INTERIM MANAGEMENT STATEMENT AT 30 SEPTEMBER 2024

GRUPPO MONDADORI

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ARNOLDO MONDADORI EDITORE S.p.A.

Share Capital Euro 67,979,168.40

Registered Office in Milan
Administrative Offices in Segrate (Milan)

CONTENTS

COMPOSITION OF CORPORATE BODIES

CORPORATE OFFICES AND SUPERVISORY BODIES

Board of Directors*

CHAIRMAN
Marina Berlusconi

CEO
Antonio Porro

DIRECTORS
Pier Silvio Berlusconi Elena Biffi**
Pietro Bracco**
Francesco Currò
Alessandro Franzosi
Paola Elisabetta Galbiati** Danilo Pellegrino
Riccardo Perotta**
Cristina Rossello
Marina Rubini**

Board of Statutory Auditors*

CHAIRMAN
Sara Fornasiero

STANDING AUDITORS
Francesca Meneghel
Ezio Maria Simonelli

ALTERNATE AUDITORS

Mario Civetta
Annalisa Firmani
Emilio Gatto

* The Board of Directors and the Board of Statutory Auditors currently in office were appointed by the Shareholders' Meeting of 24 April 2024

*** Independent Director

MONDADORI GROUP STRUCTURE

ARNOLDO MONDADORI EDITORE S.P.A.

Trade Books

- Mondadori Libri S.p.A. **100%**
  - Bookrepublic Webnovels S.r.l. **51%**
  - Star Shop Distribuzione S.r.l. **51%**
  - A.L.I. S.r.l. - Agenzia Libraria International **75%**
    - Il Castello S.r.l. **100%**
  - De Agostini Libri S.r.l. **50%**
  - Edizioni Star Comics S.r.l. **51%**
  - Electa S.p.A. **100%**
    - Abscondita S.r.l. **100%**
    - SE S.r.l. **100%**
    - Fondamenta E.t.s. **100%**
  - Giulio Einaudi Editore S.p.A. **100%**
    - Edizioni EL S.r.l. **50%**
  - Libromania S.r.l. **100%**
  - Grafiche Bovini S.r.l. **100%**
  - Rizzoli International Publications Inc. **100%**
    - Rizzoli Bookstores Inc. **100%**
    - Chelsea Green Publishing Inc. **100%**

Education Books

- Mondadori Scuola S.p.A. **100%**
  - D Scuola S.p.A. **100%**
  - Mondadori Education S.p.A. **100%**
  - Rizzoli Education S.p.A. **99.99%**

Retail

- Mondadori Retail S.p.A. **100%**

Media

- Mondadori Media S.p.A. **100%**
  - AdKaora S.r.l. **100%**
    - Hej! S.r.l. **100%**
    - Digital Advertising & Engagement S.L. **100%**
  - Direct Channel S.p.A. **100%**
    - Mondadori Seec (Beijing) Advertising Co.Ltd **50%**
  - Mondadori Scienza S.p.A. **100%**
  - Press-di S.r.l. **20%**
  - Zenzero S.r.l. **73%**
  - Webboh S.r.l. **100%**
  - Power S.r.l. **100%**
- Attica Publications S.A. **41.98%**

Other business

- Mondadori Plai S.r.l. **100%**

Updated situation at 30 September 2024

Key: Subsidiaries | Associates

MONDADORI GROUP ORGANISATION CHART

Marina Berlusconi
Chairman

Antonio Porro*
Chief Executive Officer

Alessandro Franzosi*
Group Chief Financial Officer

Daniele Sacco
Head of Human Resources and Organisation, Legal and Corporate Affairs

Federico Angrisano
Communication and Media Relations Director

Francesca Rigolio
Chief Sustainability Officer

Enrico Selva Coddè
Vice Chairman and Chief Executive Officer of Mondadori Libri S.p.A.

Gian Luca Pulvirenti
Chief Executive Officer of Mondadori Scuola S.p.A.

Carmine Perna
Chief Executive Officer of Mondadori Retail S.p.A.

Carlo Mandelli
Chief Executive Officer of the Magazine Area of Mondadori Media S.p.A. and Group Strategic Development Manager

Andrea Santagata
Chief Executive Officer of the Digital and MarTech Area of Mondadori Media S.p.A. and Group Chief Innovation Officer

At 30 September 2024

* Members of the Board of Directors

Directors' Report on Operations at 30 September 2024

MONDADORI GROUP HIGHLIGHTS AT 30 SEPTEMBER 2024

(Euro/millions) **Income Statement**	**9M 2024**	**9M 2023**	***% Chg.***
Revenue	**705.8**	**679.9**	**3.8%**
Adjusted EBITDA*	**133.3**	**129.3**	**3.1%**
EBITDA	**134.2**	**131.5**	**2.1%**
EBIT	**88.3**	**90.5**	**(2.4%)**
Adjusted EBIT*	***93.8***	***92.6***	***1.3%***
Group's net profit	**59.3**	**66.3**	**(10.6%)**
Adjusted Net Profit**	***63.2***	***62.8***	***0.6%***
Business Areas			
Revenue	**705.8**	**679.9**	***3.8%***
Trade Books	281.9	262.4	*7.5%*
Education Books	213.9	215.5	*(0.7%)*
Retail	143.8	133.4	*7.8%*
Media	106.4	101.5	*4.8%*
Corporate & Shared Services	33.7	31.6	*6.7%*
Intercompany	(73.9)	(64.4)	*14.8%*
Adjusted EBITDA	**133.3**	**129.3**	***3.1%***
Trade Books	42.2	41.0	*3.0%*
Education Books	73.8	73.9	*(0.1%)*
Retail	9.4	8.3	*12.8%*
Media	12.8	10.3	*24.9%*
Corporate & Shared Services	(4.5)	(3.6)	*n.s.*
Intercompany	(0.5)	(0.5)	*n.s.*
Balance Sheet			
Group Equity	**311.5**	**294.4**	***5.8%***
Net Invested Capital	**541.7**	**519.0**	***4.4%***
Net Financial Position no IFRS 16	**150.9**	**152.3**	***(0.9%)***
Net Financial Position IFRS 16	**229.7**	**223.9**	***2.6%***
Operating and Financial Indicators			
Adj. EBITDA on Revenue (%)	**18.9%**	**19.0%**	
Net result on Revenue (%)	**8.4%**	**9.8%**	
Human resources			
End-of-year headcount	**2,103**	**1,939**	***8.5%***

Changes in this report were calculated on amounts expressed in Euro thousands

* Gross operating profit before income and expenses of a non-ordinary nature

** EBIT excluding non-ordinary income and expense, depreciation and amortisation deriving from the purchase price allocation of the companies acquired in the last 5 years and the impairment of intangible assets.

*** Adjusted Net Profit is calculated excluding income and expenses of a non-ordinary nature, depreciation and amortisation deriving from the purchase price allocation of the companies acquired in the last 5 years and the impairment of intangible assets net of the related tax effect. Any non-recurring tax expense/income is also excluded.

PERFORMANCE OF MAIN INCOME INDICATORS

The current financial year saw our Group continue to **develop its core businesses**, focusing in particular on **strengthening its presence in book publishing**, as well as launch a new initiative in the field of Artificial Intelligence.

During 2024, in fact, Mondadori has, to date:

- finalised the acquisition of 51% of **Star Shop**, a company that distributes and manages sales outlets in the comics segment;

- reached another milestone along the growth path, also outside the domestic trade market, through the completion of the acquisition of 100% of **Chelsea Green Publishing**, with a view to strengthening its publishing portfolio on matters of sustainability and consolidating its presence in the United States of America and the United Kingdom;

- launched **"PLAI"**, an accelerator dedicated to start-ups in the area of Generative Artificial Intelligence, with which the Group intends to create a technological hub that will make it possible to identify the most innovative initiative in the fields in which it works. The aim of the initiative is to allow the Group to consolidate its leadership and achieve a further potential competitive advantage: of the more than 500 applications received, 11 have been chosen, located within the 4 areas of interest (publishing, education, retail, media and advertising), which will be part of the first acceleration program that, starting in October, will run for four months;

- finally, the acquisition of 51% of **Fatto in casa da Benedetta** has been finalised, the company that owns the brand conceived by Italy's most important food creator and all the intellectual property rights and rights of economic exploitation of the image of Benedetta Rossi and all the social assets and related contents library. The transaction makes it possible to consolidate Mondadori Media's leadership in food & cooking and launch a new growth and development phase in the segment.

The **Trade Books** area recorded **significant growth in revenues, of around 8%**, also thanks to the contribution made by the companies acquired in 2024, and in performance, in terms of sell-out, which, particularly in the third quarter, was considerably better than that recorded by the book market in Italy. Thanks to these results, the Group has strengthened its **leadership on the national scene**, where it can today boast a **28%** market share. These objectives were achieved partly thanks to the high quality of the publishing plan and catalogue, thanks to which, during the period under review, the Group had 4 of the 10 best-sellers "in value" and won the **Strega Prize** with Donatella Di Pietrantonio's "*L'età fragile*", published by Einaudi.

The **Retail** area continued along the transformation and development path launched in recent years and successfully posted **around 3% organic revenue growth**, which, thanks to the excellent results booked by the physical stores, took the **share of the Book market** to **13.2%** (up 0.3% compared with 30 September 2023). If we consider the changes in scope, the growth compared with the same period of the previous year is around **8%** thanks to the contribution of revenues from **StarShop**'s comic book stores (directly owned and franchised). In October, Mondadori Retail took a new step forward in its strategic development path, opening the 50th directly-managed bookstore with the opening of the new sales outlet in the historic Galleria Alberto Sordi in Rome, taking the number of new bookstores opened in 2024 to over 30, considering both those owned directly and franchised.

With regard to the **Education Books** area, the Group's publishing houses confirmed a **market share (adoption) of 32%**, **substantially stable** compared to the figure reported in the previous year, due to growth in the more profitable secondary school segment (upper and lower secondary schools) and a decrease in primary schools, characterised by higher volatility and more limited profitability.

Revenue in the **Media** area **increased by approximately 5%** compared to the previous year, stemming from the **strong growth in the Digital component, which continues to offset the structural downturn of the component linked to traditional activities**.

At a consolidated level, during the first nine months of FY 2024, the Group recorded **growth respectively of around 4% and 3% in revenues and Adjusted EBITDA** and, at the same time, confirmed its capacity to guarantee **solid cash generation** with **LTM cash flow from ordinary operations of approximately € 67 million**.

In light of the results achieved in the first nine months of the year, **the outlook for 2024 remains confirmed**, as detailed below.

CONSOLIDATED FINANCIAL HIGHLIGHTS IN THE FIRST NINE MONTHS OF 2024

(Euro/millions)	9M 2024		9M 2023		% Chg.
Revenue	**705.8**		**679.9**		***3.8%***
Industrial product cost	215.0	30.5%	208.8	30.7%	*3.0%*
Variable product costs	82.4	11.7%	79.0	11.6%	*4.2%*
Other variable costs	121.5	17.2%	116.7	17.2%	*4.1%*
Structural costs	49.0	6.9%	43.9	6.5%	*11.6%*
Extended labour cost	109.1	15.5%	105.5	15.5%	*3.5%*
Other expense (income)	(4.5)	(0.6%)	(3.2)	(0.5%)	*n.s.*
Adjusted EBITDA	**133.3**	**18.9%**	**129.3**	**19.0%**	***3.1%***
Restructuring	0.5	0.1%	1.3	0.2%	*n.s.*
Extraordinary expense (income)	(1.4)	(0.2%)	(3.4)	(0.5%)	*n.s.*
EBITDA	**134.2**	**19.0%**	**131.5**	**19.3%**	***2.1%***
Depreciation and amortisation	34.1	4.8%	29.9	4.4%	*14.2%*
Depreciation and amortisation IFRS 16	11.8	1.7%	11.1	1.6%	*5.7%*
EBIT	**88.3**	**12.5%**	**90.5**	**13.3%**	***(2.4%)***
Financial expense (income)	4.2	0.6%	4.6	0.7%	*(10.1%)*
Financial expense IFRS16	2.1	0.3%	1.5	0.2%	*34.3%*
Expense (income) from investments	(0.3)	0.0%	(2.8)	(0.4%)	*n.s.*
EBT	**82.4**	**11.7%**	**87.1**	**12.8%**	***(5.4%)***
Tax expense (income)	21.6	3.1%	20.5	3.0%	*n.s.*
Minorities	1.6	0.2%	0.3	—%	*n.s.*
Group's net profit	**59.3**	**8.4%**	**66.3**	**9.8%**	***(10.6%)***

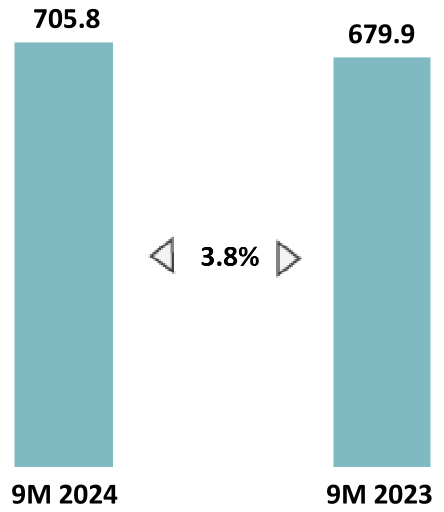
Cost of personnel includes costs for collaborations and temporary employment.

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



Consolidated revenue for the first nine months of FY 2024 amounted to € **705.8** million (€ 679.9 million during the same period of 2023), **growing by 3.8%** over the previous year. Net of the change in consolidation scope between the two periods under review, resulting from the consolidation of the companies Star Shop (from 1 February) and Chelsea Green Publishing (from 1 May), **organic revenue growth** was **1.1%**.

In the **Trade Books** area, revenues **rose by 7.5%**, or by **0.7% on a like-for-like basis**, net of the consolidation of the distribution business of Star Shop and Chelsea Green Publishing, thanks to the positive publishing performance (in particular of Einaudi), also on the digital channels.

In the **Education Books** area, the first nine months of 2024 saw the school textbook business record total revenues of € 213.9 million, slightly down, by **0.7%**, compared with the first nine months of 2023 (€ 215.5 million), with a positive change in secondary school and a decline in primary school.

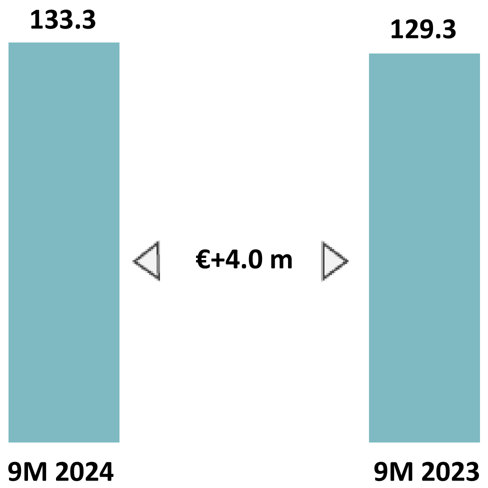
During the period under review, the **Retail** area experienced **growth of 7.8%** compared with the previous year, also thanks to the consolidation of the retail business of Star Shop, net of which growth came to **2.6%**. This positive performance was **driven by the Book product**, sales of which **recorded a 2.5% increase**, in particular in directly-managed book stores, despite the negative impact (estimated as approximately € 1.6 million) of the temporary closure of the Marcianise and Nola Bookstores for complete renovation (net of which, organic growth would have been 3.8%).

The **Media** area presented revenues of € 106.4 million, **up by approximately 5%** compared with the previous year, thanks to the **significant increase of the digital component, which has more than offset the structural downturn recorded by the traditional businesses:** the **digital businesses**, which account for **approximately 43% of the area's total revenues**, have shown, during the first nine months of FY 2024, **comprehensive growth of 24.5%**, deriving in particular from the positive performance of the MarTech segment and excellent results of the social agency business and *Webboh*.

REVENUE by Business Area (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Trade Books	281.9	262.4	*7.5%*
Education Books	213.9	215.5	*(0.7%)*
Retail	143.8	133.4	*7.8%*
Media	106.4	101.5	*4.8%*
Corporate & Shared Services	33.7	31.6	*6.7%*
Total aggregated revenue	**779.7**	**744.3**	***4.8%***
Intercompany	(73.9)	(64.4)	*14.8%*
Total consolidated revenue	**705.8**	**679.9**	***3.8%***

Starting 1 February 2024, revenue deriving from Star Shop's distribution business is included in the Trade Books area, whilst revenue from the retail business (directly operated stores and franchisees) is accounted for in the Retail area.

EBITDA



Adjusted EBITDA for the first nine months of 2024 was **€ 133.3 million**, **up 3.1%** on the € 129.3 million recorded for the same period in 2023, mainly thanks to the Trade Books, Retail and Media areas.

More specifically, the various business segments achieved the following results:

- the **Trade Books** area showed an adjusted EBITDA of € 42.2 million, **up by approximately 3% (€ +1.2 million)**, to a large extent due to the improvement in the profitability of publishing houses, as a result in particular of the growth of digital revenues and lesser incidence of industrial costs (paper, first and foremost), which more than offset the decline in the margin recorded by museum activities;

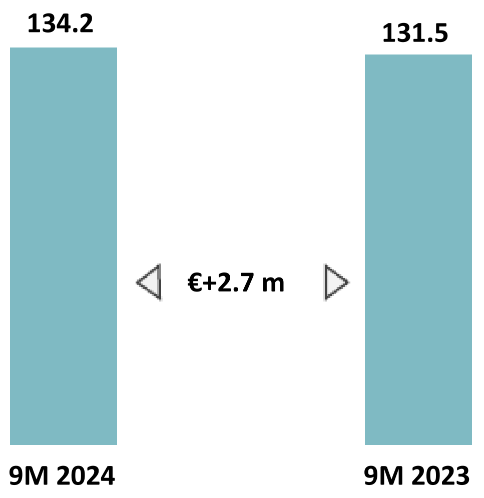
- during the first nine months of the year in progress, the **Education Books** area posted a positive result of € 73.8 million, in line with what was recorded in the same period of 2023 (€ 73.9 million), thanks to the positive effects deriving from the dynamic of costs that offset the decline in the margin resulting from the lesser revenues;

- the **Retail** area presented a result of € **9.4 million**, **up significantly by around 13%** compared to the same period of 2023 (€ +1.1 million), attributable to the growth in revenue, in particular of the Book product, and the continued development and renewal of the direct store network;

- during the period under review, the **Media** area recorded an **increase of € 2.6 million**, showing around **25% growth** compared with the same period of the previous year, mainly due to both the growth of the digital business and the increase in margins, from 11.5% to 14%;

- the **Corporate & Shared Services** area recorded a negative margin of € 4.5 million, worse than the € -3.6 million in 2023, as a result of the higher costs linked to certain innovation projects, including that relating to the launch of **PLAI**, the Mondadori Group's accelerator in the field of Generative Artificial Intelligence.

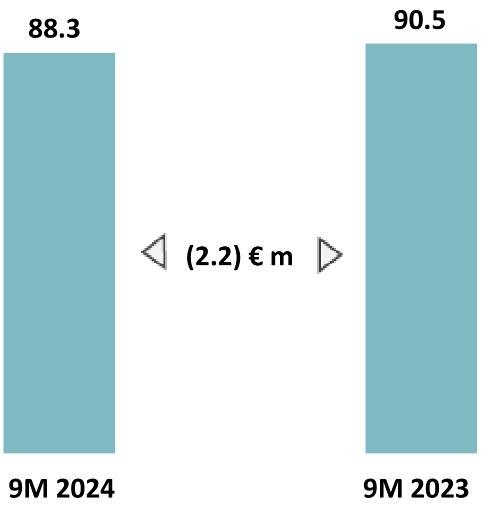
Adj. EBITDA by business area (Euro/millions)	**9M 2024**	**9M 2023**	***Change***
Trade Books	42.2	41.0	*1.2*
Education Books	73.8	73.9	*0.0*
Retail	9.4	8.3	*1.1*
Media	12.8	10.3	*2.6*
Corporate & Shared Services	(4.5)	(3.6)	*(0.9)*
Intercompany	(0.5)	(0.5)	*0.0*
Total ADJUSTED EBITDA	**133.3**	**129.3**	***4.0***



During the first nine months of FY 2024, the Group's **EBITDA** came to **€ 134.2 million**, compared with the € 131.5 million at 30 September 2023, showing, despite lesser non-recurring income linked to the net capital gain deriving from the sale of the *Grazia* and *Icon* brands recorded in FY 2023, an **improvement of approximately € 2.7 million** due to the favourable dynamics of the operating components.

EBITDA by Business Area (Euro/millions)	**9M 2024**	**9M 2023**	***Change***
Trade Books	41.6	40.4	*1.2*
Education Books	73.9	73.7	*0.2*
Retail	9.4	8.3	*1.0*
Media	14.5	14.1	*0.5*
Corporate & Shared Services	(4.7)	(4.5)	*(0.2)*
Intercompany	(0.5)	(0.5)	*0.1*
Total EBITDA	**134.2**	**131.5**	***2.7***

EBIT



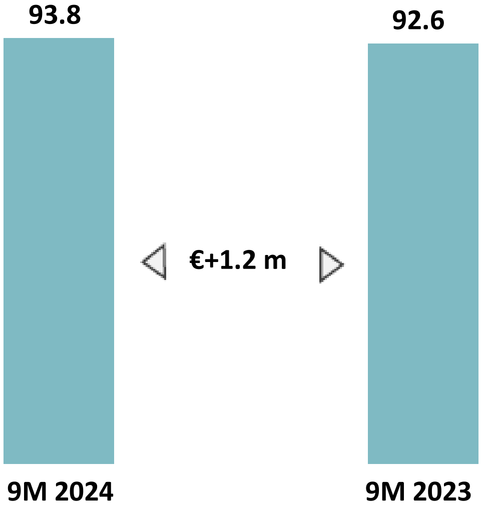
At 30 September 2024, the Mondadori Group's **EBIT**, positive for **€ 88.3 million**, has shown, compared with the same period of 2023, a slight downturn, of **€ 2.2 million**, due to the greater amortisation/depreciation, of approximately € 5 million, recorded during the period under review, mainly deriving from:

- for an amount of € 2.3 million, larger investments made during the last twelve months (of which 0.25 deriving from the project for the new flagship store in Piazza Duomo);
- and for an amount of € 1.9 million, from the purely accounting effects of the Purchase Price Allocation (PPA) process relative to the M&A transactions completed during previous years, in particular in the Trade Books area (for the company A.L.I.).

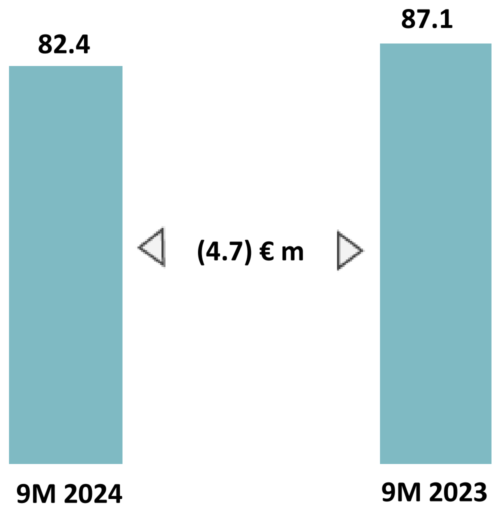
Neutralising the extraordinary items and the amortisation deriving from the allocation of the price for the companies acquired in the last 5 years, the period's **Adjusted EBIT** would stand at € 93.8 million, **up by approximately 1%** compared with the € 92.6 million of the same period of the previous year.

EBIT by Business Area (Euro/millions)	**9M 2024**	**9M 2023**	***Change***
Trade Books	33.5	34.9	*(1.4)*
Education Books	56.7	57.4	*(0.7)*
Retail	0.5	0.5	*0.0*
Media	9.2	10.1	*(0.8)*
Corporate & Shared Services	(11.2)	(11.9)	*0.7*
Intercompany	(0.5)	(0.5)	*0.1*
Total EBIT	**88.3**	**90.5**	***(2.2)***

ADJUSTED EBIT



CONSOLIDATED RESULT BEFORE TAX

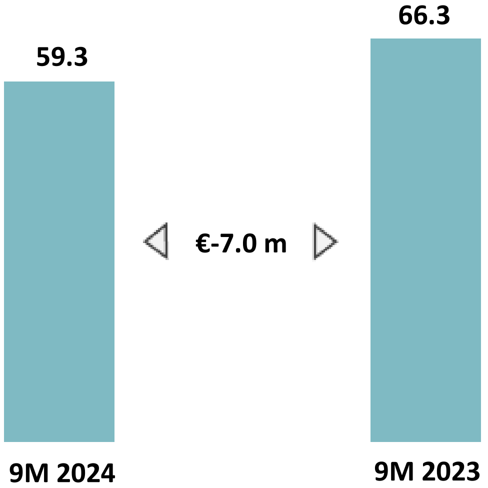


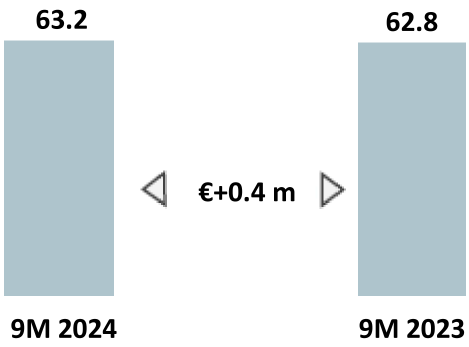
The consolidated result before tax of the first nine months of FY 2024 was positive at € **82.4 million**, a **decline of about € 5 million** compared to € 87.1 million of 30 September 2023.

This reduction is the result of the dynamics already described, in addition to the lesser contribution, **for approximately € 2.5 million, of the result of associates**. In 2023, this component had in fact benefited from the income – entered in accordance with IFRS3 – as a result of the adjustment to fair value of the equity investments in the companies A.L.I. (for € 1.3 million) and Adgage (for € 0.5 million) as well as the capital gain deriving from the sale of the equity investment in S.E.E. (the publisher of *il Giornale*) of € 0.4 million.

Financial expense grew by € 0.2 million in total as a result of greater costs linked to the IFRS 16 debt (€ +0.6 million). The financial expense relating to the bank exposure declined insofar as the higher cost of debt (the "all-in cost", i.e. including accessory expenses, came to 2.75% compared with 2.53% at 30 September 2023) was more than offset by lesser average debt.

NET PROFIT





The **Group's net profit at 30 September 2024**, after minority interests, was **positive** for **€ 59.3 million**, down by approximately € 7 million compared to **€ 66.3 million** in the first nine months of 2023, of which approximately € 5 million arising from the non-ordinary dynamics described previously and the remaining € 2 million resulting from a greater share of the profit attributable to minority interests (€ +1.3 million) and higher tax expense.

The **tax component** for the first nine months of FY 2024 are, in fact, negative for € 21.6 million compared with € -20.5 million at 30 September 2023: the 2023 result had, in fact, benefited from the recognition of non-taxable income or income subject to reduced taxation such as the capital gains arising from the sales of magazines and of the investment in SEE, as well as the contributions in the Media area.

Adjusted Net Profit, neutralised of the extraordinary components (including capital gains) and amortisation deriving from the purchase price allocation of the companies acquired, would be **€ 63.2 million, essentially stable** compared with the € 62.8 million of the same period of the previous year.

FINANCIAL RESULTS

NET INVESTED CAPITAL

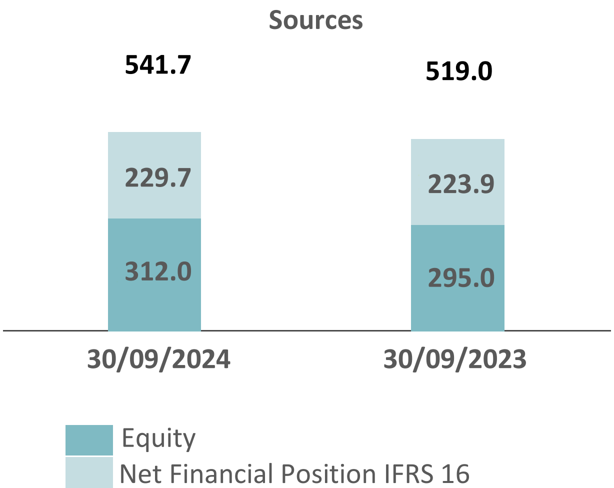
The **Group's Net Invested Capital at 30 September 2024** came to **€ 541.7 million,** up, by 4.4%, on the € 519.0 million at 30 September 2023, mainly due to the acquisitions completed in the last twelve months.

The Group's **Net Working Capital** amounted to € 90.7 million, up approximately 3% from the € 87.7 million in the prior twelve months.

Net Fixed Assets are € **511.7** million, up 2.6% compared with the € 498.6 million at 30 September 2023, mainly due to the consolidation of the companies acquired recently, as well as investments made in the Retail area for the opening of new book stores and the renovation of the Segrate headquarters.

Excluding the effects of IFRS 16, Net Fixed Assets come to € 437.6 million, up on the € 430.5 million of 2023 due to the aforementioned phenomena.

SOURCES

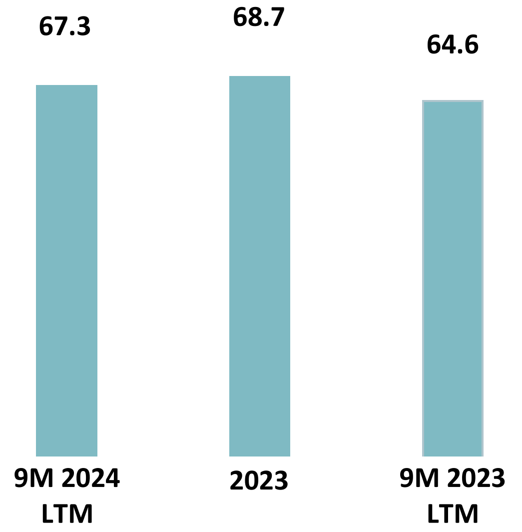


Consolidated equity at 30 September 2024 **increased by approximately € 17 million** compared to the same date of the previous year, despite the accounting of approximately € 31 million in dividends, due to the **Group's positive net profit** recognised in the last twelve months.

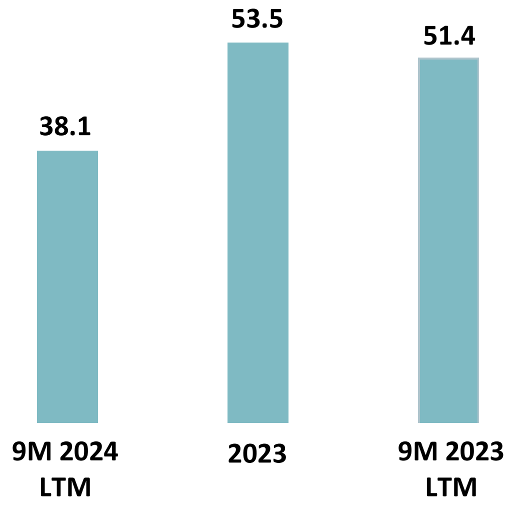
Net Financial Position gross of IFRS 16 at 30 September 2024 was € -150.9 million (net debt), essentially unchanged compared with the -152.3 million at 30 September 2023; **the significant cash generation of the business** made it possible to finance the acquisitions of Star Shop and Chelsea Green Publishing and to increase remuneration of shareholders without increasing the Group's financial exposure.

Net Financial Position gross of IFRS 16 at 30 September 2024 stood at **€** -229.7 **million** (net debt), up by approximately € 6 million from € -223.9 million at 30 September 2023, due to an IFRS 16 debt component of € -78.8 million, up by approximately € 7 million due to the renovation and development of the network of directly-managed book stores in the Retail area in addition to the acquisitions finalised in 2024 in the Trade Books area.

CASH FLOW FROM ORDINARY OPERATIONS



FREE CASH FLOW



Cash flow from **ordinary operations** (i.e. after cash-out for financial expense and tax) in the twelve months prior to 30 September 2024 amounted to approximately **€ 67 million** and makes it possible to finance the Group's development policy and remunerate shareholders without compromising solidity and the further financial strengthening of the Group.

At 30 September 2024, **extraordinary cash flow of the twelve months previous was negative by approximately € 29 million,** mainly due to cash-outs related to net balance of **acquisitions and disposals for around € 15 million**, restructuring costs for around € 6 million and the renovation of the Segrate headquarters for approximately € 4 million.

As a result, Free Cash Flow LTM at 30 September 2024 – **positive for € 38.1 million** – reflected the ongoing efficiency of the Group's structures and confirmed its capacity to self-finance its inorganic growth policy.

Finally, during the period under review, the Group recorded **dividends for its shareholders (of which 50% already distributed** on 22 May 2024 and the remaining € 15.5 million will be assigned for payment on 20 November 2024).

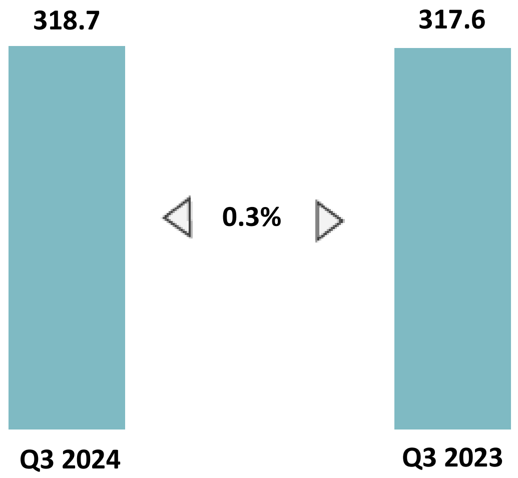
CONSOLIDATED FINANCIAL HIGHLIGHTS OF THIRD QUARTER 2024

(Euro/millions)	Q3 2024		Q3 2023		*% Chg.*
Revenue	**318.7**		**317.6**		***0.3%***
Industrial product cost	89.4	28.0%	95.1	30.0%	*(6.1%)*
Variable product costs	33.2	10.4%	33.9	10.7%	*(2.1%)*
Other variable costs	52.9	16.6%	52.6	16.6%	*0.4%*
Structural costs	16.9	5.3%	14.1	4.5%	*19.7%*
Extended labour cost	34.2	10.7%	33.0	10.4%	*3.6%*
Other expense (income)	(0.3)	(0.1%)	(2.3)	(0.7%)	*n.s.*
Adjusted EBITDA	**92.4**	**29.0%**	**91.1**	**28.7%**	***1.5%***
Restructuring	0.4	0.1%	1.0	0.3%	*(58.1%)*
Extraordinary expense (income)	0.2	0.1%	(1.1)	(0.3%)	*n.s.*
EBITDA	**91.8**	**28.8%**	**91.1**	**28.7%**	***0.7%***
Depreciation and amortisation	12.2	3.8%	10.8	3.4%	*12.7%*
Depreciation and amortisation IFRS 16	4.0	1.3%	3.8	1.2%	*4.8%*
EBIT	**75.6**	**23.7%**	**76.5**	**24.1%**	***(1.2%)***
Financial expense (income)	1.9	0.6%	2.1	0.7%	*(12.1%)*
Financial expense IFRS16	0.8	0.2%	0.6	0.2%	*31.7%*
Expense (income) from investments	(0.1)	0.0%	(1.0)	(0.3%)	*n.s.*
EBT	**73.1**	**22.9%**	**74.8**	**23.6%**	***(2.4%)***
Tax expense (income)	20.1	6.3%	20.6	6.5%	*n.s.*
Net result for the period (group and non-controlling interests)	**52.9**	**16.6%**	**54.2**	**17.1%**	***(2.4%)***
Minorities	0.7	0.2%	0.2	0.1%	*n.s.*
Group's net profit	**52.2**	**16.4%**	**54.1**	**17.0%**	***(3.5%)***

Cost of personnel includes costs for collaborations and temporary employment.

INCOME STATEMENT

REVENUE



The **consolidated revenue** of the third quarter of 2024 came to **€ 318.7 million**, essentially stable compared with the same quarter of the previous year: like-for-like, the **organic performance of revenue recorded a slight downturn of 2%**.

In the **Trade Books** area, revenues **rose by 4.4%** thanks to the 2024 consolidation of Star Shop and Chelsea Green Publishing.

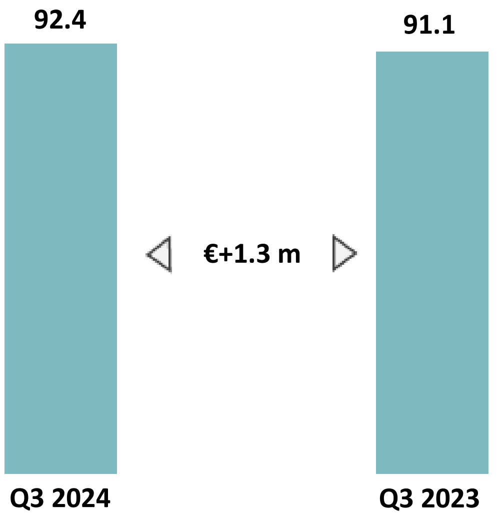
Revenue generated in the third quarter of the year by the school textbook publishing houses (**Education Books**) were down by **3.1%**, mainly due to the different timing - compared with the previous year – for both sales to top accounts and returned received: as already explained, revenue to date earned since 1 January this year, showed substantial stability on the previous year.

The **Retail** area recorded **5.9% growth** compared with the same quarter of the previous year, also thanks to the contribution made by the change in scope linked to Star Shop comics: **organic growth was 0.8%, driven by the book product**; net of the negative impact deriving from the temporary closure of the Marcianise and Nola stores, during the quarter under review, **organic growth** would come to **2%**.

The **Media** area posted revenues **up by 5.0%** thanks to the significant growth, of approximately 21%, in revenues obtained from **digital advertising**, which more than offset the structural decline in circulation revenue of print magazines.

REVENUE by Business Area (Euro/millions)	Q3 2024	Q3 2023	*% Chg.*
Trade Books	93.4	89.4	*4.4%*
Education Books	152.8	157.7	*-3.1%*
Retail	52.4	49.5	*5.9%*
Media	34.4	32.8	*5.0%*
Corporate & Shared Services	11.6	10.5	*10.9%*
Total aggregated revenue	**344.6**	**339.8**	***1.4%***
Intercompany	(25.9)	(22.2)	*16.6%*
Total consolidated revenue	**318.7**	**317.6**	***0.3%***

EBITDA



Adjusted EBITDA for the third quarter of 2024 was **€ 92.4 million**, an increase of almost € 1 million on the € 91.1 million recorded for Q3 of 2023.

More specifically, the various business segments achieved the following results:

- the **Trade Books** area showed a substantially stable adjusted EBITDA;

- the **Education Books** area showed a **margin increase of € 0.4 million**;

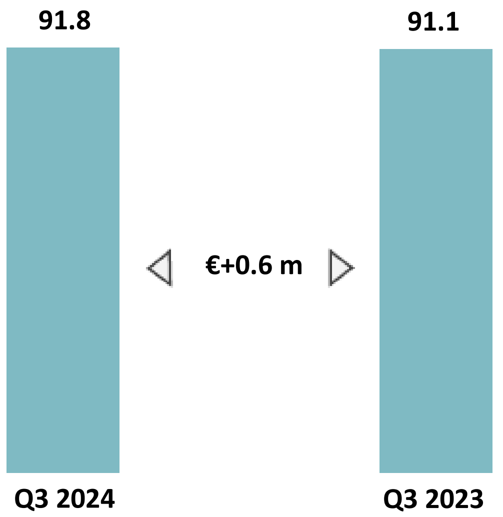
- the **Retail** area recorded a margin in line with the figure recorded for the same quarter of last year;

- the **Media** area recorded an **increase of € 1.4 million**, due to the growth of business in the digital segment and the optimisation of costs in the print segment;

- the **Corporate & Shared Services** area recorded a negative margin of € 1.1 million, a reduction compared with the third quarter of 2023 as a result of the higher costs linked to certain special projects, including the AI dedicated accelerator, **PLAI**;

- the intercompany margin showed a positive trend as a result of the lesser value of the products of the Group's publishing houses (stocked) at the Retail outlets.

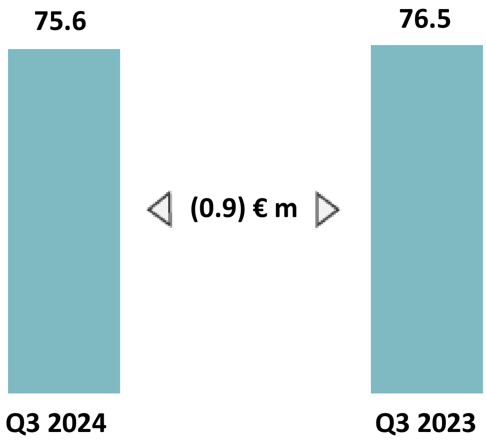
Adj. EBITDA by business area (Euro/millions)	**Q3 2024**	**Q3 2023**	***Change***
Trade Books	14.5	14.6	*(0.2)*
Education Books	71.9	71.5	*0.4*
Retail	4.1	4.1	*0.0*
Media	2.7	1.2	*1.4*
Corporate & Shared Services	(1.1)	(0.6)	*(0.5)*
Intercompany	0.2	0.0	*0.2*
Total ADJUSTED EBITDA	**92.4**	**91.1**	***1.3***



The quarter's **EBITDA** came to € 91.8 million (€ 91.1 million in Q3 2023), revealing that, despite the lesser non-recurring income, there had been an **improvement** of € 0.6 million that reflects the positive operating trend.

EBITDA by Business Area (Euro/millions)	**Q3 2024**	**Q3 2023**	***Change***
Trade Books	14.2	14.4	*(0.3)*
Education Books	71.9	71.5	*0.4*
Retail	4.1	4.1	*0.0*
Media	2.6	2.5	*0.1*
Corporate & Shared Services	(1.2)	(1.4)	*0.2*
Intercompany	0.2	0.0	*0.2*
Total EBITDA	**91.8**	**91.1**	***0.6***

EBIT



In the third quarter 2024, the Mondadori Group reported a negative **EBIT** of € 75.6 million, showing a **reduction of € 0.9 million** compared to the same period of the previous year. Despite the positive operating performance of all business areas that had led to an improvement in the profitability of the Group, the higher depreciation and amortisation recorded, in the amount of € 1.7 million, as a result of the growing investments as well as the consolidation of the recently acquired companies and the PPA process related to them, resulted in this downturn compared to the previous year.

Neutralising the extraordinary items and the amortisation deriving from the allocation of the price for the companies acquired in the last 5 years (PPA), **Adjusted EBIT** would stand at **€ 78.4 million**, **up by approximately € 0.5 million** compared with the third quarter of 2023.

EBIT by Business Area (Euro/millions)	Q3 2024	Q3 2023	*Change*
Trade Books	11.3	12.5	*(1.2)*
Education Books	65.5	65.3	*0.2*
Retail	1.0	1.3	*(0.3)*
Media	0.9	1.1	*(0.3)*
Corporate & Shared Services	(3.4)	(3.8)	*0.4*
Intercompany	0.2	0.0	*0.2*
Total EBIT	**75.6**	**76.5**	***(0.9)***

PERFORMANCE BY BUSINESS AREA

PERFORMANCE BY BUSINESS AREA

(Euro/millions)	Revenue		Adjusted EBITDA		EBITDA		Depreciation and amortisation, and write-downs		Operating income (loss)	
	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023
Trade Books	281.9	262.4	42.2	41.0	41.6	40.4	(8.1)	(5.5)	33.5	34.9
Education Books	213.9	215.5	73.8	73.9	73.9	73.7	(17.2)	(16.3)	56.7	57.4
Retail	143.8	133.4	9.4	8.3	9.4	8.3	(8.9)	(7.8)	0.5	0.5
Media	106.4	101.5	12.8	10.3	14.5	14.1	(5.3)	(4.0)	9.2	10.1
Corporate & Shared Services	33.7	31.6	(4.5)	(3.6)	(4.7)	(4.5)	(6.5)	(7.4)	(11.2)	(11.9)
Intercompany	(73.9)	(64.4)	(0.5)	(0.5)	(0.5)	(0.5)	—	—	(0.5)	(0.5)
Consolidated total	**705.8**	**679.9**	**133.3**	**129.3**	**134.2**	**131.5**	**(45.9)**	**(41.0)**	**88.3**	**90.5**

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

TRADE BOOKS

Mondadori Libri S.p.A. is the Group company heading the activities in the **Trade** business unit of the Books Area:

- editorial activities relating to the publication – both in paper and digital formats (e-books and audio-books) – of the fiction, non-fiction, children's and miscellaneous works by the publishing houses, with which the Group holds **a leadership position at national level**, through the trademarks **Mondadori**, **Giulio Einaudi Editore, Piemme, Sperling & Kupfer, Frassinelli, Rizzoli, BUR, Fabbri Editori, Rizzoli Lizard** and **Mondadori Electa.** On 1 April 2022, these were joined by **De Agostini Libri** and, on 1 July 2022, **Star Comics**, Italy's leading comic books publisher, specialised in the publication on the domestic market of the major international productions including, in particular, Japanese manga; in September 2024, the new publishing house **Silvio Berlusconi Editore** also made its début in the bookstore, focussing on the publication of books addressing open, topical matters and free, democratic thinking;

- the company **A.L.I - Agenzia Libraria International**, operating in the distribution of books for third-party publishers, with a customer portfolio of more than 80 publishing houses, whose acquisition was functional to the vertical integration project along the book value chain (consolidated as of 1 January 2023);

- as of 1 February 2024, the company **Star Shop Distribuzione** (held 51%), operating in the distribution of third party publishers on the comics channel;

- the art and illustrated book publishing business, in which the Group operates with the brands **Electa** (specialised in visual arts, design and architecture) and **Abscondita and SE**. The segment's activities include publishing of works on art, architecture, exhibition catalogues, museum guides and sponsor books in art publishing, as well as the management of museum concessions and the organization of exhibitions and cultural events;

- the publishing house **Rizzoli International Publications**, which operates on the US markets with the brands Rizzoli, Rizzoli New York, Rizzoli Electa and Universe, with the Rizzoli Bookstore situated in New York and **Chelsea Green Publishing**, a publishing house focussed on sustainability (structured into green, health and well-being) topics, operating in the United States of America and the United Kingdom, which Rizzoli International Publications acquired on 1 May 2024.

Relevant market performance

The Italian market

The third quarter of 2024 showed an essentially **stable book market** (**-0.6%** in value)[1], which had already been seen during the early part of the year, despite the fact that the first quarter of 2023 had been impacted by the publication of the best-seller "Spare. Il minore" (Spare).

Overall, the first nine months of the year therefore showed a **substantially stable trend in terms of value compared to the previous year (-0.5%).**

Breaking down the performance into the various segments that make up the Trade publishing market, we note the positive performance of the Miscellaneous segment, up +0.6%, compared to the same period of the previous year, and the continued reduction in the Comics and Professional publishing segments (-6.2% and -9.8%, respectively).

As regards the various product categories that mark the segment, **Hardcovers** – which represent the new publications for the year and account for approximately 83% of the market – showed **stability (-0.2%)**, while **Paperbacks** ("catalogue titles") showed an **decrease of 1.8%** on 30 September of the previous year.

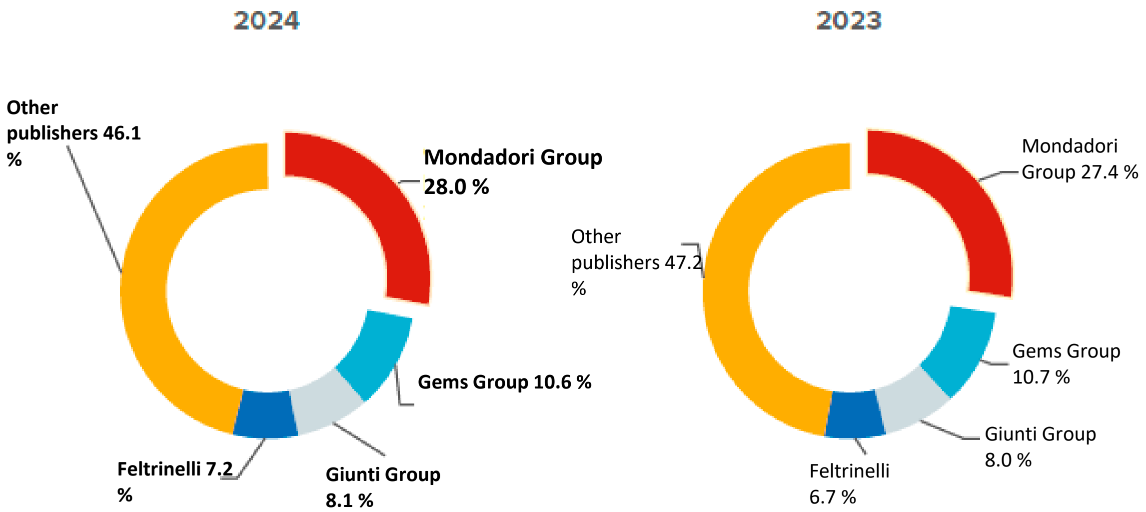
Against this backdrop, the Mondadori Group's publishing houses, in the third quarter of 2024, posted **significant growth of 3.6%;** thanks to this

[1] Source: GFK, September 2024

performance, the Group's overall growth in the entire period under review was 1.5%, well outperforming the market thanks, in particular, to the excellent performance of sales in Italian fiction.

Thanks to this performance, the Mondadori Group has consolidated its **national leadership** with a **market share of 28%** at September 2024 (27.4% in September 2023), as shown in the graph below.

TRADE MARKET SHARES



Source: GfK, September 2024 (in terms of value)

As proof of the quality of its publishing plan and the depth and assortment of its catalogue, during the first nine months of the year, the Mondadori Group was able to place 4 **titles in the top ten best-sellers list**[2], as shown in the table below.

We also note that in July the Mondadori Group, through the Einaudi publishing house, won the **78th edition of the Strega Prize** with "***L'età fragile***" by Donatella Di Pietrantonio.

The US market

The American market of the Adult non-fiction segment, in which the subsidiaries Rizzoli International Publications and Chelsea Green Publishing compete, recorded a downturn of 1% compared with 2023; the downturn is 4%[3] if we observe the reference categories in which the two companies' publishing offers are concentrated.

[2] Source: GfK, September 2024 (ranking in terms of cover value)

[3] Source: Circana, figures in terms of copies, September 2024

#	Title	Author	Publisher
1	Un animale selvaggio (A Wild Animal)	Dicker Joel	LA NAVE DI TESEO
2	**L'orizzonte della notte**	**Carofiglio Gianrico**	**EINAUDI**
3	La portalettere	Francesca Giannone	NORD
4	**L'età fragile**	**Di Pietrantonio Antonella**	**EINAUDI**
5	Quando muori resta a me	Zerocalcare	BAO PUBLISHING
6	Domani, domani	Francesca Giannone	NORD
7	Come l'arancio amaro	Palminteri Milena	BOMPIANI
8	**Cuore nero**	**Avallone Silvia**	**RIZZOLI**
9	**Quando inizia la felicità. Di domande, nascite e rinascite**	**Gotto Gianluca**	**MONDADORI**
10	Il canto dei cuori ribelli (Honor)	Umrigar Thrity	LIBRERIA PIENOGIORNO

The economic performance of the Trade Books Area

Trade Books (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Revenue	281.9	262.4	*7.5%*
Adj. EBITDA	42.2	41.0	*3.0%*
EBITDA	41.6	40.4	*2.9%*
EBIT	33.5	34.9	*(4.0%)*
PPA effects	*2.4*	*1.1*	*118.2%*
EBIT excl. PPA	**35.9**	**36.0**	***(0.3%)***

Revenue

Revenue in the first nine months of 2024 amounted to **€ 281.9 million**, **up** by approximately **8% (+0.7% on a like-for-like basis)** versus the same period of the prior year, divided as follows:

- **+4.3% of the publishing houses**, as a result of the positive publishing performance (in particular Einaudi, Sperling & Kupfer and Rizzoli), on digital channels too, and a timing effective relative to special initiatives and the sale of rights;
- **+4.7% of Rizzoli International Publications**, thanks to the contribution made by the consolidation of Chelsea Green Publishing starting 1 May 2024, net of which revenues recorded a downturn of 3.1%;
- **+72.4% in third party publisher distribution and services businesses**, which benefited from the **consolidation**, starting 1 February 2024, of the distribution business of **Star Shop**.
- **-18.7% of Electa**, which suffered, compared with the same period of 2023, the end (at end April) of the concession for ticketing and services provided in the Roman archaeological area of the Coliseum, as well as the presence during the previous year of various important exhibitions and shows that had been launched in 2022;

Trade Books Revenue (Euro/millions)	9M 2024	9M 2023	% Chg.
Publishing houses	201.0	192.8	4.3%
Electa/Abscondita (art, exhibitions and museums)	16.1	19.8	(18.7%)
Rizzoli International Publications	33.7	32.2	4.7%
Distribution and other services	32.8	19.0	72.4%
Intercompany	*(1.7)*	*(1.5)*	*n.s.*
Total revenue	**281.9**	**262.3**	**7.5%**

Publishing houses: in the **Hardcover** segment, all the Group's publishing houses has successful titles, including for:

- **Mondadori:** in Italian Fiction "*Tutti i particolari in cronaca*" by A. Manzini, in Non-Fiction "*Cuore nascosto*" by F. Ozpeteck and in Miscellaneous, the title "*La meraviglia del tutto*" by P. Angela and M. Polidoro and "*Quando inizia la felicità"* by G. Gotto. We also note the good performance of the titles in the Gotto catalogue.

- **Silvio Berlusconi**: in Libera "*On Leadership*" by T. Blair.

- **Einaudi:** in Stile Libero "*L'orizzonte della notte"* by G. Carofiglio and "*Sulla pietra*" by F. Vargas, in Italian Fiction "*Tra il silenzio e il tuono*" by R. Vecchioni and "*L'età fragile*" by D. Di Pietrantonio, winner of the Strega Prize 2024, in Foreign Fiction "*La città e le sue mura incerte*" (The City and Its Uncertain Walls) by H. Murakami and the good performance of P. Auster and all his backlist.

- **Piemme:** in Italian Fiction "*Un giorno di calma apparente*" by A. J. Seaman and in Non-Fiction "*In nome della libertà*" by P. Del Debbio. In the Children's segment, moreover, the publisher retained its leading position with the titles of Geronimo Stilton.

- **Sperling & Kupfer**: in Foreign Fiction "*Iron flame*" by R. Yarros and *"You like it darker"* by S. King, in Italian Fiction *"Game of titans"* and "*Game of gods*" by H. Riley. We note the trilogy "*Love me love me*" by S. Stefania in Paperback.

- **Rizzoli:** in Italian Fiction "*Dare la vita*" by M. Murgia, "*Cuore nero*" by S. Avallone and "*Tutta la vita che resta*" by R. Recchia and in Non-fiction "*Cara Giulia*" by G. Cecchettin.

- **Mondadori Electa**: in Miscellaneous *"Zero glutine, zero rinunce"* by Diana & Alessio and *"Manipolatori"* by E. De Marco. We also note the good performance of "*In cucina con la friggitrice ad aria*" by Benedetta Rossi and Buon'Idea from the catalogue.

- **De Agostini Libri**: in Miscellaneous, "*E voleremo sopra sulla paura*" by V. Mastroianni.

- **StarComics**: in the comics segment, the success of the series *Demon Slayer*, *Dragon Ball* and *One Piece* was consolidated also during 2024.

Revenue from the sales of **e-books and audiobooks**, which accounted for approximately **7.3%** of total publishing revenue, was **up by 12.6%** versus the first half of the previous year. Specifically:

- the number of **e-book** downloads rose by 9.0% vs Q3 2023. The main e-book titles were "*L'orizzonte della notte*" by G. Carofiglio (Einaudi), "*Il castagno dei cento cavalli*" by C. Cassar Scalia (Einaudi), "*Cuore nero*" by S. Avallone (Rizzoli), "*L'età fragile*" by D. Di Pietrantonio (Einaudi), "*Tutti i particolari in cronaca*" by A. Manzini (Mondadori) and "*Tutta la vita che resta*" by R. Recchia (Rizzoli). The e-book catalogue at 30 September 2024 counted almost 37,000 titles;

- the **audiobook** catalogue listening hours (like-for-like) grew by 19.9%. The most popular audiobooks were "*Iron flame*" by R. Yarros, "*Fourth wing*" by R. Yarros and "*Succede sempre qualcosa di meraviglioso*" by G. Gotto.

Electa: FY 2024 is characterised by the late April conclusion of the multi-year concession of the ticketing activities and services carried out in the

Roman archaeological area of the Colosseum. Consequently, during the first 9 months of the year, the company recorded revenues of **€ 16.1 million**, down 18.7% compared with the € **19.8** million of the previous year. The presence of queues to two important exhibitions in Milan and Genoa during the first nine months of 2023, is another factor that further impacts the decline in revenues recorded during these first nine months of the year.

<u>Rizzoli International Publications</u> recorded consolidated revenues during the first nine months of FY 2024 of around € **33.7** million, **up 4.7%** compared with the same period of 2023, as a result of the entry into the consolidation scope, starting 1 May, of Chelsea Green Publishing (consolidated revenues of € 2.5 million in the period under review). Like-for-like revenues dropped by 3.1%; the launch of the new book "*Barbie The world tour*", published in the wake of the highly-successful film, and the positive performance of the New York bookstore in the first nine months of the year (+8.4%) have partly offset the lesser input by the backlist titles and a different scheduling of sponsored books.

<u>Distribution and other services:</u> revenue from the distribution of books and other services on behalf of third-party publishers in the first nine months of 2024 amounted to € **32.8** million, an **increase of approximately 72%** over the € 19.0 million of the same period of the previous year, due to the contribution made by the consolidation of Star Shop's distribution business (from 1 February 2024).

EBITDA

Adjusted EBITDA of the Trade Books area for the first nine months of 2024 came to **€ 42.2 million, showing margin growth of around 3.0% (€ 1.2 million)**, due to the improved profitability of the publishing houses, as a result in particular of the growth of digital revenue and lesser incidence of industrial costs (paper, first and foremost), which more than offset the decline in the margin recorded for museum activities.

Reported EBITDA – of **€ 41.6 million** – **improved by approximately 2.9% or € 1.2 million**, confirming the above-mentioned operating trends.

EBIT for the first nine months of FY 2024 came to **€ 33.5 million** compared with the € 34.9 million of the first nine months of 2023. This decline is the result of the greater amortisation/depreciation, of approximately € 2.0 million, deriving both from an increase of ordinary amortisation/depreciation (€ +0.7 million) and the PPA process relative in particular to the company A.L.I. (€ +1.3 million vs 9M 2023).

Net of the amortisation deriving from the PPA process, the EBIT of the Trade Books area would have **decreased by 0.3%** over the same period of the previous year.

EDUCATION BOOKS

Mondadori Scuola S.p.A. is the Group company heading the activities in the **school textbooks** and, to a lesser extent, **university textbooks publishing**, in the Books area.

The Mondadori Group covers the school textbooks segment through three publishing houses, **Mondadori Education, Rizzoli Education** and **D Scuola**, which produce textbooks, courses, teaching tools and multimedia content for every school level, from primary school to the first, middle and secondary schools and through to university (Mondadori Education and D Scuola), both with its own brands and through the distribution of third-party publishers (mainly for the teaching of foreign languages).

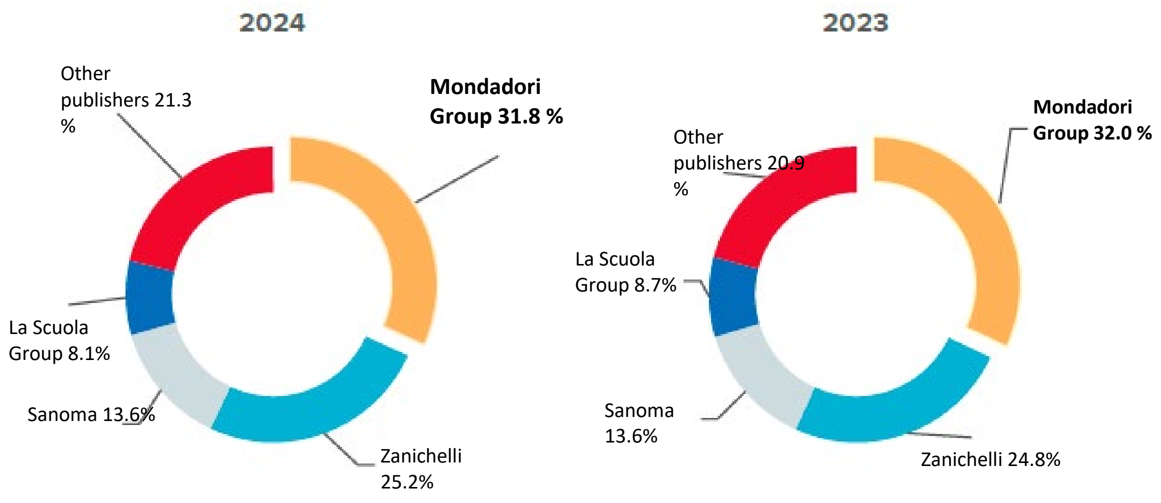
In addition to the traditional products in paper and digital formats, the Companies' range in the Education Books area also includes lines on transversal topics, such as inclusion, guidance, STEM, civic education, environment and digital citizenship, with a view to offering students and teachers teaching resources and tools that can help strengthen basic skills, reduce school abandonment and innovate teaching generally, in line with the objectives of the Italian National Recovery and Resilience Plan (PNRR) set for the educational system.

Relevant market performance

The School Textbooks market (Primary + Secondary Schools) reported substantial stability in the number of school classes of the first years of primary and secondary school in the current year (-0.8% on 2023) and reduction of 1.5% in the total number of students (sharper in primary school), due to the demographic trend recorded in Italy.

In terms of **School textbooks** publishing, as highlighted in the graph below, in FY 2024, the Mondadori Group publishing houses achieved a (an additional) **market share** (adoptions) of approximately **32%** (to date, still provisional), confirming its leadership at national level. This result is due to growth in the secondary school segment (middle and upper schools) and a downturn in the primary school segment, characterised by greater volatility and lesser profitability.

EDUCATION MARKET SHARES



The economic performance of the Education Books Area

Education Books (Euro/millions)	9M 2024	9M 2023	% Chg.
Revenue	213.9	215.5	*(0.7%)*
Adj. EBITDA	73.8	73.9	*(0.1%)*
EBITDA	73.9	73.7	*0.3%*
EBIT	56.7	57.4	*(1.2%)*
PPA effects	*2.6*	*2.6*	*—%*
EBIT excl. PPA	**59.3**	**60.0**	***(1.2%)***

Education Books Revenue

In the first nine months of 2024, the area's business recorded total revenue of € 213.9 million, slightly down (- -0.7%)compared to the same period in 2023.

In particular, analysing the trend in revenue by school level emphasises that shown in the table below: **revenue** from first- and second-level **secondary school**, which accounts for 84% of the area's revenue, **has grown slightly by 0.5%,** in contrast with the decrease recorded by primary school (-9.1% compared to the same period in 2023). As expected, sales of third-party publishers distributed by Rizzoli Education are down by more than 9%, also due to delays in deliveries of printed books from abroad.

Education Books (Euro/millions)	9M 2024	9M 2023	% Chg.
Primary school segment	12.4	13.7	*(9.1%)*
Secondary school segment	179.9	178.9	*0.5%*
Third-party publishers distributed	19.0	21.0	*-9.3%*
Other	2.5	1.9	*32.9%*
Total revenue	**213.9**	**215.5**	***(0.7%)***

EBITDA

Adjusted EBITDA for the Education Books area in the first nine months of the current year comes to € 73.8 million, in line with the € 73.9 million recorded in the same period of the previous year: the limitation of operating costs made it possible to offset the loss of margin deriving from the lesser revenues.

It is important to note that, due to the seasonal nature of the school textbook business, the third quarter records over 100% of the EBITDA for the entire year.

The trend recorded by **reported EBITDA** has increased slightly compared with the previous year thanks to lesser extraordinary expenses, whilst **EBIT** came to € 56.7 million compared with the € 57.4 million recorded during the first nine months of 2023, as a result of greater amortisation/depreciation.

Net of the amortisation/depreciation deriving from the purchase price allocation of D Scuola, EBIT for the Education Books area in the period under review came to € 59.3 million, showing a trend that is consistent with the operating trend already described.

RETAIL

The Mondadori Group is present in Italy through **Mondadori Retail S.p.A.:**

- in the physical market, with the most extensive network of bookstores: a cultural oversight present in a capillary fashion throughout national territory, thanks to **more than 500 stores** branded Mondadori in all Italian regions and provinces, from large cities to smaller towns, in addition to shops-in-shops and Club Mondolibri corners.

- **on-line** with the e-commerce website mondadoristore.it and the *Bookclub* formula.

This year also saw the continued policy of **developing and maintaining the physical network** implemented in recent years.

At the end of September, **direct stores** numbered **49 units**; in this business segment, the network renewal and development continued through:

- the transformation of existing stores through transfer/downsizing/remodelling projects; in this respect, we note the mid-July reopening of the Marcianise store after the temporary closure to reduce the sales surface area;
- the selective development of the network, based on a format that is now consolidated in terms of dimensions and value proposition with a clear focus on the book product: direct stores have, in fact, continued to grow throughout 2024, as shown by the openings of the Milan bookstore in Via Marghera in February and that of Aprilia in late April and those of Brugherio and Busnago in the second half of September. Further confirmation comes from the Rome Galleria Alberto Sordi and Milan Scalo October openings.

As concerns **franchisees**, mainly characterised by stores near medium/small towns, the progressive **focus on the Bookstore format** continued, with medium-sized bookshops offering considerable turnover; the opening of new bookshops and the refitting of existing bookshops continued, in parallel with the closure of smaller "Mondadori Point" brand outlets.

On 1 February 2024, **Star Shop**'s network of comic book stores, which at 30 September 2024 numbered 17 DOSs and 40 franchisees, joined the network of sales outlets referring to the area.

Relevant market performance

At end September, Italy's book market recorded a slight decline (-0.5%[4]) compared with the same period of 2023; in that context, the physical channel grew (+1.1%) while the online channel declined (estimated at -3.3%).

The Mondadori Group's Retail area recorded growth of 2.1% in the first nine months of 2024, continuing to outperform the market (+2.6 percentage points at end September); consequently, **Mondadori Retail's market share in the Book product stands at 13.2% (up 0.3% compared to 30 September 2023)**, driven by an excellent performance of the direct and franchised stores and a good performance of the online channel.

Performance of the Retail Area

The transformation process launched over the past years has made for an improvement in operating and management performance, as shown by the **Income Statement for the first nine months of 2024, which highlights further growth in revenue and margins in the Retail area**; we also note that starting 1 February 2024, revenue from the Star Shop commercial business (directly operated stores and franchisees, as well as the e-commerce channel) is booked to this business area.

[4] Source: GFK (in terms of value)

Retail (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Revenue	143.8	133.4	*7.8%*
Adj. EBITDA	9.4	8.3	*12.8%*
EBITDA	9.4	8.3	*12.3%*
EBIT	0.5	0.5	*n.s.*

Revenue

In the first nine months of the year, the Retail area recorded **total revenue (books and extra-book) for € 143.8 million**, with an **increase of € 10.4 million** (**+7.8%**) compared with the same period of the previous year, making for growth of 2.6% at an **organic level** (i.e. net of the revenue of the Star Shop comic stores and e-commerce website, consolidated as of 1 February 2024).
The growth in revenue on an organic level would have been even more significant (+3.8%) without the impact of the temporary closures (due to renovation work) of the bookstores in Marcianise and Nola, which weighed on revenue for over € 1.6 million in the first nine months of the current financial year.

The ongoing development and renovation of existing stores and the focus on the core business of books have enabled the Mondadori Store network to consolidate its role in the market, as demonstrated by the **solid growth in revenue from the Book product** (€ +2.6 million, **+2.5%** compared with September 2023). By the same token, growth continues of the **Extra-Book** product, which has improved by +10.1% compared with the previous year, or € +1.4 million.

The revenue trend by channel is as follows:

Revenue (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Directly-managed bookstores	52.1	49.5	*5.3%*
Franchised bookstores	66.7	64.7	*3.1%*
Online	9.6	10.0	*(4.0%)*
Store	**128.4**	**124.2**	***3.4%***
Bookclub and other*	15.4	9.2	*67.4%*
Total revenue	**143.8**	**133.4**	***7.8%***

**Includes revenue deriving from the management (direct and franchised) of Star Shop comic book stores and the Star Shop e-commerce channel, consolidated starting 1 February 2024*

An analysis of the **sales by channel** reveals:

- further growth in revenues of **directly-managed bookstores** (+5.3% compared with the previous year), despite the negative impact of the previously-mentioned temporary closures of the Marcianise and Nola bookstores, without which, growth would have stood at 8.6% compared with the previous year;

- the continuous growth of **franchisee** bookstores (+3.1% vs the first nine months of 2023);

- a slight decline in the on-line channel (-4.0% compared with the previous year), despite the change in criteria for the award of the Culture Card (formerly APP18) having had a significant impact on sales in this channel;

- the positive impact of revenues deriving from the management (direct and franchised) of **Star Shop comics and e-commerce website**, consolidated starting 1 February 2024;

- the decline in revenues of Bookclub and Other.

As far as the product categories are concerned:

- the **Book, generating 80% of revenues**, continues to form the main component of revenue, highlighting **total growth of 2.5% compared to FY** 2023, driven by the excellent performance of the physical stores;

- the **Extra Book** turnover has shown a positive trend (+10.1% vs September 2023), in particular thanks to the growth in the **Impulse** sector (stationery and gifts).

EBITDA

During the first nine months of the current year, the Retail area presented **Adjusted EBITDA** of **€ 9.4 million** (net of the Star Shop comic book stores margin impact), and highlighted **significant growth**, **of 12.8%**, compared with the first nine months of 2023 (€ **+1.1** million). This result confirms progression and constant improvement in performance seen for several years now.

Adjusted EBITDA also suffered the negative impact (€ 0.6 million) of the specified restoration projects, without which **Adjusted EBITDA growth would have been around 20% (€ +1.7 million)** compared with the same period of the previous year.

This target was achieved thanks to the deep transformation of the Company as a whole, the ongoing renewal and development of the network of physical stores, as well as careful cost management and a thorough review of the organization and processes. All this was complemented by constant work on product innovation and the expansion of the range of publishing products, accompanied by new services, communication formats for clients and partners, and ongoing training of HQ and store staff. In brief, this is a process of transformation and development which over the past few years has regarded all sales channels and the entire organisation of the Retail area.

Reported EBITDA too, coming in at € 9.4 million, also recorded the same **major increase** compared with the previous year, whilst **EBIT, of € 0.5 million**, is in line with the first nine months of FY 2023, impacted by the greater amortisation/depreciation recorded during the period and the specified negative impact (€ 0.6 million) relative to the temporary closures for restructuring the Marcianise and Nola stores.

MEDIA

Mondadori Media S.p.A. is the Group company that encompasses all businesses linked to the development of the brand media and digital activities taking a multichannel approach.

Traditional **print** activities include:

- the publication of magazines (12 at 30 September 2024) and related advertising, as well as add-ons in conjunction with magazines;

- subscription management activities for magazines and daily newspapers, both for the Group's publications and those of third-party publishers, handled by **Direct Channel**. Added to this are services related to database management for third sector clients.

Digital activities include:

- the complete management of leading **websites and social profiles** in the main vertical topics (Cooking, Health & Wellness, Feminine Gen Z, Young, Parenting, in addition to ***Webboh***, the company acquired in 2023, which manages a website and related social profiles aimed at the Young Generation) and the optimisation of the related advertising space through external advertising agencies;

- the **Social Agency** business, in particular the talent agencies *Zenzero* and *Power*, which manage leading creators from the food and beauty & fashion worlds with the aim of developing their activities in the influencer marketing segment;

- the **MarTech** cluster consisting of ***Adkaora***, ***Hej!*** and, in Spain, ***Adgage***, specialised in offering mobile advertising, proximity marketing, performance and conversational marketing solutions.

In 2024, the Mondadori Group retained its position as **Italy's top multimedia publisher**:

- in the print segment with **12 magazines** and **8.6 million readers**[5], Mondadori's market share (in terms of circulation) stood at **20.1%**, stable compared with August 2023 (20.2%)[6];
- on the web with **12 brands** and approximately **32** million average unique users per month[7], with a reach of 71%;
- in social media with a **fan base** at 30 September 2024 of **around 107** million and over **110 profiles**, including those relating to the ***GialloZafferano*** brand, there were more than 70 million followers.

Relevant market performance

The relevant markets in the first eight months[8] of FY 2024 performed as follows:

- the advertising market (excluding searches, social networks, classified and OTT) increased by an overall 7.6% versus the prior year; individual segments performed as follows: digital +5.5% (excluding Over The Top), TV +10.4%, newspapers -7.1%, radio +8.9% and magazines -1.4%[9];
- the magazines circulation market declined by 6.7%[10];
- the add-ons market fell by 10.1%[11].

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[5] Source: Audipress II, 2024
[6] Internal source: Press-di, August 2024, in terms of value
[7] Source: Comscore, September 2024
[8] At the date on which this Report was prepared, the advertising market data relative to Q3 was not yet available
[9] Source: Nielsen, August 2024
[10] Internal source: Press-di, August 2024, in terms of value
[11] Internal source: Press-di, August 2024, in terms of value

Performance of the Media Area

Media (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Revenue	106.4	101.5	*4.8%*
Adj. EBITDA	12.8	10.3	*24.9%*
EBITDA	14.5	14.1	*3.3%*
EBIT	9.2	10.1	*(8.1%)*

In the first nine months of FY 2024, revenue in the Media area amounted to € 106.4 million, and posted **an increase of around 5%** since the previous year, stemming from the **strong growth in the Digital component**, which continues to offset the structural downturn of the component linked to traditional activities.

Specifically:

- the **digital business**, which accounts for **approximately 43% of the** area's total **revenue**, has shown **growth in advertising revenue of 24.5%** during the first three months of FY 2024, resulting in particular from the positive performance of the MarTech segment and the excellent results of the social agency and Webboh activities launched in early 2023;
- the **traditional** print **business** declined by 6.9%, mainly due to the structural drop in add-on sales and readership during the period under review.

As regards the single components of revenue, the following is noted:

Media (Euro/millions)	**9M 2024**	**9M 2023**	***% Chg.***
Circulation	34.5	37.4	*(7.8%)*
Add-on sales	7.5	10.0	*(24.8%)*
Print Advertising	*8.9*	*8.0*	*11.0%*
Digital Advertising	*46.2*	*37.1*	*24.5%*
Total Advertising	55.1	45.1	*22.1%*
Distribution/Other revenue	9.3	9.0	*3.8%*
Total revenue	**106.3**	**101.5**	***4.8%***

- **advertising** revenues – equal to approximately € 55 million – showed **an increase of around 22%**, thanks to both the **growth that, as mentioned, characterised the digital business** (+24.5%), and to the print area (+11%), impacted by the positive performance of the Interni event and the new advertising concession-holder appointed for the brands *TV Sorrisi & Canzoni, Chi* and *Focus*;

- **circulation** revenue (newsstands + subscriptions) **fell by 7.8%**. We note that the performance of the magazine TV Sorrisi & Canzoni, which accounts for approximately 50% of the total, was better than the overall trend of circulation revenue, booking a smaller decline of only 5.7%.
- Revenues deriving from add-on products (DVDs, CDs, miscellaneous objects and books) sold together with the Mondadori newspapers, declined by around 25%, a slight improvement on the trend seen during the first six months as a result of the increase in the number of initiatives of the Books area compared with the same period of the previous year.
- The other revenues, which include those relating to subscriptions and non-profit systems management, recorded growth of around 4% compared with the same period of the previous year, deriving from the fact that the subscriptions channel has held out well, the customer portfolio has increased and there have been more brand stretching initiatives.

EBITDA

Adjusted EBITDA for the Media area came to **€ 12.8 million** in the first nine months of FY 2024, showing **growth of approximately 25%** compared with the previous year, mainly due to the digital business segment.

The **EBITDA margin** recorded an **increase of 2 percentage points, from 10.1% to 12%**.

Specifically:

- in the **print** area, despite the decline in circulation revenues and lesser income from government grants, the improvement of the margin by around € 0.4 million is the result of the constant optimisation of the cost structure and the reduction of costs incurred for the purchase of paper;
- in the **digital** area, Adjusted EBITDA was up by around € 2.2 million compared with the same period of the previous year, thanks to the higher revenue recorded; margins of the digital business as a whole rose by 11.5%, to approximately 14% at the first nine months of 2024.

Reported EBITDA came to **€ 14.5 million**, slightly up on the € 14.1 million for the first nine months of FY 2023, despite a lesser positive contribution made by extraordinary items (we would recall, in particular, the capital gain deriving from the sale of Grazia and Icon booked during H1 of FY 2023).

As a result, **EBIT** was a positive **€ 9.2 million**, despite a slight reduction compared with the € 10.1 million at 30 September 2023, despite to the described improvement in operating trends, as a result of the higher amortisation and depreciation, partly deriving from the reduction in the residual useful life to 10 years of *TV Sorrisi & Canzoni*, applied starting 1 January 2024.

CORPORATE & SHARED SERVICES

The **Corporate & Shared Service** segment includes - besides the Group's top management organizations - the Shared Services 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, Purchasing, IT, Human Resources, Logistics, Legal and Corporate Affairs, and External and Institutional Relations.

Revenue, which in the first nine months of 2024 increased by approximately 6.7% on the same period of 2023, consisted mainly of the remuneration of services provided to subsidiaries and associates.

Adjusted EBITDA for the area is negative for € 4.5 million and slightly worse than the -3.6 million of FY 2023, due to the higher costs linked to certain special projects, including the start-up of **PLAI**, the Mondadori Group’s accelerator dedicated to start-ups in the field of generative artificial intelligence.

If we also include extraordinary elements, comprehensive **EBITDA** instead remains essentially stable compared with the same period of the previous year, due to the lower restructuring expenses.

The area’s **EBIT**, of € -11.2 million, instead recorded an improvement compared with the previous year (€ -11.9 million in the first nine months of 2023) due to the lesser amortisation linked to the end of the amortisation period of the SAP implementation project.

Corporate & Shared Services (Euro/millions)	**9M 2024**	**9M 2023**	***Change***
Revenue	33.7	31.6	*2.1*
Adj. EBITDA	(4.5)	(3.6)	*(0.9)*
EBITDA	(4.7)	(4.5)	*(0.2)*
EBIT	(11.2)	(11.9)	*0.7*

STATEMENTS OF FINANCIAL POSITION

The **Mondadori Group's Net Financial Position** (excluding IFRS16) at 30 September 2024 reflects a net debt of **€ 150.9 million, essentially stable** compared with the -152.3 million of 30 September 2023; the **significant cash generated by the Group's businesses in the last 12 months** has, in fact, made it possible to cope with the cash-out incurred to pay shareholder dividends and for the acquisitions of Star Shop and Chelsea Green Publishing, without increasing the Group's financial exposure.

The **IFRS 16 Net Financial Position** came to € -229.7 million, up compared with the € -223.9 million of 30 September 2023 and includes an IFRS 16 debt component of € -78.8 million, up from the around € 72 million of the previous twelve months due to the Trade Books area (also due to the discontinuities of scope noted in the period) and the Retail area, as a result of the opening and renewal of certain store rental contracts.

Net financial position (Euro/millions)	**30 September 2024**	**31 December 2023**	**30 September 2023**
Cash and cash equivalents	61.1	49.7	27.5
Assets (liabilities) from derivative financial instruments	3.1	5.7	8.5
Other financial assets (liabilities)	(44.2)	(25.9)	(25.3)
Loans (short and medium/long term)	(171.0)	(115.7)	(163.1)
Held-for-sale financial assets (liabilities)	0.0	0.0	0.0
Net financial position excluding IFRS16	**(150.9)**	**(86.1)**	**(152.3)**
Financial payables IFRS 16	(78.8)	(72.5)	(71.6)
Total net financial position	**(229.7)**	**(158.6)**	**(223.9)**

The overall credit lines available to the Group at 30 September 2024 amounted to € 570.1 million, € 337.5 million of which committed.

The Group's short-term loans, amounting to € 232.6 million, € 10.0 million of which drawn down at 30 September 2024, include overdraft credit lines on current accounts, advances subject to collection and "hot money" flows.

The Committed credit facilities granted by leading banks consist of:

Pool loan for an original amount of € 450.0 million (€ 237.5 million at 30 September 2024) stipulated in May 2021 and maturing on 31 December 2026;

Bilateral RCF loan contract for € 50.0 million, stipulated in July 2024 and maturing on 30 July 2029;

Amortising Bilateral Term Loan contract for € 50.0 million, stipulated in September 2024 and maturing on 27 September 2029.

(Euro/millions)	Overdrafts	Of which: unutilised	Of which with interest rate hedge
Pool 2021			
Term Loan A	47.5[12]	—	47.5
RCF	125.0[13]	125.0	—
Acquisition Line C	65.0[14]		60.0
Total	**237.5**	**125.0**	**107.5**
Bilateral RCF loan	50.0[15]	50.0	
Amortising Bilateral Term Loan	50.0[16]		50.0
Total	**337.5**	**175.0**	**157.5**

An analysis of the Group's Cash Flow in the 12 months prior to 30 September 2024, compared to FY 2023, is provided below:

(Euro/millions)	30 September 2024 LTM	31 December 2023
Initial NFP IFRS 16	**(223.9)**	**(177.4)**
Financial liabilities application of IFRS 16	(71.6)	(71.3)
Initial NFP NO IFRS 16	**(152.3)**	**(106.1)**
Adjusted EBITDA (NO IFRS 16)	138.4	135.4
NWC and provisions	(10.0)	(6.6)
CAPEX NO IFRS16	(41.4)	(38.0)
Cash flow from operations	**87.0**	**90.7**
Financial income (expense) no IFRS16	(4.8)	(5.1)
Tax	(14.9)	(16.9)
Cash flow from ordinary operations	**67.3**	**68.7**
Restructuring	(6.1)	(4.8)
Share capital increase/dividends non controlling interests and associates	(0.1)	0.8
Purchase/disposal	(15.4)	(5.4)
Other income and expenditure	(7.5)	(6.0)
Cash flow from extraordinary operations	**(29.1)**	**(15.3)**
Free cash flow	**38.1**	**53.5**
Shareholder dividends	(31.3)	(28.7)
Tot. cash flow	**6.8**	**24.8**
Change in Valuation of Derivatives	(5.5)	(4.7)
Net financial position excluding IFRS16	**(150.9)**	**(86.1)**
IFRS 16 effects in the period	(7.2)	(1.2)
Final net financial position	**(229.7)**	**(158.6)**

[12] Maturities: 3 equal instalments of € 15.8 million, maturing on 31 December each year until 31 December 2026; the exposure is fully hedged at a fixed rate (-0.086%)
[13] Bullet loan, coming to maturity on 31 December 2026
[14] Final maturity on 31 December 2026, availability period expired on 31 July 2024; annual repayment in equal instalments equal to 1/3 of the drawn amount of the line as from 31 December 2024. The exposure is hedged at a fixed rate (-0.098%) for € 60.0 million and at a variable rate for € 5.0 million.
[15] Bullet loan, coming to maturity on 30 July 2029
[16] Maturities: 9 equal half-yearly instalments of € 5.55 million, starting on 30 September 2025 and running until 27 September 2029; the exposure is fully hedged at a fixed rate (2.303%)

Cash generation over the twelve months prior to 30 September 2024 is structured as follows.

- **Ordinary cash flow** is **positive for € 67.3 million**, slightly down on the € 68.7 million of FY 2023 as a result of the higher investments made compared with 2023; operating cash flow came to **€ 87.0 million**, a reduction compared with the December 2023 figure, as a result of (i) a worse dynamics of current assets, attributable to the Trade area as a result of the different mix of revenues generated by the physical channel compared with e-commerce, and the Media area, for the acceleration of the digital business, and (ii) higher investments (**€ 41 million** vs € 38 million in 2023), also linked to the renewal and enhanced efficiency of a printing plant. The outlays relative to payments of tax and financial expense absorbed € 19.7 million, compared with € 22.0 million in 2023.

- **Cash flow from non-ordinary operations** for the twelve months came to a **negative € 29.1 million** and included mainly cash-out for:

  - **acquisitions that, net of disposals, amount to approximately € 15.4 million** and that mainly comprise the price for the purchase of 51% of **Star Shop**, paid on 1 February 2024, equal to approximately € 8 million (including the payable for put/call options relative to the residual 49% of the capital) and the purchase of 100% of **Chelsea Green Publishing** of € 5 million;
  - restructuring costs of € 6.1 million;
  - extraordinary investments allocated to the requalification and renovation of the offices of the Segrate headquarters for approximately € 4.3 million.

Consequently, comprehensive **Free Cash Flow** generated by the Group during the twelve months prior to 30 September 2024 was **€ 38.1 million** before the booking of € 31.3 million in dividends, of which 50% distributed in May 2024 (and the remaining 50% will be paid in November 2024).

Below are the investments made by the Group in the two periods (12 months), broken down by business area, revealing:

- lesser CAPEX incurred by the Retail area (for approximately € 2 million) impacted in particular in the first half of 2023 by the restructuring project involving the flagship store in piazza Duomo, Milan;

- the higher investments made in the Trade Books area, allocated for € 1.9 million, as already mentioned, to the renewal of a Group printing plant, will be completed by the end of this year.

CapEx by Sector of Activity	**30 September 2024 LTM**	**31 December 2023 FY**
Trade Books	5.6	3.0
Education Books	20.8	19.1
Retail	7.7	9.5
Media	1.1	1.0
Corporate & Shared Services	6.2	5.4
Total	**41.4**	**38.0**

Below is a summary of the Group's financial position at 30 September 2024 versus the same period of the previous year.

(Euro/millions)	30 September 2024	30 September 2023	% Chg.
Trade receivables	230.3	226.6	*1.6%*
Inventory	168.3	167.6	*0.4%*
Trade payables	266.2	265.3	*0.3%*
Other assets/ (liabilities)	(41.6)	(41.2)	*n.s.*
Net working capital from continuing operations	**90.7**	**87.7**	***3.4%***
Discontinued or discontinuing assets (liabilities)	0.0	0.0	*n.s.*
Net working capital	**90.7**	**87.7**	***3.4%***
Intangible assets	384.1	385.2	*(0.3%)*
Property, plant and equipment	39.2	31.1	*26.0%*
Investments	14.3	14.2	*0.9%*
Net fixed assets with no rights of use IFRS16	**437.6**	**430.5**	***1.6%***
Assets from rights of use IFRS16	74.1	68.2	*8.7%*
Net fixed assets with rights of use IFRS16	**511.7**	**498.6**	***2.6%***
Provision for risks	31.8	38.4	*(17.1%)*
Post-employment benefits	28.9	29.0	*(0.6%)*
Provisions	**60.7**	**67.4**	***(10.0%)***
Net invested capital	**541.7**	**519.0**	***4.4%***
Share Capital	68.0	68.0	*—%*
Reserves	184.2	160.1	*15.0%*
Profit (loss) for the year	59.3	66.3	*n.s.*
Group shareholders’ equity	**311.5**	**294.4**	***5.8%***
Minority shareholders' equity	0.6	0.6	*(10.1%)*
Equity	**312.0**	**295.0**	***5.8%***
Net financial position excluding IFRS16	150.9	152.3	*(0.9%)*
Net Financial Position IFRS 16	78.8	71.6	*9.9%*
Net financial position	**229.7**	**223.9**	***2.6%***
Sources	**541.7**	**519.0**	***4.4%***

The Group's **Net Invested Capital** at 30 September 2024 came to **€ 541.7 million**, **up by 4.4%** on the € 519.0 million at 30 September 2023, due to the increase recorded in the Trade Books area, as better detailed below.

The Group's **Net Working Capital** amounted to **€ 90.7 million**, up approximately 3% from the € 87.7 million in the previous 12 months.

More specifically, the trend of key balance sheet figures versus 30 September 2023:

- **trade receivables** grew by approximately 2% (€ 4 million), mainly concentrated in the Trade Books area, as a result of the increase in revenues, a change in the sales channels mix and the discontinuity in scope between the two periods;

- **inventories** recorded essential stability with respect to the previous year (+0.4%);

- **trade payables** were also essentially stable compared with 30 September 2023;

- **intangible assets, coming to € 384.1 million**, recorded a figure in line with that of September 2023, while **property, plant and equipment** had grown by approximately € 8 million as a result of the changes in scope noted during the last twelve months, the investments made in opening new Retail area stores and the renewal of the Segrate offices;

- **right-of-use assets** recorded growth of **8.7%** (approximately € 6 million) deriving in particular from the development, renovation and extension of the network of stores of the Retail area and discontinuity of scope of the Trade Books area;

- the value of **investments** was substantially stable on the figure at 30 September 2023;

- provisions (provision for risks and post-employment benefits) declined by around 10.0% compared with 30 September 2023, also due to the release of certain provision for risks allocated to guarantee against potential liabilities that ultimately did not arise.

Consolidated shareholders' equity at 30 September 2024 – of € **312.0 million** – **increases by approximately € 17 million** compared with the previous year, despite the accounting of approximately € 31 million of dividends and the reduction of the reserve that includes the measurement of derivatives for about € 3 million, as a result of the **Group’s positive net profit** booked during the last twelve months (about € 55 million), confirming the significant degree of capitalisation achieved by the Group.

PERSONNEL

HEADCOUNT

Group employees – on both permanent and fixed-term contracts – amounted to **2,103**, **up by 8.5%** versus 1,939 resources at 30 September 2023 (+165 units).

Neutralising the effect of the scope changes noted – i.e. the acquisitions in the Trade Books area of Star Shop (whose workforce has been temporarily assigned in full to the Trade Books area) and of Chelsea Green Publishing, and in the Media Digital area of the Spanish company Adgage – **the Group's workforce would increase slightly**, in a far more limited manner **(+1.6%)**, compared with the previous 12 months.

Group employees at 30 September 2024:

Headcount by Business Area	**30 September 2024**	**30 September 2023**	***% Chg.***
Trade Books	729	598	*21.9%*
Education Books	292	290	*0.7%*
Retail	333	306	*8.8%*
Media	434	432	*0.5%*
Corporate & Shared Services	315	313	*0.6%*
Total	**2,103**	**1,939**	***8.5%***

In the **Trade Books** area, net of the employees who joined the Group following the acquisitions of Star Shop and Chelsea Green Publishing, the headcount has grown by 2.7%.

In the **Education Books** area, the headcount was basically stable versus the previous year.

The **Retail** area workforce is up by 8.8%, despite the action taken to increase efficiency in both the central structures and the organisational structure of the network of directly-managed stores as a result of the opening of certain directly owned sales outlets.

The trend recorded by the **Media** area was essentially stable thanks in particular to the efficiencies recorded in the area relative to the core business, which offset the increase recorded in the digital activities segment.

The headcount of the **Corporate & Shared Services** area recorded a slight growth trend, down 1.6% net of the addition of certain staff functions deriving from the integration of Star Shop.

€ millions	2024	2023	*% Chg.*
Cost of extended labour cost (before restructuring)	**109.1**	105.5	*3.5%*

The **cost of personnel** during the first nine months of FY 2024 was € 109.1 million, **up 3.5%** compared with the same period of FY 2023: the like-for-like comparison, having neutralised scope changes, shows **substantial stability** (€ +0.2 million).

SIGNIFICANT EVENTS IN THE FIRST NINE MONTHS OF 2024

Below are the main extraordinary transactions and the most important events that took place in the first six months of 2024.

On **1 February 2024**, through its subsidiary Mondadori Libri S.p.A., the Mondadori Group finalised **the acquisition of 51% of the share capital of Star Shop Distribuzione** S.r.l., which operates in the comic book and gadget segment and is particularly active in the distribution of third-party publishers in the comic book shop channel and in the management of sales outlets - direct and affiliated - in the same segment.

As communicated to the market on 29 June 2023, following authorisation by the Italian Antitrust Authority pursuant to Law 287/1990 - as previously announced on 3 November 2023 -, the transaction is effective as of the same date, from which date Mondadori has also fully consolidated the company.

As previously stated, the acquisition makes it possible to replicate in the comics segment the vertically-integrated business model with which the Mondadori Group already operates in the book segment.

Under the agreement, Sergio Cavallerin and Matteo Cavallerin - who founded and successfully managed the company - retain management responsibility and continue to hold the role of Executive Directors in the Company.

The **price**, based on an Enterprise Value of € 9 million, covering 100% of the Company, is **€ 4.6 million**, entirely paid in cash at closing, and was subject to adjustment based on the effective net financial position at the closing date.

As previously stated, the agreement includes the signing of put & call option contracts governing the transfer of the residual 49% share of Star Shop Distribuzione. The options will be available for exercise in two equal tranches respectively starting from the approval of the 2025 financial statements and of the 2028 financial statements, at a price to be defined on the basis of the company’s results during the three-year periods 2023-2025 and 2026-2028.

On **15 April 2024**, the **agreement** was signed **for the acquisition** by the subsidiary Rizzoli International Publications Inc., of **100% of the share capital of Chelsea Green Publishing Company**, a transaction that was then completed on 1 May. Founded 40 years ago by Ian and Margo Baldwin, Chelsea Green Publishing is based in **Vermont (USA)** and in the UK through its subsidiary Chelsea Green Publishing UK Ltd. Its **editorial focus is sustainability** - particularly green, health and wellness issues - and promoting cultural diversity.

The Mondadori Group already has a presence in the United States through its subsidiary Rizzoli International Publications Inc., a leading publisher of illustrated English-language books on Lifestyle and Interior Design, which has also owned the historic Rizzoli bookstore in New York for the past 60 years.

With the acquisition of Chelsea Green Publishing, the Mondadori Group took a **further step on its international development journey in English-speaking markets**, which recently began with the establishment of London-based Rizzoli UK.

Consideration for the transaction, which was paid fully in cash on the closing date, is set at **$ 5 million** (on a debt-and-cash free basis) and was subject to adjustment according to the NFP on the closing date. In the last approved financial statements (2022), the company reported **consolidated revenue of USD 8.1 million and an operating income of USD 1.1 million**.

On **24 April 2024**, the Shareholders' Meeting of the Company, among other resolutions, appointed the new corporate bodies, who will remain in office for three years until the approval of the financial statements for the year ending 31 December 2026.

The new **Board of Directors** consists of 12 members:

- Marina Berlusconi (Chairman), Antonio Porro, Pier Silvio Berlusconi, Alessandro Franzosi, Danilo Pellegrino, Elena Biffi, Francesco Currò, Cristina Rossello, Paola Elisabetta Galbiati, Marina Rubini, Riccardo Perotta (from the majority list presented by the shareholder Fininvest S.p.A.);

- Pietro Bracco (from the minority list submitted by a grouping of shareholders formed of asset management companies and institutional investors).

The Shareholders' Meeting also appointed the new **Board of Statutory Auditors**, composed as follows:

- Sara Fornasiero as Chairperson (drawn from the minority list submitted by a grouping of shareholders formed of asset management companies and institutional investors);

- Ezio Maria Simonelli and Francesca Meneghel as Standing Auditors (drawn from the majority list submitted by the shareholder Fininvest S.p.A.);

- Annalisa Firmani and Emilio Gatto, as Alternate Auditors (drawn from the majority list submitted by the shareholder Fininvest S.p.A.);

- Mario Civetta, as Alternate Auditor (drawn from the minority list submitted by a grouping of shareholders formed of asset management companies and institutional investors).

The Board of Directors of Arnoldo Mondadori Editore S.p.A., which met after the Shareholders' Meeting, chaired by Marina Berlusconi, **confirmed Antonio Porro as Chief Executive Officer**, granting him the relating management powers.

The Board of Directors also appointed the members of the following **Committees** in compliance with the principles established by the Corporate Governance Code:

- <u>Control, Risk and Sustainability Committee:</u> Paola Elisabetta Galbiati (Chairman), Pietro Bracco and Cristina Rossello;

- <u>Remuneration and Appointments Committee:</u> Elena Biffi (Chairman), Paola Elisabetta Galbiati and Cristina Rossello;

- <u>Related Party Committee:</u> Riccardo Perotta (Chairman), Elena Biffi and Marina Rubini.

The Board also appointed, until expiry of its term, therefore, until approval of the financial statements for the year ending 31 December 2026:

- Paola Elisabetta Galbiati as Lead Independent Director;

- Alessandro Franzosi as Financial Reporting Manager.

On **20 May 2024**, the Mondadori Group launched a new initiative called “PLAI”, the start-up accelerator that seeks to transform ideas based on the exploitation of artificial intelligence into successful businesses.

With PLAI, the Mondadori Group has set itself the following objectives:

- to create a technological hub that can identify highly innovative initiatives in the sectors in which it operates: publishing, education, retail, media and advertising;

- to position itself right at the heart of the artificial intelligence revolution, becoming the core of a national and international community of innovators;

- to create industrial value and competitive advantage through focussed investments in start-ups in the AI sector.

PLAI WILL operate in the pre-seed and seed phases, selecting, for each annual acceleration cycle, 10 Italian and international start-ups, which will be supported with an initial investment of € 100 thousand each, in exchange for a minority share. The total financial commitment of the Mondadori Group is approximately € 6 million, to be invested during the three-year period 2024-2026.

On **22 July 2024** the Mondadori Group defined - as a result of the acceptance of a binding offer - the essential terms and conditions for the **acquisition, by its subsidiary Mondadori Media, of 51% of the share capital of Waimea S.r.l.**, the company that holds all the intellectual property and economic exploitation rights pertaining to the image of **Benedetta Rossi** and **Marco Gentili**. Waimea is 97.9% owned by Benedetta Rossi and Marco Gentili (individually and through the company **Maui Media**) and 2.10% in equal amounts by Emiliano Messeni and Marco Iacobellis.

Benedetta Rossi is Italy's best-known creator in the food & cooking sector. Her content creation activities range from the digital sphere - where she has a **total social media fan base of over 17 million followers and 4 million unique monthly users of her website** (Audiweb, May 2024) - to traditional media including, in particular, TV, where she has for many years starred in various programmes dedicated to cooking. Benedetta Rossi is also **the most important cookbook author of recent years**, with **9 books** published with the Mondadori Group between 2016 and 2023, **selling over 1.5 million copies in total**.

As a result of this transaction, through the coordinated and synergistic management of activities linked to the *Fatto in casa da Benedetta* and *GialloZafferano* brands, **the Mondadori Group intends to create the leading multimedia player in the food & cooking sector**, both in digital and traditional media. The more than 87 million followers worldwide that Benedetta and GialloZafferano together will be able to reach will make them the world's second most important social media operator in the food & cooking sector (internal processing of market data).

Future development will rest on the centrality of Benedetta Rossi as the person who can guarantee quality and reliability. The strategic partnership is also intended, through greater investment aimed at growing the company through which Benedetta currently operates, to broaden the media success already achieved in the food & cooking sector into new neighbouring sectors and towards new opportunities, even by diversifying the current business model.

The transaction involves the initial acquisition by Mondadori of 51% of the share capital of Waimea - whose revenues and EBITDA in 2023 amounted to € 4.5 million and € 2.7 million respectively - on terms that reflect an Enterprise Value (for 100% of the company) of € 13.5 million, on a cash&debt free basis. The terms of the transaction also provide for a variable component (so-called earn-out) - to be defined on the basis of the results of the two-year period 2023-2024 and of the financial year 2026 - the value of which, also due a contractual "cap" mechanism, is expected to reach a total amount not exceeding € 3.2 million. Following the acquisition, the ownership structure of Waimea will see Mondadori Media holding 51% and Benedetta Rossi and Marco Gentili (through Maui Media) 49%.

The agreements signed also provide for put & call options on a further 19% stake in Waimea's share capital (exercisable after the approval of the 2028 financial statements), the exercise terms/strike price of which are linked to Waimea's performance (turnover and EBITDA) in 2028. Exercising these options would allow Mondadori Media to increase its stake in the company to 70% , while keeping Benedetta Rossi and Marco Gentili shareholders at 30%, consistent with the long-term strategic partnership established by the transaction.

Benedetta Rossi and Marco Gentili will remain directors with full autonomy in the management of the business. Advertising sales will continue to be managed by the advertising concessionaire Talks.

On **2 August 2024**, Mondadori Libri S.p.A. signed mutual **put and call options** over a **10% stake in the share capital of Adelphi Edizioni** with Josephine Calasso – holder of a total shareholding of 23.88%.

The put/call options will be exercisable as of May 2027 at an exercise price reflecting an equity value for 100% of Adelphi of € 50 million.

PURCHASE OF TREASURY SHARES

At **30 September 2024**, Arnoldo Mondadori Editore S.p.A. held 548,471 treasury shares, equal to **0.21% of the share capital**. It is recalled that no acquisitions were made in FY 2024.

SIGNIFICANT EVENTS

Below are the main extraordinary transactions and the most important events that took place after 30 September of FY 2024.

On **1 October 2024**, **Mondadori Media** completed – in execution of the binding offer signed and disclosed on 22 July – the **acquisition of 51% of the share capital of Fatto in casa da Benedetta S.r.l.** (formerly Waimea S.r.l.),which holds all the intellectual property and economic exploitation rights pertaining to the image of Benedetta Rossi, as well as all the social media assets and the related content library.

The price of the acquisition, paid in full in cash, is € 6.9 million and reflects an enterprise value for 100% of the company, on a cash & debt free basis, of € 13.5 million.

OTHER INFORMATION

In the reporting period, Arnoldo Mondadori Editore S.p.A. did not carry out any development activities. At closure or during the period, it did not hold any shares in parent companies, not even through trusts or trustees.

RELATED PARTY TRANSACTIONS

In compliance with the provisions set out in Article 5, paragraph 8, and Article 13, paragraph 3, of the "Regulation in the matter of transactions with related parties" issued by CONSOB through Resolution 17221 of 12 March 2010 and subsequent amendments (the "CONSOB Regulation"), the following is reported relating to the half year of reference:

- no transactions of greater significance were concluded;
- no changes or developments relating to the transactions with related parties illustrated in the most recent Annual Report are reported that had a significant impact on the Company's equity or performance in the year of reference.

Transactions with related parties were regulated under normal market conditions: those concluded with Mondadori Group companies are intercompany current account trade and financial transactions, managed by Arnoldo Mondadori Editore S.p.A., to which the various subsidiaries companies contributed based on their relevant debt and credit positions.

Further details are found in the Notes to the Condensed Consolidated Half-Year Financial Statements.

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 amended

On and with effect from 13 November 2012, the Board of Directors of Arnoldo Mondadori Editore S.p.A., pursuant to Article 3 of CONSOB Resolution no. 18079 of 20 January 2012 and in relation to the provisions set out in Article 70, par. 8, and Article 71, par. 1-bis of CONSOB Regulation no. 11971/1999, resolved to avail itself of the faculty of waiving the obligation of disclosure envisaged by the aforementioned CONSOB Regulation on the occasion of significant transactions relative to mergers, spin-off and capital increases through contribution of assets in nature, acquisitions and transfers.

GLOSSARY OF TERMS AND ALTERNATIVE PERFORMANCE MEASURES USED

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 provide a better understanding of the operating and financial performance of the Group. These statements and measures 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 measures (“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 measures used include:

Gross Operating Profit (EBITDA): net profit for the period before income tax, other financial income and expense, amortisation, depreciation and write-downs 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 income of a non-ordinary nature such as:

- income and expense from restructuring, reorganization and business combinations;
- clearly identified income and expense not directly related to the ordinary course of business;
- any income and expense from non-ordinary events and transactions as set out in CONSOB Communication DEM6064293 of 28/07/2006.

(Euro/thousands)	9M 2024	9M 2023
Gross Operating Profit - EBITDA (as shown in the financial statements)	**134,178**	**131,493**
Restructuring costs under “Cost of personnel"	548	1,255
Expenses related to acquisition and sale of companies and business units, sundry expense (income) and cost of services	(1,440)	(3,438)
Adjusted Gross Operating Profit - Adjusted EBITDA (as shown in the Directors' Report on Operations)	**133,285**	**129,310**

With regard to adjusted EBITDA in the first nine months of financial year 2023, the following items were excluded from EBITDA:

- restructuring costs for a total amount of € 1.3 million, included in "Cost of personnel" in the income statement;
- income of a non-ordinary nature for a total of € 3.4 million, included in "Sundry expense (income)" and "Cost of services".

With regard to adjusted EBITDA in the first nine months of financial year 2024, the following items were excluded from EBITDA:

- restructuring costs for a total amount of € 0.5 million, included in "Cost of personnel" in the income statement;
- income of a non-ordinary nature for a total of € 1.4 million, included in "Sundry expense (income)" and "Cost of services".

Operating result (EBIT): net profit for the period before income tax, and other financial income and expense.

Adjusted operating profit (EBIT Adjusted): this is represented by the operating result, as defined above, excluding income and expense of non-ordinary nature, as defined previously, depreciation and amortisation deriving from the Purchase Price Allocation of companies acquired in the last five years, and the write-downs of intangible assets.

Operating profit (EBT): EBT or consolidated result before tax is the net profit for the period before income tax.

Net Profit adjusted: this is the net profit excluding income and expense of non-ordinary nature, amortisation and depreciation deriving from the purchase price allocation of companies acquired in the last five years and write-downs of intangible assets net of the related tax effect and gross of any non-recurring tax expense/income.

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 cashfunds 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).

Cash flow from ordinary operations: cash flow from operations as explained above, net of financial expense, tax paid in the period, and income/expense from investments in associates.

Cash flow from non-ordinary operations: 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).

Total Cash Flow: the sum of cash flow from ordinary and non-ordinary operations in the reporting period (including payment of dividends, if any).

OUTLOOK FOR THE YEAR

In light of the results achieved in the first nine months of FY and the reference markets scenario, **the Group confirms the previously communicated guidance for the 2024 financial year**.

Income Statement

- **low single-digit revenue growth**;
- **mid single-digit growth in the Adjusted EBITDA**, with **margins** expected to remain stable at around **17%**; this result is due to targeted pricing policies and the further reduction of paper and printing costs.

Financial data

In FY 2024, the Group **confirms the significant cash generation capacity** and therefore an **Ordinary Cash Flow** forecast of around **€ 70 million**.

For the Board of Directors

The Chairman
Marina Berlusconi

The Financial Reporting Manager - Alessandro Franzosi - hereby declares, pursuant to Article 154 bis, paragraph 2, of the Consolidated Finance Law, that the accounting information contained in this Interim Management Statement corresponds to the Company's accounting entries, books and results.

The Financial Reporting Manager

Alessandro Franzosi

Mondadori Group
Consolidated
Financial Statements
at 30 September 2024

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Assets (Euro/thousands)	**30/09/2024**	**31/12/2023**
Intangible assets 9	**384,069**	**385,116**
Land and building	—	—
Plant and equipment	10,214	10,982
Other fixed assets	28,962	23,748
Property, plant and equipment 10	**39,176**	**34,730**
Rights-of Use-Assets 11	**74,106**	**68,762**
Equity-accounted investees	14,057	13,340
Other investments	260	260
Total investments 12	**14,317**	**13,600**
Non-current financial assets 24	**6,168**	**8,688**
Deferred tax assets 13	**62,434**	**65,788**
Other non-current assets	**1,978**	**1,726**
Total non-current assets	**582,249**	**578,410**
Tax receivables	**14,774**	**15,541**
Other current assets	**79,937**	**74,195**
Inventories 17	**168,256**	**149,940**
Trade receivables	**230,272**	**164,438**
Other current financial assets	**336**	**2,111**
Cash and cash equivalents	**61,118**	**49,724**
Total current assets	**554,693**	**455,949**
Discontinued or discontinuing operations	—	1,685
Total Assets	**1,136,942**	**1,036,044**

Liabilities (Euro/thousands)	**30/09/2024**	**31/12/2023**
Share Capital	67,979	67,979
Treasury shares	(1,018)	(2,371)
Other reserves and profit/loss carried forward	185,220	160,064
Profit (loss) for the year	59,278	62,411
Group equity	**311,459**	**288,083**
Share capital and reserves attributable to non-controlling interests	578	755
Total Equity	**312,037**	**288,838**
Provisions	31,813	40,839
Post-employment benefits	28,865	29,191
Non-current financial liabilities	145,863	95,638
Financial liabilities IFRS 16	62,191	59,275
Deferred tax liabilities	38,987	42,365
Other non-current liabilities	—	—
Total non-current liabilities	**307,719**	**267,308**
Income tax payables	20,299	12,972
Other current liabilities	141,417	145,651
Trade payables	266,214	257,069
Payables to banks and other financial liabilities	72,697	50,998
Financial liabilities IFRS 16	16,559	13,208
Total current liabilities	**517,186**	**479,899**
Liabilities disposed or being disposed of	—	—
Total liabilities	**1,136,942**	**1,036,044**

CONSOLIDATED INCOME STATEMENT

(Euro/thousands)	2024	2023
Revenue from sales and services	**705,831**	**679,935**
Decrease (increase) in inventory	(13,807)	(14,422)
Cost of raw and ancillary materials, consumables and goods	129,771	122,637
Cost of services	358,197	349,044
Cost of personnel	103,074	99,969
Sundry expense (income)	(5,582)	(8,785)
EBITDA	**134,178**	**131,493**
Amortisation and impairment loss on intangible assets	27,917	24,848
Depreciation and impairment loss on property, plant and equipment	6,217	5,051
Amortisation/depreciation and impairment loss of assets from rights of use	11,761	11,129
Operating income (loss)	**88,282**	**90,465**
Financial expense (income)	6,199	6,163
Expense (income) from investments	(336)	(2,819)
Result before tax	**82,420**	**87,121**
Income tax	21,578	20,513
Result from continuing operations	**60,842**	**66,607**
Result from discontinued or discontinuing operations	—	—
Net profit	**60,842**	**66,607**
Attributable to:		
- Non-controlling interests	**1,564**	**306**
- Parent Company shareholders	**59,278**	**66,302**
Net earnings per share (in Euro units)	0.228	0.255
Diluted net profit per share (in Euro units)	0.227	0.254

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Euro/thousands)	**2024**	**2023**
Net profit	**60,842**	**66,607**
Items reclassifiable to income statement		
Profit and loss deriving from the conversion of currency denominated financial statements of foreign companies	(535)	98
Other profit (loss) from equity-accounted investees	(79)	(213)
Effective part of profit/(loss) on cash flow hedge instruments	(2,653)	(1,924)
Profit and loss deriving from held-for-sale assets (fair value)	637	462
Tax effect on other profit (loss) reclassifiable to income statement		
Items reclassified to income statement		
Effective part of profit/(loss) on cash flow hedge instruments	—	—
Profit and loss deriving from held-for-sale assets (fair value)	—	—
Tax effect on other profit (loss) reclassifiable to income statement	—	—
Items not reclassifiable to income statement		
Actuarial profit (loss)	(100)	(176)
Tax effect on other profit (loss) not reclassifiable to income statement	17	55
Total other profit (loss) net of tax effect	**(2,713)**	**(1,698)**
Total net profit (loss)	**58,129**	**64,910**
Attributable to:		
- Non-controlling interests	**1,564**	**293**
- Parent Company shareholders	**56,565**	**64,617**

For the Board of Directors
The Chairman
Marina Berlusconi