

INSTRUCTIONS FOR THE TELEVISION AND RADIO

MODEL "CONSOLIDATO"

It should be noted that, pursuant to paragraph 1-bis, of article 2 of resolution no. 397/13/CONS, as amended by article 1, paragraph 2 of resolution no. 161/21/CONS, companies, regardless of their place of establishment, which prepares the consolidated annual report related to the obliged subjects specified at paragraph 1 of article 2 of resolution n° 397/13/CONS shall send the Economic Information System (IES).

These companies fill in the sections of the model "Consolidato" (and, if they are obliged subject also pursuant to article 2, paragraph 1, of resolution n° 397/13/CONS and subsequent amendments and additions, also shall send the model "Esercizio").

Revenues indicated into the sections of the model "Consolidato" are those relating to the value of production and shall be consistent with the last consolidated annual report, including revenues from public funds (public contributions) and agreements with public entities. To fill in the IES declaration, the revenues generated in Italy or anyway related to the national territory shall be considered, even if accounted for in the annual report of companies established abroad.

Furthermore, pursuant to paragraph 2-bis, of article 2 of resolution no. 397/13/CONS, as amended by article 1, paragraph 3 of resolution no. 161/21/CONS, the obliged subjects shall produce the accounting documents and information useful for identifying the revenues realized in Italy or related to the Italian territory, even if accounted in the annual reports of companies based or established abroad, concerning the value of production as resulting from such annual reports, or, for those subjects not obliged to prepare them, from the corresponding values of other accounting records that certify the total value of production. The aforementioned documents must be attached to the model/form by uploading them in the final part of the compilation, at the bottom of the "Summary Table".

The values indicated must be expressed in euros. In the case the currency used by the companies in the consolidated annual report is different, the amounts declared must still be expressed in euros, applying the same exchange rate used in the consolidated annual report.

National and local television on DTT and satellite television (including Audiovisual Media Services) [AT]

This section must be completed by all companies that prepare the consolidated annual report of companies that, for whatever reason and in whatever manner, operate in the television sector (also through the transmission broadcasting and delivering of contents to the end-users via pay TV subscriptions).

This section relates to television broadcasting on digital terrestrial and satellite platforms. Revenues from online audiovisual content services in return for payment shall be entered in the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]".

Item	Instructions
56	<i>Total revenues AT section (Values consistent with those shown in the consolidated annual report).</i> Automatic sum of the amounts of the following items 57+69
Free television revenues	
57	<i>National and local free television revenues</i> Automatic sum of the amounts of the following items 58+59+64+65+66+67+68
58	<i>TV licence fees</i> Revenues from tv licence fees (net from tax rights and related to the television public services).

59	<p><i>Revenues from advertising on channels/programmes broadcast by the Group (including telepromotions, teleshopping, sponsorships and product placements) (net of discounts and agency fees) (excluding online advertising)</i></p> <p>Automatic sum of the amounts of the following items 60 and 61. Values equal to the sum of the amount of the items 62 and 63.</p> <p>Total consolidate group revenues received from the sale of own television advertising spaces meaning any form of announcements broadcast (on digital terrestrial and satellite platforms), aimed at promoting the supply of goods or services, regardless of the form and duration (advertising spot, telepromotions, "minispot", etc...).</p> <p>Revenues from telepromotions, teleshopping, sponsorship and <i>product placement</i>, and revenues from the sale of advertising spaces to public entities (institutional advertising) are entered. Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>Consolidated revenues from the sale of television advertising spaces on behalf of third parties (not belonging to the Group) shall be entered in the section "<i>Sales houses that manage and sold advertising space on traditional media (Newspapers, Magazines, TV, Radio, ...) [CC]</i>".</p> <p>The amounts are net of discounts and agency fees.</p> <p><u>Revenues from telepromotions</u>: consolidated group revenues deriving from any form of announcements broadcast, as part of a program, consisting in displaying of products, verbal and visual presentation of goods or services of a producer or a service provider aimed at promoting the supply of goods or services, including immovable property, rights and obligations, in return for payment.</p> <p><u>Revenues from teleshopping</u>: consolidated group revenues deriving from direct offers broadcast to the public with a view to the supply of goods or services, including immovable property, rights and obligations, in return for payment.</p> <p><u>Revenues from sponsorship</u>: consolidated group revenues deriving from means any contribution made by public or private undertakings or natural persons not engaged in providing audiovisual media services or in the production of audiovisual works, to the financing of audiovisual media services or programmes with a view to promoting their name, trade mark, image, activities or products.</p> <p><u>Product placement</u>: consolidated group revenues deriving from any form of audiovisual commercial communication consisting of the inclusion of or reference to a product, a service or the trade mark thereof so that it is featured within a programme, in return for payment or for similar consideration.</p>
60	<p>- <i>revenues from advertising sales through sales houses not belonging to the Group</i></p> <p>Consolidated group revenues from the sale - through sales houses not belonging to the Group - of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting national and local announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>The amounts are net of discounts and agency fees.</p>

61	<p>- <i>revenues from direct sales of advertising (also through the sales house of the Group)</i> Consolidated group revenues from the direct sales (also through the sales house of the Group) of own television advertising spaces aimed at broadcasting national and local announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p>
62	<p><i>Revenues from national advertising</i></p> <p>Consolidated group revenues from the sale - through sales houses and direct sales - of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting national announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>The amounts are net of discounts and agency fees.</p>
63	<p><i>Revenues from local advertising</i></p> <p>Consolidated group revenues from the sale - through sales houses and direct sales - of own television advertising spaces (on digital and satellite platforms), aimed at broadcasting local announcements, regardless of the form and duration (advertising spots, other forms of advertising, "minispot", etc.).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>The amounts are net of discounts and agency fees.</p>
64	<p><i>Revenues from the sale of television content to other operators</i></p> <p>Consolidated group revenues from the sale (at wholesale level) to other operators (not belonging to the Group) of television content broadcast on free television channels/programmes.</p>
65	<p><i>Revenues from the sale of network operator services to other operators</i></p> <p>Revenues from the sale (at wholesale level) to other operators (not belonging to the Group) of network operator services on digital and satellite platforms.</p>
66	<p><i>Revenues from public funds (public contributions)</i></p> <p>Amounts paid by the State or other public bodies for the exercise of the group's television activities and accounted for within the revenues relating to the activity itself.</p>

67	<p><i>Revenues from agreements with public entities</i></p> <p>Consolidated group revenues from agreements or contracts signed with public entities for the supply of television products and/or services.</p>
68	<p><i>Other revenues from free television activities (specify in the "Notes" box)</i></p> <p>Consolidated group revenues from national and local free television activities not entered under the previous items.</p>
Pay-TV revenues	
69	<p><i>National and local pay-TV revenues</i></p> <p>Automatic sum of the amounts of the following items 70+71+72+77+78+79+80+81.</p>
70	<p><i>Revenues from sales of subscriptions fee (pay-tv) to the consumer</i></p> <p>Consolidated group revenues from subscription fees (pay tv), resulting from the sales to the end users of one or more channels/programmes or packages of channels/programmes broadcast on digital and satellite platforms, in return of payment of a periodic fee.</p> <p>Revenues from online audiovisual content services offers are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]</i>".</p> <p>In the case of television broadcast offers on multiple platforms, please allocate the revenues pro rata and, if this is not possible, to the prevailing broadcast platform.</p>
71	<p><i>Revenues from other paid offers (pay per view / Nvod) to the consumer</i></p> <p>Consolidated group revenues from pay per view e near video on demand (NVOD) services, resulting from the sales to the end users of one or more programmes broadcast on digital and satellite platforms.</p> <p>Revenues from online audiovisual content services offers are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]</i>".</p>
72	<p><i>Revenues from advertising on channels/programmes broadcast by the Group (including telepromotions, teleshopping, sponsorships and product placements) (net of discounts and agency fees) (excluding online advertising)</i></p> <p>For television advertising, telepromotions, teleshopping, sponsorships and product placement on pay tv please relate to the definitions at item 59.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>Automatic sum of the amounts of the following items 73 and 74. Values equal to the sum of the amount of the items 75 and 76.</p>

73	<p>- <i>revenues from advertising sales through sales houses not belonging to the Group</i></p> <p>Consolidated group revenues from the sale - through sales houses not belonging to the Group - of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting national and local announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>The amounts are net of discounts and agency fees.</p>
74	<p>- <i>revenues from direct sales of advertising (also through the sales house of the Group)</i></p> <p>Consolidated group revenues from the direct sales (also through the sales house of the Group) of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting national and local announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p>
75	<p><i>Revenues from national advertising</i></p> <p>Consolidated group revenues from the sales - through sales houses and direct sales - of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting national announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>The amounts are net of discounts and agency fees.</p>
76	<p><i>Revenues from local advertising</i></p> <p>Consolidated group revenues from the sales - through sales houses and direct sales - of own television advertising spaces (on digital and satellite platforms) aimed at broadcasting local announcements, regardless of the form and duration (advertising spot, telepromotions, "minispot", ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>".</p> <p>The amounts are net of discounts and agency fees.</p>
77	<p><i>Revenues from the sale of television content to other operators</i></p> <p>Consolidated group revenues from the sale (at wholesale level) to other operators (not belonging to the Group) of television content broadcast on pay- tv channels/programmes.</p>

78	<i>Revenues from the sale of network operator services to other operators</i> Consolidated group revenues from the sale (at wholesale level) to other operators (not belonging to the Group) of network operator services on digital and satellite platforms.
79	<i>Revenues from public funds (public contributions)</i> Amounts paid by the State or other public bodies for the exercise of the group's television activities and accounted for within the revenues relating to the activity itself.
80	<i>Revenues from agreements with public entities</i> Consolidated group revenues from agreements or contracts signed with public entities for the supply of television products and/or services.
81	<i>Other revenues from pay-TV activities (specify in the "Notes" box)</i> Consolidated group revenues from pay-tv activities not entered under the previous items.
Costs from national and local television activities (free TV and pay-TV)	
82	<i>Total costs from free television and pay-tv (national and local)</i> Values consistent with those shown in the consolidated annual report. If the Group operates in more than one business segment, the specific portion for common/joint cost components shall be entered in this item.
83	<i>Costs from the purchase of broadcasting rights</i> Costs, portion of the item 82, deriving from the purchase of television programs broadcasting rights.
84	<i>Costs from the purchase of broadcasting rights for sporting events</i> Charges, portion of the item 83, deriving from the purchase of sports channels and programmes broadcasting rights.
85	<i>Costs from the purchase of broadcasting rights for the Serie A and B football leagues</i> Charges/fees, portion of the item 84, deriving from the purchase of Serie A and Serie B (Italian Football League) broadcasting rights.

National and local radio (including network operators) [CT]

Item	Instructions
86	<p><i>Total revenues CT section (Values consistent with those shown in the consolidated annual report).</i></p> <p>Automatic sum of the amounts of the following items 87+88+93+94+95</p>
87	<p><i>Radio licence fees</i></p> <p>Revenues from radio licence fees (net from tax rights and related to the radio public services).</p>
88	<p><i>Revenues from advertising on channels/programmes broadcast by the Group (including radiopromotions and sponsorships net of discounts and agency fees) (excluding online advertising)</i></p> <p>Automatic sum of the amounts of the following items 89 and 90. Values equal to the sum of the amount of the items 91 and 92.</p> <p>Total consolidated group revenues received from the sales of own radio advertising spaces, aimed at broadcasting national and local announcements, regardless of the form and duration (spot, radiopromotions, "minispot", ...), including <i>radiopromotions and sponsorships</i>, and excluding online advertising.</p> <p>For <i>radiopromotions and sponsorships</i> please relate to the definitions at item 59.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section "<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>". Consolidated revenues from the sale of radio advertising spaces on behalf of third parties (not belonging to the Group) shall be entered in the section "<i>Sales houses that manage and sold advertising space on traditional media (Newspapers, Magazines, TV, Radio, ...) [CC]</i>". The amounts are net of discounts and agency fees.</p>
89	<p><i>- revenues from advertising sales through sales houses not belonging to the Group</i></p> <p>Consolidated group revenues from the sale - through sales houses not belonging to the Group - of own radio advertising spaces aimed at broadcasting national and local announcements, regardless of the form and duration (spots, radiopromotions, "minispot", ...).</p> <p>The amounts are net of discounts and agency fees.</p>
90	<p><i>- revenues from direct sales of advertising (also through the sales house of the Group)</i></p> <p>Consolidated group revenues from the direct sales (also through the sales house of the Group) of own radio advertising spaces aimed at broadcasting national and local announcements, regardless of the form and duration (spots, radiopromotions, "minispot", ...).</p>

91	<p><i>Revenues from national advertising</i></p> <p>Consolidated group revenues from the sales - through sales houses and direct sales – of own radio advertising spaces (on digital and satellite platforms) aimed at broadcasting national announcements, regardless of the form and duration (spots, promotions, “minispot”, ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (163 and following), are excluded and shall be entered in the section “<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>”.</p> <p>The amounts are net of discounts and agency fees.</p>
92	<p><i>Revenues from local advertising</i></p> <p>Consolidated group revenues from the sales - through sales houses and direct sales - of own radio advertising spaces (on digital and satellite platforms) aimed at broadcasting local announcements, regardless of the form and duration (spots, promotions, “minispot”, ...).</p> <p>Revenues from the sale of advertising spaces to public entities (institutional advertising) are entered.</p> <p>Revenues from online advertising (item 163 and following) are excluded and shall be entered in the section “<i>Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation services [IT]</i>”.</p> <p>The amounts are net of discounts and agency fees.</p>
93	<p><i>Revenues from public funds (public contributions)</i></p> <p>Amounts paid by the State or other public bodies for the exercise of the group’s radio activities and accounted for within the revenues relating to the activity itself.</p>
94	<p><i>Revenues from agreements with public entities</i></p> <p>Consolidated group revenues from agreements or contracts signed with public entities for the supply of radio products and/or services.</p>
95	<p><i>Other revenues from national and local radio activities (specify in the "Notes" box)</i></p> <p>Consolidate group revenues from radio activities not entered under the previous items.</p>
96	<p><i>Total costs from radio activities - national and local</i></p> <p>Values consistent with those shown in the consolidated annual report.</p> <p>If the Group operates in more than one business segment, the specific portion for common/joint cost components shall be entered in this item.</p>