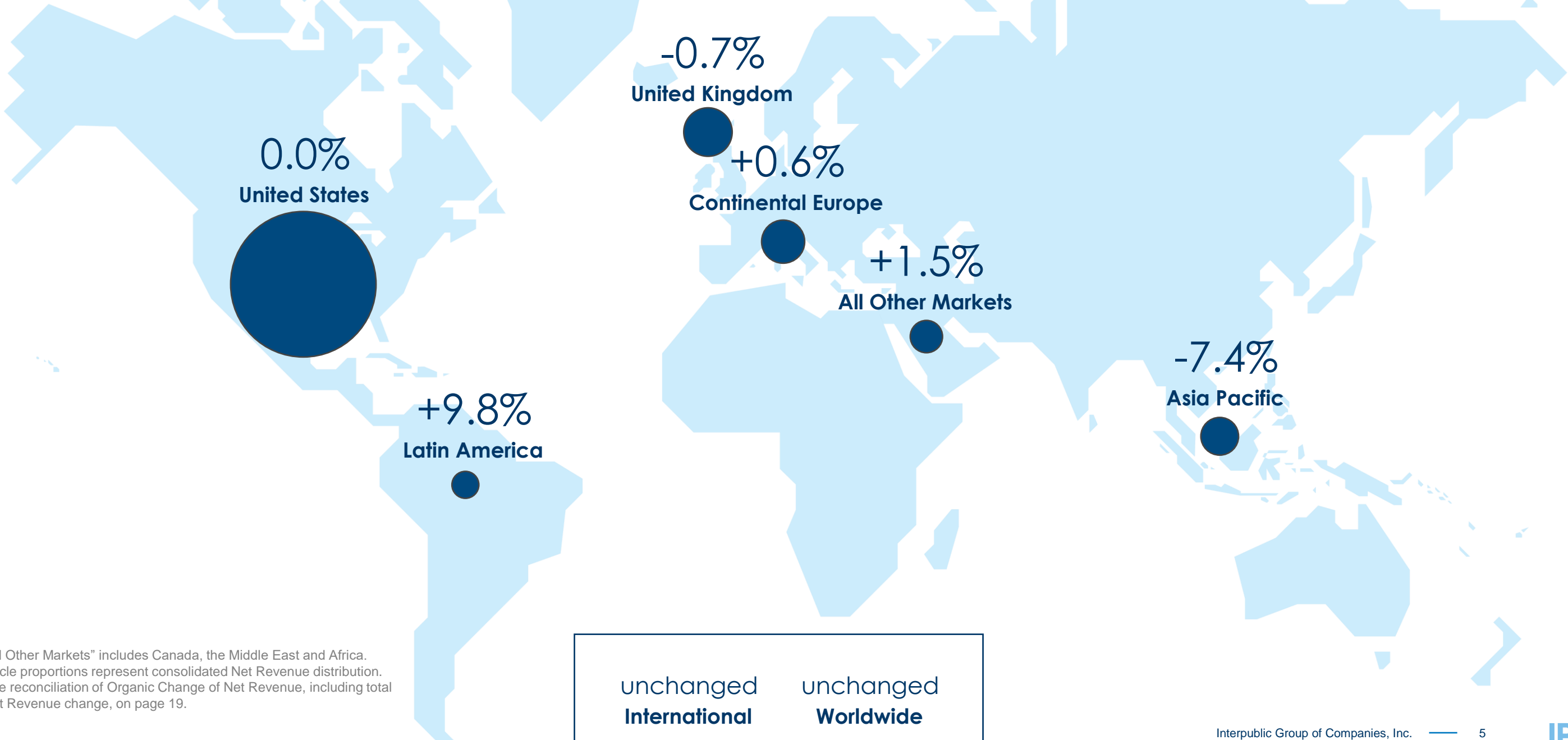
(1) "Net Revenue".

(2) Results for the three and nine months ended September 30, 2023 have been recast to reflect the transfer of certain agencies between reportable segments. See reconciliation of Organic Change of Net Revenue on pages 19-20.

(\$ in Millions)

# Organic Change of Net Revenue by Region

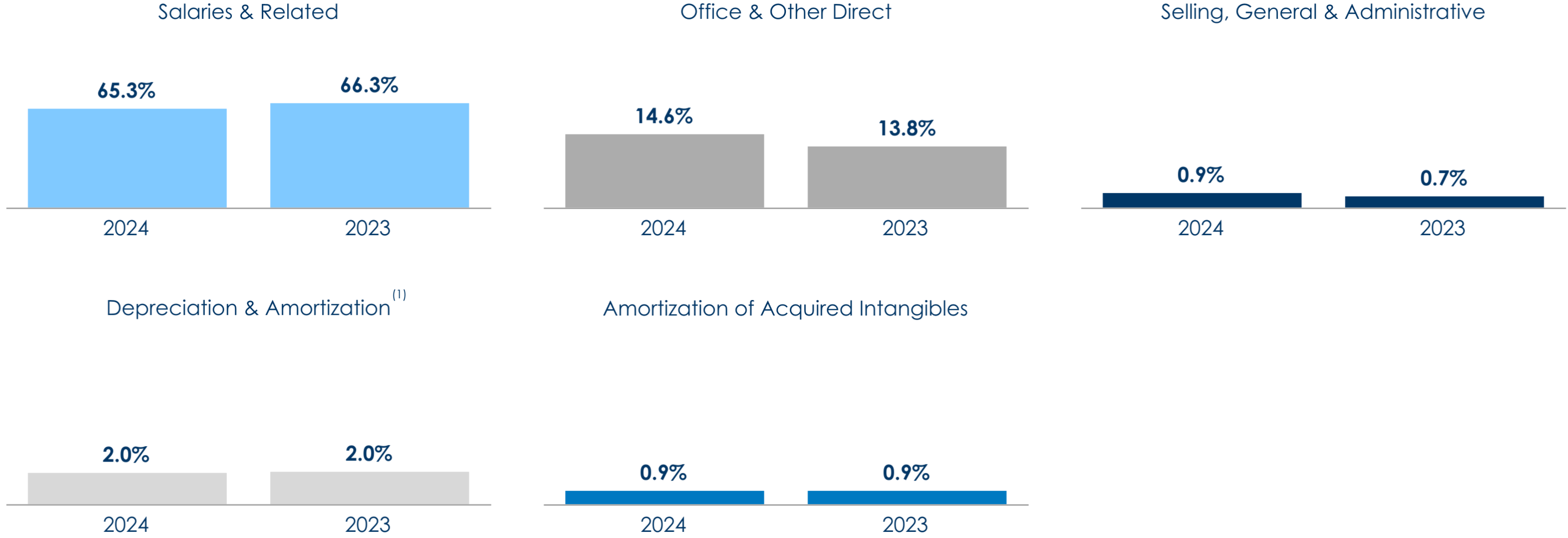
Three Months Ended September 30, 2024



“All Other Markets” includes Canada, the Middle East and Africa. Circle proportions represent consolidated Net Revenue distribution. See reconciliation of Organic Change of Net Revenue, including total Net Revenue change, on page 19.

# Operating Expenses % of Revenue Before Billable Expenses

Three Months Ended September 30



<sup>(1)</sup> Excludes amortization of acquired intangibles.



# Adjusted Diluted Earnings Per Share

Three Months Ended September 30, 2024

	As Reported	Amortization of Acquired Intangibles	Impairment of Goodwill	Restructuring Charges <sup>(1)</sup>	Net Losses on Sales of Businesses <sup>(2)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges <sup>(3)</sup></b>	<b>\$ 132.9</b>	<b>\$ (20.3)</b>	<b>\$ (232.1)</b>	<b>\$ (0.5)</b>		<b>\$ 385.8</b>
Total (Expenses) and Other Income <sup>(4)</sup>	(23.4)				\$ (1.7)	(21.7)
<b>Income Before Income Taxes</b>	<b>109.5</b>	<b>(20.3)</b>	<b>(232.1)</b>	<b>(0.5)</b>	<b>(1.7)</b>	<b>364.1</b>
Provision for Income Taxes	85.3	4.2	20.7	0.1	(14.8)	95.5
<i>Effective Tax Rate</i>	77.9 %					26.2 %
Equity in Net Loss of Unconsolidated Affiliates	0.0					0.0
Net Income Attributable to Non-controlling Interests	(4.1)					(4.1)
<b>DILUTED EPS COMPONENTS:</b>						
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 20.1</b>	<b>\$ (16.1)</b>	<b>\$ (211.4)</b>	<b>\$ (0.4)</b>	<b>\$ (16.5)</b>	<b>\$ 264.5</b>
Weighted-Average Number of Common Shares Outstanding	376.8					376.8
<b>Earnings per Share Available to IPG Common Stockholders <sup>(5)</sup></b>	<b>\$ 0.05</b>	<b>\$ (0.04)</b>	<b>\$ (0.56)</b>	<b>\$ (0.00)</b>	<b>\$ (0.04)</b>	<b>\$ 0.70</b>

<sup>(1)</sup> Restructuring charges of \$0.5 in the third quarter of 2024 are related to adjustments to our restructuring actions taken in 2022 and 2020.

<sup>(2)</sup> Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale.

<sup>(3)</sup> Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

<sup>(4)</sup> Consists of non-operating expenses including interest expense, interest income, and other expense, net.

<sup>(5)</sup> Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

See full non-GAAP reconciliation of adjusted diluted earnings per share on page 21.

(\$ in Millions, except per share amounts)

# Adjusted Diluted Earnings Per Share

Nine Months Ended September 30, 2024

	As Reported	Amortization of Acquired Intangibles	Impairment of Goodwill	Restructuring Charges <sup>(1)</sup>	Net Losses on Sales of Businesses <sup>(2)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges <sup>(3)</sup></b>	<b>\$ 635.3</b>	<b>\$ (61.4)</b>	<b>\$ (232.1)</b>	<b>\$ (1.4)</b>		<b>\$ 930.2</b>
Total (Expenses) and Other Income <sup>(4)</sup>	(69.5)				\$ (6.4)	(63.1)
<b>Income Before Income Taxes</b>	<b>565.8</b>	<b>(61.4)</b>	<b>(232.1)</b>	<b>(1.4)</b>	<b>(6.4)</b>	<b>867.1</b>
Provision for Income Taxes	208.2	12.6	20.7	0.3	(16.5)	225.3
<i>Effective Tax Rate</i>	36.8 %					26.0 %
Equity in Net Loss of Unconsolidated Affiliates	(0.2)					(0.2)
Net Income Attributable to Non-controlling Interests	(12.4)					(12.4)
<b>DILUTED EPS COMPONENTS:</b>						
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 345.0</b>	<b>\$ (48.8)</b>	<b>\$ (211.4)</b>	<b>\$ (1.1)</b>	<b>\$ (22.9)</b>	<b>\$ 629.2</b>
Weighted-Average Number of Common Shares Outstanding	378.7					378.7
<b>Earnings per Share Available to IPG Common Stockholders <sup>(5)</sup></b>	<b>\$ 0.91</b>	<b>\$ (0.13)</b>	<b>\$ (0.56)</b>	<b>\$ (0.00)</b>	<b>\$ (0.06)</b>	<b>\$ 1.66</b>

<sup>(1)</sup> Restructuring charges of \$1.4 in the first nine months of 2024 are related to adjustments to our restructuring actions taken in 2022 and 2020.

<sup>(2)</sup> Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale.

<sup>(3)</sup> Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

<sup>(4)</sup> Consists of non-operating expenses including interest expense, interest income, and other expense, net.

<sup>(5)</sup> Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

See full non-GAAP reconciliation of adjusted diluted earnings per share on page 22.

(\$ in Millions, except per share amounts)



# Cash Flow

		Three Months Ended September 30,	
		2024	2023
<b>Net Income</b>		<b>\$ 24.2</b>	<b>\$ 245.7</b>
<b>OPERATING ACTIVITIES:</b>	Impairment of goodwill	232.1	—
	Depreciation & amortization	83.3	78.4
	Other non-cash items	19.9	6.2
	Deferred taxes	19.0	23.5
	Net losses on sales of businesses	1.7	12.1
	Change in working capital, net	(150.4)	(122.7)
	Change in other non-current assets & liabilities	(6.0)	(0.5)
	<b>Net cash provided by Operating Activities</b>	<b>\$ 223.8</b>	<b>\$ 242.7</b>
<b>INVESTING ACTIVITIES:</b>	Capital expenditures	(37.3)	(47.8)
	Net proceeds from sale of businesses, net of cash sold	(4.2)	—
	Purchase of short-term marketable securities	(0.4)	—
	Acquisitions, net of cash acquired	—	—
	Net proceeds from investments	—	—
	Other investing activities	0.5	(0.8)
	<b>Net cash used in Investing Activities</b>	<b>\$ (41.4)</b>	<b>\$ (48.6)</b>
<b>FINANCING ACTIVITIES:</b>	Common stock dividends	(123.2)	(118.6)
	Repurchases of common stock	(100.0)	(91.0)
	Acquisition-related payments	(6.6)	(2.7)
	Distributions to noncontrolling interests	(5.1)	(5.2)
	Tax payments for employee shares withheld	(0.1)	(0.4)
	Proceeds from long-term debt	—	—
	Repayment of long-term debt	—	(0.1)
	Net increase (decrease) in short-term borrowings	15.9	(7.0)
	Other financing activities	(0.2)	(0.5)
	<b>Net cash used in Financing Activities</b>	<b>\$ (219.3)</b>	<b>\$ (225.5)</b>
	Currency effect	21.6	(21.3)
	<b>Net decrease in cash, cash equivalents and restricted cash</b>	<b>\$ (15.3)</b>	<b>\$ (52.7)</b>

(\$ in Millions)

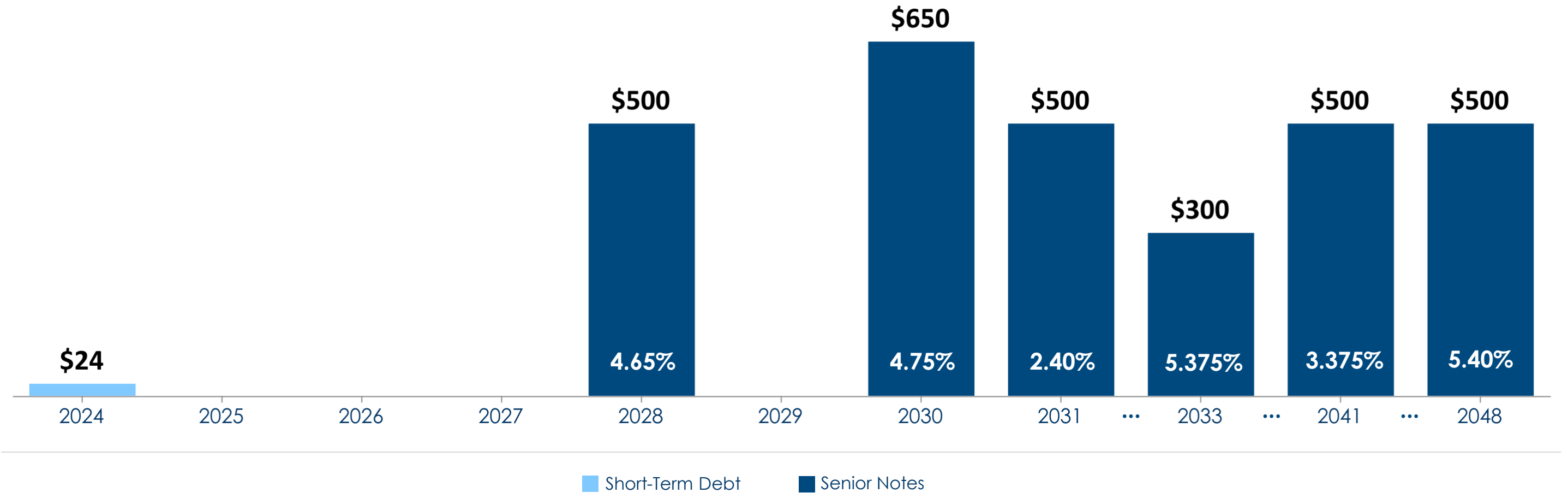
# Balance Sheet — Current Portion

	September 30, 2024	December 31, 2023	September 30, 2023
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$ 1,532.0	\$ 2,386.1	\$ 1,574.9
Accounts receivable, net	4,718.8	5,768.8	4,046.9
Accounts receivable, billable to clients	2,211.9	2,229.2	2,417.4
Prepaid expenses	474.0	415.8	420.7
Assets held for sale	223.4	21.9	9.9
Other current assets	97.6	128.6	175.6
<b>Total current assets</b>	<b>\$ 9,257.7</b>	<b>\$ 10,950.4</b>	<b>\$ 8,645.4</b>
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$ 7,061.6	\$ 8,355.0	\$ 6,448.4
Accrued liabilities	503.6	705.8	632.3
Contract liabilities	574.2	684.7	688.4
Short-term borrowings	23.9	34.2	31.0
Current portion of long-term debt	0.1	250.1	250.0
Current portion of operating leases	242.1	252.6	248.7
Liabilities held for sale	60.1	48.5	27.4
<b>Total current liabilities</b>	<b>\$ 8,465.6</b>	<b>\$ 10,330.9</b>	<b>\$ 8,326.2</b>

(\$ in Millions)

# Debt Maturity Schedule

Total Debt = \$2.9 billion



# Summary

- Key drivers of growth
  - Dynamic media offering, leading healthcare capabilities, and exceptional talent in marketing services
  - Scaled data management and proprietary identity resolution products
  - Seamless delivery of integrated client solutions
  - Evolving our asset mix to focus on strongest growth opportunities
- Furthering investment in emerging opportunities
  - High-growth media channels, digital commerce and differentiated data assets
  - Development of new media buying models
  - Personalized, data-infused creativity, increase powered by Gen AI
- Effective and proven expense management remains an ongoing priority
  - Continued streamlining of operations and processes for greater efficiency
  - Further deployment of enterprise systems and business transformation efforts underway
- Financial strength is a continued source of value creation



# Appendix

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# Operating Performance

	Nine Months Ended September 30,	
	2024	2023
<b>Revenue Before Billable Expenses</b>	<b>\$ 6,752.7</b>	<b>\$ 6,814.4</b>
Billable Expenses	1,082.0	1,051.6
<b>Total Revenue</b>	<b>7,834.7</b>	<b>7,866.0</b>
Salaries and Related Expenses	4,594.4	4,707.0
Office and Other Direct Expenses	1,007.6	989.6
Billable Expenses	1,082.0	1,051.6
<b>Cost of Services</b>	<b>6,684.0</b>	<b>6,748.2</b>
Selling, General and Administrative Expenses	86.4	43.7
Depreciation and Amortization	195.5	199.0
Impairment of Goodwill	232.1	—
Restructuring Charges	1.4	(0.7)
<b>Total Operating Expenses</b>	<b>7,199.4</b>	<b>6,990.2</b>
<b>Operating Income</b>	<b>635.3</b>	<b>875.8</b>
Interest Expense, Net	(56.1)	(66.9)
Other Expense, Net	(13.4)	(24.8)
<b>Income Before Income Taxes</b>	<b>565.8</b>	<b>784.1</b>
Provision for Income Taxes <sup>(1)(2)</sup>	208.2	135.9
Equity in Net Loss of Unconsolidated Affiliates	(0.2)	(1.7)
<b>Net Income</b>	<b>357.4</b>	<b>646.5</b>
Net Income Attributable to Non-controlling Interests	(12.4)	(11.3)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 345.0</b>	<b>\$ 635.2</b>
Earnings per Share Available to IPG Common Stockholders - Basic <sup>(3)</sup>	\$ 0.92	\$ 1.65
Earnings per Share Available to IPG Common Stockholders - Diluted <sup>(3)</sup>	\$ 0.91	\$ 1.64
Weighted-Average Number of Common Shares Outstanding - Basic	376.2	385.0
Weighted-Average Number of Common Shares Outstanding - Diluted	378.7	386.8
Dividends Declared per Common Share	\$ 0.990	\$ 0.930

<sup>(1)</sup> The provision for income taxes for the nine months ended September 30, 2024 includes \$16.5 related to the classification of certain assets as held for sale and a benefit of \$20.7 related to impairment of goodwill.

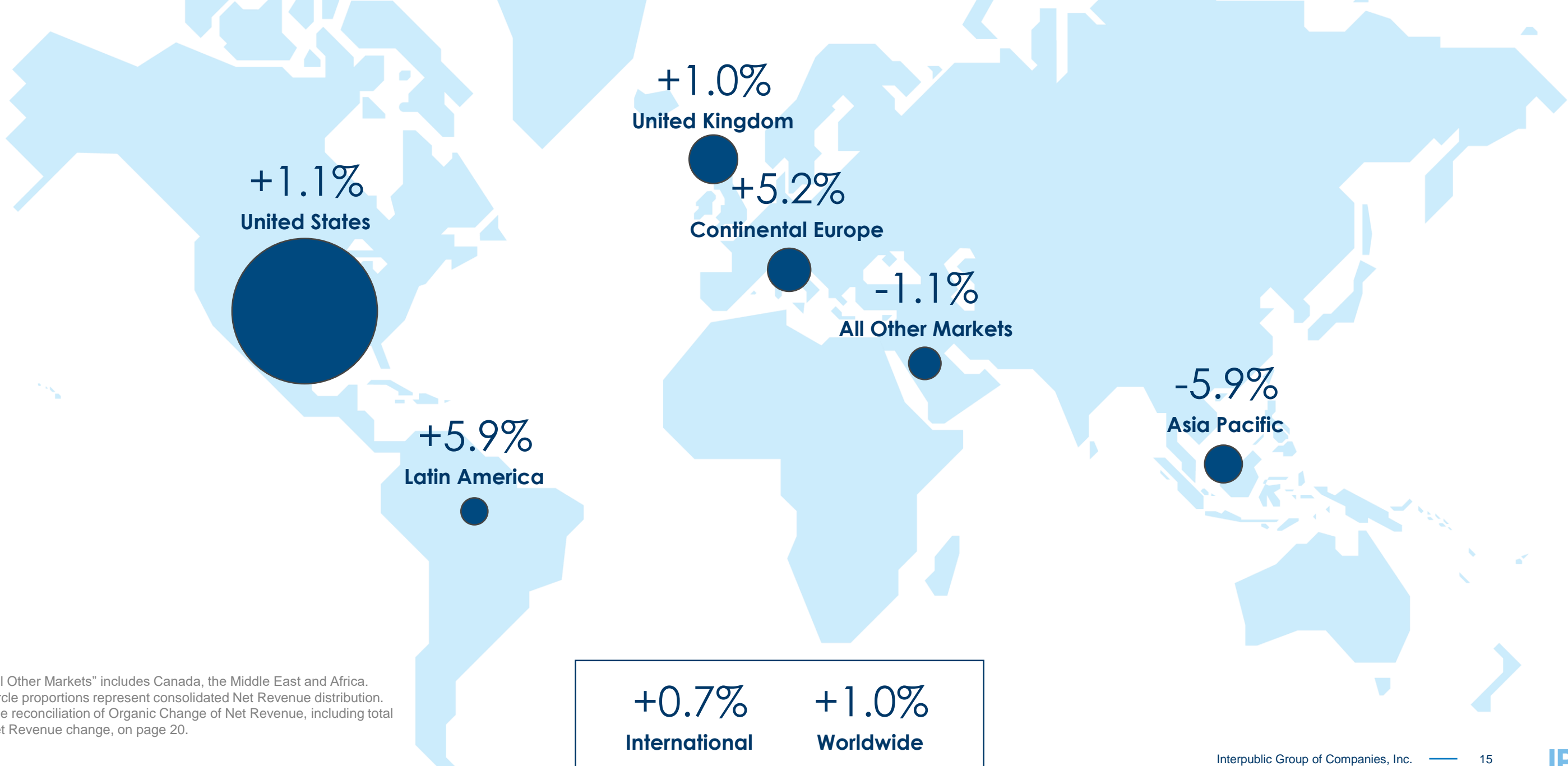
<sup>(2)</sup> The provision for income taxes for the nine months ended September 30, 2023 includes a benefit of \$64.2 related to the settlement of U.S. Federal Income Tax Audits for the years 2017-2018, which is primarily non-cash.

<sup>(3)</sup> Basic and Diluted earnings per share for the nine months ended September 30, 2023 includes a positive impact of \$0.17 related to the settlement of U.S. Federal Income Tax Audits for the years 2017-2018.

(\$ in Millions, except per share amounts)

# Organic Change of Net Revenue by Region

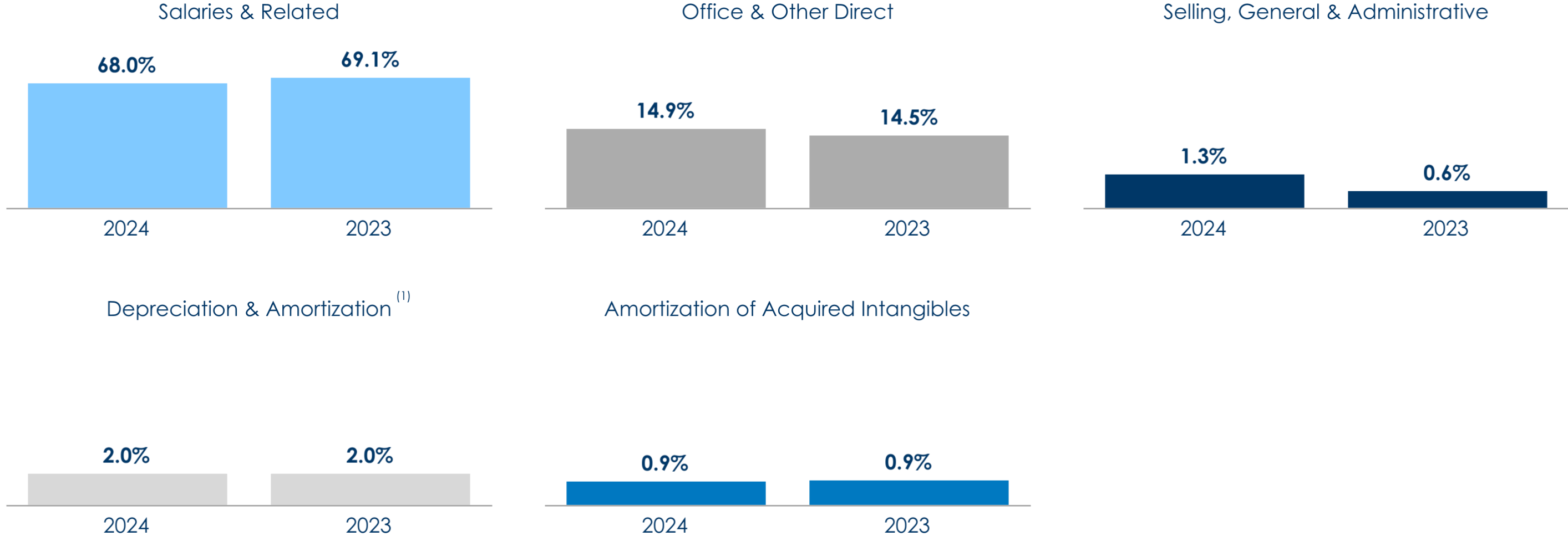
Nine Months Ended September 30, 2024



"All Other Markets" includes Canada, the Middle East and Africa.  
 Circle proportions represent consolidated Net Revenue distribution.  
 See reconciliation of Organic Change of Net Revenue, including total Net Revenue change, on page 20.

# Operating Expenses % of Revenue Before Billable Expenses

Nine Months Ended September 30



<sup>(1)</sup> Excludes amortization of acquired intangibles.





# Cash Flow

		Nine Months Ended September 30,	
		2024	2023
<b>Net Income</b>		<b>\$ 357.4</b>	<b>\$ 646.5</b>
<b>OPERATING ACTIVITIES:</b>	Depreciation & amortization	248.8	236.7
	Impairment of Goodwill	232.1	—
	Other non-cash items	43.3	22.8
	Net losses on sales of businesses	6.4	18.9
	Deferred taxes	(24.9)	(5.5)
	Change in working capital, net	(619.1)	(1,099.1)
	Change in other non-current assets & liabilities	(56.9)	(160.4)
	<b>Net cash provided by (used in) Operating Activities</b>	<b>\$ 187.1</b>	<b>\$ (340.1)</b>
<b>INVESTING ACTIVITIES:</b>	Capital expenditures	(107.2)	(127.1)
	Net proceeds from sale of businesses, net of cash sold	(31.4)	1.4
	Purchase of short-term marketable securities	(0.6)	(97.6)
	Acquisitions, net of cash acquired	—	(6.3)
	Net proceeds from investments	2.3	21.7
	Other investing activities	5.1	3.6
	<b>Net cash used in Investing Activities</b>	<b>\$ (131.8)</b>	<b>\$ (204.3)</b>
<b>FINANCING ACTIVITIES:</b>	Common stock dividends	(373.7)	(361.2)
	Repayment of long-term debt	(250.1)	(0.2)
	Repurchases of common stock	(230.1)	(219.0)
	Tax payments for employee shares withheld	(13.9)	(58.4)
	Distributions to noncontrolling interests	(13.7)	(13.7)
	Acquisition-related payments	(8.7)	(12.8)
	Net decrease in short-term borrowings	(5.7)	(18.0)
	Proceeds from long-term debt	0.1	296.3
	Other financing activities	(1.8)	(3.0)
	<b>Net cash used in Financing Activities</b>	<b>\$ (897.6)</b>	<b>\$ (390.0)</b>
	Currency effect	(11.1)	(35.0)
	<b>Net decrease in cash, cash equivalents and restricted cash</b>	<b>\$ (853.4)</b>	<b>\$ (969.4)</b>

(\$ in Millions)

# Depreciation and Amortization

	2024				
	Q1	Q2	Q3	Q4	YTD 2024
Depreciation and amortization <sup>(1)</sup>	\$ 44.5	\$ 44.6	\$ 45.0		\$ 134.1
Amortization of acquired intangibles	20.7	20.4	20.3		61.4
Amortization of restricted stock and other non-cash compensation	16.4	18.1	17.9		52.4
Net amortization of bond discounts and deferred financing costs	0.3	0.5	0.1		0.9

	2023				
	Q1	Q2	Q3	Q4	FY 2023
Depreciation and amortization <sup>(1)</sup>	\$ 45.6	\$ 45.3	\$ 45.0	\$ 44.4	\$ 180.3
Amortization of acquired intangibles	20.9	21.2	21.0	20.9	84.0
Amortization of restricted stock and other non-cash compensation	11.1	12.8	12.1	10.7	46.7
Net amortization of bond discounts and deferred financing costs	0.7	0.7	0.3	0.3	2.0

<sup>(1)</sup> Excludes amortization of acquired intangibles.  
(\$ in Millions)

# Reconciliation of Organic Change of Net Revenue

		Components of Change				Change		
		Three Months Ended September 30, 2023 <sup>(1)</sup>	Foreign Currency	Net Acquisitions / (Divestitures)	Organic	Three Months Ended September 30, 2024	Organic	Total
<b>SEGMENT:</b>	Media, Data & Engagement Solutions <sup>(2)</sup>	\$ 1,060.0	\$ (6.5)	\$ (40.6)	\$ 12.8	\$ 1,025.7	1.2%	(3.2%)
	Integrated Advertising & Creativity Led Solutions <sup>(3)</sup>	877.7	(4.3)	(7.5)	(17.0)	848.9	(1.9%)	(3.3%)
	Specialized Communications & Experiential Solutions <sup>(4)</sup>	371.3	0.4	(8.0)	4.4	368.1	1.2%	(0.9%)
	<b>Total</b>	<b>\$ 2,309.0</b>	<b>\$ (10.4)</b>	<b>\$ (56.1)</b>	<b>\$ 0.2</b>	<b>\$ 2,242.7</b>	<b>0.0%</b>	<b>(2.9%)</b>
<b>GEOGRAPHIC:</b>	<b>United States</b>	<b>\$ 1,509.9</b>	<b>\$ 0.0</b>	<b>\$ (42.3)</b>	<b>\$ 0.2</b>	<b>\$ 1,467.8</b>	<b>0.0%</b>	<b>(2.8%)</b>
	<b>International</b>	<b>799.1</b>	<b>(10.4)</b>	<b>(13.8)</b>	<b>0.0</b>	<b>774.9</b>	<b>0.0%</b>	<b>(3.0%)</b>
	United Kingdom	193.0	4.1	(2.0)	(1.3)	193.8	(0.7%)	0.4%
	Continental Europe	178.3	0.5	(2.3)	1.0	177.5	0.6%	(0.4%)
	Asia Pacific	175.3	(0.2)	(5.3)	(12.9)	156.9	(7.4%)	(10.5%)
	Latin America	114.8	(12.8)	(1.3)	11.2	111.9	9.8%	(2.5%)
	All Other Markets	137.7	(2.0)	(2.9)	2.0	134.8	1.5%	(2.1%)
	<b>Worldwide</b>	<b>\$ 2,309.0</b>	<b>\$ (10.4)</b>	<b>\$ (56.1)</b>	<b>\$ 0.2</b>	<b>\$ 2,242.7</b>	<b>0.0%</b>	<b>(2.9%)</b>

<sup>(1)</sup> Results for the three months ended September 30, 2023 have been recast to reflect the transfer of certain agencies between reportable segments.

<sup>(2)</sup> Comprised of IPG Mediabrands, Acxiom and our digital specialist agencies, which includes MRM, R/GA, and Huge.

<sup>(3)</sup> Comprised of McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies.

<sup>(4)</sup> Comprised of Weber Shandwick, Golin, our Experiential agencies, and IPG DXTRA Health.

(\$ in Millions)

# Reconciliation of Organic Change of Net Revenue

		Components of Change				Change		
		Nine Months Ended September 30, 2023 <sup>(1)</sup>	Foreign Currency	Net Acquisitions / (Divestitures)	Organic	Nine Months Ended September 30, 2024	Organic	Total
<b>SEGMENT:</b>	Media, Data & Engagement Solutions <sup>(2)</sup>	\$ 3,086.8	\$ (12.1)	(40.6)	\$ 16.4	\$ 3,050.5	0.5%	(1.2%)
	Integrated Advertising & Creativity Led Solutions <sup>(3)</sup>	2,656.5	(10.3)	(43.7)	37.9	2,640.4	1.4%	(0.6%)
	Specialized Communications & Experiential Solutions <sup>(4)</sup>	1,071.1	0.9	(24.1)	13.9	1,061.8	1.3%	(0.9%)
	<b>Total</b>	<b>\$ 6,814.4</b>	<b>\$ (21.5)</b>	<b>\$ (108.4)</b>	<b>\$ 68.2</b>	<b>\$ 6,752.7</b>	<b>1.0%</b>	<b>(0.9%)</b>
<b>GEOGRAPHIC:</b>	<b>United States</b>	<b>\$ 4,512.3</b>	<b>\$ 0.0</b>	<b>\$ (94.1)</b>	<b>\$ 51.4</b>	<b>\$ 4,469.6</b>	<b>1.1%</b>	<b>(0.9%)</b>
	<b>International</b>	<b>2,302.1</b>	<b>(21.5)</b>	<b>(14.3)</b>	<b>16.8</b>	<b>2,283.1</b>	<b>0.7%</b>	<b>(0.8%)</b>
	United Kingdom	548.1	14.0	(2.0)	5.4	565.5	1.0%	3.2%
	Continental Europe	534.5	(0.8)	(5.3)	27.8	556.2	5.2%	4.1%
	Asia Pacific	511.8	(12.0)	(2.8)	(30.0)	467.0	(5.9%)	(8.8%)
	Latin America	301.9	(17.3)	(1.3)	17.9	301.2	5.9%	(0.2%)
	All Other Markets	405.8	(5.4)	(2.9)	(4.3)	393.2	(1.1%)	(3.1%)
	<b>Worldwide</b>	<b>\$ 6,814.4</b>	<b>\$ (21.5)</b>	<b>\$ (108.4)</b>	<b>\$ 68.2</b>	<b>\$ 6,752.7</b>	<b>1.0%</b>	<b>(0.9%)</b>

<sup>(1)</sup> Results for the nine months ended September 30, 2023 have been recast to reflect the transfer of certain agencies between reportable segments.

<sup>(2)</sup> Comprised of IPG Mediabrands, Acxiom and our digital specialist agencies, which includes MRM, R/GA, and Huge.

<sup>(3)</sup> Comprised of McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies.

<sup>(4)</sup> Comprised of Weber Shandwick, Golin, our Experiential agencies, and IPG DXTRA Health.

(\$ in Millions)

# Reconciliation of Adjusted Results<sup>(1)</sup>

Three Months Ended September 30, 2024

	As Reported	Amortization of Acquired Intangibles	Impairment of Goodwill	Restructuring Charges <sup>(2)</sup>	Net Losses on Sales of Businesses <sup>(3)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges<sup>(4)</sup></b>	<b>\$ 132.9</b>	<b>\$ (20.3)</b>	<b>\$ (232.1)</b>	<b>\$ (0.5)</b>		<b>\$ 385.8</b>
Total (Expenses) and Other Income <sup>(5)</sup>	(23.4)				\$ (1.7)	(21.7)
<b>Income Before Income Taxes</b>	<b>109.5</b>	<b>(20.3)</b>	<b>(232.1)</b>	<b>(0.5)</b>	<b>(1.7)</b>	<b>364.1</b>
Provision for Income Taxes	85.3	4.2	20.7	0.1	(14.8)	95.5
<i>Effective Tax Rate</i>	77.9 %					26.2 %
Equity in Net Loss of Unconsolidated Affiliates	0.0					0.0
Net Income Attributable to Non-controlling Interests	(4.1)					(4.1)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 20.1</b>	<b>\$ (16.1)</b>	<b>\$ (211.4)</b>	<b>\$ (0.4)</b>	<b>\$ (16.5)</b>	<b>\$ 264.5</b>
<b>Weighted-Average Number of Common Shares Outstanding - Basic</b>	<b>373.9</b>					<b>373.9</b>
Dilutive effect of stock options and restricted shares	2.9					2.9
<b>Weighted-Average Number of Common Shares Outstanding - Diluted</b>	<b>376.8</b>					<b>376.8</b>
<b>Earnings per Share Available to IPG Common Stockholders<sup>(6)</sup>:</b>						
Basic	\$ 0.05	\$ (0.04)	\$ (0.57)	\$ (0.00)	\$ (0.04)	\$ 0.71
Diluted	\$ 0.05	\$ (0.04)	\$ (0.56)	\$ (0.00)	\$ (0.04)	\$ 0.70

<sup>(1)</sup> The table reconciles our reported results to our adjusted non-GAAP results. Management believes the resulting comparisons provide useful supplemental data that, while not a substitute for GAAP measures, allow for greater transparency in the review of our financial and operational performance.

<sup>(2)</sup> Restructuring charges of \$0.5 in the third quarter of 2024 are related to adjustments to our restructuring actions taken in 2022 and 2020.

<sup>(3)</sup> Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale.

<sup>(4)</sup> Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

<sup>(5)</sup> Consists of non-operating expenses including interest expense, interest income, and other expense, net.

<sup>(6)</sup> Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

(\$ in Millions, except per share amounts)

# Reconciliation of Adjusted Results<sup>(1)</sup>

Nine Months Ended September 30, 2024

	As Reported	Amortization of Acquired Intangibles	Impairment of Goodwill	Restructuring Charges <sup>(2)</sup>	Net Losses on Sales of Businesses <sup>(3)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges<sup>(4)</sup></b>	<b>\$ 635.3</b>	<b>\$ (61.4)</b>	<b>\$ (232.1)</b>	<b>\$ (1.4)</b>		<b>\$ 930.2</b>
Total (Expenses) and Other Income <sup>(5)</sup>	(69.5)				\$ (6.4)	(63.1)
<b>Income Before Income Taxes</b>	<b>565.8</b>	<b>(61.4)</b>	<b>(232.1)</b>	<b>(1.4)</b>	<b>(6.4)</b>	<b>867.1</b>
Provision for Income Taxes	208.2	12.6	20.7	0.3	(16.5)	225.3
<i>Effective Tax Rate</i>	36.8 %					26.0 %
Equity in Net Loss of Unconsolidated Affiliates	(0.2)					(0.2)
Net Income Attributable to Non-controlling Interests	(12.4)					(12.4)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 345.0</b>	<b>\$ (48.8)</b>	<b>\$ (211.4)</b>	<b>\$ (1.1)</b>	<b>\$ (22.9)</b>	<b>\$ 629.2</b>
<b>Weighted-Average Number of Common Shares Outstanding - Basic</b>	<b>376.2</b>					<b>376.2</b>
Dilutive effect of stock options and restricted shares	2.5					2.5
<b>Weighted-Average Number of Common Shares Outstanding - Diluted</b>	<b>378.7</b>					<b>378.7</b>
<b>Earnings per Share Available to IPG Common Stockholders<sup>(6)</sup>:</b>						
Basic	\$ 0.92	\$ (0.13)	\$ (0.56)	\$ (0.00)	\$ (0.06)	\$ 1.67
Diluted	\$ 0.91	\$ (0.13)	\$ (0.56)	\$ (0.00)	\$ (0.06)	\$ 1.66

<sup>(1)</sup> The table reconciles our reported results to our adjusted non-GAAP results. Management believes the resulting comparisons provide useful supplemental data that, while not a substitute for GAAP measures, allow for greater transparency in the review of our financial and operational performance.

<sup>(2)</sup> Restructuring charges of \$1.4 in the first nine months of 2024 represent adjustments to our restructuring actions taken in 2022 and 2020.

<sup>(3)</sup> Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale.

<sup>(4)</sup> Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

<sup>(5)</sup> Consists of non-operating expenses including interest expense, interest income, and other expense, net.

<sup>(6)</sup> Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

(\$ in Millions, except per share amounts)

# Reconciliation of Adjusted EBITA<sup>(1)</sup>

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
<b>Revenue Before Billable Expenses</b>	\$ 2,242.7	\$ 2,309.0	\$ 6,752.7	\$ 6,814.4
<b>Non-GAAP Reconciliation:</b>				
<b>Net Income Available to IPG Common Stockholders</b>	\$ 20.1	\$ 243.7	\$ 345.0	\$ 635.2
<b>Add Back:</b>				
Provision for Income Taxes	85.3	91.5	208.2	135.9
<b>Subtract:</b>				
Total (Expenses) and Other Income	(23.4)	(37.3)	(69.5)	(91.7)
Equity in Net Income (Loss) of Unconsolidated Affiliates	0.0	(2.3)	(0.2)	(1.7)
Net Income Attributable to Non-controlling Interests	(4.1)	(2.0)	(12.4)	(11.3)
<b>Operating Income</b>	\$ 132.9	\$ 376.8	\$ 635.3	\$ 875.8
<b>Add Back:</b>				
Amortization of Acquired Intangibles	20.3	21.0	61.4	63.1
Impairment of Goodwill	232.1	0.0	232.1	0.0
<b>Adjusted EBITA</b>	\$ 385.3	\$ 397.8	\$ 928.8	\$ 938.9
<b>Adjusted EBITA Margin on Revenue Before Billable Expenses %</b>	17.2 %	17.2 %	13.8 %	13.8 %
Restructuring Charges <sup>(2)</sup>	0.5	(0.6)	1.4	(0.7)
<b>Adjusted EBITA before Restructuring Charges</b>	\$ 385.8	\$ 397.2	\$ 930.2	\$ 938.2
<b>Adjusted EBITA before Restructuring Charges Margin on Revenue Before Billable Expenses %</b>	17.2 %	17.2 %	13.8 %	13.8 %

<sup>(1)</sup> The table reconciles our reported results to our adjusted non-GAAP results. Management believes the resulting comparisons provide useful supplemental data that, while not a substitute for GAAP measures, allow for greater transparency in the review of our financial and operational performance.

<sup>(2)</sup> Restructuring charges of \$0.5 and (\$0.6) in the third quarter of 2024 and 2023, respectively, and restructuring charges of \$1.4 and (\$0.7) in the first nine months of 2024 and 2023, respectively, are related to adjustments to our restructuring actions taken in 2022 and 2020.

(\$ in Millions)

# Adjusted EBITA before Restructuring Charges by Segment <sup>(1)</sup>

	Media, Data & Engagement Solutions <sup>(2)</sup>		Integrated Advertising & Creativity Led Solutions <sup>(3)</sup>		Specialized Communications & Experiential Solutions <sup>(4)</sup>		Corporate and Other <sup>(5)</sup>		IPG Consolidated <sup>(1)</sup>	
	Three Months Ended September 30,		Three Months Ended September 30,		Three Months Ended September 30,		Three Months Ended September 30,		Three Months Ended September 30,	
	2024	2023 <sup>(6)</sup>	2024	2023 <sup>(6)</sup>	2024	2023 <sup>(6)</sup>	2024	2023	2024	2023
<b>Revenue Before Billable Expenses</b>	<b>\$ 1,025.7</b>	<b>\$ 1,060.0</b>	<b>\$ 848.9</b>	<b>\$ 877.7</b>	<b>\$ 368.1</b>	<b>\$ 371.3</b>			<b>\$ 2,242.7</b>	<b>\$ 2,309.0</b>
Segment/Adjusted EBITA	\$ 194.9	\$ 209.1	\$ 134.0	\$ 129.3	\$ 78.5	\$ 77.7	\$ (22.1)	\$ (18.3)	\$ 385.3	\$ 397.8
Restructuring Charges <sup>(7)</sup>	0.5	(0.1)	0.0	(0.5)	0.0	(0.2)	0.0	0.2	0.5	(0.6)
<b>Segment/Adjusted EBITA before Restructuring Charges</b>	<b>\$ 195.4</b>	<b>\$ 209.0</b>	<b>\$ 134.0</b>	<b>\$ 128.8</b>	<b>\$ 78.5</b>	<b>\$ 77.5</b>	<b>\$ (22.1)</b>	<b>\$ (18.1)</b>	<b>\$ 385.8</b>	<b>\$ 397.2</b>
<i>Margin (%) of Revenue Before Billable Expenses</i>	<i>19.1 %</i>	<i>19.7 %</i>	<i>15.8 %</i>	<i>14.7 %</i>	<i>21.3 %</i>	<i>20.9 %</i>			<i>17.2 %</i>	<i>17.2 %</i>

(1) Adjusted EBITA before restructuring charges is calculated as net income available to IPG common stockholders before provision for incomes taxes, total (expenses) and other income, equity in net loss of unconsolidated affiliates, net income attributable to non-controlling interests, amortization of acquired intangibles and restructuring charges.

(2) Comprised of IPG Mediabrands, Acxiom and our digital specialist agencies, which includes MRM, R/GA, and Huge.

(3) Comprised of McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies.

(4) Comprised of Weber Shandwick, Golin, our Experiential agencies, and IPG DXTRA Health.

(5) Corporate and Other is primarily comprised of selling, general and administrative expenses including corporate office expenses as well as shared service center and certain other centrally managed expenses that are not fully allocated to operating divisions.

(6) Results for the three months ended September 30, 2023 have been recast to reflect the transfer of certain agencies between reportable segments.

(7) Restructuring charges of \$0.5 and (\$0.6) in the third quarter of 2024 and 2023, respectively, are related to adjustments to our restructuring actions taken in 2022 and 2020.

(\$ in Millions)



# Adjusted EBITA before Restructuring Charges by Segment <sup>(1)</sup>

	Media, Data & Engagement Solutions <sup>(2)</sup>		Integrated Advertising & Creativity Led Solutions <sup>(3)</sup>		Specialized Communications & Experiential Solutions <sup>(4)</sup>		Corporate and Other <sup>(5)</sup>		IPG Consolidated <sup>(1)</sup>	
	Nine Months Ended September 30,		Nine Months Ended September 30,		Nine Months Ended September 30,		Nine Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023 <sup>(6)</sup>	2024	2023 <sup>(6)</sup>	2024	2023 <sup>(6)</sup>	2024	2023	2024	2023
<b>Revenue Before Billable Expenses</b>	<b>\$ 3,050.5</b>	<b>\$ 3,086.8</b>	<b>\$ 2,640.4</b>	<b>\$ 2,656.5</b>	<b>\$ 1,061.8</b>	<b>\$ 1,071.1</b>			<b>\$ 6,752.7</b>	<b>\$ 6,814.4</b>
Segment/Adjusted EBITA	\$ 469.5	\$ 433.5	\$ 374.6	\$ 358.4	\$ 175.9	\$ 194.2	\$ (91.2)	\$ (47.2)	\$ 928.8	\$ 938.9
Restructuring Charges <sup>(7)</sup>	0.8	(1.3)	0.3	(0.2)	0.3	0.7	0.0	0.1	1.4	(0.7)
<b>Segment/Adjusted EBITA before Restructuring Charges</b>	<b>\$ 470.3</b>	<b>\$ 432.2</b>	<b>\$ 374.9</b>	<b>\$ 358.2</b>	<b>\$ 176.2</b>	<b>\$ 194.9</b>	<b>\$ (91.2)</b>	<b>\$ (47.1)</b>	<b>\$ 930.2</b>	<b>\$ 938.2</b>
Margin (%) of Revenue Before Billable Expenses	15.4 %	14.0 %	14.2 %	13.5 %	16.6 %	18.2 %			13.8 %	13.8 %

(1) Adjusted EBITA before restructuring charges is calculated as net income available to IPG common stockholders before provision for incomes taxes, total (expenses) and other income, equity in net loss of unconsolidated affiliates, net income attributable to non-controlling interests, amortization of acquired intangibles and restructuring charges.

(2) Comprised of IPG Mediabrands, Acxiom and our digital specialist agencies, which includes MRM, R/GA, and Huge.

(3) Comprised of McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies.

(4) Comprised of Weber Shandwick, Golin, our Experiential agencies, and IPG DXTRA Health.

(5) Corporate and Other is primarily comprised of selling, general and administrative expenses including corporate office expenses as well as shared service center and certain other centrally managed expenses that are not fully allocated to operating divisions.

(6) Results for the nine months ended September 30, 2023 have been recast to reflect the transfer of certain agencies between reportable segments.

(7) Restructuring charges of \$1.4 and (\$0.7) in the first nine months of 2024 and 2023, respectively, are related to adjustments to our restructuring actions taken in 2022 and 2020.

(\$ in Millions)

# Reconciliation of Adjusted Results <sup>(1)</sup>

	Three Months Ended September 30, 2023				
	As Reported	Amortization of Acquired Intangibles	Restructuring Charges <sup>(2)</sup>	Net Losses on Sales of Businesses <sup>(3)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges <sup>(4)</sup></b>	<b>\$ 376.8</b>	<b>\$ (21.0)</b>	<b>\$ 0.6</b>		<b>\$ 397.2</b>
Total (Expenses) and Other Income <sup>(5)</sup>	(37.3)			\$ (12.1)	(25.2)
<b>Income Before Income Taxes</b>	<b>339.5</b>	<b>(21.0)</b>	<b>0.6</b>	<b>(12.1)</b>	<b>372.0</b>
Provision for Income Taxes	91.5	4.3	(0.2)	2.6	98.2
<i>Effective Tax Rate</i>	27.0 %				26.4 %
Equity in Net Loss of Unconsolidated Affiliates	(2.3)				(2.3)
Net Income Attributable to Non-controlling Interests	(2.0)				(2.0)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 243.7</b>	<b>\$ (16.7)</b>	<b>\$ 0.4</b>	<b>\$ (9.5)</b>	<b>\$ 269.5</b>
<b>Weighted-Average Number of Common Shares Outstanding - Basic</b>	<b>383.6</b>				<b>383.6</b>
Dilutive effect of stock options and restricted shares	1.9				1.9
<b>Weighted-Average Number of Common Shares Outstanding - Diluted</b>	<b>385.5</b>				<b>385.5</b>
<b>Earnings per Share Available to IPG Common Stockholders <sup>(6)</sup>:</b>					
Basic	\$ 0.64	\$ (0.04)	\$ 0.00	\$ (0.02)	\$ 0.70
Diluted	\$ 0.63	\$ (0.04)	\$ 0.00	\$ (0.02)	\$ 0.70

<sup>(1)</sup> The table reconciles our reported results to our adjusted non-GAAP results. Management believes the resulting comparisons provide useful supplemental data that, while not a substitute for GAAP measures, allow for greater transparency in the review of our financial and operational performance.

<sup>(2)</sup> Restructuring charges of (\$0.6) in the third quarter of 2023 are related to adjustments to our restructuring actions taken in 2022 and 2020.

<sup>(3)</sup> Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale.

<sup>(4)</sup> Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

<sup>(5)</sup> Consists of non-operating expenses including interest expense, interest income, and other expense, net.

<sup>(6)</sup> Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

(\$ in Millions, except per share amounts)

# Reconciliation of Adjusted Results<sup>(1)</sup>

	Nine Months Ended September 30, 2023				
	As Reported	Amortization of Acquired Intangibles	Restructuring Charges <sup>(2)</sup>	Net Losses on Sales of Businesses <sup>(3)</sup>	Adjusted Results (Non-GAAP)
<b>Operating Income and Adjusted EBITA before Restructuring Charges<sup>(4)</sup></b>	<b>\$ 875.8</b>	<b>\$ (63.1)</b>	<b>\$ 0.7</b>		<b>\$ 938.2</b>
Total (Expenses) and Other Income <sup>(5)</sup>	(91.7)			\$ (20.4)	(71.3)
<b>Income Before Income Taxes</b>	<b>784.1</b>	<b>(63.1)</b>	<b>0.7</b>	<b>(20.4)</b>	<b>866.9</b>
Provision for Income Taxes	135.9	12.7	(0.3)	4.0	152.3
<i>Effective Tax Rate</i>	<i>17.3 %</i>				<i>17.6 %</i>
Equity in Net Loss of Unconsolidated Affiliates	(1.7)				(1.7)
Net Income Attributable to Non-controlling Interests	(11.3)				(11.3)
<b>Net Income Available to IPG Common Stockholders</b>	<b>\$ 635.2</b>	<b>\$ (50.4)</b>	<b>\$ 0.4</b>	<b>\$ (16.4)</b>	<b>\$ 701.6</b>
<b>Weighted-Average Number of Common Shares Outstanding - Basic</b>	<b>385.0</b>				<b>385.0</b>
Dilutive effect of stock options and restricted shares	1.8				1.8
<b>Weighted-Average Number of Common Shares Outstanding - Diluted</b>	<b>386.8</b>				<b>386.8</b>
<b>Earnings per Share Available to IPG Common Stockholders<sup>(6)(7)</sup>:</b>					
Basic	\$ 1.65	\$ (0.13)	\$ 0.00	\$ (0.04)	\$ 1.82
Diluted	\$ 1.64	\$ (0.13)	\$ 0.00	\$ (0.04)	\$ 1.81

(1) The table reconciles our reported results to our adjusted non-GAAP results. Management believes the resulting comparisons provide useful supplemental data that, while not a substitute for GAAP measures, allow for greater transparency in the review of our financial and operational performance.

(2) Restructuring charges of (\$0.7) in the first nine months of 2023 are related to adjustments to our restructuring actions taken in 2022 and 2020.

(3) Primarily relates to losses on complete dispositions of businesses and the classification of certain assets as held for sale, as well as a loss related to the sale of an equity investment.

(4) Refer to non-GAAP reconciliation of Adjusted EBITA before Restructuring Charges on page 23.

(5) Consists of non-operating expenses including interest expense, interest income, and other expense, net.

(6) Earnings per share amounts are calculated on an unrounded basis but rounded for purposes of presentation.

(7) Basic and diluted earnings per share, both As Reported and Adjusted Results (Non-GAAP), includes a positive impact of \$0.17 related to the settlement of U.S. Federal Income Tax Audits for the years 2017-2018.

(\$ in Millions, except per share amounts)



# Metrics Update

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# Metrics Update

**CATEGORY:**

**SALARIES & RELATED**  
(% of Revenue Before Billable Expenses)

**OFFICE & OTHER DIRECT**  
(% of Revenue Before Billable Expenses)

**FINANCIAL**

**METRIC:**

Trailing Twelve Months

Trailing Twelve Months

Available Liquidity

Base, Benefits & Tax

Occupancy Expense

Credit Facility Covenant

Incentive Expense

All Other Office & Other Direct Expenses

Severance Expense

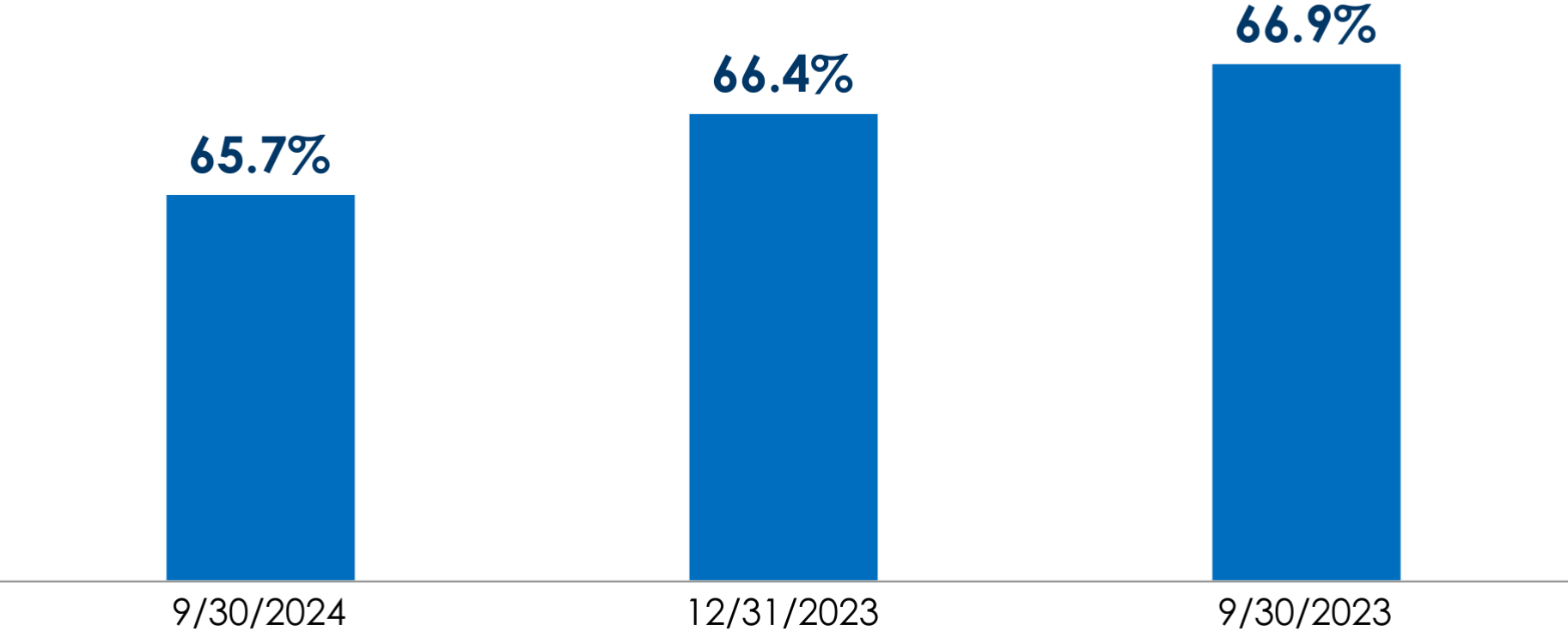
Temporary Help

All Other Salaries & Related Expense



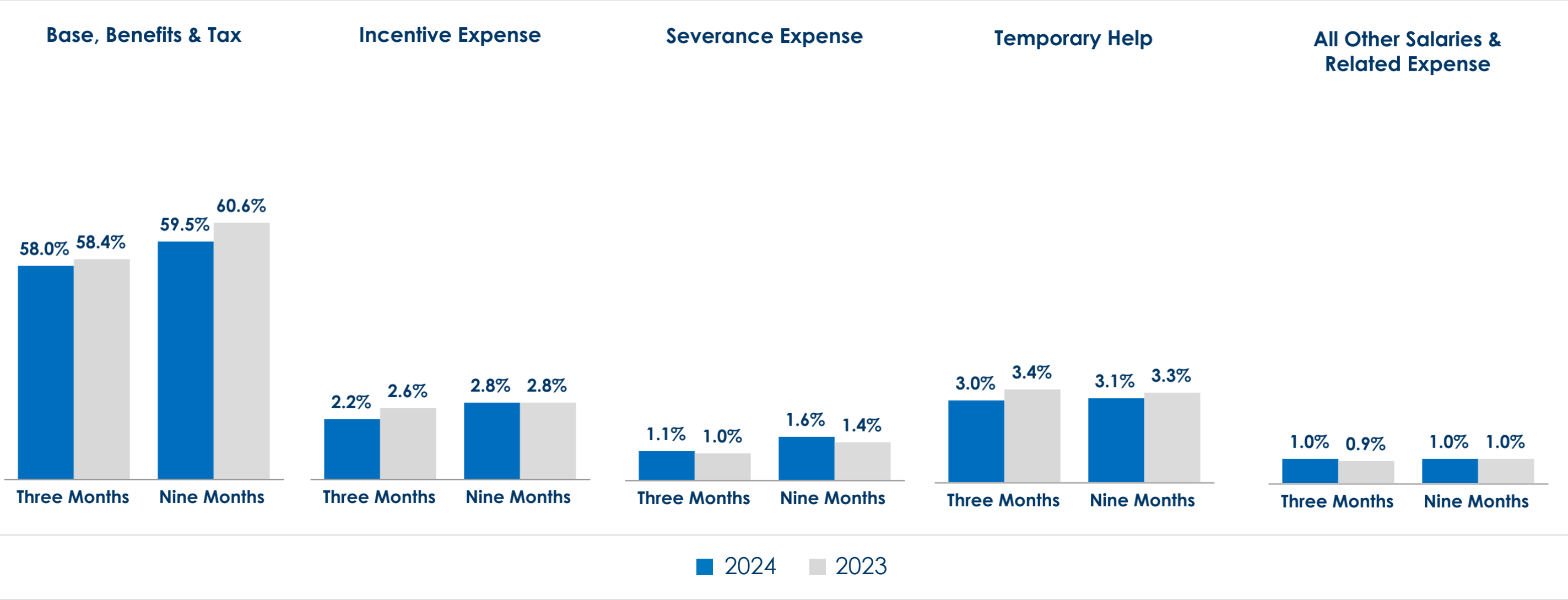
# Salaries & Related Expenses

% of Revenue Before Billable Expenses, Trailing Twelve Months



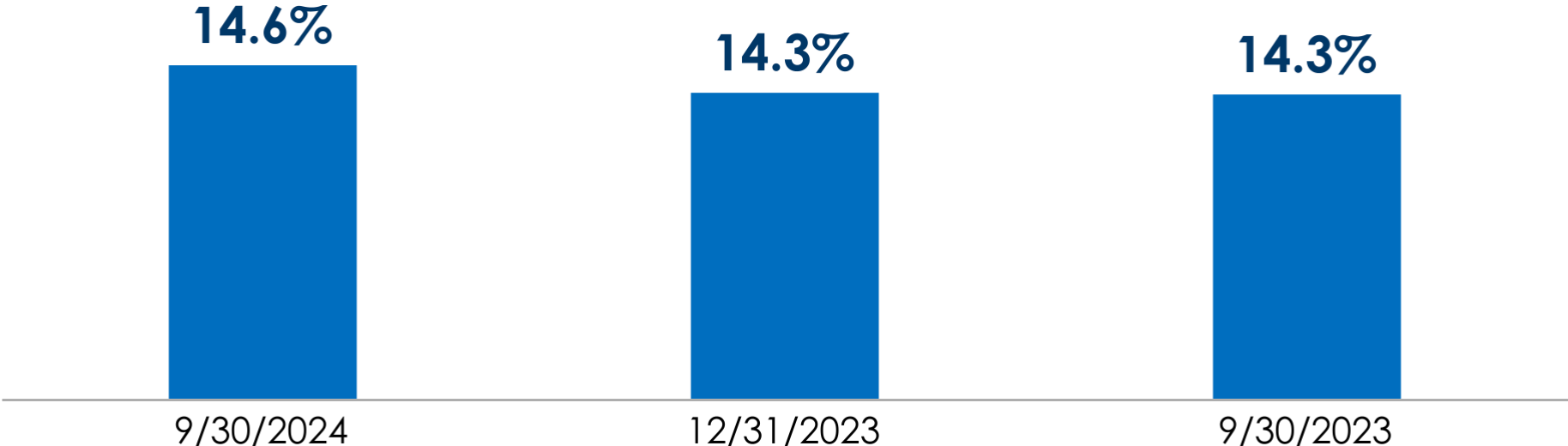
# Salaries & Related Expenses (% of Revenue Before Billable Expenses)

Three and Nine Months Ended September 30



# Office & Other Direct Expenses

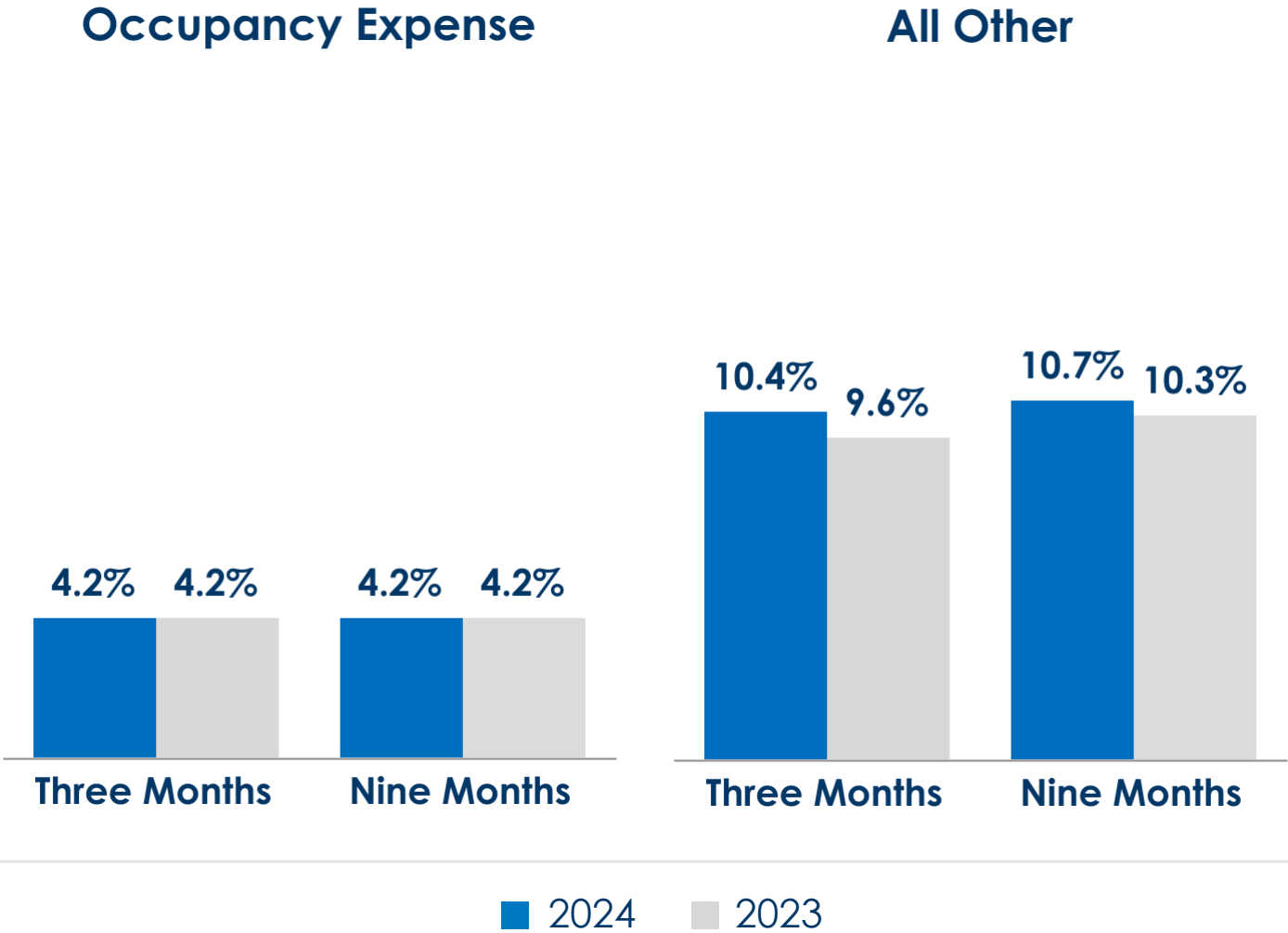
% of Revenue Before Billable Expenses, Trailing Twelve Months





# Office & Other Direct Expenses (% of Revenue Before Billable Expenses)

Three and Nine Months Ended September 30

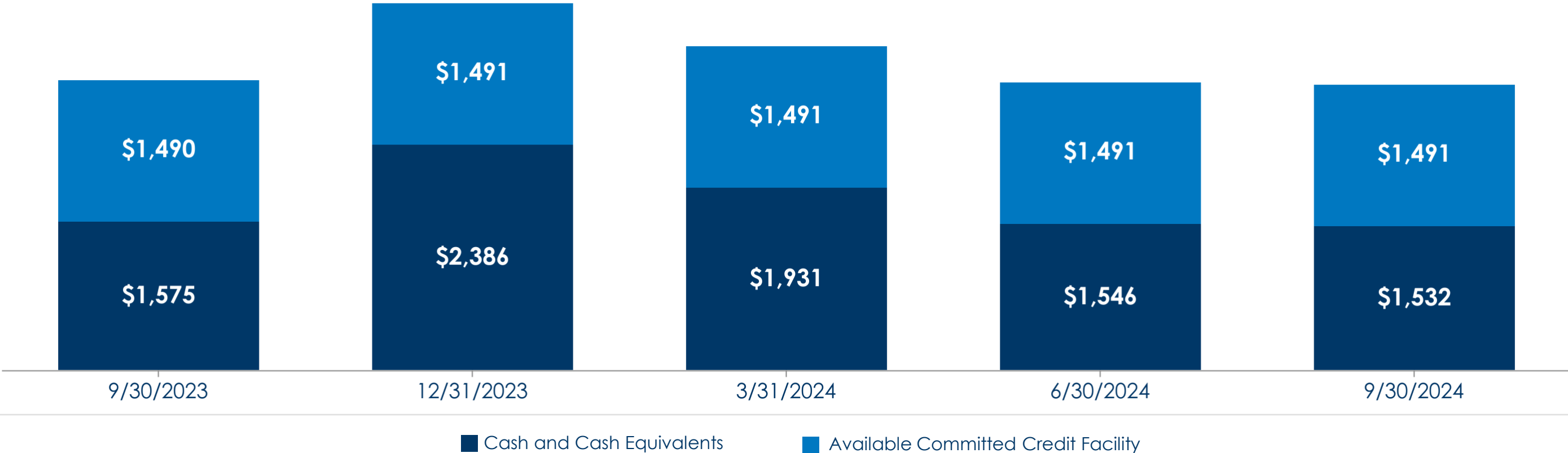


“All Other” primarily includes software and cloud based expenses, client service costs, travel and entertainment, professional fees, spending to support new business activity, telecommunications, non-pass through production expenses, office supplies, bad debt expense, foreign currency losses (gains), adjustments to contingent acquisition obligations and other expenses.



# Available Liquidity

Cash, Cash Equivalents + Available Committed Credit Facilities



(\$ in Millions)



# Credit Facility Covenant

Financial Covenant	Four Quarters Ended September 30, 2024
Leverage Ratio (not greater than) <sup>(1)</sup>	3.50x
<b>Actual Leverage Ratio</b>	<b>1.64x</b>
CREDIT AGREEMENT EBITDA RECONCILIATION:	Four Quarters Ended September 30, 2024
Net Income Available to IPG Common Stockholders	\$ 808.2
Non-Operating Adjustments <sup>(2)</sup>	433.9
Operating Income	\$ 1,242.1
+ Depreciation and Amortization	324.1
+ Other Non-cash Charges Reducing Operating Income	234.0
<b>Credit Agreement EBITDA <sup>(1)</sup>:</b>	<b>\$ 1,800.2</b>

<sup>(1)</sup> The leverage ratio is defined as debt as of the last day of such fiscal quarter to EBITDA (as defined in the Credit Agreement) for the four quarters then ended. Management utilizes Credit Agreement EBITDA, which is a non-GAAP financial measure, as well as the amounts shown in the table above, calculated as required by the Credit Agreement, in order to assess our compliance with such covenants.

<sup>(2)</sup> Includes adjustments of the following items from our consolidated statement of operations: provision for income taxes, total (expenses) and other income, equity in net loss of unconsolidated affiliates, and net income attributable to non-controlling interests.

(\$ in Millions)

# Cautionary Statement

This investor presentation contains forward-looking statements. Statements in this investor presentation that are not historical facts, including statements regarding goals, intentions and expectations as to future plans, trends, events, or future results of operations or financial position, constitute forward-looking statements. Without limiting the generality of the foregoing, words such as “may,” “will,” “expect,” “believe,” “anticipate,” “estimate,” “project,” “forecast,” “plan,” “intend,” “could,” “would,” “should,” “will likely result” or comparable terminology are intended to identify forward-looking statements. Forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties, which could cause our actual results and outcomes to differ materially from those reflected in the forward-looking statements, and are subject to change based on a number of factors, including those outlined under Item 1A, Risk Factors, in our most recent Annual Report on Form 10-K, and our other filings with the Securities and Exchange Commission (“SEC”). Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

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 statement. Such factors include, but are not limited to, the following:

- the effects of a challenging economy on the demand for our advertising and marketing services, on our clients’ financial condition and on our business or financial condition;
- our ability to attract new clients and retain existing clients;
- our ability to retain and attract key employees;
- risks associated with the effects of global, national and regional economic conditions, including counterparty risks and fluctuations in interest rates, inflation rates and currency exchange rates;
- the economic or business impact of military or political conflict in key markets;
- the impacts on our business of any pandemics, epidemics, disease outbreaks or other public health crises;
- risks associated with assumptions we make in connection with our critical accounting estimates, including changes in assumptions associated with any effects of a challenging economy;
- potential adverse effects if we are required to recognize impairment charges or other adverse accounting-related developments;
- developments from changes in the regulatory and legal environment for advertising and marketing services companies around the world, including laws and regulations related to data protection and consumer privacy; and
- the impact on our operations of general or directed cybersecurity events.

Investors should carefully consider the foregoing factors and the other risks and uncertainties that may affect our business, including those outlined under Item 1A, Risk Factors, in our most recent annual report on Form 10-K, and our other SEC filings. Investors are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update or revise publicly any of them in light of new information, future events, or otherwise.