



GRUPPO  MONDADORI

2022 ITALIAN EXCELLENCES Mid Corporate Conference

Investors Presentation

Antonio Porro – CEO

Alessandro Franzosi – CFO

Paris, October 11th 2022

AGENDA

- 1. Mondadori Group in brief**
2. Latest Highlights
3. 1H 2022 Results
4. FY 2022 Outlook
5. Annexes/1H 2022 Business Areas

Mondadori Group in a nutshell – FY 2021 Snapshot


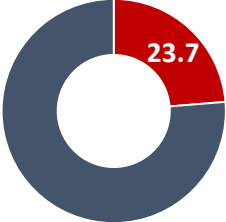
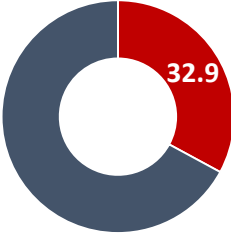
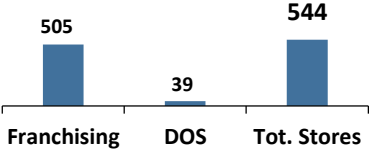
€ mn




Area	% 2021 Revenues	Revenues	% 2021 Adj. EBITDA	Adj. EBITDA
<p>MONDADORI LIBRI</p> <p>Books = 76%</p>	55%	<p>465.0</p> <p>422.9</p> <p>2021 2020</p>	84%	<p>92.5</p> <p>87.5</p> <p>2021 2020</p> <p>EBITDA Margin = 20%</p>
<p>MONDADORI RETAIL</p> <p>Books = 87%</p>	21%	<p>173.9</p> <p>153.7</p> <p>2021 2020</p>	5%	<p>5.1</p> <p>1.3</p> <p>2021 2020</p> <p>EBITDA Margin = 3%</p>
<p>MONDADORI MEDIA</p>	24%	<p>206.8</p> <p>197.6</p> <p>2021 2020</p>	11%	<p>12.4</p> <p>7.9</p> <p>2021 2020</p> <p>9% Digital 2% Print</p> <p>EBITDA Margin = 6%</p>

Group

13,1%

Mondadori Group in a nutshell – Our positioning

BOOKS	Trade	Education	Retail
<p>Market Shares % (2021)</p> 	 <p><i>Leader</i></p> <p><i>E-book: 6.7% of editorial rev.</i></p>	 <p><i>Leader</i></p>	<p>First bookshops network</p> 

MEDIA	Areas		Print	Digital				
 <p>Multimedia publisher, leader in Italy</p>	<p><i>Leadership</i></p> <table border="1"> <tr> <td>TV</td> <td>Food</td> </tr> <tr> <td>Tech & Science</td> <td>Health & Wellness</td> </tr> </table>		TV	Food	Tech & Science	Health & Wellness	 <p>10.3 mn readers</p>	 <p>+110 Social Accounts</p>
TV	Food							
Tech & Science	Health & Wellness							

Mondadori Group – Key Investment Proposition



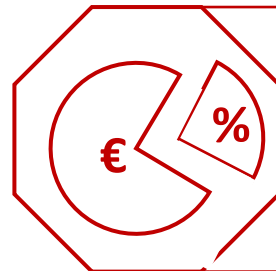
**1. Almost a
«pure» Book
player**



**2. Continued
profitability
improvement**



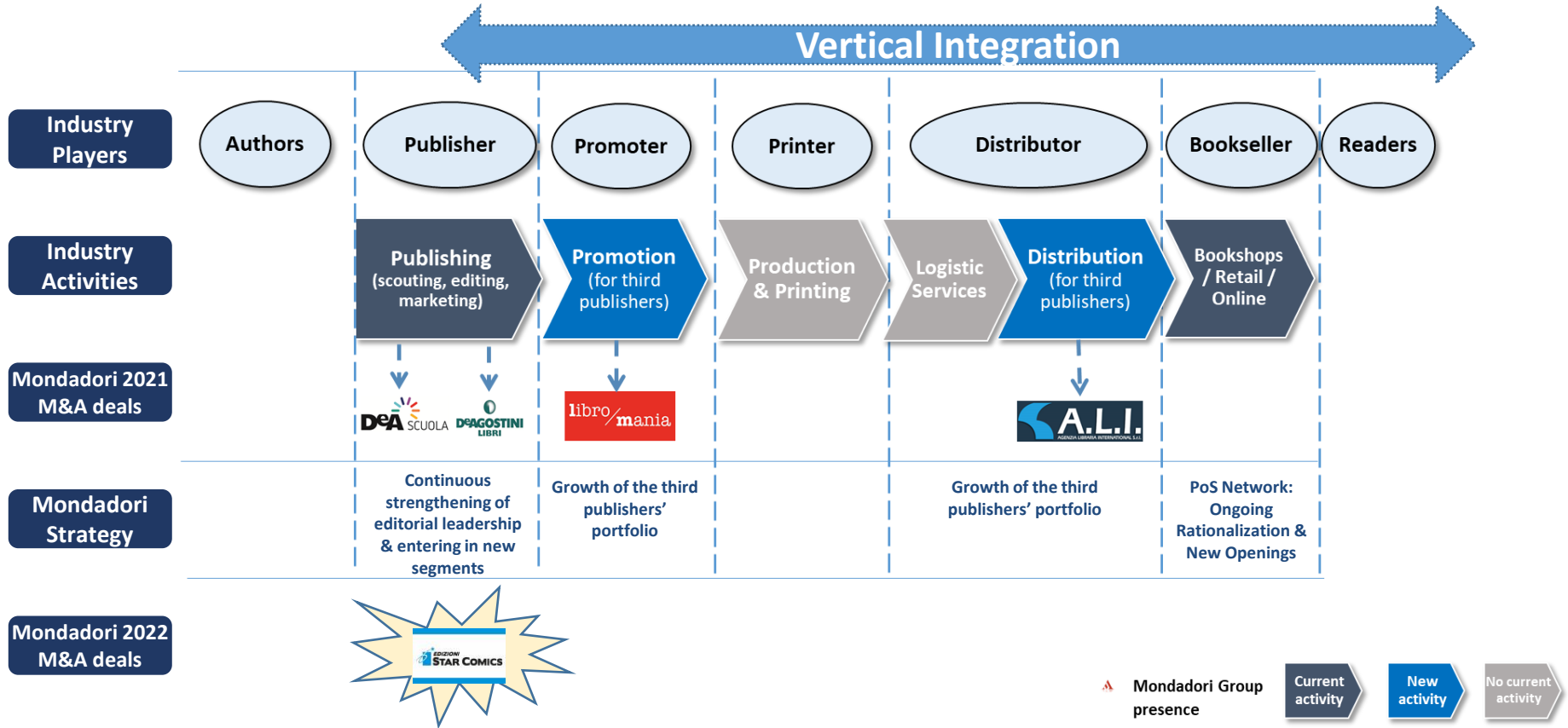
**3. Strong &
Steady Cash
Generation**



**4. Return to a
stable Dividend
Policy**

1. Almost a «pure» Book player

Thanks to a strong M&A strategy that supported a strategic repositioning....



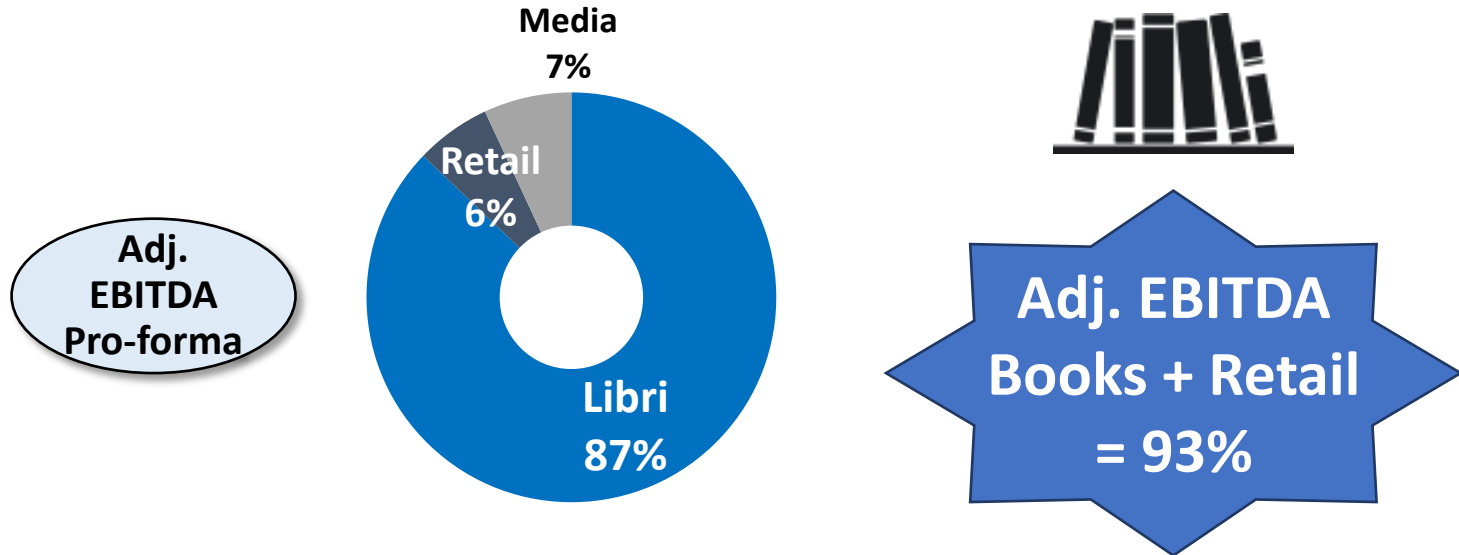
1. Almost a «pure» Book player

€ mn

... the Group is increasingly focussing on Books

The “new Mondadori”

*Pro-forma Mondadori Group (IFRS16) incl. M&A**

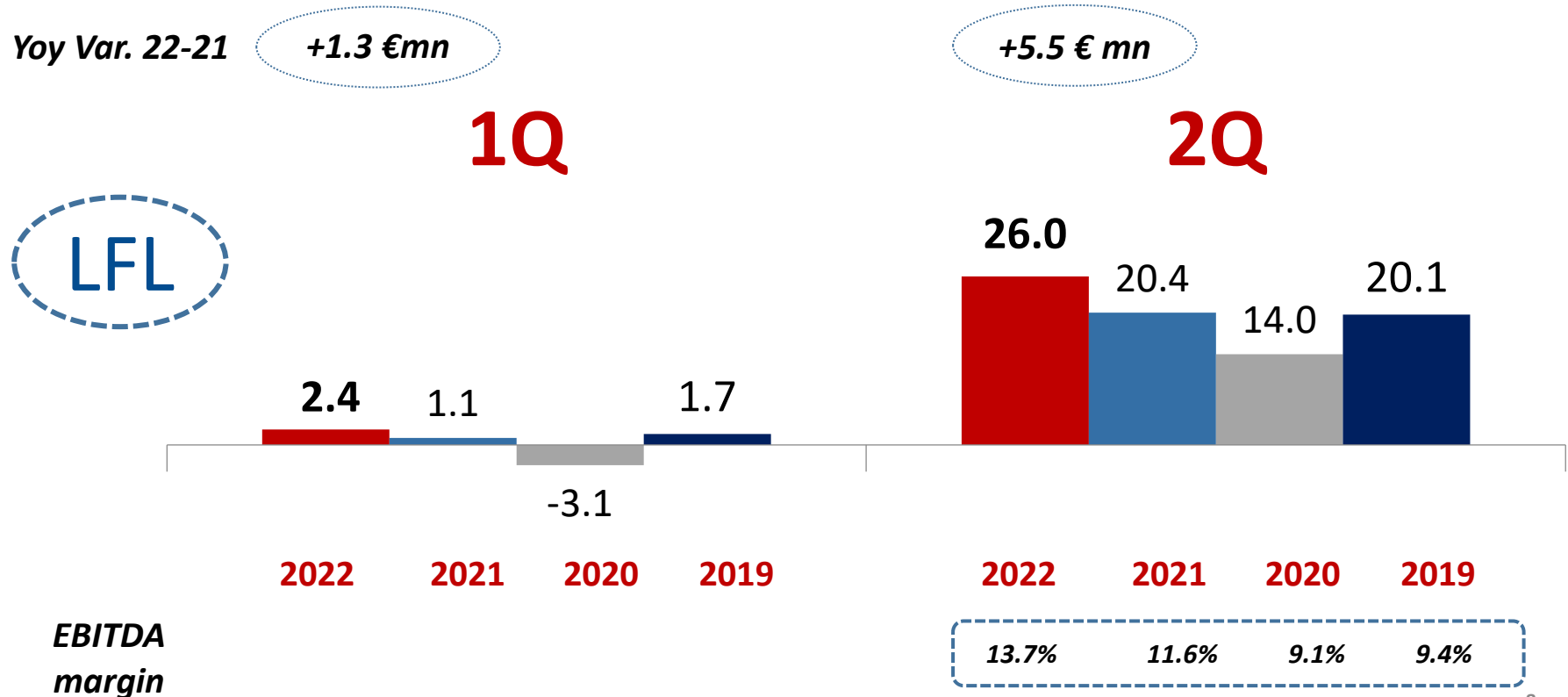


* Incl. fully 12-months consolidation of Edizioni STAR COMICS and A.L.I. (effective as from March 1° 2023)

2. Continued profitability improvement

€ mn

Quarterly EBITDA Adj. trend

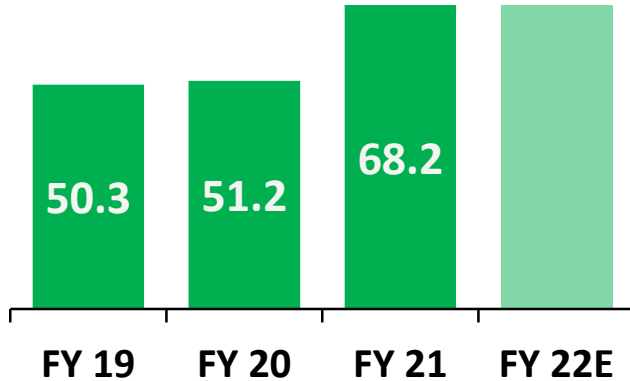


EBITDA margin

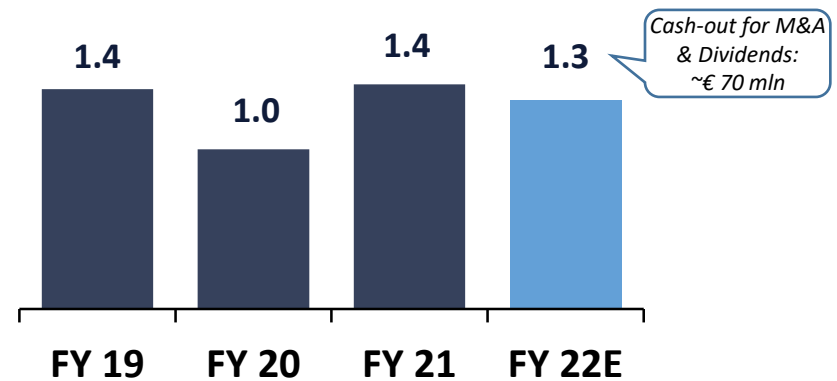
3. Strong Cash Flow & Balance Sheet

€ mn

Ordinary Cash Flow



Net Debt to EBITDA



Cash Conversion*



* OCF / Adj. EBITDA

4. Capital Allocation Strategy

Strategic Priorities -

active investment policy and steady return on capital through a solid capital and financial structure

A. Invest in the business

- **Investment in organic growth and business consolidation:**

- ✓ Content development in school textbook publishing
- ✓ Selective strengthening of the Retail network

B. Value enhancing acquisitions

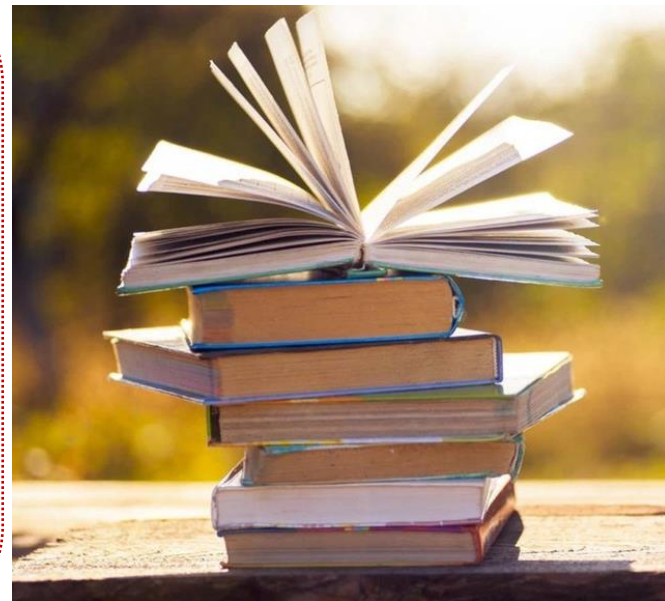
- **M&A (Focus on Books and Digital Media)**

- ✓ Pursuit of opportunities in Book publishing segments still untapped by the Group
- ✓ Completion of the rationalization process of the titles held in portfolio

C. Return to Shareholders

- **Growing and sustainable Dividend Policy over three years 2021/2023 = 40% Ordinary Cash Flow**

(floor min. DPS 2021 = € 8.5 cents - Dividend Yield 22E > 6%)



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1H 22 Highlights – Executive Summary



Group results improvement

Revenue and EBITDA grow across all business areas

- Revenue increase: +7.9% in 2Q22; +5.7% in 1H22
- Adj. EBITDA increase: +5.5 € mn in 2Q22; +6.9 € mn in 1H22



Group financial structure continues to strengthen

Solid cash generation of the business

- Ordinary Cash Flow LTM above €70 mn
- Free Cash Flow LTM at €42 mn (incl. M&A)

LFL



Strategic portfolio review ongoing

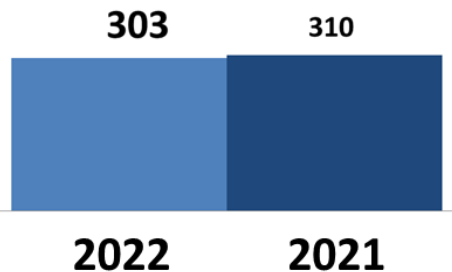
- Development of book publishing activities - 51% of Edizioni Star Comics acquisition
- Gradual reduction in its exposure to the magazines segment - 51% of Press-di sale (active in the national distribution of newspapers and magazines)

Consolidation phase after 2021 strong growth

2Q TREND

Mkt value – Sell out (€ mn)

Market



-2.0%
(-3%
Net of Comics)

Comics:
+12%

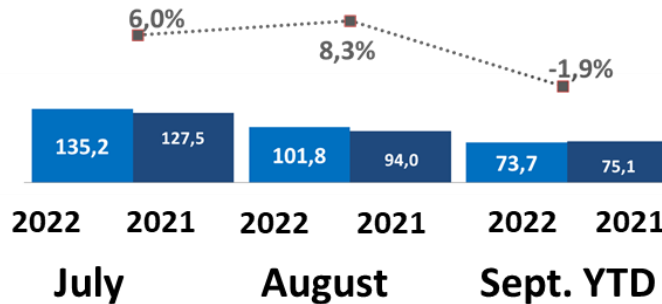


+0.9%

SUMMER TREND

Market

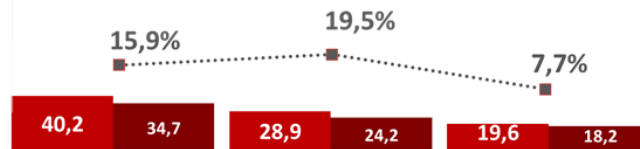
Q3 +4.7%



+0.2%

Comics:
+20%

Q3 +15.1%*

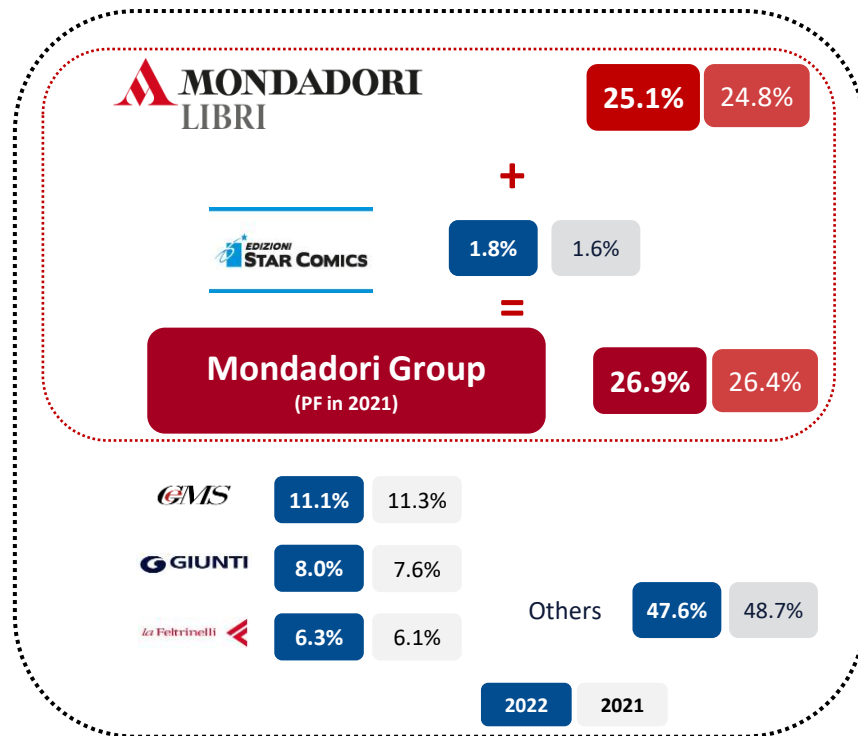


+2.2%

September Ranking (Value)

Rank	Publisher	Publisher group
1	MONDADORI	GRUPPO ARNOLDO MONDADORI EDITORE
2	EINAUDI	GRUPPO ARNOLDO MONDADORI EDITORE
3	RIZZOLI	GRUPPO ARNOLDO MONDADORI EDITORE
4	FELTRINELLI	GRUPPO FELTRINELLI EDITORE
5	GIUNTI EDITORE	GRUPPO GIUNTI EDITORE
6	SPERLING & KUPFER	GRUPPO ARNOLDO MONDADORI EDITORE
7	ADELPHI	INDIPENDENT
8	PIEMME	GRUPPO ARNOLDO MONDADORI EDITORE
9	PANINI COMICS	INDIPENDENT
10	STAR COMICS	GRUPPO ARNOLDO MONDADORI EDITORE

September Market Shares

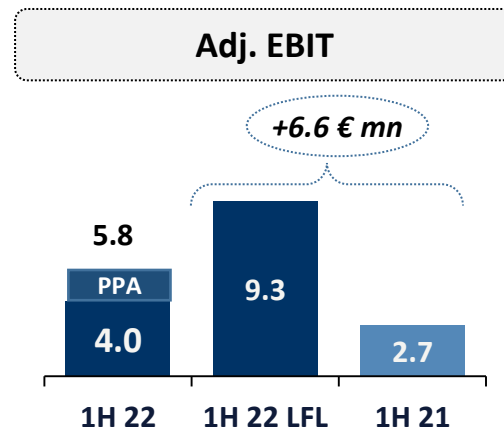
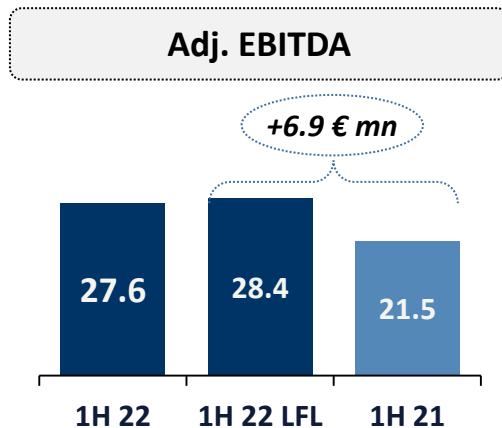
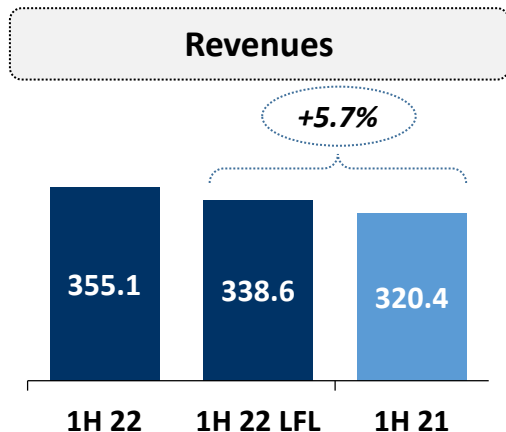


AGENDA

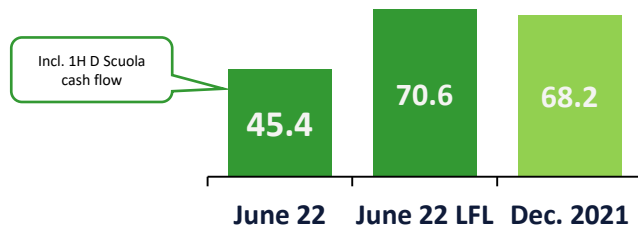
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Highlights – 1H 22

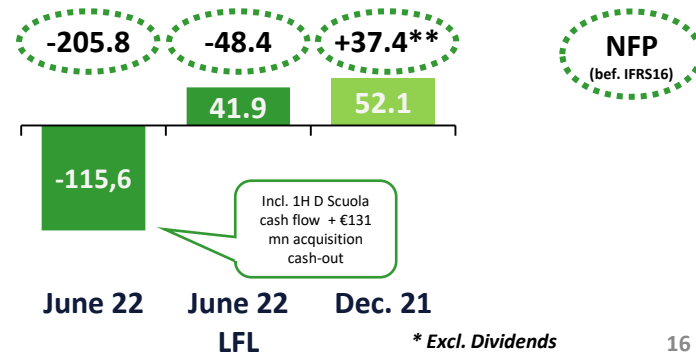
€ mn



LTM Ordinary Cash Flow



LTM Free Cash Flow*



* Excl. Dividends

** € -94.8 mn including D Scuola acquisition

Revenues and Adj. EBITDA by Business Area - 1H 22

€ mn

Revenues

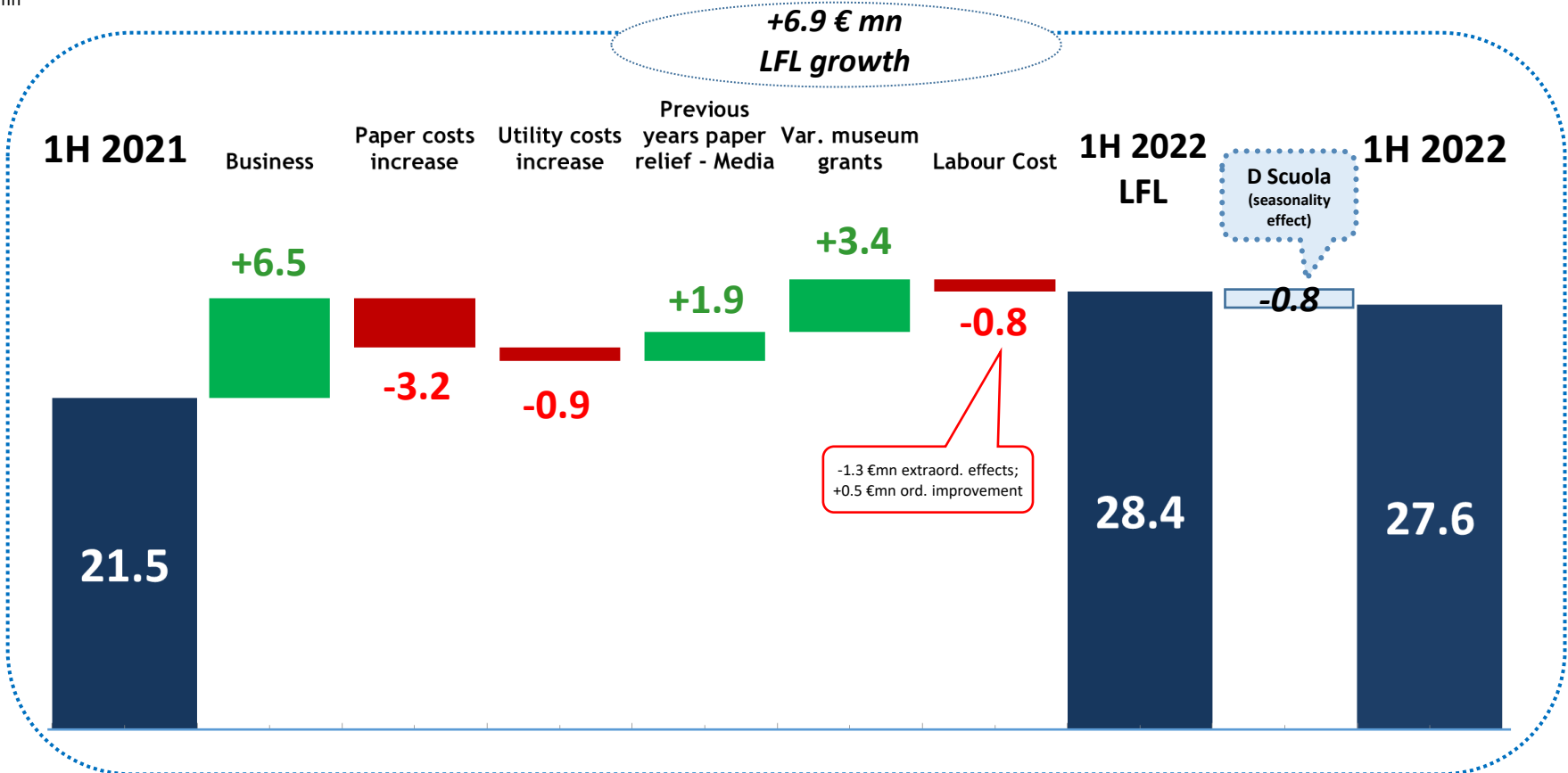
	1H 22	1H 22 LFL	1H 21	Var. %	Var. % LFL
Books	196.0	179.3	168.9	+16.0%	+6.1%
Retail	77.6		69.8	+11.2%	+14.6% yoy Book
Media	98.2		97.4	+0.9%	+10.0% same titles
Corporate & Shared Services	19.7		19.7	0.0%	
<i>Intercompany</i>	(36.4)	(36.1)	(35.3)	+3.1%	+2.3%
Total	355.1	338.6	320.4	+10.8%	+5.7%

Adj. EBITDA

	1H 22	1H 22 LFL	1H 21	Var.	Var. LFL
Books	23.8	24.7	19.8	4.0	4.8
Retail	1.4		0.4	0.9	
Media	7.8		4.5	3.3	
Corporate & Shared Services	(3.7)		(2.6)	(1.1)	
<i>Intercompany</i>	(1.7)	(1.7)	(0.6)	(1.1)	(1.1)
Total	27.6	28.4	21.5	6.1	6.9

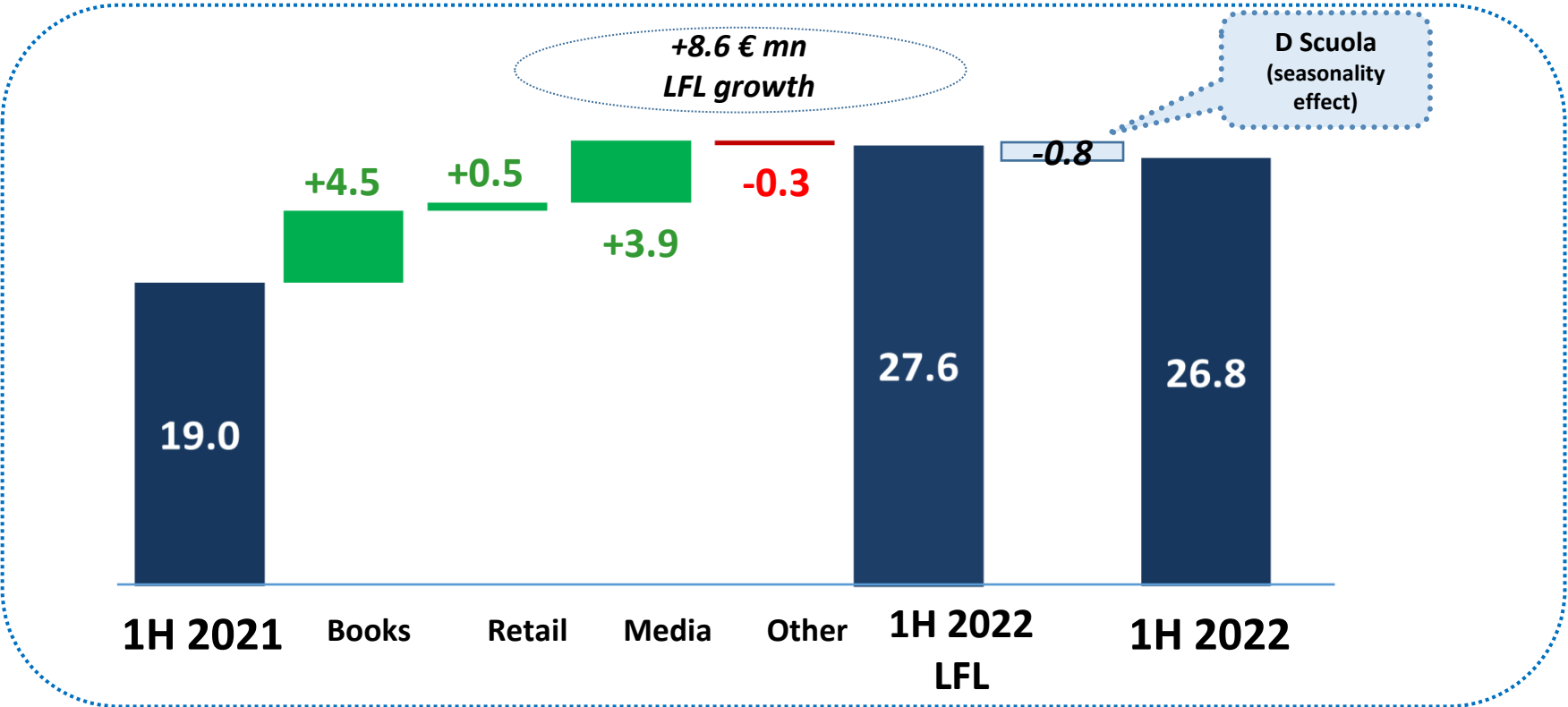
EBITDA Adjusted – 1H 22

€ mn



Reported EBITDA by Business Area – 1H 22

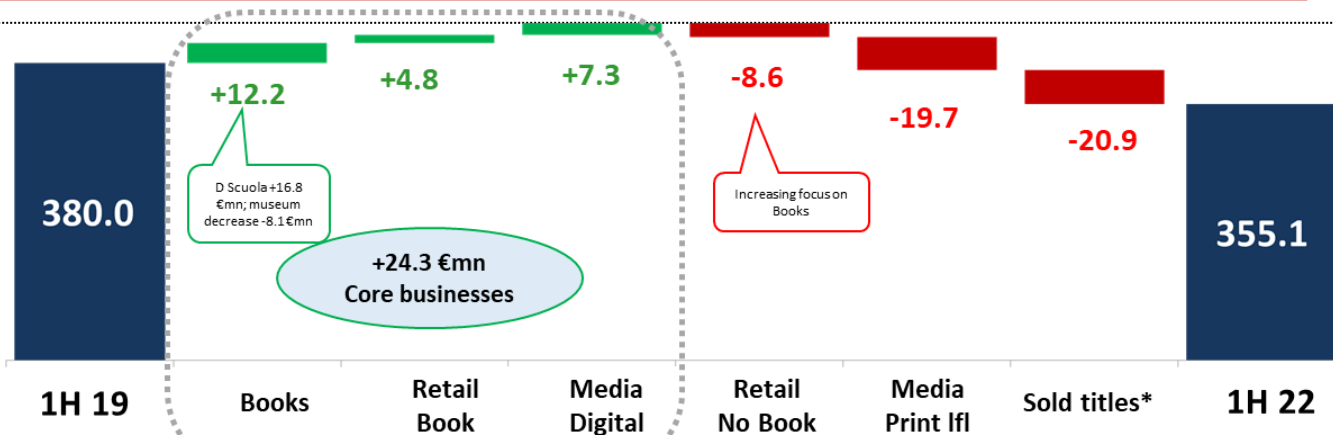
€ mn



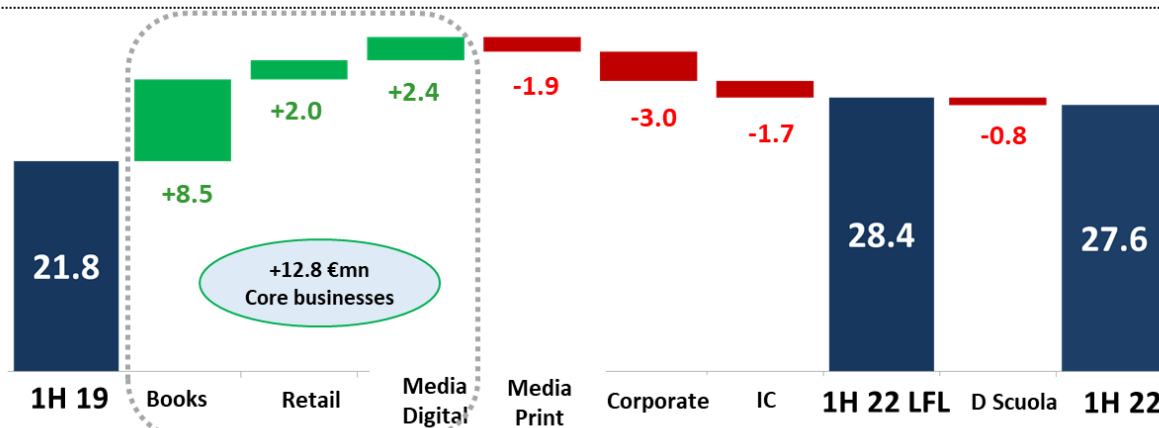
Revenues & Adjusted EBITDA 1H 22 vs 1H 19

€ mn

Revenues



Adj. EBITDA

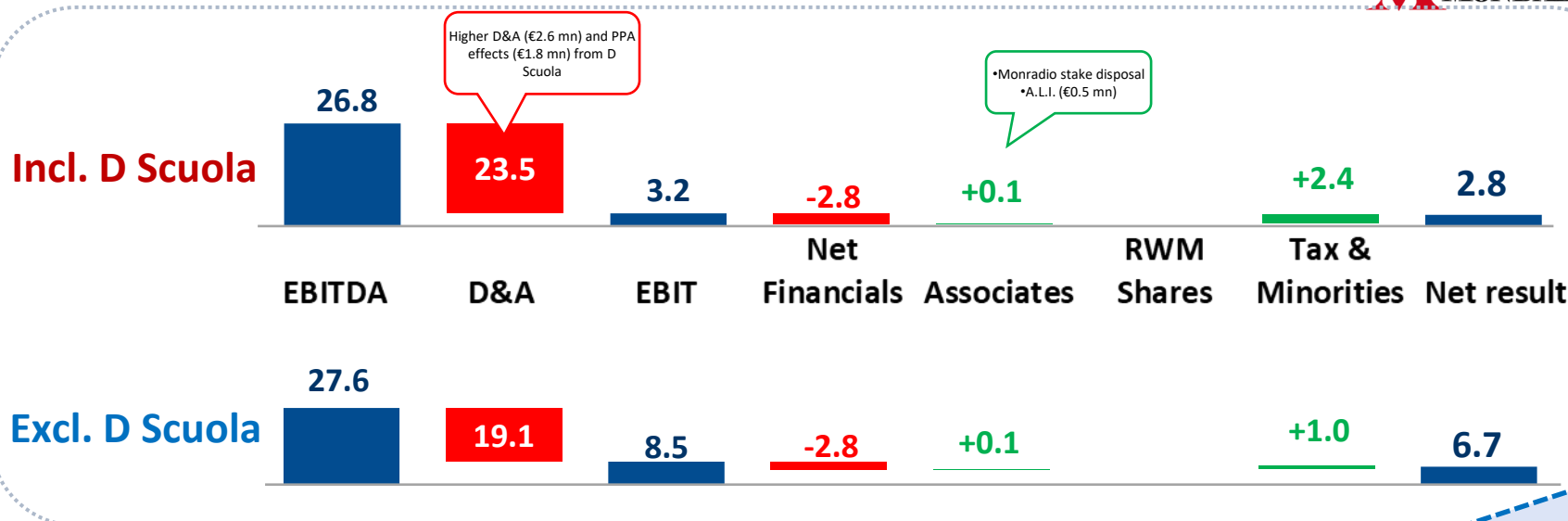


* TuStyle, Confidense, Starbene, Sale e Pepe, Cucina Moderna, CasaFacile, Donna Moderna

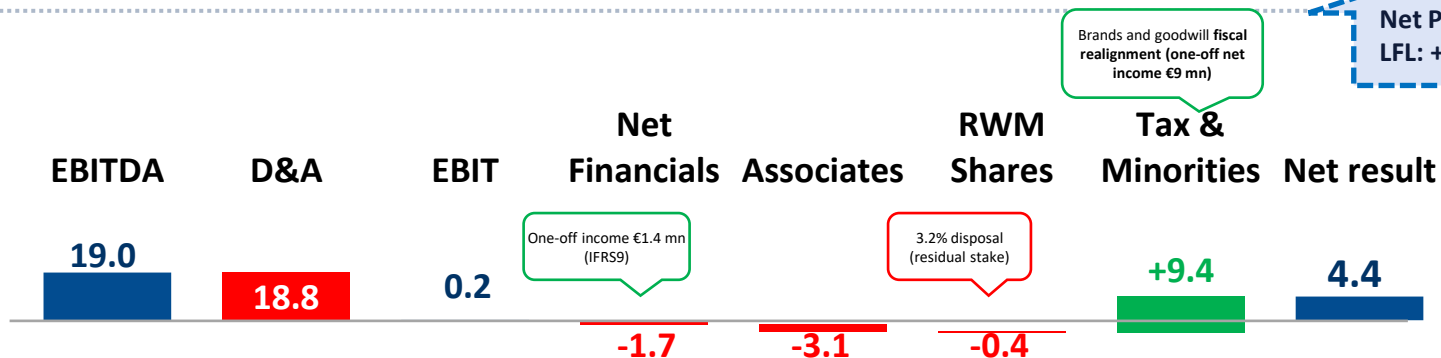
From EBITDA to Net Result - 1H22

€ mn

1H 2022



1H 2021

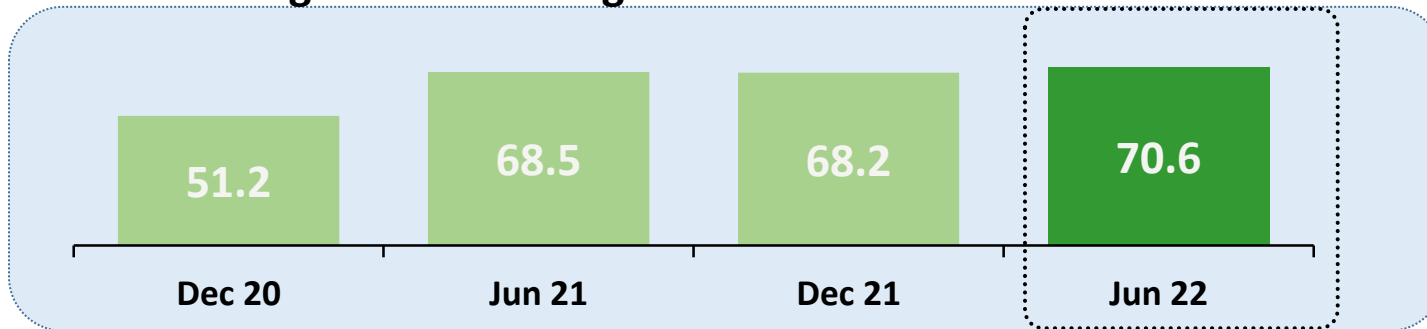


LTM Cash Flow & NFP – June 22

€ mn

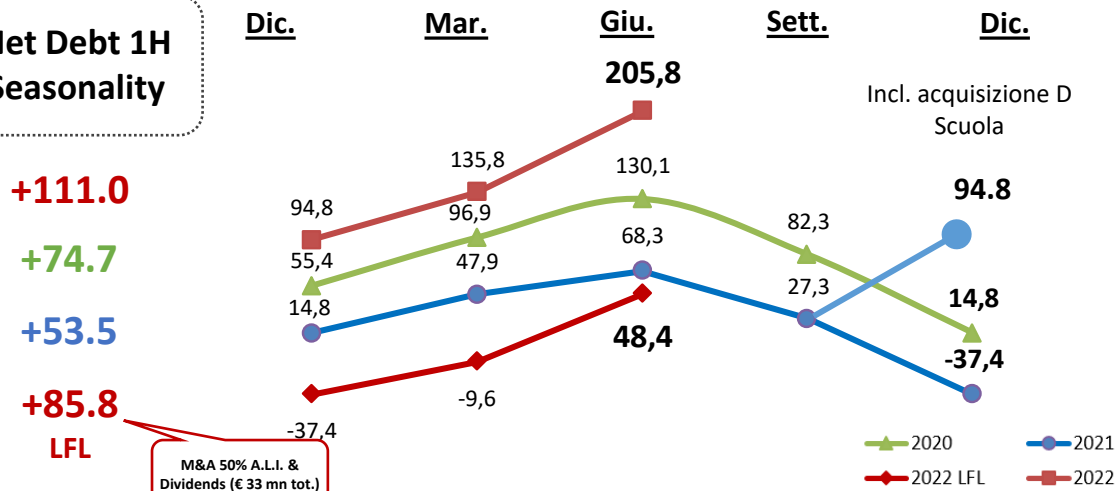
Strong business cash generation confirmed

Ordinary
Cash Flow
(LFL)



Ordinary Cash Flow = Operating CF net of taxes and net financials; LTM in the quarterly results

Net Debt 1H
Seasonality



Jun 2022

NFP decrease by
19.9 € mn YoY
(LFL, bef. IFRS16)

NFP
Evolution
(no IFRS16)

+111.0

+74.7

+53.5

+85.8

LFL

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1H in line with 2022 Target*

REVENUE

**Mid-single
digit growth**

Adj. EBITDA

Growth > 20%

NET RESULT

Double-digit increase

ORDINARY CASH FLOW

Flat
(due to higher one-off capex)

FREE CASH FLOW

(incl. M&A deals announced, before
dividends)

€10-15 million



NFP/Adj. EBITDA IFRS16

1.3x (from 1.4x PF 2021)

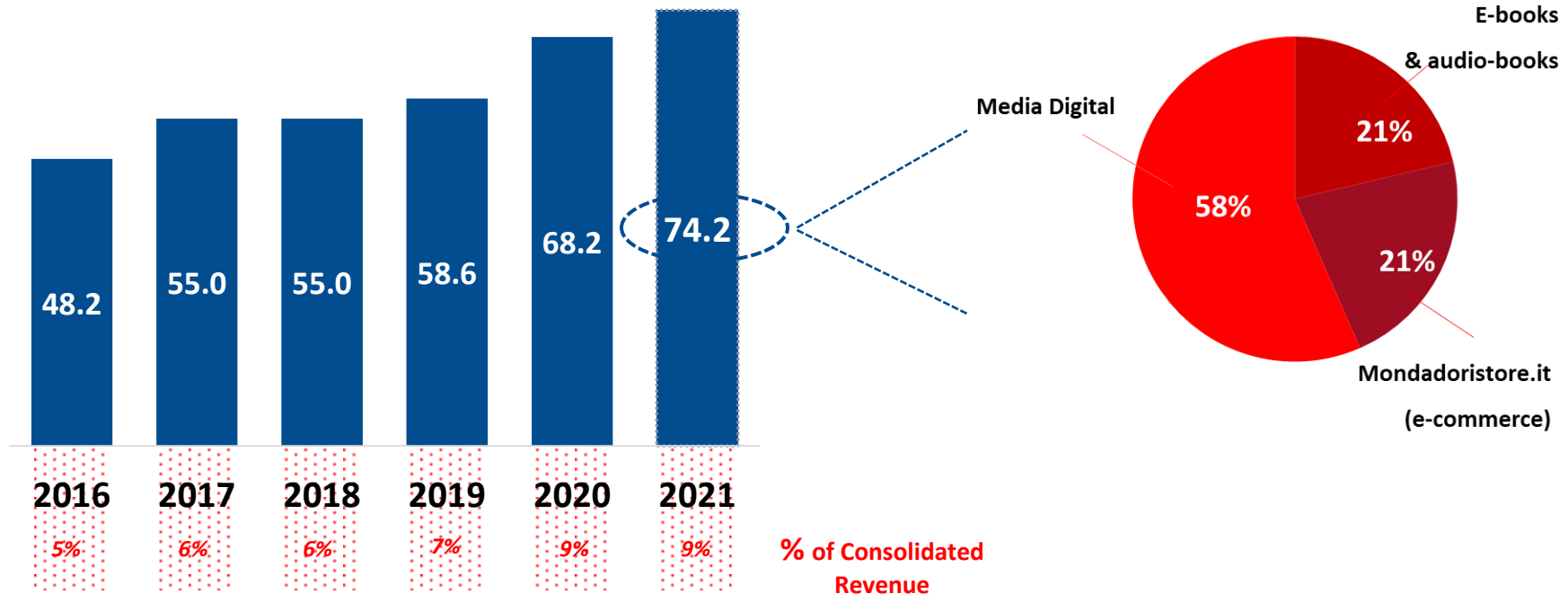


BACK-UP

Mondadori Group – the digital business

€ mn

2021 DIGITAL REVENUE



ESG strategy in Mondadori



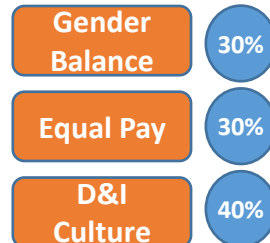
Our tangible commitment is to leverage on Diversity to be innovative, competitive, and to attract and retain talent, in short, to create long-term value.

Governance structured through creation of a D&I function (reporting directly to the CEO), aimed at the:

- Promotion of change and an **inclusive culture**
- Implementation of a **KPI system** to oversee the effectiveness of actions taken
- Reshaping of the main **company policies** (selection, promotion and incentives)

2021 first results ...

- Definition of an **Impact Inclusion Index**
- Inclusion of this index as a target in the **Top Management remuneration plans (LTI)**



**... in line with
UN 2030 Agenda targets**



Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all



Achieve gender equality and empower all women and girls



Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

Markets – Trade Books 2021

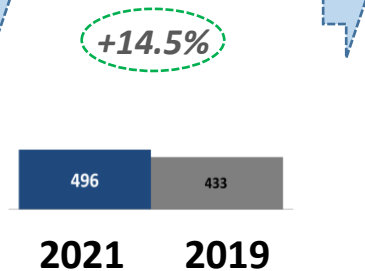
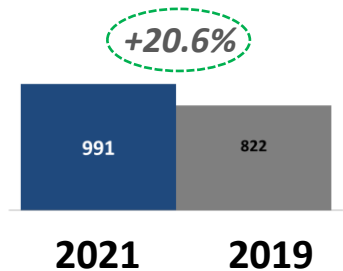
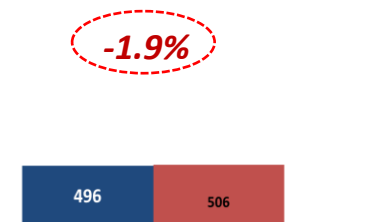
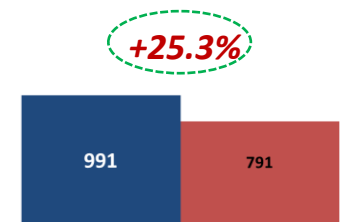
Extraordinary Market Growth vs 2020 and 2019

€ mn

9M Trend

4Q Trend

FY trend

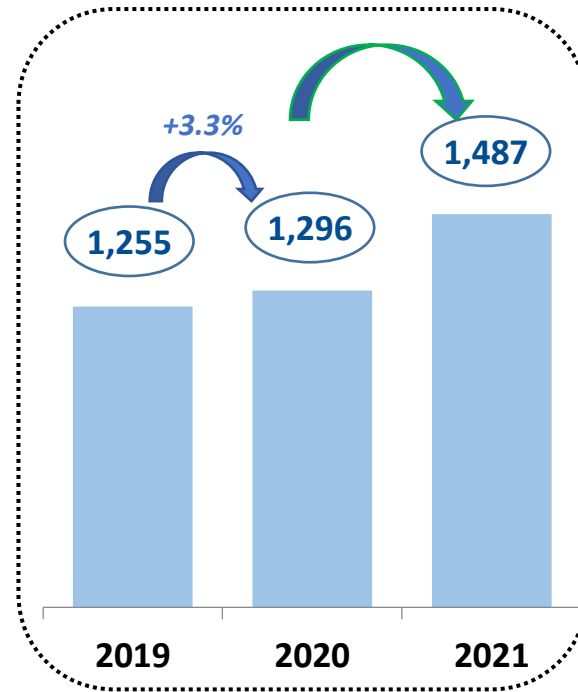


2021 vs 2020 growth

+14.7%
(+12.5% net of Professional & Comics)

2021 vs 2019 growth

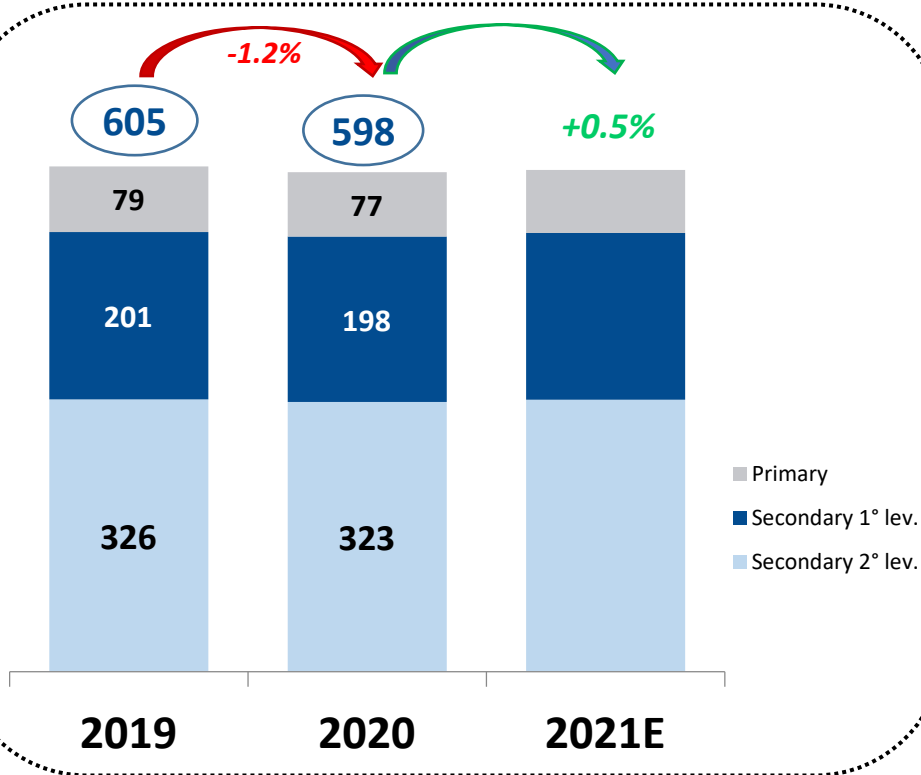
+18.5%
(+13.1% net of Professional & Comics)



Markets – Education Books 2021

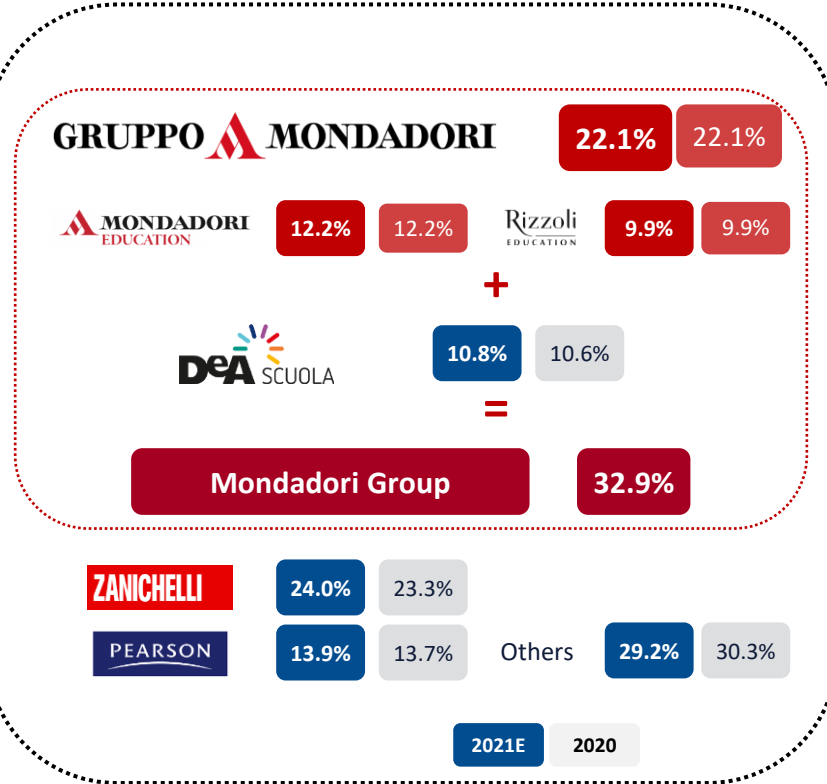
€ mn

2019-2021E Trend



Source: Databank 2020, ESAIE 2020; 2021: Databank recent estimate (July 2021)

2021 Market Shares



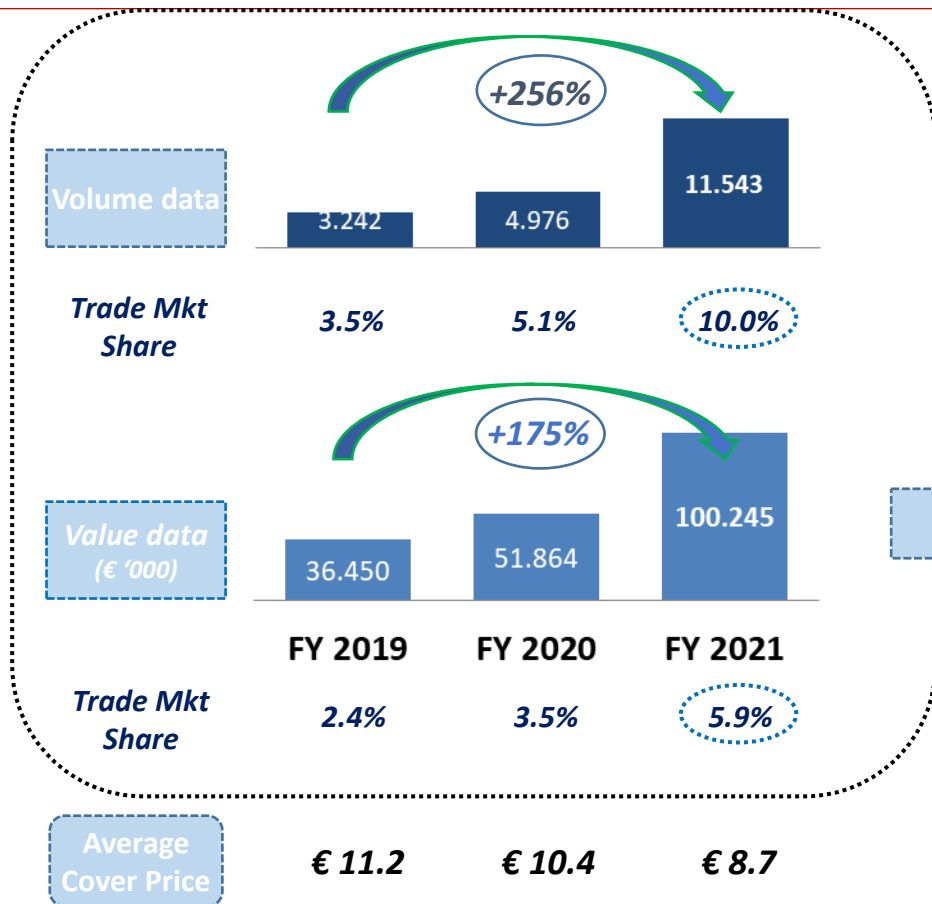
Source: AIE, Oct. 2021

A relevant step to enter the growing Comics market

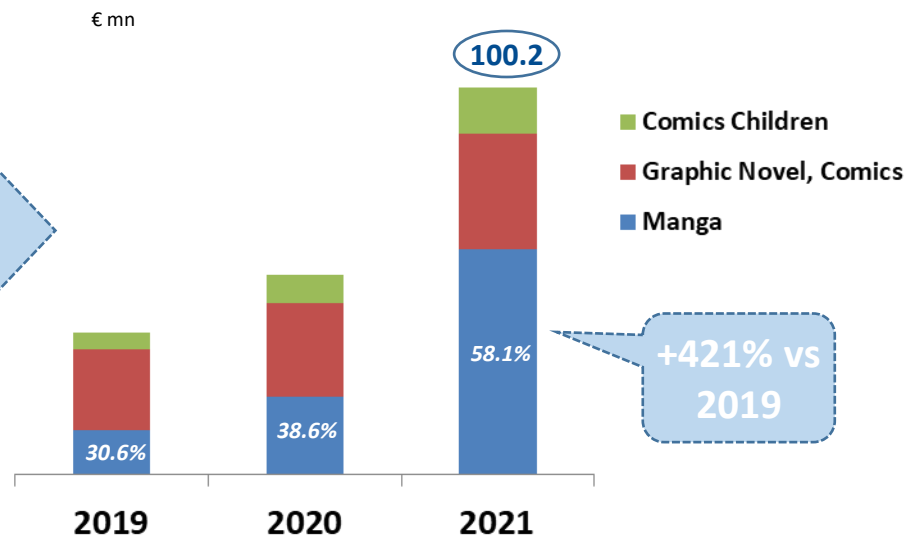
Mkt Share in the
Comics:
from 4% to 30%

- ▲ Strengthening of the publishing business through the acquisition of a leadership position in the **Comics** that represents the **most dynamic and growing segment** of the Books market
- ▲ Potential **synergies / opportunities** through a greater access to the largest bookshops network in Italy, in which **Mondadori Retail** is developing a growing number of Comics corner

Key Highlights – The Italian Comics Market



2021:
 extraordinary growth vs 2020 and 2019,
driven by Manga



Source: AIE 2022

Key Highlights – Financial Snapshot

Deal Structure

- ▲ Acquisition of **51% of the share capital** of **Edizioni Star Comics S.r.l.**
- ▲ **Put&call agreements:** Mondadori has the option to acquire the remaining 49% in two tranches from approval of the 2024 financial statements and approval of the 2027 financial statements, at a price based on the relative 3-years average EBITDA
- ▲ The scope of the transaction also includes Grafiche Bovini S.r.l. (captive printing company)

Pricing

- ▲ **Enterprise Value 100% = 28 Euro millions**
- ▲ The **final price** will be based on the Enterprise Value (14.3 € millions for 51%) net of the Net Financial Position at the Closing date

Financing

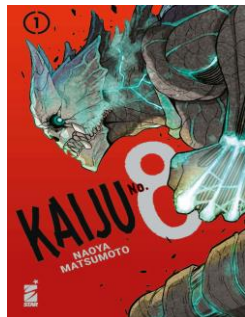
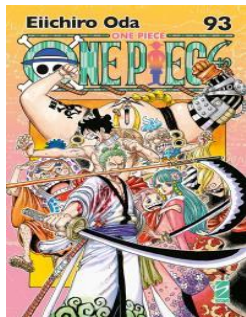
- ▲ The transaction will be financed by the currently **available credit line**

Timing

- ▲ **Closing** subject to: - spin-off of the real estate assets
- waiver from Japanese & Korean licensors, owners of some publications' rights
- ▲ **Completion** of the transaction estimated **by end of June 2022**

Edizioni STAR COMICS – Key Figures

Overview



Perugia

Headcount

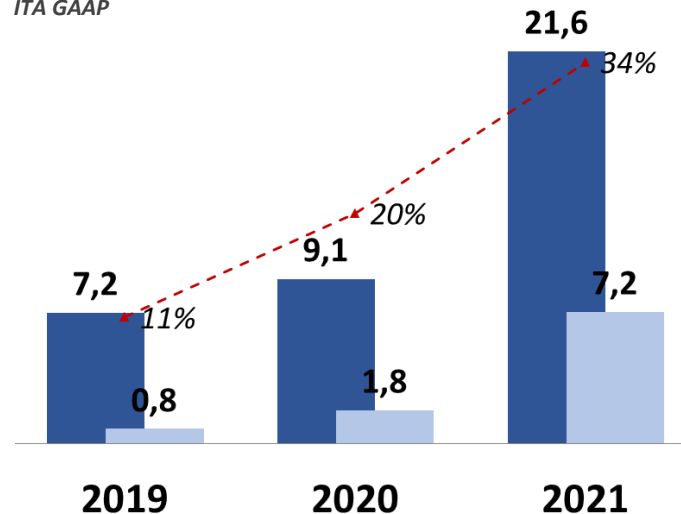
18

- ✓ A long-standing Italian publisher specialized in international comic books publications, currently the **Italian leader in its segment**
- ✓ The Company was founded by Giovanni Bovini in **1987**, when the Italian edition of “Spider-Man” came out, specializing from the onset in the publication in Italy of both manga and comics of Japanese origin and US comics (e.g., Marvel Comics)

Trend FY 2019-2021

ITA GAAP

€ mn



■ Revenues
■ EBITDA Reported

--- EBITDA margin %

Transaction structure

- 🔺 Acquisition of **50% of the share capital**
- 🔺 Acquisition of an **additional 25% of the share capital** on 28 February 2023
- 🔺 **Put&call agreements:** Mondadori has the option to acquire the remaining 25% from approval of the 2024 financial statements (by 30 July 2025)

Strategic Rationale

- 🔺 Client portfolio of **over 80 distributed publishers**
- 🔺 **A major step towards vertical integration in the books market:** market share tripled* in the **book distribution segment for third parties**, with a view to continuing improvement in the level of service

Price - Financials Target

- 🔺 **Price (50%) € 10.8 million;** the additional 25% based on average EBITDA 2021-2022
- 🔺 **FY 2021 (€ mn, ITA GAAP):**

Revenue	65.0 (+77% yoy driven by the Comics segment)
EBITDA	8.8 (+85% yoy)
Net profit	5.9
NFP	positive € 13.5 (cash) up by over € 7 million



Impact on the Group	FY 22	FY 23
Consolidation impact	At equity as from 1 May	Full as from 1 March
Cash-out	€ 10.8 mn

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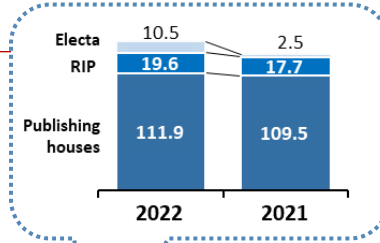
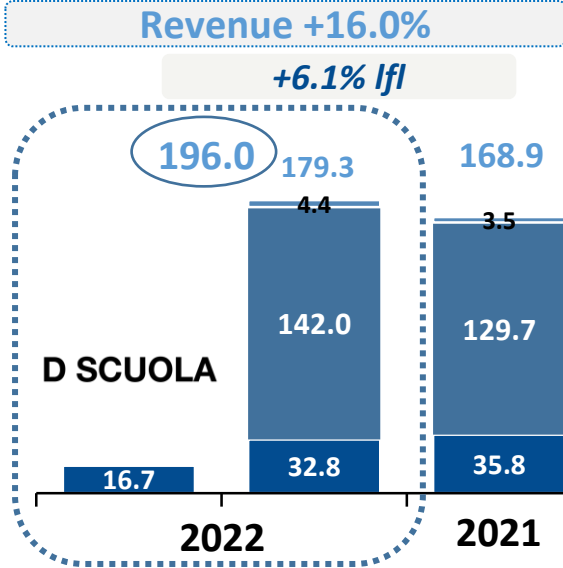
Books

Retail

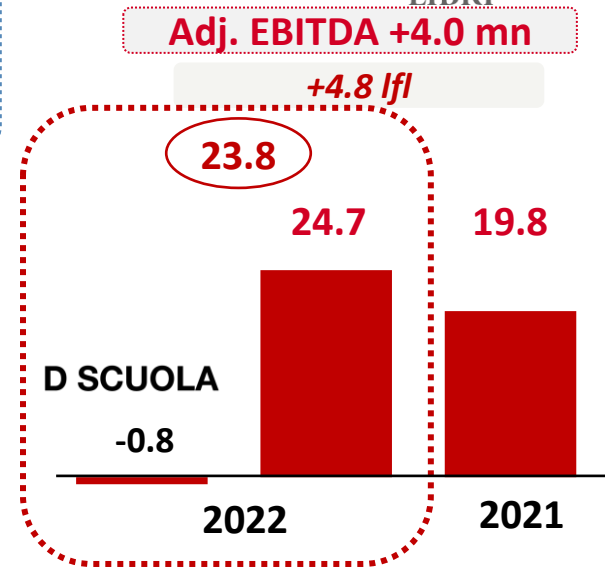
Media

Business 1H22 - Books

€ mn



Distribution and services
Trade +12.3 mn
Education +13.8 mn



REVENUE

- **Trade +15.3% yoy: +2.2% publishing houses**, sharp increase of RIP (+10.7%) and upswing in museum and concession-related activities
 - E-books/Audiobooks: 6.9% of total (-5.3% yoy)
- **Education +38.6% yoy driven by the contribution of D Scuola**; on a like-for-like basis, decrease of approximately € 3 mn as a result of the shifting to 3Q of a number of supplies

Adj. EBITDA

- **Adjusted EBITDA** - on a like-for-like basis - **improved by € 4.8 mn** thanks to the growth in revenue from Trade publishers and the upswing in revenue from the management of museums and concessions (due also to the greater amount of relief granted versus 1H 21)

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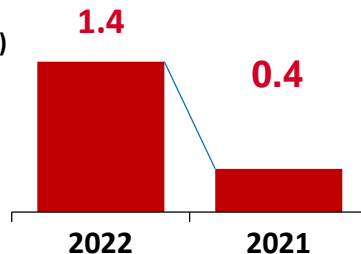
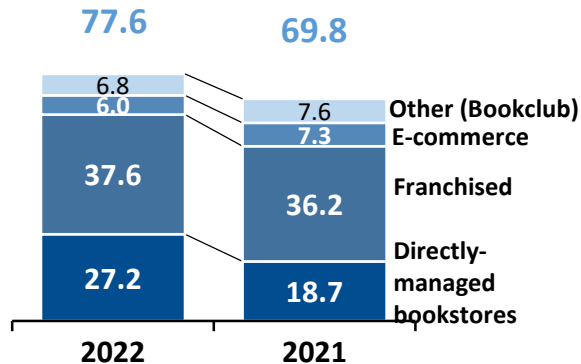
Books
Retail
Media

Business 1H22 - Retail

€ mn

Revenue +11.2%

Adj. EBITDA +0.9 mn



Books Market 1H 2022

Market

-1.8%

MONDADORI RETAIL

+11.6%



-10.3%

ONLINE WEIGHT
41.4%

-19.5%

ONLINE WEIGHT
6.0%

+5.3%

PHYSICAL WEIGHT
58.6%

+14.4%

PHYSICAL WEIGHT
94.0%

Δ
+9.1 pt

Source: internal estimate on GfK figures in terms of market value, June 2022

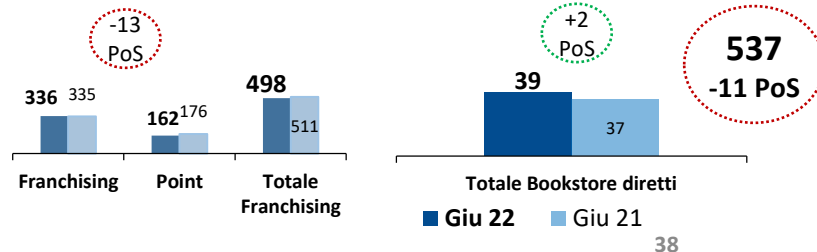
REVENUE

- **Books (85%):** revenue up by approximately 15%
- **Directly-managed PoS (+46%)** reported a sharp recovery in revenue following the lifting of restrictions and the development of the network
- **Franchised PoS (+4%)** continued their upward trend
- **Online** declined

Adj. EBITDA

Adjusted EBITDA improved significantly, thanks to the growth in revenue and continued cost containment, renovation and development of the physical store network, despite higher utility and rental costs

PoS network: ongoing rationalization



AGENDA

1. Mondadori Group in a nutshell

2. Latest Highlights

3. 1H 2022 Results

4. FY 2022 Outlook

5. Annexes/1H 2022 Business Areas

Books
Retail
Media

Business 1H22 – Media Markets

€ mn

1H22 Magaz. Circulations Trend



-5.1%



-8.0%

Market



2022

21.1%

2021

20.4%

P.F. (titles sold year-end 2021)

2022

2021



22.6%

22.5%

HEARST magazines

5.3%

5.2%



5.5%

5.5%

File Italia Edizioni

7.3%

7.4%



12.6%

13.1%

CONDÉ NAST

2.5%

2.6%

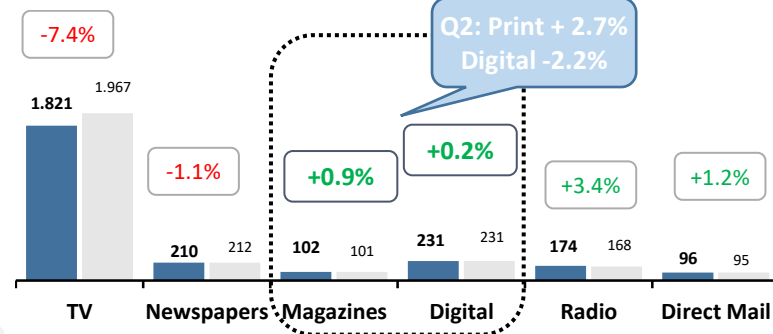
Others

23.2%

23.2%

1H22 ADV Market

-2.8%

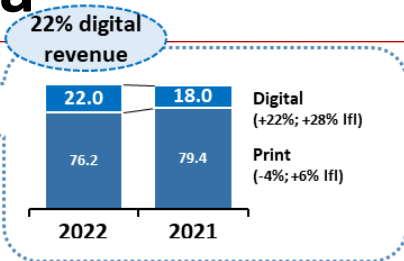


Source: Adv. – Nielsen (June 2022), value data, excl. Search, Social, classified & OTT

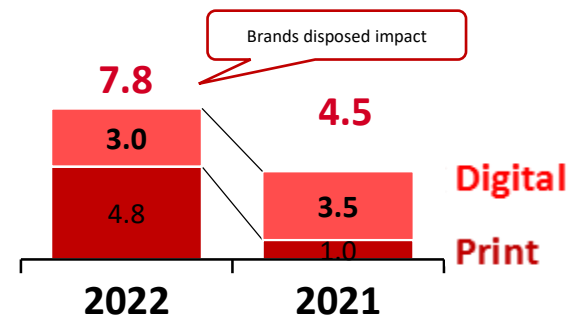
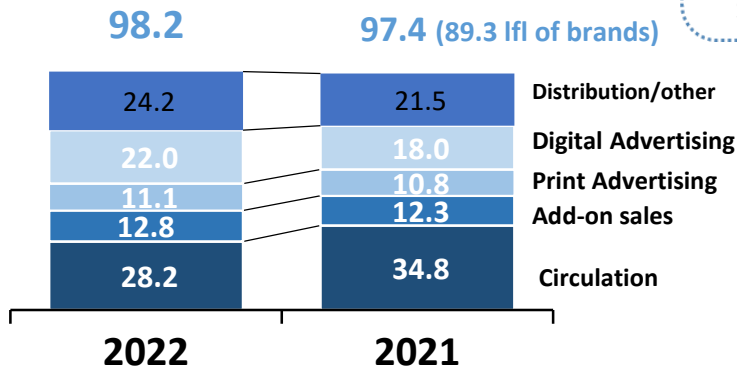
Business 1H22 - Media

€ mn

Revenue +0.9%
(+10.0% lfl of brands)



Adj. EBITDA +3.3 mn



REVENUE

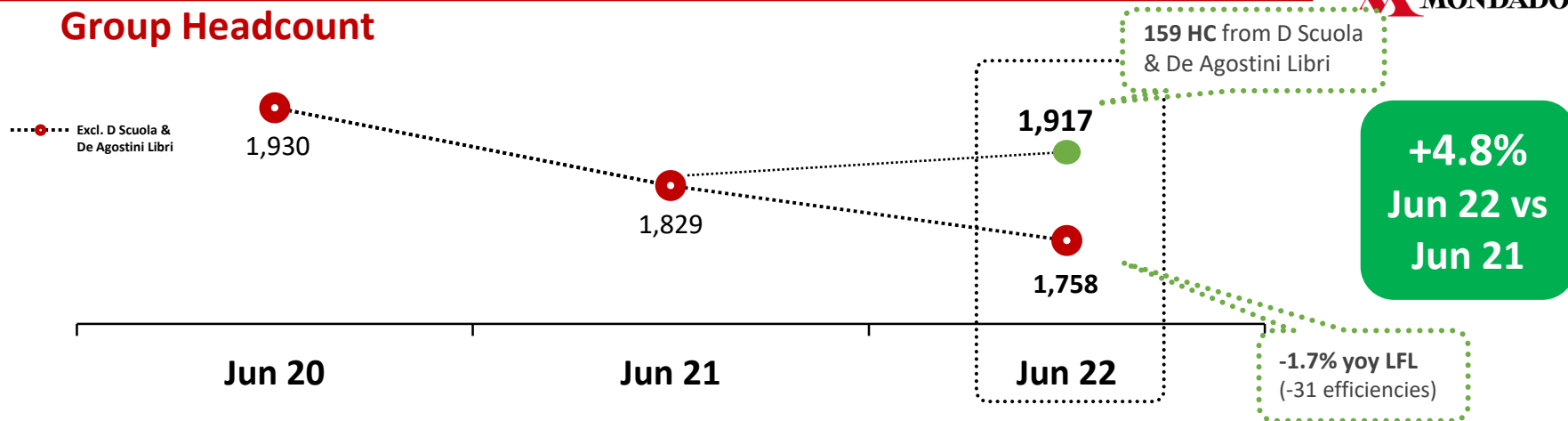
- **Advertising revenue up by 15%** (+29% on a like-for-like basis of portfolio); weight of **digital advertising** revenue: ≈**67%** (vs. 63% in 1H21), which **grew by 28% (lfl)** thanks to Adkaora
- **Circulation revenue:** -7% yoy on a like-for-like basis of portfolio, thanks to the performance of television titles
- **Revenue from add-on sales:** +7% yoy on a like-for-like basis of portfolio, due mainly to a successful initiative in the gifts segment
- **Distribution and others:** approximately +13%

Adj. EBITDA

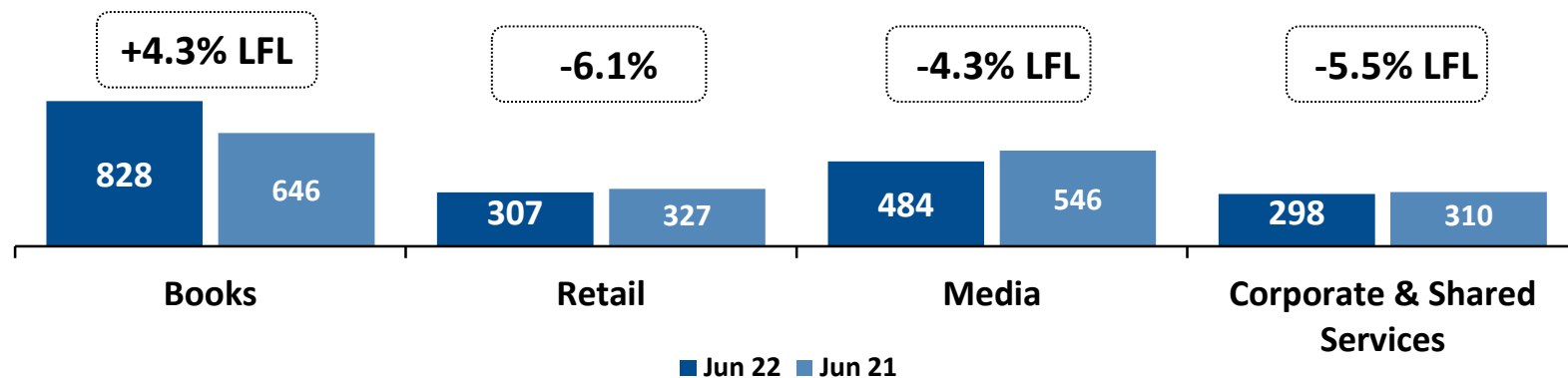
- Adj. EBITDA up strongly** due to:
- **digital activities:** growth in the MarTech segment but higher editorial and development costs for the launch of *The Wom* and the extended international reach of *GialloZafferano*
 - **print activities:** strong increase attributable to the **measures to curb operating costs**, to the paper consumption tax credit, which offset the increase in industrial costs, and to the *FuoriSalone 2022* event (in 2021 scheduled in 2H)

1H22 Headcount Evolution

Group Headcount

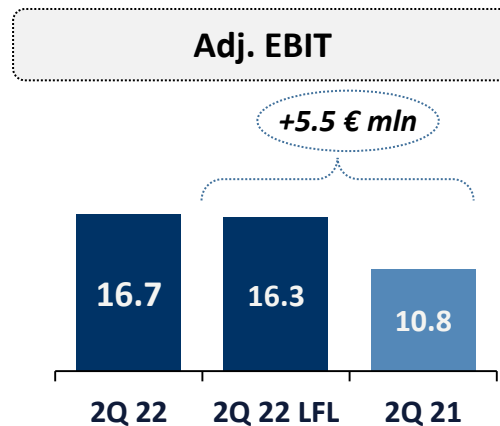
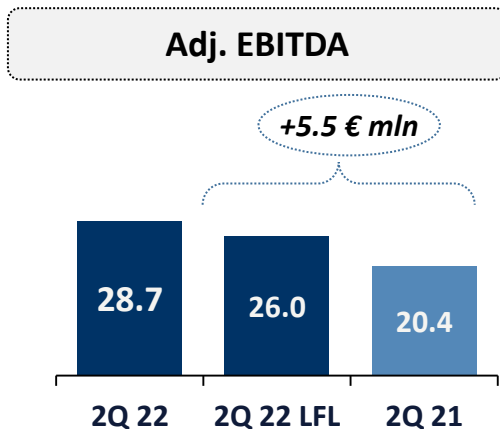
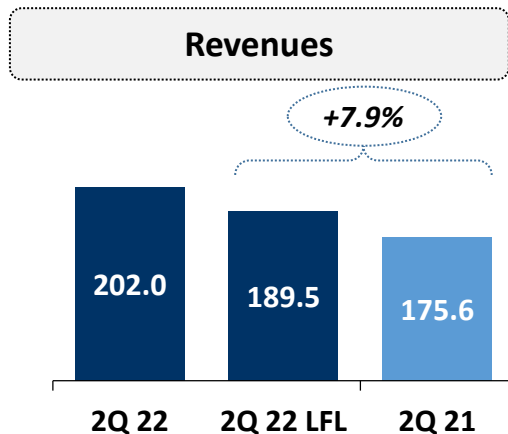


Headcount by BU

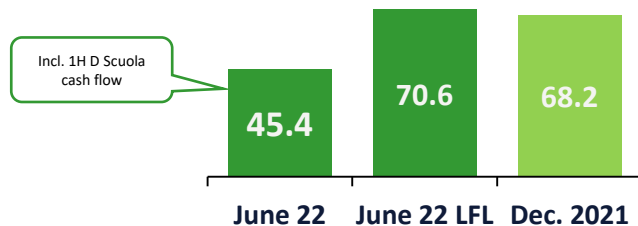


Highlights – 2Q 22

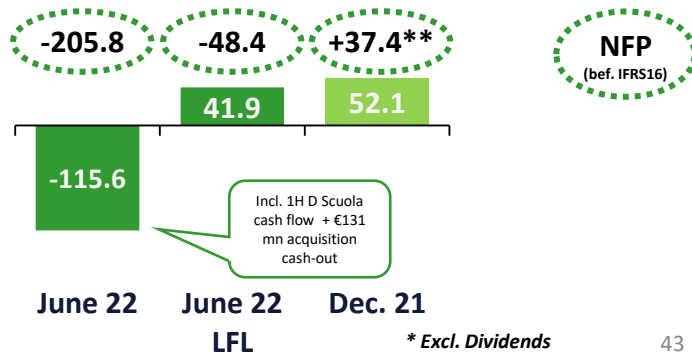
€ mn



LTM Ordinary Cash Flow



LTM Free Cash Flow*



* Excl. Dividends

** € -94.8 mn including D Scuola acquisition

Revenues and Adj. EBITDA by Business Area - 2Q 22

€ mn

Revenues

	2Q 22	2Q 22 LFL	2Q 21	Var. %	Var. % LFL
Books	119.8	107.2	97.3	+23.1%	+10.2%
Retail	40.4		36.4	+11.0%	
Media	51.1		50.6	+1.1%	
Corporate & Shared Services	10.1		9.9	2.3%	
Intercompany	(19.5)	(19.4)	(18.7)	+4.5%	+3.8%
Total	202.0	189.5	175.6	+15.0%	+7.9%

Adj. EBITDA

	2Q 22	2Q 22 LFL	2Q 21	Var.	Var. LFL
Books	25.9	23.2	19.2	6.7	4.0
Retail	1.0		0.8	0.2	
Media	5.8		2.5	3.3	
Corporate & Shared Services	(2.5)		(1.6)	(0.9)	
Intercompany	(1.5)	(1.5)	(0.5)	(1.0)	(1.0)
Total	28.7	26.0	20.4	8.2	5.5

P&L 1H2022

€ millions	1H 2022		1H 2022 LFL		1H 2021		% chg.	% chg. LFI
REVENUE	355,1		338,6		320,4		10,8%	5,7%
INDUSTRIAL PRODUCT COST	112,3	31,6%	108,1	31,9%	94,6	29,5%	18,7%	14,3%
VARIABLE PRODUCT COSTS	46,3	13,0%	45,1	13,3%	50,7	15,8%	(8,7%)	(11,0%)
OTHER VARIABLE COSTS	74,0	20,8%	68,1	20,1%	66,2	20,6%	11,9%	2,9%
STRUCTURAL COSTS	29,3	8,2%	27,7	8,2%	23,8	7,4%	22,9%	16,5%
EXTENDED LABOUR COST	73,7	20,8%	69,1	20,4%	68,6	21,4%	7,5%	0,8%
OTHER EXPENSE (INCOME)	(8,0)	(2,3%)	(7,9)	(2,3%)	(4,9)	(1,5%)	65,0%	62,4%
ADJUSTED EBITDA	27,6	7,8%	28,4	8,4%	21,5	6,7%	28,1%	32,0%
RESTRUCTURING COSTS	0,5	0,1%	0,5	0,1%	1,7	0,5%	(71,0%)	(71,0%)
EXTRAORDINARY EXPENSE (INCOME)	0,3	0,1%	0,3	0,1%	0,8	0,3%	(60,9%)	(60,9%)
EBITDA	26,8	7,5%	27,6	8,1%	19,0	5,9%	40,6%	45,0%
AMORTIZATION AND DEPRECIATION	16,5	4,7%	12,4	3,7%	11,9	3,7%	39,0%	3,9%
IMPAIRMENT AND WRITE-DOWNS	0,0	0,0%	0,0	0,0%	0,3	0,1%	n.s.	n.s.
AMORTIZATION AND DEPRECIATION IFRS 16	7,0	2,0%	6,7	2,0%	6,6	2,1%	5,3%	1,4%
EBIT	3,2	0,9%	8,5	2,5%	0,2	0,1%	n.s.	n.s.
FINANCIAL EXPENSE (INCOME)	1,8	0,5%	1,7	0,5%	0,6	0,2%	180,8%	176,8%
FINANCIAL EXPENSE IFRS 16	1,1	0,3%	1,1	0,3%	1,1	0,3%	4,1%	2,0%
FINANCIAL EXPENSE (INCOME) FROM SECURITIES VALUATION	0,0	0,0%	0,0	0,0%	0,4	0,1%	n.s.	n.s.
EXPENSE (INCOME) FROM INVESTMENTS	(0,1)	(0,0%)	(0,1)	(0,0%)	3,1	1,0%	n.s.	(103,2%)
EBT	0,5	0,1%	5,8	1,7%	(5,1)	(1,6%)	n.s.	n.s.
TAX EXPENSE (INCOME)	(1,8)	(0,5%)	(0,4)	(0,1%)	(9,4)	(2,9%)	n.s.	(95,5%)
NET RESULT FOR THE PERIOD (GROUP AND NON-CONTROLLI)	2,2	0,6%	6,2	1,8%	4,4	1,4%	(48,6%)	42,1%
MINORITIES	(0,6)	(0,2%)	(0,6)	(0,2%)	0,0	0,0%	n.s.	n.s.
GROUP NET RESULT	2,8	0,8%	6,7	2,0%	4,4	1,4%	(35,9%)	54,9%

The item *Extended Labour Cost* includes costs for collaborations and temporary employment

P&L 2Q2022

€ millions	2Q 2022		2Q 2022 LFL		2Q 2021		% chg.	% chg. LFI
REVENUE	202,0		189,5		175,6		15,0%	7,9%
INDUSTRIAL PRODUCT COST	62,6	31,0%	59,7	31,5%	51,3	29,2%	22,0%	16,4%
VARIABLE PRODUCT COSTS	24,9	12,3%	23,9	12,6%	26,0	14,8%	(4,4%)	(7,9%)
OTHER VARIABLE COSTS	39,8	19,7%	36,9	19,5%	37,5	21,4%	6,0%	(1,6%)
STRUCTURAL COSTS	16,7	8,3%	15,9	8,4%	12,1	6,9%	37,7%	30,8%
EXTENDED LABOUR COST	37,0	18,3%	34,7	18,3%	32,7	18,6%	13,2%	6,1%
OTHER EXPENSE (INCOME)	(7,6)	(3,8%)	(7,5)	(4,0%)	(4,5)	(2,5%)	69,7%	68,3%
ADJUSTED EBITDA	28,7		26,0		20,4		40,3%	27,1%
RESTRUCTURING COSTS	0,3	0,2%	0,3	0,2%	0,7	0,4%	(58,7%)	(58,7%)
EXTRAORDINARY EXPENSE (INCOME)	0,9	0,5%	0,9	0,5%	0,9	0,5%	1,7%	1,7%
EBITDA	27,5		24,8		18,8		46,0%	31,7%
AMORTIZATION AND DEPRECIATION	8,5	4,2%	6,4	3,4%	6,3	3,6%	35,3%	1,3%
IMPAIRMENT AND WRITE-DOWNS	0,0	0,0%	0,0	0,0%	0,0	0,0%		
AMORTIZATION AND DEPRECIATION IFRS 16	3,5	1,7%	3,4	1,8%	3,4	1,9%	4,0%	0,1%
EBIT	15,5		15,1		9,2		68,7%	64,0%
FINANCIAL EXPENSE (INCOME)	1,0	0,5%	0,9	0,5%	0,0	0,0%	n.s.	n.s.
FINANCIAL EXPENSE IFRS 16	0,5	0,3%	0,5	0,3%	0,6	0,3%	(1,8%)	(3,9%)
FINANCIAL EXPENSE (INCOME) FROM SECURITIES VAL.	0,0	0,0%	0,0	0,0%	0,0	0,0%		
EXPENSE (INCOME) FROM INVESTMENTS	(1,0)	(0,5%)	(1,0)	(0,5%)	1,5	0,9%	n.s.	n.s.
EBT	14,9		14,5		7,1		n.s.	n.s.
TAX EXPENSE (INCOME)	1,3	0,6%	1,2	0,7%	(7,5)	(4,3%)	n.s.	n.s.
RESULT FROM CONTINUING OPERATIONS	13,6		13,3		14,5		(6,2%)	(8,5%)
MINORITIES	(0,6)	(0,3%)	(0,6)	(0,3%)	0,0	0,0%		
GROUP NET RESULT	14,2		13,9		14,5		(2,3%)	(4,6%)

The item *Extended Labour Cost* includes costs for collaborations and temporary employment

Balance Sheet 1H2022

€ millions	1H 2022	1H 2022 LFL	1H 2021	% chg.	% chg. LFL
TRADE RECEIVABLES	142,0	130,8	140,6	1,0%	(7,0%)
INVENTORY	158,8	145,8	132,4	20,0%	10,2%
TRADE PAYABLES	206,9	188,1	171,2	20,8%	9,9%
OTHER ASSETS (LIABILITIES)	4,6	13,9	(0,3)	n.s.	n.s.
NET WORKING CAPITAL CONTINUING OPERATIONS	98,6	102,4	101,4	(2,7%)	1,0%
DISCONTINUED OR DISCONTINUING ASSETS (LIABILITIES)	(1,3)	(1,3)	(5,1)	(74,7%)	(74,7%)
NET WORKING CAPITAL	97,4	101,1	96,3	1,1%	5,0%
INTANGIBLE ASSETS	352,0	189,3	192,2	83,1%	(1,5%)
PROPERTY, PLANT AND EQUIPMENT	16,4	16,3	16,5	(0,5%)	(0,9%)
INVESTMENTS	27,9	27,9	16,0	74,1%	74,0%
NET FIXED ASSETS WITH NO RIGHTS OF USE IFRS 16	396,3	233,5	224,7	76,4%	3,9%
ASSETS FROM RIGHTS OF USE IFRS 16	75,2	73,3	83,8	(10,2%)	(12,5%)
NET FIXED ASSETS WITH RIGHTS OF USE IFRS 16	471,5	306,8	308,5	52,8%	(0,6%)
PROVISIONS FOR RISKS	45,4	43,6	42,8	6,1%	1,9%
POST-EMPLOYMENT BENEFITS	28,7	25,0	28,9	(0,7%)	(13,4%)
PROVISIONS	74,1	68,7	71,7	3,4%	(4,3%)
NET INVESTED CAPITAL	494,7	339,3	333,1	48,5%	1,8%
SHARE CAPITAL	68,0	68,0	68,0	0,0%	0,0%
RESERVES	137,0	136,9	105,7	29,6%	29,5%
PROFIT (LOSS) FOR THE PERIOD	2,8	6,7	4,4	n.s.	n.s.
GROUP EQUITY	207,7	211,6	178,0	16,7%	18,9%
NON-CONTROLLING INTERESTS' EQUITY	1,9	1,9	0,0	n.s.	n.s.
EQUITY	209,6	213,5	178,0	17,7%	19,9%
NET FINANCIAL POSITION NO IFRS 16	205,8	48,4	68,3	n.s.	n.s.
NET FINANCIAL POSITION IFRS 16	79,3	77,4	86,8	(8,6%)	(10,9%)
NET FINANCIAL POSITION	285,1	125,8	155,1	83,9%	(18,9%)
SOURCES	494,7	339,3	333,1	48,5%	1,8%

LTM Cash Flow - June 2022

€ millions	1H 2022	1H 2022 LFL	2021 Excl Dscuola
INITIAL NFP IFRS 16	(155,1)	(155,1)	(97,6)
FINANCIAL LIABILITIES APPLICATION OF IFRS 16	(86,8)	(86,8)	(82,8)
INITIAL NFP NO IFRS 16	(68,3)	(68,3)	(14,8)
ADJUSTED EBITDA (NO IFRS 16)	96,7	97,8	91,0
NWC AND PROVISIONS	6,7	23,6	10,3
CAPEX NO IFRS 16	(28,9)	(26,4)	(22,0)
CASH FLOW FROM OPERATIONS	74,4	94,9	79,3
FINANCIAL INCOME (EXPENSE) NO IFRS 16	(3,3)	(3,3)	(2,438)
TAX	(21,8)	(17,1)	(13,943)
CASH FLOW FROM ORDINARY OPERATIONS CONTINUING OPERATIONS	49,2	74,5	62,9
CF FROM ORDINARY OPERATIONS DISCONTINUED OR DISCONTINUING OPERATIONS	(3,8)	(3,8)	5,3
CASH FLOW FROM ORDINARY OPERATIONS	45,4	70,6	68,2
RESTRUCTURING COSTS	(10,6)	(10,6)	(6,9)
EXTRAORDINARY TAX	(0,3)	(0,3)	3,4
SHARE CAPITAL INCREASE/DIVIDENDS NON CONTROLLING INTERESTS AND ASSOCIATES	(0,5)	(0,5)	(0,1)
PURCHASE/DISPOSAL	(146,4)	(14,3)	(8,6)
OTHER INCOME AND EXPENDITURE	(2,9)	(2,9)	(3,5)
CF EXTRAORDINARY OPERATIONS DISCONTINUED OR DISCONTINUING OPERATIONS	(0,1)	(0,1)	(0,3)
CASH FLOW FROM EXTRAORDINARY OPERATIONS	(160,9)	(28,7)	(16,1)
FREE CASH FLOW	(115,6)	41,9	52,1
DIVIDENDS PAID	(22,2)	(22,2)	
TOT. CASH FLOW	(137,8)	19,7	52,1
NET FINANCIAL POSITION NO IFRS 16	(205,8)	(48,4)	37,4
IFRS 16 EFFECTS IN THE PERIOD	7,7	9,6	0,7
FINAL NET FINANCIAL POSITION	(285,1)	(125,8)	(44,7)

- ▶ **EBITDA** is equal to earnings before interest, tax, depreciation and amortization. The Group also provides information on the percentage of EBITDA on net sales.
EBITDA computed 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 EBITDA** is gross operating profit as explained above, net of income and expenses of a non-ordinary 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.
- ▶ **EBIT** net result for the period before income tax. and other income and expenses.
- ▶ **EBT** net result for the period before income tax.
- ▶ **Net Invested Capital** is equal to 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).
- ▶ **Operating Cash Flow** Adjusted EBITDA, as explained above, plus or minus the decrease/(increase) in working capital in the period, minus capital expenditure (CAPEX/Investment).
- ▶ **Ordinary Cash Flow** is cash flow from operations as explained above, net of financial expenses, taxes paid in the period, and income/expenses from investments in associates.
- ▶ **Non ord. Cash Flow** cash flow generated/used in transactions that are not considered ordinary, such as company restructuring and reorganization, share capital transactions and acquisitions/disposals
- ▶ **Free Cash Flow** the sum of cash flow from ordinary and non-ordinary operations in the reporting period (excluding payment of dividends, if any).

2022 Financial Reporting

November 10, 2022 Interim Management Statement at 30 September 2022

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Social media & IR APP



Mondadori Group IR (available on Google Play & App Store)



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<https://www.linkedin.com/company/gruppomondadori>



<https://www.facebook.com/GruppoMondadori>



<https://www.instagram.com/gruppomondadori>



<https://www.youtube.com/c/GruppoMondadori>