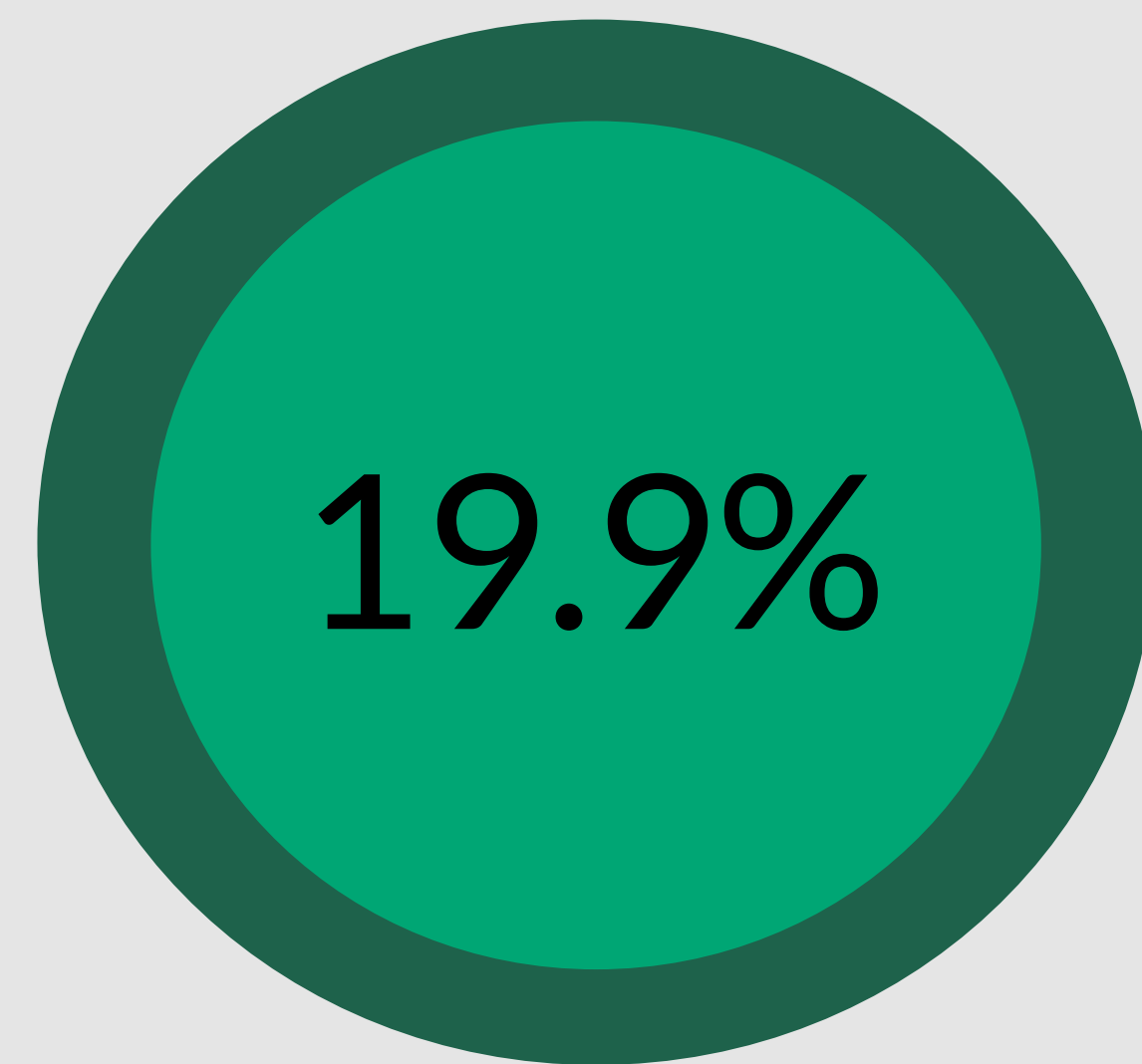


Lamar Advertising 2021 Q3 Overview



Site Lease Expense

▼ 14.9%



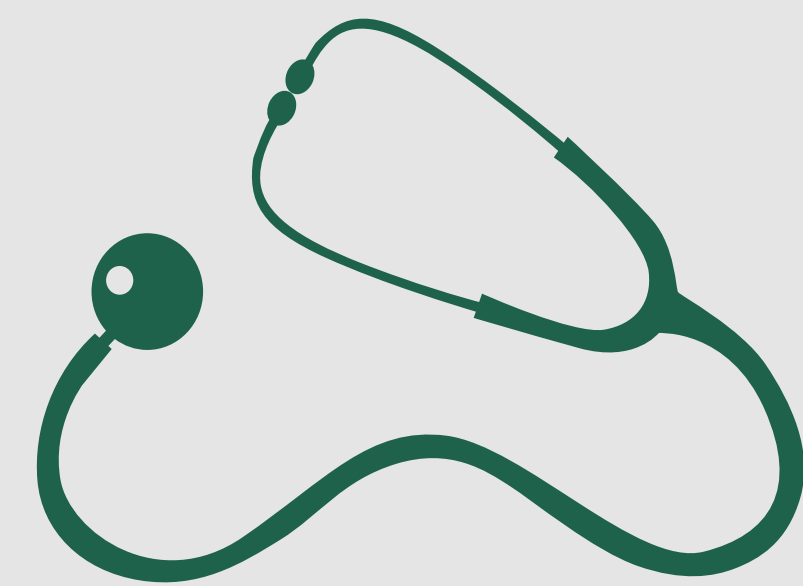
Q3 Revenue

▲ 23.5%



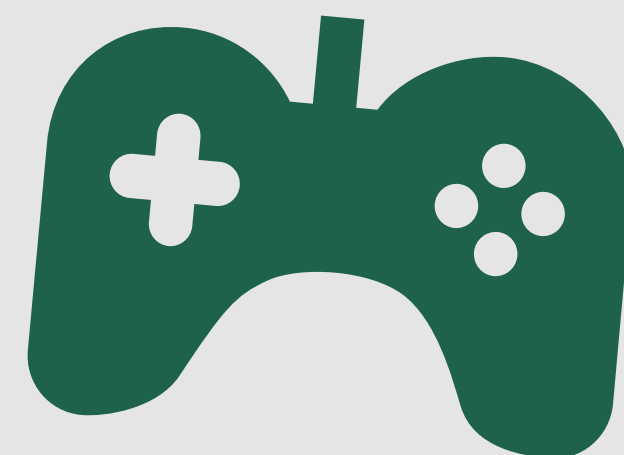
Average Remaining
Lease Term

(For Three Months Ended September 30, 2021)



Top Categories:

Gaming
Healthcare
Real Estate



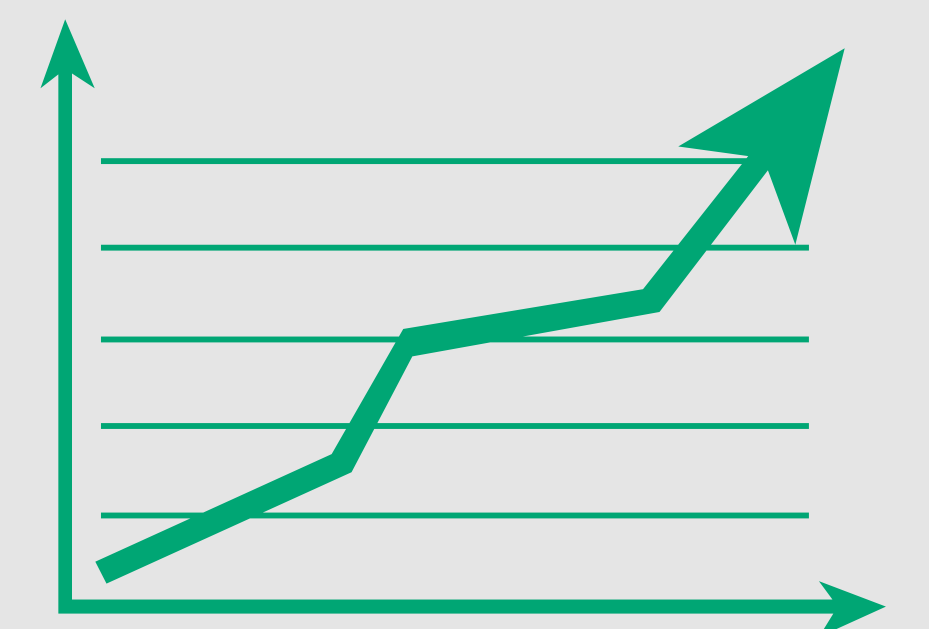
"we have added about **135 digital units organically this year**" - Sean Reilly (CEO)

135

"I feel like the setup for 2022 is as good as I've seen in my career here at Lamar" - Sean Reilly (CEO)

"As of the end of Q3, we had closed 22 acquisitions for just over \$100 million" -Sean Reilly (CEO)

"We are surpassing 2019 across virtually every metric" - Sean Reilly (CEO)



24% National and programmatic represented 24% of sales