

## KEY FINANCIAL DATA at June 30, 2021

### Key Economic Data:

<i>(Euro thousand)</i>				
	<b>30.06.2021</b>	<b>% (variation)</b>	<b>30.06.2020</b>	<b>% (variation).</b>
Production value	20,222	100.00%	19,778	100.00%
EBITDA (*)	3,450	17.06%	2,509	12.69%
EBIT (**)	862	4.26%	228	1.15%
EBT (***)	843	4.17%	229	1.16%
Net income	504	2.49%	73	0.37%

(\*) Please note that EBITDA is defined as: result for the year, adjusted for the following components: (i) income taxes for the year, (ii) financial components and (iii) depreciation and amortization of tangible and intangible assets, impairment losses and other provisions.

(\*\*) EBIT is defined as: profit or loss for the period, adjusted for the following components: (i) income taxes for the year, (ii) financial components.

(\*\*\*) EBT is defined as: result for the year, adjusted for the following components: (i) income taxes for the year.

Net income it was €504 thousand at 30 June 2021, a significant increase over the €73 thousand at 30 June 2020; the value of production was €20,222 thousand, an increase of 2.2% over the comparison period; EBITDA was €3,450 thousand compared to €2,509 thousand, giving a margin of 17% on the value of production compared to 12.6% at 30 June 2020; EBIT was €862 thousand compared to €228 thousand, equivalent to 4.2% and 1.2% of EBITDA respectively.

### Income statements

	<b>ESERCIZIO</b>			
	<b>30.06.21</b>	<b>% V.d.P.</b>	<b>30.06.20</b>	<b>% V.d.P.</b>
Revenues from sales and services	16,980,396	83.97%	15,616,400	78.96%
Change in stocks of finished goods and work in progress	(43.503)	(0.22%)	12,166	0.06%
internal production of fixed assets	3,161,386	15.63%	3,843,300	19.43%
other revenues	123,662	0.61%	305,785	1.55%
<b>Production value</b>	<b>20,221,941</b>	<b>100.00%</b>	<b>19,777,651</b>	<b>100.00%</b>

<b>A.1 Revenues from sales and services</b>	<b>Value at 30.06.21</b>	<b>% on revenues</b>	<b>Value at 30.06.20</b>	<b>% on revenues</b>	<b>variation</b>	<b>var %</b>
Publishing sector	12,744	75.05%	11,531	73.84%	1,213	10.52%
Media content sector	2,009	11.83%	2,201	14.09%	(191)	(8.70%)
Advertising sector	2,227	13.11%	1,884	12.07%	343	18.18%
<b>Total</b>	<b>16,980</b>	<b>10.00%</b>	<b>15,616</b>	<b>100.00%</b>	<b>1,364</b>	<b>8.73%</b>

Analyzing the change in revenues from sales and services, the following should be noted that there was an increase

of 8.73% in revenues from sales and services for an amount of Euro 1,364 thousand, while the increase in Production value (Euro 444 thousand) was more limited, essentially due to lower capitalization for investments related to the production of television content. Overall, revenues in the publishing sector increased by 10.5%, mainly due to the growth in digital revenues; revenues in the media content sector decreased by 8.70%, showing that they had almost fully recovered the lack of revenues from the format "Sono Le Venti" produced in Milan for the entire first half of 2020. However, it should be noted that television content productions recorded an increase in margins as a result of efficiency gains in production processes; advertising segment revenues grew by 18.1% due to the growth in website sales in a period in which the reference market partially recovered the contraction resulting from the effects of the covid-19 pandemic.

<b>Net financial position</b>	<b>30.06.2021</b>	<b>31.12.2020</b>
<u>Current financial receivables</u>		
Liquidity - cash and cash equivalents	(5,531,282)	(3,862,715)
<u>Current financial payables</u>		
Current financial payables	603,886	298,415
<b>Net current financial debt</b>	<b>(4,927,396)</b>	<b>(3,564,300)</b>
<u>Non-current financial payables</u>		
Non-current debt	1,887,764	2,191,255
<b>Net financial debt - NFP</b>	<b>(3,039,632)</b>	<b>(1,373,045)</b>
Average collection days (DSO)	40	56
Average days to pay (DPO)	67	61

The Net Current Financial Position, of euro (4,927) thousand, is composed exclusively of cash and cash equivalents, net of the "within one year" portion of the Unicredit loan. For the purposes of calculating the NFP, the Repurchase Agreements of €500 thousand allocated to financial fixed assets in the balance sheet were reclassified under "current financial receivables". The Company still holds its own shares substantially unchanged, even though, during the half-year under review, the value of the stock has appreciated significantly, showing stability in the values reached. Given the positive financial situation of the company, it is considered useful not to allocate the package on the market until it fully expresses the company value.

The total net financial position is equal to euro (3,040) thousand and takes into account the "over the year" portion of euro 1,888 thousand of the Unicredit loan of euro 2,500 thousand, taken out in June 2020 and intended for investments, with repayment in 48 months plus 12 months of pre-amortization.

Below an analysis of the cash flows for the first half of 2021, compared to those of the same period of the previous year.

**Cash flows:**

<i>(in Euro thousands)</i>		
	<b>30.06.2021</b>	<b>30.06.2020</b>
Profit (loss) for the year before income tax, interest, dividends	862	228
Adjustments for non-monetary items	2,991	2,592
Changes in net working capital	1,833	1335
Other adjustments	(662)	(355)

<b>Cash flow from operating activities (A)</b>	<b>5,025</b>	<b>3,800</b>
<b>Cash flow from investing activities (B)</b>	<b>(3,879)</b>	<b>(4,364)</b>
<b>Cash flow from financing activities (C)</b>	<b>23</b>	<b>2,677</b>
<b>Increase (decrease) in cash and cash equivalents (A±B±C)</b>	<b>1,169</b>	<b>2,113</b>
Cash and cash equivalents at the beginning of the year	3,264	541
Cash and cash equivalents at the end of the year	4,433	2,654
<b>Change in cash and cash equivalents</b>	<b>1,169</b>	<b>2,113</b>

**Key consolidated balance sheet and financial results as at 30 June 2021:**

The following information is provided regarding the main balance sheet indicators for the period ending 30 June 2021, compared with 31 December 2020.

<b>Statement of Financial Position</b>					
<b>Investments</b>	<b>30.06.2021</b>	<b>31.12.2020</b>	<b>Fonti</b>	<b>30.06.2021</b>	<b>31.12.2020</b>
Intangible fixed assets	9,193,145	8,263,277	Share capital	2,500,000	2,500,000
Tangible fixed assets	186,178	201,916	Reserves	3,097,803	3,076,103
Finanzial fixes assets	712,903	215,478	Retained earnings (losses)	-	-
			Profit (loss) for the Year	1,156,051	1,456,976
				503,852	300,925
<b>Fixed assets</b>	<b>10.092.226</b>	<b>8.680.671</b>	<b>Net worth</b>	<b>4,945,604</b>	<b>4,420,052</b>
non-liquid assets	86,128	160,038	Consolidated liabilities	5,090,291	5,175,472
deferred liquidity	6,300,068	7,570,677			
immediate liquidity	4,432,954	3,264,387	Current liabilities	10,875,481	10,080,249
<b>Current assets</b>	<b>10,819,150</b>	<b>10,995,102</b>	<b>Liabilities</b>	<b>15,965,772</b>	<b>15,255,721</b>
<b>Invested capital</b>	<b>20,911,376</b>	<b>19,675,773</b>	<b>Financing capital</b>	<b>20,911,376</b>	<b>19,675,773</b>

	<b>30.06.2021</b>	<b>31.12.2020</b>
Intangible fixed assets	9,193	8,263
Tangible fixed assets	186	202
Financial assets (adjusted)	213	215
<b>Fixed assets</b>	<b>9,592</b>	<b>8,681</b>
Inventories	86	160
Trade receivables	3,986	5,051
Trade payables	(4,269)	(3,727)

<b>Net operating working capital</b>	<b>(197)</b>	<b>1,483</b>
Other current assets	1,716	1,922
Other current liabilities	(6,003)	(6,055)
Net working capital	<b>(4,484)</b>	<b>(2,649)</b>
Provisions for risks	(686)	(664)
Employee severance indemnities	(2,517)	(2,320)
Net invested capital	<b>1,906</b>	<b>3,047</b>
Shareholders' equity	4,946	4,420
Bank deposits, cash and cash equivalents	4,433	3,264
Other securities and financial receivables	1,098	598
Payables to banks	(2,492)	(2,490)
Other financial liabilities	-	-
Net financial position	3,040	1,373
Shareholders' equity - net financial position	<b>1,906</b>	<b>3,047</b>

Shareholders' equity increased by euro 526 thousand, mainly due to the profit for the first half of 2021 and the change in the negative reserve for treasury shares. Shareholders' Equity Reserves amounted to Euro 3,098 thousand and consisted of the Extraordinary Reserve of Euro 3,695 thousand, the Legal Reserve of Euro 500 thousand, the Negative Reserve for treasury shares in portfolio of Euro (1,099) thousand and the Reserve for expected cash flow hedging transactions of Euro 2 thousand.

Gross investments in intangible assets amounted to Euro 4,158 thousand, essentially due to the production of television content and investments in technological innovation.

Moreover, the Company made gross investments in tangible assets amounting to Euro 30 thousand.

Amortization of intangible assets for the year amounted to Euro 2,423 thousand, while depreciation of tangible assets amounted to Euro 46 thousand.

As regards financial assets, the table shows an increase in financial receivables due to the investment of part of the liquidity in short-term repurchase agreements.

For the purposes of calculating the NFP, the Repurchase Agreements of € 500 thousand recorded under financial fixed assets in the balance sheet were reclassified under "current financial receivables".

#### **Significant events during the six-month period ended at June, 30 2021**

During the above-mentioned period, the Company recorded a positive and improving trend compared 2020's first half. Revenues from sales and services showed a positive trend across all business lines, more distinctly in digital products. The Company managed to keep its staff structure fully operational, continuing to use the smart working tool, without using social safety nets, such as the redundancy fund.

#### **Significant events occurring after the end of the six-months period ended on 30 June 2021**

Subsequent to 30 June 2021 and until the date of approval of the half-yearly report as of 30 June 2021, no business events occurred that would have an impact on the reported financial and economic results. As of the date of preparation of the half-yearly report as of 30 June 2021, the Company has not recorded any reduction in operating activities or in the related volumes of revenues and cash flows. The Company continues to implement its business plan despite the peculiar economic situation following the spread of the Covid-19 pandemic. The reference market is one of the markets least affected by the restrictions issued by the Government and this has allowed the Company to keep its production facilities operational.

**Foreseeable evolution of operations**

The general economic situation and that of the sector, in particular, could affect performance in the second half of 2021. However, the Company is taking all possible actions to maintain current business volumes in line with operating forecasts and consequent production programs. The management trend suggests that it will be able to ensure levels of cash flows that allow it to manage normal production activities and planned investments on a regular basis.

**Documentation**

Attached at the end of this press release are the Balance Sheet, Income Statement and Cash Flow Statement for the interim period from 1° January 2021 to 30 June 2021.

**Other information**

The Half-Yearly Financial Report as at 30 June 2021 is available to the public at the Company's registered office and on the website [www.seif-spa.it](http://www.seif-spa.it), in the investor relations/corporate documents section. The report of the auditing firm KPMG S.p.A. will be made available to the public as soon as it is released.

**Attached to this press release are the Statement of Assets and Liabilities, Income Statement and Cash Flow Statement of the Company.**

## 1. Statement of Assets and Liabilities

	30/06/2021	31/12/2020
<b>Assets</b>		
<b>B) Fixed assets</b>		
I – Intangible fixed assets		
1) start-up and capital costs	696,490	829,554
4) concessions, licenses, trademarks and similar rights	82,335	98,830
6) assets under construction and payments on account	909,504	1,044,596
7) other	7,504,816	6,290,297
<i>Total intangible fixed assets</i>	<i>9,193,145</i>	<i>8,263,277</i>
II – Tangible fixed assets	-	-
4) other assets	186,178	201,916
<i>Total tangible fixed assets</i>	<i>186,178</i>	<i>201,916</i>
III – Financial fixed assets	-	-
2) receivables	-	-
d-bis) other receivables	709,860	212,960
due within the next year	626,111	129,211
due after the next year	83,749	83,749
<i>Total receivables</i>	<i>709,860</i>	<i>212,960</i>
4) active derivative financial instruments	3,043	2,518
<i>Total financial fixed assets</i>	<i>712,903</i>	<i>215,478</i>
<i>Total fixed assets (B)</i>	<i>10,092,226</i>	<i>8,680,671</i>
<b>C) Current asset</b>		
I – Inventories	-	-
1) raw, subsidiary and consumable materials	19,041	49,448
4) finished products and goods	67,087	110,590
<i>Total inventories</i>	<i>86,128</i>	<i>160,038</i>
II – Receivables	-	-
1) trade receivables	3,985,989	5,050,536
due within the next year	3,985,989	5,050,536
5-bis) tax receivables	322,978	499,375
due within the next one year	322,978	499,375
5-ter) pre-paid taxes	574,110	777,529

	30/06/2021	31/12/2020
5-l) from third parties	506,266	421,364
due within the next one year	506,266	421,364
<i>Total receivables</i>	<i>5,389,343</i>	<i>6,748,804</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	4,428,095	3,260,371
3) cash at bank and in hand	4,859	4,016
<i>Total cash and cash equivalents</i>	<i>4,432,954</i>	<i>3,264,387</i>
<i>Total current assets I</i>	<i>10,506,753</i>	<i>10,771,557</i>
<b>D) Accrual and deferred income</b>	<b>312,397</b>	<b>223,545</b>
<i>Total assets</i>	<i>20,911,376</i>	<i>19,675,773</i>
<b>Liabilities</b>		
<b>A) Net asset</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>		
VII – Reserve for expected cash flow hedging transactions	2,313	1,914
VIII – Profit (loss) carried forward	(1,156,051)	(1,456,976)
IX – Profit (loss) of the year	503,852	300,925
X – Negative reserve for purchase of own shares	(1,099,366)	(1,120,667)
Total shareholders' equity	4,945,604	4,420,052
<b>B) Provisions for risks and charges</b>		
2) for taxes, including deferred taxes	730	604
4) other	685,289	663,289
<i>Total for risks and charges</i>	<i>686,019</i>	<i>663,893</i>
<b>C) Employee severance indemnity</b>	<b>2,516,508</b>	<b>2,320,324</b>
<b>D) Payables</b>		
4) payables to banks	2,491,650	2,489,670
due within the next financial year	603,886	298,415
due beyond the next financial year	1,887,764	2,191,255

	30/06/2021	31/12/2020
7) trade payables	4,268,705	3,727,114
due within the next year	4,268,705	3,727,114
12) tax payables	552,380	551,583
due after the next year	552,380	551,583
13) amounts payable to social security institutions	977,798	1,021,870
due within the next year	977,798	1,021,870
14) other receivables	2,787,937	2,836,588
due within the next year	2,787,937	2,836,588
<i>Total receivables</i>	<i>11,078,470</i>	<i>10,626,825</i>
<b>E) Accrual and deferred income</b>	<b>1,684,775</b>	<b>1,644,679</b>
<i>Total liabilities</i>	<i>20,911,376</i>	<i>19,675,773</i>

## 2. Income statement

	30/06/2021	30/06/2020
<b>A) Production value</b>		
1) revenues from sales and services	16,980,396	15,616,400
2) variations of inventory of raw and auxiliary materials, consumables and supplies	(43,503)	12,166
4) increases in fixed assets for internal works	3,161,386	3,843,300
5) other revenues and income		
other	123,662	305,785
<i>Total other revenues and income</i>	<i>123,662</i>	<i>305,785</i>
<i>Total production value</i>	<i>20,221,941</i>	<i>19,777,651</i>
<b>B) Cost of production</b>		
6) for raw and auxiliary materials, consumables and supplies	452,095	613,029
7) for services	9,137,932	8,905,808
8) for use of assets owned by others	849,383	1.013.608
9) for personnel		
a) salaries and wages	4,351,912	4,659,099
b) social security	1,355,627	1,480,417
c) employee severance indemnity	254,122	248,300
e) other costs	65,062	89,607
<i>Total personnel costs</i>	<i>6,046,723</i>	<i>6,477,453</i>
10) amortization, depreciation and impairment		



	30/06/2021	30/06/2020
a) depreciation of intangible fixed assets	2,423,288	2,208,360
b) depreciation of tangible fixed assets	45,420	43,081
d) depreciation of receivable in the fixed assets circulating assets and cash and cash equivalents	40,000	
<i>Total amortization, depreciation and impairment</i>	<i>2,508,708</i>	<i>2,251,441</i>
11) variations of inventory of raw and auxiliary materials, consumables and supplies	30,407	(3,653)
12) provisions for risks	79,319	30,218
14) other operating costs	254,926	262,140
<i>Total costs of the productions</i>	<i>19,359,493</i>	<i>19,550,044</i>
<b>Difference between value and cost of production (A - B)</b>	<b>862,448</b>	<b>227,607</b>
<b>C) Financial income and expenses</b>		
16) other financial income	-	-
a) from receivables entered as fixed assets	-	-
From others	900	-
<i>Total financial income from accounts receivable included in fixed assets from other financial income</i>	<i>-</i>	<i>-</i>
c) from securities included in current assets other than equity investments	7,286	6,043
d) income other than the above	-	
other		14
<i>Total income other than the above</i>	<i>7,286</i>	<i>6,057</i>
<i>Total other financial income</i>	<i>8,186</i>	<i>6,057</i>
17) interest and other financial charges		
others	27,125	5,328
<i>Total interest and other financial charges</i>	<i></i>	<i></i>
17-bis) foreign exchange gains and losses	218	(701)
<i>Total financial income and expenses (15+16-17+-17-bis)</i>	<i>(19,157)</i>	<i>1,430</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		
<i>Total revaluations</i>	<i></i>	<i></i>
<i>Total value adjustments to financial assets (18-19)</i>	<i></i>	<i></i>
<b>Result before taxes (A-B+-C+-D)</b>	<b>843,291</b>	<b>229,037</b>
<b>20) Current, deferred and prepaid taxes on the income of the year</b>		
current taxes	136,021	100,052

	30/06/2021	30/06/2020
deferred and prepaid taxes	203,418	55,837
<i>Total current, deferred and prepaid taxes on the income of the year</i>	<i>339,439</i>	<i>155,889</i>
<b>21) Profit (loss) for the year</b>	<b>503,852</b>	<b>73,148</b>

**1. Cash flow statement indirect method**

	Importo al 30/06/2021	Importo al 30/06/2020
<b>A) Cash flows from operating activities (indirect method)</b>		
Profit (loss) for the period	503,852	73,148
Income taxes	339,439	155,889
Interest expense/(income)	19,157	(1,430)
<i>1) Profit (loss) for the year before income taxes, interest, dividends and gains/losses on disposal</i>	<i>862,448</i>	<i>227,607</i>
Adjustments for non-monetary items that did not have a counterpart in net working capital		
Provisions to funds	522,438	340,665
Depreciation of fixed assets	2,468,708	2,251,441
<i>Total adjustments for non-monetary items not recorded as part of net working capital</i>	<i>2,991,146</i>	<i>2,592,106</i>
<i>2) Cash flow before changes in net working capital</i>	<i>3,853,594</i>	<i>2,819,713</i>
Changes in net working capital		
Decrease/(Increase) in inventories	73,910	(15,819)
Decrease/(Increase) in receivables from customers	1,064,547	(111,185)
Increase/(Decrease) in trade payables	541,591	723,057
Decrease/(Increase) in accrued income and prepaid expenses	(88,852)	(121,856)
Increase/(Decrease) in accrued expenses and deferred income	40,096	238,920
Other decreases/(Other increases) in net working capital	202,193	622,174
<i>Total changes in net working capital</i>	<i>1,833,845</i>	<i>1,335,291</i>
<i>3) Cash flow after changes in net working capital</i>	<i>5,687,079</i>	<i>4,155,004</i>
Other adjustments		
Interest received/(paid)	(19,157)	1,430

	Importo al 30/06/2021	Importo al 30/06/2020
(Income taxes paid)	(338,642)	(155,889)
(Use of funds)	(324,254)	(200,928)
<i>Total other adjustments</i>	<i>(662,053)</i>	<i>(355,387)</i>
<b>Cash flow from operating activities (A)</b>	<b>5,025,026</b>	<b>3,799,617</b>
<b>B) Cash flow from investing activities</b>		
Tangible fixed assets		
(Investments)	(29,683)	(30,471)
Intangible assets		
(Investments)	(3,353,157)	(4,326,677)
Financial assets		
(Investments)	(496,900)	(6,508)
<b>Cash flow from investing activities (B)</b>	<b>(3,879,740)</b>	<b>(4,363,656)</b>
<b>C) Cash flow from financing activities</b>		
Third-party funds		
Financing	1,980	2,694,683
Equity		
Sale/(purchase) of treasury shares	21,301	(17,920)
<b>Cash flow from financing activities (C)</b>	<b>23,281</b>	<b>2,676,763</b>
<b>Increase (decrease) in cash and cash equivalents (A ± B ± C)</b>	<b>1,168,567</b>	<b>2,112,724</b>
Cash and cash equivalents at the beginning of the period		
Bank and post office deposits	3,260,371	538,023
Cash and cash equivalents	4,016	2,412
<b>Total cash and cash equivalents at beginning of period</b>	<b>3,264,387</b>	<b>540,435</b>
Cash and cash equivalents at the end of the period		
Bank and post office deposits	4,428,095	2,648,029
Cash and cash equivalents	4,859	5,130
<b>Total cash and cash equivalents at end of period</b>	<b>4,432,954</b>	<b>2,653,159</b>