

## KEY FINANCIAL DATA at December 31, 2020

### Main financial data

<i>(in thousands of Euro)</i>	Financial Year 2020	% revenues on P.V.	Financial Year 2019	% revenues on P.V.
A) Production value				
1) revenues from sales and services	31,244	82.16%	26,768	83.69%
2) variations in inventories of work in progress, semi-finished and finished products	34	0.09%	-15	-0.05%
4) increases in fixed assets for internal works	6,255	16.45%	4,504	14.08%
5) other revenues	494	1.30%	728	2.28%
<b>Total (A)</b>	<b>38,027</b>	<b>100%</b>	<b>31,985</b>	<b>100%</b>

The table shows a significant increase in the value of production led by a 17% growth in the value of sales and services and increased investments in fixed assets.

Analyzing the variations in Company's revenues from sales and services, the following should be noted:

A.1 Revenues from sales and services	Value at 12.31.2020	% on revenues	Value at 12.31.2019	% on revenues	variations	var%
Publishing sector	23,809	76.20%	19,914	74.40%	3,894	19.56%
Media content sector	3,004	9.61%	2,329	8.70%	674	28.95%
Advertising sector	4,431	14.18%	4,524	16.90%	-93	-2.05%
<b>Total</b>	<b>31,244</b>	<b>100.00%</b>	<b>26,768</b>	<b>100.00%</b>	<b>4,476</b>	<b>16.72%</b>

Publishing sector: revenues from the publishing sector grew by almost 20% overall. They are essentially made up by (i) newsstand sales of the newspaper amounting to k/euro 17,370, which increased by over 15% compared with the previous year; (ii) sales of the monthly magazine FQMillennium, amounting to k/euro 585, decreasing by 17% on the previous year; (iii) sales of Paper First books at newsstand and bookstores amounting to k/euro 1,432, which increased by 40%; (iv) sales of subscriptions of the publishing products and digital content amounting to k/euro 4,421, which increased by 39% compared to fiscal year 2019.

Media content sector: revenues from the media content sector grew by a total of around 29% and are essentially made by (i) the granting of rights to the exploitation of television content amounting to k/euro 2,940, which increased by 47% compared to the previous fiscal year; (ii) sales of theatrical performances and events amounting to k/euro 64, decreasing by 80% compared to fiscal year 2019 due to the inability to organize events and performances with the public, in compliance with the restrictions issued as a result of the Covid-19 pandemic.

Advertising sector: advertising revenues substantially matched the 2019 result at -2% only and k/euro 93, almost entirely recovering the loss reported in the first half. Considering the significant negative impact on the domestic advertising market, which has experienced double-digit reductions in advertising sales across all media, we can positively assess the attractiveness of our channels and the management structure, which has achieved a goal that was by no means taken for granted, with a considerable effort. Revenues are made up of (i) advertising

revenues from the newspaper amounting to k/euro 903; (ii) advertising revenues from the website amounting to k/euro 3,492; (iii) advertising sales for the magazine amounting to k/euro 37.

Analysing the marginality of company management, the following should be noted:

<i>(in thousands of Euro)</i>	Financial		Financial	
	Year 2020	% PV	Year 2019	% PV
Production Value	38,027	100.00%	31,985	100.00%
EBITDA	5,266	13.85%	1,239	3.87%
EBIT	162	0.42%	-2,037	-6.37%
EBT	479	1.26%	-2,026	-6.34%
Net Result	301	0.79%	-1,492	-4.67%

EBITDA is defined as: operating results, adjusted for the following components: (i) income taxes for the financial year, (ii) financial components, and (iii) depreciation and amortization of tangible fixed assets and intangible fixed assets, impairments and other provisions.

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### Financial Statement of Assets and Liabilities

Use	12.31.20	12.31.19	Sources	12.31.20	12.31.19
Intangible fixed assets	8,263,277	6,635,247	share capital	2,500,000	2,500,000
tangible fixed assets	201,916	223,703	reserves	3,076,103	3,104,100
financial fixed assets	215,478	1,144,098	profit (loss) carried forward	-	35,407
		profit (loss) of the year	profit (loss) of the year	300,925	(1,492,384)
<b>Fixed assets</b>	<b>8,680,671</b>	<b>8,003,048</b>	<b>Shareholders' equity</b>	<b>4,420,052</b>	<b>4,147,123</b>
non-liquid assets	160,038	250,720	Non-current liabilities	5,175,472	2,739,000
deferred liquidity	7,570,677	7,079,725			
immediate cash	3,264,387	540,435	Current liabilities	10,080,249	8,987,805
<b>Current assets</b>	<b>10,995,102</b>	<b>7,870,880</b>	<b>Liabilities</b>	<b>15,255,721</b>	<b>11,726,805</b>
<b>Invested capital</b>	<b>19,675,773</b>	<b>15,873,928</b>	<b>Financing capital</b>	<b>19,675,773</b>	<b>15,873,928</b>

Equity increased by k/euro 273, as a result of the 2020 profit and the change in the negative reserve for own shares. The item Reserves in Equity amounts to k/euro 3,076 and consists of the Extraordinary Reserve of k/euro 3,695, the Legal Reserve of k/euro 500 and the Negative reserve for own shares in portfolio of k/euro 1,121.

## Cash flow

<i>(in thousands of Euro)</i>	2020	2019
Profit (loss) of the year before taxes on the income, interests and dividends	162	(2,036)
Adjustments for non-monetary elements	5,731	3,781
Changes in net working capital	936	18
Other adjustments	(438)	(345)
<b>Cash flow from operating activities (A)</b>	<b>6,373</b>	<b>1,418</b>
<b>Cash flow from investment activities (B)</b>	<b>6,109</b>	<b>(6,006)</b>
<b>Cash flow from financing activities (C)</b>	<b>2,460</b>	<b>2,917</b>
<b>Increase (decrease) of cash and cash equivalents (A±B±C)</b>	<b>2,723</b>	<b>(1,671)</b>
Cash and cash equivalents at the beginning of the year	541	2,212
Cash and cash equivalents at the end of the year	3,264	541
<b>Changes in cash and cash equivalents</b>	<b>2,723</b>	<b>(1,671)</b>

The above cash flows show a significant increase in cash flow from operating activities, which contributed to the rise in cash and cash equivalents (+ 2,723 K/euro), in line with cash flows from investment and financing activities.

<b>Net Financial Position</b>	12.31.2020	12.31.2019
<i>Current financial receivables</i>		
cash and cash equivalent	(3,862,715)	(1,138,763)
<i>Current financial payables</i>		
current financial payables	298,415	0
<b>Net current financial debt</b>	<b>(3,564,300)</b>	<b>(1,138,763)</b>
<i>Non-current financial payables</i>		
Non-current financial payables	2,191,255	0
<b>Net financial debt - NFP</b>	<b>(1,373,045)</b>	<b>(1,138,763)</b>
<b>Days sales outstanding (DSO)</b>	56	52
<b>Days payables outstanding (DPO)</b>	61	63

## Allocation of profit for the year

The Board of Directors resolved to propose that the Shareholders' meeting allocate net income for the year, amounting to 300,925 euros, to partially cover previous losses.

## Activities carried out in 2020

Despite the fact that our country, in the year just ended, was hit by a tragic health emergency and a consequent economic crisis, we were capable of implementing our plans, moreover without any reductions in personnel, notwithstanding that working models were suddenly overturned due to the pandemic and set up on smart

working. The operating result we submitted to the shareholders' meeting has several positive aspects. First and foremost, the operating result.

In fact, the financial statements for the year ended 12/31/2020 show a return to **net profit** (k/Euro 300), which represents a significant achievement. It should be noted that the achievement of this result is mainly attributable to revenues from sales and services which recorded a total of k/euro 31,200, compared to approximately k/euro 26,700 in the previous year, representing an overall increase of approximately 17%, equal to approximately k/euro 4,500. It should be pointed out that each division achieved an increase in revenues (print newspaper and digital subscriptions, books, television production). Revenues from advertising also remained basically in line with the previous year, despite the fact that, due to the pandemic, the sector registered a significant drop, especially in the first half of the year. The increase in revenues also enabled a significant **rise in EBITDA**, amounting to k/euro 5,265 (13.85% of the value of production), compared with k/euro 1,239 (3.87% of the value of production) in the previous year.

The Company's decision in 2019 to continue to implement the planned investments as per the industrial plan presented in the IPO, even in the presence of declining sales volumes and even at the expense of margins, in order not to suspend or interrupt the corporate development process that it was convinced would trigger corporate growth in future years in all the various business units, has provided the positive effects on the Company's financial and economic situation. The final result recorded in the 2020 financial year demonstrates that the forecasts made by management have proved to be correct, and also shows that the investments made generate growth and can therefore be recovered in subsequent years.

The path of growth as a Media Company, has therefore proved to follow the correct strategies. The current year still brings with it several challenges on technological innovation and the digital revolution, aimed at the continuation of growth in all divisions and the consequent increase in revenues and margins.

#### **Significant events occurred after the end of the year**

No significant events occurred after the end of the year. The Company proceeded with its normal operating activities, which also include the implementation of development projects.

The Company constantly monitors the evolution of the situation related to the health emergency. Italy is still one of the countries most affected and the spread of the virus has required drastic government interventions to contain the epidemic. The sectors in which the company operates have not been subject to restrictions by the various measures issued by the Government and Parliament in Italy since the beginning of the spread of the pandemic.

During the first quarter of 2021 production activities continued with the adoption of all the necessary measures to safeguard the safety of workers, also in compliance with the protocol signed between the government and social partners. The Company continued to manage the work organization program with the use of smart working applied to all tasks, reducing the physical presence of workers at offices and editorial offices to a minimum. As mentioned above, the information sector, remaining among the primary sectors, did not suffer any stoppages and/or significant falls in production.

#### **Foreseeable evolution of operations**

After December 31, 2020 and up to the date of approval of these financial statements, no corporate events have occurred that would have an impact on the equity and economic results shown. As of the date of preparation of these financial statements, the Company has not recorded any reductions in operating activities or in the related volumes of revenues and cash flows. Therefore, the Company is continuing to implement the management and production programs foreseen, implementing all the necessary precautions and interventions for the purposes of maximum containment of the risks connected with the epidemic situation. The Company constantly monitors the evolution of the pandemic, continuing to equip its organizational and production structure with the tools needed to maintain the highest possible levels of safety in the workplace, favoring smart working wherever possible and adopting a continuous program of swabbing at company offices. The Company operates in the Publishing and Information sector, which are among those sectors that have not been subject to restrictions by the numerous Legislative Decrees issued in the last 12 months. On the basis of the information currently available, there are no real and current risks of a significant reduction in production and management activities, and it is ruled out that the sector in which the Company operates will be subject to regulatory restrictions due to

the containment of the pandemic that could lead to the suspension of the entire business and/or individual production divisions.

**Notice of call of the Ordinary Shareholders' Meeting and filing of the documentation**

The Board of Directors resolved to call the ordinary shareholders' meeting to resolve, *inter alia*, on the approval of the financial statements for the year ended December 31, 2020 on April 29, 2021 (on first call) and on May 12, 2021 (if necessary, on second call).

It should be noted that the Shareholders' Meeting will also be called upon to appoint the members of the management and control bodies, whose term of office will expire upon the approval of the financial statements as of December 31, 2020.

The documentation required by current regulations will be available at the registered office at Via Sant'Erasmo 2, 00184 Rome, and on the company's website [www.seif-spa.it](http://www.seif-spa.it), Investor Relations section, within the terms provided by current regulations. Please note that the draft financial statements have been audited by KPMG S.p.A.

**Further information**

In addition to the financial information referred to above, the statement of assets and liabilities, the income statement and the cash flow statement are hereby attached.

## 1. Ordinary Statement of Assets and Liabilities

	12/31/2020	12/31/2019
<b>Assets</b>		
<b>B) Fixed assets</b>		
I – Intangible fixed assets	-	-
1) start-up and capital costs	829,554	988,893
4) concessions, licenses, trademarks and similar rights	98,830	24,073
6) assets under construction and payments on account	1,044,596	807,607
7) other	6,290,297	4,814,674
<i>Total intangible fixed assets</i>	<i>8,263,277</i>	<i>6,635,247</i>
II – Tangible fixed assets	-	-
4) other assets	201,916	223,703
<i>Total tangible fixed assets</i>	<i>201,916</i>	<i>223,703</i>
III – Financial fixed assets	-	-
1) shareholdings in	-	-
b) associates companies	-	932,939
<i>Total shareholdings</i>	<i>-</i>	<i>932,939</i>
2) receivables	-	-
b) receivables from associates	-	121,277
due within the next year	-	27,000
due after the next year	-	94,277
d-bis) other receivables	212,960	89,882
due within the next year	212,960	4,124
due after the next year	-	85,758
<i>Total receivables</i>	<i>212,960</i>	<i>211,159</i>
4) active derivative financial instruments	2,518	-
<i>Total financial fixed assets</i>	<i>215,478</i>	<i>1,144,098</i>
<i>Total fixed assets (B)</i>	<i>8,680,671</i>	<i>8,003,048</i>
<b>C) Current asset</b>		
I - Inventories	-	-
1) raw, subsidiary and consumable materials	49,448	174,342
4) finished products and goods	110,590	76,378
<i>Total inventories</i>	<i>160,038</i>	<i>250,720</i>
II - Receivables	-	-
1) trade receivables	5,050,536	4,087,782
due within the next year	5,050,536	4,087,782

	12/31/2020	12/31/2019
5-bis) tax receivables	499,375	1,027,014
due within the next one year	499,375	1,027,014
5-ter) pre-paid taxes	777,529	798,216
5-quater) from third parties	421,364	328,082
due within the next one year	421,364	328,082
<i>Total receivables</i>	<i>6,748,804</i>	<i>6,241,094</i>
III – Financial assets not of a fixed nature	-	-
6) other assets	598,328	598,328
<i>Total financial assets not of a fixed nature</i>	<i>598,328</i>	<i>598,328</i>
IV – Cash and cash equivalents	-	-
1) bank and postal deposit	3,260,371	538,023
3) cash at bank and in hand	4,016	2,412
<i>Total cash and cash equivalents</i>	<i>3,264,387</i>	<i>540,435</i>
<i>Total current assets(C)</i>	<i>10,771,557</i>	<i>7,630,577</i>
<b>D) Accrual and deferred income</b>	<b>223,545</b>	<b>240,303</b>
<i>Total assets</i>	<i>19,675,773</i>	<i>15,873,928</i>
<b>Liabilities</b>		
<b>A) Shareholders' equity</b>	<b>4,420,052</b>	<b>4,147,123</b>
I – Share capital	2,500,000	2,500,000
IV – Legal reserve	500,000	500,000
VI – Other reserves, indicated separately	-	-
Extraordinary reserve	3,694,856	3,694,856
<i>Total other reserve</i>	<i>3,694,856</i>	<i>3,694,856</i>
VII-Reserve for hedging operations of expected cash flows	1,914	
VIII – Profit (loss) carried forward	(1,456,976)	35,407
IX – Profit (loss) of the year	300,925	(1,492,384)
X – Negative reserve for purchase of own shares	(1,120,667)	(1,090,756)
Total shareholders' equity	4,420,052	4,147,123
<b>B) Provisions for risks and charges</b>		
2) tax provisions, including deferred tax liabilities	604	-
4) other	663,289	641,989
<i>Total for risks and charges</i>	<i>663,893</i>	<i>641,989</i>
<b>C) Employee severance indemnity</b>	<b>2,320,324</b>	<b>2,097,011</b>
<b>D) Payables</b>		
4) bank financing	2,489,670	-
due within the next year	298,415	-

	12/31/2020	12/31/2019
due after the next year	2,191,255	-
7) trade payables	3,727,114	3,718,577
due within the next year	3,727,114	3,718,577
12) tax payables	551,583	444,255
due after the next year	551,583	444,255
13) amounts payable to social security institutions	1,021,870	1,012,179
due within the next year	1,021,870	1,012,179
14) other receivables	2,836,588	2,531,000
due within the next year	2,836,588	2,531,000
<i>Total receivables</i>	<i>10,626,825</i>	<i>7,706,011</i>
<b>E) Accrual and deferred income</b>	<b>1,644,679</b>	<b>1,281,794</b>
<i>Total liabilities</i>	<i>19,675,773</i>	<i>15,873,928</i>

## 2. Ordinary Income Statement

	12/31/2020	12/31/2019
<b>A) Production value</b>		
1) revenues from sales and services	31,243,512	26,767,687
2) variations of inventory of raw and auxiliary materials, consumables and supplies	34,212	(15,360)
4) increases in fixed assets for internal works	6,255,486	4,503,896
5) other revenues and income	-	-
other	494,100	728,296
<i>Total other revenues and income</i>	<i>494,100</i>	<i>728,296</i>
<i>Total production value</i>	<i>38,027,310</i>	<i>31,984,519</i>
<b>B) Cost of production</b>		
6) for raw and auxiliary materials, consumables and supplies	1,133,515	1,488,422
7) for services	17,170,893	16,251,673
8) for use of assets owned by others	1,795,058	1,490,026
9) for personnel	-	-
a) salaries and wages	8,610,079	7,791,923
b) social security	2,696,310	2,514,242
c) employee severance indemnity	462,774	427,072
e) other costs	303,604	244,384
<i>Total personnel costs</i>	<i>12,072,767</i>	<i>10,977,621</i>
10) amortization, depreciation and impairment	-	-
a) depreciation of intangible fixed assets	4,964,237	3,163,222



	12/31/2020	12/31/2019
b) depreciation of tangible fixed assets	82,737	76,730
<i>Total amortization, depreciation and impairment</i>	<i>5,046,974</i>	<i>3,239,952</i>
11) variations of inventory of raw and auxiliary materials, consumables and supplies	124,894	13,978
12) provisions for risks	57,394	35,442
14) other operating costs	464,312	524,075
<i>Total of cost of production</i>	<i>37,865,807</i>	<i>34,021,189</i>
<b>Difference between value and costs of production (A - B)</b>	<b>161,503</b>	<b>(2,036,670)</b>
<b>C) Financial revenues and expenses</b>		-
15) financial income from investments:	-	
financial income from investments	333,061	
<i>Total financial income from investments</i>	<i>333,061</i>	
16) other financial revenues		-
a) from receivables recorded as fixed assets	-	-
from affiliated companies	-	1,277
other	1,800	
<i>Total financial income from receivables recorded as fixed assets</i>	<i>1,800</i>	<i>1,277</i>
c) from securities included under the working capital which are not shareholdings	12,515	12,008
d) revenues different from the previous	-	-
other	37	3,583
<i>Total revenues different from the previous</i>	<i>37</i>	<i>3,583</i>
<i>Total of other financial revenues</i>	<i>14,352</i>	<i>16,868</i>
17) Interests and financial expenses	-	-
other	31,343	6,667
<i>Total interests and financial expenses</i>	<i>31,343</i>	<i>6,667</i>
17-bis) exchange gains and losses	1,061	(201)
<i>Total financial revenues and expenses (15+16-17+-17-bis)</i>	<i>317,131</i>	<i>10,000</i>
<b>D) Value adjustment on financial assets</b>		
18) revaluations	-	-
c) of securities included under assets forming part of working capital which are not investments	-	186
<i>Total revaluations</i>	<i>-</i>	<i>186</i>
<i>Total value adjustments to financial assets (18-19)</i>	<i>-</i>	<i>186</i>
<b>Result before taxes (A-B+-C+-D)</b>	<b>478,634</b>	<b>(2,026,484)</b>
<b>20) Current, deferred and prepaid taxes on the income of the year</b>		
current taxes	157,022	-

	12/31/2020	12/31/2019
deferred and prepaid taxes	20,687	(534,100)
<i>Total current, deferred and prepaid taxes on the income of the year</i>	177,709	(534,100)
<b>21) Profit (loss) for the year</b>	<b>300,925</b>	<b>(1,492,384)</b>

### 3. Cashflow statement, indirect method

	Amount at 12/31/2020	Amount at 12/31/2019
<b>A) Cash flows from operating activities (indirect method)</b>		
Profit (loss) for the year	300,925	(1,492,384)
Income taxes	177,709	(534,100)
Payable (receivable) interest	15,930	(10,000)
(Gains)/Losses on disposal of assets	(333,061)	
<i>1) Profit (loss) for the year before income tax, interest, dividends and capital gains/losses from conveyances</i>	<i>161,503</i>	<i>(2,036,484)</i>
Adjustments to non monetary items that were not offset in the net working capital.		
Allocation to preserves	666,433	541,012
Depreciation of fixed assets	5,046,974	3,239,952
Other adjustments to increase/(decrease) non-monetary items		(186)
<i>Total adjustments for non-monetary items that were not offset in the net working capital</i>	<i>5,713,407</i>	<i>3,780,778</i>
<i>2) Cash flow before changing net working capital</i>	<i>5,874,910</i>	<i>1,744,294</i>
Changes in net working capital		
Decrease/(increase) in inventory	90,682	29,338
Decrease/(increase) in payables to customers	(962,754)	(164,153)
Increase (decrease) in trade payables	8,537	557,357
Decrease/(Increase) in accrued income and prepayments	16,758	(125,076)
Increase/(Decrease) in accrued expenses and deferred income	362,885	
Other decreases/(Other increases) in net working capital	1,419,810	(279,329)
<i>Total changes in net working capital</i>	<i>935,918</i>	<i>18,137</i>
<i>3) Cash flow after changes in net working capital</i>	<i>6,810,828</i>	<i>1,762,431</i>
Other adjustments		
Interest received/(paid)	(15,930)	10,000
(Use of funds)	(421,820)	(355,119)
<i>Total other adjustments</i>	<i>(437,750)</i>	<i>(345,119)</i>
<b>Cash flow from operating activity (A)</b>	<b>6,373,078</b>	<b>1,417,312</b>
<b>B) Cash flow from investment activity</b>		
Tangible fixed assets		
(Investments)	(62,775)	(177,173)
Intangible assets		
(Investments)	(6,974,730)	(5,485,491)
Financial fixed assets		
(Investments)		(343,467)
Divestitures	928,620	
<b>Cash flow from from investment activity (B)</b>	<b>(6,108,885)</b>	<b>(6,006,131)</b>
<b>C) Cash flow from financing activity</b>		
Third party resources		

	Amount at 12/31/2020	Amount at 12/31/2019
Increase/(Decrease) in short-term payables to banks	298,415	
Starting financing	2,191,255	
Own resources		
Transfer/(purchase) of own shares	(29,911)	2,917,440
<b>Cash flow from financing activity (C)</b>	<b>2,459,759</b>	<b>2,917,440</b>
<b>Increase (decrease) in cash and cash equivalents (A ± B ± C)</b>	<b>2,723,952</b>	<b>(1,671,379)</b>
Cash and cash equivalents at the beginning of the year		
Bank and postal deposits	538,023	2,211,105
Money and equivalents on hand	2,412	709
<i>Total of cash and cash equivalents at the beginning of the year</i>	540,435	2,211,814
Cash and cash equivalents at the end of the year		
Bank and postal deposits	3,260,371	538,023
Money and equivalents on hand	4,016	2,412
Total cash and cash equivalents at the end of the year	3,264,387	540,435