# ARNOLDO MONDADORI EDITORE SpA 

Share Capital Euro 67,451,756.32<br>Head Offices in Milan<br>Administrative Offices in Segrate (Milan)

Half-Year Report as at 30 June 2011

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## Mondadori Group operations

A further slowdown in manufacturing and consumption was again registered in Italy in the last months of the first half of the year in question, along with an increase in unemployment. The particularly critical situation in some EU countries also intensified worries in all EU member states, with alarming impacts from a financial and national accounts perspective.

In relation to the markets of reference for the Mondadori Group the following should be noted:

- the Italian book market was characterised by the absence of bestsellers, though the market as a whole remained essentially steady against the previous year;
- the current crisis has had an impact on magazines, which posted a drop in sales in the first six months of the year in both Italy and France;
- a climate of uncertainty spread in both countries: advertising in Italy was up and down, with peaks in some months and troughs in others, while the increases registered for a few consecutive months in France stopped in May.

As to the results achieved by Mondadori Group in the first half of the year in question, the following should be noted:

- sales rose slightly, thanks to the good performance of all business activities and the contribution provided by the developing digital business;
- operating profitability improved, mainly as a consequence of the better performance of the core business: both magazines and books increased their profitability thanks to steady revenues and the positive results attained as a result of the effective implementation of cost reduction policies;
- growth in the digital business accelerated, along with the development of the websites relative to the main names, the applications, the development and increased loyalty in the communities, online sales of "physical" and "virtual" books and, last but not least, the launch of new business activities;
- the capital gain resulting from the transfer of the equal interest held in the Cosmopolitan publishing house to the Hearst Group

Here below are the financial highlights as at 30 June 2011.
Consolidated sales amounted to euro 741.4 million, up $2 \%$ against euro 726.8 million registered in 2010. Higher revenues ( + euro 14.6 million) were essentially derived from improved performance in the digital business.

Consolidated EBITDA equalled euro 59.0 million, up $8.1 \%$ against euro 54.6 million registered in the previous year. With the exclusion of extraordinary items and capex relative to the development of the digital business, EBITDA would be up $8.6 \%$ against the same period in 2010.

Consolidated EBIT totalled euro 47.9 million, up $11.9 \%$ against euro 42.8 million in 2010, with amortisation and depreciation of tangible and intangible assets for euro 11.1 million (euro 1.8 million in 2010).

Consolidated profit before taxes amounted to euro 37.5 million, up $21.8 \%$ against euro 30.8 million of the previous year, thanks to reduced financial charges as a result of the debt restructuring actions undertaken in the last 12 months.

Consolidated net profit totalled euro 22.7 million, up $50.3 \%$ against the euro 15.1 million registered in the same period of 2010

Gross cash flow in the first half of 2011 equalled euro 33.8 million, against euro 26.9 million registered in 2010.

The net financial position fell from euro -342.4 million as at 2010 year end to euro -399.2 million as at 30 June 2011 (euro - 393.0 million as at 30 June 2010), as a result of dividend payouts for approximately euro 40 million.

The performance relative to each sector of activity in which Mondadori operates is analysed in detail in a section dedicated to the Group's divisions. Here below is a summary of the key elements.

## Financial and non-financial indicators

The table below shows the financial highlights relative to the first half of the year under inves tigation, along with the previous year's data for comparison purposes.

| Consolidated income statement <br> (Euro/million) | 1st half 2011 | 1st half 2010 | Var. \% |
| :--- | ---: | ---: | ---: |
| Revenues from sales and services | 741.4 | 726.8 | $2.0 \%$ |
| Personnel | 137.7 | 134.3 | $2.5 \%$ |
| Cost of sales and operating costs (*) | 557.0 | 541.0 | $3.0 \%$ |
| Income (charges) from investments |  |  |  |
| valued at equity |  |  | $296.8 \%$ |
| EBITDA | $\mathbf{5 9 . 3}$ | 3.1 | $\mathbf{8 . 1 \%}$ |
| EBITDA on revenues | $8.0 \%$ | $7.5 \%$ |  |
| Depreciation of properties, plants and machinery | 5.6 | 6.2 | $(9.7 \%)$ |
| Amortisation of intangible assets | 5.5 | 5.6 | $(1.8 \%)$ |
| EBIT | $\mathbf{4 7 . 9}$ | $\mathbf{4 2 . 8}$ | $\mathbf{1 1 . 9 \%}$ |
| EBIT on revenues | $6.5 \%$ | $5.9 \%$ |  |
| Net financial revenues (costs) | $(10.4)$ | $(12.0)$ | $(13.3 \%)$ |
| Revenues (costs) from other investments | - | - |  |
| Profit before taxes for the period | $\mathbf{3 7 . 5}$ | $\mathbf{3 0 . 8}$ | $\mathbf{2 1 . 8 \%}$ |
| Income tax | 14.8 | 15.3 | $(3.3 \%)$ |
| Minority interests | - | 0.4 | $(100.0 \%)$ |
| Net profit | $\mathbf{2 2 . 7}$ | $\mathbf{1 5 . 1}$ | $\mathbf{5 0 . 3 \%}$ |

(*) This item includes the following sub-items: decrease (increase) in inventory; costs for raw, ancillary, consumption materials and goods; costs for services; other costs (revenues).

Consolidated revenues amounted to euro 741.4 million, up $2 \%$.

| Sales by sector of activity <br> (Euro/million) | 1st half 2011 | 1st half 2010 | Var. \% |
| :--- | ---: | ---: | ---: |
| Books | 166.9 | 168.0 | $(0.6 \%)$ |
| Magazines Italy | 247.8 | 250.0 | $(0.9 \%)$ |
| Magazines France | 172.4 | 168.4 | $2.4 \%$ |
| Advertising | 117.5 | 119.9 | $(2.0 \%)$ |
| Digital | 8.8 | 2.2 | $300.0 \%$ |
| Direct and Retail | 123.1 | 108.9 | $13.0 \%$ |
| Radio | 8.2 | 7.6 | $7.9 \%$ |
| Corporate and other business activities | 11.2 | 9.7 | $15.5 \%$ |
|  |  |  |  |
| Total aggregate revenues | $\mathbf{8 5 5 . 9}$ | $\mathbf{8 3 4 . 7}$ | $\mathbf{2 . 5 \%}$ |
| Intercompany revenues | $(114.5)$ | $(107.9)$ | $6.1 \%$ |
| Total consolidated revenues | $\mathbf{7 4 1 . 4}$ | $\mathbf{7 2 6 . 8}$ | $\mathbf{2 . 0 \%}$ |

Consolidated revenues by geographical area are broken down in the table below.

| Sales by geographical area <br> (Eurofmillion) | 1st half 2011 | 1st half 2010 | Var. \% |
| :--- | ---: | ---: | ---: |
| Italian domestic market | 554.2 |  |  |
| France | 164.8 | 543.6 | $1.9 \%$ |
| Other EU countries | 17.5 | 160.8 | $2.5 \%$ |
| US market | 0.2 | 18.1 | $(3.3 \%)$ |
| Other countries | 4.7 | 0.2 | - |
| Total consolidated revenues | $\mathbf{7 4 1 . 4}$ | 4.1 | $14.6 \%$ |

## Books

In the first half of 2011, book sales amounted to euro 166.9 million, down $0.6 \%$ against the same period of the previous year

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues from books | 163.7 | 165.4 |
| Other revenues | 3.2 | 2.6 |
|  | $\mathbf{1 6 6 . 9}$ | $\mathbf{1 6 8 . 0}$ |
| Operating costs | $(151.2)$ | $(153.5)$ |
| EBITDA | $\mathbf{1 5 . 7}$ | $\mathbf{1 4 . 5}$ |
| Amortisation and depreciation | $(0.7)$ | $(0.9)$ |
| EBIT | $\mathbf{1 5 . 0}$ | $\mathbf{1 3 . 6}$ |

Nielsen market data for the first half of 2011 confirmed the Group's leadership in the Trade segment, with a share of approximately $26,4 \%$. The individual publishing houses confirmed their leadership position in Italy, with Mondadori ranking first with a market share equal to $13.1 \%$, up $0.1 \%$ against the same period of the previous year.

| Publishing house | Market share <br> 1st half 2011 | Market share <br> 1st half 2010 |
| :--- | ---: | ---: |
| Mondadori | $13.1 \%$ |  |
| Einaudi | $5.7 \%$ | $13.0 \%$ |
| Piemme | $4.0 \%$ | $5.4 \%$ |
| Sperling \& Kupfer | $2.2 \%$ | $4.2 \%$ |
| Other Mondadori Group companies | $1.4 \%$ | $2.1 \%$ |
| Total Mondadori Group | $\mathbf{2 6 . 4 \%}$ | $1.7 \%$ |
| RCS group | $11.4 \%$ | $\mathbf{2 6 . 4 \%}$ |
| Gems group | $10.4 \%$ | $11.4 \%$ |
| Giunti group | $6.1 \%$ | $10.0 \%$ |
| Feltrinelli | $4.2 \%$ | $5.7 \%$ |

It should be noted that the market shares indicated above refer only to medium-large book stores and do not include hypermarkets.

Below is a detailed analysis of revenues by publishing house:

| Books <br> (Euro/million) | 1st half 2011 | 1st half 2010 | Var. \% |
| :--- | ---: | ---: | ---: |
| Edizioni Mondadori | 60.1 | 55.5 | $8.3 \%$ |
| Einaudi | 25.7 | 23.8 | $8.0 \%$ |
| Mondadori Electa | 16.2 | 16.3 | $(0.6 \%)$ |
| Sperling \& Kupfer | 12.9 | 13.9 | $(7.2 \%)$ |
| Mondadori Education | 14.1 | 14.3 | $(1.4 \%)$ |
| Edizioni Piemme | 20.6 | 24.2 | $(14.9 \%)$ |
| Distribution and logistics | 14.1 | 17.4 | $(19.0 \%)$ |
| Other revenues | 3.2 | 2.6 | $23.1 \%$ |
| Total consolidated revenues | $\mathbf{1 6 6 . 9}$ | $\mathbf{1 6 8 . 0}$ | $\mathbf{0 . 6 \%}$ |

## Edizioni Mondadori

In the first half of 2011 Edizioni Mondadori posted revenues of euro 60.1 million, up $8.3 \%$ against the same period of the previous year.
The validity of the Mondadori offering was also evidenced by the titles which qualified as finalists in Italy's most prestigious literary awards in 2011, including Federica Manzon's novel "Di fama e di sventura", short listed for the Campiello literary award; "Ternitti" by Mario Desiati, short listed for the Strega literary prize, and "La fine del mondo storto" by Mauro Corona, which won the Bancarella literary award.

For Narrativa Italiana (Fiction) Margaret Mazzantini's string of successes continued with "Nessuno si salva da solo", which sold 300,000 copies in just the last three months. Special mention is also due to the new novel "Otel Bruni" by Valerio Massimo Manfredi, the author's first book published in the SIS series, which sold 95,000 copies and the recent publication of Mauro Corona's La ballata della donna ertana (45,000 copies).
With regard to foreign fiction, the best-selling and top-ranking books in the first half of 2011 were "Le luci di settembre" by Carlos Ruiz Zafón (190,000 copies) and "Autopsia virtuale", the new thriller by Patricia Cornwell (135,000 copies).

In the non-fiction sector, in addition to the excellent performance of "Sanguisughe" by Mario Giordano, which sold more than 100,000 copies, the new "Cosa tiene accese le stelle" by Mario Calabresi, which hit bookstore shelves in mid-May, sold over 60,000 copies. The TV format "Hotel Patria" was developed after the publishing project, and is currently reprising the book's commercial success

Considerable success was also achieved by "Viva l’Italia!" by Aldo Cazzullo and "La patria bene o male. Almanacco essenziale dell'Italia unita (in 150 date)" by Carlo Fruttero and Massimo Gramellini, released at the end of 2010. The first sold 100,000 copies, while the second, accompanied by the release of the iPad app version on 2 June, sold 120,000 copies

The new NumeriPrimi ${ }^{\circ}$ trademark was launched in March, representing the very best of the quality paperback offering from the Group's publishing houses. In four months it sold over one million copies.
As for children's books, "La prima indagine di Theodore Boone" by John Grisham posted a positive performance with 55,000 copies sold. This is the first book by the author dedicated to children. Worth mentioning is also the release of the third volume of the "Percy Jackson e gli dei dell' Olimpo, La maledizione del Titano" saga by Rick Riordan, which sold 50,000 copies as a he end of the period in question. Focus Junior and Oscar Junior also confirmed their success, partly as a result of the Spring promotional campaign targeting children aged 6-9.

## Giulio Einaudi Editore

As at 30 June 2011 total net revenues were up $8 \%$.
Among the new titles are: "Libertà" by Jonathan Franzen (99,000 copies), "Il Leopardo" by Jo Nesbo (48,000 copies), "Ave Mary. E la Chiesa inventò la donna" by Michela Murgia (57,000 copies), "La cavalcata dei morti" by Fred Vargas (47,000 copies), "Scuote l’anima mia Eros" by Eugenio Scalfari (47,000 copies), "Il sogno del Celta" by Mario Vargas Llosa (34,000 copies), "Il signor Cevdet e i suoi figli" by Orhan Pamuk (24,000 copies), "Momenti di trascurabile felicità" by Francesco Piccolo (45,000 copies), released at the end of 2010 and "L'unico figlio" by Anne Holt (30,000 copies).
As for the NumeriPrimi ${ }^{\circ}$ offering, special mention is due to the release of "Che la festa com inci", the successful book by Niccolò Ammaniti (49,000 copies).

## Art books and exhibitions

Mondadori Electa revenues for the first half of 2011 totalled euro 16.2 million, slightly down against euro 16.3 million registered in the first half of 2010.
Book sales held steady against the previous year, despite the difficult situation regarding ilustrated books and art books. The good performance of the Geo campaign should be noted, as well as the steady performance of the Varia Mondadori line, thanks to the multiple marketing initiatives undertaken at the POS level.
In the cultural heritage area, sales dropped by $2.4 \%$ as a result of the significantly lower number of activities organised in the context of the museum concessions in the Campania region, which was partially counterbalanced by a larger number of activities developed for the archeological sites in Rome, which registered a growing tourist flow.
Despite projections, the specifications for the tenders relative to ancillary services regarding he main cultural sites have not yet been published, one year after the launch of the procedures

## Sperling \& Kupfer

In the first half of 2011, Sperling \& Kupfer posted revenues of euro 12.9 million ( $-7.2 \%$ against 2010), reflecting the absence of the positive contribution of Sveva Casati Modignani's new title in 2010 and the excellent performance of the books inspired by the TV series "Il mondo di Patty".
As to Fiction, the following should be noted: "Sanctus" by Simon Toyne (41,800 copies), in addition to the new titles by successful authors like Guillaume Musso with his "La ragazza di carta" (33,000 copies), Mary Higgins Clark with "Nessuno mi crede" (19,300 copies) and Nicholas Sparks with "Vicino a te non ho paura" (122,000 copies) published under the Frassinelli rademark.
In the Non-Fiction segment, the good performance of "La dieta Dukan" by Pierre Dukan 83,000 copies including the version with recipes) deserves special mention, topping the sales charts since February. Among the other new titles worthy of mention in the period of reference are the following NumeriPrimi ${ }^{\circ}$ branded paperbacks: "Donne che corrono coi lupi" by Clarissa Pinkola Estès, "L'ultima canzone" by Nicholas Sparks and "Mister Gregory" by Sveva Casati Modignani.

## Mondadori Education

As at 30 June 2011 Mondadori Education posted net revenues of euro 14.1 million, down slightly $(-1.4 \%)$ against the same period of the previous year.
In the first half of 2011 the new religion scholastic programmes were introduced, leading the publishing houses to focus attention on this sector, given the permanent freeze on the adoption of new textbooks in the primary schools. Despite the unusually high number of books published by competitors, Mondadori Education retained its 20\% market share, confirming its leadership in the segment
In the first year of secondary school, the situation regarding the adoption of textbooks improved. The performance of the new edition of the first volume of the music textbook "Fantasia e Musica" by Rosanna Castello, was excellent with 37,000 copies sold and expectations for the year are on the order of approximately 90,000 copies for both volumes.
In the second year of secondary school a $2 \%$ increase in the adoption of textbooks was regis
tered. Noteworthy is the package of Sensini grammar textbooks, with sales projections on the order of 150,000 copies.
Among the new titles, an excellent performance was posted by the two-year anthology "MeravigliosaMente" by Beatrice Galli, Maria Letizia Quinzio and Eva Cantarella (20,000 copies) and the chemistry textbook "Chimica per noi" by Aurora Allegrezza, Marilena Righetti and Fabio Tottola (over 22,000 copies).
In the first half of March the new website www.mondadorieducation.it was launched, which has already registered almost 30,000 monthly hits for online school e-book sales.

## Edizioni Piemme

In the first half of 2011, Edizioni Piemme posted reduced revenues against the same period in 2010 , down by $14.9 \%$.
In Novels, noteworthy is the positive performance of "Vicino, sempre più vicino" by Jennifer Weiner ( 21,000 copies), "Profumo di spezie proibite" by Priya Basil ( 21,000 copies) and the esoteric thriller "La stirpe di Maria Maddalena" by Kathleen McGowan (20,000 copies). Also positive was the Edizioni Piemme launch of "Semina il vento" by the successful author Alessandro Perissinotto (15,000 copies).

In the Non-Fiction category, the best performances were posted by: "Lunga è la notte" by Jerry Clark and Anthony Flacco ( 33,000 copies) and the reprint of "Falli soffrire 2.0. Gli uomini preferiscono le stronze" by Sherry Argov, which sold 39,000 copies
As for books on religion, a good performance was posted by the new titles, including "L'aldilà nei messaggi di Medjugorje" by Father Livio Fanzaga and Diego Manetti (20,000 copies) and "Il Messaggio" by Anthony De Mello (19,000 copies).
The revenues of the Paperback line dropped slightly against the corresponding period of the previous year, though last year's performance included the launch of Khaled Hosseini's latest success, "Mille splendidi soli" in the Bestseller line. Among the new titles to note are: "La sposa ribelle" by Hanan Al-Shaykh, which sold 18,000 copies, and the following three titles: "A un passo dal baratro" by Paolo Brosio (50,000 copies), "Terroni" by Pino Aprile (27,000 copies) and "La lista" by Michael Connelly ( 26,000 copies), published under the NumeriPrimi ${ }^{\circ}$ trademark.
As for Juniors, net revenues remained essentially steady against the previous year, but with a different performance in the two main lines. The Stilton line increased net sales by $+7.7 \%$ against the first half of 2010, while sales of the Il Battello a Vapore line dropped overall, despite the success of the three new titles launched under the GOL! trademark (at the top of the sales charts for the line, each with between 23,000 and 26,000 copies sold).
In the Stilton line, noteworthy performances were posted by "Le avventure di Re Artù" (86,000 copies) and "Viaggio nel tempo 4" ( 82,000 copies). Excellent results were also registered by the new "I Preistotopi" line (two titles with 33,000 and 31,000 copies sold, respectively) and the fantasy tale "Principessa del buio" ( 32,000 copies).
The Freeway line for young adults is definitely on a rising trend, thanks to the good sales performance of "Angeli nell'ombra" (16,000 copies sold) by Becca Fitzpatrick. Sales of the Paperback Junior line held steady.

## E-book

With the concurrent release of the hard copy and the e-book version for the majority of the new titles, the Divisione Libri Trade reached a total of approximately 2,000 e-books offered in the catalogue ( 2,300 including the titles of the Harlequin Mondadori S.p.A. joint venture), comprising the various products released in the App world.
Sales performance held steady in the first half of the year under investigation and a rising trend is expected in the second half of the year.

## Distribution and logistics

The distribution activity on behalf of Third Party Publishing Houses generated revenues for euro 14.1 million, corresponding to a $19 \%$ reduction against the first half of 2010. The downward trend reflected the different situation registered in 2010, during which very successful books were released, such as "Nel mare ci sono i coccodrilli" by Fabio Geda and the pocket book version of "Io sono Dio" by Giorgio Faletti, both published by Baldini Castaldi Dalai Editore. Fewer copies were sold in 2011, and with a lower average price, partly due to the success of "Indignatevi" by Stéphane Hessel, published by ADD Editore at a cover price of euro 5. As to logistics, in the first half of 2011 the number of shipments decreased by $1.6 \%$, though the number of copies delivered increased by $3 \%$ against the same period of 2010 .

## Magazines Italy

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues from magazines | 229,3 | 232,0 |
| Other revenues | 18,5 | 18,0 |
|  | $\mathbf{2 4 7 , 8}$ | $\mathbf{2 5 0 , 0}$ |
| Operating costs | $(203,6)$ | $(217,8)$ |
| EBITDA | $\mathbf{4 4 , 2}$ | $\mathbf{3 2 , 2}$ |
| Amortisation and depreciation | $(0,3)$ | $(0,3)$ |
| EBIT | $\mathbf{4 3 , 9}$ | $\mathbf{3 1 , 9}$ |

In a market context which has still not shown the expected signs of recovery for the Italian and international publishing segment in the period of reference, revenues from magazines essentially remained steady against the same period of the previous year $(-0.9 \%)$.

This result is mainly attributable to reduced revenues in distribution ( $-4.3 \%$ ) and increased revenues in advertising ( $+1.8 \%$ ), supported by effective actions by the sales network and numerous innovative initiatives, which seem to be effectively bucking the dropping market trend ( $-1.4 \%$ ). The performance of the digital collection managed by Mediamond ( $+30 \%$ ), a company not included in the consolidation area, was excellent.

During the second quarter, in addition to the restyling and repositioning of Casaviva and Ciak, begun in the first quarter, the following activities were added:

- the launch of Panorama Icon, the new free attachment to Panorama dedicated to men's fashion and lifestyle, much appreciated by advertisers as a replacement of First;
- the restyling of Donna Moderna, Italy's leading women's periodical, according to the findings of an in-depth study conducted in the first months of the year, which yielded positive results in terms of both number of copies sold and sale of advertising space;
- the restyling of Panoramauto, which, thanks to a new editorial mix and restyled graphics, boosted sales at newsstands.

The process of renovation and restyling of the magazines will continue in the coming months with the re-launch of Donna in forma, Sale\&Pepe, Panorama Travel and Starbene, increasing to 10 the number of magazines included in the Group's restyling project in the year of reference (one third of the current portfolio).

## Circulation

The general market trend remains negative in terms of copies sold ( $-5.6 \%$ ).
In this context Mondadori magazines outperformed the market, despite the progressive reduction $(-14 \%)$ of copies sold through the subscription channel, as a result of the substantial increases in postal rates.

## Add-on sales

The market growth until May was equal to $6.5 \%$. The second quarter was also characterized by publishing initiatives, undertaken by dailies for promotional purposes; the very low sale price (euro 0.50-1.00) contributed to increasing circulation at the expense of the average price
Mondadori, which bases its leadership on the diversification of its offering and, in particular, on home video and music, confirmed the same revenue trend registered in the previous year at euro 62.2 million, though with greater profitability.

The results of some specific initiatives were very positive: Panorama "La prima visione", the TV Sorrisi e Canzoni "Le collane animation", some musical series, some pure collectors' collections and some book series like the "Classici della storia" and the "Diabolik" comics series.

## International

Revenues from licensing performed well, up $45 \%$, continuing the trend registered in the first quarter, thanks particularly to the recovery of the advertising market.

All magazines confirmed the positive trend registered in the first quarter, particularly weeklies, which drove the revenues deriving from the sales of advertising space to Italian customers for the international network

The number of Mondadori Group licensed editions is still growing. In June the Ukrainian edition of Casaviva was launched, while in the second part of the year the Russian edition of Interni is expected to be launched.

The figures from the joint ventures in Russia and China are definitely improving against last year, very much above budget expectations, thanks to the considerable increase in the sale of advertising space

The associated company Attica, still suffering the effects of the financial crisis in Greece, posted a drop of approximately $25 \%$ in advertising revenues in Greece and of $15 \%$ in the Balkan countries. Serbia seemed to buck the trend, with an $8 \%$ increase
The operating result is in line with the previous year's, thanks to the re-organisation of the company, an effective re-negotiation with company suppliers and an excellent trend of the two Group radio channels.

## Digital

The web advertising market grew $15.6 \%$ (source: Nielsen, May).
Revenues from the Mondadori sites grew by 18\%, in particular with Donna Moderna (+30\%), Panorama ( $+57 \%$ ) and Grazia ( $+22 \%$ ).

Special mention is due to the development of four new sections in the www.grazia.it website, aunched in April, to which four additional sections are expected to be added by the end of September 2011.
A new version of www. donnamoderna.com was launched in May, concentrating on social topics and the presence of new vertical channels, also dedicated to events.

As for circulation data, Donna Moderna, in particular, posted an excellent performance: 70 million page hits ( $+80 \%$ against 2010), 4 million users ( $+35 \%$ year to year).

## Magazines France

Mondadori France posted sales of euro 172.4 million in the first half of 2011, up $2.4 \%$ agains the same period of the previous year.

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues from periodicals |  | 165.8 |
| Other revenues | 6.6 | 161.8 |
|  | $\mathbf{1 7 2 . 4}$ | 6.6 |
| Operating costs | $(153.7)$ | $\mathbf{1 6 8 . 4}$ |
| EBITDA | $\mathbf{1 8 . 7}$ | $(152.0)$ |
| Amortisation and depreciation | $(4.8)$ | $\mathbf{1 6 . 4}$ |
| EBIT | $\mathbf{1 3 . 9}$ | $(5.6)$ |

## Circulation

Revenues from circulation, accounting for $69 \%$ of total revenues, grew $2.1 \%$.

The improved performance of Mondadori magazines is mainly attributable to the focus on a portfolio of magazines with a high circulation rate, the ongoing attention to product quality and the continuous renovation process, designed to respond to changing customer demands. In the first half of the year, Mondadori launched the pocket edition of Grazia and the new formats of other magazines, like Science \& Vie, Le Film Français, Auto Plus, Pleine Vie, Closer, Le Chasseur Français and Diapason.

The growth trend in women's magazines was confirmed, in line with the trend of the previous year, including, in particular, Top Santé (+10.2\%), Modes \& Travaux (+7.3\%) and Science \& Vie (+2.9\%).
Biba registered a $22 \%$ increase in subscriptions against the first half of 2010, ranking third in newsstand sales with an average of over 240,000 copies, up 3.7\%

## Advertising

The advertising market as a whole posted a $2.5 \%$ growth in value terms (source: Kantar Media).
In the same period, Mondadori France outperformed the market, growing by $4.7 \%$ against the same period of the previous year.
This result was mainly attributable to the performance of Grazia, which contributed with a $53 \%$ growth in revenues, and the good performance registered by the scientific magazines.

With an average of 180,000 copies sold in the period under investigation, Grazia confirmed it position as the most successful magazine in its segment, ranking second by volume of page in the entire French market. "High-end" women's magazines accounted for $32.9 \%$ of total revenues from advertising, against $26 \%$ of the first half of 2010.

## Advertising services

## The market

The sale of advertising space showed a negative trend in the first half of 2011. Nielsen data pub lished in May and referred to the first five months of the year registered a $2.8 \%$ reduction. This result was principally ascribable to the downturn in the two main sectors - food and telecommunications - which registered a $9.4 \%$ drop.
Internet showed a strong growth trend ( $+15.6 \%$ ), exceeding euro 235 million (excluding search) while TV $(-2.3 \%)$ and Magazines ( $-1.4 \%$ ) improved slightly against the previous months. The sharply negative trend of the first quarter continued for Radio ( $-8.4 \%$ ) and Pay Dailies $(-4 \%)$, and the crisis in the sale of advertising space in Free Press ( $-51.3 \%$ ) continues.

Fashion, beauty products and pharmaceuticals performed well, while food and telecommunications, as already mentioned, and all the other segments - including consumer goods, interior design and tourism - showed a downturn.

The latest market projections for 2011 predict a continuing negative trend.

## The Company

Mondadori Pubblicità closed the first half of 2011 with a slight drop in revenues against 2010 $(-2 \%)$. This result was mainly due to the improved performance of Mondadori magazines and R101, partially counterbalancing a negative performance of the operations regarding third party publishers.

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues from advertising | 115.0 | 117.8 |
| Other revenues | 2.5 | 2.1 |
|  | $\mathbf{1 1 7 . 5}$ | $\mathbf{1 1 9 . 9}$ |
| Operating costs | $(120.6)$ | $(122.4)$ |
| EBITDA | $\mathbf{( 3 . 1 )}$ | $\mathbf{( 2 . 5 )}$ |
| Amortisation and depreciation | - | $(0.1)$ |
| EBIT | $\mathbf{( 3 . 1 )}$ | $\mathbf{( 2 . 6 )}$ |

In detail, in relation to the operations within the Mondadori perimeter:

- the weeklies are growing slightly against 2010; Grazia, Tu Style and Donna Moderna performed well (also thanks to the restyling completed in the month of June), which counterbalanced the result of Panorama, penalised by the comparison with the first half of 2010, characterised by a set of new technological initiatives specifically developed for its re-launch, and the drop of TV Sorrisi e Canzoni, in line with the general crisis in consumer products;
- the monthlies still performed weakly, though Interior Design magazines seemed to go against the market trend;
- R101 performed well in the period. The re-organisation of the sales network, aimed at exploring the entire potential of Mondadori Pubblicità, allowed it to buck the trend starting in May, posting a $+2.7 \%$ growth in that month and a $+6.9 \%$ growth in June,
- internet, followed by the joint-venture Mediamond, performed well in the first half of the year, thanks to the positive performance of Mondadori women's sites and the Mediaset information area, including Tg.com and Sportmediaset.it.
Also noteworthy is the expansion of the perimeter through the acquisition of the concession of Meteo.it and Giornale.it.


## Digital

The new digital business area, which the Mondadori Group established through the develop ment of a specifically dedicated structure in the last part of 2010 and which yielded its first results during the period under investigation, is aimed at developing the different activities linked to new technology.

In the first half of 2011, the digital business area generated direct revenues for a total of euro 8.8 million, while the development of digital activities in the context of the other business areas generated revenues for euro 14.2 million.

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues <br> Other revenues | 8.8 | 2.2 |
|  | - | - |
| Operating costs | $\mathbf{8 . 8}$ | $\mathbf{2 . 2}$ |
| EBITDA | $(16.7)$ | $(2.5)$ |
| Amortisation and depreciation | $\mathbf{( 7 . 9 )}$ | $\mathbf{( 0 . 3 )}$ |
| EBIT | $(0.1)$ | $(0.1)$ |

## Direct

## E-commerce

The e-commerce activities developed and managed by Mondadori mainly concern the sale of books, publishing products and gifts through the www.bol.it website, generating revenues for approximately euro 7.6 million (euro 2.2 million in the months of May and June consolidated in 2010) and the sale of products of the designer fashion, interior design, design and technology brands through the www.easyshop.it website.

In relation to www.bol.it a positive item is the growth in the number of monthly single website users, which reached 900,000 units, a $+70 \%$ growth against the same period of the previous year and $+17 \%$ against the month of May 2011 .

Conversely, as for www.easyshop.it, the delay in making the website fully operational negatively impacted results in the first half of 2011 (euro 0.2 million); though the performance was good both in terms of pages viewed and number of registered users.
In the second half of the year an offering repositioning process and a review of managemen processes are expected to take place.

## Applications

The area referring to mobile phone applications and services is still under development increasing its contribution in terms of growing sales (approximately euro 1 million) and margins. With specific reference to Applications, after the launch of "made in Mondadori" Virtual History Roma, which stood out for the innovative display techniques and the ongoing interest demonstrated also after its launch at the beginning of the year, a set of additional new culture-related apps were developed (The Last Supper, and others in collaboration with the Books Division like "Diabolik" and "Alexandros") along with current events news-related apps (the Pope, $+150^{\circ}$ ).
In the second half of the year, new culture-related applications are expected to be developed, like Virtual History Florence, as well as some entertainment-based apps, like "Feed the Hippos" and others linked to pastimes and hobbies, like Cuisine, in co-marketing with corporate brands

As for Value Added Services, sales grew by over 10\% against 2010, thanks to the expansion of the offering and services activated with the main telco operators.

## Customer Relations Management services

The CRM project, aimed at making the database available to Group customers for the ultimate purpose of finding offers increasingly in line with customer demands, is in line with the expected timing, allowing for the implementation of the first actions and an adequate process of innovation in customer relations management activities during the fourth quarter of 2011.

## Glaming

In the second quarter of 2011, Glaming S.r.l. was established, owned jointly by Arnoldo Mondadori Editore S.p.A. (70\%) and Fun Gaming (30\%), for the remote management of public games (the operation of which is governed through specific regulations issued by the Amministrazione Autonoma dei Monopoli di Stato -AAMS- the regulatory body that governs the entire sector).
Its mission is to provide an innovative and particularly user-experience oriented gaming and entertainment offering addressed to the various targets and communities which make reference to the Mondadori publishing portfolio, making different games available -including bingo, poker (tournament and cash) and casino games under safe and controlled conditions.

Mondadori, which was registered in the provisional list of concession holders since the end of last June, expects to receive its licence in July and start operations by year end.

## Indirect

In addition to the foregoing, the Group also developed other digital activities, like e-books, book club on line, internet websites, digital subscriptions and advertising, which generated revenues for a total of euro 14.2 million, up euro 10.8 million against 2010

## Direct \& Retail

Overall sales regarding Direct \& Retail made for euro 123.1 million against euro 108.9 million in the first half of 2010 , up $13 \%$. However, these figures are not directly comparable, because Mondolibri S.p.A. was included in the consolidation area only as of 1 May.
2010 sales were also subject to adjustments in order to identify www.bol.it revenues, re-classified under the digital segment, for the purpose of comparison with the values of the period under investigation.

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues | 119.8 | 108.4 |
| Other revenues | 3.3 | 0.5 |
|  | $\mathbf{1 2 3 . 1}$ | $\mathbf{1 0 8 . 9}$ |
| Operating costs | $(125.0)$ | $(106.9)$ |
| EBITDA | $(\mathbf{1 . 9})$ | $\mathbf{2 . 0}$ |
| Amortisation and depreciation | $(2.9)$ | $(2.6)$ |
| EBIT | $\mathbf{( 4 . 8 )}$ | $\mathbf{( 0 . 6 )}$ |

## Direct

The direct area comprises direct marketing activities performed by Cemit Interactive Media S.p.A., and sales by mail by Mondolibri S.p.A.

Overall sales increased by over $26 \%$, also as a result of the different consolidation area.
In particular Cemit, down $8 \%$, suffered from the choices made by some large consumer product operators in relation to the resources to dedicate to marketing activities, while Mondolibri, a company operating in the book club segment and remote sales, managed to keep the number of its members at approximately one million units and improve revenues, thanks to the implementation of an effective recruitment policy and a loyalty programme addressed to active members.

Communications and internet services increased, thanks to the customer service diversification policy implemented

## Retail

Overall revenues from the stores grew $6.8 \%$ year to year as a result of the contribution provided by Mondolibri S.p.A. (euro 10.5 million in the first half of 2011 against euro 1.9 million in the two months of 2010) and the newly franchised stores, which more than compensated for the reduction in revenues posted by proprietary stores, reflecting the closing of two important stores in Rome.

Mondadori Retail S.p.A. revenues dropped by $10.7 \%$ against the previous year, mainly as a result of the closing of the stores in Rome (Multicenter Via del Corso and Libreria Trevi) in the second half of 2010. On a like-for-like basis, the reduction in sales would equal $1.4 \%$.

The actions aimed at increasing sales volumes continued also in the second quarter of 201 through the expansion of the product offering under private label (Emporio Mondadori), including stationery products and other office supplies. In the multicenters the innovative project lines were also expanded (Cook\&Books), along with a better specialisation in the digital product area.

Investments aimed at improving store layouts are expected in the coming months in order to better respond to emerging customer demands.

Revenues reached by Mondadori Franchising S.p.A. in the first half of 2011 grew $8 \%$ against the same period of 2010 thanks to the expansion of the network, which topped 491 franchisees compared to the 456 stores as at June 2010
On a like-for-like basis, revenues would be in line with the previous year.
Mondadori Express, an initiative that provides stores with the most frequently requested titles in the shortest time possible, was further enhanced, in order to provide better services to the stores. Also in this area of activity, layout and product mix projects have been further developed in order to improve the overall commercial offering.

Important promotional actions have been implemented in the stores in order to stimulate purchases in a particularly weak market situation.

Mondolibri S.p.A. is currently operating with 20 proprietary book stores and 56 franchisees.

## Radio

The radio market posted a significant downturn in sales, equal to $8.4 \%$, in the first five months of 2011, with a reduction of over $12 \%$ in the last three months (source: FCP Assoradio).
In such a difficult context, Mondadori Group Radio clearly outperformed the market, with net revenues totalling euro 8.2 million, up $7.9 \%$ against the previous year.
This positive performance was mainly attributable to:

- the performance subsequent to the re-organisation of the sales network, completed in May following a strategic decision intended to increase the sale of advertising space by leveraging on a more effectively extended presence of the sales network in the territory and by taking advantage of Mondadori Pubblicità's leading position in the press segment;
- the alignment of the portion attributed to Radio by the concessionaire compared to the other Group activities, which was made possible thanks to the reduced costs relative to the sale of advertising space in the same radio segment

| (Euro/million) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Revenues <br> Other revenues | 8.2 | 7.6 |
|  | - | - |
| Operating costs | $\mathbf{8 . 2}$ | $\mathbf{7 . 6}$ |
| EBITDA | $(8.9)$ | $(8.2)$ |
| Amortisation and depreciation | $\mathbf{( 0 . 7 )}$ | $\mathbf{( 0 . 6 )}$ |
| EBIT | $(0.8)$ | $(0.8)$ |

In relation to the publication of audience data it is worth pointing out that difficulties persist with regard to updates (the most recent figures published refer to the first quarter of 2010, during which R101 registered 2.5 million listeners in an average day and approximately 7 million listeners in 21 days). Audiradio, the company responsible for the conduction of audience data surveys, has halted operations and was recently wound up

In 2011 Monradio commissioned multiclient market surveys which confirmed that R101 registered 3 million listeners in an average day, placing it among Italy's top ranking commercial radio stations. According to the above-mentioned surveys, R101 listeners are mainly aged 25 $54(70 \%)$, of which $51 \%$ are women and $49 \%$ men, and topped 11 million listeners on 7 days.

From a publishing perspective, the restyling process of the radio channel continued over the first half of 2011, with more emotional music, new disk jockeys, new jingles and more concentration of the "adult contemporary radio" concept, that is, a radio designed for a 25-54 target. The new "R101 Forever Fun" claim clearly summarises the new publishing orientation based on entertainment, irony, humour and "light" information.

In June a new and unique brand campaign on Italian national and local dailies was launched, based on the use of satirical illustrations. The campaign represents the third step of a communications plan which was started in March in the magazines

Additional promotions are expected for the summer season, aimed at further enhancing the positioning of the radio channel and increasing its audience, including live broadcasts during the 10 days of the Venice Film Festival at the end of August, the "Spiagge 101" tour, which includes 7 stops in Italy's most popular beach resorts and live broadcasts from the Bravo Alpitour resorts for 5 weeks.

## Corporate and other business

The Corporate segment includes the Parent Company functions, concentrated in service activities in favour of the Group companies, and the business units.

These services are mainly attributable to activities regarding ITC, administration, managemen control and planning, treasury and finance, human resources, legal and corporate affairs and public relations.
Revenues mainly referred to amounts billed to subsidiaries and affiliates, as well as other entities using the services described above.

## Mondadori International

The financial assets managed by the company as at 30 June 2011 accounted for euro 34.3 mil ion (euro 33.8 million as of end of 2010). In the period of reference the Company posted a loss equal to euro 1.1 million.

Assets as at 30 June 2011 are broken down here below:

- current accounts, cash and cash equivalents and time deposits with Italian leading banks with maturity lower than three months for a total of euro 14.4 million;
- float-rate bonds available for sale for a total of euro 19.9 million


## Financial situation

As at 30 June 2011 the Group's financial position showed a debt of euro 399.2 million, further down against the figure registered at the end of 2010 mainly as a result of dividend payouts for approximately euro 40 million.

| Net financial position | 30/06/2011 | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ | $\mathbf{3 0 / 0 6 / 2 0 1 0}$ |
| :--- | ---: | ---: | ---: |
| (Euro/million) | 29.0 | 84.9 | 25.5 |
| Cash and cash equivalents | - | - | - |
| Financial assets at fair value | 19.8 | 26.2 | 29.5 |
| Financial assets held for sale | $(2.0)$ | $(5.3)$ | $(8.7)$ |
| Assets (liabilities) in derivatives | $(15.9)$ | $(9.8)$ | $(0.5)$ |
| Other financial assets (liabilities) | $(\mathbf{3 9 9 . 2})$ | $(438.4)$ | $(438.8)$ |
| Loans (short and medium-long term) |  |  | $\mathbf{( 3 9 3 . 0})$ |
| Net financial position |  |  |  |

The global economy slowed down in general in the second quarter of 2011, particularly in Europe, where the indexes relative to manufacturing were marked down sharply against the projections made at the beginning of the year.

The persisting sovereign debt crisis in Europe periodically triggers aggressive speculation in the financial markets of the old continent. In the last months, the attention mainly focused on the critical economic and financial situation in Greece, but also on the public debt crisis in Italy, Portugal, Spain and Ireland.

In this tumultuous context, the European Central Bank stayed the course on reducing inflationary trends and, accordingly, after an initial increase of the minimum rate on the main refinancing operations by $0.25 \%$ of last April, a second step followed in July, increasing the rate to $1.50 \%$.

The 3-month Euribor trend in the half of reference grew steadily, from $1.00 \%$ at the beginning of the year to $1.547 \%$ of the end of June, a peak for the period. The average value for the period was equal to $1.255 \%$. The average cost of Mondadori Group debt was instead equal to $3.465 \%$.

After four months of nearly constant growth from the trough of 1.29 recorded in January, the Euro/Dollar exchange rate started fluctuating between 1.48 and 1.40 , closing at 1.45 as at 30 June; instead, the Euro/Sterling exchange rate grew from 0.83 recorded in January to 0.90 in June with an average value of 0.87 for the period of reference.

Credit lines available to the Group as at 30 June 2011 amounted to euro $1,067.9$ million, of which euro 731.7 million committed.

The Group's short-term loans, equal to euro 336.2 million, utilised for a total amount of euro 32.5 million as at 30 June 2011, included overdraft credit lines on current accounts and ad vances subject to collection.

The main medium-long term loans are:

- euro 320.0 million for a float rate bank loan with a five-year maturity and expiry in March 2014, granted by a pool of banks with international standing; the loan includes specifically a term loan for euro 150.0 million, entirely utilised as at 31 March, and a Revolving Facility for euro 170.0 million, still unutilised. Some Interest Rate Swaps contracts have been attached to the term loan for the purpose of transforming the float rate into fixed;
- a float rate amortizing loan for euro 104 million, specifically a term loan, granted by a pool of Italy's leading banks with expiry in June 2015. In addition, an Amortizing Interest Rate Swap contract was stipulated for a nominal value of euro 40 million as at 30 June 2011;
- a float rate bullet loan for euro 50 million, specifically a term loan, granted by Mediobanca with expiry in March 2017; an Interest Rate Swap contract was stipulated in July to supplement coverage with forward introduction at the end of July 2011.

In March 2011, the Mondadori Group re-negotiated the bilateral committed lines with Intesa Sanpaolo, obtaining an overall extension of the duration of the loans. Here below the aforementioned bilateral lines are broken down in detail as at 30 June 2011. The situation before the re-negotiation is reported in parentheses

- float rate loan for euro 50.0 million (euro 150.0 million) with expiry in 2013, specifically a term loan, entirely utilised as at 31 March; an Interest Rate Swap contract was attached to the term loan with expiry in July 2011;
- float rate loan for euro 200.0 million (euro 100.0 million) with expiry in December 2016 (December 2015), divided into a term loan for euro 50.0 million (euro 35 million), entirely utilised for euro 35 million as at 30 June 2011 and a Revolving Facility for euro 150 million (euro 65 million), utilized for euro 20 million as at 30 June 2011.


## Personnel

## People

Employees with a fixed-term or permanent labour contract employed by the Group companies as at 30 June 2011, totalled 3,701 people, 56 resources less than the number of employees registered in 2010 and 110 resources less on a like-for-like basis
In fact, for a correct valuation of personnel trends it is necessary to consider the following phenomena:

- the consolidation of AME Wellness Editoriale S.r.l. (formerly Mondadori Rodale S.r.l.) as of 30 June 2011 (20 resources);
- the development of the digital business area with the launch of new activities and the establishment of a new company ( 22 resources all told) as well as the launch of seasonal activities regarding school textbooks and the management of museum sites by other Group companies ( 12 resources)

The organisation impact of the aforementioned factors as well as the efficiency reached by Mondadori France highlighted how the rationalisation process implemented and the use of redundancy arrangements continued in line with the defined plans and agreements.

The table below illustrates employee breakdown for the Group as at 30 June 2011:

| Personnel | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ | $\mathbf{3 0 / 0 6 / 2 0 1 0}$ |
| :--- | ---: | ---: | ---: |
| Arnoldo Mondadori Editore S.p.A.: |  |  |  |
| - Managers, journalists, office staff | 1,129 | 1,108 | 1,131 |
| - Workers | 91 | 96 | 97 |
|  | Italian subsidiaries: | $\mathbf{1 , 2 2}$ | $\mathbf{1 , 2 0 4}$ |
| - Managers, journalists, office staff | 1,490 | 1,478 | $\mathbf{1 , 2 2 8}$ |
| - Workers | 66 | 58 | 1,509 |
| Foreign subsidiaries: | $\mathbf{1 , 5 5 6}$ | $\mathbf{1 , 5 3 6}$ | 65 |
| - Managers, journalists, office staff | 925 | 909 | $\mathbf{1 , 5 7 4}$ |
| - Workers | - | - | 955 |
| Total | $\mathbf{9 2 5}$ | $\mathbf{9 0 9}$ | - |

The cost of personnel totalled euro 137.7 million against euro 134.3 million of the first half of 2010.

On a like-for-like basis, thus excluding costs relative to the digital business area and the figures relative to the contribution of Mondolibri S.p.A., consolidated only for two months in 2010, the cost would be reduced by $1.3 \%$.
The reduction would amount to $8.7 \%$ if we compare the figure recorded in the period of reference with that registered in the first half of 2009 under comparable consolidation conditions.

## Capital expenditures

Capital expenditures in the first half of 2011 totalled euro 3.1 million and mainly include replacements of electronic office machines and furniture, furnishings and office equipment for the newly opened book stores.

## Main risks and uncertainties to which the Mondadori Group is exposed

In defining the guidelines of its Internal Control System, the Mondadori Group established a Risk Management function in 2008, responsible for the implementation of a process aimed at identifying and managing the main risks and uncertainties that the Group has to face in the accomplishment of its core business.
The model of reference developed for the identification, assessment and management of risk is based on the principles of "COSO - Enterprise Risk Management" (COSO ERM), a standard defined by the Committee of Sponsoring Organizations of the Treadway Commission, one of the most authoritative and widely-adopted approaches at the Italian national and international level.

## Description of the main characteristic

In relation to the identified strategic objectives, the persons in charge of business units or heads of functions identify and assess the risks that may impact their attainment through a selfassessment process, by concurrently devising any necessary mitigating actions.
The risk factors, broken down into categories, are assessed according to parameters that relate to the probability of occurrence of the event and the relevant impact. The latter is then measured against the potential financial impact, market share, competitive advantage and reputation. The assessment is performed both at an inherent level, that is, without mitigation actions, and at a residual level, that is, taking such management actions into account.
The results are processed and summarized by Risk Management so that this function can later submit them to the top management for validation. Each risk is attributed a weighted score proportionally to the importance of the relevant Area within the Group and all the identified risks are also grouped based on their relevance, in order to calculate the Group's consolidated results.
The Internal Auditing Officer submits the results of the activity performed to the Deputy Chairman and CEO, who, in turn, in his capacity as Managing Director, illustrates them on the occasion of the meetings of the Internal Control Committee, Board of Auditors and Board of Directors. These elements represent the basis for the performance of further in-depth analyses by the functions and bodies involved.
Internal Auditing is responsible for verifying the actual implementation and effectiveness of the mitigation actions identified during the assessment phase. In addition, Risk Management, in collaboration with top management and in relation to specific risk factors, carries out a Risk Response activity to map any additional actions aimed at aligning the residual risk within a risk threshold considered acceptable (Risk Appetite).
The risk situation is updated on a yearly basis according to the criteria described thus far.
Based on the indications derived from the analyses completed to date, here below is a description of the main risks and uncertainties to which the Group is exposed

## Risks related to the economic scenario

## The Italian economy

The latest available GDP data referred to the first quarter of 2011 confirmed the slow recovery of Italian economy. The growth rate in the period considered was equal to $0.1 \%$ according to the current economic situation and $1.0 \%$ on a yearly basis (source: ISTAT), delineating a situation of substantial stagnation in line with the economic scenario of the last part of 2010. The comparison with the Euro area corroborates such growth difficulties not only in relation to the main countries, including Germany ( $+1.5 \%$ in the previous quarter) and France $(+1.0 \%)$, but also compared to the average of the area $(+0.8 \%)$. For the entire Eurozone there is still an uncertainty linked to the tensions on the sovereign debt markets, particularly Greece, which is at risk of default.
There are also uncertainties in Italy, mainly due to structural weaknesses, such as the massive public debt, which is expected to lead to the implementation of a financial manoeuvre to limit spending and lower the high level of tax evasion. Consistently with GDP data, manufacturing is performing flatly with a $0.1 \%$ growth rate in the first quarter, in line with the average data measured in the July 2010 - March 2011 period. Household spending is also recovering very slowly, with families cautious due to their reduced purchasing power and persistent fears over
the condition of the labour market, in particular in relation to youth unemployment.
Therefore, based on the latest data, it is legitimate to expect a growth rate on the order of $1 \%$ for 2011, below EU average values.

## Financial and credit risk

## Financial risk

The financial risk reflects the Group's exposure to potential losses associated with the financial cycles deriving from ordinary business management, exchange and interest rate fluctuations and the financial structure

Since Mondadori Group operates in several geographical regions, it is naturally exposed to risk associated with exchange and interest rate fluctuations.

The exposure to the exchange rate risk is connected to the different geographical distribution of operations, in particular in relation to the acquisition of the rights to publish foreign authors and some Group magazines in countries outside Italy, generating financial flows denominated in currencies other than the Euro (mainly US Dollars and Pound Sterling).

The Group also relies on various sources of financing in order to meet business needs; interest rate fluctuations may lead to increases or decreases in the cost of loans and, consequently, affect margins.

Consistently with the implemented risk management policies, Mondadori Group faces the risks associated with exchange and interest rate fluctuations by relying on hedge financial instruments. Despite such financial hedges, potential sudden exchange and interest rate fluctuations, also due to the current economic context, can have a negative impact on the Group's financial results

At the equity level, the Group is aware of its responsibility for the definition of a structure of resources that enables it to consistently maintain a financial balance.

The reduction in margins, associated with the general reduced household spending and decline in the advertising market, may lead the Group to rely on loans, thus increasing its debt position and financial charges. To face such risk, the Group entirely re-negotiated its exposure vis-à-vis banks in 2009 through larger financial covenant flexibility and extension of the average deb maturity.

## Risk associated with trade receivables

The economic and financial context described above may lead to a situation according to which trade receivables collection time is extended, resulting in a worsened financial position (in particular for Advertising and Books).

This potential imbalance between payment and collection conditions becomes even more onerous for those companies doing business with the Public Administration, which, however, have a limited impact at the Group level

At the general level, the worsening economic and financial conditions identifiable in the marketplace may further increase the risk of contract and/or counterparty default

## Business risk: competitive scenario and strategic risk

The economic context of the publishing and media sector in which the Mondadori Group operates is characterised by elements of uncertainty and stagnation, due to the flagging recovery in spending and slow advertising sales. Moreover, the huge fits and starts resulting from the swift technological-structural progress necessitate a re-thinking of the business in order to take advantage of new growth opportunities.
At the beginning of 2011, the Group, while keeping its core business as the main pillar, devised some key development strategies: the brand cross-sectional and publishing content exploration; the strong acceleration of the digital business; the focus on readers' knowledge and loyalty and the integration of operating activities and corporate cross-sectional processes.
While waiting for the positive effects of such strategic moves to be harvested in the current and upcoming years, the Group's general risk situation remains unchanged vis-à-vis the situation described in the Directors' Report on Operations submitted to the Shareholders' Meeting of 21 April 2011. Here below is a summary of the main risk factors, referred to the various Functions, with the focus on some mechanisms and conditions which were subject to significant changes In a context of the swift transformation of the book market, mainly due to the development of the e-book market, the Books Trade management reacted promptly by working out a strategic development plan, stipulating partnerships with important players (i.e. Telecom and Google) and by organising itself in such a way as to enable it to maintain a leading position in the traditional book market. In relation to the latter market, the risks of profitability concentration on a limited selection of best-selling books and the increasing competition are still high, though on a dropping trend. In this respect, Top Management relies on an extensive catalogue and effective control of the copyright market in order to promptly identify investment and diversification opportunities.
The technological and regulatory changes currently under way are the causes of the irregular performance of the Educational business. In compliance with the School Reform guidelines, Mondadori Educational continues to invest in innovation and product quality as well as in upgrading its know-how in terms of development and integration between hardcopy and multimedia content. The current economic uncertainty in both the Cultural Heritage and in the publishing product sale markets led Mondadori Electa to re-define its business model, orienting it towards publishing innovation and lower production costs.
Periodici Italia responded to the continuing uncertainties regarding circulation, joint sales and revenues from advertising through the development of a balanced mix between revenues from circulation and advertising, actions for the re-definition and re-launch of the magazine portfolio, focus on efficiency and process re-organisation, as well as brand and publishing content improvement.
Mondadori France consolidates the excellent performance posted by Grazia in terms of both circulation and advertising sales. Top management is also continuing the strategic re-positioning and focus on renewing publishing content and quality of the magazine portfolio in order to better face the current conditions of uncertainty in the French magazine market, though to a more limited extend compared to Italy.
The newly established Digital is actively operating in different directions, developing the Group's presence in the digital market both through independent initiatives and close collaboration with
the individual business areas according to a cross-sectional logic. According to the precisely defined strategic guidelines, the main critical factors refer to the human capital which needs to combine technical skills with the knowledge and control of publishing activities, acquisition/ partnership choices and user management on the social media.
The positive results reached by International Businesses, despite the risks at the global level on the side of consumption and advertising sales, confirm the Group's proprietary brand appeal, particularly for Grazia and the upscale magazines, on a continuous geographical expansion trend through the launch of new editions.
In relation to Advertising, the positive trend registered in 2010 was definitely reversed in the first four-month period of 2011, showing a $2.6 \%$ drop (source: Nielsen). Among the main information media, only the web shows a growth trend $(+17.6 \%)$, while all the other media are negative, even if magazines perform better than dailies, dropping by only $1 \%$. Mondadori Pubblicità faces this scenario by implementing important mitigation actions, such as changes at the organisation and commercial level, brand extension initiatives (i.e. design of events) and better customisation of the offering, developed also through integrated and multimedia proposals
The risk factors for Direct are specifically focused on technological innovation, which may have an impact on sales in the traditional channels, following new content exploration means (e-book) and on the increasing competition in the sector, as a result of the development of other book store chains and hypermarkets. Management has adopted suitable strategies, including customer loyalty and store improvement programmes, and attentively monitors the market in order to promptly and effectively respond to changes
The business maturity, the regulatory constraints and the evolution in the market that influence CEmit and Mondolibri operations, make it difficult to attain additional development margins. As a result, the Companies are currently implementing specific actions and initiatives to consolidate and retain the currently existing customer base.
Monradio is subject to the negative trend of advertising sales in the radio channel, which in the first four months of the year posted $-7.2 \%$, definitely reversing the trend of recovery recorded in 2010. In addition to this, after a long period of empasse, Audiradio was recently wound up, a company owned by the main broadcasters, responsible for audience rate data processing, which is expected to further put a brake on capital expenditures. Despite the sector situation described above, Monradio continues on with the implementation of its development plans through intense communication activities, attention to multimedia content and programme renewal.

## Regulatory risk

The Mondadori Group operates in a complex regulatory context. The regulatory changes may have an impact both in terms of higher charges in the internal processes of Governance \& Compliance with regard to specific issues, such as Italian Legislative Decree 231/01, Italian Legislative Decree 196/03 on Privacy and Italian Law 262/05 in the matter of protection of savings and fiscal fulfilments; and on the ability to compete in some business areas, as in the case of Mondadori Education, whose activity is strictly linked to the reform of the school system and Mondadori Electa, subject, due to the nature of its Cultural Heritage business, to the changes in the criteria of assignment of add-on services at museum sites.

## Risk associated with brand protection

The Mondadori Group is aware that its prestige and future growth opportunities lie in its brands, content and authors. For this reason, it considers them an asset to protect and improve. As a result, the Group's policies and activities are focused on maintaining and improving the value of such intangible assets, by preventing occurrence of events that may damage the Group's image or by promptly reacting in order to limit any negative repercussions on the Group's activities, mage and results.

## Relevant events occurred in the period

## Renewal of the Shareholders' authorisation to purchase and sell Treasury Shares

The Shareholders' Meeting of 21 April 2011 resolved upon the renewal of the authorisation to purchase Treasury Shares following to the expiry of the preceding authorisation resolved upon on 27 April 2010.
It should be noted that the Shareholders' Meeting of 27 April 2010 authorised the purchase of Treasury Shares up to a maximum of $15 \%$ of the share capital, represented by no. $38,914,474$ ordinary shares, including the shares already in the portfolio.
Taking the no. $22,367,587$ shares into account ( $8.62 \%$ of the share capital), already directly or indirectly held, such authorisation had already attributed the faculty of purchasing up to a maximum of additional no. 16,546,887 Treasury Shares.

The Shareholders' Meeting also resolved upon the authorisation to sell the Treasury Shares purchased or already in the Company portfolio pursuant to art. 2357 ter of the Italian Civil Code

Here below are the main elements of the authorised purchase programme:

## Motivations

The renewal of the authorisation to purchase and sell Treasury Shares is aimed at maintaining the faculty of applying the law provisions in the matter of any additional re-purchase plans and consequently, of picking up any investment and operational opportunities on such Treasury Shares by specifically attributing to the Board of Directors the following powers:
t to sell Treasury Shares against the exercise of option rights for the relevant purchase granted to the beneficiaries of the Stock Option Plans established by the Shareholders' Meeting;

- to use the Treasury Shares purchased or in the Company portfolio against the exercise of option rights, including conversion, deriving from financial instruments issued by the company, its subsidiaries or third parties;
- to use the Treasury Shares purchased or in the Company portfolio as compensation for the acquisition of interests within the framework of the Company's investments;
- to possibly rely on investment opportunities, if considered strategic by the Company, also in relation to available liquidity.

Duration
Until the approval of the 2011 financial statements

Maximum number of purchasable Treasury Shares
In line with the preceding authorisation close to expiry, the new one refers to the purchase of a maximum number of additional n.16,546,887 Treasury Shares which, in consideration of the already directly or indirectly held Treasury Shares as indicated above, reaches a total of $15 \%$ of the Company's current share capital.
Following to the completion of the disposal process for no. 12,971,492 Treasury Shares and the consequent reduction in the Company's capital, resolved by the Extraordinary Shareholders Meeting and described here below, the authorised purchases would amount to a total of $10.52 \%$ of the Company's share capital.

Criteria for the purchase of Treasury Shares and indication of the minimum and maximum price Purchases shall be made on markets regulated pursuant to art. 132 of Italian Legislative Decree no. 58 of 24 February 1998 and art. 144 bis, par. 1, letter B of Consob Regulation no. 11971/99 in accordance with the operating procedures established by the rules for the organization and management of said markets, which do not allow the direct matching of buy orders with predetermined sell orders
The minimum and maximum purchase price is determined under the same conditions established by the preceding Shareholders' Meetings' authorisations and, therefore, at a unit price not lowe than the official Stock Exchange price of the day preceding the purchase transaction, reduced by $20 \%$, and not higher than the official Stock Exchange price of the day preceding the purchase transaction, increased by $10 \%$.
In terms of daily prices and volumes the purchase transactions would be completed in compliance with the conditions established in EEC regulation no. 2273/2003, and, specifically:

- the Company shall not purchase Treasury Shares at a price higher than the highest between the price of the latest single transaction and that of the highest single bid traded in the regulated market in which such purchase takes place;
- in terms of daily purchase volumes, the Company shall not purchase a quantity of shares higher than $25 \%$ of the daily average volume of Mondadori shares traded in the regulated market and calculated based on the daily average traded volume of Mondadori shares in the 20 trading days preceding the dates of purchase.

Disposal of a portion of Treasury Shares held in the Company's portfolio and corresponding to $5 \%$ of the share capital
As indicated above, Arnoldo Mondadori Editore S.p.A. directly or indirectly holds a total of no. $22,367,587$ Treasury Shares, corresponding to $8.62 \%$ of the Company's share capital, of which no. $17,850,101$ shares are directly owned, equal to $6.88 \%$ of the Company's share capital and purchased at an average price of euro 6.1697, and no. 4,517,486 shares are indirectly owned through its subsidiary Mondadori International S.p.A.

The Extraordinary Shareholders' Meeting of 21 April 2011 resolved upon the disposal of no. 12,971,492 Treasury Shares with a nominal unit value of euro 0.26 , corresponding to $5 \%$ of the Company's share capital, keeping in its portfolio, also for the purpose of the stock option plans in place, the additional no. 4,878,609 shares, in addition to the no. 4,517,486 owned by Mondadori International S.p.A.
The proposal to dispose of such portion of the Treasury Shares held in the Company's portfolio derives from the consideration that in recent years the events that had led to the resolution by the

Shareholders to authorize the purchase of Treasury Shares, such as their use for stock exchange transactions or financial instrument conversion, did not occur.

Following to the said disposal and the consequent reduction in the number of shares representing the Company's share capital, the Company's equity structure is optimised with a positive impact in terms of increased earnings per share and dividend per share concurrently maintaining the necessary robustness to support the Company's future growth objectives.

In terms of the impact on accounting, in compliance with international accounting standards, the registered Treasury Shares reducing the Company's equity are decreased by approximately euro 80,030,000 due to the reduction in the Company's share capital for a nominal value of euro $3,372,587.92$ - corresponding to no. $12,971,492$ shares with a nominal unit value of euro 0.26 subject to disposal - and the reduction in the share premium reserve item by approximately euro 76,658,000.

The reduction in the Company's share capital approved by the Shareholders' Meeting shall become effective subject to the lapse of the term of 90 days after the date of registration of the relevant resolutions without objections raised pursuant to art. 2445 of the Italian Civil Code.

## Purchases of Treasury Shares in the first half of 2011

In the first half of 2011, no Treasury Shares have been either purchased or sold.
As at 30 June 2011 the number of Treasury Shares held, for a total book value of euro 145 million, remained unchanged at no. $22,367,587$, corresponding to $8.62 \%$ of the Company's share capital, of which no. 17,850,101 are directly owned by Arnoldo Mondadori Editore S.p.A and no. $4,517,486$ are owned by the subsidiary Mondadori International S.p.A.

In July, a total of no. $1,000,000$ Treasury Shares, corresponding to $0.38 \%$ of the Company's share capital, for a price of euro 2,302,358 have been purchased in the Mercato Telematico Azionario (Italian Telematic Stock Exchange).

Following to the aforementioned transactions, Arnoldo Mondadori Editore S.p.A. directly owns no. $18,850,101$ Treasury Shares ( $7.2660 \%$ of the Company's share capital) and considering the additional no. $4,517,486$ shares owned by its subsidiary Mondadori International S.p.A, the overall number of Treasury Shares owned account for no. $23,367,587$ (9.0073\% of the Company's share capital).

## Relevant events occurred after closure

No significant events have occurred after closure

## Other information

Here below is information provided in relation to the following specific items:

## Transactions with related parties

In compliance with art. 2391 bis of the Italian Civil Code and according to the general principles established in the "Regulation in the matter of transactions with related parties" issued by Consob through Resolution no. 17221 of 12 March 2010 and subsequent changes (the "Consob Regulation"), the Board of Directors approved the "Procedures regarding transactions with related parties" (the "Mondadori Procedures") on 25 November 2010, subject to the opinion in favour of a Committee exclusively composed of directors qualified as independent pursuant to the Governance Code implemented by Borsa Italiana S.p.A.

These Procedures, which replace the preceding internal regulation adopted by the Board of Directors in this specific matter as of 1 January 2011, include the rules, roles, responsibilitie and activities put in place in order to ensure the substantial transparency and correctness of he procedures regarding the transactions with the related parties performed by the Company directly or through its subsidiaries.

The "Procedures regarding transactions with related parties" are available in the www mondadori.it website under Governance, governance system, regulations and procedures.

With reference to the provisions set out in art. 5, par. 8 of Consob Regulation, the following information regarding the period under investigation is hereby provided:

- no transactions have been completed for a higher value than that identified in the Mondador Procedures pursuant to the provisions set out in the Consob Regulation;
- no transactions have been completed with the related parties which have had a relevan impact on the Company's equity or results.

Referred to Legislative Decree no. 173 of 3 November 2008, which amended art. 2427 of the Italian Civil Code introducing nos. 22 bis and ter, there were no atypical o inusual operations, unrelated to the normal company activity
The transactions completed with related parties were accomplished under market conditions and transactions of a commercial and financial nature; those completed with subsidiary and associated companies had commercial nature, and the intercompany current account, managed by Arnoldo Mondadori Editore S.p.A., receive the debt and credit positions of the Group' subsidiary and associated companies.

For further details reference should be made to the Explanatory Notes to the Group's Consolidated Half-Year Report

Relationship between Parent Company's net equity and results and Group

## consolidated net equity and results

The following table shows a combined comparison between Arnoldo Mondadori Editore S.p.A.'s net equity and results and the Group's consolidated net equity and results.

| (Euro/thousand) | Net equity | Net result <br> for the period |
| :--- | ---: | ---: |
| Balance as per Parent Company's financial statements | $\mathbf{5 3 4 , 3 0 2}$ | $\mathbf{5 5 , 6 0 1}$ |
| Dividends received by the Parent Company from subsidiary and associated | - | $(37,949)$ |
| companies | $(8,156)$ | 122 |
| Cancellation of intercompany profits | $(31,771)$ | 290 |
| Equity and financial contribution from associated companies | 70,440 | 4,653 |
| Equity and financial contribution from subsidiary companies, | $\mathbf{5 6 4 , 8 1 5}$ | $\mathbf{2 2 , 7 1 7}$ |
| net of the aforementioned items |  |  |
| Balance as per Group's consolidated financial statements |  |  |

## Foreseeable evolution

The situation in terms of growth and employment in Italy and also in Europe is not expected to improve. In recent times, alarming worries regarding the situation of the public accounts for the entire Eurozone have intensified, with an irrepressible impact on social security and tax-related policies and, last but not least, on household propensity to saving and spending
This scenario, characterised by strong uncertainties regarding the evolution of the socioeconomic situation, had immediate repercussions also on companies' willingness to invest.

Mondadori Group results for the first half of 2011 are particularly relevant in relation to the afore described general bearish economic climate; the relevance of the core business and the attention to cost reduction enabled the Group to obtain a growing EBIT rate for the sixth quarter in a row.

In the coming months the commitment to the most traditional activities shall be accompanied by an increased focus on the digital area, with an acceleration of the product offering, including digital services and loyalty programmes for the customers attached to the Group's brands and communities

Predicting market trends has never been so difficult, since now external and cross-border phenomena play an increasingly important role.
Though perfectly aware of the situation described above, the determination in the management of the core business and in the development of new opportunities, excluding additional massive changes in the markets, should allow the Mondadori Group to reach improved profitability evels by year end without deferring capital expenditures deemed necessary for the development of the new digital business.

For the Board of Directors
The Chairman
Marina Berluscon

Group's Abbreviated Consolidated Financial Statements as at 30 June 2011

## Group's Consolidated Balance Sheet

| Assets |  |  |  |
| :--- | ---: | ---: | ---: |
| (Euro/thousand) | Note | $\mathbf{3 0}$ June 2011 | 31 December 2010 |
| Intangible assets | 9 | $\mathbf{8 9 7 , 7 1 9}$ | $\mathbf{9 0 1 , 4 6 8}$ |
|  |  |  |  |
| Property investments | 10 | $\mathbf{2 , 7 8 8}$ | $\mathbf{2 , 3 8 3}$ |
|  |  |  |  |
| Land and buildings |  | 10,351 | 10,680 |
| Plants and machinery |  | 12,493 | 5,513 |
| Other tangible assets |  | 30,743 | 39,766 |
| Properties, plants and machinery |  | $\mathbf{5 3 , 5 8 7}$ | $\mathbf{5 5 , 9 5 9}$ |
|  | 11 |  |  |
| Investments valued at equity |  | 125,931 | 131,464 |
| Other investments |  | 1,572 | 222 |
| Total investments |  | $\mathbf{1 2 7 , 5 0 3}$ | $\mathbf{1 3 1 , 6 8 6}$ |
|  | 19 | $\mathbf{1 , 5 9 6}$ |  |
| Non-current financial assets | 13 | $\mathbf{4 0 , 8 2 7}$ | $\mathbf{1 , 8 8 9}$ |
| Anticipated tax assets | 14 | $\mathbf{1 , 3 2 1}$ | $\mathbf{4 5 , 6 7 9}$ |
| Other non-current assets |  | $\mathbf{1 , 1 2 5 , 3 4 1}$ | $\mathbf{1 , 1 4 0 , 4 9 0}$ |
| Total non-current assets |  |  |  |
|  | 15 | $\mathbf{3 4 , 4 7 2}$ | $\mathbf{2 8 , 7 0 9}$ |
| Tax receivables | 16 | $\mathbf{8 7 , 5 2 5}$ | $\mathbf{8 1 , 6 6 7}$ |
| Other current assets | 17 | $\mathbf{1 3 4 , 9 4 6}$ | $\mathbf{1 3 1 , 4 8 4}$ |
| Inventory | 18 | $\mathbf{3 6 3 , 7 9 1}$ | $\mathbf{3 8 5 , 2 0 7}$ |
| Trade receivables | 19 | $\mathbf{3 3 , 9 7 4}$ | $\mathbf{3 1 , 9 4 2}$ |
| Other current financial assets | 19 | $\mathbf{2 9 , 0 1 9}$ | $\mathbf{8 4 , 9 0 1}$ |
| Cash and other cash equivalents |  | $\mathbf{6 8 3 , 7 2 7}$ | $\mathbf{7 4 3 , 9 1 0}$ |
| Total current assets |  |  |  |

Assets held for sale or transferred

## Group's Consolidated Balance Sheet

| Liabilities (Eurofthousand) | Note | 30 June 2011 | 31 December 2010 |
| :---: | :---: | :---: | :---: |
| Share capital |  | 67,452 | 67,452 |
| Share premium reserve |  | 286,857 | 286,857 |
| Treasury shares |  | $(144,968)$ | $(144,968)$ |
| Other reserves and result carried forward |  | 332,757 | 327,771 |
| Profit (loss) for the period |  | 22,717 | 42,101 |
| Group's net equity | 20 | 564,815 | 579,213 |
| Minority interests | 20 | 1,598 | 1,750 |
| Total net equity |  | 566,413 | 580,963 |
| Provisions | 21 | 37,796 | 43,416 |
| Post-employment benefits | 22 | 53,193 | 53,159 |
| Non-current financial liabilities | 19 | 407,440 | 418,468 |
| Deferred tax liabilities | 13 | 93,498 | 91,189 |
| Other non-current liabilities |  | - | - |
| Total non-current liabilities |  | 591,927 | 606,232 |
| Income tax payables | 23 | 25,175 | 22,619 |
| Other current payables | 24 | 235,298 | 250,966 |
| Trade payables | 25 | 333,867 | 380,895 |
| Payables $\mathrm{t} / \mathrm{w}$ banks and other financial liabilities | 19 | 56,388 | 42,689 |
| Total current liabilities |  | 650,728 | 697,169 |
| Liabilities held for sale or transferred |  | - | - |
| Total liabilities |  | 1,809,068 | 1,884,364 |

## Group's Consolidated Income Statement

| (Eurolthousand) | Note | 1st half 2011 | 1st half 2010 |
| :---: | :---: | :---: | :---: |
| Revenues from sales and services | 26 | 741,411 | 726,785 |
| Inventory decrease (increase) | 17 | $(3,305)$ | 1,350 |
| Costs of raw, ancillary, consumption materials and goods | 27 | 114,352 | 113,532 |
| Costs of services | 28 | 425,928 | 401,980 |
| Personnel | 29 | 137,711 | 134,263 |
| Sundry costs (revenues) | 30 | 20,083 | 24,246 |
| Revenues (costs) from investments valued at equity | 31 | 12,344 | 3,137 |
| EBITDA |  | 58,986 | 54,551 |
| Depreciation and impairment loss of properties, plants and machinery | $\begin{aligned} & 10- \\ & 10 \end{aligned}$ | 5,559 | 6,158 |
| Amortisation and impairment loss of intangible assets | 9 | 5,477 | 5,567 |
| EBIT |  | 47,950 | 42,826 |
| Financial revenues (costs) | 32 | $(10,395)$ | $(11,999)$ |
| Revenues (costs) from other investments |  | - | - |
| Pre-tax result |  | 37,555 | 30,827 |
| Income tax | 33 | 14,813 | 15,344 |
| Results from operations |  | 22,742 | 15,483 |
| Revenues (costs) from assets /liabilities held for sale or transferred |  | - | - |
| Net result |  | 22,742 | 15,483 |
| Attributable to: <br> - Minority interests <br> - Holding company's shareholders |  | 25 22,717 | $\begin{array}{r}384 \\ 15,099 \\ \hline\end{array}$ |
| Earnings per share (in euros) | 34 | 0.10 | 0.06 |
| Diluted earnings per share (in euros) | 34 | 0.10 | 0.06 |

## Group's Consolidated Comprehensive Income Statement

| (Eurofthousand) | 30 June 2011 | 30 June 2010 |
| :---: | :---: | :---: |
| Net result before minority interests | 22,742 | 15,483 |
| Profit (loss) deriving from the conversion of foreign companies' financial statements | (3) | 46 |
| Other profits (loss) from companies valued at equity | $(1,825)$ | (281) |
| Effective portion of profit (loss) on cash flow hedge instruments | 3,220 | $(3,906)$ |
| Profit (loss) deriving from assets held for sale (fair value) | 1,035 | $(2,662)$ |
| Tax impact on other profit (loss) | - | - |
| Total other profit (loss) net of taxes | 2,427 | $(6,803)$ |
| Comprehensive result for the period | 25,169 | 8,680 |
| Attributable to: |  |  |
| - Minority interests | 25 | 384 |
| - Holding company's shareholders | 25,144 | 8,296 |

Six monthly financial report to 30 June 2011
Interim abbreviated consolidated balance sheet - Balance sheet highlights Figures are in $€, 000$


## Group's Consolidated Cash Flow Statement

| (Eurothousand) | Note | 1st half 2011 | 1st half 2010 |
| :---: | :---: | :---: | :---: |
| Net result for the period |  | 22,717 | 15,099 |
| Adjustments |  |  |  |
| Amortisation, depreciation and impairments | 9-10-11 | 11,036 | 11,725 |
| Income tax for the period |  | 14,813 | 15,344 |
| Stock options |  | 328 | 255 |
| Fund provisions (utilisation) and post-employment benefits |  | $(4,325)$ | (212) |
| Capital loss (gain) from the transfer of intangible assets, properties, plants and machinery, investments |  | (176) | (148) |
| Capital loss (gain) from financial assets valuation | 32 | 725 | (706) |
| (Revenues) costs of companies valued at equity | 31 | $(12,344)$ | $(3,137)$ |
| Net financial costs on loans and transactions with derivatives |  | 8,221 | 9,593 |
| Cash flow generations from operations |  | 40,995 | 47,813 |
| Trade receivable (increase) decrease |  | 25,226 | 26,600 |
| Inventory (increase) decrease |  | (280) | 2,207 |
| Trade payable increase (decrease) |  | $(43,258)$ | $(28,498)$ |
| Income tax payments | 15-23 | $(1,287)$ | $(1,639)$ |
| Advances and post-employment benefits | 22 | $(1,699)$ | $(7,488)$ |
| Net difference for other assets/liabilities |  | $(36,208)$ | $(35,266)$ |
| Cash flow generated (absorbed) by operations |  | $(16,511)$ | 3,729 |
| Price collected (paid) net of cash transferred / acquired | 8 | (66) | 1,955 |
| (Purchase) disposal of intangible assets |  | $(8,856)$ | $(5,232)$ |
| (Purchase) disposal of properties, plants and machinery |  | $(1,263)$ | $(3,042)$ |
| (Purchase) disposal of investments |  | 14,928 | 4,120 |
| (Purchase) disposal of financial assets |  | 1,791 | $(16,387)$ |
| Cash flow generated (absorbed) by investment activities |  | 6,534 | $(18,586)$ |
| Net difference in financial liabilities | 19 | 1,495 | $(60,059)$ |
| Payment of net financial costs on loans and transactions with derivatives |  | $(7,099)$ | $(13,075)$ |
| (Purchase) transfer of treasury shares |  | - | $(6,127)$ |
| Dividends paid out |  | $(40,301)$ |  |
| Cash flow generated (absorbed) by the financing activity |  | $(45,905)$ | $(79,261)$ |
| Increase (decrease) of cash and cash equivalents |  | $(55,882)$ | $(94,118)$ |
| Cash and cash equivalents at the beginning of the period | 19 | 84,901 | 119,627 |
| Cash and cash equivalents at the end of the period | 19 | 29,019 | 25,509 |
| Cash composition and other cash equivalents |  |  |  |
| Cash, cheques and securities |  | 1,304 | 1,264 |
| Bank and postal deposits |  | 27,715 | 24,245 |
|  | 19 | 29,019 | 25,509 |

For the Board of Directors
The Chairman
Marina Berlusconi

Group＇s Consolidated Balance Sheet Pursuant to Consob Regulation no． 15519 of 27 July 2006

$\begin{array}{lll}\text { Group＇s Consolidated Balance Sheet Pursuant to Consob Regulation no．} 15519 \text { of } 27 \text { July } 2006 & \text { of which related parties } & \text { of which related parties } \\ \text {（note } 37 \text { ）}\end{array}$ | Asses | Note | 30 June 2011 |
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| （Eurofhousand）$)$ | 9 | 897,719 |


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[^0]Group＇s Consolidated Balance Sheet Pursuant to Consob Regulation no． 15519 of 27 July 2006

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## Accounting Principles and Explanatory Notes

## 1．General information

The main corporate purpose of Arnoldo Mondadori Editore SpA and the companies in which it has direct and indirect investments（＂Mondadori Group＂or the＂Group＂）is to carry out business activities connected with the book and magazine publishing sectors，radio broadcasting activities and the sale of advertising．

The Group is also involved in retailing through a chain of its own shops and franchising outlets located throughout Italy，direct marketing and mail－order sales of editorial products．

In 2011，Mondadori extended its product and service offering through the use of cutting－edge technology．

Arnoldo Mondadori Editore SpA has its registered office in via Bianca di Savoia 12，Milan Italy，while its main administrative offices are in Segrate，Milan，in Strada privata Mondadori．

The parent company，Arnoldo Mondadori Editore SpA，is listed on the MTA（Italian telematic share market）of Borsa Italiana SpA．

The publication of Mondadori Group＇s interim consolidated financial statements for the period ended 30 June 2011 was authorised by Board of Directors＇resolution dated 27 July 2011.

## 2．Form and content

The Group＇s interim consolidated report includes the Group＇s consolidated interim summary financial statements and was drafted in compliance with IAS 34 and art． 154 ter of the Finance Consolidation Act and therefore does not include all supplementary information requested in the annual report and should be construed jointly with the Group＇s consolidated financial statements ended as at 31 December 2010.

The tables included in these financial statements were drafted according to the following criteria：
－current and non－current assets and current and non－current liabilities are shown separately in the consolidated balance sheet；
－in the consolidated separate income statement，the analysis of costs is carried out on the basi of the nature of the costs，due to the Group＇s decision that this method is more representative than an analysis by function；
－the consolidated comprehensive income statement contains revenue and cost items that are not recognised under profit（loss）for the period as required or allowed by the other IAS／ IFRS accounting standards
－the cash flow statement has been prepared using the indirect method．

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Figures are in $€, 000$

With reference to the requirements of Consob Resolution 15519 of 27 July 2006 concerning the tables used in financial statements, specific supplementary tables were included to highlight significant transactions with "Related parties" and "Extraordinary transactions".

The amounts shown in the tables and in the notes are expressed in thousands of euros, unless specifically indicated.

## 3. Consolidation area

The changes made to the consolidation area during the first half of 2011 are detailed here below:

- AME Editoriale Wellness S.r.l. (formerly Mondadori Rodale S.r.l.) was added to the companies consolidated according to the global integration method, which was previously consolidated based on equity until 30 June 2011. For further information reference should also be made to Note 8.1;
- As of end of June the entire interest held in the joint venture Hearst Mondadori Editoriale S.r.l., equal to $50 \%$ of the Company's share capital, was transferred. For further information reference should also be made to Note 8.2;
- In relation to minority interests, the acquisitions of distributors of French periodicals and those in relation to the management of radio equipment are worthy of note.


## 4. Drafting criteria

The Mondadori Group's Interim Abbreviated Financial Statements were drafted on the understanding of business continuity, adopting the same accounting principles used for the preparation of the consolidated financial statements for the year ended as at 31 December 2010 except for those which went into effect as of 1 January 2011, as specified here below:

IAS 24 - Related party disclosures
The revised version of IAS 24 - Related party disclosures - came into effect as of 1 January 2011.

The adoption of this standard did not have any effect in relation to the items included in these financial statements and had no impact on the content of the relevant disclosures.

The following amendments, improvements and interpretations, effective as of 1 January 2011, regulate events and cases not present in the Group as at the date of closure of these mid-year financial statements, but which may have accounting effects on future transactions or agreements:

- Amendment to IAS 32 - Financial Instruments Presentation: Classification of rights issues;
- Amendment to IFRIC 14 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction;
- IFRIC 19 - Extinguishing Financial Liabilities with Equity Instruments;
- Improvements to IAS/IFRS (2010).

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## 5. Use of estimates

The drafting of the Group's interim abbreviated consolidated financial statements and the relevant notes required the use of estimates and assumptions based on subjective judgements, statistics and available information; the final figures may also significantly differ from such estimates according to eventual changes in the criteria used in the determination of such estimates

For more information about the main accounting estimates, reference should be made to the "Annual Report" drafted as at 31 December 2010.

## 6. Seasonal nature of business activities

Due to the seasonal nature of the school textbook publishing sector, revenues and profits for the second half of the year are expected to be higher than those for the first six months.
Revenues resulting from the adoption of textbooks by schools are concentrated in the second half of the year, coinciding with the beginning of the school year.

## 7. Segment information

The information required by IFRS 8 reflects the Group organisational structure, which includes the following Divisions: Books, Italian Magazines and French Magazines, Advertising, Direct Marketing and Retail and Radio Broadcasting and Central Units.

This structure provides a clear representation of the Group's differentiation in terms of products sold and services rendered and is used as the basis for corporate reporting in the definition of corporate strategies and plans, as well as in the valuation of investment opportunities and allocation of resources

Information relating to segment reporting is included in the notes here below.

## 8. Business combinations, acquisitions and disposals

Here below is a summary of the most significant transactions completed in the first six months of 2011.

### 8.1 Acquisition of 50\% of Mondadori Rodale S.r.l.

At the end of June 2011, Arnoldo Mondadori Editore S.p.A. acquired from Rodale Inc. 50\% of Mondadori Rodale S.r.l., a publishing house producing Starbene and Men's Health magazines, according to a license agreement, bringing its share to $100 \%$.

This transaction was completed upon the payment of a price equal to euro 250,000 and pursuant to IFRS 3R it falls into the category of a business combination, since it allows the Mondadori Group to exercise exclusive control on the company.

The application of the aforementioned accounting standard and according to the economic entity theory, a goodwill payment equal to euro 61,000 was agreed upon.
The valuation of the previously owned interest was unchanged
The table below illustrates the amounts recognised by each class of assets and liabilities as of the date of the acquisition.

| Amounts in euro/thousand |  | Book value |
| :--- | ---: | ---: |
| Non-current assets |  | 56.0 |
| Current assets |  | $3,230.0$ |
| Non-current liabilities | $(779.0)$ |  |
| Current liabilities |  | $(2,252.0)$ |
| Cash and cash equivalents | A | 184.0 |
| Net assets acquired | B | 439.0 |
| Price paid (compared to 100\%) | B-A | 500.0 |
| Goodwill |  | $\mathbf{6 1 . 0}$ |

### 8.2 Transfer of the interest owned in Hearst Mondadori Editoriale S.r.l.

At the end of June 2011, Mondadori transferred to HMI International Holdings Llc the entire interest owned in Hearst Mondadori Editoriale S.r.l., equal to 50\%, against the payment of a price of euro 10 million, securing a capital gain of approximately euro 9.9 million.

## 9. Intangible assets

Intangible assets did not change substantially in the period of reference
As inferrable from the tables below, investments and disposals, limited in their amounts, were mainly concentrated in the radio segment.

Intangible assets with a finite useful life include the magazines published by Mondadori Group France, comprising Télestar, Closer, Pleine Vie, Le Chasseur Français.

Here below is a table reporting 2010 figures and the figures relative to the first half of 2011.

| Intangible assets with a finite useful life <br> (eurofthousand) | Magazines | Charges for taking over store lease contracts | Software |  | intan <br> intangible <br> assets | Intangible assets in progress and advances | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Historical cost as at 31/12/2009 | 222,503 | 31,821 | 22,962 | 1,225 | 4,549 | - | 283,060 |
| Acquisitions |  |  | 1,256 | 61 | 99 | 719 | 2,135 |
| Disposals | (400) | (85) | $(5,750)$ | (225) | (334) |  | $(6,794)$ |
| Changes in the consolidation area |  |  | 919 |  |  |  | 919 |
| Other changes | (103) |  |  | (15) |  |  | (118) |
| Historical cost as at 31/12/2010 | 222,000 | 31,736 | 19,387 | 1,046 | 4,314 | 719 | 279,202 |
| Accumulated amortisation and impairment loss as at 31/12/2009 | 20,632 | 8,668 | 19,819 | 1,162 | 3,645 |  | 53,926 |
| Amortisation | 7,177 | 1,797 | 1,927 | 35 | 297 |  | 11,233 |
| Impairment/reversal of impairment | 900 |  |  | - |  |  | 900 |
| Disposals | (33) | (85) | $(5,732)$ | (225) | (334) |  | $(6,409)$ |
| Changes in the consolidation area |  |  | 682 |  |  |  | 682 |
| Other changes | (103) |  |  | (13) | (2) |  | (118) |
| Accumulated amortisation and impairment loss as at $31 / 12 / 2010$ | 28,573 | 10,380 | 16,696 | 959 | 3,606 | 0 | 60,214 |
| Net value as at 31/12/2009 | 201,871 | 23,153 | 3,143 | 63 | 904 | 0 | 229,134 |
| Net value as at 31/12/2010 | 193,427 | 21,356 | 2,691 | 87 | 708 | 719 | 218,988 |
| Intangible assets with a finite useful life <br> (ero/thousand) | Magazines | Charges for taking over store lease contracts | Software | $\begin{gathered} \text { Licenses, } \\ \text { patents } \\ \text { and rights } \end{gathered}$ | intangible <br> assets | $\begin{array}{r} \text { Intangible } \\ \text { assets in } \\ \text { progress and } \\ \text { advances } \end{array}$ | Total |
| Historical cost as at 31/12/2009 | 222,000 | 31,736 | 19,387 | 1,046 | 4,314 | 719 | 279,202 |
| Acquisitions |  |  | 784 | 7 |  | 183 | 974 |
| Disposals |  |  | (347) | - |  |  | (347) |
| Changes in the consolidation area |  |  |  |  | 36 | - | 36 |
| Other changes | - | - | 407 | - | 334 | (595) | 146 |
| Historical cost as at 30/06/2011 | 222,000 | 31,736 | 20,231 | 1,053 | 4,684 | 307 | 280,011 |
| Accumulated amortisation and impairment loss as at $31 / 12 / 2010$ | 28,573 | 10,380 | 16,696 | 959 | 3,606 |  | 60,214 |
| Amortisation | 3,581 | 899 | 826 | 20 | 151 |  | 5,477 |
| Impairment/reversal of impairment | - | - | - | - | - |  | 0 |
| Disposals |  |  | (347) | - | - | - | (347) |
| Changes in the consolidation area |  |  |  |  | 33 | - | 33 |
| Other changes | - |  | (1) | - | 334 | - | 333 |
| Accumulated amortisation and impairment loss as at 30/06/2011 | 32,154 | 11,279 | 17,174 | 979 | 4,124 | 0 | 65,710 |
| Net value as at 31/12/2010 | 193,427 | 21,356 | 2,691 | 87 | 708 | 719 | 218,988 |
| Net value as at 30/06/2011 | 189,846 | 20,457 | 3,057 | 74 | 560 | 307 | 214,301 |

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Intangible assets with an indefinite useful life include the magazines acquired by Silvio Berlusconi Editore S.p.A., (comprising TV Sorrisi e Canzoni, Chi, Telepiù) and by Elemond S.p.A. (Interni and Casabella); the imprints and book series published by Einaudi, Sperling \& Kupfer, Piemme, the educational publishing houses; the radio frequencies of R101 and goodwill regarding the relevant Cash Generating Units.

The table below shows 2010 figures and the figures of the first half of 2011.

| Intangible assets with an indefinite useful life |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (euro/thousand) | Magazines | Series | Imprints | $\begin{array}{r} \text { Radio } \\ \text { frequencies } \end{array}$ | Goodwill | Total |
| Historical cost as at 31/12/2009 | 98,158 | 31,509 | 6,470 | 126,361 | 431,903 | 694,401 |
| Investments |  |  | 60 | 1,676 | 7,601 | 9,337 |
| Disposals | - | - | - | (341) | (652) | (993) |
| Changes in the consolidation area |  | - | - |  |  | 0 |
| Other changes | - | - | - | - | $(3,655)$ | $(3,655)$ |
| Historical cost as at 31/12/2010 | 98,158 | 31,509 | 6,530 | 127,696 | 435,197 | 699,090 |
| Impairment as at 31/12/2009 | 10,226 | - | 2,014 | 2,910 | 4,102 | 19,252 |
| Impairment/reversal of impairment |  | - | 812 | - | 200 | 1,012 |
| Other changes | - | - | 1 | - | $(3,655)$ | $(3,654)$ |
| Impairment loss as at 31/12/2010 | 10,226 | 0 | 2,827 | 2,910 | 647 | 16,610 |
| Net value as at 31/12/2009 | 87,932 | 31,509 | 4,456 | 123,451 | 427,801 | 675,149 |
| Net value as at 31/12/2010 | 87,932 | 31,509 | 3,703 | 124,786 | 434,550 | 682,480 |


| Intangible assets with an indefinite useful life |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (euro/thousand) | Magazines | Series | Imprints | frequencies | Goodwill | Total |
| Historical cost as at 31/12/2010 | 98,158 | 31,509 | 6,530 | 127,696 | 435,197 | 699,090 |
| Investments | - |  |  | 1,160 | 61 | 1,221 |
| Disposals |  |  |  | (283) |  | (283) |
| Changes in the consolidation area |  | - | - |  |  | 0 |
| Other changes | - | - | - | - |  | 0 |
| Historical cost as at 30/06/2011 | 98,158 | 31,509 | 6,530 | 128,573 | 435,258 | 700,028 |
| Impairment as at 31/12/2010 | 10,226 | - | 2,827 | 2,910 | 647 | 16,610 |
| Impairment/reversal of impairment |  |  |  |  |  | 0 |
| Other changes | - | - | - | - | - | 0 |
| Impairment loss as at 30/06/2011 | 10,226 | 0 | 2,827 | 2,910 | 647 | 16,610 |
| Net value as at 31/12/2010 | 87,932 | 31,509 | 3,703 | 124,786 | 434,550 | 682,480 |
| Net value as at 30/06/2011 | 87,932 | 31,509 | 3,703 | 125,663 | 434,611 | 683,418 |

There are no restrictions or liens on the availability and use of the intangible assets recognised in these financial statements.

Amortisation, impairment and reversal of impairment of intangible assets
The following table shows the amounts recognised in the "Amortisation, impairment and reversal of impairment of intangible assets" item under income statement resulting from the amortisation of intangible assets with both finite and indefinite useful life.

| Accumulated amortisation and impairment loss of intangible assets <br> (eurofthousand) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Magazines | 3,581 | 3,586 |
| Charges for taking over store lease contracts | 899 | 899 |
| Software | 826 | 916 |
| Licenses, patents and rights | 20 | 21 |
| Other intangible assets | 151 | 145 |
| Total accumulated amortisation and impairment loss of | $\mathbf{5 , 4 7 7}$ | $\mathbf{5 , 5 6 7}$ |
| intangible assets |  |  |


| Impairment of intangible assets | - | - |
| :--- | :---: | :---: |
| Reversal of impairment of intangible assets | - | - |
| Total impairment (reversal of impairment) of intangible assets | $\mathbf{0}$ | $\mathbf{0}$ |


| Total accumulated amortisation and impairment loss of | $\mathbf{5 , 4 7 7}$ | $\mathbf{5 , 5 6 7}$ |
| :--- | :--- | :--- |

mpairment test process
Upon drafting these interim financial statements, Top Management verified the up-to-dateness of the forecasts included in the three/five-year budget plans used to estimate the fair value and the value in use as at 31 December 2010 in order to determine the possible reversal of impairment on the magazines, series, imprints, interest and goodwill

The analysis conducted confirmed the assumptions adopted in the preparation of the plans. For more information and for the description of the impairment test process used by the Group reference should be made to the "Annual Report".

Here below is a detailed analysis, updated to 30 June 2011, of the value of assets, broken down by Cash Generating Unit:

| Cash Generating Unit (eurolthousand) | Magazines | Series | Imprints | frequencies | Goodwill | Location | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Group of Cash Generating Unit magazines from former <br> Silvio Berlusconi Editore | 83,579 |  |  |  | 731 |  | 84,310 |
| Group of Cash Generating Unit magazines from former <br> Elemond | 2,246 |  | 12 |  | 311 |  | 2,569 |
| Cash Generating Unit Einaudi |  | 2,991 |  |  | 286 |  | 3,277 |
| Cash Generating Unit Sperling \& Kupfer |  | 1,817 |  |  | 731 |  | 2,548 |
| Cash Generating Unit Mondadori Education |  | 18,933 |  |  | 12,042 |  | 30,975 |
| Cash Generating Unit Piemme |  | 7,768 | 519 |  | 5,059 |  | 13,346 |
| Group of Cash Generating Unit R101 |  |  | 372 | 125,663 |  |  | 126,035 |
| Group of Cash Generating Unit Mondadori France | 189,845 |  |  |  | 407,788 |  | 597,633 |
| Group of Cash Generating Unit location retail |  |  |  |  |  | 20,457 | 20,457 |
| Other Cash Generating Units | 2,108 |  | 2,800 |  | 7,663 |  | 12,571 |

## 10. Property investments

Changes in the period in the "Property investment" item refer to capex aimed at increasing the valule of the already owned properties and the relevant amortisation and depreciation, equal to euro 45,000

It should also be noted that there are no restrictions on the use of the assets classified under property investments

## 11. Properties, plants and equipment

The following tables show the changes in 2010 and the first half of 2011.
Investments, limited to euro 3,101 thousand, mainly referred to furniture, fittings and office automation equipment in replacement of obsolete assets

| Properties, plants and equipment <br> (eurofthousand) | Land | Instrumental buildings | Plants and equipment | Other tangible assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Historical cost as at 31/12/2009 | 1,434 | 19,434 | 33,229 | 129,750 | 183,847 |
| Investments |  | 8 | 720 | 18,780 | 19,508 |
| Disposals |  |  | $(6,826)$ | $(18,335)$ | $(25,161)$ |
| Changes in the consolidation area | - | - | 2,226 | 5,800 | 8,026 |
| Other changes | - | 7 | - | - | 7 |
| Historical cost as at 31/12/2010 | 1,434 | 19,449 | 29,349 | 135,995 | 186,227 |
| Accumulated depreciation and impairment |  |  |  |  |  |
| Losses as at 31/12/2009 |  | 9,494 | 26,045 | 100,003 | 135,542 |
| Depreciation |  | 709 | 2,606 | 9,421 | 12,736 |
| Impairment/(reversal of impairment) |  |  |  |  | 0 |
| Disposals |  |  | $(6,826)$ | $(18,059)$ | $(24,885)$ |
| Changes in the consolidation area | - |  | 2,011 | 4,864 | 6,875 |
| Other changes | - | - | - |  | 0 |
| Accumulated depreciation and impairment |  |  |  |  |  |
| losses as at 31/12/2010 | 0 | 10,203 | 23,836 | 96,229 | 130,268 |
| Net value as at 31/12/2009 | 1,434 | 9,940 | 7,184 | 29,747 | 48,305 |
| Net value as at 31/12/2010 | 1,434 | 9,246 | 5,513 | 39,766 | 55,959 |
| Properties, plants and equipment <br> (euro/thousand) | Land | Instrumental buildings | Plants and equipment | Other tangible assets | Total |
| Historical cost as at 31/12/2010 | 1,434 | 19,449 | 29,349 | 135,995 | 186,227 |
| Investments |  | 22 | 280 | 2,799 | 3,101 |
| Disposals |  | - | (41) | $(1,184)$ | $(1,225)$ |
| Changes in the consolidation area |  |  |  | 187 | 187 |
| Other changes | - | - | 7,836 | $(7,753)$ | 83 |
| Historical cost as at 30/06/2011 | 1,434 | 19,471 | 37,424 | 130,044 | 188,373 |
| Accumulated depreciation and impairment |  |  |  |  |  |
| Losses as at 31/12/2010 | - | 10,203 | 23,836 | 96,229 | 130,268 |
| Depreciation |  | 351 | 1,135 | 4,028 | 5,514 |
| Impairment/(reversal of impairment) | - | - | - |  | 0 |
| Disposals |  | - | (39) | $(1,034)$ | $(1,073)$ |
| Changes in the consolidation area Other changes | - | - | (1) | $\begin{gathered} 175 \\ (97) \end{gathered}$ | $\begin{gathered} 175 \\ (98) \end{gathered}$ |
| Accumulated depreciation and impairment losses as at 30/06/2011 | 0 | 10,554 | 24,931 | 99,301 | 134,786 |
| Net value as at 31/12/2010 | 1,434 | 9,246 | 5,513 | 39,766 | 55,959 |
| Net value as at 30/06/2011 | 1,434 | 8,917 | 12,493 | 30,743 | 53,587 |

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Depreciation of properties, plants and equipment
The overall amount of depreciation for the period recognised in the "Depreciation and impairment of properties, plants and equipment" item under income statement totalled euro 5,514 thousand, down against the first half of 2010 as a result of the limited purchases completed in the las financial years.

| Depreciation of properties, plants and equipment <br> (eurofthousand) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Instrumental buildings | 351 | 354 |
| Plants and machinery | 1,135 | 1,087 |
| Equipment | 1,433 | 1,374 |
| Electronic office machines | 1,056 | 1,073 |
| Furniture and fittings | 799 | 1,193 |
| Vehicles and transport vehicles | 159 | 295 |
| Leasehold improvements | 566 | 577 |
| Other tangible assets | 15 | 19 |
| Total depreciation of properties, plants and equipment | $\mathbf{5 , 5 1 4}$ | $\mathbf{5 , 9 7 2}$ |
| Impairments of tangible assets |  | 142 |
| Value recovery of tangible assets |  | - |
| Total impairments (recovery) of tangible assets | $\mathbf{0}$ | $\mathbf{1 4 2}$ |
|  | $\mathbf{5 , 5 1 4}$ | $\mathbf{6 , 1 1 4}$ |
| Total depreciation and loss of value of tangible assets |  |  |

## Leased assets

It should be noted that compared to the situation as at 31 December 2010, no new contracts have been stipulated nor have any expired. In addition, such contracts do not place any restrictions or liens on the distribution of dividends, underwriting of other leasing contracts or finance agreements.

## 12. Investments

Investments amounted to euro 127,503 thousand. "Other Investments" include some investments in consortia relative to magazine circulation in France.
"Investments valued at equity" include changes better described in Note 8, to which reference should be made.

| Investments <br> (euro/thousand) | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ |
| :--- | ---: | ---: |
| Investments valued at equity | 125,931 | 131,464 |
| Investments in other companies | 1,572 | 222 |
| Total investments | $\mathbf{1 2 7 , 5 0 3}$ | $\mathbf{1 3 1 , 6 8 6}$ |

The following table shows the changes in the investments valued at equity. The results for the period are outlined in Note 31.

| Investments valued at equity Detail <br> (eurofthousand) | 30/06/2011 | 31/12/2010 |
| :---: | :---: | :---: |
| Investments in joint ventures: |  |  |
| - Gruner + Jahr/Mondadori S.p.A. | 2,753 | 3,939 |
| - Milano Distribuzione Media S.r.l. | 252 | 217 |
| - Harlequin Mondadori S.p.A. | 473 | 643 |
| - Hearst Mondadori Editoriale S.r.l. | - | 300 |
| - Mondadori Rodale S.r.l. | - | 134 |
| - Edizioni EL S.r.I. | 2,656 | 3,120 |
| - Random House Mondadori Group | 51,898 | 51,910 |
| - Attica Publications Group | 30,381 | 31,431 |
| - ACI - Mondadori S.p.A. | 728 | 807 |
| - Mediamond S.p.A. | 917 | 721 |
| - Mondadori Independent Media LLC | 595 | 854 |
| - Mondadori Seec Advertising Co. Ltd | - | - |
| - Editions Mondadori Axel Springer S.n.c. | 9,371 | 11,847 |
| Total investments in joint ventures | 100,024 | 105,923 |
| Investments in associated companies: |  |  |
| - Mach 2 Libri S.p.A. | 6,409 | 6,831 |
| - Mach 2 Press S.r.l. | 672 | 792 |
| - Società Europea Edizioni S.p.A. | 6,550 | 6,737 |
| - Mondadori Printing S.p.A. | 12,165 | 11,065 |
| - Venezia Musei Società per i servizi museali S.c. a r.l. | 7 | 7 |
| - Venezia Accademia Società per i servizi museali S.c. a r.l. | 2 | 2 |
| - Campania Arte S.c. a ril. | 22 | 22 |
| - Consorzio Covar (in liquidazione) | 2 | 2 |
| - Consorzio Forma | 1 | 1 |
| - Roccella S.c. a r.l. | 21 | 21 |
| - Novamusa Val di Noto S.c. a r.l. | 18 | 18 |
| - Novamusa Valdemone S.c. a r.l. | 21 | 21 |
| - Novamusa Val di Mazara S.c. a re.l. | 17 | 17 |
| - Consorzio Editoriale Fridericiana | - | 5 |
| Total investments in associated companies | 25,907 | 25,541 |
| Total investments valued at equity | 125.931 | 131.464 |

In relation to the impairment test, reference should be made to the considerations contained in Note 9. With regard to the investment in the Attica Group, listed on the Athens Stock Exchange, it should be noted that the value of the listing is not considered to be representative of the fair value since the float is limited and the trades during the period of reference show irrelevant volumes by quantity and amount.

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Figures are in $€, 000$

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## 13. Anticipated tax assets and deferred tax liabilities

The following tables detail "Anticipated tax assets" and "Deferred tax liabilities"
"Anticipated tax assets" decreased as a result of the utilisation of some funds subject to taxation mainly recognised under liabilities in the balance sheet as at 31 December 2010; "Deferred tax liabilities" rose as a result of the difference between balance sheet items and the intangible assets tax values.
(euro/thousand)

30/06/2011
31/12/2010

| (eurofthousand) | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ |
| :--- | ---: | ---: |
| Anticipated IRES | 38,172 | 42,870 |
| Anticipated IRAP | 2,655 | 2,809 |
| Total anticipated tax assets | $\mathbf{4 0 , 8 2 7}$ | $\mathbf{4 5 , 6 7 9}$ |
|  | 88,801 | 86,732 |
| Deferred IRES | 4,697 | 4,457 |
| Deferred IRAP | $\mathbf{9 3 , 4 9 8}$ | $\mathbf{9 1 , 1 8 9}$ |

## 14. Other non-current assets

"Other non-current assets" are essentially in line with the balance amount of end of 2010 (euro 1,321 thousand against euro 1,390 thousand).

## 15. Tax receivables

The increase in "Tax receivables" (euro 34,472 thousand against euro 28,709 thousand) is due to a VAT receivable accrued during the first semester, which more than compensated the IRES receivable recognised by the companies not included in the tax consolidation regime.
Such receivable was recognised to decrease the debt deriving from the tax charge amount for the six-month period of reference.

## 16. Other current activities

"Other current activities" rose from euro 81,667 thousand as at 31 December 2010 to euro 87,525 thousand as at 30.06 .2011 . This increase is mainly attributable to the seasonal nature of some specific businesses. In particular, Books and School Textbooks, showing a credit position towards agents and part of the authors as at the end of the first semester as a result of the advance amounts paid and not yet covered by sales.

## 17. Inventory

As to "Inventory" (euro 134,946 thousand in 2011 against euro 131,484 thousand in 2010) the seasonal considerations outlined above still apply specifically for some specific segments whose production is concentrated in the first half of the year.

Provisions against inventory are made by taking into account the level of obsolescence and, consequently, the saleability of finished products. Provisions for impairments were partially used for pulping during the period of reference.

No inventory was used to secure liabilities.

## 18. Trade receivables

"Trade receivables" (euro 363,791 thousand against euro 385,207 thousand in 2010) were substiantially affected by the seasonal nature of some specific businesses. In fact, based on a like-for-like basis with the period ended as at 30 June 2010, "Trade receivables" rose by $1.2 \%$.

| Trade receivables <br> (euro/thousand) | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ |
| :--- | ---: | ---: |
| Receivables from customers | 328,002 | 346,052 |
| Receivables from associated companies | 33,811 | 37,038 |
| Receivables from parent companies |  |  |
| Receivables from affiliated companies | 1,978 | 5 |
| Total trade receivables | $\mathbf{3 6 3 , 7 9 1}$ | 2,112 |

Details of receivables from associated, parent and affiliated companies are contained in the "Transactions with related parties".
Trade transactions with these companies are carried out under standard market conditions.
With reference to trade receivables impairments, each Group company carries out an accurate analysis of its debt positions in order to calculate the amount to be allocated. The impairment provisions amounted to a total of euro 39,015 thousand as at closure of the period.

It should be noted that there are no trade receivables due over five years.

## 19. Financial situation

Financial assets essentially include investments in liquidity in Mondadori International S.p.A. for a total of euro 34.3 million, while the rest comprises financial receivables from associated or third companies or financial accrued income and deferred expenses.

In March, the existing loan structure with Intesa SanPaolo was subject to a process of renegotiation, which led to an extension of the relevant maturity to December 2016 and a revision of the allocation between term loan and revolving loan.

In May a new loan contract was stipulated with GE Capital for euro 7.5 million with maturity in May 2016, which was entirely used by Arnoldo Mondadori Editore S.p.A.

As at 30 June, the actual interest rate on the existing loans was equal to $2.133 \%$.

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| Indebtedness <br> (euro/thousand $)$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ | Increases | Decreases | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ |
| :--- | ---: | ---: | ---: | ---: |
| Pool/Club Deal loans | 150,000 |  | - | 150,000 |
| Bilateral loan 2015 | 75,000 | - | $(25,000)$ | 50,000 |
| Bilateral loan 2016 | 35,000 | - | - | 50,000 |
| Bilateral loan 2016 Rev. | - | 20,000 | - | 20,000 |
| Pool Popolari loan | 130,000 | - | $(26,000)$ | 104,000 |
| Mediobanca loan | 50,000 | - | - | 50,000 |
| GE Capital loan | - | 7,500 | - | 7,500 |
| Total | $\mathbf{4 4 0 , 0 0 0}$ | $\mathbf{4 2 , 5 0 0}$ | $\mathbf{( 5 1 , 0 0 0})$ | $\mathbf{4 3 1 , 5 0 0}$ |

It should be noted that the financial covenants (Net Financial Position / 12-month rolling EBITDA) existing to date on the loans, including the new contracts stipulated in 2011, have all been complied with.
Here below is the net financial position in accordance with Consob recommendations. If the balance of "Non-current financial assets" were added, the net financial position would show a deficit of euro 399,238 thousand

| Net financial position (eurolthousand) | 30/06/2011 | 31/12/2010 |
| :---: | :---: | :---: |
| A Cash | 1,304 | 1,180 |
| -Bank deposits | 26,576 | 82,400 |
| -Postal deposits | 1,139 | 1,321 |
| B Other cash and cash equivalents | 27,715 | 83,721 |
| C Cash and cash equivalents and other financial assets ( $\mathbf{A}+\mathrm{B}$ ) | 29,019 | 84,901 |
| D Securities held for trading |  |  |
| -Financial receivables from associated companies | 7,483 | 1,399 |
| -Financial assets valued at fair value |  |  |
| -Financial assets held for sale | 19,768 | 26,197 |
| -Derivative instruments and other financial assets | 6,723 | 4,346 |
| E Receivables and other current financial activities | 33,974 | 31,942 |
| F Current financial assets (D+E) | 33,974 | 31,942 |
| G Current payables to banks | 22,090 | 786 |
| -Bonds |  |  |
| -Mortgages |  |  |
| -Loans | 26,012 | 26,044 |
| H Current part of non-current payables | 26,012 | 26,044 |
| -Financial payables to associated companies | 3,754 | 8,831 |
| -Derivative instruments and other financial liabilities | 4,532 | 7,028 |
| Other current financial payables | 8,286 | 15,859 |
| L Payables to banks and other financial liabilities ( $\mathbf{G}+\mathbf{H + I}$ ) | 56,388 | 42,689 |
| M Current net financial position (C+F-L) | 6,605 | 74,154 |
| -Bonds |  |  |
| -Mortgages |  | - |
| -Loans | 404,085 | 412,384 |
| N Part of non-current payables | 404,085 | 412,384 |
| O Other non-current financial payables | 3,355 | 6,084 |
| P Non-current financial payables ( $\mathrm{N}+\mathrm{O}$ ) | 407,440 | 418,468 |
| Q Net financial position (M-P) | $(400,835)$ | $(344,314)$ |

## 20. Shareholders' equity

Changes in "Shareholders' equity" during the period are mainly attributable to a dividend payout for a total amount of euro 40,301 thousand. Other changes refer to the recognition of profits/losses on financial instruments valued at fair value and according to the cash flow hedge principle and other movements relating to conversion of accounts in currencies other than the euro and stock options.

It should be noted that the share capital of the parent company Arnoldo Mondadori Editore S.p.A. remained unchanged and that the entity controlling the Mondadori Group is Fininvest S.p.A.

Reserves attributable to Minority interests refer to Edizioni Piemme S.p.A. and Glaming S.r.l.

## 21. Provisions

"Provisions" (euro 37,796 thousand against euro 43,416 thousand) registered a drop mainly as a result of personnel outlays related to early retirement programmes and restructuring operations, the conclusion of some litigations and the utilisation of the amount allocated as at end 2010 to pay for contracts, which generated the budgeted expenses for the period.

## 22. Post-employment benefits

This item includes post-employment benefits, the indemnities due to agents and other indemnities, as specified in the table below.

| Post-employment benefits <br> (euro/thousand) | $\mathbf{3 0 / 0 6 / 2 0 1 1}$ | $\mathbf{3 1 / 1 2 / 2 0 1 0}$ |
| :--- | ---: | ---: |
| Provision for employee post-employment benefits | 46,533 | 46,298 |
| Provisions for agents' termination indemnity | 6,218 | 6,436 |
| Provisions for retirement indemnity and similar obligations | 442 | 425 |
| Total post-employment benefits | $\mathbf{5 3 , 1 9 3}$ | $\mathbf{5 3 , 1 5 9}$ |

With reference to the supplementary retirement programmes, the first item is deemed to decrease along with the turnover. However, during the period it slightly increased as a result of the larger consolidation area considered
The second item is essentially in line despite the termination of the labour contract with some senior agents in the educational and instalment segments.

Employee post-employment benefits and agents' termination indemnities were determined in accordance with IAS 19 and IAS 37, respectively, by applying an actuarial method; the parameters used are in line with those at 31 December 2010.

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## 23. Income tax

Income tax comprises the payable amount recognised as at end of 2010 plus the payable amoun for estimated taxes at 30 June 2011, for a total of euro 25,175 thousand

## 24. Other current liabilities

This item improved considerably (euro 235,298 thousand against euro 250,966 thousand). This change was largely due to the seasonal nature of the school textbooks segment in particular and of Books in general, where costs of commissions and rights are mainly concentrated in the second half of the year.

## 25. Trade payables

The same considerations made for "Trade receivables" apply to "Trade payables": the seasonal nature of some businesses is also reflected on the payables to suppliers, decreasing this item's balance amount from euro 380,895 thousand as at 31 December 2010 to euro 333,867 thousand as at 30 June 2011.

For more details about payables to associated, parent and affiliated companies, reference should be made to "Transactions with related parties".

Trade transactions with related parties are carried out under standard market conditions.
It should be noted that there are no trade payables due over 5 years.

## 26. Revenues from sales and services

"Revenues from sales and services", equal to euro 741,411 thousand, rose $2 \%$ against the values as at 30 June 2010. This figure included Mondadori S.p.A. revenues as of 1 May. As a result, on a like-for-like basis revenues would essentially be in line with the preceding year.
For more detailed information reference should be made to the "Interim Report on Operations".

## 27. Cost of raw, ancillary, consumption materials and goods

The lower costs incurred for the purchase of raw materials and goods are mainly attributable to production materials, due to the attention focussed on the printing runs of books and magazines.

| Cost of raw, ancillary, consumption materials and goods <br> (eurofthousand) | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Paper | 25,200 | 21,262 |
| Electricity, water, gas and fuel | 3,536 | 2,948 |
| Other production materials | 2,409 | 3,005 |
| Total cost of raw, ancillary materials | $\mathbf{3 1 , 1 4 5}$ | $\mathbf{2 7 , 2 1 5}$ |
|  | 75,600 | 76,127 |
| Goods for sale | 1,434 | 1,751 |
| Consumption and maintenance materials | 6,173 | 8,439 |
| Other | $\mathbf{8 3 , 2 0 7}$ | $\mathbf{8 6 , 3 1 7}$ |
| Total cost of consumption materials and goods | $\mathbf{1 1 4 , 3 5 2}$ | $\mathbf{1 1 3 , 5 3 2}$ |
| Total cost of raw, ancillary, consumption materials and goods |  |  |

## 28. Cost of services

"Cost of services" increased substantially mainly as a result of the impact of Mondolibri S.p.A. which in 2010 was consolidated only for two months and, in part, also due to the costs linked to the start-up of new activities in the digital segment.

The table below is a detailed analysis of costs of services.

| Cost of services (euro/thousand) | 1st half 2011 | 1st half 2010 |
| :---: | :---: | :---: |
| Rights and royalties | 58,477 | 57,370 |
| Third party consulting and collaborations | 41,450 | 38,125 |
| Commissions | 20,089 | 18,510 |
| Third party processing | 136,839 | 132,606 |
| Transport and shipping | 32,693 | 29,025 |
| Purchase of advertising space and publicity expense | 32,716 | 30,436 |
| Travel and other expense reimbursement | 6,015 | 5,790 |
| Maintenance | 3,626 | 3,643 |
| Warehousing and porter costs | 5,859 | 4,934 |
| Postal expenses and telephone | 6,363 | 5,136 |
| Catering and cleaning services | 4,463 | 3,905 |
| Market research | 2,354 | 2,689 |
| Insurance | 1,792 | 1,867 |
| Subscription management | 24,197 | 23,170 |
| Publisher's share | 15,637 | 16,185 |
| Job order services | 2,764 | 3,495 |
| Bank services and commissions | 999 | 958 |
| Directors' and statutory auditors' fees | 2,068 | 1,968 |
| Other services | 27,527 | 22,168 |
| Total cost of services | 425,928 | 401,980 |

It should also be noted that "Directors' and statutory auditors' fees" include fees due to directors and statutory auditors for euro 1,834 thousand and euro 234 thousand, respectively.

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## 29. Personnel

"Personnel" costs were equal to euro 137,711 thousand against euro 134,263 thousand as at 30 June 2010, and on a like-for-like basis, excluding the figures for Mondolibri S.p.A., consolidated in 2010 only for two months, remained essentially unchanged.

For a clearer picture of the changes, the following table provides details regarding the Group employees.

| Headcount | Exact number <br> 1st half 2011 | Exact number <br> 1st half 2010 | Average <br> 1st half 2011 | Average <br> 1st half 2010 |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Managers | 155 | 145 | 156 | 143 |
| Journalists | 812 | 806 | 797 | 846 |
| Employees and middle managers | 2,577 | 2,644 | 2,573 | 2.551 |
| Workers | 157 | 162 | 151 | 144 |
|  |  |  |  | $\mathbf{3 , 6 8 4}$ |
| Total | $\mathbf{3 , 7 0 1}$ | $\mathbf{3 , 7 5 7}$ | $\mathbf{3 , 6 7 7}$ |  |

## 30. Other expenses (income)

"Other expenses (income)" include revenues not deriving from the Group's core activities, a well as charges and general expenses, other taxes, provisions and utilisations.

The reduction in the negative balance (euro 20,083 thousand against euro 24,246 thousand of 2010) is largely due to lower costs for leases following to savings obtained by Mondador France and the shutdown of two proprietary book stores in the centre of Rome

## 31. Result from investments valued at equity

The table below includes details of the results achieved in 2011 and in 2010 by the companies valued at equity

The 2010 balance includes the proceeds recognised upon the acquisition of the control stake in Mondolibri S.p.A. on the portion already owned for a total of euro 2,690 thousand; the 2011 balance benefited from the surplus obtained following to the transfer of the interest held in the Hearst Mondadori Editoriale S.r.l. joint venture for a total of euro 9,923 thousand.

Net of the aforementioned effects, the contribution from the associated companies in the period of reference rose, thanks specifically to the good performance of the joint ventures in Russia and China and the limited negative balance of the publishers of $I l$ Giornale.

Income (expenses) from investments valued at equity
(euro/thousand)

|  | $(223)$ | 53 |
| :--- | ---: | ---: |
| - Hearst Mondadori Editoriale S.r.l. | 439 | 518 |
| - Gruner und Jahr/Mondadori S.p.A. | 275 | 271 |
| - Harlequin Mondadori S.p.A. | 35 | 91 |
| - MDM Milano Distribuzione Media S.r.l. | $(79)$ | $(81)$ |
| - ACI Mondadori S.p.A. | 55 | $(258)$ |
| - Mondadori Rodale S.r.1. | $(100)$ | $(8)$ |
| - Gruppo Attica Publications | $(925)$ | $(1,723)$ |
| - Societa Europea di Edizioni S.p.A. | 551 | 207 |
| - Gruppo Random House Mondadori | - | 26 |
| - Edizioni Electa Bruno Mondadori S.r.l. in liquidazione | 109 | 124 |
| - Mach 2 Libri S.p.A. | $(120)$ | 5 |
| - Mach 2 Press S.r.l. | 309 | 413 |
| - Edizioni EL S.r.l | $(295)$ | $(530)$ |
| - Mondadori Indipendent Media Llc | - | $(344)$ |
| - Mondolibri S.p.A. | - | - |
| - Consorzio Editoriale Fridericiana | $(8)$ | $(299)$ |
| - Mondadori SEEC | 1,352 | 1,446 |
| - Editions Mondadori Axel Springer Snc | $(54)$ | $(390)$ |
| - Mediamond S.p.A. | 1,100 | 926 |
| - Mondadori Printing S.p.A. | - | 2,690 |
| Income from the acquisition of the control stakes in Mondolibri S.p.A. | 9,923 | - |
| Capital gain (loss) from the transfer/liquidation of investments |  |  |

Income from the acquisition of the control stakes in Mondolibri S.p.A
9,923
Capital gain (loss) from the transfer/liquidation of investments

12,344

## 32. Financial income (expenses)

This item under income statement improved against the first semester of 2010 thanks to a reduction in the cost of money.

This item is broken down here below:

## Financial income (expenses)

(euro/thousand)

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## 33. Income tax

The tax burden of the first half of 2011 was slightly lower than the tax burden of the same period of 2010 , considering also the benefit deriving from the tax consolidation regime.

Conversely, the tax rate shows a more substantial reduction, due to the different incidence on some balances not relevant for tax purposes and an improvement in the results of associated companies, reported net of taxation.

| Income tax |  |  |
| :--- | ---: | ---: |
| (euro/thousand) |  |  | 1st half 2011 $\quad$ 1st half 2010 |  |  |  |
| :--- | ---: | ---: |
| IRES | 5,919 | 7,476 |
| IRAP | 4,574 | 4,630 |
| Total current taxes | $\mathbf{1 0 , 4 9 3}$ | $\mathbf{1 2 , 1 0 6}$ |
| Deferred/(anticipated) taxes for IRES | 6,797 | 3,571 |
| Deferred/(anticipated) taxes for IRAP | 393 | 292 |
| Total deferred /(anticipated) taxes | $\mathbf{7 , 1 9 0}$ | $\mathbf{3 , 8 6 3}$ |
| Other tax items | $(2,870)$ | $(625)$ |
| Total income tax | $\mathbf{1 4 , 8 1 3}$ | $\mathbf{1 5 , 3 4 4}$ |

## 34. Earnings per share

Basic earnings per share are calculated by dividing net profit for the period attributable to the Group by the weighted average number of ordinary shares outstanding during the period.

|  | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Net profit for the period (euro/000) | 22,717 | 15,099 |
| Weighted average of ordinary shares outstanding (no./000) | 237,062 | 237,630 |
| Basic earnings per share (euro) | $\mathbf{0 . 1 0}$ | $\mathbf{0 . 0 6}$ |

Diluted earnings per share are calculated by dividing net profit for the period attirbutable to the Group by the the weighted average number of ordinary shares outstanding during the period, considering any diluted effects.

|  | 1st half 2011 | 1st half 2010 |
| :--- | ---: | ---: |
| Net profit for the period (euro/000) | 22,717 | 15,099 |
| Weighted average of ordinary shares outstanding (no./000) <br> Number of options with diluted effect (/000) | 237,062 | 237,630 |
| Diluted earnings per share (euro) | - | - |

## 35. Commitments and contingent liabilities

As at 30 June 2011 the Mondadori Group had made commitments amounting to euro 161,203 thousand and, as at the end of the last financial year, these were almost entirely represented by sureties issued for VAT reimbursement claims and competitions and prizes.

## 36. Non-recurring expenses (income)

In accordance with Consob Resolution No. 15519 of 27 July 2006, the Mondadori Group did not report non-recurring expenses (income) during the period.

## 37. Related parties

Transactions carried out with related parties, including intercompany transactions, cannot be qualified as either atypical or unusual, since they are part of the normal business activities of the Group companies. Such transactions, when they are not carried out under standard market conditions or if they are dictated by specific regulations, have in any case been regulated according to market conditions.

Transactions with parent companies, associated and affiliated companies
Here below are the details regarding the economic and financial effects of transactions with parent, associated and affiliated companies, comparing the figures of 2011 with both the first half of 2010 and the full year 2010.
Transactions with related parties：data as at 30 June 2011

| （Eurothousand） | Trade receivables | Financial receivables | Tax receivables | $\begin{array}{r} \text { Trade } \\ \text { payables } \end{array}$ | Financial payables | $\begin{array}{r} \text { Tax } \\ \text { payabes } \end{array}$ | Revenues | Purchases of raw materials | $\begin{gathered} \text { Purchases } \\ \text { ef } \\ \text { servics } \end{gathered}$ | $\begin{gathered} \text { Sundry } \\ \text { costs } \\ \text { (revenues) } \end{gathered}$ | $\left.\begin{array}{c} \text { Hinancial } \\ \text { revenues } \\ \text { (costs } \end{array}\right)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Holding company： <br> －Fininvest S．p．A． |  |  | 2,368 | 2 |  | 11,928 | ． |  | 5 | 4 |  |
| Subsidiaries |  |  |  |  |  |  |  |  |  |  |  |
| －Gruner＋JahrMondadori S．p．A． | 5，415 | 87 |  | 6，689 | 52 |  | 1，453 | 19 | 2，787 | （276） | （10） |
| －Mach 2 Libri S．p．A． | 18，026 | 18 |  | 50 |  |  | 15，149 |  | 31 | 4 |  |
| －MDM Milano Distribuzione Media S．r．l． | 603 |  |  |  |  |  |  |  | 8 | （40） |  |
| －Venezia Musei Società per i servizi museal S S．ca r．l． | 260 |  |  | － |  |  |  |  |  |  |  |
| －Hearst Mondadori Editoriale S．rI． |  |  | － |  |  |  | 623 |  | 2，455 | （242） | （5） |
| －Harlequin Mondadori S．p．A． | 846 |  |  |  | 1，499 |  | 206 | 2，480 |  | （58） | （18） |
| －Mondadori Rodale S．r．l． |  |  | － |  |  |  | 666 |  | 2，36 | （314） | （10） |
| －Gruppo Attica Publications | 128 |  |  | 23 |  |  | 47 |  | 21 |  |  |
| －Edizioni EL S．r．l． | 876 |  | － | 4，210 |  |  | 442 | 3，399 | 9 | （339） |  |
| －Gruppo Random House Mondadori | 297 |  | － | 89 |  |  | 109 |  | 2 |  |  |
| －Società Europea di Edizioni S．p．A． | 1，060 |  |  | 2，707 |  |  | 1，903 | 36 |  | 1 |  |
| －ACI－Mondadori S．p．A． | 431 |  |  | 1，026 | 1，128 |  | 703 | 3 | 879 | （116） | （5） |
| －Consorzio COVAR（in liquidation） | 4 |  |  |  |  |  |  |  |  |  |  |
| －Roccella S．．c．a r．l．（in liquidation） |  | 160 |  | 60 |  |  |  |  |  |  |  |
| －Campania Atte S．c．a rl． | 18 | 134 |  | 19 |  |  |  |  |  | 1 |  |
| －Editions Mondadori Axel Springer S．n．c． | 1，990 | 4，915 |  | 902 | 124 |  | 4，140 | 1 | 566 | （1，864） | 10 |
| －Mondadori Independent Media LLC | 34 |  |  |  |  |  | 31 |  |  |  |  |
| －Venezia Accademia Società peri servizi museali S．c．a rl． |  | 25 |  | 39 |  |  | 8 | 3 | 48 |  |  |
| －Mondadori Printing S．p．A． | 1，404 |  |  | 50，503 |  |  | 1，106 | 176 | 87，875 | （1） | （1） |
| －Artes Graficas Toledo S．A． |  | － | － | 569 |  |  |  |  |  |  |  |
| －Mediamond S．p．A． | 2，300 |  |  | 579 | 951 |  | 2，259 |  | 148 | （261） | （2） |
| －Mondadori Seec Advertising Co．Ltd | 110 | 2，144 | － | 150 |  | － | 75 |  | 96 |  |  |
| －Mach 2 Press S．r．l． |  |  | － | 104 | － | － | － | － | 569 |  | － |
| Total subsidiaries | 33，811 | 7，483 | 0 | 67，719 | 3，754 | 0 | 28，920 | 6，217 | 97，856 | （3，505） | （41） |


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Interim abbreviated consolidated balance sheet - Notes
Figures are in $€, 000$
Transactions with related parties: financial data as at 31 December 2010 and financial data as at 30 June 2010

| (Eurocthousand) | $\begin{gathered} \text { Trade } \\ \text { receivables } \end{gathered}$ | $\begin{aligned} & \text { Financial } \\ & \text { receivables } \end{aligned}$ | $\begin{array}{r} \text { Tax } \\ \text { receivables } \end{array}$ | $\begin{array}{r} \text { Trade } \\ \text { payables } \end{array}$ | $\begin{gathered} \text { Financial } \\ \text { payables } \end{gathered}$ | $\begin{aligned} & \text { Tax } \\ & \text { payabes } \end{aligned}$ | Revenues | $\begin{gathered} \text { Purchases } \\ \text { of raw } \\ \text { materials } \end{gathered}$ | $\begin{gathered} \hline \text { Purchases } \\ \text { of } \\ \text { services } \end{gathered}$ | $\begin{array}{r} \text { Sundry } \\ \text { costs } \\ \text { (revenues) } \end{array}$ | $\begin{gathered} \text { Financial } \\ \text { revenues } \\ \text { (costs) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Holding company: |  |  |  |  |  |  |  |  |  |  |  |
| - Fininvest S.p.A. | 5 | - | 2,481 | 7 |  | 18.487 | - | - | 142 | 4 |  |
| Subsidiaries |  |  |  |  |  |  |  |  |  |  |  |
| - Gruner + JahrMondadori S.p.A. | 4,978 | - |  | 6,833 | 154 |  | 1,478 | 1 | 3,307 | (354) | (5) |
| - Mach 2 Libri S.p.A. | 20,416 | - |  | 14 |  |  | 15,586 | 3 | 356 |  |  |
| - MDM Milano Distribuzione Media S.r.l. | 992 | - |  |  |  |  |  |  | 161 |  |  |
| - Venezia Musei Società per iservizi museali S.c.a r.l. | 31 | - | - | - |  |  | - |  | 41 | - |  |
| - Hearst Mondadori Editoriale S.r.l. | 327 | 332 |  | 2,615 |  |  | 474 |  | 2,180 | (176) | (3) |
| - Harlequin Mondadori S.p.A. | 1,733 | 183 |  |  | 5,462 |  | 236 | 3,860 | 1 | (35) | (12) |
| - Mondadori Rodale S.r.l. | 705 | 554 |  | 3,209 |  |  | 1,401 |  | 2,423 | (245) | (5) |
| - Gruppo Attica Publications | 91 | - |  | 6 |  |  | 55 |  | 24 |  |  |
| - Edizioni Electa Bruno Mondadori S.r.l. |  |  |  |  |  |  | 3 |  |  |  |  |
| - Edizioni EL S.r.l. | 919 | - | - | 4,911 |  |  | 443 | 3,443 | 12 | (337) |  |
| - Gruppo Random House Mondadori | 176 | - |  | 15 |  |  | 114 |  | 3 |  |  |
| - Società Europea di Edizioni S.p.A. | 1,010 | - |  | 5,436 |  |  | 2,484 |  | 3 | (436) |  |
| - ACI-Mondadori S.p.A. | 521 | - |  | 1,390 | 589 |  | 732 | 3 | 4 | (90) | (6) |
| - Consorrio Covar (in liquidation) | 4 | - |  |  |  |  |  |  |  |  |  |
| - Mondolibri S.p.A. (associated until 30/04/2010) | - | - |  | - |  |  | 2,53 | 89 | 1,40 | (152) |  |
| - Roccella S. .c.a r.l. (in liquidation) |  | 160 |  | 60 |  |  |  |  |  |  |  |
| - Campania Arte S.c.a ri.l. | 65 | 134 |  | 68 |  |  |  |  | - | - |  |
| - Editions Mondadori Axel Springer S.n.c. | 2,096 | 11 |  | 877 | 2,361 |  | 3,810 | 2 | 258 | $(2,018)$ | 1 |
| - Mondadori Independent Media LLC | 65 |  |  | 1 |  |  | 38 |  |  |  |  |
| - Venezia Accademia Società peri servizi museali S.ca r r.l. |  | 25 |  | 44 |  |  | 5 | 6 | 71 |  |  |
| - Mondadori Printing S.p.A. | 927 | - |  | 56,608 |  |  | 1,221 | 2,789 | 86,840 | 38 |  |
| - Artes Graficas Toledo S.A. |  |  |  | 569 |  |  | - |  | 911 | - |  |
| - Consorzio Fridericiana |  | - |  | 5 |  |  | - |  |  | - |  |
| - Mediamond S.p.A. | 1,872 |  |  | 235 | 265 |  | 1,693 |  | 290 | (205) | 2 |
| - Mondadori Seec Advertising Co. Ltd | 110 | - |  | 87 |  | - | 30 |  | 99 | - |  |
| - Mach 2 Press S.r.l. | . | - | - | 433 | - | - | - | - | 76 | - | - |
| Total subsidiaries | 37,038 | 1,399 | 0 | 83,416 | 8,831 | 0 | 32,342 | 10,196 | 99,185 | $(4,010)$ | (28) |



Six monthly financial report to 30 June 2011
Six monthly financial report to 30 June 2011


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\text { Figures are in } €, 00
$$

Transactions with related parties: financial data as at 31 December 2010 and financial data as at 30 June 2010

|  | - | - | - |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Six monthly financial report to 30 June 2011
Interim abbreviated consolidated balance sheet - Notes
Figures are in $€, 000$

Six monthly financial report to 30 June 201
Interim abbreviated consolidated balance sheet - Notes
Figures are in $€, 000$

## 38. Operating segments

## General information

In compliance with IFRS 8 , the following is a description of the organisational structure of the Group, including the following business areas:

- Books;
- Magazines, with the further distinction between Magazines Italy, Advertising and Magazines France
- Digital
- Direct \& Retail;
- Radio;
- Central functions

Periodic corporate reporting is based on this structure and used by management to define actions and strategies, to evaluate investment opportunities and the allocation of resources.

The structure is also related to the different types of products and/or services from which the Group generates revenues and margins:

- The Books segment generates revenues from the sale of books (non-fiction, fiction educational, art and other books), revenues from the sale of publishing rights to third partie and revenues from the management of museums;
- The Magazines segment, in Italy and France, generates revenues from the sale of magazines (newsstands, subscription and other minor sale channels), royalties from third party publishers for the publication under licence of proprietary magazines, revenues from so-called add-on sales and revenues from advertising; advertising sales of the Italian company Mondadori Pubblicità are outlined separately, because it also generates significant revenues from third party publisher activities, in addition to operating in such capacity on behalf of the parent company and Monradio for Radio R101;
- The Digital segment generates revenues from e-commerce activities and development of digital products;
- The Direct \& Retail segment generates revenues from direct marketing activities and mail order sales, as well as from a chain of proprietary and franchised retail outlets;
- The Radio segment generates revenues from the broadcast of commercials on the Group's radio station R101;
- Lastly, the Corporate segment and other businesses generate revenues from service activitie carried out by the Parent Company in favour of associated companies or companies that do not belong to the Group.

Economic and equity information, concerning fiscal and financial management, are attributed to the latter segment, in line with the reporting structure and also because any different allocation would not be justifiable.

Reclassification of previously reported information
In the period of reference the Mondadori Group started selling products and services in a more organic and structured way through the use of cutting-edge technology. This resulted in the dentification of a new business, called Digital.

Since the Group was already present in the digital business through e-commerce activities in 2010 and, specifically through the website - www.bol.it - in order to provide a consistent picture of the two periods on a like-for-like basis, it was deemed necessary to re-process the income statement of the first half of 2010 relative to the Direct \& Retail segment, because it included he aforementioned business unit.

For the Board of Directors
The Chairman
Marina Berluscon
Sector Information: figures as at 30 June 2011

Sector information: figures as at 30 June 2010 and 31 December 2010


Table of Investments pursuant to art. 120 of Italian Legislative Decree no. 58/1998



Statement of the Group's abbreviated consolidated financial statements pursuant to art. 81-ter of Consob Resolution no. 11971 of 14 May 1999 and subsequent changes and supplements

## Statement of the Group's interim abbreviated consolidated financial statements pursuant to Art. 81-ter of Consob Regulation no. 11971 of 14 May 1999 and subsequent changes and supplements

1. The undersigned Maurizio Costa in his capacity as Deputy Chairman and CEO and Carlo Maria Vismara in his capacity as Executive Manager responsible for the drafting of the corporate accounting documentation of Arnoldo Mondadori Editore S.p.A. also in compliance with the provisions set out in art. 154-bis, par. 3 and 4, of Italian Legislative Decree no. 58 of 24 February 1998, hereby declare:

- the adequacy in relation to the Group's characteristics and
- the effective application
of the administrative and accounting procedures for the drafting of the Group's interim abbreviated consolidated financial statements for the first half of 2011.

2. The valuation of the adequacy of the administrative and accounting procedures for the drafting of the Group's interim abbreviated consolidated financial statements as at 30 une 2011 was carried out based on a specific process defined by Arnoldo Mondador Editore consistently with the Internal Control - Integrated Framework model issued by the Committee of Sponsoring Organizations of the Treadway Commission, which groups together a set of general principles of reference for internal control generally accepted at the international level.
3. We also hereby declare that
3.1 the Group's consolidated summary half-year report as at 30 June 2011:
a) was drafted in compliance with the applicable international accounting standards acknowledged at the EU level pursuant to EC regulation no 1606/2002 of the EU Parliament and Council of 19 July 2002 and, specifically, IAS 34 - Interim Financial Reporting, as well as the provisions set out for the implementation of art. 9 of Italian Legislative Decree n. 38/2005;
b) reflects the accounting books and entries;
c) provides a true and fair description of the financial position and results of operations of the Company and the businesses included in the consolidation area.
3.2 The half-year report on operations includes references to relevant events that have occurred in the first half of the year, their impact on the summary half year financial statements and a description of the main risks and uncertainties for the remaining six months of the fiscal year under investigation. This interim report also includes a reli able analysis of the information regarding relevant transactions with related parties.

27 July 2011

The Deputy Chairman and CEO
(Maurizio Costa)

The Executive Manager responsible for the drafting of corporate accounting documents
(Carlo Maria Vismara)

Report from the Independent Auditing Firm

## Deloitte.

Deloitte \& Touche S.p.A.
Deloitte \& Touct
Via Tortona, 25
20144 Milano
20144 Milan
Italia

AUDITORS' REVIEW REPORT ON THE HALF-YEAR CONDENSED CONSOLIDATED
FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2011

## To the Shareholders of

ARNOLDO MONDADORI EDITORE S.p.A.

1. We have reviewed the Group's interim consolidated financial statements of Arnoldo Mondadori Editore S.p.A. and subsidiaries (the "Mondadori Group"), which comprise the Group" consolidated statement of balance sheet as of June 30, 2011, and the Group's Consolidated Income Statement, Group's Consolidated Statement of Comprehensive Income and Statement of Changes in Consolidated Shareholder's Equity and Group's Consolidated Cash-flow Statemen for the six-month period then ended, and the related explanatory notes. The Company's director are responsible for the preparation and presentation of this interim financial information in accordance with the International Accounting Standard applicable to the interim financial reporting (IAS 34) as adopted by the European Union. Our responsibility is to issue a report on these half-yearly condensed consolidated financial statements based on our review
2. We conducted our review in accordance with the standards recommended by the Italian Regulatory Commission for Companies and the Stock Exchange ("Consob") for the review of the half-yearly interim financial statements under Resolution n ${ }^{\circ} 10867$ of July 31, 1997. Ou review consisted principally of applying analytical procedures to the underlying financial data assessing whether accounting policies have been consistently applied and making enquiries of management responsible for financial and accounting matters. The review excluded audi procedures such as tests of controls and substantive procedures of the assets and liabilities and was therefore substantially less in scope than an audit performed in accordance with establishe auditing standards. Accordingly, unlike our report on the year-end consolidated financia statements, we do not express an audit opinion on the half-yearly condensed consolidated financial statements.

As far as comparative figures related to the year ended December 31, 2010 and the six-month period ended June 30, 2010 presented in the half year condensed report reference should be made to our auditors' report dated March 30, 2011 and dated August 4, 2010, respectively
3. Based on our review, nothing has come to our attention that causes us to believe that the Group's interim consolidated financial statements of Mondadori Group as of June 30, 2010 are not prepared, in all material respects, in accordance with the International Accounting Standar applicable to the interim financial reporting (IAS 34) as adopted by the European Union.

## DELOITTE \& TOUCHE S.p.A.

Signed by
Patrizia Arienti
Partner

Milan, Italy
August 4, 2011
This report has been translated into the English language solely
for the convenience of international readers
Ancona Bari Bergamo Belogna Breccia Caglari Freerze Genova Miano Napol Padova Parna

Partit NA: II 03049550166
Member of Deloitte Touche Tohmatsu Limited


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