



## Cumulus Media Inc. Q2 2008 Earnings Call Transcript

### Question-and-Answer Session

---

#### Operator

(Operator Instructions) The first question comes from Marci Ryvicker with Wachovia Capital Markets.

#### Marci Ryvicker - Wachovia Capital Markets

Can you give us the normalized EPS in the quarter if you were to exclude the termination fee and the associated tax along with that, and then can you talk about for the third quarter how pacsings are by month?

#### Lewis W. Dickey, Jr.

Marci, we don't give the information out on a monthly basis, but suffice it to say that right now it's more of a barbell with July and September looking stronger than August, obviously due to the Olympics and it's not really anything which comes as a big surprise, it is going to be the softest month of the quarter.

#### Marci Ryvicker - Wachovia Capital Markets

Can you also talk about your interactive initiatives as we haven't heard from you guys in a while, just wanted to know what you're doing there.

#### Lewis W. Dickey, Jr.

Well as I mentioned in the prepared remarks, Marci, we're working on developing new products that can help us leverage these existing relationships with our clients, and we're doing a lot of incubating in a number of select markets right now, and so, when the time is right and we're ready to roll it out company-wide, we'll be talking more about it. We've got some exciting things though and we're very optimistic about our ability to continue to create more products as I mentioned earlier that are going to give us an opportunity to leverage those relationships.

#### Martin R. Gausvik

Excluding that \$15 million in tax affecting it, the normalized EPS would be \$0.35. As you know, we had a big jump. One of the other items that had an impact was our interest expense as you can see; our derivatives, we have to mark that to market every quarter. Last quarter we had a huge, almost \$10 or \$11 million charge associated with that; this quarter we have a positive of about \$11 million on our mark to market on our derivatives; so, that also kind of played heavily in the EPS for the quarter.

**Operator**

The next question comes from Bishop Cheen with Wachovia Capital Markets.

**Bishop Cheen - Wachovia Capital Markets**

You often give us a little color on CMP Media partners on this call and I'm wondering if you'd do that.

**Lewis W. Dickey, Jr.**

Bishop we're going to be filing our Q here by the end of the week on CMP, and so, that's the time Marty can take questions offline, yet to file the Q.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.