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InnerWorkings, GateHouse Media Announce Multi-Year Affiliation

Using InnerWorkings technology, GateHouse Media expects significant cost savings and increased quality

CHICAGO--(BUSINESS WIRE)-- InnerWorkings (NASDAQ: INWK) and GateHouse Media announced today that they have entered into a comprehensive, long-term commercial agreement whereby the premier global marketing execution firm will become the exclusive provider for most marketing materials across GateHouse Media's North American locations.

Under the terms of the agreement, InnerWorkings will assume responsibility for the production of multiple GateHouse Media products, including marketing collateral, promotional items, and high-quality publications. GateHouse Media will also benefit from VALO®, InnerWorkings' proprietary technology platform that provides a centralized location to purchase and track marketing materials, as well as access to InnerWorkings' deep bench of trusted suppliers.

"We're excited to tap into InnerWorkings' expertise in marketing procurement," said Bernie Szachara, GateHouse Media's President Eastern U.S. Publishing Operations. "Working with InnerWorkings will allow GateHouse properties to recognize significant cost savings while receiving a consistently high-quality product. It's an exciting proposition, and I've had the benefit of seeing their solution work firsthand for another major media company."

Eric D. Belcher, InnerWorkings' Chief Executive Officer, notes, "For companies operating at the national and global level, transitioning to a single-source marketing execution platform is nothing short of transformative. Coupled with our on-the-ground support and world-class technology solutions, our approach is a powerful triple threat, streamlining processes, supporting clear communication, and promoting real transparency at every level. We're very proud to be playing an important role in helping GateHouse Media to meet its objectives."

For more information about GateHouse Media, visit www.gatehousemedia.com, and for more about InnerWorkings, visit www.inwk.com.

About InnerWorkings, Inc.

InnerWorkings, Inc. (NASDAQ: INWK) is the leading global marketing execution firm serving Fortune 1000 brands across a wide range of industries. As a comprehensive outsourced enterprise solution, the Company leverages proprietary technology, an extensive supplier network and deep domain expertise to streamline the production of branded materials and retail experiences across geographies and formats. InnerWorkings is headquartered in Chicago, IL and employs more than 1,500 individuals to support global clients in the execution of multi-faceted brand campaigns in every major market around the world. Among the many industries InnerWorkings serves are: retail, financial services, hospitality, consumer packaged goods, not-for-profits, healthcare, food & beverage, broadcasting & cable, and transportation. For more information visit: www.inwk.com.

About GateHouse Media

GateHouse Media, LLC, headquartered in Pittsford, New York, is a wholly owned subsidiary of New Media Investment Group Inc., which is focused primarily on investing in a high quality, diversified portfolio of local media assets and on growing existing advertising and digital marketing businesses. GateHouse Media is one of the largest publishers of locally based print and online media in the United States as measured by its 121 daily publications. As of September 25, 2016, the Company operates in over 525 markets across 36 states. New Media's portfolio of products, as of September 25, 2016, includes over 600 business and community publications and over 525 websites, serves more than 200,000 business advertising accounts, and reaches 20 million people on a weekly basis. For more information regarding GateHouse Media, please visit www.gatehousemedia.com.

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