## HALF-YEAR

FINANCIAL REPORT AT 30 JUNE 2016

## ARNOLDO MONDADORI EDITORE S.p.A.

## Share Capital Euro 67.979.168,40

Registered Office in Milan
Administrative Offices in Segrate (Milan)

HALF-YEAR FINANCIAL REPORT AT 30 JUNE 2016

Arnoldo Mondadori Editore S.p.A.

## CONTENTS

Mondadori Group highlights in 1H16 ..... 8
Composition of Corporate Bodies ..... 10
Mondadori Group Organization ..... 11
DIRECTORS' REPORT ON OPERATIONS AT 30 JUNE 2016
Consolidated financial highlights in 1H16 ..... 15
Consolidated financial highlights in 2Q16 ..... 23
Performance by Business Area ..... 27

- Books ..... 28
- Magazines Italy ..... 32
- Magazines France ..... 34
- Retail ..... 36
- Corporate e Shared Services ..... 38
Financial position ..... 39
Investor Relations ..... 43
Personnel ..... 45
Significant events in the reporting period ..... 47
Significant events after the reporting period ..... 49
Other information ..... 50
Glossary of terms and alternative performance measures used ..... 50
Outlook for the year ..... 52
CONDENSED CONSOLIDATED HALF-YEAR FINANCIAL STATEMENTS AT 30 JUNE 2016
Consolidated balance sheet ..... 56
Consolidated income statement ..... 58
Consolidated income statement - second quarter ..... 59
Consolidated comprehensive income statement ..... 60
Statement of changes in consolidated equity ..... 62
Consolidated cash flow statement ..... 64
Consolidated balance sheet pursuant to Consob Resolution no. 15519 of 27 July 2006 ..... 66
Consolidated income statement pursuant to Consob Resolution no. 15519 of 27 July 2006 ..... 68
EXPLANATORY NOTES
Statement of relevant investments ..... 130
Certification of the condensed consolidated half-year financial statements pursuantto art. 81-ter of Consob Regulation no. 11971 of 14 May 1999 and subsequent amendmentsand supplements133


## MONDADORI GROUP HIGHLIGHTS IN 1H16

| ( |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |

## COMPOSITION <br> OF CORPORATE BODIES

## Board of Directors*

## CHAIRMAN

Marina Berlusconi

## CEO

Ernesto Mauri

## DIRECTORS

Pier Silvio Berlusconi
Pasquale Cannatelli
Bruno Ermolli
Alfredo Messina
Martina Forneron Mondadori**
Danilo Pellegrino
Roberto Poli
Oddone Pozzi
Angelo Renoldi**
Mario Resca
Cristina Rossello**
Marco Spadacini**

## Board of Statutory Auditors*

## CHAIRMAN

Ferdinando Superti Furga

## STANDING AUDITORS

Francesco Antonio Giampaolo
Flavia Daunia Minutillo

## SUBSTITUTE AUDITORS

## Annalisa Firmani

Ezio Maria Simonelli
Francesco Vittadini

* The Board of Directors and the Board of Statutory Auditors currently in office were appointed by the Shareholders' Meeting of 23 April 2015
${ }^{* *}$ Independent Director


## MONDADORI GROUP

 ORGANIZATION
## ARNOLDO MONDADORI EDITORE S.P.A.

| Books | Magazines Italy | Magazines France | Retail |  | business |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mondadori Libri S.p.A. 100\% | Banzai Media Holding S.r.l. 100\% | Mondadori France S.a.s. <br> 100\% | Mondadori Retail S.p.A. 100\% | Societ di Ediz 36,89 | uropea i S.p.A. |
| Giulio Einaudi editore S.p.A. 100\% | Mondadori International Business S.r.I. 100\% |  | Librerie Rizzoli S.r.I. (100\% di Rizzoli Libri S.p.A.) | $\begin{aligned} & \text { Monra } \\ & \text { 20\% } \end{aligned}$ | o S.r.I. |
| Edizioni EL <br> S.r.I. <br> 50\% | Mondadori UK Ltd 100\% |  |  |  |  |
| Sperling \& Kupfer Editori S.p.A. 100\% | Attica Publications S.A. 41,98\% |  |  |  |  |
| Edizioni <br> Piemme S.p.A. 100\% | $\begin{aligned} & \text { Press-Di S.r.l. } \\ & \text { 100\% } \end{aligned}$ |  |  |  |  |
| Mondadori Education S.p.A. 100\% | Mondadori Scienza S.p.A. 100\% |  |  |  |  |
| Mondadori Electa S.p.A. 100\% | Inthera S.p.A. 100\% |  |  |  |  |
| Rizzoli Libri S.p.A. 99,99\% | Mondadori Pubblicità S.p.A. 100\% |  |  |  |  |
| Mach 2 Libri S.p.A. 44,91\% | Mediamond S.p.A. <br> 50\% |  |  | Subsidiary companies | Affiliated companies |
|  | Mondadori <br> Seec (Beijing) <br> Advertising Co.Ltd 50\% |  |  |  |  |



# Directors' Report on Operations at 30 June 2016 

In 2016, Mondadori Group enjoyed a rather positive start to the year, even more rewarding if one considers the persisting volatile macroeconomic environment.

Specifically, after almost four years, revenue grew versus the prior year, a performance which confirms, along with the improvement in EBITDA for the tenth consecutive quarter, the success of the measures adopted over the past two years, paving the way to accomplishing the targets set for the full year, and marking the transition to the new phase of the Group's development.

2Q16 saw the consolidation of Rizzoli Libri and Banzai Media, a major step in strengthening the leadership position in the Group's strategic businesses, accelerating the growth process of the Company. These acquisitions helped strengthen the already positive performance of revenue in 1 H 16 , which increased by $8.6 \%$.

## MAIN ELEMENTS OF MONDADORI group's business areas in the REPORTING PERIOD AGAINST THE PERFORMANCE OF THE RELEVANT MARKETS:

## - Italy

- in the Trade Books Area, in a market that steadily accelerated its growth trend versus $2015(+2.6 \%)^{1}$, the Group retained its leadership, achieving a market share of approximately $29 \%$, thanks also to the contribution from the Rizzoli Libri brands (net of the brands to be disposed of);
- likewise, in the Magazines Italy Area, in a persistently adverse market in terms of circulation - down by $8.9 \%^{2}$ - Mondadori retained its leadership with a $32.1 \%$ market share2 (32.8\% in 1 H 15 ), by preserving the publishing quality of its titles. The traditional advertising market fell by $3.6 \%$ in the first 5 months of the year, while digital sales lost $1.9 \%$.


## - France

the magazines market showed a bearish trend in terms of advertising sales, down by $3.1 \%^{4}$, and of circulation, down by $4.4 \%$ at newsstands ${ }^{5}$.

[^0]
## CONSOLIDATED

FINANCIAL HIGHLIGHTS
IN 1H16

| (euro/millions) | 1H16 | growth on revenue | 1H16 <br> like-forlike basis | growth on revenue | 1H15 | growth <br> on revenue | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from sales and services | 562.6 | 100.0\% | 523.6 | 100.0\% | 518.0 | 100.0\% | 1.1\% |
| Cost of sold items | 225.2 | 40.0\% | 199.9 | 38.2\% | 199.4 | 38.5\% | 0.3\% |
| Variable costs | 137.6 | 24.5\% | 130.5 | 24.9\% | 130.1 | 25.1\% | 0.4\% |
| Fixed costs | 58.2 | 10.4\% | 55.6 | 10.6\% | 57.4 | 11.1\% | -3.2\% |
| Cost of personnel | 114.7 | 20.4\% | 108.9 | 20.8\% | 108.3 | 20.9\% | 0.6\% |
| Other costs/(income) | 0.0 | 0.0\% | 0.8 | 0.2\% | -1.9 | -0.4\% | n.s. |
| Result - associates | -0.2 | 0.0\% | -0.2 | 0.0\% | -0.9 | -0.2\% | n.s. |
| Adjusted gross operating profit (Adjusted EBITDA) | 26.7 | 4.7\% | 27.6 | 5.3\% | 23.8 | 4.6\% | 15.9\% |
| Restructuring costs | -2.4 |  | -2.3 |  | -5.0 |  | -53.7\% |
| Positive/(negative) extraordinary items | -1.8 |  | -1.8 |  | 0.1 |  | n.s. |
| EBITDA | 22.5 | 4.0\% | 23.5 | 4.5\% | 19.0 | 3.7\% | 24.0\% |
| Amortization, depreciation and impairment | 14.0 | 2.5\% | 11.1 | 2.1\% | 9.7 | 1.9\% | 13.8\% |
| EBIT | 8.5 | 1.5\% | 12.4 | 2.4\% | 9.2 | 1.8\% | 34.7\% |
| Net financial income (costs) | -7.9 | -1.4\% | -7.8 | -1.5\% | -8.5 | -1.7\% | -8.4\% |
| Income (costs) from other investments | 0.0 | 0.0\% | 0.0 | 0.0\% | -0.1 |  |  |
| Result before taxes for the period | 0.6 | 0.1\% | 4.6 | 0.9\% | 0.6 | 0.1\% | n.s. |
| Income tax | 3.1 | 0.6\% | 3.2 | 0.6\% | 2.8 | 0.5\% | 15.2\% |
| Minority shareholders' result | 1.2 | 0.2\% | 1.2 | 0.2\% | 1.1 | 0.2\% | 5.9\% |
| Result from continuing operations | -3.8 | -0.7\% | 0.2 | 0.0\% | -3.4 | -0.7\% | n.s. |
| Result from discontinued operations | 0.0 | 0.0\% | 0.0 | 0.0\% | -8.8 | -1.7\% |  |
| Net result | -3.8 | -0.7\% | 0.2 | 0.0\% | -12.2 | -2.4\% | n.s. |

The results at 30 June 2016 include the effects of the consolidation of the acquired companies Rizzoli Libri and Banzai Media Holding, consolidated as from 1 April and 1 June 2016 respectively; additionally, for the sake of comparison, the half-year results are shown on a like-for-like basis, excluding the above extraordinary transactions, offering greater relevance to percentage changes.

As a result of the transfer of Monradio S.r.l., completed on 30 September 2015, the results achieved in the first six months of 2015 by the radio business were classified under "Result from discontinued operations", in accordance with IFRS 5 ("Non-current assets held for sale").

## ALTERNATIVE PERFORMANCE MEASURES

This document, in addition to the statements and conventional financial measures required by IFRS, presents a number of reclassified statements and alternative performance measures in order to better
evaluate the operating and financial performance of the Group, the definition of which is explained in the section "Glossary of terms and alternative performance measures used".

## INCOME STATEMENT

## REVENUE



| Revenue by Business Area (euro/millions) | 1H16 | $\begin{array}{r} \text { 1H16 } \\ \text { like-for-like } \\ \text { basis } \end{array}$ | 1H15 | Var. \% like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 170.1 | 133.5 | 123.4 | 8.2\% | 37.9\% |
| Magazines Italy | 161.1 | 158.2 | 159.4 | (0.8\%) | 1.1\% |
| Magazines France | 160.3 | 160.3 | 166.6 | (3.8\%) | (3.8\%) |
| Retail | 88.2 | 87.2 | 85.9 | 1.6\% | 2.8\% |
| Corporate \& Shared Services | 11.4 | 11.4 | 11.4 | (0.0\%) | (0.0\%) |
| Total aggregate revenue | 591.2 | 550.6 | 546.6 | 0.7\% | 8.2\% |
| Intercompany revenue | (28.6) | (27.0) | (28.6) | (5.6\%) | 0.2\% |
| Total consolidated revenue | 562.6 | 523.6 | 518.0 | 1.1\% | 8.6\% |


|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Revenue by geographical area <br> (euro/millions) | $\mathbf{1 H 1 6}$ | $\mathbf{1 H 1 5}$ | Var. \% |
| Italy | 384.6 | 341.2 | $12.7 \%$ |
| France | 157.3 | 156.9 | $0.2 \%$ |
| Other EU countries | 11.5 | 16.7 | $(31.2 \%)$ |
| Other extra EU countries | 9.1 | 3.2 | $188.1 \%$ |
| Total consolidated revenue | $\mathbf{5 6 2 . 6}$ | $\mathbf{5 1 8 . 0}$ | $\mathbf{8 . 6 \%}$ |

## EBITDA

(euro/millions)

Adjusted EBITDA grew by 11.9\%.
On a like-for-like basis, the growth is $15.9 \%$, with a percentage on revenue increasing from $4.6 \%$ to $5.3 \%$.
(The consolidation of Mondadori Scienza brought a positive contribution of 0.1 million euro to 1 H 16 ).
This performance was the result of a constant and focused management policy, launched and successfully implemented in all of the Group's business areas.


Specifically:

- the percentage of the cost of sold items and variable costs, as a whole, improved by $0.5 \%$;
- the $3.2 \%$ decrease in fixed costs brought a $0.5 \%$ reduction on revenue, achieved through ongoing containment of costs across all corporate areas;
- headcount at the end of the period on a like-for-like basis was down by $2.5 \%$ versus 30 June 2015. Cost of personnel in 1 H 16 (net of Mondadori Scienza, consolidated on 1 July 2015) dropped by a further $1.7 \%$, as a result of the ongoing reorganization process implemented both in Italy and France.

| Adjusted EBITDA by Business Area (euro/millions) | 1H16 | 1H16 <br> like-for-like basis | 1H15 | Var. \% <br> like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 9.5 | 11.0 | 8.5 | 29.2\% | 11.6\% |
| Magazines Italy | 10.6 | 9.9 | 8.8 | 13.1\% | 20.4\% |
| Magazines France | 15.5 | 15.5 | 16.1 | (3.8\%) | (3.8\%) |
| Retail | (3.1) | (3.0) | (3.2) | 6.7\% | 4.2\% |
| Corporate \& Shared Services | (5.8) | (5.8) | (6.3) | 8.4\% | 8.4\% |
| Total adjusted EBITDA | 26.7 | 27.6 | 23.8 | 15.9\% | 11.9\% |

Consolidated EBITDA was up by 18.7\%, including the result of Rizzoli Libri and Banzai Media ( -1 million euro). On a like-for-like basis, the increase amounts to $\mathbf{2 4 \%}$, confirming the Group's strong efficiency gains from its ability to stabilize revenue and thanks to the industrial and organizational review actions launched and implemented over the past two years.

| Consolidated EBITDA <br> by Business Area <br> (euro/millions) | 1H16 | 1H16 <br> like-for-like <br> basis | 1H15 | Var. \% like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 9.1 | 10.7 | 5.2 | 104.0\% | 74.2\% |
| Magazines Italy | 10.0 | 9.4 | 8.0 | 17.0\% | 25.0\% |
| Magazines France | 14.2 | 14.2 | 14.4 | (1.6\%) | (1.6\%) |
| Retail | (3.1) | (3.0) | (2.8) | (7.6\%) | (10.5\%) |
| Corporate \& Shared Services | (7.8) | (7.8) | (5.9) | (30.6\%) | (30.6\%) |
| Total EBITDA | 22.5 | 23.5 | 19.0 | 24.0\% | 18.7\% |

## EBIT

| Consolidated EBIT by Business Area (euro/millions) | 1H16 | 1H16 <br> like-for-like <br> basis | 1H15 | Var. \% <br> like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 4.0 | 8.4 | 3.5 | 136.7\% | 13.6\% |
| Magazines Italy | 9.4 | 8.9 | 7.9 | 12.9\% | 19.7\% |
| Magazines France | 8.4 | 8.4 | 8.8 | (4.5\%) | (4.5\%) |
| Retail | (4.9) | (4.7) | (4.1) | (13.8\%) | (17.5\%) |
| Corporate \& Shared Services | (8.5) | (8.5) | (6.8) | (24.5\%) | (24.5\%) |
| Total EBIT | 8.5 | 12.4 | 9.2 | 34.7\% | (8.2\%) |

## NET RESULT



## NET INVESTED CAPITAL

The Group net invested capital at 30 June 2016 came to 666.0 million euro, up from 604.9 million euro at 30 June 2015 (495.0 million euro at end 2015), as a result of the increase in net working capital and in fixed assets, resulting from the consolidation of the acquired companies, mitigated by the increase in provisions and by the reduction in assets held for sale.

On a like-for-like basis, the Group net working capital dropped sharply from 34.6 million euro at 30 June 2015 to -17.3 million euro, as a result of an improved collection of trade receivables and a more effective management of the relevant items.

The Group net financial position at 30 June 2016 came to -374.8 million euro versus $\mathbf{- 3 2 6 . 5}$ million euro at 30 June 2015, as a result of the Group's significant cash generation, including of an extraordinary nature, over the past 12 months, which allowed net investments in acquisitions of 157.3 million euro.
(euro/millions)
666.0


## CASH FLOW FROM LTM - ORDINARY

At 30 June 2016, cash flow from operations - on a like-for-like basis - in the last twelve months came to a positive 79.4 million euro, while ordinary cash flow (after outlays for financial costs and taxes for the period) came to $\mathbf{5 1 . 5}$ million euro, continuing the upward trend of the seven previous quarters.

This performance is the result of constant and effective monitoring, and the ability to act and manage all of the economic and financial variables typical of all of the Group's business areas.


## CONSOLIDATED

FINANCIAL HIGHLIGHTS
IN 2Q16

| (euro/millions) | 2Q16 | \% growth on revenue | 2Q16 <br> like-forlike basis | \% growth on revenue | 2Q15 | \% growth on revenue | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from sales and services | 307.8 | 100.0\% | 268.8 | 100.0\% | 268.8 | 100.0\% | 0.0\% |
| Cost of sold items | 123.6 | 40.2\% | 98.4 | 36.6\% | 102.0 | 37.9\% | -3.5\% |
| Variable costs | 76.3 | 24.8\% | 69.3 | 25.8\% | 69.2 | 25.8\% | 0.2\% |
| Fixed costs | 29.6 | 9.6\% | 26.9 | 10.0\% | 27.8 | 10.4\% | -3.2\% |
| Cost of personnel | 61.4 | 19.9\% | 55.6 | 20.7\% | 54.6 | 20.3\% | 1.9\% |
| Other costs/(income) | 0.8 | 0.3\% | 1.7 | 0.6\% | 0.7 | 0.3\% | 136.8\% |
| Result - associates | 0.5 | 0.2\% | 0.5 | 0.2\% | 0.6 | 0.2\% | -11.2\% |
| Adjusted gross operating profit (Adjusted EBITDA) | 16.5 | 5.4\% | 17.5 | 6.5\% | 15.0 | 5.6\% | 16.2\% |
| Restructuring costs | -0.8 |  | -0.7 |  | -1.9 |  | -62.2\% |
| Positive/(negative) extraordinary items | -1.8 |  | -1.8 |  | -1.1 |  | 55.8\% |
| EBITDA | 14.0 | 4.5\% | 15.0 | 5.6\% | 12.0 | 4.4\% | 25.1\% |
| Amortization, depreciation and impairment | 8.6 | 2.8\% | 5.6 | 2.1\% | 4.9 | 1.8\% | 15.5\% |
| EBIT | 5.4 | 1.7\% | 9.3 | 3.5\% | 7.1 | 2.6\% | 31.7\% |
| Net financial income (costs) | -4.3 | -1.4\% | -4.2 | -1.6\% | -4.1 | -1.5\% | 2.7\% |
| Income (costs) from other investments | 0.0 | 0.0\% | 0.0 | 0.0\% | 0.0 |  |  |
| Result before taxes for the period | 1.1 | 0.3\% | 5.1 | 1.9\% | 3.0 | 1.1\% | 71.6\% |
| Income tax | 2.2 | 0.7\% | 2.3 | 0.9\% | 2.0 | 0.7\% | 17.0\% |
| Minority shareholders' result | 0.8 | 0.3\% | 0.8 | 0.3\% | 0.7 | 0.2\% | 21.5\% |
| Result from continuing operations | -2.0 | -0.6\% | 2.0 | 0.7\% | 0.3 | 0.1\% | n.s. |
| Result from discontinued operations | 0.0 | 0.0\% | 0.0 | 0.0\% | -7.8 | -2.9\% |  |
| Net result | -2.0 | -0.6\% | 2.0 | 0.7\% | -7.5 | -2.8\% | n.s. |

The results in 2Q16 include the effects of the consolidation of the acquired companies Rizzoli Libri and Banzai Media Holding, consolidated as from 1 April and 1 June 2016 respectively; additionally, for the sake of comparison, the quarterly results are shown on a like-for-like basis, excluding the above extraordinary transactions, offering greater relevance to percentage changes.

Following the transfer of Monradio S.r.l., completed on 30 September 2015, the results achieved in 2 Q15 by the radio business were classified under "Result from discontinued operations", in accordance with IFRS 5 ("Non-current assets held for sale").

In 2Q16, consolidated net revenue amounted to 307.8 million euro, up by $14.5 \%$ versus 268.8 million euro in 2Q15, basically in line with this result on a like-for-like basis, confirming the ability to stabilize revenue seen in the first quarter of the year.

| Revenue by Business Area (euro/millions) | 2Q16 | 2 Q16 <br> like-for-like basis | 2Q15 | $\begin{array}{r} \text { Var. \% } \\ \text { like-for-like } \\ \text { basis } \end{array}$ | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 106.7 | 70.0 | 67.4 | 4.0\% | 58.3\% |
| Magazines Italy | 82.6 | 79.6 | 81.5 | (2.2\%) | 1.4\% |
| Magazines France | 83.2 | 83.2 | 86.7 | (4.0\%) | (4.0\%) |
| Retail | 43.8 | 42.8 | 41.8 | 2.5\% | 4.8\% |
| Corporate \& Shared Services | 6.1 | 6.1 | 5.7 | 7.3\% | 7.3\% |
| Total aggregate revenue | 322.4 | 281.8 | 283.0 | (0.4\%) | 13.9\% |
| Intercompany revenue | (14.6) | (13.0) | (14.2) | (8.7\%) | 2.8\% |
| Total consolidated revenue | 307.8 | 268.8 | 268.8 | 0.0\% | 14.5\% |

Adjusted EBITDA grew by approximately 10\% in 2Q16 to 16.5 million euro, or 17.5 million euro on a like-for-like basis, increasing by $\mathbf{1 6 . 2 \%}$ versus 15.0 million euro in 2Q15. Including non-recurring items, adjusted EBITDA rose sharply ( $+16.8 \%$ and $+25.1 \%$ on a like-for-like basis), due mainly to lower restructuring costs.

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Adjusted EBITDA by Business Area |  |  |  |  |  |
| (euro/millions) | 2Q16 | 2Q16 <br> like-for-like <br> basis | 2Q15 | Var. \% <br> like-for-like <br> basis | Var. \% |


| Consolidated EBITDA by Business Area (euro/millions) | 2Q16 | 2Q16 <br> like-for-like basis | 2Q15 | Var. \% <br> like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Books | 5.1 | 6.6 | 4.9 | 33.9\% | 2.3\% |
| Magazines Italy | 3.8 | 3.1 | 2.7 | 14.7\% | 38.6\% |
| Magazines France | 10.5 | 10.5 | 9.6 | 8.8\% | 8.8\% |
| Retail | (1.3) | (1.2) | (0.9) | (31.3\%) | (40.3\%) |
| Corporate \& Shared Services | (4.1) | (4.1) | (4.4) | 8.1\% | 8.1\% |
| Total EBITDA | 14.0 | 15.0 | 12.0 | 25.1\% | 16.8\% |

Consolidated EBIT on a like-for-like basis amounted to 9.3 million euro, up by $\mathbf{3 1 . 7 \%}$ versus 2Q15 ( 7.1 million euro), and came to 5.4 million euro, including the consolidation of the acquired companies, specifically the effects of the amortization of Rizzoli Libri ( 3.0 million euro).

The consolidated result before taxes came to a positive 5.1 million euro on a like-for-like basis versus 3.0 million euro in the prior year; considering the discontinuity from the new acquisitions, the result before taxes would amount to 1.1 million euro; financial costs amounted to 4.3 million euro versus -4.1 million euro in the prior year.

The consolidated net result from continuing operations, after minority shareholders, on a like-for-like basis, came to a positive $\mathbf{2 . 0}$ million euro versus 0.3 million euro in 2Q15; the result of the new scope came to -2.0 million euro.

## PERFORMANCE

 BY BUSINESS AREA
## PERFORMANCE

 BY BUSINESS AREA| (euro/millions) | Revenue |  |  | Adjusted EBITDA |  |  | EBITDA |  |  | Amortization, depreciation and impairment |  |  | EBIT |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H16 | 1H16 <br> like-for-like basis | 1H15 | 1H16 | $\begin{array}{r} \text { 1H16 } \\ \text { like- } \\ \text { for-like } \\ \text { basis } \end{array}$ | 1H15 | 1H16 | $\begin{array}{r} \text { 1H16 } \\ \text { like- } \\ \text { for-like } \\ \text { basis } \end{array}$ | 1H15 | 1H16 | $\begin{array}{r} \text { 1H16 } \\ \text { like- } \\ \text { for-like } \\ \text { basis } \end{array}$ | 1H15 | 1H16 | $\begin{array}{r} \text { 1H16 } \\ \text { like- } \\ \text { for-like } \\ \text { basis } \end{array}$ | 1H15 |
| Books | 170.1 | 133.5 | 123.4 | 9.5 | 11.0 | 8.5 | 9.1 | 10.7 | 5.2 | 5.1 | 2.3 | 1.7 | 4.0 | 8.4 | 3.5 |
| Magazines Italy | 161.1 | 158.2 | 159.4 | 10.6 | 9.9 | 8.8 | 10.0 | 9.4 | 8.0 | 0.6 | 0.5 | 0.1 | 9.4 | 8.9 | 7.9 |
| Magazines France | 160.3 | 160.3 | 166.6 | 15.5 | 15.5 | 16.1 | 14.2 | 14.2 | 14.4 | 5.8 | 5.8 | 5.7 | 8.4 | 8.4 | 8.8 |
| Retail | 88.2 | 87.2 | 85.9 | (3.1) | (3.0) | (3.2) | (3.1) | (3.0) | (2.8) | 1.7 | 1.7 | 1.3 | (4.9) | (4.7) | (4.1) |
| Corporate \& Shared Services | 11.4 | 11.4 | 11.4 | (5.8) | (5.8) | (6.3) | (7.8) | (7.8) | (5.9) | 0.8 | 0.8 | 0.9 | (8.5) | (8.5) | (6.8) |
| Adjustments and interc. | (28.6) | (27.0) | (28.6) |  |  |  |  |  |  |  |  |  |  |  |  |
| TOTAL | 562.6 | 523.6 | 518.0 | 26.7 | 27.6 | 23.8 | 22.5 | 23.5 | 19.0 | 14.0 | 11.1 | 9.7 | 8.5 | 12.4 | 9.2 |

The breakdown of performance by business area reflects the system used by Management to oversee Group performance, in accordance with IFRS 8 .

## REVENUE



1H 2016

1H 2015


## BOOKS

Mondadori Libri S.p.A. is the company at the head of all Group activities in the Books Area.
Mondadori Group is Italy's market leader in the Trade Books Area: the publishing products that traditionally make up the core business are fiction, non-fiction, and books for young readers, both in print and electronic format; Mondadori Group operates under various publishing brands: Mondadori, Giulio Einaudi Editore, Piemme, Sperling \& Kupfer (including with Frassinelli), along with the Rizzoli Libri brands (Rizzoli, BUR, Fabbri Editori and Rizzoli Lizard).
In the Educational segment, the Group is also present in the Italian school textbook, legal, professional and university publishing market through the publications of Mondadori Education and of the Rizzoli Libri brands (such as Fabbri, Etas, La Nuova Italia, Sansoni, Tramontana), and in art and illustrated book publishing, management of museum concessions, and organization of exhibitions and cultural events through Mondadori Electa and Rizzoli Illustrati.
Following the acquisition of Rizzoli Libri, the Group is also active in the United States through Rizzoli International Publications with the Rizzoli, Rizzoli NewYork and Universe brands.

## Relevant market performance

In 1H16, the Trade Books market grew by +2.6\% versus 1 H 15 , confirming the positive signs reported in the first part of the current year.
Looking at the sales channels ${ }^{6}$ :

- bookstore chains and independent bookstores (which jointly make for approximately $71 \%$ of the total market) reported mixed trends, the former up by $+6.0 \%$, the latter down by $-1.4 \%$;
- e-commerce increased by $15.6 \%$, making for over $17 \%$ of the total market;
- large retailers continued the sharp drop, with a further $-12.5 \%$, making for less than $12 \%$ of the total market.
As to products, hardcovers (which make for $82 \%$ of the market), increased by $3.6 \%$, while paperbacks continued to fall, though to a lesser extent in 2Q16, losing - $1.8 \%$ in the half-year period.
The Trade Books Area of Mondadori Libri was once again market leader, boasting a 22.9\% share (23.4\% at 30 June 2015)6; following the acquisition of the Rizzoli Libri brands (Rizzoli, BUR and Fabbri Editori), the Group increased its overall market share to $\mathbf{2 8 . 8} \%$ at 30 June 2016. In 1H16, the Group held two out of the top three positions in the ranking of the best-selling titles in terms of copies (II nome di Dio è misericordia by the Pope for Piemme in second place, È tutta vita by Fabio Volo for Mondadori in third place), and boasted 4 titles in the top 10 bestselling books (added to the previous titles, Nei tuoi occhi by Nicholas Sparks for Sperling\&Kupfer in fourth place, and La ragazza del treno by Paula Hawkins for Piemme in ninth place).
In the reporting period, the Educational segment was marked by the seasonal effects of the school textbooks business, whose revenue is mainly generated in the second half of the year.

TRADE BOOKS


[^1]| Performance of the Books Area |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Books |  |  |  |  |  |  |
| (euro/millions) | $\mathbf{1 H 1 6}$ | 1H16 <br> like-for-like <br> basis | $\mathbf{1 H 1 5}$ |  | Var. <br> like-for-like <br> basis | Var. \% |
| Revenue | 170.1 | 133.5 | 123.4 | $8.2 \%$ | $37.9 \%$ |  |
| Adjusted EBITDA | 9.5 | 11.0 | 8.5 | $29.2 \%$ | $11.6 \%$ |  |
| EBITDA | 9.1 | 10.7 | 5.2 | $104.0 \%$ | $74.2 \%$ |  |
| EBIT | 4.0 | 8.4 | 3.5 | $136.7 \%$ | $13.6 \%$ |  |


| Revenue |  |  |  |
| :---: | :---: | :---: | :---: |
| Books <br> (euro/millions) | 1H16 | 1H15 | Var. \% |
| Mondadori Trade | 85.6 | 74.9 | 14.3\% |
| Rizzoli Trade | 18.3 |  |  |
| Mondadori Electa | 18.9 | 17.0 | 11.2\% |
| Mondadori Education | 14.2 | 11.2 | 25.9\% |
| Mondadori Educational | 33.1 | 28.3 | 17.0\% |
| Rizzoli Education | 13.4 |  |  |
| Rizzoli International Pub. | 5.1 |  |  |
| Distribution and other revenue - Third publishers | 14.8 | 20.2 | (26.6\%) |
| Intercompany revenue | (0.2) |  |  |
| Total revenue on a like-for-like basis | 133.5 | 123.4 | 8.2\% |
| Total consolidated revenue | 170.1 | 123.4 | 37.9\% |

In 1H16, revenue amounted to 170.1 million euro, up by $\mathbf{3 7 . 9 \%}$, as a result of the consolidation of Rizzoli Libri as from 1 April 2016, or $+8.2 \%$ on a like-for-like basis versus 1H15:

- Revenue from Trade Books: on a like-for-like basis, in 1H16 the Trade Books Area revenue increased by $\mathbf{1 4 . 3 \%}$ versus 1 H 15 , as a result of the positive performance of sales from the titles launched between the end of 2015 and the first half of the current year. In the Hardcover segment, the four publishers reported highly positive sales performances:
- Mondadori: lo prima di te by Jojo Moyes and Noli me tangere by Andrea Camilleri were the titles with the highest number of copies distributed in 1H16; Succede, the first novel by "youtuber" Sofia Viscardi, also achieved good sales results. È tutta vita, Fabio Volo's latest title published at end 2015, topped the 400,000 mark in copies distributed in 1H16;
- Piemme: II nome di Dio è misericordia, the book by Pope Francis, with 350,000 copies distributed, became one of the most interesting titles of the year in Italy, while Ia Ragazza del treno by

Paula Hawkins, the best-selling international psychological thriller, confirmed the remarkable performance of 2015, with 500,000 copies distributed;

- Sperling \& Kupfer: Before, sequel of the highly successful series After by Anna Todd, which has topped the one million mark in copies distributed since its launch in May 2015, was the publisher's main title, along with Nei tuoi occhi by US writer Nicholas Sparks;
Einaudi: Passeggeri notturni, the latest book by Gianrico Carofiglio, Scusate il disordine by Luciano Ligabue and Purity by Jonathan Franzen were the top titles among the various success publications in 1H16.

In the Paperback segment, against a slightly declining relevant market, the Group increased distribution figures by $4.2 \%$ versus 1 H 15 , thanks to the initiatives in May to relaunch the Oscar Mondadori catalogue, to the good performance of the Tascabili Einaudi, and to the project to sell two catalogue titles at the price of 15 euro (Operazione Bravo).

In the April-June period, Rizzoli Trade reported revenue of 18.3 million euro. La dieta smartfood by Eliana Liotta, Vietato smettere di sognare by Benji and Fede, Prigionieri dell'Islam by Lilli Gruber and II Rompiscatole by Giampaolo Pansa were the best-selling titles.

- Revenue from Education: in 1H16, Group revenue in this segment increased by $\mathbf{1 7 . 0 \%}$ versus $\mathbf{1 H 1 5}$.

Mondadori Education achieved revenue of 14.2 million euro, up by $\mathbf{2 5 . 9}$ \% versus 1 H 15 , due mainly to the supplies requested in advance by a number of wholesalers.
In the primary school segment, Mondadori Education posted a slight drop in terms of adoptions all in all, but a positive performance in adoptions in first-level secondary schools, confirming last year's positive trend.
Second-level secondary schools rebounded versus the prior year, with a slight increase in adoptions.

Mondadori Electa achieved revenue of 18.9 million euro in 1 H 16 , up by $11.2 \%$ versus 17.0 million euro in the prior year, thanks to the increase reported in the management and organization of
result of the exhibitions on Giotto at Palazzo Reale in Milan and Mito e natura at the Archaeological Museum in Naples and Pompeii, and of museum services.
As for the publication of books and catalogues, revenue fell versus 1 H 15 ( $-10.4 \%$ ), owing to the decline in the Tourist Guide segment, despite the positive results in the publishing sector brought by the good performance of youtubers, such as Youdream by Alberico De Giglio, Tutta colpa del denaro by Dexter, and Lo volevo veramente by Anthony di Francesco.

## Rizzoli Education

Rizzoli Education achieved revenue of $\mathbf{1 3 . 4}$ million euro in the quarter.
Adoptions in primary and secondary schools fell versus 2015.
The distribution results of Oxford University Press were basically steady versus the prior year.

Rizzoli International Publications: revenue generated in the quarter by the US publisher, which operates in the high-end illustrated book market, came to $\mathbf{5 . 1}$ million euro, including revenue from the Rizzoli Bookstore located in New York.

- Mondadori revenue from activities carried out on behalf of Third Publishers: revenue generated by circulation activities and other services provided in favour of Third Publishers, amounting to 14.8 million euro, was down by $26.6 \%$ versus 1 H 15 , due mainly to the conclusion of the cooperation agreement with Harper Collins.


## E-book

Revenue from the download of Mondadori e-books rose by $\mathbf{2 . 6 \%}$ versus 2015, with digital sales accounting for $5.1 \%$ of total Trade books. The best performances in terms of downloads in 1H16 came from La ragazza del treno by Paula Hawkins, lo prima di te by Jojo Moyes, and È tutta vita by Fabio Volo. At 30 June 2016, the e-book catalogue included more than 11,600 titles.
As for Rizzoli Trade, in 2Q16 digital sales accounted for $4.1 \%$ of total books.

## EBITDA

On a like-for-like basis, Mondadori Libri's adjusted EBITDA surged by over 29\% versus $\mathbf{1 H} 15$ to $\mathbf{1 1 . 0}$ million euro, driven by the increase in revenue from the targeted publishing policy, by the great success of the new publications, and by the ongoing optimization of the operating processes implemented since 2015 in the Trade segment. Concurrently, the cost containment policy aimed at cutting fixed costs and discretionary expenses continued and resulted in improved profitability.
EBITDA, on a like-for-like basis, came to $\mathbf{1 0 . 7}$ million euro, doubling the result of 1 H 15 ( 5.2 million euro), due also to lower restructuring costs versus 1 H 15 .
In the consolidation quarter (April-June), Rizzoli Libri contributed negatively to the reported EBITDA of the Books Area, which amounted to 1.5 million euro, mainly as a result of the Educational Area's seasonal performance, generating most of its revenue in the second half of the year.
Reported EBITDA, including the effects of the consolidation of Rizzoli Libri, amounted to 9.1 million euro ( $+74.2 \%$ versus 1 H 15 ).

## MAGAZINES

Mondadori is Italy's leading publisher by market share ( $32.1 \%^{7}$ at end May) and number of magazines (27), and ranks third in France (with a portfolio of 31 magazines). It has gradually expanded its presence in the sector, covering different segments of activity.

Since 1 July 2015, Mondadori has strengthened its leadership on the Italian magazines market, thanks to the inclusion in the portfolio of titles such as Focus (the most widely-read monthly in Italy), Focus Storia, Focus Junior, Focus Pico, Geo and Wild. In addition to the publication of weekly and monthly magazines sold at newsstands, in digital version and by subscription, the Group also focuses on the sector of add-on sales, and has developed websites and portals that enable it to reach out to a larger number of Mondadori readers, by leveraging on the relevant brands.

Thanks to the acquisition of Banzai's media business in June this year, Mondadori has become Italy's leading digital publisher: by adding the audience acquired from Banzai (17.1 million unique users ${ }^{8}$ ), which includes established websites on the Italian market such as PianetaDonna, Giallo Zafferano, Studenti.it and Mypersonaltrainer, Mondadori has achieved leadership in the women, food, and health \& wellness vertical segments,
strategic areas which allow the Group to integrate and expand the multi-channel offering of the brands already in its portfolio, and to benefit from the complementarity of the vertical segments of the two companies.

Through the subsidiary Press-Di Distribuzione Stampa e Multimedia, the Group distributes its own magazines and third party newspapers at the national level in the Newsstand, Large Retailer and Subscription channels. Press-Di is the secondlargest national distributor in terms of market share in the Newsstand channel, and is leader in the Large Retailer and Subscription channels. The customer portfolio includes both publishers belonging to Mondadori Group and independent publishers.
In 1Q16, 60\% of revenue came from independent publishers, such as: Bonelli, RBA, Panini-Disney and Sprea for magazines, and Libero, II Giornale and Avvenire for newspapers in the Newsstand and Large Retailer channels; RCS, Panini - Disney, Condè Nast, and Hearst in the Subscription channel.

Mondadori also has an international presence, operating directly, through joint ventures or through licensing agreements with international publishers: there are 35 editions of Mondadori magazines ( 25 for Grazia International Network).

[^2]
## MAGAZINES ITALY

## Relevant market performance

Relevant markets in 1H16 reported a general downward trend. In May:

- the advertising market grew by an overall $2.7 \%$, driven by the positive performance of TV (+6.1\%) and Radio (+2.0\%); magazines (-3.6\%), dailies (-1.9\%) and the Internet (-1.9\%) fell9;
- the magazine sales market dropped by $8.9 \%$ $(-9.0 \%$ in the newsstand channel and $-7.9 \%$ in
subscriptions) ${ }^{10}$. In this context, as a result of the focus on the publishing quality of its magazines, Mondadori confirmed its leadership with a 32.1\% market share (32.8\% at May 2015);9;
- in the add-ons market, in the first five months of the year, magazines lost $14.2 \%$, while dailies remained basically steady (+0.2\%): the combination of these two performances shows an overall drop of 6.3\%.


## Performance of Magazines Italy ${ }^{11}$

| (euro/millions) | 1H16 | 1H16 <br> like-for-like basis | 1H15 | Var. <br> like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 161.1 | 158.2 | 159.4 | (0.8\%) | 1.1\% |
| Adjusted EBITDA | 10.6 | 9.9 | 8.8 | 13.1\% | 20.4\% |
| EBITDA | 10.0 | 9.4 | 8.0 | 17.0\% | 25.0\% |
| EBIT | 9.4 | 8.9 | 7.9 | 12.9\% | 19.7\% |

## Revenue

Revenue from the Magazines Italy Area amounted to 161.1 million euro, up by $\mathbf{1 . 1 \%}$ (-0.8\% on a like-forlike basis, net of the effects of the acquisition of Banzai Media, consolidated as from 1 June 2016). On 1 January 2016, following reorganization, Digital

Marketing Services were transferred to Magazines Italy (previously included in Other Business, Corporate and Digital Innovation); the Area's income statement was reclassified, for information sake, also in 1H15.

| Magazines Italy (euro/millions) | 1H16 | 1H15 | Var. \% |
| :---: | :---: | :---: | :---: |
| Circulation |  |  |  |
| Advertising | 38.7 | 39.5 | (2.0\%) |
| Add-on sales | 30.0 | 29.5 | 1.7\% |
| Distribution and revenue towards third publishers | 16.4 | 16.3 | 0.1\% |
| Other revenue | 15.4 | 16.8 | (8.2\%) |
| Total revenue on a like-for-like basis | 158.2 | 159.4 | (0.8\%) |
| Banzai Media | 2.9 |  |  |
| Total revenue | 161.1 | 159.4 | 1.1\% |

[^3]- Circulation revenue rose by $0.8 \%$, benefiting from the contribution of Mondadori Scienza titles; on a like-for-like basis of titles, the drop amounted to $-11.3 \%$, following the negative performance in the newsstand channel as a result of the relevant market trend and the rationalization of promotional activities.
- Revenue from advertising sales fell by 2.0\%; print advertising sales in Italy dropped by 4.0\% (in line with the market's $-3.6 \%$ ); sales on websites increased by $4.7 \%$ and outperformed the relevant market trend $\left(-1,9 \%^{12}\right)$, with the contribution of the consolidation of Mondadori Scienza properties (Nostrofiglio.it and Focus.it). Overall, advertising sales on Mondadori brands in Italy dropped by $\mathbf{2 . 7 \%}$ in 1 H 16 (-5.0\% on a like-for-like basis of titles). Traffic data showed an overall audience rate of 8.4 million unique users ${ }^{13}$ versus 7.2 million in May 2015 (+16\% on January-May average): the average figure in the first five months versus the same period last year rose sharply for Salepepe.it and Sorrisi e Canzoni Tv, while Panorama.it retreated.
- Revenue from add-on products (DVDs, CDs, books and gadgets), sold in attachment to Mondadori magazines, rose by $\mathbf{1 . 7 \%}$ versus 1 H 15 ( $+0.8 \%$ on a like-for-like basis of titles), thanks to the positive contribution of the home-video business ( $50 \%$ of total), which offset the drop in gadgets and music CDs.
- Regarding distribution and revenue towards third parties, despite the drop in copies sold reported by ADS in the Newsstand/Large Retailer channel in the first five months of 2016, with an $8 \%$ drop in newspapers and $9 \%$ in magazines, and $-6 \%$ in newspapers and -10\% for magazines in the Subscription channel, in 1 H 16 the Area's performance was in line with the prior year, thanks to the ongoing commitment to developing third-publisher portfolios.
- Other revenue includes:
- International operations, which achieved revenue of 3.0 million euro in the reporting period (down from the 3.5 million euro reported in 1 H 15 ), as a result of the drop in licensing activities caused by the deteriorated international macroeconomic environment and the negative effect of British and Chinese exchange rates; e-commerce
activities relating to the Graziashop platform were transferred from July under a license agreement to a leading player on the UK market. On 5 April, Mondadori disposed of its interest in Grazia Russia ${ }^{14}$, which continues to be published under a long-term license agreement.
- revenue from Digital Marketing Services (6.2 million euro) grew by $\mathbf{2 \%}$, as a result of the gradual expansion of the offering that had started in 2015.
In 1H16, Banzai Media contributed approximately 2.9 million euro to the Area's revenue (in June): through the acquired audience of 16 mn U.V.. ${ }^{15}$


## EBITDA

Adjusted EBITDA for the Magazines Italy Area improved considerably on a like-for-like basis by approximately $13 \%$, rising from 8.8 million euro to 9.9 million euro, driven by the effective review of the publishing structure and of promotional activities, implemented while retaining the traditional focus on the publishing quality of the titles. The half-year period saw a sharp drop in industrial costs, achieved also as a result of the renegotiation of printing contracts. Including the contribution from Banzai Media, consolidated as from June, the increase in the period was 20.4\%.
Reported EBITDA in the Area more than confirmed the growth trend in 1 H 16 , increasing by $\mathbf{1 7 \%}$ on a like-for-like basis, and by $\mathbf{2 5 \%}$ Including the consolidation of Banzai Media in June (from 8.0 million euro to $\mathbf{1 0 . 0}$ million euro), thanks to the above measures and to lower restructuring costs.

The result includes the contribution of a number of companies consolidated at equity:

- several foreign subsidiaries (including Attica Publications - leading publisher in Greece for magazines and radio stations, Mondadori Seec Advertising - exclusive agency for the sale of advertising spaces in the Chinese edition of Grazia, and Grazia Russia), whose overall contribution in the period under review came to a positive $\mathbf{0 . 6}$ million euro, in line with $\mathbf{1 H 1 5 ;}$
- the Mediamond joint venture, whose pro-rata result in $\mathbf{1 H 1 6}$ came to $\mathbf{- 0 . 4}$ million euro ( -0.2 million euro at 30 June 2015).

[^4]
## MAGAZINES FRANCE

Relevant market performance

In the period under review, Mondadori France's relevant markets continued to decline:

- in newsstand sales (-4.4\% at May excluding the extraordinary edition of Charlie Hebdo) ${ }^{16}$;
- in advertising sales ( $-3.1 \%$ at April) ${ }^{17}$.


## Performance of Magazines France

| (euro/millions) | 1H16 | 1H16 like-for-like basis | 1H15 | Var. like-for-like basis | Var. \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 160.3 | 160.3 | 166.6 | (3.8\%) | (3.8\%) |
| Adjusted EBITDA | 15.5 | 15.5 | 16.1 | (3.8\%) | (3.8\%) |
| EBITDA | 14.2 | 14.2 | 14.4 | (1.6\%) | (1.6\%) |
| EBIT | 8.4 | 8.4 | 8.8 | (4.5\%) | (4.5\%) |

## Revenue

In 1H16, revenue from Mondadori France amounted to 160.3 million euro, down by $3.8 \%$ versus 1 H 15 .

Revenue from circulation, accounting for approximately $75 \%$ of the total, dropped by $2.8 \%$ versus the prior year:

- sales revenue in the subscription channel was basically stable, partly offsetting the decline in the newsstand channel and confirming the strategic opportunity for further investments in this channel, which accounted for $53 \%$ of circulation revenue in 1 H 16 , representing the major and most growing contribution to revenue of the area;
- revenue from the newsstand channel ( $43 \%$ of total) fell by 6.3\%.
These performances were achieved through ongoing focus on publishing quality and innovation; in the period under review, Mondadori France, in fact, launched various brand extensions, including: Auto-Plus with Crossovers \& SUV; Sport-Auto Classiques, the new brand extension of monthly magazine SportAuto; furthermore, two special quarterly editions Pleine Vie Expert and Pleine Vie Pratique and two monthly puzzle game magazines $100 \%$ Dico Plus and Jeux Détente, supplements of Télé-Star Jeux.

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Magazines France <br> (euro/millions) | $\mathbf{1 H 1 6}$ | $\mathbf{1 H 1 5}$ | Var. \% |
| Circulation | 115.5 | 118.8 | $(2.8 \%)$ |
| Advertising | 37.3 | 39.6 | $(5.8 \%)$ |
| Other revenue | 7.5 | 8.1 | $(7.5 \%)$ |
| Total revenue | $\mathbf{1 6 0 . 3}$ | $\mathbf{1 6 6 . 6}$ | $\mathbf{( 3 . 8 \%})$ |

[^5]Six new editions were launched in the period under review, a trend that will continue in the second half of the year.

Advertising revenue fell by $5.8 \%$ versus 1 H 15 , but performance differed between offline and online products: digital advertising was up by $\mathbf{+ 2 7 \%}$, and represents approximately $18 \%$ of total advertising revenue, partly offsetting the drop in traditional print advertising (-10.9\%).
The volumes relating to traditional advertising on Mondadori magazines posted a $2.6 \%$ drop versus the relevant market's downturn of $3.5 \%$, which enabled the Group to confirm its market share at 10.3\% (10.2\% at April 2015), and Mondadori France to retain its position as the second leading player in the magazine advertising market.

Digital activities (approximately 5\% of total revenue) grew by an overall $19.4 \%$, propelled by the development of the digital activities of the properties (+17\%), in addition to the positive performance of NaturaBuy (+37\%).
The total number of readers of Mondadori France magazines reached 9.8 million unique users ${ }^{18}$, up by approximately $\mathbf{1 9 \%}$ versus 1 H 15 , also as a result of the gradual digitization of the editorial teams, which enabled the daily production of new content in parallel for both offline and online magazines: Télé-Star (+36\%) and Closer (+19\%) enjoyed a strong growth, while Grazia reported a positive performance (+24\%) following the launch of the new website.
The total number of mobile readers of Mondadori France magazines reached over 4 million unique users ${ }^{19}$.

Mondadori France also explored new opportunities for brand extension and business diversification in the period, now accounting for $10 \%$ of revenue, including the development of a partnership with AB Group for the launch of a TV adaptation of Science \& Vie, on air in France and in Africa starting from the end of March, and of a new TV theme channel Mon Science \& Vie Junior, launched in February 2016. Grazia also renewed its partnership with L'Oréal for the creation of a professional magazine.

## EBITDA

Adjusted EBITDA came to $\mathbf{1 5 . 5}$ million euro, down by $3.8 \%$ versus 1 H 15 , due mainly to M\&A costs incurred in the period ( 0.6 million euro). Mondadori France continued to focus on editorial and overhead cost containment to counter the lingering weakness of the relevant markets. These actions are expected to continue in the second half of the year with a view to further adjusting the organization to market changes, while retaining the ability to make investments in quality and in the gradual digitization of publishing activities. In keeping with the positive performance of 2015, digital activities enjoyed positive margins in 1 H 16 versus the loss in 1H15.
Reported EBITDA, amounting to $\mathbf{1 4 . 2}$ million euro, dropped slightly versus 14.4 million euro in 1 H 15 , as a result of the abovementioned M\&A costs and of higher restructuring costs of approximately 0.3 million euro, arising from the voluntary redundancy plan launched in 2015, which has already produced benefits.

[^6]
## RETAIL

Mondadori Group operates in Italy with a network of approximately 570 bookshops composed of directly managed bookshops, megastores, franchised bookshops, Mondadori Points and shop-in-shops (49), in addition to web channels (www.mondadoristore.it) and book clubs.

## Relevant market performance

## Books

The relevant market for the Retail Area is books ( $77 \%$ of revenue ${ }^{21}$ ), which showed positive signs in 1 H 16 , increasing by $2.6 \%{ }^{22}$ versus the prior year. In the period under review, the market share of Mondadori Retail in the Books segment increased to $\mathbf{1 5 . 9 \%}$ (from $15.5 \%$ at 30 June 2015).

## Non-book

The relevant markets in the "non-book" sector posted different performances according to the product categories ${ }^{23}$ :

- broadly speaking, consumer electronics grew by $4.8 \%$ in the first four months of the year, while showing a high degree of volatility among the different product categories: tablets and e-readers posted a double-digit drop, while mobile PCs and telephony products confirmed the positive trend of 2015.
- In the first four months of 2016, the entertainment segment continued its upward trend versus the prior year, with a $5.1 \%$ increase, driven by the recovery in the sales of music media and games.


## Mondadori Retail network trend

| Mondadori Retail network trend |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| STORES | June 2015 | Dec. $\mathbf{2 0 1 5}$ | Var. 1H16 | June 2016 |
| Megastores | 9 | 9 | 1 | 10 |
| Direct bookstores | 20 | 20 | 1 | 21 |
| Franchised bookstores | 527 | 548 | -7 | 541 |
| TOTAL | 556 | 577 | 6 | 572 |

Following the acquisition of Rizzoli Libri, the Retail network now includes the established bookstore in Galleria Vittorio Emanuele, Milan, and the e-commerce site www.rizzolilibri.it, while the New York bookstore is part of the Books Area, supporting the sales of high-end illustrated books on the US market.
April saw the opening of the tenth Megastore in the new Arese mall, the largest in Italy and one of the biggest in Europe.

| Performance of the Retail Area |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (euro/millions) | 1 H 16 | 1H16 <br> like-for-like basis | 1H15 | Var. like-for-like basis | Var. \% |
| Revenue | 88.2 | 87.2 | 85.9 | 1.6\% | 2.8\% |
| Adjusted EBITDA | (3.1) | (3.0) | (3.2) | (6.7\%) | (4.2\%) |
| EBITDA | (3.1) | (3.0) | (2.8) | 7.6\% | 10.5\% |
| EBIT | (4.9) | (4.7) | (4.1) | 13.8\% | 17.5\% |

[^7]| Revenue - Retail (euro/millions) | 1H16 | 1H15 | Var. \% |
| :---: | :---: | :---: | :---: |
| Megastores | 23.0 | 22.1 | 3.8\% |
| Direct bookstores | 13.3 | 13.5 | (1.3\%) |
| Franchised bookstores | 36.9 | 35.1 | 5.2\% |
| Online | 4.6 | 4.9 | (4.4\%) |
| Stores | 77.8 | 75.6 | 2.9\% |
| Book clubs and other | 9.3 | 10.1 | (7.9\%) |
| Total revenue on a like-for-like basis | 87.2 | 85.9 | 1.6\% |
| Librerie Rizzoli | 1.0 |  |  |
| Total revenue | 88.2 | 85.9 | 2.8\% |

## Revenue

Store revenue - + $\mathbf{2 . 9}$ versus $\mathbf{1 H 1 5 ~ - ~ b y ~ p r o d u c t ~}$ category is as follows:

- Books were the predominant product category, making for 77\% of the total, and outperformed the relevant market by approximately 1.3 percentage points ${ }^{24}$, a result that confirms the effectiveness of the actions undertaken in terms of product penetration and assortment and in terms of communication, promotion campaigns and sales force training;
- non-book revenue reported a positive trend in the Impulse ( $+6.1 \%$, stationery and toys) and Media (+7.2\%) categories, as a result of the organization of musical events in the network, while the Consumer Electronics category fell (-9.1\%), due mainly to aggressive promotional campaigns by competition.

The analysis by channel shows the following:

- a growth in Megastores (+3.8\%), driven by the openings of Milano San Pietro all'Orto (June 2015) and Arese (April 2016) (-3.5\% on a like-for-like basis in terms of stores);
- a slight drop of $1.3 \%$ reported by direct Bookstores, following the relocation of a store to a smaller space inside the same mall in Rome, and the closure of Milano Limbiate ( +4.9 \% on a like-for-like basis in terms of stores);
- a positive performance of Franchised Bookstores in $1 \mathrm{H} 16(+5,2 \%)$, confirmed also on a like-for-like basis in terms of stores ( $+2.8 \%$ ), and in the Books category (+5.2\%);
- a $4.4 \%$ drop in the online segment, due mainly to the reduction in special offers designed to improve profitability;
- for book clubs, a trend in line with the structural decline forecast in the medium-term development plan (-8.8\%).


## EBITDA

In 1H16, Mondadori Retail adjusted EBITDA, on a like-for-like basis, came to $\mathbf{- 3 . 0}$ million euro, improving versus -3.2 million euro in 1H15 (-3.1 million euro, including the result of Librerie Rizzoli in 2Q16).
A result achieved through cost-curbing measures for stores and central functions, which determined a lower percentage of personnel costs and overheads, and more than offset the reduction in the product margin arising from the different product/channel mix, related also to the effects of the structural decline of the book clubs channel.
Reported EBITDA came to $\mathbf{- 3 . 0}$ million euro, with no extraordinary items reported in the period (-3.1 million euro including the result of Librerie Rizzoli; -2.8 million euro in 1 H 15 as a result of positive extraordinary items).

[^8]
## CORPORATE <br> E SHARED SERVICES

The Corporate \& Shared Services segment includes - besides the Group's top management organizations - Parent Company functions providing services to Group companies and the different business areas. These services are mainly associated with activities regarding: Administration, Management Control and Planning, Treasury and Finance, IT, Human Resources, Legal and Corporate Affairs, and External and Institutional Relations.

Revenue is mainly referred to amounts billed to subsidiaries and associates as well as other entities using the services described above.

On 1 January 2016, following reorganization, Digital Marketing Services were transferred to Magazines Italy (previously included in Other Business, Corporate and Digital Innovation); accordingly, the Area's income statement was reclassified, for information sake, also in 1H15.

Also included are the results of the minority interests in Monradio S.r.l. (20\%) and Società Europea di Edizioni S.p.A., publisher of the daily II Giornale.

Monradio: the results of R101, 80\% of which was sold to R.T.I. S.p.A. on 30 September 2015, for the share attributable to Mondadori Group, came to -0.4 million euro in 1 H 16 , while the results of the company in 1 H 15 (wholly owned at 30 June) had been reclassified under "Assets held for sale".

Società Europea di Edizioni: in 1H16, the publisher of I/ Giornale posted an operating breakeven before extraordinary items versus a loss of 1.2 million euro in 1 H 15 , as a result of ongoing cost reduction.

Overall, Corporate \& Shared Services adjusted EBITDA came to - 5.9 million euro, improving versus -6.2 million euro in 1 H 15 ; including non-recurring items, EBITDA came to -7.9 million euro versus -5.8 million euro in 1 H 15 , as a result of certain costs incurred for extraordinary transactions (Rizzoli Libri and Banzai Media) completed in 1H16, and of a capital gain ( 1.3 million euro) recognized in 2015 by the publisher of II Giornale.

## FINANCIAL POSITION

The 3-month Euribor weakened further in 2Q16, reaching a low of $-0.286 \%$ at end June, slightly below the average of $-0.223 \%$ in the quarter; the average cost of debt of Mondadori Group on the interest rate component in 1H16 was 3.05\% versus $3.76 \%$ in 1 H 15 , reflecting the effects of the negotiation of the loan agreement signed in December 2015.

The overall credit lines available to the Group at 30 June 2016 amounted to 714.6 million euro, 514.6 million euro of which committed.

The Group's short-term loans, amounting to 200.0 million euro, 2.4 million euro of which drawn down at 30 June, included overdraft credit lines on current accounts, advances subject to collection and "hot money" flows.

At 30 June 2016, the $\mathbf{5 1 4 . 6}$ million euro pool consisted of:

| (euro/millions) | Bank pool | of which: unutilized | of which: with interest rate hedge |
| :---: | :---: | :---: | :---: |
| Term Loan A1 (Refinancing) | 232.5 (1) | - | 150.0 |
| Term Loan A2 (Line for acquisition of RCS Libri) | 132.1 (2) | 5.0 |  |
| Revolving Facility B | 100.0 (3) | 100.0 | - |
| Acquisition Line C | 50.0 (4) | 13.8 |  |
| Total loans | 514.6 | 118.8 | 150.0 |


| Maturity date | 2016 | 2017 | 2018 | 2019 | 2020 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | $€ 6.4$ million | $€ 19.1$ million | $€ 25.5$ million | $€ 25.5$ million | $€ 156.0$ million |
| 2 | $€ 3.6$ million | $€ 10.9$ million | $€ 14.5$ million | $€ 14.5$ million | €89.0 million |
| 3 |  |  |  |  | Bullet loan, maturity December |
|  |  |  |  |  | Bullet loan coming to maturity |
|  |  |  |  |  | in December, increasable |
| 4 |  |  |  |  | concurrent reduction of A1 or A2 |
|  |  |  |  |  | lines for the amount in excess |
|  |  |  |  |  | of 50 million euro |


| Net financial position (euro/millions) | 30 June 2016 | 30 June 2015 | 31 December 2015 |
| :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 29.6 | 6.7 | 30.7 |
| Assets (liabilities) from derivative instruments | (2.6) | (1.4) | (0.0) |
| Other financial assets (liabilities) | (12.1) | (20.4) | (3.4) |
| Loans (short and medium/long term) | (389.7) | (311.5) | (226.6) |
| Net financial position | (374.8) | (326.5) | (199.4) |

The Group's net financial position and the relating cash flow in the reporting period are detailed below:

| (euro/millions) | June 2016 |  | June 2015 | LTM |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Like-for-like basis | Total |  | Like-for-like basis | Total |
| NFP beginning of period |  | (199.4) | (291.8) |  | (326.5) |
| Adjusted EBITDA | 27.6 | 26.7 | 23.8 | 76.8 | 75.9 |
| Effect of shareholdings/dividends | (0.5) | (0.5) | 1.4 | (5.6) | (5.7) |
| NWC + provision variation | (23.0) | (27.8) | (28.3) | 19.5 | 14.8 |
| CAPEX | (5.3) | (7.2) | (7.5) | (11.3) | (13.2) |
| Cash flow from operations | (1.2) | (8.7) | (10.6) | 79.4 | 71.8 |
| Financial costs | (6.8) | (7.9) | (7.8) | (16.6) | (17.7) |
| Taxes | (9.5) | (9.5) | (5.1) | (11.3) | (11.3) |
| Cash flow from ordinary operations | (17.5) | (26.1) | (23.5) | 51.5 | 42.8 |
| Share capital increases/(Dividends paid) |  | 0.0 | 0.0 |  | 0.0 |
| Restructuring costs |  | (7.1) | (11.6) |  | (16.7) |
| Extraordinary tax amounts / prior years |  | 15.1 | 2.2 |  | 20.9 |
| Asset acquisition /disposal |  | (157.3) | (1.8) |  | (95.3) |
| Cash flow from extraordinary operations |  | (149.3) | (11.2) |  | (91.1) |
| Total cash flow |  | (175.4) | (34.7) |  | (48.3) |
| NFP end of period |  | (374.8) | (326.5) |  | (374.8) |

The net financial position increased by 48.3 million euro versus 1 H 15 and by 175.4 million euro versus 31 December 2015.
Over the last twelve months on a like-for-like basis, the Group generated a cash flow of 79.4 million euro from operations, as a result of the positive performance of operations, net of nonrecurring items ( 76.8 million euro), and of the effective measures to increase the efficiency of net working capital (including provisions), which allowed the Group to generate a cash flow of 19.5 million euro.
The performance includes the recovery of capital expenditure in the development of new publishing products by Mondadori Education ( 4.2 million euro)
and in the Retail Area for the opening of new stores and maintenance of the existing network ( 5.0 million euro, including the new megastore in Arese).
Cash flow from ordinary operations on a like-forlike basis, including outflows relating to taxes and financial costs, came to a positive 51.5 million euro, reporting, for the eighth consecutive quarter, an improvement in cash generation in the previous twelve months.
Including the effects of the newly-consolidated companies, the overall cash flow from ordinary operations amounted to $\mathbf{4 2 . 8}$ million euro, lower than the figure on a like-for-like basis, owing to the typical seasonal performance and resulting outlays of the Rizzoli Libri business in 2Q16.


Cash flow from extraordinary operations came to -91.1 million euro and includes:

- cash-outs for restructuring costs of 17.1 million euro,
- partial collection of tax receivables (VAT and IRES for IRAP reimbursement) accrued in the prior years ( +20.9 million euro);
- cash-in from the disposals completed over the past twelve months from the disposal of $80 \%$ of Monradio, of $50 \%$ of the Harlequin Mondadori joint venture, and of a property in Rome, for a total of 56.6 million euro;
- the financial impact from the acquisition of Rizzoli Libri and Banzai Media, with net investments of - 127.1 million euro and -24.6 million euro, respectively.
Ordinary and extraordinary items resulted in overall cash-outs over the last twelve months of 48.3 million euro, with net debt increasing to 374.8
million euro versus 326.5 million euro at 30 June 2015.

Cash flow from operations on a like-for-like basis in 1 H 16 improved by 9.4 million euro versus 1 H 15 , thanks to the improved result and effective net working capital management.
Cash flow from ordinary operations on a like-forlike basis also confirmed the above trend, due to the sharp drop in financial costs resulting from the lower average debt in 1 H 16 versus 2015, and from the renegotiation in late 2015 of interest rates, while the tax burden increased versus 2015 as a result of the improved pre-tax results.
Cash flow from extraordinary operations, amounting to 149.3 million euro in 1 H 16 , reported outlays versus 30 June 2015, despite lower restructuring cash-outs, and higher tax receivables collected from the outlays for the acquisition of Rizzoli Libri and Banzai Media.

## Balance sheet

| (euro/millions) | 30/06/2016 | 30/06/2015 | 31/12/2015 |
| :---: | :---: | :---: | :---: |
| Net receivables | 313.6 | 260.1 | 242.1 |
| Net inventory | 184.3 | 115.3 | 108.2 |
| Trade payables | -435.5 | -351.9 | -349.6 |
| Other assets / (liabilities) | 18.1 | 11.2 | -30.5 |
| NET WORKING CAPITAL | 80.5 | 34.6 | -29.7 |
| Intangible assets | 604.3 | 551.1 | 552.3 |
| Tangible assets | 35.3 | 31.0 | 31.2 |
| Investments | 44.5 | 39.9 | 44.9 |
| NET FIXED ASSETS | 684.2 | 622.1 | 628.5 |
| Provisions | -67.1 | -53.4 | -59.7 |
| Post-employment benefits | -50.7 | -44.2 | -44.1 |
| Discontinued assets / (liabilities) | 19.1 | 45.8 |  |
| NET INVESTED CAPITAL | 666.0 | 604.9 | 494.9 |
| Share capital | 68.0 | 68.0 | 68.0 |
| Reserves | 194.4 | 189.7 | 189.6 |
| Minority shareholders' equity | 32.6 | 32.9 | 31.5 |
| Net result | -3.8 | -12.2 | 6.4 |
| EQUITY | 291.2 | 278.4 | 295.5 |
| NFP | 374.8 | 326.5 | 199.4 |
| TOTAL EQUITY | 666.0 | 604.9 | 494.9 |

Net working capital on a like-for-like basis at 30 June 2016.

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| €mn |  |  |  |

On a like-for-like basis, net working capital confirmed the strong improvement versus 1 H 15 , amounting to 49 million euro, as a result of:

- reduced trade receivables due to improved collection management (-10.8 million euro);
- the containment of the value of stocks ( 2.2 million euro);
- the increase in trade payables as a result of the negotiations on payment terms ( 8.4 million euro);

Following the consolidation of Rizzoli Libri and Banzai Media, net working capital increased by 46.1 million euro.

Fixed invested capital came to 684.2 million euro at 30 June 2016, up from 622.1 million euro at 30 June 2015, as a result of the over 50 million euro increase in intangible assets from the consolidation of the acquired companies.
"Assets/Liabilities held for sale" in 2015 included the investment held in the Radio segment, while in 2016 the item includes the amounts relating to Marsilio and Bompiani to be sold as a result of the provisions issued by the Antitrust Authority.
The Group's net invested capital, amounting to 666.0 million euro at 30 June 2016, accordingly grew by over 60 million euro versus 30 June 2015 (604.9 million euro).

## INVESTOR RELATIONS

Arnoldo Mondadori Editore S.p.A. ordinary shares have been listed on the Milan Stock Exchange since 1982 (ISIN Code: ITOOO1469383). Mondadori stock is listed in the following indexes:

- Borsa Italiana indexes: FTSE Italia All Share and FTSE Italia Small Cap;
- Industry specific: FTSE Italia Servizi al consumo and FTSE Italia Media.

In 1H16, Mondadori average share price was euro 0.94 (average market capitalization of 246 million euro). On 30 June 2015, Mondadori share price recorded a closing price of euro 0.96 with a market capitalization of 250 million euro.
Share price and share trading data ..... 1H16
Closing price on 30/06/2016 (euro) ..... 0.96
Average price in euro ..... 0.94
Maximum price in euro (02/06) ..... 1.07
Minimum price in euro (11/02) ..... 0.71
Average volume (thousands) ..... 218
Maximum volume (thousands, 15/04) ..... 1,260
Minimum volume (thousands, 06/05) ..... 17
N . of ordinary shares (mn)* ..... 261,458,340
Average market capitalization in euro millions* ..... 245.5
Market capitalization at 30/06/2016 in euro millions ..... 249.7
Source: Borsa Italiana

* Number of shares issued at 30 June 2016


## SHAREHOLDER BASE

At 30 June 2016, the Company's share capital amounts to euro 67,979,168.40, corresponding to 261,458,340 ordinary shares with a nominal value of euro 0.26 each.
At the same date, to the knowledge of the Company, based on the disclosures received pursuant to art. 120 of the Finance Consolidation Act and other available information, the Company ownership structure includes the following relevant equity investments (above 3\%):

| Shareholders | Equity investment <br> at 30/06/2016 |
| :--- | ---: |
| Fininvest S.p.A. | $50.4 \%$ |
| Silchester International Investors LIp | $11.5 \%$ |

MONDADORI SHARE PRICE PERFORMANCE AGAINST THE MAIN ITALIAN SE INDEXES IN 1H16


Source: Bloomberg

In early 2016, in January and February in particular, fears over global growth stoked price declines across international financial markets, partly recovered later, also as a result of a healthier expansionary tone of the single monetary policy. Bank stocks in the euro zone were badly hit across the whole area, Germany and Italy in particular; the Italian financial market in fact closed the reporting period tumbling by $-23.5 \%$.

In this context, the Mondadori stock lost -8.1\%, outperforming however the overall market and the FTSE Italia Small Cap (-16.9\%) and FTSE Italia Media (-15.3\%) indexes.
At 30 June 2016, the 12-month Mondadori stock price performance was -3.8\%.

## PERSONNEL

## HEADCOUNT AND COST OF PERSONNEL

Group employees with a fixed-term or permanent labour contract at 30 June 2016 amounted to $\mathbf{3 , 4 0 4}$ units. The $10.9 \%$ increase in headcount versus June 2015 is due solely to the various extraordinary transactions made over the last 12 months; net of these transactions, on a like-forlike basis, Group employees would be down by $2.5 \%$. These figures include the contracts made permanent in the second half of 2015, taking advantage of the opportunities offered by the Jobs Act.

The greatest impact on the overall Group headcount comes from the acquisition of Rizzoli Libri and Banzai Media, completed in April and June 2016, respectively, which increased the headcount by approximately 440 units:

- 275 from Rizzoli Libri, 48 of whom from the USbased subsidiary Rizzoli International Publishing, - 163 from Banzai Media.

Staff reductions are, instead, attributable to the ongoing restructuring and efficiency improvement measures, in progress for some time now, involving the single businesses of the Group.
The Retail Area saw the centralization of the Rimini administrative offices at the Segrate headquarters, the reorganization of a number of stores, and the restructuring plans implemented at the subsidiary Mondadori France, which led to a $6 \%$ reduction versus June 2015.
Likewise, Magazines Italy continued implementing the status of crisis, with the application of solidarity contracts until June 2017.

Magazines Italy was also affected, as from 1 January 2016, by the transfer of a number of operational functions from Mondadori Pubblicità to Mediamond, Mediaset Group's advertising sales agency.

|  | 30 June 2016 | 30 June 2015 |
| :---: | :---: | :---: |
| Arnoldo Mondadori Editore S.p.A.: <br> - Managers, journalists, office staff <br> - Blue collars | 815 5 | 811 5 |
|  | 820 | 816 |
| Italian subsidiaries: <br> - Managers, journalists, office staff <br> - Blue collars | $\begin{array}{r} 1,597 \\ 101 \end{array}$ | $\begin{array}{r} 1,251 \\ 101 \end{array}$ |
|  | 1,698 | 1,352 |
| Foreign subsidiaries: <br> - Managers, journalists, office staff <br> - Blue collars | 886 | 901 |
| Total | 886 3,404 | 901 3,069 |


| Personnel by Business Area | 30/06/2016 | 30/06/2015 | Var. \% |
| :---: | :---: | :---: | :---: |
| Books* | 589 | 563 | 4.6\% |
| Magazines Italy** | 703 | 691 | 1.7\% |
| Magazines France | 824 | 877 | (6.0\%) |
| Retail | 483 | 550 | (12.2\%) |
| Corporate and Shared Services* | 367 | 360 | 1.9\% |
| Total on a like-for-like basis | 2,966 | 3,041 | (2.5\%) |
| Radio |  | 28 |  |
| Rizzoli Libri | 275 |  |  |
| Banzai Media | 163 |  |  |
| Total | 3,404 | 3,069 | 10.9\% |

* At 30 June 2016, the Books Area includes 48 contracts made permanent, while the Corporate and Shared Services Area includes resources transferred from Group companies/activities
** In 2016, Magazines Italy includes the Mondadori Scienza staff (63 units)

The cost of personnel in 1 H 16 amounted to 114.7 million euro, up by $5.9 \%$ versus 1 H 15 ; on a like-for-like basis, the cost of personnel rose slightly by $0.6 \%$ ( 0.6 million euro), and includes 2.5 million euro relating to Mondadori Scienza, net of which, the drop would amount to -0.9\%. Including restructuring costs incurred in the period, the cost of personnel increased by $3.3 \%$, due to the effects of the changed consolidation scope.

| (euro/millions) | 30/06/2016 | 30/06/2015 | Var. \% |
| :--- | ---: | ---: | ---: |
| Cost of personnel (before restructuring) <br> on a like-for-like basis | 108.9 | 108.3 | $0.6 \%$ |
| Cost of personnel (before restructuring) | 114.7 | 108.3 | $+5.9 \%$ |
| Cost of personnel (including restructuring) | $\mathbf{1 1 7 . 0}$ | $\mathbf{1 1 3 . 3}$ | $\mathbf{+ 3 . 3 \%}$ |

## SIGNIFICANT EVENTS IN THE REPORTING PERIOD

On 22 January 2016, the Antitrust Authority announced the opening of an investigation into the acquisition of RCS Libri.

On 17 March 2016, the Company announced it had submitted an offer to Banzai S.p.A. for the acquisition of Banzai Media Holding (Vertical Content Division), and had obtained an exclusive negotiation period until 30 April 2016.

On 23 March 2016, the Antitrust Authority announced the closure of the investigation into the acquisition of RCS Libri, with a conditional authorization requiring:

- the disposal of the Bompiani publishing house and of the equity interest in Marsilio to acquirers approved in advance by the Authority;
- behavioural measures to encourage competition in the publishing and distribution of books:
- waiver of option, preference and pre-emption provisions in agreements with authors, signed or to be signed by Mondadori and RCS Libri, relating to both Italian and foreign fiction and non-fiction works (with the exclusion of Marsilio, Sonzogno and Bompiani);
- the e-book catalogue to be made available to those sales platforms who may so request;
- the catalogue to be made available to active/potential players in the distribution of miscellaneous books to large retailers;
- constraints to ensure the presence and visibility of third-publishers' books in the Mondadori sales network;
- financial support amounting to 225,000 euro for the organization and management of the next three editions of the "Più Libri più Liberi" Fair;
- non-damaging contractual conditions applied to independent bookstores and chains;
- donation of books to schools and public libraries, juvenile prisons and hospitals;
- continuation and development of "!In libreria per la classe", a project hinged upon activities and workshops at libraries "to teach the pleasure of reading";
- disclosure to the Antitrust Authority of actions taken for the "effective and full implementation of the measures set forth".

On 14 April 2016, Mondadori Group, following the go-ahead from the relevant Authorities, completed the acquisition of RCS Libri through its subsidiary Mondadori Libri S.p.A., in execution of the agreement signed and disclosed to the market on 4 October 2015.
The scope of the transaction includes the entire equity interest (99.99\%) held by RCS MediaGroup S.p.A. in RCS Libri S.p.A., including the underlying subsidiaries, and the exclusive ownership of all the trademarks in the books segment, including Rizzoli. The price of the transaction, which incorporates certain contractual adjustments, is 127.1 million euro, settled in cash through a dedicated credit line made available to the Group.
The net financial position of the scope at 31 March 2016 shows a positive figure (cash) of approximately 29 million euro, reduced in April following the cash-out of approximately 9 million euro for the purchase of a $43.71 \%$ interest in Marsilio Editori S.p.A. (increasing the total investment to $94.71 \%$ ), while at closing, it shows an estimated positive net financial position of approximately 16 million euro.

Under specific contractual clauses, the price may be subject to adjustments of up to +/-5 million euro, if certain financial targets are met in 2015, as resulting in the 2015 financial statements of RCS Libri S.p.A., which will be determined and disclosed in accordance with the contractual agreements. The agreement also provides for an earn-out of up to 2.5 million euro to RCS MediaGroup S.p.A., based on the achievement in 2017 of specific results in the Books Area of Mondadori Group.
This scope, consolidated as from 1 April 2016, achieved in 2015 the following pro-forma figures: revenue of 225 million euro and EBITDA before non-recurring costs of 13.6 million euro.

Under the authorization of the Antitrust Authority, as part of the remedies set out therein, Mondadori will dispose of Marsilio Editori S.p.A. and of the business unit of the Bompiani publisher.

Following completion of the transaction, RCS Libri S.p.A. changed its name to Rizzoli Libri S.p.A.. The members of the new Board of Directors of the company are: Ernesto Mauri (Chairman), Paolo Mieli, Antonio Porro, Oddone Pozzi and Enrico Selva Coddè.

Specifically, Enrico Selva Coddè, Managing Director of the Trade Area of Mondadori Libri S.p.A., will head the Trade Area of Rizzoli Libri S.p.A., while Antonio Porro, Managing Director of the Educational Area of Mondadori Libri S.p.A., will head the Educational books and International Illustrated books areas of the company.

On 10 May 2016, Mondadori Group signed an agreement with Banzai S.p.A., finalized on 8 June 2016, on the acquisition of Banzai Media Holding S.r.l., the vertical content division of the Banzai Group.

The terms of the transaction give Banzai Media Holding an enterprise value of 45 million euro, split up into a fixed component of 41 million euro and an earn-out of 4 million euro. The acquisition price paid at closing - net of a net normalized financial debt of 16.4 million euro (including financial payables to the parent Banzai S.p.A. and 3.3 million euro for deferred price components related to certain investments) - is 24.6 million euro. The earn-out will be paid to Banzai S.p.A. if certain established results for the 2016-2018 three-year period are met.

In 2015, the acquired scope, which excludes the news segment ${ }^{25}$, posted revenue of 24 million euro and EBITDA (before non-recurring items) of 4 million euro, with 17.1 million unique users ${ }^{26}$.

The transaction allows Mondadori Group to become the leading Italian digital publisher and to benefit from the complementarity of the vertical segments of the two companies.

By adding to the over 8.9 million active unique users the audience acquired from Banzai - which includes established websites on the Italian market such as PianetaDonna, Giallo Zafferano, Studenti.it and Mypersonaltrainer - Mondadori will achieve leadership in the women, food, and health \& wellness vertical segments, strategic areas which allow the integration and expansion of the multi-channel offering of the brands already held in the portfolio, with significant growth potential also through product innovation and brand extension initiatives. The extensive knowhow and solid technological expertise of Banzai Media Holding, complemented with the brand value and the high-quality publishing content of Mondadori, will enable the Group to step up the development process in the digital segment. Additionally, the combination will allow audience profiling into specific targets, offering greater monetization opportunities.

The understandings with Banzai also include the opportunity to identify a number of Mondadori Retail stores to extend the Pick\&Pay network of the Banzai Group.

[^9]
## SIGNIFICANT EVENTS <br> AFTER THE REPORTING PERIOD

On 26 July 2016, Mondadori Group completed the disposal, through the subsidiary Rizzoli Libri S.p.A., of its $94.71 \%$ interest in the share capital of Marsilio Editori S.p.A. to GEM S.r.I..

The price of the transaction is 8.9 million euro, based on an enterprise value in line with the price of the acquisition of the interest, part of the Rizzoli Libri transaction completed last 14 April 2016; the amount includes an adjusted positive net financial position of 1.3 million euro.

The disposal of Marsilio Editori S.p.A. - authorized by the relevant Authorities - was completed in accordance with the remedies set out in the provision issued by the Antitrust Authority.

GEM S.r.l., a company operating in the publishing industry, headed by the De Michelis family, had held an interest in Marsilio Editori S.p.A. from 1985 to April 2016.
Based on the 2016 budget, Marsilio Editori is expected to achieve revenue of approximately 9.4 million euro and EBITDA of 1 million euro.

## OTHER <br> INFORMATION

## GLOSSARY OF TERMS AND ALTERNATIVE PERFORMANCE MEASURES USED

## Adhesion to the legislative simplification process

 adopted by Consob resolution No. 18079 of 20 January 2012. Disclosure pursuant to art. 70, par. 8, and art. 71, par. 1-bis, of Consob Regulation No. 11971/99 as subsequently amendedOn and with effect from 13 November 2012, the Board of Directors of Arnoldo Mondadori Editore S.p.A., pursuant to art. 3 of Consob Resolution No. 18079 of January 20, 2012 and in relation to the provisions set out in art. 70, par. 8, and art. 71, par. 1-bis, of Consob Regulation No. 11971/1999, resolved to avail itself of the right to waive the obligation of disclosure envisaged by the aforementioned Consob Regulation on the occasion of significant transactions relating to mergers, spin-offs and capital increases through contribution of assets in nature, acquisitions and transfers.

This document, in addition to the conventional statements and financial indicators required by IFRS, presents a number of reclassified statements and alternative performance indicators, in order to provide a better understanding of the operating and financial performance of the Group. These statements and indicators should not be considered as a replacement of those required by IFRS. With regard to these figures, in accordance with the recommendations contained in Consob Communication no. 6064293 of 28 July 2006, and in Consob communication no. 0092543 of 3 December 2015, as well as with the 2015/1415 ESMA guidelines on alternative performance indicators ("Non GAAP Measures"), explanations are given on the criteria adopted in their preparation and the relevant notes to the items appearing in the mandatory statements.

Specifically, the alternative indicators used include:
Gross Operating Profit (EBITDA): net result for the period before income tax, other financial income and expenses, amortization, depreciation and impairment of fixed assets. The Group also provides information on the percentage of EBITDA on net sales. EBITDA measured by the Group allows operating results to be compared with those of other companies, net of any effects from financial and tax items, and of depreciation and amortization, which may vary from company to company for reasons unrelated to general operating performance.

Adjusted gross operating profit (adjusted EBITDA): gross operating profit as explained above, net of income and expenses of a nonordinary nature such as:
(i) income and expenses from restructuring, reorganization and business combinations;
(ii) clearly identified income and expenses not directly related to the ordinary course of business;
(iii) as well as any income and expenses from nonrecurring events and transactions as set out in Consob communication DEM6064293 of 28/07/2006.
With specific reference to adjusted EBITDA for the first half of 2016, the following items were excluded from EBITDA:
a) restructuring costs for a total of 2.4 million euro, included in "cost of personnel" in the income statement;
b) expenses related to acquisitions made during the year and charged to the income statement under IFRS 3 for a total of 2.7 million euro, included in "cost of services" in the income statement;
c) income and expenses of a non-ordinary nature attributable to settlement agreements and compensation for a total of 0.9 million euro, included in "other income/(costs)" in the income statement.

Operating profit (EBIT): net result for the period before income tax, and other income and expenses;

Net invested capital: the algebraic sum of Fixed Capital, which includes non-current assets and non-current liabilities (net of non-current financial liabilities included in the Net Financial Position) and Net Working Capital, which includes current assets (net of cash and cash equivalents and current financial assets included in the Net Financial Position), and current liabilities (net of current financial liabilities included in the Net Financial Position);

Cash flow from operations: adjusted EBITDA, as explained above, plus or minus the decrease/ (increase) in working capital in the period, minus capital expenditure (CAPEX/Investment) and income and expenses from equity investments;

Cash flow from ordinary operations: cash flow from operations as explained above, net of financial expenses and taxes paid in the period;

LTM cash flow from ordinary operations: cash flow from ordinary operations in the last twelve months;

Cash flow from extraordinary operations: cash flow generated/used in transactions that are not considered ordinary, such as company restructuring and reorganization, share capital transactions and acquisitions/disposals.

## OUTLOOK FOR THE YEAR

In light of the positive performance of the Group in the first half of the year and considering the integrations in progress, the forecasts previously announced can be reasonably confirmed on a like-for-like basis:

- revenue essentially in line with 2015
- a "high-single digit" growth in adjusted EBITDA, with a resulting increase in profit margins;
including the effects of the consolidation of Rizzoli Libri (for 9 months) and Banzai Media Holding (for 7 months):
- revenue up by approximately $14 \%$ versus 2015
- adjusted EBITDA up by approximately 30\%.

The net financial position is expected to increase versus the figure at 31 December 2015, with a NFP/EBITDA ratio of about $\mathbf{3 . 5 x}$, lower than the bank covenant of $4.5 x$.

For the Board of Directors
The Chairman
Marina Berlusconi


The Executive Manager responsible for the drafting of the corporate accounting documentation - Oddone Pozzi - hereby declares, pursuant to art. 154 bis, par. 2, of the Consolidated Finance Law, that the accounting documentation contained in this Interim Report corresponds to the Company's accounting entries, books and results.

The Executive Manager responsible for the drafting of the corporate accounting documentation Oddone Pozzi


$$
\square
$$



Condensed consolidated half-year financial statements at 30 June 2016

## CONSOLIDATED BALANCE SHEET

| Assets (euro/000) | Notes | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: | :---: |
| Intangible assets | 10 | 604,320 | 552,340 |
| Property investments | 11 | 2,981 | 3,028 |
| Land and buildings |  | 5,845 | 6,032 |
| Plant and equipment |  | 8,624 | 9,028 |
| Other tangible assets |  | 17,898 | 13,148 |
| Property, plant and equipment | 12 | 32,367 | 28,208 |
| Investments booked at equity |  | 44,078 | 44,457 |
| Other investments |  | 453 | 443 |
| Total investments | 13 | 44,531 | 44,900 |
| Non-current financial assets | 20 | 799 | 293 |
| Pre-paid tax assets | 14 | 75,336 | 62,076 |
| Other non-current assets | 15 | 3,700 | 1,466 |
| Total non-current assets |  | 764,033 | 692,311 |
| Tax receivables | 16 | 36,665 | 39,814 |
| Other current assets | 17 | 116,746 | 77,650 |
| Inventory | 18 | 184,283 | 108,221 |
| Trade receivables | 19 | 313,571 | 242,121 |
| Other current financial assets | 20 | 4,842 | 2,700 |
| Cash and cash equivalents | 21 | 29,578 | 30,684 |
| Total current assets |  | 685,684 | 501,190 |
| Assets held for sale | 9 | 20,446 | - |
| Total assets |  | 1,470,163 | 1,193,501 |


| Liabilities <br> (euro/000) | Notes | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: | :---: |
| Share capital |  | 67,979 | 67,979 |
| Share premium reserve |  | - | - |
| Treasury shares |  | - | - |
| Other reserves and profit/(loss) carried forward |  | 194,355 | 189,643 |
| Profit (loss) for the period |  | $(3,774)$ | 6,365 |
| Group equity | 22 | 258,560 | 263,987 |
| Minority shareholders' equity and reserves | 22 | 32,590 | 31,522 |
| Total equity |  | 291,150 | 295,509 |
| Provisions | 23 | 67,118 | 58,559 |
| Post-employment benefits | 24 | 50,695 | 44,076 |
| Non-current financial liabilities | 25 | 386,755 | 222,553 |
| Deferred tax liabilities | 14 | 73,185 | 67,969 |
| Other non-current liabilities |  | - | - |
| Total non-current liabilities |  | 577,753 | 393,157 |
| Income tax payables | 16 | 4,846 | 5,446 |
| Other current liabilities | 26 | 220,882 | 196,237 |
| Trade payables | 27 | 350,935 | 292,610 |
| Payables due to banks and other financial liabilities | 25 | 23,296 | 10,542 |
| Total current liabilities |  | 599,959 | 504,835 |
| Liabilities held for sale | 9 | 1,302 | - |
| Total liabilities |  | 1,470,163 | 1,193,501 |

## CONSOLIDATED

## INCOME STATEMENT

| (euro/000) | Note | 30/06/2016 | 30/06/2015 |
| :---: | :---: | :---: | :---: |
| Revenue from sales and services | 28 | 562,555 | 517,993 |
| Decrease (increase) in inventory | 18 | $(13,551)$ | $(6,963)$ |
| Cost of raw and ancillary materials, consumables and goods | 29 | 113,922 | 95,613 |
| Cost of services | 30 | 323,881 | 299,363 |
| Cost of personnel | 31 | 117,020 | 113,292 |
| Other (income) costs | 32 | $(1,644)$ | $(2,481)$ |
| Income (costs) from investments valued at equity | 33 | (424) | (217) |
| EBITDA |  | 22,503 | 18,952 |
| Depreciation and impairment loss on property, plant and equipment | 11-12 | 3,552 | 3,310 |
| Amortization and impairment loss on intangible assets | 10 | 10,481 | 6,412 |
| Impairment loss on investments valued at equity and other enterprises | 13 | - | - |
| EBIT |  | 8,470 | 9,230 |
| Financial income (costs) | 34 | $(7,915)$ | $(8,548)$ |
| Income (costs) from other investments |  |  | (125) |
| Result before taxes for the period |  | 555 | 557 |
| Income tax | 35 | 3,133 | 2,795 |
| Result from continuing operations |  | $(2,578)$ | $(2,238)$ |
| Result from discontinued operations | 9 | - | $(8,833)$ |
| Net result |  | $(2,578)$ | $(11,071)$ |
| Attributable to: |  |  |  |
| - Minority shareholders | 22 | 1,196 | 1,129 |
| - Parent Company shareholders |  | $(3,774)$ | $(12,200)$ |
| Net earnings per share (in euro units) | 36 | (0.014) | (0.05) |
| Diluted net earnings per share (in euro units) | 36 | (0.014) | (0.05) |

## CONSOLIDATED INCOME STATEMENT -

 SECOND QUARTER| (euro/000) | Second quarter 30/06/2016 | Second quarter 30/06/2015 |
| :---: | :---: | :---: |
| Revenue from sales and services | 307,770 | 268,756 |
| Decrease (increase) in inventory | $(13,338)$ | 1,376 |
| Cost of raw and ancillary materials, consumables and goods | 68,278 | 46,589 |
| Cost of services | 175,641 | 149,854 |
| Cost of personnel | 62,152 | 56,560 |
| Other (income) costs | 1,360 | 2,469 |
| Income (costs) from investments valued at equity | 281 | 44 |
| Margine operativo lordo | 13,958 | 11,952 |
| Depreciation and impairment loss on property, plant and equipment | 1,957 | 1,650 |
| Amortization and impairment loss on intangible assets | 6,627 | 3,212 |
| Impairment loss on investments valued at equity and other enterprises | - |  |
| EBIT | 5,374 | 7,090 |
| Financial income (costs) | $(4,298)$ | $(4,104)$ |
| Income (costs) from other investments | - | (125) |
| Result before taxes for the period | 1,076 | 2,986 |
| Income tax | 2,237 | 1,987 |
| Result from continuing operations | $(1,161)$ | 999 |
| Result from discontinued operations | - | $(7,849)$ |
| Net result | $(1,161)$ | $(6,850)$ |
| Attributable to: |  |  |
| - Minority shareholders | 805 | 663 |
| - Parent Company shareholders | $(1,966)$ | $(7,513)$ |

For the Board of Directors
The Chairman
Marina Berlusconi


## CONSOLIDATED

COMPREHENSIVE

## INCOME STATEMENT

| (euro/000) | Notes | 30/06/2016 | 30/06/2015 |
| :---: | :---: | :---: | :---: |
| Net result |  | (2.578) | $(11,071)$ |
| Items reclassifiable to income statement |  |  |  |
| Profit (loss) deriving from the conversion of currency denominated financial statements of foreign companies | 22 | 776 | (223) |
| Other profit (loss) from companies valued at equity | 22 | 159 | 315 |
| Effective part of profit (loss) on cash flow hedge instruments (cash flow hedge) | 20-25 | $(2,537)$ | 292 |
| Profit (loss) from held-for-sale assets (fair value) |  | 698 | (80) |
| Items reclassified to income statement |  |  |  |
| Profit (loss) on cash flow hedge instruments |  | 515 | - |
| Profit (loss) from held-for-sale assets (fair value) |  |  |  |
| Tax impact on other profit (loss) reclassified to income statement |  | (142) | - |
| Items not reclassifiable to income statement |  |  |  |
| Actuarial profit/(loss) | 26 | $(1,145)$ | 222 |
| Tax impact on other profit (loss) not reclassifiable to income statement |  | 205 | (59) |
| Total other profit (loss) net of tax effect |  | $(1,471)$ | 467 |
| Comprehensive result for the period |  | $(4,049)$ | $(10,604)$ |
| Attributable to: |  |  |  |
| - Parent Company shareholders |  | $(5,245)$ | $(11,717)$ |
| - Minority shareholders |  | 1,196 | 1,113 |

For the Board of Directors
The Chairman
Marina Berlusconi


$$
\square
$$

## STATEMENT OF CHANGES <br> IN GROUP CONSOLIDATED EQUITY <br> AT 30 JUNE 2015-2016

| (euro/000) | Notes | Share capital | Share premium reserve | Legal reserve | Stock option reserve | Cash flow hedge reserve |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at 1 January 2015 |  | 67,979 | 12,000 | 13,490 | 1,101 | $(2,984)$ |
| - Allocation of result |  |  | $(12,000)$ |  |  |  |
| - Dividend payout |  |  |  |  |  |  |
| - Change in the consolidation scope |  |  |  |  |  |  |
| - Capital increase |  |  |  |  |  |  |
| - Transactions on treasury shares |  |  |  |  |  |  |
| - Stock options |  |  |  |  | (66) |  |
| - Other changes | 22 |  |  |  |  |  |
| - Comprehensive profit (loss) |  |  |  |  |  | 212 |
| Balance at 30 June 2015 |  | 67,979 | 0 | 0 | 1,035 | $(2,772)$ |


| (euro/000) | Notes | Share capital | Share premium reserve | Legal reserve | Stock option reserve | Cash flow hedge reserve |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at 1 January 2016 |  | 67,979 | 0 | 13,490 | 268 | $(2,523)$ |
| - Allocation of result |  |  |  |  | (268) |  |
| - Dividend payout |  |  |  |  |  |  |
| - Change in the consolidation scope |  |  |  |  |  |  |
| - Capital increase |  |  |  |  |  |  |
| - Transactions on treasury shares |  |  |  |  |  |  |
| - Stock options |  |  |  |  |  |  |
| - Other changes | 22 |  |  |  |  |  |
| - Comprehensive profit (loss) |  |  |  |  |  | $(1,466)$ |
| Balance at 30 June 2016 |  | 67,979 | 0 | 13,490 | 0 | $(3,989)$ |


| Fair value reserve | Currency reserve | Postemployment discounting reserve | Other reserves | Profit (loss) for the period | Total Group NFP | Minority shareholders' NFP | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | (163) | (110) | $165,372$ | $618$ | 257,303 | 31,818 | 289,121 |
|  |  |  |  |  | - | (213) | (213) |
|  |  |  |  |  | - |  | - |
|  |  |  | 66 |  | - |  | - |
|  |  | 30 | (165) |  | (135) | 189 | 54 |
|  | 175 | 163 | (67) | $(12,200)$ | $(11,717)$ | 1,113 | $(10,604)$ |
| 0 | 12 | 83 | 177,824 | $(12,200)$ | 245,451 | 32,907 | 278,358 |


| Fair <br> value reserve | Currency reserve | Postemployment discounting reserve | Other reserves | Profit (loss) for the period | Total Group NFP | Minority shareholders' NFP | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | (138) | 482 | 178,064 | 6,365 | 263,987 | 31,522 | 295,509 |
|  |  | (194) | 6,827 | $(6,365)$ | 0 |  | 0 |
|  |  |  |  |  |  | (141) | (141) |
|  |  |  |  |  |  | 13 | 13 |
|  |  |  |  |  |  |  | - |
|  |  |  | (182) |  | (182) |  | (182) |
|  | 995 | (940) | (60) | $(3,774)$ | $(5,245)$ | 1,196 | $(4,049)$ |
| 0 | 857 | (652) | 184,649 | $(3,774)$ | 258,560 | 32,590 | 291,150 |

For the Board of Directors
The Chairman
Marina Berlusconi


## GROUP CONSOLIDATED CASH FLOW STATEMENT

| (euro/000) | Notes | 30/06/2016 | 30/06/2015 |
| :---: | :---: | :---: | :---: |
| Net result for the period from continuing operations |  | $(3,774)$ | $(2,603)$ |
| Adjustments |  |  |  |
| Amortization, depreciation and impairment | 10-11-12 | 14,033 | 9,722 |
| Income tax for the year | 35 | 3,355 | 2,795 |
| Stock options |  |  |  |
| Fund provisions (utilization) and post-employment benefits |  | $(6,859)$ | $(13,212)$ |
| Capital loss (gain) from the transfer of intangible assets, property, plant and equipment, investments |  | 187 | 149 |
| Capital loss (gain) from financial assets valuation |  | (10) |  |
| (Income) costs of companies valued at equity | 33 | 237 | 217 |
| Net financial costs on loans and transactions with derivatives | 34 | 6,211 | 7,165 |
| Cash flow generation from operations |  | 13,380 | 4,233 |
| (Increase) decrease in trade receivables |  | $(1,721)$ | 1,772 |
| (Increase) decrease in inventory |  | $(10,747)$ | $(7,091)$ |
| Increase (decrease) in trade payables |  | 8,830 | 8,318 |
| Income tax payments |  | $(9,489)$ | $(5,076)$ |
| Advances and post-employment benefits |  | $(1,431)$ | $(1,711)$ |
| Net difference for other assets/liabilities |  | $(5,614)$ | $(20,050)$ |
| Cash flow generated from (absorbed by) assets held for sale | 9 |  | 1,324 |
| Cash flow generated from (absorbed by) operations |  | $(6,792)$ | $(18,281)$ |
| Price collected (paid) net of cash transferred/acquired |  | $(152,235)$ | (899) |
| (Purchase) disposal of intangible assets |  | $(6,349)$ | $(3,643)$ |
| (Purchase) disposal of property, plant and equipment |  | $(2,621)$ | $(2,341)$ |
| (Purchase) disposal of investments |  | 806 | 301 |
| (Purchase) disposal of financial assets |  | $(2,638)$ | 869 |
| Cash flow generated from (absorbed by) assets held for sale | 9 | - | 123 |
| Cash flow generated from (absorbed by) investment activities |  | $(163,037)$ | $(5,590)$ |
| Net difference in financial liabilities |  | 184,465 | 25,670 |
| Payment of net financial costs on loans and transactions with derivatives |  | $(15,742)$ | $(8,109)$ |
| Capital increase | 22 |  | - |
| (Purchase) disposal of treasury shares | 22 | - | - |
| Dividend payout | 22 | - | - |
| Cash flow generated from (absorbed by) assets held for sale | 9 | - | 20 |
| Cash flow generated from (absorbed by) financing activities |  | 168,723 | 17,581 |
| Increase (decrease) in cash and cash equivalents |  | $(1,106)$ | $(6,290)$ |
| Cash and cash equivalents at the beginning of the period | 21 | 30,684 | 12,966 |
| Cash and cash equivalents at the end of the period | 21 | 29,578 | 6,676 |

Per il Consiglio di Amministrazione
Il Presidente Marina Berlusconi


# GROUP CONSOLIDATED BALANCE SHEET PURSUANT TO CONSOB RESOLUTION NO. 15519 OF 27 JULY 2006 

| Assets (euro/000) | Notes | 30/06/2016 | of which related parties (Note 39) | 31/12/2015 | of which related parties (Note 39) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Intangible assets | 10 | 604,320 | - | 552,340 | - |
| Property investments | 11 | 2,981 | - | 3,028 | - |
| Land and buildings |  | 5,845 | - | 6,032 | - |
| Plant and equipment |  | 8,624 | - | 9,028 |  |
| Other tangible assets |  | 17,898 | - | 13,148 |  |
| Property, plant and equipment | 12 | 32,367 | 0 | 28,208 | 0 |
| Investments booked at equity |  | 44,078 | - | 44,457 | - |
| Other investments |  | 453 | - | 443 | - |
| Total investments | 13 | 44,531 | 0 | 44,900 | 0 |
| Non-current financial assets | 20 | 799 | - | 293 | - |
| Pre-paid tax assets | 14 | 75,336 | - | 62,076 | - |
| Other non-current assets | 15 | 3,700 | - | 1,466 |  |
| Total non-current assets |  | 764,033 | 0 | 692,311 | 0 |
| Tax receivables | 16 | 36,665 | 7,902 | 39,814 | 8,786 |
| Other current assets | 17 | 116,746 | 35 | 77,650 | 40 |
| Inventory | 18 | 184,283 | - | 108,221 | - |
| Trade receivables | 19 | 313,571 | 61,210 | 242,121 | 39,867 |
| Other current financial assets | 20 | 4,842 | 865 | 2,700 | 1,037 |
| Cash and cash equivalents | 21 | 29,578 | - | 30,684 | - |
| Total current assets |  | 685,684 | 70,012 | 501,190 | 49,730 |
| Assets held for sale | 9 | 20,446 | - | - | - |
| Total assets |  | 1,470,163 | 70,012 | 1,193,501 | 49,730 |

## GROUP CONSOLIDATED BALANCE SHEET PURSUANT TO CONSOB RESOLUTION NO. 15519 OF 27 JULY 2006

| Liabilities (euro/000) | Notes | 30/06/2016 | of which related parties (Note 39) | 31/12/2015 | of which <br> related parties (Note 39) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Share capital |  | 67,979 | - | 67,979 | - |
| Share premium reserve |  | - | - | - | - |
| Treasury shares |  | - | - | - | - |
| Other reserves and profit/(loss) carried forward |  | 194,355 | - | 189,643 | - |
| Profit (loss) for the period |  | $(3,774)$ | - | 6,365 | - |
| Group equity | 22 | 258,560 | 0 | 263,987 | 0 |
| Minority shareholders' equity and reserves | 22 | 32,590 | - | 31,522 | - |
| Total equity |  | 291,150 | 0 | 295,509 | 0 |
| Provisions | 23 | 67,118 | - | 58,559 | - |
| Post-employment benefits | 24 | 50,695 | - | 44,076 | - |
| Non-current financial liabilities | 25 | 386,755 |  | 222,553 | - |
| Deferred tax liabilities | 14 | 73,185 | - | 67,969 | - |
| Other non-current liabilities |  | - | - | - | - |
| Total non-current liabilities |  | 577,753 | 0 | 393,157 | 0 |
| Income tax payables | 16 | 4,846 | - | 5,446 | 4,765 |
| Other current liabilities | 26 | 220,882 | 2,009 | 196,237 | 602 |
| Trade payables | 27 | 350,935 | 15,916 | 292,610 | 16,827 |
| Payables due to banks and other financial liabilities | 25 | 23,296 | 222 | 10,542 | 61 |
| Total current liabilities |  | 599,959 | 18,147 | 504,835 | 22,255 |
| Liabilities held for sale | 9 | 1,302 | - | - | - |
| Total liabilities |  | 1,470,163 | 18,147 | 1,193,501 | 22,255 |

## GROUP CONSOLIDATED INCOME STATEMENT PURSUANT TO CONSOB RESOLUTION NO. 15519 OF 27 JULY 2006

| (euro/000) | Notes | 30/06/2016 | of which <br> related parties <br> (Note 39) | of which nonrecurring (income) costs <br> (Note 38) | 30/06/2015 | of which <br> related <br> parties <br> (Note 39) | of which nonrecurring (income) costs <br> (Note 38) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue from sales and services | 28 | 562,555 | 49,212 | - | 517,137 | 52,084 | - |
| Decrease (increase) in inventory | 18 | $(13,551)$ | - | - | $(6,963)$ | - | - |
| Cost of raw and ancillary materials, consumables and goods | 29 | 113,922 | 5,348 | - | 96,514 | 7,148 | - |
| Cost of services | 30 | 323,881 | 11,130 | - | 299,877 | 5,490 | - |
| Cost of personnel | 31 | 117,020 | - | - | 113,346 | - |  |
| Other (income) costs | 32 | $(1,644)$ | (17) | - | $(4,806)$ | $(1,559)$ | - |
| Income (costs) from investments valued at equity | 33 | (424) | (2) | - | (217) | - | - |
| EBITDA |  | 22,503 | 32,749 | 0 | 18,952 | 41,005 | 0 |
| Depreciation and impairment loss on property, plant and equipment | 11-12 | 3,552 | - | - | 3,310 | - | - |
| Amortization and impairment loss on intangible assets | 10 | 10,481 | - | - | 6,412 | - | - |
| Impairment loss on investments valued at equity and other enterprises |  | - | - | - | - | - | - |
| EBIT |  | 8,470 | 32,749 | 0 | 9,230 | 41,005 | 0 |
| Financial income (costs) | 34 | $(7,915)$ |  | - | $(8,548)$ | $(1,398)$ | - |
| Revenues (costs) from other investments |  | - | - | - | (125) | - | - |
| Result before taxes for the period |  | 555 | 32,749 | 0 | 557 | 39,607 | 0 |
| Income tax | 35 | 3,133 | - | - | 2,795 | - |  |
| Result from continuing operations |  | $(2,578)$ | 32,749 | 0 | $(2,238)$ | 39,607 | 0 |
| Result from discontinued operations | 9 | - |  | - | $(8,833)$ | 4,440 | - |
| Net result |  | $(2,578)$ | 32,749 | 0 | $(11,071)$ | 44,047 | 0 |
| Attributable to: |  |  |  |  |  |  |  |
| - Minority shareholders | 22 | 1,196 | - | - | 1,129 | - | - |
| - Parent Company shareholders |  | $(3,774)$ | - | - | $(12,200)$ | - |  |

## EXPLANATORY NOTES

## 1. GENERAL INFORMATION

The core business of Arnoldo Mondadori Editore S.p.A. and of its directly or indirectly owned companies (hereinafter jointly referred to as the "Mondadori Group" or the "Group") is the publishing of books and magazines, and retailing through directly owned and franchised stores located throughout Italy.

Mondadori's business areas have also developed products and services available through the use of cuttingedge technology, thus expanding the sales portfolio.

Arnoldo Mondadori Editore S.p.A. has its registered office in Milan, via Bianca di Savoia 12. The headquarters are located in Segrate, Milan, Strada privata Mondadori.

The Parent Company Arnoldo Mondadori Editore S.p.A. is listed on the Mercato Telematico Azionario (MTA, the Italian electronic share market) of Borsa Italiana S.p.A.

The publication of Mondadori Group's consolidated financial statements for the period ended 30 June 2016 was authorized by the Board of Directors' resolution of 28 July 2016.

## 2. FORM AND CONTENT

The Consolidated Half-Year Financial Report includes the condensed consolidated half-year financial statements, prepared in compliance with the provisions set out in IAS 34 and art.

154-ter of the Finance Consolidation Act and, therefore, does not include all the supplementary information required for the full-year report, and should be read jointly with the Group's consolidated annual report at 31 December 2015.

The following criteria were adopted in the preparation of these financial statements:

- current and non-current assets and current and non-current liabilities are shown separately in the consolidated balance sheet;
- in the consolidated income statement, the analysis of costs is performed on the basis of the nature of costs, since the Group deems this method more representative than a presentation by function;
- the consolidated comprehensive income statement contains revenue and cost items that are not recognized under income (loss) for the period as required or allowed by the other IAS/IFRS accounting standards;
the cash flow statement was prepared using the indirect method.

With reference to the requirements of Consob Resolution no. 15519 of 27 July 2006 concerning the tables to the financial statements, specific supplementary tables were included to highlight significant transactions with "Related parties" and "Non-recurring transactions".

The amounts shown in the tables and in these notes are expressed in euro thousands unless otherwise stated.

## 3. CONSOLIDATION SCOPE

In 1H16, Mondadori Group completed:

- the acquisition of the investments in RCS Libri S.p.A. (today Rizzoli Libri S.p.A.), the RCS Group holding of the book publishing segment, and in Banzai Media Holding S.r.I., the Banzai Group holding of the vertical content segment;
- the disposal of the investment in Mondadori Independent Media LLC.


## 4. PREPARATION CRITERIA

Mondadori Group's Condensed Consolidated Half-Year Financial Report was prepared on a going concern basis, adopting the same accounting standards used in the preparation of the consolidated financial statements for the year ended 31 December 2015, except for those effective as of 1 January 2016, as specified below:

- amendment to IAS 19 Defined Benefit Plans: Employee Contributions (published on 21 November 2013), referring to the accounting of contributions made by employees or third parties to defined benefit plans;
- amendment to IFRS 11 Joint Arrangements - Accounting for acquisitions of interests in joint operations (published on 6 May 2014), referring to the accounting of the acquisition of interests in a joint operation that is a business;
- amendments to IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets - Clarification of acceptable methods of depreciation and amortization (published on 12 May 2014), under which a revenue-based method of depreciation is not appropriate, because revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset, a condition which is, instead, required for depreciation;
- amendment to IAS 1 Disclosure Initiative (published on 18 December 2014), referring to disclosures that may be perceived as impediments to a clear and understandable preparation of financial statements;
- in the annual improvement process of the standards, on 12 December 2013 and 25 September 2014, IASB published the following documents: "Annual Improvements to IFRSs: 2010-2012 Cycle" and "Annual Improvements to IFRSs: 2012-2014 Cycle", partly supplementing the existing standards.

The adoption of these amendments had no material impact on the consolidated financial statements.

Accounting standards, amendments and interpretations approved by the European Union, the adoption of which is not yet compulsory and not yet adopted by Mondadori Group:

- on 28 May 2014, IASB published IFRS 15 - Revenue from Contracts with Customers, which will replace IAS 18 - Revenue and IAS 11 - Construction Contracts, as well as IFRIC 13 - Customer Loyalty Programmes, IFRIC 15 - Agreements for the Construction of Real Estate, IFRIC 18 - Transfers of Assets from Customers and SIC 31 - Revenues-Barter Transactions Involving Advertising Services. The standard establishes a new model for the recognition of revenue, which will be applied to all contracts concluded with customers except for those falling under other IAS/IFRS standards such as leasing, insurance contracts and financial instruments. The key steps in the accounting of revenue based on this new model are:
- identification of the contract with the customer;
- identification of the performance obligations included in the contract;
- pricing;
- price allocation based on the performance obligations included in the contract;
- the criteria for the recognition of revenue when the entity meets each performance obligations.

The standard is applicable as of 1 January 2017, but early adoption is allowed.
The Directors expect that the application of IFRS 15 may have an impact on amounts entered as revenue and on the relevant disclosure included in the Group's consolidated financial statements, upon valuation;

- on 24 July 2014, IASB published the final version of IFRS 9 - Financial instruments. The document includes the findings of the phases to replace IAS 39, relating to Classification and valuation, Impairment and Hedge accounting:
- it introduces new criteria for the classification and measurement of financial assets and liabilities;
- in relation to the impairment model, the new standard requires an entity to base its measurement of expected credit losses (not on the incurred losses model used by IAS 39) on reasonable and supportable information that is available without undue cost or effort, and that includes historical, current and forecast information;
- it introduces a new hedge accounting model (broadening of the transaction types eligible for hedge accounting, changes in the accounting of forward contracts and options when included in a hedge accounting relationship, changes in the effectiveness test).
The new standard applies to financial statements beginning on or after 1 January 2018; assessments are currently underway on the impacts resulting from the application.


## 5. USE OF ESTIMATES

The preparation of the Group's condensed consolidated half-year report 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 further information on the main accounting estimates, reference should be made to the "Annual Report" at 31 December 2015.

## 6. SEASONAL NATURE OF BUSINESS ACTIVITIES

Due to the seasonal nature of the school textbook publishing sector, revenue and profits in the second half of the year are expected to be higher than those in the first six months.

## 7. SEGMENT REPORTING

The information under IFRS 8 reflects the Group organizational structure, which includes the following Divisions: Books, Magazines Italy and Magazines France, Retail, Corporate and Shared Services.

This structure gives a clear representation of the Group's differentiation in terms of products sold and services rendered and is used by Top Management as the basis for corporate reporting and 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 below.

## 8. BUSINESS COMBINATIONS, ACQUISITIONS AND DISPOSALS

## Acquisition of 99.99\% of RCS Libri

On 14 April 2016, Arnoldo Mondadori Editore S.p.A., through its subsidiary Mondadori Libri S.p.A., completed the acquisition of $99.99 \%$ of RCS Libri S.p.A., the Rizzoli Group holding of the book publishing segment.

The scope of the transaction includes RCS Libri S.p.A. (today Rizzoli Libri S.p.A.), the underlying subsidiaries, and the exclusive ownership of all the trademarks in the books segment.

The price of the transaction is 127.1 million euro and may be subject to adjustments of up to $+/-5$ million euro; the agreement also provides for an earn-out of up to 2.5 million euro to RCS MediaGroup S.p.A., based on the achievement in 2017 of specific results in the Books Area of Mondadori Group.

Under the authorization of the Antitrust Authority, as part of the remedies set out therein, Mondadori is required to dispose of its investment in Marsilio Editori S.p.A. and of the business unit of the Bompiani publisher (Trade Books segment).

At the date of this Half-Year Financial Report and until the disposal takes place, in accordance with the above authorization, Marsilio and Bompiani Trade operations are entrusted to an independent manager; therefore, in the absence of the assumption of control under IFRS 10, the income statements of the company and the business unit were not included in the consolidation scope. From a balance sheet point of view, the investment in Marsilio and the assets and liabilities of the "Bompiani Trade" BU were classified as assets and liabilities held for sale.

The transaction is classified as a business combination under IFRS 3, which requires the acquirer to allocate the cost by measuring the fair value of all assets, liabilities and contingent liabilities in order to meet the recognition criteria at the acquisition date.

At 30 June 2016, the Group has yet to complete the purchase price allocation process; therefore, in accordance with paragraphs 45 and 46 of IFRS 3, certain amounts of the business combination were accounted for on a provisional basis. Specifically, as explained below, the difference between net assets acquired and consideration paid was provisionally allocated to "provision for risks".

| Acquisition of Rizzoli Libri (euro/000) |  |
| :---: | :---: |
| Intangible assets | 17,866 |
| Property, plant and equipment | 4,839 |
| Investments | 1,042 |
| Pre-paid tax assets | 13,446 |
| Inventory | 63,684 |
| Trade receivables | 58,387 |
| Other assets | 47,394 |
| Net assets held for sale | 19,144 |
| Net financial position | 15,245 |
| Acquired assets | 241,047 |
| Provisions | $(4,433)$ |
| Post-employment benefits | $(5,727)$ |
| Deferred tax liabilities | $(6,582)$ |
| Trade payables | $(44,548)$ |
| Other current liabilities | $(40,938)$ |
| Acquired liabilities | $(102,228)$ |
| Net acquired | 138,819 |
| Price paid | 127,105 |
| Differential provisionally allocated to provision for risks | 11,714 |
| Income statement impact on half-year figures from the consolidation of the Rizzoli Libri scope acquired from RCS MediaGroup. |  |
| Acquisition of Rizzoli Libri (euro/000) |  |
| Revenue from sales and services | 37,305 |
| Cost of raw materials and change in inventory | $(10,549)$ |
| Cost of services | $(24,371)$ |
| Cost of personnel | $(4,899)$ |
| Other income (costs) | 871 |
| EBITDA | $(1,643)$ |
| Amortization, depreciation | (2.859) |
| EBIT | $(4,502)$ |
| Financial income (costs) | (81) |
| Income tax | 140 |
| Net result | $(4,443)$ |

Cash flow used in the acquisition amounted to 111,860 thousand euro, corresponding to the price paid (127,105 thousand euro) net of the net financial position acquired ( 15,245 thousand euro).

## Acquisition of 100\% of Banzai Media Holding

On 8 June 2016, Arnoldo Mondadori Editore S.p.A. completed the acquisition of $100 \%$ of Banzai Media Holding S.r.l. (vertical content division of the Banzai Group); the acquired scope does not include the news segment, composed of Banzai's investment in II Post S.r.l. and of the Giornalettismo website BU.

The price of the transaction was 24.6 million euro, based on an enterprise value of 41 million euro and a net debt of 16.4 million euro; the agreement includes the payment of an earn-out of 4 million euro.

The transaction is classified as a business combination under IFRS 3, which requires the acquirer to allocate the cost by measuring the fair value of all assets, liabilities and contingent liabilities in order to meet the recognition criteria at the acquisition date.

At the date of this Half-Year Financial Report, the Group has yet to complete the purchase price allocation process; therefore, in accordance with paragraphs 45 and 46 of IFRS 3 , certain amounts of the business combination were accounted for on a provisional basis.

The statement shows the book values at acquisition date, net of goodwill of 10,844 thousand euro, written off pending completion of the purchase price allocation process.

|  | - |
| :---: | :---: |
| Acquisition of Banzai Media (euro/000) |  |
| Intangible assets | 2,740 |
| Property, plant and equipment | 363 |
| Investments | 87 |
| Pre-paid tax assets | 1,132 |
| Trade receivables | 9,746 |
| Other assets | 755 |
| Acquired assets | 14,823 |
| Provisions | (175) |
| Post-employment benefits | $(1,546)$ |
| Deferred tax liabilities | (6) |
| Trade payables | $(6,118)$ |
| Other current liabilities | $(3,700)$ |
| Net financial position | $(9,498)$ |
| Acquired liabilities | $(21,043)$ |
| Net acquired | $(6,220)$ |
| Consideration paid (including the fair value of earn-outs) | 30,876 |
| Differential provisionally allocated to provision for risks | 37,096 |

Income statement impact on half-year figures from the consolidation of Banzai Media.

|  |  |
| :--- | ---: |
| Acquisition of Banzai Media |  |
| $($ euro/000)) | $\mathbf{2 , 9 3 5}$ |
| Revenue from sales and services | $(1,398)$ |
| Cost of services | $(872)$ |
| Cost of personnel | $(17)$ |
| Other costs | $\mathbf{6 4 8}$ |
| EBITDA | $(111)$ |
| Amortization, depreciation | 537 |
| EBIT | $(2)$ |
| Financial income (costs) | $(53)$ |
| Income tax | $\mathbf{4 8 2}$ |
| Net result |  |

Cash outflows for the acquisition amounted to 36,184 thousand euro, corresponding to the price paid and the debt, settled by Arnoldo Mondadori Editore S.p.A., which the acquired company had with its former parent.

The impact on the Group's net financial position at the acquisition date amounted to 40,375 thousand euro, including discounted debt from earn-out due from Media Holding S.r.l. for acquisitions made prior to closing, and from earn-out due from Arnoldo Mondadori Editore S.p.A. to Banzai S.p.A.

## Comparability of data

In light of the above acquisitions, comparability of data at 30 June 2016 with the prior year and the corresponding half-year period is not entirely consistent. For this purpose, regarding the balance sheet, the contribution of the acquisitions is appropriately shown; as for the income statement, Note 8 presents the details of the contribution of the acquired companies

## Disposal of 50\% of Mondadori Independent Media LLC

On 5 April 2016, the deed of disposal to Kings Company of the $50 \%$ stake held by Arnoldo Mondadori Editore S.p.A. in the share capital of Mondadori Independent Media LLC was concluded, with a nominal value of 46,116,080 rubles.
The consolidated financial statements at 30 June 2016 include the relating loss of 187 thousand euro.

## 9. ASSETS AND LIABILITIES HELD FOR SALE

"Assets held for sale" and "Liabilities held for sale" include the assets relating to Marsilio Editori S.p.A. and the Bompiani Trade BU, referring mainly to publishing contracts with authors and to inventory of finished products.

## 10. INTANGIBLE ASSETS

"Intangible assets" increased by 51,980 thousand euro versus 31 December 2015, 19,397 thousand euro of which from the contribution of acquisitions made, 36,701 thousand euro from goodwill, recognized provisionally, relating to the acquisition of the Banzai Group, and 4,118 thousand euro from net decreases attributable to the depreciation rate for the period ( 10,481 thousand euro) that exceeded net investments (6,363 thousand euro).

| Intangible assets |  |  |
| :--- | ---: | ---: | ---: |
| (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| Intangible assets with finite useful life | 195,489 | $\mathbf{1 8 0 , 6 0 5}$ |
| Intangible assets with indefinite useful life | 408,831 | $\mathbf{3 7 1 , 7 3 5}$ |
| Total intangible assets | $\mathbf{6 0 4 , 3 2 0}$ | $\mathbf{5 5 2 , 3 4 0}$ |

Intangible assets with finite useful life mainly comprised magazines published by the Mondadori France Group, the main including TéléStar, Closer, Pleine Vie, Le Chasseur Français, and Auto Plus. The useful life of these assets, each of which represents a Cash Generating Unit, is estimated in thirty years; also EMAS list of customers with subscription is included in the same CGU and the relevant value is amortized over a period of six years, as well as development costs for the creation of school textbook content.

| Intangible assets with finite useful life (euro/000) | Magazines | Customer lists | Charges on shop lease contract takeovers | Software | Licenses, patents and rights | Cost of development | Other <br> intangible assets intangible assets in progress and advances | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost at 31/12/2014 | 247,200 | 8,000 | 7,443 | 24,864 | 1,624 | 4,021 | 7,407 | 300,559 |
| Capital expenditures | - | 1,684 | - | 3,340 | - | 1,279 | 6,322 | 12,625 |
| Disposals | - | - | - | (160) | - | - | - | (160) |
| Change in the consolidation scope | - | - | - | 78 | (5) | - | 13 | 86 |
| Other changes | - | - | (67) | $(1,786)$ | (527) | 1,625 | $(1,700)$ | $(2,455)$ |
| Cost at 31/12/2015 | 247,200 | 9,684 | 7,376 | 26,336 | 1,092 | 6,925 | 12,042 | 310,655 |
| Depreciation and impairment loss provision at 31/12/2014 | 78,692 | 3,999 | 7,439 | 22,484 | 1,617 | 1,506 | 3,649 | 119,386 |
| Amortization, depreciation | 7,373 | 1,333 | 4 | 1,707 | 6 | 2,225 | 501 | 13,149 |
| Impairment/ (reinstatement of value) | - | - | - | - | - | - | - | 0 |
| Disposals | - | - | - | (74) | - | - | - | (74) |
| Change in the consolidation scope | - | - | - | 28 | (5) | - | 12 | 35 |
| Other changes | - | - | (67) | $(1,847)$ | (527) | - | (5) | $(2,446)$ |
| Depreciation and impairment loss provision at 31/12/2015 | 86,065 | 5,332 | 7,376 | 22,298 | 1,091 | 3,731 | 4,157 | 130,050 |
| Net book value at 31/12/2014 | 168,508 | 4,001 | 4 | 2,380 | 7 | 2,515 | 3,758 | 181,173 |
| Net book value at 31/12/2015 | 161,135 | 4,352 | 0 | 4,038 | 1 | 3,194 | 7,885 | 180,605 |

In 1H16, capex, amounting to 5,586 thousand euro, mainly included the capitalization of pre-printing costs relating to the creation of school textbook contents. These comprised publishing, translation, revision and editing costs and copyrights, recognized:
. 4,391 thousand euro under "Cost of development", 1,566 thousand euro of which of Mondadori Education S.p.A., 2,799 thousand euro of Rizzoli Libri S.p.A., and 26 thousand euro of Banzai Media S.r.l.;

- 251 thousand euro under "Intangible assets under construction".

Capital expenditures in software, amounting to 908 thousand euro, refer mainly to Mondadori France S.p.A. ( 567 thousand euro), Mondadori Retail S.p.A. (125 thousand euro) and Arnoldo Mondadori Editore S.p.A. (178 thousand euro).

Amortization and depreciation, amounting to 10,481 thousand euro, refer mainly to Mondadori France magazines ( 3,687 thousand euro); pre-printing costs (4,009 thousand euro) refer to Mondadori Education S.p.A. (1,702 thousand euro) and Rizzoli Libri S.p.A. (2,232 thousand euro).

| Intangible assets with finite useful life (euro/000) | Magazines | Customer lists | Charges on shop lease contract takeovers | Software | Licenses, patents and rights | Cost of development | Other <br> intangible assets intangible assets in progress and advances | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost at 31/12/2015 | 247,200 | 9,684 | 7,376 | 26,336 | 1,092 | 6,925 | 12,042 | 310,655 |
| Capital expenditures | - | - | - | 908 | 36 | 4,391 | 251 | 5,586 |
| Disposals | - | (113) | - | - | - | - | - | (113) |
| Reclassification for assets held for sale | - | - | - | - | - | - | - | 0 |
| Change in the consolidation scope | - | - | - | 341 | 11,305 | 24,799 | 30,395 | 66,840 |
| Other changes | - | 45 | - | 518 | (3) | 7,281 | $(8,945)$ | $(1,104)$ |
| Cost at 30/06/2016 | 247,200 | 9,616 | 7,376 | 28,103 | 12,430 | 43,396 | 33,743 | 381,864 |
| Depreciation and impairment loss provision at 31/12/2015 | 86,065 | 5,332 | 7,376 | 22,298 | 1,091 | 3,731 | 4,157 | 130,050 |
| Amortization, depreciation | 3,687 | 878 | - | 1,191 | 352 | 4,009 | 364 | 10,481 |
| Impairment/ (reinstatement of value) | - | - | - | - | - | - | - | 0 |
| Disposals | - | - | - | - | - | - | - | 0 |
| Reclassification for assets held for sale | - | - | - | - | - | - | - | 0 |
| Change in the consolidation scope | - | - | - | 290 | 9,171 | 17,823 | 18,951 | 46,235 |
| Other changes | - | - | - | (378) | (5) | (1) | (7) | (391) |
| Depreciation and impairment losses at 30/06/2016 | 89,752 | 6,210 | 7,376 | 23,401 | 10,609 | 25,562 | 23,465 | 186,375 |
| Net book value at 31/12/2015 | 161,135 | 4,352 | 0 | 4,038 | 1 | 3,194 | 7,885 | 180,605 |
| Net book value at 30/06/2016 | 157,448 | 3,406 | 0 | 4,702 | 1.821 | 17,834 | 10,278 | 195,489 |

Intangible assets with indefinite useful life include:

- magazines deriving from the acquisition of the business of Silvio Berlusconi Editore S.p.A., including TV Sorrisi e Canzoni and Chi;
- series of the Books Area;
- trademarks acquired against payment;
- goodwill.

| Intangible assets <br> with indefinite useful life <br> (euro/000) | Magazines | Series | Trademarks | Radio <br> stations | Goodwill |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Cost at 31/12/2014 | 96,223 | 31,509 | 2,763 | 126,875 | 463,927 | 721,297 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures | - | - | - | - | 2,251 | 2,251 |
| Disposals | - | - | - | - | - | 0 |
| Change in the consolidation scope | - | - | (372) | $(126,875)$ | - | $(127,247)$ |
| Other changes | - | - | (80) | - | - | (80) |
| Cost at 31/12/2015 | 96,223 | 31,509 | 2,311 | 0 | 466,178 | 596,221 |
| Impairment loss at 31/12/2014 | 8,890 | - | 1,287 | 79,391 | 211,309 | 300,877 |
| Impairment/(reinstatement of value) | - | - | - | - | 3,080 | 3,080 |
| Other changes/disposals | - | - | (80) | $(79,391)$ | - | $(79,471)$ |
| Impairment loss at 31/12/2015 | 8,890 | 0 | 1,207 | 0 | 214,389 | 224,486 |
| Net book value at 31/12/2014 | 87,333 | 31,509 | 1,476 | 47,484 | 252,618 | 420,420 |
| Net book value at 31/12/2015 | 87,333 | 31,509 | 1,104 | 0 | 251,789 | 371,735 |

In 1H16, goodwill included, though provisionally, as the purchase price allocation process is still underway, the difference between consideration and the book value of net assets acquired from the Banzai Group (37,096 thousand euro).

| Intangible assets <br> with indefinite useful life <br> (euro/000) | Magazines | Series | Trademarks | Radio <br> stations | Goodwill | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

## Amortization, impairment loss and value reinstatement of intangible assets

Amortization and depreciation, net of the effects relating to Rizzoli Libri and Banzai Media (2,689 thousand euro), increased by 1,380 thousand euro, 583 thousand euro of which for capital expenditures in the renewal of the publishing catalogue of Mondadori Education S.p.A., and 506 thousand euro attributable to capital expenditures in software.

| Amortization and impairment loss of intangible assets (euro/000) | 1H16 | 1H15 |
| :---: | :---: | :---: |
| Magazines | 3,687 | 3,687 |
| Customer lists | 878 | 667 |
| Charges on shop lease contract takeovers | - | 4 |
| Software | 1,191 | 682 |
| Licenses, patents and rights | 352 | 3 |
| Cost of development | 4,009 | 1,119 |
| Other intangible assets | 364 | 250 |
| Total amortization of intangible assets | 10,481 | 6,412 |
| Amortization of intangible assets | - | - |
| Value reinstatement of intangible assets | - | - |
| Total amortization (value reinstatement) of intangible assets | 0 | 0 |
| Total depreciation and impairment loss of intangible assets | 10,481 | 6,412 |

The availability and use of intangible assets recognized in these financial statements are not subject to any lien or restriction.

## Impairment test

Pursuant to IAS 34, for the purpose of preparing these interim condensed financial statements, an impairment test was carried out to identify any impairment values that occurred after the last impairment test performed.

## Market capitalization

In the past 12 months, the Mondadori stock price rose from euro 0.9995 at 30 June 2015 to euro 1.039 at 31 December 2015 and fell back to euro 0.955 at 30 June 2016.

As a result of the stock trend, market capitalization dropped versus 31 December 2015; while this value is lower than equity, given the limited amount of Mondadori floating shares and the current financial market performance, it was not considered a meaningful impairment indicator.

## Group performance

After almost four years, revenue grew versus the prior year; net of the effects of the consolidation of the companies acquired in 2016, revenue grew by $1.1 \%$.
EBITDA improved for the tenth consecutive quarter; on a like-for-like basis, it grew by $15.9 \%$, with a percentage on revenue increasing from $4.6 \%$ to $5.3 \%$.

## Performance of the single CGUs

For all CGUs comprising assets with finite and indefinite useful life and subject to the impairment test, an analysis was carried out in order to verify
the performance at 30 June 2016 of the parameters used in the test for the preparation of the 2015 annual report, including cash generation from operations, operating margins and revenue.

The operating margin value of magazines belonging to the former Silvio Berlusconi Editore CGU (TV Sorrisi e Canzoni, Chi and Telepiù) in 1H16 was above or in line with budget projections.

As to book publishers (Einaudi, Sperling \& Kupfer, Mondadori Education, Piemme), cash generation from operations in the period was above budget.
The net book value coverage rate, which is derived from the impairment test to be performed at the end of the financial year, was so high that it was not deemed necessary to carry out any impairment test at 30 June 2016.

For the Mondadori France Group CGU, overall revenue was in line with budget projections, while operating margins for the first half of 2016 were above projections by approximately one million euro; the same economic indicators for the single magazines - also subject to amortization - were essentially in line with projections.

## Impairment test elements

With reference to the elements that were included in the impairment test at 31 December 2015, the following should be noted:

- the composition and scope of the Cash Generating Units, except for those relating to the new acquisitions, did not change versus those identified in the prior year;
- the Euro Area rate performance, taken as reference in the calculation of the discount rate, defined based on the WACC method, confirmed the validity of the rates used at the end of the prior year.


## Conclusions

The elements described above did not result in any need for revision of the guidelines used for the preparation of the budget nor of the multi-year plans approved by the Mondadori Board of Directors in February 2016.

Despite the persisting adverse economic scenario and market context, the indicators did not reveal any need for the performance of an impairment test at 30 June 2016 as the book value of the assets with indefinite useful life and goodwill for the CGUs did not show any impairment versus the values at 31 December 2015.

## 11. PROPERTY INVESTMENTS

The changes in the period refer exclusively to amortization, amounting to 52 thousand euro, in line with 1 H 15 .

The fair value of property investments at 30 June 2016 was estimated not to be lower than the net book value.

The table below shows a breakdown of "Property Investments" in 2015 and in 1H16:

| Property investments (euro/000) | Land | Non-instrumental buildings | Total |
| :---: | :---: | :---: | :---: |
| Cost at 31/12/2014 | 976 | 4,008 | 4,984 |
| Capital expenditures | - | - | 0 |
| Disposals | - | - | 0 |
| Other changes | - | - | 0 |
| Cost at 31/12/2015 | 976 | 4,008 | 4,984 |
| Depreciation and impairment losses at 31/12/2014 | - | 1,851 | 1,851 |
| Amortization, depreciation |  | 105 | 105 |
| Impairment/(reinstatement of value) |  | - | 0 |
| Disposals | - | - | 0 |
| Other changes | - | - | 0 |
| Depreciation and impairment losses at 31/12/2015 | 0 | 1,956 | 1,956 |
| Net book value at 31/12/2014 | 976 | 2,157 | 3,133 |
| Net book value at 31/12/2015 | 976 | 2,052 | 3,028 |


| Property investments (euro/000) | Land | Non-instrumental buildings | Total |
| :---: | :---: | :---: | :---: |
| Cost at 31/12/2015 | 976 | 4,008 | 4,984 |
| Capital expenditures | - | 6 | 6 |
| Disposals | - | - | 0 |
| Other changes | - | - | 0 |
| Cost at 30/06/2016 | 976 | 4,014 | 4,990 |
| Depreciation and impairment losses at 31/12/2015 | - | 1,956 | 1,956 |
| Amortization, depreciation | - | 52 | 52 |
| Impairment/(reinstatement of value) | - | - | 0 |
| Disposals | - | - | 0 |
| Other changes | - | 1 | 1 |
| Depreciation and impairment losses at 30/06/2016 | 0 | 2,009 | 2,009 |
| Net book value at 31/12/2015 | 976 | 2,052 | 3,028 |
| Net book value at 30/06/2016 | 976 | 2,005 | 2,981 |

The use of the assets classified under property investments was not subject to any lien or restriction.

## 12. PROPERTY, PLANT AND EQUIPMENT

"Property, plant and equipment" increased by 4,159 thousand euro versus 31 December 2015, 5,375 thousand euro from the acquisitions made, and 1,216 thousand euro from the net decreases attributable to the depreciation rate for the period (3,500 thousand euro) that exceeded net investments ( 2,284 thousand euro).

Capital expenditures in "Plant and equipment", amounting to 2,311 thousand euro, referred mainly to costs incurred for:

- the improvement of plant and premises, and the furnishing of Mondadori Retail S.p.A. and Mondadori Electa S.p.A. stores ( 785 thousand euro and 647 thousand euro, respectively);
- the purchase of office machines ( 775 thousand euro, including 305 thousand euro by Mondadori France and 224 thousand euro by Rizzoli International Publications Inc.).

The table below shows a breakdown of "Property, plant and equipment" in 2015 and in 1H16:

| Property, plant and equipment (euro/000) | Land | Instrumental buildings | Plant and equipment | Other assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost at 31/12/2014 | 1,434 | 19,728 | 42,236 | 112,667 | 176,065 |
| Capital expenditures | - | - | 1,193 | 4,743 | 5,936 |
| Disposals | - | $(3,276)$ | (849) | $(1,262)$ | $(5,387)$ |
| Change in the consolidation scope | (321) | $(1,490)$ | (24) | $(15,002)$ | $(16,837)$ |
| Other changes | - | - | 1,750 | $(4,888)$ | $(3,138)$ |
| Cost at 31/12/2015 | 1,113 | 14,962 | 44,306 | 96,258 | 156,639 |
| Depreciation and impairment losses at 31/12/2014 | - | 13,267 | 33,383 | 95,480 | 142,130 |
| Amortization, depreciation | - | 529 | 2,661 | 3,567 | 6,757 |
| Impairment/(reinstatement of value) | - | - | - | - | 0 |
| Disposals | - | $(3,139)$ | (762) | $(1,247)$ | $(5,148)$ |
| Change in the consolidation scope | - | (614) | (4) | $(11,536)$ | $(12,154)$ |
| Other changes | - | - | - | $(3,154)$ | $(3,154)$ |
| Depreciation and impairment losses at 31/12/2015 | 0 | 10,043 | 35,278 | 83,110 | 128,431 |
| Net book value at 31/12/2014 | 1,434 | 6,461 | 8,853 | 17,187 | 33,935 |
| Net book value at 31/12/2015 | 1,113 | 4,919 | 9,028 | 13,148 | 28,208 |


| Property, plant and equipment (euro/000) | Land | Instrumental buildings | Plant and equipment | Other assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost at 31/12/2015 | 1,113 | 14,962 | 44,306 | 96,258 | 156,639 |
| Capital expenditures | - | 4 | 432 | 1,875 | 2,311 |
| Disposals | - | (439) | $(1,391)$ | $(2,160)$ | $(3,990)$ |
| Reclassification for assets held for sale | - | - | - | - | 0 |
| Change in the consolidation scope | - | - | 1,394 | 9,626 | 11,020 |
| Other changes | - | (31) | 439 | (244) | 164 |
| Cost at 30/06/2016 | 1,113 | 14,496 | 45,180 | 105,355 | 166,144 |
| Depreciation and impairment loss provision at 31/12/2015 | - | 10,043 | 35,278 | 83,110 | 128,431 |
| Amortization, depreciation | - | 192 | 1,274 | 2,034 | 3,500 |
| Impairment/(reinstatement of value) | - | - | - | - | 0 |
| Disposals | - | (439) | $(1,376)$ | $(2,147)$ | $(3,962)$ |
| Reclassification for assets held for sale | - | - | - | - | 0 |
| Change in the consolidation scope | - | - | 1,380 | 4,437 | 5,817 |
| Other changes | - | (32) | - | 23 | (9) |
| Depreciation and impairment loss provision at 30/06/2016 | 0 | 9,764 | 36,556 | 87,457 | 133,777 |
| Net book value at 31/12/2015 | 1,113 | 4,919 | 9,028 | 13,148 | 28,208 |
| Net book value at 30/06/2016 | 1,113 | 4,732 | 8,624 | 17,898 | 32,367 |

Breakdown of "Other tangible assets"

| Other tangible assets (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Industrial and commercial equipment | 816 | 471 |
| Electronic office equipment | 2,431 | 1,815 |
| Office furniture, and machines | 6,262 | 5,083 |
| Motor vehicles and transport vehicles | 6 | 2 |
| Leasehold improvements | 8,232 | 4,373 |
| Other assets | 24 | 25 |
| Assets under construction and advances | 127 | 1,379 |
| Total other tangible assets | 17,898 | 13,148 |

## Depreciation of property, plant and equipment

Depreciation increased versus the prior year, due basically to the changed consolidation scope; the contribution of the acquired companies amounted, in fact, to 281 thousand euro.

| Depreciation of property, plant and equipment (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Instrumental buildings | 192 | 269 |
| Plant and equipment | 1,274 | 1,273 |
| Equipment | 67 | 80 |
| Electronic office equipment | 688 | 547 |
| Office furniture | 702 | 646 |
| Motor vehicles and transport vehicles | - | 1 |
| Leasehold improvements | 574 | 438 |
| Other assets | 3 | 4 |
| Total depreciation of property, plant and equipment | 3,500 | 3,258 |
| Depreciation of tangible assets | - | - |
| Value reinstatement of tangible assets | - | - |
| Total depreciation (reinstatement of value) of tangible assets | 0 | 0 |
| Total depreciation and impairment loss of tangible assets | 3,500 | 3,258 |

## Leased assets

There are currently no lease contracts in place; in the previous years some assets were redeemed, the most relevant being a warehouse property close to Casale Monferrato.

## 13. EQUITY INVESTMENTS

"Investments booked at equity" and "Investments in other companies" amounted to 44,531 thousand euro, down by 369 thousand euro versus 31 December 2015.

|  |  |  |
| :--- | ---: | ---: |
| Investments <br> (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| Investments booked at equity | 44,078 | 44,457 |
| Investments in other companies | 453 | 443 |
| Total investments | $\mathbf{4 4 , 5 3 1}$ | $\mathbf{4 4 , 9 0 0}$ |

In addition to the contribution of 1,129 thousand euro from the acquisitions made (1,042 thousand euro by Rizzoli and 87 thousand euro by Banzai), the period under review also saw the share capital increase in Mach 2 Libri S.p.A. for 546 thousand euro, and the disposal of the investment held in Mondadori Independent Media LLC, which resulted in a reduction in the value of the investments of 554 thousand euro, and the recognition in the income statement of a loss of 187 thousand euro, in addition to the loss for the period of 4 thousand euro.

The pro-rata results in the period of the companies booked at equity came to a positive 1,156 thousand euro and to a negative 1,294 thousand euro; Note 33 includes details broken down by company, as well as the income statement effects of impairment amounting to 99 thousand euro and the above loss of 187 thousand euro.

Dividends received by the Group in 1 H 16 (589 thousand euro) were paid out by Edizioni EL S.r.I.

| Investments valued at equity - Details (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Investments in joint ventures: |  |  |
| - EDIGITA Editoria Digitale Italiana S.r.I. | 308 | - |
| - Skira Rizzoli Publications Inc. | 180 |  |
| - Edizioni EL S.r.I. | 3,004 | 3,298 |
| - Attica Publications Group | 15,532 | 15,575 |
| - Mediamond S.p.A. | 1,604 | 2,042 |
| - Mondadori Independent Media LLC | - | 528 |
| - Mondadori Seec Advertising Co. Ltd | 5,097 | 4,445 |
| Total investments in joint ventures | 25,725 | 25,888 |
| Investments in associates: |  |  |
| - Monradio S.r.l. | 8,659 | 8,993 |
| - Mach 2 Libri S.p.A. | 2,200 | 2,120 |
| - GD Media Service S.r.l. | 142 | 182 |
| - Società Europea di Edizioni S.p.A. | 7,176 | 7,189 |
| - Venezia Accademia Società per i servizi museali S.c.a r.l. | 52 | 52 |
| - Campania Arte S.c.ar.I. | 23 | 23 |
| - Consorzio Covar (in liquidation) | - | 2 |
| - Consorzio Forma | - | 1 |
| - Gold 5 S.r.l. | 78 | - |
| - Good Morning Italia S.r.I. | 9 | - |
| - Consorzio Scuola Digitale | 14 | 7 |
| Total investments in associates | 18,353 | 18,569 |
| Total investments booked at equity | 44,078 | 44,457 |

Breakdown of "Investments in other companies".

| Investments in other companies - Details (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Investments in other companies: |  |  |
| - Milano Distribuzione Media S.r.l. | 164 | 164 |
| - Società Editrice II Mulino S.p.A. | 197 | 197 |
| - Consuledit S.r.l. | 1 | 1 |
| - Consorzio Sistemi Informativi Editoriali Distributivi | 10 | 10 |
| - Immobiliare Editori Giornali S.r.I. | 52 | 52 |
| - Consorzio Edicola Italiana | 10 | 10 |
| - CTAV | 16 | 6 |
| - Sem Issy Media | 3 | 3 |
| Total investments in other companies | 453 | 443 |

## Impairment test

Concurrent to the preparation of the annual financial statements, Mondadori Group carries out an impairment test in order to verify the recoverable value of equity investments according to the value in use methodology; when in determining this value an impairment loss is identified, before proceeding with devaluation, the fair value is calculated after having deducted the estimated cost of disposal.

Therefore, an impairment test was carried out to verify that the values identified at 31 December 2015 were still current at 30 June 2016, in particular for Attica Publications SA, given the severe financial and economic turbulence that rocked the Greek economy in the second half of 2015.

The economic balance values in 1H16 confirmed budget data; therefore, it was not deemed necessary to revise the medium-term projections.

The rate performance in 1 H 16 confirmed the validity of the rates used in the impairment test at 31 December 2015.

Despite the persisting adverse Italian economic scenario, the indicators did not reveal any need for the performance of an impairment test at 30 June 2016, nor did the book value of the investment in Attica Publications show any impairment versus the values at 31 December 2015.

## 14. PRE-PAID TAX ASSETS AND DEFERRED TAX LIABILITIES

|  |  |  |
| :--- | ---: | ---: |
| (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| IRES on tax losses | 21,999 | 21,985 |
| Pre-paid IRES | 50,049 | 38,221 |
| Pre-paid IRAP | 3,288 | 1,870 |
| Total pre-paid tax assets | $\mathbf{7 5 , 3 3 6}$ | $\mathbf{6 2 , 0 7 6}$ |
| Deferred IRES | 68,482 | 64,275 |
| Deferred IRAP | 4,703 | $\mathbf{3 , 6 9 4}$ |
| Total deferred tax liabilities | $\mathbf{7 3 , 1 8 5}$ | $\mathbf{6 7 . 9 6 9}$ |

"IRES on tax losses", amounting to 21,999 thousand euro, referred to the possible benefits resulting from the compensatory use of the losses generated by Mondadori Group in the prior financial years, transferred to the fiscal unit under the parent company Fininvest S.p.A. following the adherence to the national tax consolidation regime.
The amount does not include pre-paid tax assets relating to the companies acquired in the period, and is in line with the figures at 31 December 2015.

Other pre-paid tax assets increased as a result of the changed consolidation scope ( 14,786 thousand euro), and decreased by 1,540 thousand euro following the reversal of certain temporary differences.

Temporary differences that led to the recognition of pre-paid taxes

| (euro/000) | 30/06/2016 |  |  | 31/12/2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount of temporary differences | Current tax rate | Pre-paid taxes | Amount of temporary differences | Current tax rate | Pre-paid taxes |
| Differences between book and tax value of intangible assets | 3,894 | (*) | 966 | 2,871 | (*) | 660 |
| Difference between book and tax value of property investments and investments in property, plant and equipment | 4,748 | (*) | 1,254 | 1,584 | (*) | 380 |
| Provision for bad debt | 27,542 | (*) | 7,271 | 26,874 | (*) | 6,675 |
| Depreciation of inventory | 14,390 | (*) | 4,632 | 14,197 | (*) | 3,412 |
| Provision for advances to authors | 56,437 | ( ${ }^{*}$ ) | 13,677 | 22,979 | (*) | 5,519 |
| Provisions | 45,323 | (*) | 11,364 | 52,299 | (*) | 12,713 |
| Post-employment benefits | 14,030 | (*) | 4,494 | 11,233 | (*) | 3,595 |
| Elimination of intercompany income | 10,016 | (*) | 2,404 | 10,016 | (*) | 2,404 |
| Other temporary differences | 11,492 | (*) | 3,987 | 10,335 | (*) | 2,863 |
| Total for IRES purposes | 187,872 |  | 50,049 | 152,388 |  | 38,221 |
| Differences between book and tax value of intangible assets | 7,199 | (*) | 284 | 6,949 | (*) | 271 |
| Difference between book and tax value of property investments and investments in property, plant and equipment | 166 | (*) | 7 | 487 | (*) | 19 |
| Depreciation of inventory | 12,802 | (*) | 499 | 12,641 | (*) | 493 |
| Provision for advances to authors | 44,100 | (*) | 1,720 | 10,641 | (*) | 415 |
| Provisions | 3,686 | (*) | 145 | 3,010 | (*) | 117 |
| Post-employment benefits | 5,044 | (*) | 197 | 2,923 | (*) | 114 |
| Elimination of intercompany income | 10,016 | (*) | 391 | 10,016 | (*) | 391 |
| Other temporary differences | 1,179 | (*) | 45 | 1,282 | (*) | 50 |
| Total for IRAP purposes | 84,192 |  | 3,288 | 47,949 |  | 1,870 |

(*) It should be noted that, with reference to income tax, each Group company applied the tax rate applicable in the country of residence.
As for IRAP, each Group company applied the tax rate in force taking into account the distribution of the tax base by region
"Deferred tax liabilities" increased by 5,216 thousand euro as a result of the changed consolidation scope ( 6,587 thousand euro), and decreased by 1,371 thousand euro due to the amortization of Mondadori France publications.

## Temporary differences that led to the recognition of deferred taxes

| (euro/000) | 30/06/2016 |  |  | 31/12/2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount of temporary differences | Current <br> tax <br> rate | Deferred taxes | Amount of temporary differences | Current tax rate | Deferred taxes |
| Capital gains in instalments | - | (*) | - | - | (*) | - |
| Differences between book and tax value of intangible assets | 231,049 | (*) | 67,354 | 219,226 | (*) | 63,529 |
| Difference between book and tax value of property investments and investments in property, plant and equipment | 1,819 | (*) | 519 | 2,003 | (*) | 481 |
| Post-employment benefits | 2,431 | (*) | 571 | 613 | (*) | 148 |
| Leased assets | - | ${ }^{*}$ ) | - | - | (*) | - |
| Other temporary differences | 137 | (*) | 38 | 427 | (*) | 117 |
| Total for IRES purposes | 235,436 |  | 68,482 | 222,269 |  | 64,275 |
| Capital gains in instalments | - | (*) | - | - | (*) | - |
| Differences between book and tax value of intangible assets | 118,293 | (*) | 4,626 | 92,682 | (*) | 3,615 |
| Difference between book and tax value of property investments and investments in property, plant and equipment | 1,261 | (*) | 61 | 1,627 | (*) | 63 |
| Post-employment benefits | 423 | (*) | 16 | 403 | (*) | 16 |
| Leased assets | - | (*) | - | - | ${ }^{*}$ ) | - |
| Other temporary differences | - | (*) | - | - | (*) | - |
| Total for IRAP purposes | 119,977 |  | 4,703 | 94,712 |  | 3,694 |

(*) It should be noted that, with reference to income tax, each Group company applied the tax rate applicable in the country of residence.
As for IRAP, each Group company applied the tax rate in force taking into account the distribution of the tax base by region

It should be noted that no deferred taxes were allocated for undistributed income of subsidiaries and associates.

## 15. OTHER NON-CURRENT ASSETS

"Other non-current assets" increased by 2,234 thousand euro versus 31 December 2015, due mainly to the acquisitions made ( 2,159 thousand euro) and to higher guarantee deposits ( 11 thousand euro).

| Other non-current assets (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Guarantee deposits | 1,741 | 1,348 |
| Confirmation deposits | - | 2 |
| Receivables due from Fininvest for IRES | 12 | - |
| Other | 1,947 | 116 |
| Total other non-current assets | 3,700 | 1,466 |

## 16. TAX RECEIVABLES AND PAYABLES

|  |  |  |
| :--- | ---: | ---: | ---: |
| Tax receivables <br> (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| Receivables due from the Inland Revenue for IRAP | 1,646 | 1,764 |
| Receivables due from the Inland Revenue for IRES | 6,446 | 212 |
| Receivables due from Fininvest for IRES | 7,645 | 6,107 |
| Receivables from the Inland Revenue for VAT, direct taxes to recover and |  |  |
| advances on disputes | $\mathbf{2 0 , 9 2 8}$ | 31,731 |
| Total tax receivables | $\mathbf{3 6 , 6 6 5}$ | $\mathbf{3 9 , 8 1 4}$ |

Group tax receivables decreased versus 31 December 2015 by 3,149 thousand euro, or by 6,973 thousand euro on a like-for-like basis.

- i "Receivables due from the Inland Revenue for IRAP" decreased versus 31 December 2015, despite the 463 thousand euro contributed by the acquired companies, as a result of the payment of prior-year payables and the advance payments made in June;
- i "Receivables due from the Inland Revenue for IRES" mainly include advance payments made by Mondadori France Group companies ( 4,713 thousand euro), by Rizzoli ( 1,593 thousand euro), and by Banzai ( 11 thousand euro);
- i "Receivables due from Fininvest for IRES" included:
- IRES amount to be recovered following the partial deductibility of IRAP for the 2008-2011 period. The relevant application forms for reimbursement were filed in 2013 ( 5,699 thousand euro);
- withholding taxes paid in the prior years and in the reporting period for a total of 1,204 thousand euro;
- net receivables of 742 thousand euro accrued on taxable losses in the period for companies participating in the tax consolidation regime;
- "Receivables from the Inland Revenue for VAT, direct taxes to recover and advances on disputes" included:
- VAT subject to reimbursement (48 thousand euro). In 1H16, a total of 13,412 thousand euro in VAT receivables referring to 2014 and 2015 were freed up and collected;
- VAT receivable due to Fininvest S.p.A., following the implementation of the consolidation regime for Mondadori Group companies (2,340 thousand euro), and to the Inland Revenue ( 709 thousand euro);
- VAT receivable relating to Mondadori France for 4,596 thousand euro;
- VAT receivable relating to Banzai Media and Rizzoli Libri for 1,827 thousand euro;
- direct tax receivables amounting to 782 thousand euro subject to reimbursement and receivables for tax disputes amounting to 10,626 thousand euro. These receivables referred to the temporary payment of some tax forms received by Group companies in relation to pending tax disputes. Following tax audits by the Finance Police, a few reports were made on a number of subsidiaries:
- Arnoldo Mondadori Editore S.p.A. for the years 1996-1997-1998-1999, following inspection by the Italian Social Security Division for Journalists and the Finance Police, the Inland Revenue notified tax assessments containing the request for additional IRPEF amounts for a total of 186 thousand euro plus applicable ancillary charges as a result of failed payment of withholding taxes. The Company filed an appeal before the Tax Commission. In this respect:
- for the tax assessments relating to 1996 and 1998, the Provincial Tax Commission rejected the appeal filed by the company, pending the terms for a second appeal;
- the tax assessment relating to 1999 was cancelled by the Provincial Tax Commission; the Division filed an appeal before the Regional Tax Commission; the Regional Tax Commission suspended the proceedings pending resolution of the proceedings before the labour judge.
- Arnoldo Mondadori Editore S.p.A. for the year 2004, the Central Division of the Lombardy Region submitted findings relating to the application of a $12.50 \%$ withholding tax on the interest paid on a loan stock
in favour of a subsidiary for a total of 999 thousand euro, plus applicable ancillary charges; against such assessment proceedings have been filed with the Court of Cassation;
- Arnoldo Mondadori Editore S.p.A. for the year 2005, the Central Division of the Lombardy Region challenged the omitted payment of a $12.50 \%$ withholding tax for a total of 3,051 thousand euro plus applicable ancillary charges by means of a tax assessment, in relation to interest paid on a bond loan stated in 2004. The Company filed an appeal against the tax assessment before the Court of Cassation;
- Mondadori Direct S.p.A. received tax assessments for IRES, IRAP and VAT relating to the 2003-2006 tax years. All these tax assessments were successfully challenged before the Provincial and Regional Tax Commission, which upheld the appeals. The Office filed an appeal before the Court of Cassation;
- as for Giulio Einaudi Editore S.p.A. the years from 2005 to 2009 are yet still pending; all tax assessments relating to these years have been challenged before the Provincial Tax Commission, which issued a resolution accepting the appeals filed by Einaudi on 25 September 2014. The Inland Revenue filed an appeal before the Regional Tax Commission. On 4 May 2015, the Regional Tax Commission of Rome filed a decision by which it accepted the appeal against the second level notice on the same issues pending on the 2006 fiscal year. In November, the Latium Revenue Agency filed an appeal to also overturn the decision. The appeal filed by the Inland Revenue before the Court of Cassation against the second instance rulings that confirmed the annulment of the payment notices of the stamp duty of the years 2005, 2006, and 2007, is still pending.

| Income tax payables (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Payables due to the Inland Revenue for IRAP | 281 | 303 |
| Payables due to the Inland Revenue for IRES | 4,565 | 378 |
| Payables due to Fininvest for IRES | - | 4,765 |
| Total income tax payables | 4,846 | 5,446 |

"Payables due to the Inland Revenue for IRES" included the tax position mainly of Mondadori France Group companies; "Payables due to the Inland Revenue for IRAP" referred to those companies with a net position with a debt balance at 30 June.

## 17. OTHER CURRENT ASSETS

"Other current assets" increased by 39,095 thousand euro, due, in addition to the 42,131 thousand euro contributed by the acquired companies, to the decrease in accrued income (approximately 2 million euro), which had included deferred purchase costs in 2015 for Harlequin Mondadori S.p.A. products to match them with the associated distribution revenue, now no longer present following termination of the service contract.

| Other current assets (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Receivables due from agents | 9,619 | 518 |
| Receivables due from authors and employees | 138,508 | 83,798 |
| Provision for advances to authors | $(68,073)$ | $(34,024)$ |
| Receivables due from suppliers | 9,460 | 5,079 |
| Receivables due from personnel | 1,023 | 692 |
| Receivables due from social security institutions | 2,241 | 2,176 |
| Receivables for guarantee deposits | 390 | 415 |
| Other receivables due from associates | 38 | 42 |
| Prepayments | 953 | 2,995 |
| Other | 22,587 | 15,959 |
| Total other current assets | 116,746 | 77,650 |

## 18. INVENTORY

"Inventory" was up by 76,062 thousand euro, due mainly to the:

- 63,684 thousand euro contributed by the acquired companies;
- seasonal effects of the school textbooks business, which increased finished products by 12,502 thousand euro (4,262 thousand euro Mondadori Education S.p.A. and 8,240 thousand euro Rizzoli Libri S.p.A.).

| Inventory <br> (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Raw and ancillary materials and consumables | 14,269 | 11,052 |
| Depreciation of raw and ancillary materials and consumables | $(1,030)$ | (588) |
| Total raw and ancillary materials and consumables | 13,239 | 10,464 |
| Work in progress and semi-finished goods | 19,170 | 12,422 |
| Depreciation of work in progress and semi-finished goods | $(1,478)$ | $(1,435)$ |
| Total work in progress and semi-finished goods | 17,692 | 10,987 |
| Contract work in progress | 2,955 | 2,487 |
| Depreciation of contract work in progress | (72) | (66) |
| Total contract work in progress | 2,883 | 2,421 |
| Finished products and goods | 180,000 | 98,701 |
| Depreciation of finished products and goods | $(29,531)$ | $(14,352)$ |
| Total finished products and goods | 150,469 | 84,349 |
| Advances | - | - |
| Total inventory | 184,283 | 108,221 |

Inventory depreciation was made separately and analytically by each Group company, taking into account finished product marketability and any failed revenue generation from orders in progress and semi-finished products.

| Inventory - Depreciation (euro/000) | Raw materials | Work in progress and | Contract work in progress | Finished products and goods |
| :---: | :---: | :---: | :---: | :---: |
| Balance at 31/12/2014 | 225 | 1,232 | 102 | 14,307 |
| Changes in the year: |  |  |  |  |
| - provisions | 476 | 111 | 114 | 5,349 |
| - utilizations | (178) | - | (150) | $(5,652)$ |
| - other changes | 65 | 92 | - | 348 |
| Balance at 31/12/2015 | 588 | 1,435 | 66 | 14,352 |
| Changes in the year: |  |  |  |  |
| - provisions | 79 | 60 | 6 | 1,605 |
| - utilizations | - | - | - | $(1,716)$ |
| - other changes | 363 | (17) | - | 15,290 |
| Balance at 30/06/2016 | 1,030 | 1,478 | 72 | 29,531 |

No inventory is subject to restriction to cover liabilities.
Decrease (increase) in inventory
The economic effects resulting from the changes in inventory and the provisions for their value adjustments are detailed below.

| Decrease (increase) in inventory (euro/000) | 1H16 | 1 H 15 |
| :---: | :---: | :---: |
| Changes in finished products and goods | $(14,148)$ | $(10,175)$ |
| Provision for finished products and goods | 1,314 | 2,295 |
| Utilization of the write-down provision for finished products and goods | $(1,716)$ | $(2,332)$ |
| Total changes in inventory of finished products and goods | $(14,550)$ | $(10,212)$ |
| Changes in work in progress and semi-finished products | 945 | 3,397 |
| Provision for work in progress and semi-finished products | 60 | 203 |
| Utilization of the write-down provision for work in progress and semifinished products | - | - |
| Total changes in work in progress and semi-finished products | 1,005 | 3,600 |
| Changes for contract work in progress | (468) | 110 |
| Provision for contract work in progress | 6 | 4 |
| Utilization of the write-down provision for contract work in progress | - | - |
| Total changes in contract work in progress | (462) | 114 |
| Changes in raw and ancillary materials and consumables | 377 | (465) |
| Provision for raw and ancillary materials and consumables | 79 | - |
| Utilization of the provisions for raw and ancillary materials and consumables | - | - |
| Total changes in inventory of raw and ancillary materials and consumables | 456 | (465) |
| Total decrease (increase) in inventory | $(13,551)$ | $(6,963)$ |

## 19. TRADE RECEIVABLES

|  |  |  |  |
| :--- | ---: | ---: | ---: |
| Trade receivables |  |  |  |
| (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |  |
| Trade receivables | 252,361 | 202,254 |  |
| Receivables due from associates | 60,930 | 39,481 |  |
| Receivables due from parent companies | - | 4 |  |
| Receivables due from affiliates | $\mathbf{2 8 0}$ | $\mathbf{3 1 3 , 5 7 1}$ | $\mathbf{2 4 8 2}$ |
| Total trade receivables | $\mathbf{2 4 2 , 1 2 1}$ |  |  |

"Trade receivables" increased by 71,450 thousand euro, or by 5,918 thousand euro on a like-for-like basis, as a result of the increase in revenue generated by the Books Area in both the Trade and Educational segments.
"Receivables due from associates", mainly reflecting the exposure of Arnoldo Mondadori Editore S.p.A. to Mediamond S.p.A. for the transfer of the advertising business relating to magazines and of Mondadori Libri S.p.A. and Rizzoli Libri S.p.A. to Mach 2 Libri S.p.A. for the distribution of books to large retailers, increased versus 31 December 2015 as a result of different billing time frames.

Receivables from associates, parent company and affiliates are detailed in Annex "Transactions with related parties"; transactions with related parties are carried out under normal market conditions.
"Customers - returns to receive", amounting to 144,879 thousand euro versus 31 December 2015, reflects revenue dynamics.
The change in scope of Rizzoli Libri contributed 18,602 thousand euro to the increase.
There were no trade receivables due over five years.

|  |  |  |
| :--- | ---: | ---: |
| Trade receivables |  |  |
| Receivables from customers <br> (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| Trade receivables |  |  |
| Customers - returns to receive | 440,336 | 374,055 |
| Provision for bad debt | $(444,879)$ | $(131,635)$ |
| Total receivables from customers | $\mathbf{( 4 3 , 0 9 6 )}$ | $(40,166)$ |

The amount for the provision for bad debt is calculated by each Group company after an accurate analysis of each individual debt item position, considering also the customer solvency rating; the amount increased by 2,930 thousand euro, due to the acquisitions completed in the reporting period.
On a like-for-like basis, the bad debt provision dropped by 1,205 thousand euro.
"Other changes" at 31 December 2015 included a reclassification of "Other provisions for risks" corresponding to the amount allocated to adjust receivables due from the advertising agency, which - by contract - is required to compensate the publisher for any losses suffered on the receivables.

| Trade receivables |  |  |
| :---: | :---: | :---: |
| Receivables from customers - Bad debt provision (euro/000) | 30/06/2016 | 31/12/2015 |
| Balance at beginning of year | 40,166 | 35,550 |
| Changes in the year: |  |  |
| - provisions | 2,851 | 9,168 |
| - utilizations | $(4,401)$ | $(8,757)$ |
| - changes in the consolidation scope | 4,480 | 61 |
| - other changes | - | 4,144 |
| Total bad debt provision | 43,096 | 40,166 |

## 20. FINANCIAL ASSETS

| Non-current financial assets (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Financial receivables due from associates | 506 | - |
| Financial receivables | 293 | 293 |
| Financial assets at fair value with adjustments recognized under income statement | - | - |
| Held-for-sale financial assets |  | - |
| Assets resulting from derivative instruments | - | - |
| Total non-current financial assets | 799 | 293 |

"Non-current financial assets", amounting to 799 thousand euro, included receivables from the associate Attica Publications (506 thousand euro) and the amounts coming due over 12 months ( 293 thousand euro) from third parties relating to Mondadori Magazines France S.a.s.
"Other current financial assets", amounting to 4,842 thousand euro, included the credit positions on current accounts held by the Parent Company towards a number of associates, and the receivables to Mondadori France SA from Axel Springer SA.

| Other current financial assets (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Financial receivables due from customers | 69 | - |
| Financial receivables due from associates | 359 | 1,037 |
| Financial receivables due from parent company | - | - |
| Financial receivables due from affiliates | - | - |
| Financial receivables due from others | 4,414 | 1,663 |
| Total financial receivables | 4,842 | 2,700 |
| Financial assets at fair value with adjustments recognized under income statement | - |  |
| Held-for-sale financial assets | - | - |
| Assets resulting from derivative instruments | - | - |
| Total other current financial assets | 4,842 | 2,700 |

## Assets and liabilities resulting from derivative instruments

| Assets and liabilities in derivative instruments - Details <br> (euro/000) | Type of derivative <br> instrument | Fair value <br> at 30/06/2016 | Fair value <br> at 31/12/2015 |
| :--- | ---: | ---: | ---: | ---: |
| Non-current financial assets (liabilities) <br> - Rate derivatives <br> Current financial assets (liabilities) | Cash flow hedge | (2,577) | (39) |
| - Currency derivatives | Trading | - | - |

The Group has adopted a Financial Risk Management policy. The use of derivative instruments is in line with the guidelines contained in such policy. In order to verify hedging efficiency, the Group performs a series of perspective and retroactive tests at least on a quarterly basis.

Trading derivatives refer to transactions that, though established for hedging purposes, do not fully meet the requirements envisaged by the international accounting standards to qualify for hedge accounting. In the case of Mondadori Group, trading derivatives only referred to exchange risk management, which is not present in the Group's financial statements at 30 June 2016.

Perspective tests envisage that at the beginning of a hedge transaction and for its entire duration, each individual hedge proves highly effective. This means that any changes in the fair value or cash flow of the hedged item almost completely offset any changes in the fair value or cash flow of the hedged instrument.

Retroactive tests envisage that a hedge proves highly effective, when its results fall in a $80 \%-125 \%$ range. Group criteria to test effectiveness include statistic regression analyses and the Dollar Offset Method or Ratio Analysis.
In addition, the Group calculates the fair value of current hedge transactions on a quarterly basis.
At 30 June 2016, there were five transactions to hedge the existing interest rate risk (with BNP Paribas, BPM, Intesa Sanpaolo, Mediobanca and Unicredit), applying to the A1 Term Loan Tranche of the amortizing pool loan contract concluded in December 2015, coming to maturity in December 2020 for a total notional amount of 150.0 million euro and an average rate of $0.157 \%$.
The table below shows the hedge impact on income statement and equity:

| Cash flow hedge reserve (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Initial balance gross of the tax impact | $(3,750)$ | $(4,350)$ |
| Amount recognized in the year | (440) | 1,232 |
| Amount endorsed from reserve and recognized under income statement: <br> - adjustments to expenses <br> - adjustments to income | 283 $(144)$ | (632) |
| Final balance gross of the tax impact | $(4,051)$ | $(3,750)$ |
| Inefficient part of hedge | 0 | 0 |

## 21. CASH AND CASH EQUIVALENTS

"Cash and cash equivalents", amounting to 29,578 thousand euro, dropped by 1,106 thousand euro versus 31 December 2015.

| Cash and cash equivalents (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Cash and cash on hand | 332 | 950 |
| Bank deposits | 28,156 | 28,758 |
| Postal deposits | 1,090 | 976 |
| Total cash and cash equivalents | 29,578 | 30,684 |

"Bank deposits" included the current account balances centralized with Arnoldo Mondadori Editore S.p.A., representing the cash-ins of the final days of the month.
The fair value of cash and cash equivalents at 30 June 2016 was equal to the relevant book value.
Further details on the changes in cash and cash equivalents are found in the consolidated cash flow statement.

The table below shows the Group net financial position in accordance with Consob recommendations.

| Net financial position (euro/000) | 30/06/2016 | 31/12/2015 | 30/06/2015 |
| :---: | :---: | :---: | :---: |
| A Cash | 332 | 950 | 229 |
| -Bank deposits | 28,156 | 28,758 | 5,844 |
| -Postal deposits | 1,090 | 976 | 603 |
| B Other cash and cash equivalents | 29,246 | 29,734 | 6,447 |
| C Cash and cash equivalents and other financial assets ( $\mathbf{A}+\mathrm{B}$ ) | 29.578 | 30,684 | 6,676 |
| D Securities held for trading |  |  |  |
| -Financial receivables due from associates | 359 | 1,037 | 1,512 |
| -Financial assets at fair value |  | - | - |
| -Held-for-sale financial assets | - | - | - |
| -Derivatives and other financial assets | 4,483 | 1,663 | 6,415 |
| E -Receivables and other current financial assets | 4,842 | 2,700 | 7,927 |
| F Current financial assets ( $\mathrm{D}+\mathrm{E}$ ) | 4,842 | 2,700 | 7,927 |
| G Current payables due to banks | 5,893 | 2,260 | 18,351 |
| -Bonds |  | - | - |
| -Loans | - | - | - |
| -Borrowings | 9,876 | 6,370 | 50,009 |
| H Current portion of non-current debt | 9,876 | 6,370 | 50,009 |
| -Financial payables due to associates | 222 | 61 | 3,584 |
| -Derivatives and other financial liabilities | 7,305 | 1,851 | 2,801 |
| I Other current financial liabilities | 7,527 | 1,912 | 6,385 |
| Payables due to banks and other current financial liabilities ( $\mathbf{G}+\mathrm{H}+\mathrm{I}$ ) | 23,296 | 10,542 | 74,745 |
| M Current net financial position (C+F-L) | 11,124 | 22,842 | $(60,142)$ |
| -Bonds | - | - | - |
| -Loans | - | - | - |
| -Borrowings | 379,821 | 220,244 | 261,460 |
| N -Debt non-current portion | 379,821 | 220,244 | 261,460 |
| O Other non-current financial liabilities | 6,934 | 2,309 | 5,246 |
| P Non-current net debt ( $\mathrm{N}+\mathrm{O}$ ) | 386,755 | 222,553 | 266,706 |
| Q Net debt (M-P) | $(375,631)$ | $(199,711)$ | $(326,848)$ |

Should the balance of "Non-current financial assets", amounting to 799 thousand euro and not included in the Consob format, be added to the above data, the Group net financial position would be negative for 374,832 thousand euro.

Over the last twelve months on a like-for-like basis, the Group generated a cash flow of 79.4 million euro from operations, as a result of the positive performance of operations, net of non-ordinary items ( 76.8 million euro), and of the effective measures to reduce net working capital (including provisions), which allowed the Group to generate a cash flow of 19.5 million euro.

Including the effects of the newly-consolidated companies, the overall cash flow from ordinary operations amounted to 42.8 million euro, lower than the figure on a like-for-like basis, owing to the typical seasonal performance and resulting outflows of the Rizzoli Libri business in 2Q16.

Cash flow from extraordinary operations came to -91.1 million euro and includes:

- cash-outs for restructuring costs of 17.1 million euro;
- partial collection of tax receivables (VAT and IRES for IRAP reimbursement), accrued in prior years (20.9 million euro);
- cash-in from the disposals completed over the past twelve months from the disposal of $80 \%$ of Monradio, of $50 \%$ of the Harlequin Mondadori joint venture, and of a property in Rome;
- cash-outs for the acquisition of Rizzoli Libri and Banzai Media, with outlays of 127.1 million euro and 44.3 million euro, respectively.

Cash flow from ordinary operations on a like-for-like basis also confirmed the above trend, due to the sharp drop in financial costs resulting from the lower average debt in 1 H 16 versus 2015, and from the renegotiation in late 2015 of interest rates, while the tax burden increased versus 2015 as a result of the improved pre-tax results.

Cash flow from extraordinary operations, amounting to 149.3 million euro in 1 H 16 , reported cash outlays versus 30 June 2015, despite lower restructuring cash-outs, and higher tax receivables collected from the outlays for the acquisition of Rizzoli Libri and Banzai Media.

Further details on the Group's net financial position appear in Notes 20, 21 and 25.

## 22. EQUITY

Equity at 30 June 2016, including minority shareholders, amounted to 291,150 thousand euro, decreasing by 4,349 thousand euro versus 31 December 2015.
The main changes regarded the adjustments of the "Cash flow hedge reserve" and the "Post-employment discounting reserve", which led to a decrease in equity, respectively of 1,466 thousand euro and 940 thousand euro; the decrease is also attributable to the loss for the period of 3,774 thousand euro.

Third shareholders' reserves refer to Editions Mondadori Axel Springer S.n.c., NaturaBuy S.a.s. and Rizzoli Libri S.p.A.

## 23. PROVISIONS

"Provisions", amounting to 67,118 thousand euro, increased by 8,559 thousand euro.

| Provisions (euro/000) | 31/12/2015 | Provisions | Utilizations | Other changes | 30/06/2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for agents' contractual risks | 4,627 | - | (148) | 175 | 4,654 |
| Provision for personnel downsizing risks | 13,672 | 1,446 | $(4,787)$ | 261 | 10,592 |
| Provision for legal risks | 21,095 | 442 | $(4,157)$ | 1,281 | 18,661 |
| Provision for equity investment risks | 1,285 | 97 | (972) | - | 410 |
| Provision for tax disputes | 5,577 | 1,750 | $(1,000)$ | 760 | 7,087 |
| Provision for onerous contracts | 4,013 | - | (272) | (72) | 3,669 |
| Other risk provisions | 8,290 | 1,457 | $(1,138)$ | 13,644 | 22,045 |
| Total provisions | 58,559 | 5,192 | $(12,474)$ | 16,049 | 67,118 |

The changes in 1 H 16 are attributable to:

- the 4,608 thousand euro contributed by the acquired companies;
- provisions of 5,192 thousand euro in the period relating mainly to restructuring;
- the partial use of the amount allocated in prior years for staff downsizing, including payment of the relating employee indemnities, and to the settlement of a number of disputes mainly in the Magazine Area;
- a provision of 11,714 thousand euro, recognized provisionally, relating to the acquisition of Rizzoli, explained more in detail in Note 8 above, the amount of which will be reviewed following completion of the purchase price allocation process.


## 24. POST-EMPLOYMENT BENEFITS

"Post-employment benefits", amounting to 50,695 thousand euro, increased by 6,619 thousand euro, as a result of the contribution from acquisitions made ( 8,161 thousand euro), of provisions in the period (893 thousand euro) and of payment of advances and post-employment benefits ( 2,435 thousand euro).


Post-employment benefits and the supplementary agents' indemnity have been determined by applying an actuarial method in compliance with IAS 19 and IAS 37.

It should be noted that for both calculations a discounting rate based on the iBoxx benchmark, euro area, rating AA and with a 10+ duration was used consistently with past valuations.

| Actuarial assumptions to measure TFR | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Economic assumptions: |  |  |
| - increase in cost of living | 1.5\% | 1.5\% |
| - discounting rate | 1.08\% | 2.03\% |
| Demographic assumptions: |  |  |
| - probability of death | IPS. 55 tables | IPS. 55 tables |
| - probability of disability | INPS 2000 tables | INPS 2000 tables |
| - probability of leaving for other reasons | From 4.81\% to 20.09\% | From 4.81\% to 20.09\% |
| - retirement age | Applicable regulations | Applicable regulations |


| Actuarial assumptions to measure FISC | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | 31/12/2015 |
| :--- | :---: | :---: |
| Economic assumptions: | $1.08 \%$ |  |
| - discounting rate |  | $2.03 \%$ |
| Demographic assumptions: | $1.0 \%$ | $1.0 \%$ |
| - probability of death/disability | $5.0 \%$ | $5.0 \%$ |
| - probability of leaving service | $1.5 \%$ | $1.5 \%$ |
| - probability of voluntary resignation | Applicable regulations | Applicable regulations |

The balance relating to the "Severance indemnity (TFR) fund" increased as a result of the changed consolidation scope; the effect resulting from the decrease in the discounting rate (1.08\% from $2.03 \%$ ), on a like-for-like basis, corresponded to approximately 1.3 million euro; a $0.5 \%$ increase or decrease in the discounting rate would be equal to a corresponding effect of approximately 0.7 million on the "Post-employment benefits provision".

| Post-employment benefits - Details (euro/000) | TFR | FISC | Provision for retirement |
| :---: | :---: | :---: | :---: |
| Balance at 31/12/2015 | 36,317 | 7,635 | 124 |
| Changes in 2016: |  |  |  |
| - provisions | 151 | 455 | 6 |
| - utilizations | $(1,430)$ | $(1,005)$ | - |
| - reversals | - | - | - |
| - discounting | 281 | - | - |
| - changes in the consolidation scope and other changes | 5,644 | 2,517 | - |
| Balance at 30/06/2016 | 40,963 | 9,602 | 130 |

Following the application of revised IAS 19 as of 1 January 2013, envisaging the recognition of actuarial profits (losses) under a specific reserve of Equity, net of the relevant tax effect, post-employment benefits cost items, booked under income statement, include the service cost of the companies with less than 50 employees for 151 thousand euro and financial costs for 281 thousand euro.

The variation in "Provision for supplementary agents' indemnity (FISC)" reflected the provision made for the period and the payments relating to the turnover in the sales force of the Group in 2015.
"Provision for retirement" was not subject to discounting because the effects are irrelevant.

## 25. FINANCIAL LIABILITIES

Current and non-current financial liabilities, amounting to 410,051 thousand euro, increased by 176,956 thousand euro versus 31 December 2015. The increase is mainly attributable to the 127.105 million euro drawn down from the Line A2 of the Pool (Acquisition of Rizzoli Libri), and to the 36,184 thousand euro drawn down from the Line $C$ of the Pool (Acquisition of Banzai Media).

| Non-current financial liabilities (euro/000) | Actual interest rate | Expiry 1-5 years | Expiry over 5 years | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bonds |  | - | - | - | - |
| Convertible bonds |  | - | - | - | - |
| Borrowings | 3.30\% | 379,821 | - | 379,821 | 220,244 |
| Payables due to suppliers |  | - | - | - | - |
| Payables due to associates |  | - | - | - | - |
| Payables due to parent companies |  | - | - | - | - |
| Payables due to affiliates |  | - | - | - | - |
| Payables due for lease agreements |  | - | - | - | - |
| Payables for shareholders' contributions |  | - | - | - | - |
| Liabilities resulting from derivatives |  | 2,577 | - | 2,577 | 39 |
| Other financial liabilities |  | 4,357 | - | 4,357 | 2,270 |
| Total non-current financial liabilities |  | 386,755 | 0 | 386,755 | 222,553 |

"Non-current financial liabilities", amounting to 386,755 thousand euro, included:

- 379,821 thousand euro regarding the amortized cost of the Amortizing Term Loan, Line A1 (refinancing, December 2015), Line A2 (acquisition financing, Rizzoli Libri), and the utilization of Line C (acquisition financing, Banzai Media) of the amortizing pool loan, coming to maturity in December 2020;
- 2,577 thousand euro regarding the fair value of the stipulated derivative contracts;
-4,357 thousand euro relating to the long-term portion of the earn-out from the acquisition of Banzai Media.

| Payables due to banks and other financial liabilities (euro/000) | Actual interest rate | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: | :---: |
| Bank deposits |  | 5,893 | 2,260 |
| Bonds |  | - | - |
| Convertible bonds |  | - | - |
| Borrowings | 1.14\% | 9,876 | 6,370 |
| Payables due to suppliers |  | - | 5 |
| Payables due to associates |  | 222 | 61 |
| Payables due to parent companies |  | - | - |
| Payables due to affiliates |  | - | - |
| Payables due for lease agreements |  | - | - |
| Payables for shareholders' contributions |  | - | - |
| Liabilities resulting from derivatives |  | - | - |
| Other financial liabilities |  | 7,305 | 1,846 |
| Total payables due to banks and other financial liabilities |  | 23,296 | 10,542 |

"Payables due to banks and other financial liabilities" amounted to 23,296 thousand euro and mainly included:

- 9,852 thousand euro, relating to the amount coming to maturity in December 2016 of the A1 and A2 Term Loan of the amortizing pool loan;
- 5,893 thousand euro for the balances of current account overdrafts;
$\cdot 2,700$ thousand euro and 1,927 thousand euro relating to the short-term portion of the earn-out from NaturaBuy and from the acquisition of Banzai Media, respectively.

At 30 June 2016, the Financial Covenant (Net Financial Position) resulting from the consolidated half year report amounted to $-374,832$ thousand euro, below the cap of $-475,000$ thousand euro envisaged in the corresponding pool loan contract.

Information on financial instruments is found in Note 21 - "Financial assets" in these Notes.

## 26. OTHER CURRENT LIABILITIES

"Other current liabilities" increased by 24,645 thousand euro.
The contribution of the acquisitions amounted to 44,614 thousand euro, while the changes in the period on a like-for-like basis showed a reduction of 19,969 thousand euro, due mainly to:

- the decrease in "Payables due to welfare and social security entities" and in "Payroll and other amounts due to personnel", by 4,800 thousand euro and 1,030 thousand euro, respectively, owing to the different impact of the 14th monthly salary bonus amount compared to the 13th monthly salary bonus amount;
- payment of commissions accrued in 2015 by the Mondadori and Rizzoli sales network (15,616 thousand euro);
- the decrease in payables to the subscribers to Mondadori France magazines (3,682 thousand euro), due to the lower average duration of subscriptions;
- the net increase in other items (5,159 thousand euro), specifically on payables due to authors (7,889 thousand euro).

|  |  |  |
| :--- | ---: | ---: |
| Other current liabilities <br> (euro/000) | $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | $\mathbf{3 1 / 1 2 / 2 0 1 5}$ |
| Advances to customers | 26,331 | $\mathbf{2 2 , 7 7 6}$ |
| Tax payables | 15,332 | 12,221 |
| Payables due to welfare and social security entities | 22,615 | $\mathbf{2 7 , 4 1 5}$ |
| Payables due to associates | 312 | 169 |
| Other payables | $\mathbf{1 5 6 , 2 9 2}$ | $\mathbf{1 3 3 , 6 5 6}$ |
| Total other current liabilities | $\mathbf{2 2 0 , 8 8 2}$ | $\mathbf{1 9 6 , 2 3 7}$ |

"Other payables" is broken down below:

| Other current liabilities - Other payables (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Payroll and other amounts due to personnel | 30,508 | 27,678 |
| Payables due to authors and workers | 74,784 | 47,103 |
| Payables due to agents | 7,443 | 7,411 |
| Payables to subscription and instalment customers | 35,816 | 39,498 |
| Payables to directors and statutory auditors | 2,290 | 2,461 |
| Deferred income for anticipated rents | - | - |
| Other payables, accrued expense and deferred income | 5,451 | 9,505 |
| Total other payables | 156,292 | 133,656 |

## 27. TRADE PAYABLES

| Trade payables (euro/000) | 30/06/2016 | 31/12/2015 |
| :---: | :---: | :---: |
| Trade payables | 335,019 | 275,783 |
| Payables due to associates | 13,336 | 12,458 |
| Payables due to parent company | 39 | 24 |
| Payables due to affiliates | 2,541 | 4,345 |
| Total trade payables | 350,935 | 292,610 |

"Trade payables", amounting to 350,935 thousand euro, increased by 58,325 thousand euro versus 31 December 2015, due to the acquired companies (59,678 thousand euro).
On a like-for-like basis, the balance was basically in line ( $-1,353$ thousand euro).

There were no trade payables due over five years.

Payables due to associates, parent companies and affiliates are detailed in Annex "Transactions with related parties"; transactions with related parties are carried out under normal market conditions.

## 28. REVENUE FROM SALES AND SERVICES

"Revenue from sales and services" increased by 44,562 thousand euro (+8.6\%) versus 1H15; on a like-forlike basis, net of the contribution of Rizzoli Libri and Banzai Media, respectively for three months and one month, the item increased by 5,632 thousand euro (+1.1\%).

| Revenue from sales and services (euro/000) | 1H16 | 1H15 | Var \% |
| :---: | :---: | :---: | :---: |
| Revenue from the sale of products: |  |  |  |
| - books | 125,365 | 82,322 | 52.3\% |
| - magazines | 213,493 | 218,685 | (2.4\%) |
| - direct | 7,917 | 8,497 | (6.8\%) |
| - retail | 78,219 | 74,567 | 4.9\% |
| - other assets | 2,881 | 1,491 | 93.2\% |
| Revenue from the sale of services: |  |  |  |
| - transfer of publication rights | 3,410 | 1,977 | 72.5\% |
| - sale of e-books | 5,577 | 4,569 | 22.1\% |
| - revenue from book e-commerce | 4,972 | 4,773 | 4.2\% |
| - advertising services | 80,035 | 80,944 | (1.1\%) |
| - direct marketing | 5,591 | 5,653 | (1.1\%) |
| - ticket sale and organization of exhibitions | 10,700 | 7,625 | 40.3\% |
| - other services | 24,395 | 26,890 | (9.3\%) |
| Total revenue from sales and services | 562,555 | 517,993 | 8.6\% |

The increase in revenue from the sale of books was affected by the consolidation of Rizzoli for approximately 33 million euro; revenue on a like-for-like basis rose by 10,251 thousand euro, thanks to the positive performance in both the Trade ( $+5 \%$ ) and Education segments ( $+15.5 \%$ ).

Revenue from the sale of magazines grew in Italy and fell in France, in line with the market trend.

Revenue from retail, net of the contribution of Librerie Rizzoli S.r.l., grew by $3.2 \%$, thanks to the positive performance of Megastores and franchised stores.

Revenue from services:

- the marked increase in activities regarding the organization of exhibitions and the management of museum services, attributable to the growth in visitors to the central archaeological area of Rome and to the success of a number of exhibitions, including the exhibition dedicated to Boccioni;
- the drop in advertising revenue, heavier in France than in Italy;
- the slight increase, net of the contribution of Rizzoli, in revenue from the sale of digital books and e-commerce.

Further information on revenue and the dynamics of the different business segments in which the Group operates is found in the "Directors' Report on Operations".

## 29. COST OF RAW AND ANCILLARY MATERIALS, CONSUMABLES AND GOODS

| Cost of raw and ancillary materials, consumables and goods (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Paper | 36,196 | 36,168 |
| Other production materials | - |  |
| Total cost of raw and ancillary materials | 36,196 | 36,168 |
| Goods for re-sale | 73,910 | 55,919 |
| Consumption and maintenance materials | 219 | 488 |
| Other | 3,597 | 3,038 |
| Total cost of consumption materials and goods | 77,726 | 59,445 |
| Total cost of raw and ancillary materials, consumables and goods | 113,922 | 95.613 |

"Cost of raw and ancillary materials, consumables and goods" increased by 18,309 thousand euro; on a like-for-like basis, the item dropped by 1,014 thousand euro, as a result of lower purchases of paper linked to lower production of new titles and to the containment of print runs.

The cost relating to "Goods for re-sale", on a like-for-like basis, was essentially in line with the amount of 2015.

## 30. COST OF SERVICES

"Cost of services" amounted to 323,881 thousand euro, increasing by 24,518 thousand euro; on a like-for-like basis, the item is in line with the amounts in 1 H 15 .

On a like-for-like basis, the drop in costs for "Third party graphical processing" (-6,179 thousand euro), as a result of the above publishing policy, was offset by the increase in variable costs, copyrights ( 2,247 thousand euro), commissions ( 1,374 thousand euro), and the organization of exhibitions ( 1,064 thousand euro), as a result of the growth in revenue.

| Cost of services (Euro/migliaia) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Rights and royalties | 50,021 | 39,505 |
| Consultancy services and third party collaborations | 31,891 | 29,246 |
| Commissions | 25,395 | 21,278 |
| Third party graphical processing | 74,380 | 71,126 |
| Transport and shipping | 36,669 | 33,462 |
| Purchase of advertising space and promotion expenses | 25,060 | 25,998 |
| Fairs, exhibitions and concession charges | 7,787 | 6,821 |
| Travel and other expense reimbursements | 3,249 | 3,337 |
| Maintenance expenses | 3,103 | 3,199 |
| Telephone and postal expenses | 3,380 | 3,353 |
| Catering and cleaning services | 2,973 | 3,464 |
| Market surveys, news agencies | 8,085 | 7,089 |
| Insurance | 1,373 | 1,318 |
| Subscriptions management | 17,425 | 18,481 |
| Publisher's share | 2,215 | 1,666 |
| Utilities | 1,982 | 1,893 |
| Bank services and commissions | 1,052 | 1,060 |
| EDP services | 3,840 | 3,396 |
| Directors' and statutory auditors' fees | 2,222 | 2,221 |
| Temporary work fees | 3,811 | 4,456 |
| Rents and service expenses | 10,645 | 8,701 |
| Leases and rentals | 3,492 | 3,486 |
| Other services | 3,831 | 4,807 |
| Total cost of services | 323,881 | 299,363 |

"Directors' and statutory auditors' fees", including the minor contribution in the period of Rizzoli and Banzai, comprised fees paid to Directors and Statutory Auditors for 1,951 thousand euro and 271 thousand euro, respectively.

## 31. COST OF PERSONNEL

| Cost of personnel (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Salaries and wages | 82,898 | 77,983 |
| Social security charges | 24,519 | 23,897 |
| Post-employment benefits TFR | 151 | 30 |
| Supplementary pension scheme plans | 3,835 | 3,657 |
| Retirement indemnity and similar obligations | - | - |
| Other costs | 5,617 | 7,725 |
| Total cost of personnel | 117,020 | 113,292 |


| Employees | Actual <br> $\mathbf{3 0 / 0 6 / 2 0 1 6}$ | Actual <br> $\mathbf{3 0 / 0 6 / 2 0 1 5}$ | Average <br> $\mathbf{1 0}^{\circ}$ semestre $\mathbf{2 0 1 6}$ | Average <br> $\mathbf{1 0}^{\text {semestre } \mathbf{2 0 1 5}}$ |
| :--- | ---: | ---: | ---: | ---: |
| Executives | 123 | 104 | 112 | 107 |
| White collars, middle | 3,175 | 2,859 | 2,939 | 2,874 |
| managers and journalists | 106 | 106 | 105 | 108 |
| Blue collars | $\mathbf{3 , 4 0 4}$ | $\mathbf{3 , 0 6 9}$ | $\mathbf{3 , 1 5 6}$ | $\mathbf{3 , 0 8 9}$ |
| Total |  |  |  |  |

Group employees with a fixed-term or permanent labour contract at 30 June 2016 amounted to 3,404 units, while the average headcount came to 3,156 units.

Both figures were affected by the acquisitions completed in 1H16; on a like-for-like basis, the actual headcount would amount to 2,966 units, while the average headcount would amount to 2,990 units.

Cost of personnel in 1 H 16 increased by $3.3 \%$; net of restructuring costs and the effect of the transactions that changed the consolidation scope, cost of personnel dropped by $0.9 \%$.

## Information about stock option plans

With reference to the stock option plans applied by parent company Arnoldo Mondadori Editore S.p.A. for the three year 2009-2010-2011 time spans and described in the Remuneration Report pursuant to art. 123-ter of Legislative Decree no. 58 of 24/2/1998, advertised concurrently with the Annual Report at 31 December 2014, the table below summarizes the situation of the options assigned and still to be exercised at 30 June 2016. The granting of loans or other facilities for the purchase of shares is not admitted pursuant to art. 2358, par. 3 , of the Italian Civil Code.

| Stock options | $\mathbf{2 0 1 0}$ |
| :--- | ---: |
| In circulation at 01/01/2016 | 650.000 |
| - assigned during the year | - |
| - cancelled during the year | - |
| - exercised during the year | - |
| - expired during the year | - |
| In circulation at 30/06/2016 | $-2 / 07 / 2013-21 / 07 / 2016$ |
| Vesting period | 2,4693 |
| Price in euro | 650.000 |

Options assigned after 7 November 2002 were measured at fair value on the basis of a binomial tree numerical calculation method using the following parameters:

| Parameters for the option measuring model | $\mathbf{2 0 1 0}$ |
| :--- | ---: |
| Exercise price of the option | 2,4693 |
| Option term (residual years) | 0,08 |
| Market price of the underlying shares at the grant date in euro | 2,415 |
| Expected volatility of the share price | $35.40 \%$ |
| Dividend yield | $8.28 \%$ |
| Risk free interest rate for the option term | $2.16 \%$ |

As of 2011, the Board of Directors of Arnoldo Mondadori Editore S.p.A. resolved, upon proposal made by the Remuneration Committee, to waive the assignment of options, given the availability of other forms of incentives and loyalty schemes considered appropriate to provide the Group with a significant advantage in the medium-long period.
The cost of share-based payments recognized in "Cost of Personnel" under income statement in 1H16, deriving from share-based payments, amounted to euro zero.

## 32. OTHER (INCOME) COSTS

"Other revenue and income" increased by 2,475 thousand euro, 1,082 thousand euro of which referring to Rizzoli.

The increase, on a like-for-like basis, was mainly attributable to the compensation, amounting to 1,591 thousand euro, recognized by the Ministry of Education to Mondadori Education S.p.A. for damage arising from the non-alignment to inflation of the prices of primary school textbooks in the years from 2004 to 2008.

| Other (income) costs - Other revenue and income (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Year's contributions | 17 | 12 |
| Capital gains from the transfer of assets | 16 | 24 |
| Supplier rebates and other third party contributions | 12 | 150 |
| Insurance reimbursements | 10 | 292 |
| Rentals | 329 | 394 |
| Contingent assets | 2,087 | 539 |
| Third party expense reimbursements | 2,031 | 1,329 |
| Other | 2,300 | 1,587 |
| Total other revenue and income | 6,802 | 4,327 |

"Various operating costs" increased by 3,312 thousand euro, 202 thousand euro of which referring to Rizzoli and 12 thousand euro to Banzai.

The increase, on a like-for-like basis, refers basically to:

- the "Receivables management" (higher costs of 2,117 thousand euro versus 1 H 15 ), as a result of the higher release of provisions accounted for in the prior year;
- the provision of 696 thousand euro made by Mondadori Education S.p.A. against possible claims for recognition of the portion of the amount collected by the Ministry of Education, by the sales network and the authors.

| Other (income) costs - Other operating costs (euro/000) | 1H16 | 1H15 |
| :---: | :---: | :---: |
| Receivables management | 2,570 | 453 |
| Reimbursements and settlements | $(3,055)$ | $(2,630)$ |
| Contributions and grants | 172 | 255 |
| Contingent liabilities | 975 | 445 |
| Capital loss from the transfer of assets | 16 | 48 |
| Other taxes and duties | 2,276 | 2,011 |
| Other costs | 2,204 | 1,264 |
| Total other operating costs | 5,158 | 1,846 |

## 33. RESULT FROM INVESTMENTS VALUED AT EQUITY

The results of consolidated companies measured at equity, on a like-for-like basis, and net of non-recurring items, improved by 924 thousand euro versus 1 H 15 , due mainly to the performance of Società Europea di Edizioni S.p.A., publisher of II Giornale, with the capital gain of 1,254 thousand euro realized in 2015 from the transfer of a portal.

| Income (costs) from investments valued at equity (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| - Gruner + Jahr/Mondadori S.p.A. | - | (45) |
| - Harlequin Mondadori S.p.A. | - | 209 |
| - ACI-Mondadori S.p.A. | - | (2) |
| - Attica Publications Group | (43) | (121) |
| - Società Europea di Edizioni S.p.A. | (13) | 71 |
| - Mach 2 Libri S.p.A. | (482) | (458) |
| - GD Media Service S.r.l. | (40) | (125) |
| - Mondadori Independent Media LLC | (190) | (18) |
| - Edizioni EL S.r.I. | 295 | 291 |
| - Mediamond S.p.A. | (394) | (187) |
| - Consorzio Covar (in liquidation) | (2) | - |
| - Mondadori Seec Advertising Co. Ltd | 850 | 950 |
| - EMAS Digital S.a.s. | - | (780) |
| - Milano Cultura S.c. a r.l. | - | (2) |
| - Monradio S.r.l. | (319) | - |
| - EDIGITA Editoria Digitale Italiana S.r.I. | 11 | - |
| - Campania Arte S.p.A. | (97) | - |
| Total income (costs) from investments valued at equity | (424) | (217) |

## 34. FINANCIAL INCOME (COSTS)

Net financial costs at 30 June 2016 improved by 633 thousand euro versus the prior year, mainly as a result of lower interest due for 1,748 thousand euro, resulting from a significant reduction in rates applied on loans, and from a lower average Group debt.

| Financial income (costs) (euro/000) | 1 H 16 | 1H15 |
| :---: | :---: | :---: |
| Interest from banks and post offices | 1 | 2 |
| Financial income from derivatives | 13 | 3 |
| Financial income | 244 | 77 |
| Other interest | 17 | 25 |
| Total interest and other financial income | 275 | 107 |
| Interest to banks and post offices | 47 | 67 |
| Interest on bonds, loans and borrowings | 5,431 | 6,819 |
| Financial costs from derivatives | 780 | 349 |
| Other financial costs for discounting assets/liabilities | 281 | 215 |
| Other interest | 1,665 | 1,612 |
| Total interest expense and other financial costs | 8,204 | 9,062 |
| Realized positive currency differences | 161 | 500 |
| Unrealized positive currency differences | 12 | 63 |
| Realized negative currency differences | (143) | (137) |
| Unrealized negative currency differences | (26) | (20) |
| Total income (loss) on currency transactions | 4 | 406 |
| Income (costs) from financial assets | 10 | 1 |
| Total financial income (costs) | $(7,915)$ | $(8,548)$ |

The difference against the prior year is attributable to other financial cost items and, mainly:

- lower net income from currency exchange transactions for 402 thousand euro;
- higher discounting costs on post-employment benefits for 66 thousand euro;
- higher financial costs from derivatives of 431 thousand euro, related to the closure of outstanding rate derivatives at 31 December 2015.


## 35. INCOME TAX

|  |  |  |
| :--- | ---: | ---: | ---: |
| Income tax |  |  |
| (euro/000) | $\mathbf{1 H 1 6}$ |  |
| IRES tax on income for the period | $\mathbf{2 , 1 7 4}$ | $\mathbf{1 H 1 5}$ |
| IRAP for the period | $\mathbf{8 2 5}$ | $\mathbf{3 , 6 5 5}$ |
| Total current taxes | $\mathbf{2 , 9 9 9}$ | 614 |
| Deferred/pre-paid taxes for IRES | 536 | $\mathbf{4 , 2 6 9}$ |
| Deferred/pre-paid taxes for IRAP | $\mathbf{2 7 0}$ | $\mathbf{( 1 , 0 7 3 )}$ |
| Total deferred/pre-paid taxes | $\mathbf{8 0 6}$ | $\mathbf{2 0 1}$ |
| Other tax items | $\mathbf{6 7 2}$ | $\mathbf{( 8 7 2 )}$ |
| Total income taxes | $\mathbf{3 , 1 3 3}$ | $\mathbf{( 6 0 2 )}$ |

Income taxes in the period amounted to 3,133 thousand euro, up by 338 thousand euro versus 1 H 15 .
On a like-for-like basis, income taxes amounted to 3,500 thousand euro, an increase attributable mainly to the improved results.

## 36. 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 outstanding ordinary shares in the period of reference.

|  | $\mathbf{1 H 1 6}$ | $\mathbf{1 H 1 5}$ |
| :--- | ---: | ---: |
| Net income for the period (Euro/000) | $(3,774)$ | $(12,200)$ |
| Average number of outstanding ordinary shares (no./000) | 261,458 | $\mathbf{2 6 1 , 4 5 8}$ |
| Basic earnings per share (Euro) | (0.014) | (0.047) |

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

|  |  |  |
| :--- | ---: | ---: |
|  | $\mathbf{1 H 1 6}$ | $\mathbf{1 H 1 5}$ |
| Net income for the period (Euro/000) | $(3,774)$ | $(12,200)$ |
| Average number of outstanding ordinary shares (no./000) | 261,458 | $\mathbf{2 6 1 , 4 5 8}$ |
| Number of options with diluted effect (no./000) | - | - |
| Diluted earnings per share (Euro) | $(0.014)$ | (0.047) |

## 37. COMMITMENTS AND CONTINGENT LIABILITIES

At 30 June 2016, Mondadori Group has commitments underwritten for a total amount of 95,359 thousand euro ( 76,764 thousand euro at 31 December 2015), mainly represented by guarantees issued on VAT receivables subject to reimbursement and prize contests transactions.
The increase attributable to Rizzoli amounted to 13,326 thousand euro.

## 38. NON-RECURRING (INCOME) COSTS

Under Consob Resolution no. 15519 of 27 July 2006, Mondadori Group in 1H16, as in 1H15, recorded no nonrecurring income or cost.

## 39. RELATED PARTIES

Transactions carried out with related parties, including intercompany transactions, do not qualify as either atypical or unusual, since they refer to standard business activities performed by Group companies. When performed out of the scope of standard conditions or when they are imposed by specific regulatory conditions, transactions with related parties are in any case carried out under market conditions.

## 40. VALUTAZIONI AL FAIR VALUE

Some of the Group's financial assets and liabilities were valued at fair value.

| Financial assets (liabilities) <br> (euro/000) | Fair value at <br> $\mathbf{3 0}$ June $\mathbf{2 0 1 6}$ | Fair value <br> hierarchy | Valuation method and main inputs |
| :--- | :--- | :--- | :--- |
| Interest rate swap <br> contracts | L2,577) | Livello 2 | Discounted cash flow. <br> Projected flows are discounted based on the forward <br> rate curve expected at the end of the period and <br> on the contractual fixing rates, also taking the <br> counterparty default risk into account. |
| Based on the nature of the interests held in other en- |  |  |  |
| Investments in other |  |  |  |
| companies | 453 | Livello 3 |  |

TRANSACTIONS WITH RELATED PARTIES: FIGURES AT 30 JUNE 2016

| (euro/000) | Trade receivables | Financial receivables | Tax receivables | Other current assets | Trade payables |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Parent companies: |  |  |  |  |  |
| - Fininvest S.p.A. | - | - | 7,902 | - | 39 |
| Associates: |  |  |  |  |  |
| - Gruner + Jahr/Mondadori S.p.A. | 0 | - | - | - | - |
| - Mach 2 Libri S.p.A. | 18,435 | - | - | - | 18 |
| - Venezia Musei Società per i serv. museali S.c.a r.l. | 260 | - | - | 12 | - |
| - Edizioni EL S.r.l. | 743 | - | - | 26 | 4,729 |
| - Società Europea di Edizioni S.p.A. | 702 | - | - | - | 2,432 |
| - Campania Arte S.c.a r.I. | - | 134 | - | - | 19 |
| - Mondadori Independent Media LLC | 3 | - | - | - | - |
| - Venezia Accademia Soc. per i serv. museali S.c.a r.I. | - | 25 | - | - | 39 |
| - Mediamond S.p.A. | 39,360 | - | - | - | 5,312 |
| - Mondadori Seec Advertising Co. Ltd | 325 | - | - | - | 71 |
| - Monradio S.r.I. | 25 | - | - | - | 38 |
| - MdM Milano Distribuz. Media S.r.l. | - | - | - | - | 11 |
| - GD Media Service S.r.l. | 1 | - | - | - | 474 |
| - EDIGITA S.r.l. | (51) | - | - | - | 179 |
| - Skira Rizzoli Publications Inc. | 1,027 | - | - | - | - |
| - Attica Publications S.A. | 100 | 506 | - | - | 14 |
| - GF Gold5 S.r.I. | - | 200 | - | - | - |
| Total associates | 60,930 | 865 | 0 | 38 | 13,336 |


| Financial payables | Tax payables | Other current liabilities | Revenue | Purchases <br> of raw materials | Purchases of services | Other costs (income) | Financial income (costs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | 1,692 | - | - | 25 | - | - |
| - | - | - | - | - | - | - | - |
| 222 | - | - | 6,584 | - | 5 | - | - |
| - | - | - | - | - | - | - | - |
| - | - | 1 | 786 | 3,462 | 2 | - | - |
| - | - | 123 | 1,456 | 129 | 10 | (19) | - |
| - | - | - | (3) | - | (12) | - | - |
| - | - | - | 36 | - | 3 | - | - |
| - | - | - | - | (1) | 21 | - | - |
| - | - | 187 | 39,755 | 1,566 | 2,721 | 42 | - |
| - | - | - | 346 | - | 11 | 18 | - |
| - | - | - | - | - | 50 | (11) | - |
| - | - | - | - | - | - | - | - |
| - | - | - | (21) | 186 | 530 | - | - |
| - | - | 1 | - | - | 72 | - | - |
| - |  | - | - | - | - | - | - |
| - | - | - | - | - | 5 | - | - |
| - | - | - | - | - | - | - | - |
| 222 | 0 | 312 | 48,939 | 5,342 | 3,418 | 30 | 0 |

## TRANSACTIONS WITH RELATED PARTIES: FIGURES AT 30 JUNE 2016

(euro/000) \begin{tabular}{rrrrrr}

Trade \& Financial \& Tax \& \begin{tabular}{c}
Other <br>
current <br>
assets

 \& 

Trade
\end{tabular} <br>

receivables

$\quad$

payables
\end{tabular}

## Affiliates:

| - RTI - Reti Televisive Italiane S.p.A. | 54 | - | - | 2 | 87 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - Publitalia '80 S.p.A. | 72 | - | - | - | 1,446 |
| - Digitalia '08 S.r.I. <br> (ex Promoservice Italia S.r.I.) | - | - | - | - | 32 |
| - Banca Mediolanum S.p.A. | - | - | - | (5) | - |
| - Isim S.p.A. | - | - | - | - | - |
| - Mediaset S.p.A. | 8 | - | - | - | - |
| - Media Shopping S.p.A. | 47 | - | - | - | 940 |
| - Mediolanum Comunicazione S.p.A. | - | - | - | - | - |
| - Fininvest Gestione Servizi S.p.A. | 41 | - | - | - | 19 |
| - Milan Entertainment S.r.l. | 48 | - | - | - | - |
| - Mediaset Premium S.p.A. | - | - | - | - | - |
| - Medusa Film S.p.A. | - | - | - | - | 17 |
| - TaoDue S.r.l. | 10 | - | - | - | - |
| Total affiliates | 280 | 0 | 0 | (3) | 2,541 |
| Total related parties | 61,210 | 865 | 7,902 | 35 | 15,916 |
| \% of incidence | 19.52\% | 19.30\% | 21.55\% | 0.03\% | 4.53\% |


| Financial payables | $\begin{array}{r} \text { Tax } \\ \text { payables } \end{array}$ | Other current liabilities | Revenue | Purchases of raw materials | Purchases of services | Other costs (income) | Financial income (costs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | 80 | (16) | 74 | - | - |
| - | - | - | 65 | - | 7,540 | - | - |
| - | - | - | - | - | 57 | - | - |
| - | - | 5 | 33 | - | - | - | - |
| - | - | - | - | - | - | - | (2) |
| - | - | - | - | - | - | - | - |
| - | - | - | 45 | 18 | - | - | - |
| - | - | - | 10 | - | - | - | - |
| - | - | - | - | - | 16 | (47) | - |
| - | - | - | 40 | - | - | - | - |
| - | - | - | - | 4 | - | - | - |
| - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - |
| 0 | 0 | 5 | 273 | 6 | 7,687 | (47) | (2) |
| 222 | - | 2,009 | 49,212 | 5,348 | 11,130 | (17) | (2) |
| 0.95\% | n.d. | 0.91\% | 8.75\% | 4.69\% | 6.34\% | 0.21\% | 0.70\% |

## TRANSACTIONS WITH RELATED PARTIES: BALANCE SHEET FIGURES AT 31 DECEMBER 2015 AND INCOME STATEMENT FIGURES AT 30 JUNE 2015

| (euro/000) | Trade receivables | Financial receivables | Tax <br> receivables | Other current assets | Trade payables |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Imprese controllanti: |  |  |  |  |  |
| - Fininvest S.p.A. | 4 | - | 8,786 | - | 24 |
| Imprese collegate |  |  |  |  |  |
| - Mondadori Scienza S.p.A. | - | - | - |  |  |
| - Mach 2 Libri S.p.A. | 18,346 | - | - | - | 56 |
| - Venezia Musei Società per i serv. museali S.c.a r.l. | 260 | - | - | 12 | - |
| - Harlequin Mondadori S.p.A. | - | - | - | - | - |
| - Gruppo Attica Publications | 111 | 500 | - | - | 14 |
| - Edizioni EL S.r.I. | 826 | - | - | 26 | 4,723 |
| - Società Europea di Edizioni S.p.A. | 656 | - | - | - | 2,037 |
| - Consorzio COVAR (in liquidazione) | - | - | - | 4 | - |
| - EMAS Digital S.A.S. | - | - | - | - | - |
| - Campania Arte S.c.a r.I. | 20 | 134 | - | - | 45 |
| - Mondadori Independent Media LLC | 46 | - | - | - | - |
| - Venezia Accademia Soc. per i serv. museali S.c.a r.I. | 31 | 25 | - | - | 48 |
| - Mediamond S.p.A. | 18,672 | - | - | - | 4,812 |
| - Mondadori Seec Advertising Co. Ltd | 331 | 378 | - | - | 105 |
| - Mach 2 Press S.r.l. | 64 | - | - | - | 568 |
| - Monradio S.r.l. (Coll. Dal 30/06/2015) | 118 | - | - | - | 50 |
| Total associates | 39,481 | 1037 | 0 | 42 | 12,458 |


| Financial payables | Tax payables | Other current liabilities | Revenue | Purchases of raw materials | Purchases of services | Other costs (income) | Financial income (costs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 4,756 | 428 | 4 | - | 61 | (20) | - |
|  | - | - | 940 | 2 | 131 | (54) | - |
| - | - | - | 13,854 | - | 56 | (4) | - |
| - | - | - | - | - | - | - | - |
|  | - | - | 368 | 7,613 | (46) | (3) | (1) |
| - | - | - | 2 | - | 15 | - | 25 |
| - | - | 3 | 1,613 | 6,477 | 11 | (3) | - |
| - | - | 52 | 2,827 | 230 | 12 | (12) | - |
| - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | 15 |
| - | - | - | 20 | - | 48 | - | - |
| - | - | - | 138 | - | - | (1) | (4) |
| - | - | - | 5 | 1 | 52 | - | - |
| 61 | - | 114 | 84,965 | 3,885 | 5,056 | 150 | - |
| - | - | - | 739 | - | 168 | 21 | - |
| - | - | - | 61 | 388 | 1,263 | - | - |
| - | - | - | 128 | - | 61 | (21) | - |
| 61 | 0 | 169 | 105,660 | 18,596 | 6,839 | 73 | 35 |

## TRANSACTIONS WITH RELATED PARTIES: BALANCE SHEET FIGURES AT 31 DECEMBER 2015 AND INCOME STATEMENT FIGURES AT 30 JUNE 2015

| (euro/000) | Trade receivables | Financial receivables | Tax <br> receivables | Other current assets | Trade payables |
| :---: | :---: | :---: | :---: | :---: | :---: |

## Affiliates:

| - RTI - Reti Televisive Italiane S.p.A. | 341 | - | - | 3 | 1,684 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| - Publitalia '80 S.p.A. | 12 | - | - | - | 2,595 |

- Digitalia '08 S.r.I.2,595
(ex Promoservice Italia S.r.I.) ..... 31
- Banca Mediolanum S.p.A. ..... (5)- Medusa Film S.p.A.- The Space Cinema 1 S.p.A.
- Isim S.p.A ..... 2
- Mediaset S.p.A ..... 8- Media Shopping S.p.A.
- II Teatro Manzoni S.p.A.
- Mediolanum Comunicazione S.p.A
- Fininvest Gestione Servizi S.p.A. ..... 21 ..... 30
- Mediaset Premium S.p.A.
- Mediaset Premium S.p.A
- Alba Servizi Aerotrasporti S.p.A. - - - -
- Promoservice Italia S.r.I.
- Mediobanca S.p.A.

| Total affiliates | 382 | 0 | 0 | (2) | 4,345 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total related parties | 39,867 | 1,037 | 8,786 | 40 | 16,827 |

of which related parties from discontinued operations

| \% of incidence | $14.6 \%$ | $38.4 \%$ | $22.1 \%$ | $0.1 \%$ |
| :--- | :--- | :--- | :--- | :--- |


| Financial payables | Tax payables | Other current liabilities | Revenue | Purchases of raw materials | Purchases of services | Other costs (income) | Financial income (costs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | 5 | 1,175 | (70) | 940 | (1) | - |
| - | - | - | 498 | - | 6,104 | - | - |
| - | - | - | - | - | 67 | - | - |
| - | - | - | 52 | - | 5 | - | - |
| - | - | - | - | - | 351 | - | - |
| - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - |
| - | - | - | 9 | - | - | - | - |
| - | - | - | 7 | - | 7 | - | - |
| - | - | - | 21 | - | - | - | - |
| - | - | - | 2 | - | 77 | (43) | - |
| - | - | - | 30 | - | - | - | - |
| - | - | - | 108 | 1 | - | - | - |
| - | - | - | - | - | - | - | - |
| - | - | - | - | - | - |  | - |
| - | - | - | - | - | 4 | 4 | - |
| - | - | - | - | - | - | - | $(2,820)$ |
| 0 | 0 | 5 | 1,902 | (69) | 7,555 | (40) | $(2,820)$ |
| 61 | 4,765 | 602 | 107,566 | 18,527 | 8,157 | (803) | $(1,729)$ |
| - | - | - | 6.838 | 8 | 819 | 112 | - |
| 0.6\% | 87.5\% | 0.3\% | 9.0\% | 8.8\% | 2.2\% | 1.7\% | 17.4\% |

## 41. OPERATING SEGMENTS

## IFRS 8 - Operating segments

The disclosure required by IFRS 8 - Operating segments - is provided by taking into account the Group's organizational structure, based on which the periodic reporting is made, used by the Top Management to define actions and strategies, evaluate investment opportunities and allocate resources.

The acquisitions completed in the reporting period did not change the existing structure.

For the Board of Directors
The Chairman
Marina Berlusconi


## ISEGMENT INFORMATION: <br> FIGURES AT 30 JUNE 2016

| (euro/000) | Books | Magazines Italy | Magazines France |
| :---: | :---: | :---: | :---: |
| Revenue from sales and services from external customers | 152,734 | 160,299 | 160,295 |
| Revenue from sales and services from other sectors | 17,398 | 803 | 5 |
| Income (costs) from investments valued at equity | (275) | 183 |  |
| EBITDA | 9,109 | 10,931 | 14,214 |
| EBIT | 4,013 | 10,332 | 8,376 |
| Financial income (costs) | - | - | - |
| Result before taxes and minority interests | 4,013 | 10,332 | 8,376 |
| Income tax | - | - | - |
| Result attributable to minority shareholders | - | - | 1,196 |
| Result from discontinued operations | - | - | - |
| Net result | 4,013 | 10,332 | 7,180 |
| Amortization, depreciation and impairment | 5,096 | 599 | 5,838 |
| Non-monetary costs | 3,474 | 1,951 | 2,246 |
| Non-recurring income (costs) | - | - | - |
| Capital expenditures | 26,496 | 40,315 | 1,123 |
| Investments valued at equity | 5,781 | 22,462 | - |
| Total assets | 479,078 | 269,530 | 466,850 |
| Total liabilities | 255,813 | 204,648 | 137,770 |

[^10]
## Consolidated result

| Retail | Corporate and Shared Services | Unallocated items and consolidation adjustments | Consolidated result |
| :---: | :---: | :---: | :---: |
| 87,949 | 1,278 | - | 562,555 |
| 275 | 10,165 | $(28,646)$ | 0 |
| - | (332) | - | (424) |
| $(3,107)$ | $(8,644)$ | - | 22,503 |
| $(4,854)$ | $(9,397)$ | - | 8,470 |
| - | $(7,915)$ | - | $(7,915)$ |
| $(4,854)$ | $(17,312)$ | - | 555 |
| - | 3,133 | - | 3,133 |
| - | - | - | 1,196 |
| - | - | - | 0 |
| $(4,854)$ | $(20,445)$ | - | $(3,774)$ |
| 1,747 | 753 | - | 14,033 |
| 2,344 | 1,059 | - | 11,074 |
| - | - | - | 0 |
| 3,760 | 251 | - | 71,945 |
| - | 15,835 | - | 44,078 |
| 98,371 | 186,730 | $(30,396)$ | 1,470,163 |
| 7,0665 | 530,498 | $(20,380)$ | 1,179,014 |
| Revenue from sales and services |  |  | Fixed assets |
|  | 384,631 |  | 239,568 |
|  | 157,288 |  | 395,618 |
|  | 11,497 |  | 24 |
|  | 6,167 |  | 4,458 |
|  | 2,972 |  | - |
|  | 562,555 |  | 639,668 |

## SEGMENT REPORTING: <br> INCOME STATEMENT FIGURES AT 31 JUNE 2015 AND BALANCE SHEET FIGURES AT 31 DECEMBER 2015

| (euro/000) | Books | Magazines Italy | Magazines France |
| :---: | :---: | :---: | :---: |
| Revenue from sales and services from external customers | 106,596 | 157,949 | 166,549 |
| Revenue from sales and services from other sectors | 16,756 | 1,429 | 7 |
| Income (costs) from investments valued at equity | 40 | 452 | (780) |
| EBITDA | 5,230 | 9,117 | 14,444 |
| EBIT | 3,532 | 8,976 | 8,772 |
| Financial income (costs) | - | - | - |
| Result before taxes and minority interests | 3,532 | 8,976 | 8,772 |
| Income tax | - | - | - |
| Result attributable to minority shareholders | - | (120) | 1,337 |
| Result from discontinued operations | - | - | - |
| Net result | 3,532 | 9,096 | 7,435 |
| Amortization, depreciation and impairment | 1,698 | 89 | 5,672 |
| Non-monetary costs | 3,200 | 2,283 | 2,152 |
| Non-recurring income (costs) | - | - | - |
| Capital expenditures | 4,012 | 7,908 | 2,242 |
| Investments valued at equity | 5,503 | 22,772 | - |
| Total assets | 270,577 | 197,207 | 467,069 |
| Total liabilities | 142,630 | 192,843 | 137,266 |

[^11]
## Consolidated result

| Retail | Corporate and Shared <br> Services | Unallocated items and <br> consolidation adjustments | Consolidated <br> result |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 5 , 5 5 2}$ | $\mathbf{1 , 3 4 7}$ | - | $\mathbf{5 1 7 , 9 9 3}$ |
| $\mathbf{3 0 6}$ | $\mathbf{1 0 , 0 9 9}$ | $\mathbf{( 2 8 , 5 9 7 )}$ | $\mathbf{0}$ |
| - | 71 | - | $(217)$ |
| $\mathbf{( 2 , 8 1 3 )}$ | $\mathbf{( 7 , 7 3 8 )}$ | $\mathbf{7 1 2}$ | $\mathbf{1 8 , 9 5 2}$ |
| $\mathbf{( 4 , 1 3 0 )}$ | $\mathbf{( 8 , 6 3 2 )}$ | $\mathbf{7 1 2}$ | $\mathbf{9 , 2 3 0}$ |
| - | $(8,548)$ | - | $(8,548)$ |
| $\mathbf{( 4 , 1 3 0 )}$ | $\mathbf{1 7 , 3 0 5 )}$ | $\mathbf{7 1 2}$ | $\mathbf{5 5 7}$ |
| - | 2,795 | - | 2,795 |
| - | $(88)$ | - | 1,129 |
| - | - | $(8,833)$ | $(8,833)$ |
| $\mathbf{( 4 , 1 3 0 )}$ | $\mathbf{( 2 0 , 0 1 2 )}$ | $\mathbf{( 8 , 1 2 1 )}$ | $\mathbf{( 1 2 , 2 0 0 )}$ |
| 1,317 | 946 | - | 9,722 |
| 3,154 | 253 | - | 11,042 |
| - | - | - | 0 |
| 6,142 | 826 | - | 21,130 |
| - | 16,182 | - | 44,457 |
| 103,853 | 354,748 | $(25,637)$ | 89,501 |
| 86,125 | $(15,620)$ | 89,992 |  |


| 341,202 | 183,195 |
| ---: | ---: |
| 156,907 | 400,343 |
| 16,712 | 38 |
| 349 | - |
| 2,823 | - |

## 517,993

## LIST OF <br> RELEVANT <br> INVESTMENTS

## LIST OF RELEVANT INVESTMENTS

## (equal or above 10\% of share capital of directly or indirectly held through subsidiaries)

## ARNOLDO MONDADORI EDITORE SPA

| Company name |  | Share capital | \% Owned | Ownership mode |
| :---: | :---: | :---: | :---: | :---: |
| Aranova Freedom Soc. Cons. a r.l. (Italy) | EUR | 19,200 | 16.67\% | indirect |
| Campania Arte S.c. a r.I. (Italy) | EUR | 100,000 | 23.41\% | indirect |
| Cemit Interactive Media SpA (Italy) | EUR | 3,835.000 | 100\% | direct |
| Club Dab Italia Società consortile per azioni (Italy) | EUR | 240,000 | 12.5\% | indirect |
| Edizioni EL Srl (Italy) | EUR | 620,000 | 50\% | indirect |
| Edizioni Piemme SpA (Italy) | EUR | 566,661 | 100\% | indirect |
| Giulio Einaudi Editore SpA (Italy) | EUR | 23,920.000 | 100\% | indirect |
| Glaming Srl in liquidazione (Italy) | EUR | 20.000 | 100\% | direct |
| Mondadori Scienza SpA (Italy) | EUR | 2,600.000 | 100\% | direct |
| Mach 2 Libri SpA (Italy) | EUR | 646,250 | 44.91\% | indirect indirect indirect |
| GD Media Service Srl (Italy) | EUR | 789,474 | 38\% | indirect |
|  |  |  |  | indirect |
| MDM Milano Distribuzione Media Srl (Italy) | EUR | 611,765 | 17\% | indirect |
| Mediamond Spa (Italy) | EUR | 2,400.000 | 50\% | indirect |
| Mondadori Retail SpA (Italy) | EUR | 2,700.000 | 100\% | direct |
| Mondadori Education SpA (Italy) | EUR | 10,608.000 | 100\% | indirect |
| Mondadori Electa SpA (Italy) | EUR | 1,593.735 | 100\% | indirect |
| Mondadori International Business Srl (Italy) | EUR | 1,800,000 | 100\% | direct |
| Mondadori Pubblicita' SpA (Italy) | EUR | 3,120,000 | 100\% | direct |
| Monradio Srl (Italy) | EUR | 3,030,000 | 20\% | direct |
| Press-di Distribuzione Stampa e Multimedia Srl (Italy) | EUR | 1,095,000 | 100\% | direct |
| Società Europea di Edizioni SpA (Italy) | EUR | 2,528,875 | 36.89\% | direct |
| Sperling \& Kupfer Editori SpA (Italy) | EUR | 1,555,800 | 100\% | indirect |
| Venezia Accademia Società per i servizi museali Scarl (Italy) | EUR | 10,000 | 50\% | indirect |
|  |  |  |  | indirect |
| Venezia Musei Società per i servizi museali Scrl in liquidazione (Italy) | EUR | 10,000 | 76\% | indirect indirect |
| Attica Publications SA (Greece) | EUR | 4,590.000 | 41.98\% | indirect direct |
| Editions Mondadori Axel Springer SNC (France) | EUR | 152,500 | 50\% | indirect |
| EMAS Digital SAS (France) | EUR | 27,275,400 | 50\% | indirect |
| Mondadori France SAS (France) | EUR | 50,000,000 | 100\% | direct |
| Mondadori Magazines France SAS (France) | EUR | 60,557,458 | 100\% | indirect |
| Mondadori Seec (Beijing) Advertising Co. Ltd | CNY | 40,000,000 | 50\% | indirect |
| Mondadori UK Limited ((United Kingdom) | GBP | 2,895,19 | 100\% | indirect |
| Naturabuy SAS (France) | EUR | 9,150 | 80\% | indirect |
| Mondadori Libri S.p.A. (Italy) | EUR | 30,050,000 | 100\% | direct |
| Banzai Media Holding S.r.I. (Italy) | EUR | 110,000 | 100\% | direct |
| Banzai Media S.r.I. (Italy) | EUR | 110,000 | 100\% | indirect |
| MyTrainerCommunity S.r.I. (Italy) | EUR | 80,000 | 100\% | indirect |
| BoboSoftware S.r.I. (Italy) | EUR | 10,000 | 100\% | indirect |
| Banzai Direct S.r.I. (Italy) | EUR | 90,000 | 100\% | indirect |
| AdKaora S.r.l. (Italy) | EUR | 15,000 | 100\% | indirect |
| Good Morning Italia S.r.I. (Italy) | EUR | 14,285 | 30\% | indirect |
| Gold 5 S.r.l. (Italy) | EUR | 250,000 | 20\% | indirect |
| Rizzoli Libri S.p.A. (Italy) | EUR | 42,405,000 | 100\% | indirect |
| Librerie Rizzoli S.r.l. (Italy) | EUR | 500,000 | 100\% | indirect |
| Edigita S.r.l. (Italy) | EUR | 600,000 | 33.33\% | indirect |
| Marsilio Editori S.p.A. (Italy) | EUR | 1,300,000 | 94.71\% | indirect |
| Civita Tre Venezie S.r.I. (Italy) | EUR | 1,014,000 | 24.50\% | indirect |
| RCS International Books BV (Holland) | EUR | 2,500,000 | 100\% | indirect |
| Rizzoli International Publications Inc (USA) | USD | 26,900,000 | 100\% | indirect |
| Rizzoli Bookstore Inc (USA) | USD | 3,498,900 | 100\% | indirect |
| Skira Rizzoli Publications Inc (USA) | USD | 1,000 | 49\% | indirect |

AT 30 JUNE 2016

| Holder | \% Owned | Registered office | Tax code | Date of incorporation |
| :---: | :---: | :---: | :---: | :---: |
| Monradio Srl | 16.67\% | Bologna, Via Guinizzelli 3 | 02532501208 | 24/01/2005 |
| Mondadori Electa SpA | 23.41\% | Rome - Via Tunisi 4 | 09086401008 | 18/07/2006 |
| Arnoldo Mondadori Editore SpA | 100\% | Turin - corso Giulio Cesare 268 | 04742700018 | 13/12/1984 |
| Monradio Srl | 12.5\% | Milan - Foro Buonaparte 71 | 97174850152 | 01/02/1996 |
| Giulio Einaudi Editore SpA | 50\% | Trieste - San Dorligo della Valle - via J. Ressel 5 | 00627340326 | 07/05/1984 |
| Mondadori Libri SpA | 100\% | Milan - via Bianca di Savoia 12 | 00798930053 | 29/09/1982 |
| Mondadori Libri SpA | 100\% | Turin - via U. Biancamano 2 | 08367150151 | 03/06/1986 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 07428570969 | 21/04/2011 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - Via Luisa Battistotti Sassi 11/a | 09440000157 | 19/09/1988 |
| Mondadori Libri SpA | 30.91\% | Peschiera Borromeo (MI) - via Galileo Galilei 1 | 03782990158 | 06/05/1983 |
| Sperling \& Kupfer Ed. SpA | 4\% |  |  |  |
| Rizzoli Libri SpA | 10\% |  |  |  |
| press-di Distribuzione Stampa e Multimedia Srl | 24\% | Peschiera Borromeo (MI) - via Galileo Galilei 1 | 07014150960 | 27/04/2010 |
| Mach 2 Libri Spa | 14\% |  |  |  |
| press-di Distribuzione Stampa e Multimedia Srl | 17\% | Milan - via Carlo Cazzaniga 19 | 10463540152 | 02/10/1991 |
| Mondadori Pubblicità SpA | 50\% | Milan - via Bianca di Savoia 12 | 06703540960 | 30/07/2009 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 00212560239 | 19/11/1946 |
| Mondadori Libri SpA | 100\% | Milan - via Bianca di Savoia 12 | 03261490969 | 1-10-2001 |
| Mondadori Libri SpA | 100\% | Milan - via Bianca di Savoia 12 | 01829090123 | 23/02/1989 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 08009080964 | 29/10/2012 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 08696660151 | 12/02/1987 |
| Arnoldo Mondadori Editore SpA | 20\% | Milan - via Paleocapa, 3 | 04571350968 | 15/10/2004 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 03864370964 | 19/02/2003 |
| Arnoldo Mondadori Editore SpA | 36.89\% | Milan - via G. Negri 4 | 01790590150 | 27/02/1974 |
| Mondadori Libri SpA | 100\% | Milan - via Bianca di Savoia 12 | 00802780155 | 03/11/1927 |
| Mondadori Electa SpA | 25\% | Venice - via L. Einaudi 74 | 03808820272 | 11/01/2008 |
| Marsilio Editori S.p.A. | 25\% |  |  |  |
| Mondadori Electa SpA | 34\% | Venice - via L. Einaudi 74 | 03534350271 | 22/04/2004 |
| Civita Tre Venezie Srl | 25\% |  |  |  |
| Marsilio Editori Spa | 17\% |  |  |  |
| Arnoldo Mondadori Editore SpA | 41.98\% | Greece - Atene - Maroussi, 40 Kifissias Avenue |  | 01/08/1994 |
| Mondadori France SAS | 50\% | France - Montrouge Cedex-8, rue Francois Ory |  | 9-12-1999 |
| Mondadori France SAS | 50\% | France - Montrouge Cedex - 8, rue Francois Ory |  | 13-09-2011 |
| Arnoldo Mondadori Editore SpA | 100\% | France - Montrouge Cedex - 8, rue Francois Ory |  | 23/06/2004 |
| Mondadori France SAS | 100\% | France - Montrouge Cedex - 8, rue Francois Ory |  | 30-03-2004 |
| Mondadori Pubblicità SpA | 50\% | China - Beijing - Chaoyang District - Fan Li Plaza, 22, Chaowai Avenue, Level 10, Room B2 |  | 4/06/2008 |
| Mondadori International Business S.r.I. | 100\% | United Kingdom - London 10 Salisbury Square St. Bride's House |  | 18/03/2010 |
| Mondadori France SAS | 80\% | France - Montrouge Cedex - 8, rue Francois Ory |  | 25/04/2007 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 08856650968 | 2-12-2014 |
| Arnoldo Mondadori Editore SpA | 100\% | Milan - via Bianca di Savoia 12 | 02040490035 | 15-02-2006 |
| Banzai Media Holding S.r.l. | 100\% | Milan - via Bianca di Savoia 12 | 05791120966 | 15-06-2007 |
| Banzai Media S.r.I. | 100\% | Trecenta (Ro) - via Argine Destro Canale 463 | 03837990237 | 2-02-2009 |
| Banzai Media S.r.I. | 100\% | Biella - via Novara 8 | 02481840029 | 18-03-2001 |
| Banzai Media S.r.l. | 100\% | Milan - via Gian Battista Vico 42 | 12836060157 | 4-06-1999 |
| Banzai Media S.r.I. | 100\% | Milan - via Bianca di Savoia 12 | 08105480969 | 16-01-2013 |
| Banzai Media S.r.l. | 30\% | Trieste - via San Nicolò 30 | 01242860326 | 27-01-2014 |
| Banzai Media S.r.I. | 20\% | Milan - via dei Martinitt 3 | 08730930966 | 18-07-2014 |
| Mondadori Libri S.p.A. | 99.99\% | Milan - via Bianca di Savoia 12 | 05877160159 | 30-06-1980 |
| Rizzoli Libri S.p.A. | 100\% | Milan - via Bianca di Savoia 12 | 03258350960 | 17-09-2001 |
| Rizzoli Libri S.p.A. | 33.33\% | Milan - via Giuseppe Parini 14 | 07150350960 | 13-09-2010 |
| Rizzoli Libri S.p.A. | 94.71\% | Venezia Marittima - Fabbricato 205 Frazione Marittima Santa Croce 499 L | 00348290271 | 23-02-1961 |
| Marsilio Editori S.p.A. | 24.50\% | Venezia Sestiere Dorsoduro, 3488/ U | 03666441005 | 24-07-2008 |
| Rizzoli Libri S.p.A. | 100\% | Amsterdam- Prins Bernardplein 200 |  |  |
| RCS International Books BV | 100\% | New York - 300 Park Avenue South |  |  |
| Rizzoli International Publications Inc | 100\% | New York - 1133 Broadway |  |  |
| Rizzoli International Publications Inc | 49\% | New York - 300 Park Avenue South |  |  |

# STATEMENT OF THE GROUP'S ABBREVIATED CONSOLIDATED <br> FINANCIAL STATEMENTS 

# STATEMENT OF THE GROUP'S ABBREVIATED CONSOLIDATED FINANCIAL STATEMENTS PURSUANT TO ART. 81-TER OF CONSOB REGULATION NO. 11971 OF MAY 14, 1999 AND SUBSEQUENT CHANGES AND SUPPLEMENTS 


#### Abstract

1. The undersigned Ernestso Mauri, in his capacity as CEO and Oddone Pozzi, 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 February 24, 1998, hereby declare: - the adequacy in relation to the Group's characteristics and - the application of the administrative and accounting procedures for the drafting of the Group's abbreviated consolidated financial statements at 30 June 2016.


2. The valuation of the adequacy of the administrative and accounting procedures for the drafting of the Group's abbreviated consolidated financial statements at 30 June 2016 was carried out based on a specific process defined by Arnoldo Mondadori 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 generally accepted at the international level.

## 3. We also hereby declare that:

3.1 the Group's abbreviated consolidated financial statements at 30 June 2016:
a) were 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 July 19, 2002 and, in particular, IAS 34 - Interim Financial Reporting, as well as the provisions set out for the implementation of art. 9 of Italian Legislative Decree no. 38/2005;
b) reflect the accounting books and entries;
c) provide a true and fair description of the financial position and results of operations of the Company and the group of companies included in the consolidation area.
3.2 this half-year report on operations includes a reliable analysis of the significant events that have occurred in the first six months of the year and their incidence on the Group's abbreviated consolidated half-year report, together with a description of the main risks and uncertainties for the second half of current year. The half-year report also includes an analysis of the information provided on the transactions with related parties.

28 July 2016

The CEO (Ernesto Mauri)


The Executive Manager responsible for the drafting of accounting documents (Oddone Pozzi)


# INDEPENDENT <br> AUDITORS' <br> REPORT 

## REPORT ON REVIEW OF THE HALF-YEARLY CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

To the Shareholders of ARNOLDO MONDADORI EDITORE S.p.A.

## Introduction

We have reviewed the accompanying half-year condensed consolidated financial statements of Arnoldo Mondadori Editore S.p.A. and subsidiaries (the "Mondadori Group"), which comprise the consolidated balance sheet as of June 30, 2016 and the consolidated income statement, the consolidated comprehensive income statement, the statement of changes in the consolidated equity and the consolidated cash flow statement for the six month period then ended, and a summary of significant accounting policies and other explanatory notes. The Directors are responsible for the preparation 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 express a conclusion on this interim financial information based on our review.

## Scope of Review

We conducted our review in accordance with the criteria 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 $\mathrm{n}^{\circ} 10867$ of July 31, 1997. A review of half-yearly condensed consolidated financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing (ISA Italia) and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying half-year condensed consolidated financial statements of Mondadori Group as at June 30, 2016, are not prepared, in all material respects, in accordance with the International Accounting Standard applicable to the interim financial reporting (IAS 34) as adopted by the European Union.

DELOITTE \& TOUCHE S.p.A.

Signed by<br>Patrizia Arienti<br>Partner<br>Milan, Italy<br>July 29, 2016

This report has been translated into the English language solely for the convenience of international readers.
Ancons Bari Bergamo Bologna Bresces Cagliani Firenze Genova Milano Napoli Padova
Palermo Parma Roma Torimo Treviso Verona


[^0]:    ${ }^{1}$ Source: GFK, figures in terms of market value (June 2016)
    ${ }^{2}$ PressDi internal source: figures in terms of value (May 2016)
    ${ }^{3}$ Source: Nielsen (May 2016)
    ${ }^{4}$ Source: Kantar Media, figures in terms of value (April 2016)
    ${ }^{5}$ Internal source, figures at May (excluding the extraordinary edition of Charlie Hebdo in February 2015)

[^1]:    ${ }^{6}$ Source: GFK, June 2016 (figures in terms of market value)

[^2]:    ${ }^{7}$ Internal source: Press-di, figure at May 2016
    ${ }^{8}$ Audiweb View figures - total audience December 2015

[^3]:    ${ }^{9}$ Source: Nielsen, cumulative figures at May 2016
    ${ }^{10}$ Internal source: Press-Di, cumulative figures at May 2016 (newsstands + subscriptions in terms of value)
    ${ }^{11}$ Starting this year, Inthera's Digital Marketing Services have been included in the Magazines Italy Area

[^4]:    ${ }^{12}$ Source: Nielsen, cumulative figures at May 2016
    ${ }^{13}$ Source: Audiweb, cumulative figures at May 2016
    ${ }^{14}$ In accordance with the legislation adopted in late 2014, which limits foreign ownership - whether direct or indirect - in a Russian company operating in the media industry to $20 \%$
    ${ }^{15}$ Source: Audiweb, average data at May 2016

[^5]:    ${ }^{16}$ Internal source, figure at May 2016
    ${ }^{17}$ Source: Kantar Media, figure at April 2016

[^6]:    ${ }^{18}$ Source: Kantar Media, cumulative figures in terms of volume at April 2016
    ${ }^{19}$ Source: Mediametrie Netratings - Nielsen, average figure January-May 2016
    ${ }^{20}$ Source: Mediametrie Netratings - Nielsen, average figure January-April 2016

[^7]:    ${ }^{21}$ Store revenue
    ${ }^{22}$ Source: GFK, June 2016 (figures in terms of market value)
    ${ }^{23}$ Source: Nielsen, May 2016

[^8]:    ${ }^{24}$ Source: GFK, June 2016 (figures in terms of value)

[^9]:    ${ }^{25}$ Composed of the investment in II Post S.r.I. and the Giornalettismo website BU
    ${ }^{26}$ Audiweb View figures - total audience December 2015

[^10]:    Italy
    France
    Other EU countries
    USA
    Other countries

[^11]:    Italy
    France
    Other EU countries
    USA
    Other countries

