# INSTRUCTIONS FOR THE PUBLISHING SECTOR 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 in any case relating 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 art. 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, with 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.

# Newspapers (including free press and digital editions) - national and local [QE]

Item	Instructions
1	Total revenues QE section (Values consistent with those shown in the consolidated annual report).  Automatic sum of the items 2+9+14+17+18+19.
2	Revenues from the sale of print and digital copies (net of add-ons related to the item 14)  Automatic sum of the items 3+6.
3	Revenues from the sale of print copies (net of add-ons)  Consolidated group revenues from the daily newspapers's sale of print copies, national and local, by subscription, at newsstands and through other distribution channels (e.g. large-scale retail trade, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.  Automatic sum of the items 4+5.  In case of newspapers published in both print and digital editions, and in case of a joint or combined offer of digital and print publishing products, put here only the share relating to the print product; where this is not possible, the criterion to be followed in attributing revenues is prevalence, i.e. revenues are to be attributed to the item relating to the main activity.  Revenues from the sale of digital editions, under item 6 below, or online titles under item 153 of the section "Internet: Online publishing, Online audiovisual content (including SMA), Online advertising, Search engines and Online intermediation services [IT]" are excluded.  The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 14.
4	- revenues from copies sold by subscription  Consolidated group revenues from subscription sales of print copies of national and local daily newspapers, both in Italy and abroad, if they contribute to revenue in Italy.  This item includes revenues from the online sale of print subscriptions sent by postal mail.  The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 14.

- revenues from copies sold at newsstands and other distribution channels Consolidated group revenues from the sale of print copies of national and local daily newspapers at 5 newsstands and through other distribution channels (e.g. large-scale retail trade, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy. The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 14. Revenues from the sale of digital editions of the print publication (net of add-ons) Consolidated group revenues from the sale, both direct and through distribution platforms, of digital editions (replicas of the print edition), single or by subscription, of daily newspapers in Italy and abroad, if they contribute to the revenue in Italy. 6 Automatic sum of the items 7+8. In case of newspapers published in both print and digital editions, and in the case of a joint or combined offer of digital and print publishing products, refer in these items only to the share relating to the digital edition; where this is not possible, the criterion to be followed in attributing revenues is prevalence, ie the revenues are to be attributed to the item relating to the main activity. - revenues from the sale of copies sold individually Consolidated group revenues from the sale of a single digital edition of daily newspapers sold either 7 directly by the publisher or through distribution platforms, in Italy and abroad if they contribute to revenue in Italy. - revenues from copies sold by subscription Consolidated group revenues from subscription sales of digital editions of daily newspapers, either directly by the publisher or through distribution platforms, in Italy and abroad, if they contribute to revenue in Italy. Subscription sales are defined as a commercial offer that provides for the possibility of purchasing a 8 number of digital editions of a single newspaper of the purchaser's choice over a given period of time. Subscription sales can be on a "time" basis (the purchaser buys the digital editions published in a given period - e.g. weekly, monthly, yearly) or on a "scalar" basis (the purchaser buys a number

of credits corresponding to a number of editions that can be used up to the occurrence of the

purchased credit, i.e. specific quantities).

Revenues from advertising on the Group's newspapers (net of discounts and agency fees) (excluding online advertising)
Consolidated revenues from the sale of advertising spaces in the group's daily newspaper(s).
Automatic sum of the items 10 +11. Value equal to sum of the items 12+13
Consolidated revenues from the sale of advertising spaces on behalf of third parties (not belonging to the Group) shall be entered in the section "Sales houses that manage and sold advertising space on traditional media (Newspapers, Magazines, TV, Radio,) [CC]".
- revenues from advertising sales through sales houses not belonging to the Group
Consolidated revenues from the sale - through sales houses not belonging to the Group - of advertising spaces in the group's daily newspaper(s) published in both print and digital editions.
Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
The amounts are net of discounts and agency fees.
- revenues from direct sales of advertising (also through the sales house of the Group)
Consolidated revenues from the direct sale (also through the sales house of the Group) of advertising spaces in the group's daily newspaper(s) published both in print and digital editions.
Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
Revenues from national advertising
Consolidated revenues deriving from the sale - through sales houses and directly - of national advertising in the group's daily newspaper(s) published in both print and digital editions.
Revenues deriving from the sale of advertising spaces to public entities (institutional advertising) are included.
Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
The amounts are net of discounts and agency fees.

	Revenues from local advertising
13	Consolidated revenues from the sale - through sales houses and directly - of local advertising in the group's daily newspaper(s) published in both print and digital editions.
	Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
	The amounts are net of discounts and agency fees.
	Revenues from the sale of add-ons
14	Automatic sum of the items 15+16
	- revenues from book and phonographic add-ons
15	Consolidated group revenues from the sale of editorial products marketed, as an attachment to the copy of the daily newspaper(s), of a book nature (both stand-alone titles and series) and/or of a phonographic nature (audio compact discs, etc.).
	- revenues from other types (Video, etc.)
16	Consolidated group revenues from the sale of products marketed as an attachment to the copy of the daily newspaper(s), of a video nature (DVD/Blu Ray, etc.) and/or of a nature other than that indicated in the item 15.
	Revenues from public funds (public contributions)
17	Amounts paid by the State or other public bodies for the exercise of the group's publishing activities and accounted for within the revenues relating to the activity itself.
	Revenues from agreements with public entities
18	Consolidated group revenues from agreements or contracts signed with public entities for the supply of publishing products and/or services.
	Other revenues from Newspapers publishing activities (specify in the "Notes" box)
19	Consolidated group revenues from other activities involving the sale of goods and/or the provision of services in the sector of national and local daily newspapers not included under the previous items.
	Total costs from Newspapers publishing activities
	Values consistent with those shown in the consolidated annual report.
20	If the Group operates in more than one business segment, the specific portion for common/joint cost components shall be entered in this item.

# Magazines (including free press and digital editions) - national and local [DE]

Item	Instructions
21	Total revenues DE section (Values consistent with those shown in the consolidated annual report).  Automatic sum of the items 22+29+34+37+38+39.
22	Revenues from the sale of print and digital copies (net of add-ons related to the item 34)  Automatic sum of the items 22A+22B+ 22C. Value equal to the sum of the items 23+26.
22A	- revenues from weekly magazines  Consolidated group revenues deriving from the sale of <u>print and digital</u> copies of weekly magazines, national and local, by subscription, at newsstands and through other distribution channels (e.g. large-scale retail trade, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.  Revenues from the sale of online titles under item 153 of the section "Internet: Online publishing, Online audiovisual content (including SMA), Online advertising, Search engines and Online intermediation services [IT]" are excluded.  The amount indicated is net of the revenues deriving from the sale of "add-ons" related to the item 34.
22B	- revenues from monthly magazines  Consolidated group revenues from the sale of <u>print and digital</u> copies of monthly publications, national and local, by subscription, at newsstands and through other distribution channels (e.g. large-scale retail trade, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.  Revenues from the sale of online titles under item 153 of the section "Internet: Online publishing, online audiovisual content (including SMA), online advertising, search engines and online intermediation services [IT]" are excluded.  The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 34.

- revenues from other magazines

Consolidated group revenues from the sale of <u>print and digital</u> copies of publications with a frequency other than weekly and monthly, distributed nationally and locally by subscription, at newsstands and through other distribution channels (e.g. large-scale retail trade, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.

Revenues from the sale of online titles under item 153 of the section "Internet: Online publishing, Online audiovisual content (including SMA), Online advertising, Search engines and Online intermediation services [IT]" are excluded.

The amount indicated is net of the revenues deriving from the sale of "add-ons" related to the item 34.

Revenues from the sale of print copies (net of add-ons)

Consolidated group revenues from the magazine's sale of <u>print</u> copies, national and local, by

bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.

Automatic sum of the items 24+25.

23

24

In case of titles published in both print and digital editions, and in case of a joint or combined offer of digital and print publishing products, put here only the <u>share relating to the print product</u>; where this is not possible, the criterion to be followed in attributing revenues is prevalence, i.e. revenues are to be attributed to the item relating to the main activity.

subscription, at newsstands and through other distribution channels (e.g. large-scale retail trade,

Revenues from the sale of digital editions, under item 26 below, or online titles under item 153 of the section "Internet: Online publishing, Online audiovisual content (including SMA), Online advertising, Search engines and Online intermediation services [IT]" are excluded.

The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 34.

- revenues from copies sold at newsstands and other distribution channels

Consolidated group revenues from the sale of <u>print</u> copies of national and local magazines at newsstands and through other distribution channels (e.g. large-scale distribution, bars, etc.), both in Italy and abroad, if they contribute to revenue in Italy.

The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 34.

- revenues from copies sold by subscription Consolidated group revenues from subscription sales of print copies of national and local magazines, both in Italy and abroad, if they contribute to revenue in Italy. 25 It includes revenues from the online sale of print subscriptions sent by postal mail. The amount indicated is net of revenues deriving from the sale of "add-ons" related to the item 34. Revenues from the sale of digital editions of the print publication (net of add-ons) Consolidated group revenues from the sale, both direct and through distribution platforms, of digital editions (replicas of the print edition), single or by subscription, of magazines in Italy and abroad, if they contribute to the revenue in Italy. 26 Automatic sum of the items 27+28. In case of magazines published in both print and digital editions, and in the case of a joint or combined offer of digital and print publishing products, refer in these items only to the share relating to the digital edition; where this is not possible, the criterion to be followed in attributing revenues is prevalence, ie the revenues are to be attributed to the item relating to the main activity. - revenues from copies sold individually Consolidated group revenues from the sale of a single digital edition of magazines sold either directly 27 by the publisher or through distribution platforms, in Italy and abroad if they contribute to revenue in Italy. - revenues from copies sold by subscription Consolidated group revenues from subscription sales of <u>digital editions of magazines</u>, either directly by the publisher or through distribution platforms, in Italy and abroad, if they contribute to revenue in Italy. Subscription sales are defined as a commercial offer that provides for the possibility of purchasing a 28 number of digital editions of a single newspaper of the purchaser's choice over a given period of time. Subscription sales can be on a "time" basis (the purchaser buys the digital editions published in a given period - e.g. weekly, monthly, yearly) or on a "scalar" basis (the purchaser buys a number of credits corresponding to a number of editions that can be used up to the occurrence of the purchased credit, i.e. specific quantities).

Revenues from advertising on the Group's magazines (net of discounts and agency fees) (excluding online advertising)

Consolidated revenues from the sale of advertising spaces in the group's magazine(s).

29

Automatic sum of the items 29A+29B+29C. Value equal to sum of the items 30+31 and value equal to sum of the items 32+33.

Consolidated revenues from the sale of advertising spaces on behalf of third parties (not belonging to the Group) shall be entered in the section "Sales houses that manage and sold advertising space on traditional media (Newspapers, Magazines, TV, Radio, ...) [CC]".

- revenues from the sale of advertising spaces in weekly magazines

Consolidated revenues from the sale - through sales houses and direct sales - of national and local advertising in the group's weekly magazine(s) published in <u>both print and digital</u> editions.

29A

Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.

Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online publishing, Online audiovisual content (including SMA), Online advertising, Search engines and Online intermediary services [IT]" are excluded.

The amounts are net of discounts and agency fees.

- revenues from the sale of advertising spaces in monthly magazines

Consolidated revenues from the sale - through sales houses and direct sales - of national and local advertising in the group's monthly magazine(s) published in <u>both print and digital</u> editions.

29B

Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.

Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.

The amounts are net of discounts and agency fees.

- revenues from the sale of advetising spaces in other magazines

Consolidated revenues from the sale - through sales houses and direct sales - of national and local advertising in the group's magazine(s) published in <u>both print and digital</u> editions with a frequency other than weekly and monthly.

29C

Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.

Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.

The amounts are net of discounts and agency fees.

30	Revenues from advertising sales through sales houses not belonging to the Group
	Consolidated revenues from the sale - through sales houses not belonging to the Group - of advertising spaces in the magazine(s) published in both <u>print and digital editions</u> .
	Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
	The amounts are net of discounts and agency fees.
	Revenues from direct sales of advertising (also through the sales house of the Group)
	Consolidated revenues from the direct sale of advertising spaces in the group's magazine(s)
31	published both in <u>print and digital editions</u> .  Percentus from the sale of advertising spaces to public entities (institutional advertising) are included.
0.	Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
	Revenues from national advertising
	Consolidated revenues deriving from the sale - through sales houses and directly - of national advertising in the group's magazine(s) published in both print and digital editions.
32	Revenues deriving from the sale of advertising spaces to public entities (institutional advertising) are included.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
	The amounts are net of discounts and agency fees.
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	Revenues from local advertising
33	Consolidated revenues from the sale - through sales houses and directly - of local advertising in the group's magazine(s) published in both <u>print and digital editions</u> .
	Revenues from the sale of advertising spaces to public entities (institutional advertising) are included.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]" are excluded.
	The amounts are net of discounts and agency fees.

34	Revenues from the sale of add-ons Automatic sum of the items 35+36
35	revenues from book and phonographic add-onsConsolidated group revenues from the sale of editorial products marketed, as an attachment to the copy of the magazine(s), of a book nature (both stand-alone titles and series) and/or of a phonographic nature (audio compact discs, etc.).
36	- revenues from other types (Video, etc.)  Consolidated group revenues from the sale of products marketed as an attachment to the copy of the magazine(s), of a video nature (DVD/Blu Ray, etc.) and/or of a nature other than that indicated in the item 35.
37	Revenues from public funds (public contributions)  Amounts paid by the State or other public bodies for the exercise of the group's publishing activities and accounted for within the revenues relating to the activity itself.
38	Revenues from agreements with public entities  Consolidated group revenues from agreements or contracts signed with public entities for the supply of publishing products and/or services.
39	Other revenues from magazine publishing activities (specify in the "Notes" box)  Consolidated group revenues from other activities involving the sale of goods and/or the provision of services in the sector of national and local daily newspapers not included under the previous items.
40	Total costs from magazine publishing activities  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.

# Yearbook publishing [EE]

ltem	Instructions
41	Total revenues EE section (Values consistent with those shown in the consolidated annual report).  Automatic sum of the items 42+43+44+45+46+47
42	Revenues from the sale of annual publications in printed copy  Consolidated group revenues from the sale (including by subscription) of publishing products published annually in printed format.  Revenues deriving from the sale of offline and online publications (items 43 and 154 below) are excluded.  In the case of hybrid publications and in the case of the joint offer of digital and print and offline/online products, if possible, put here only the share relating to the print product; where this is not possible, the criterion to be followed in attributing revenues is prevalence, i.e. revenues are to be attributed to the item relating to the main activity.
43	Revenues from the sale of annual publishing products and services on offline media  Consolidated group revenues from the sale (including by subscription), on offline media (e.g. CD-Rom), of publishing products and services published on an annual basis, including any intra-annual updates.  In the case of hybrid publications and in the case of a joint offer of digital and printed products, if possible, put here only the share relating to the print product; where this is not possible, the criterion to be followed in attributing revenues is prevalence, i.e. revenues are to be attributed to the item relating to the main activity.

44	Revenues from advertising on the Group's annual publications (net of discounts and agency fees) (excluding online advertising)
	Consolidated revenues deriving from the sale - through sales houses and directly - of advertising spaces in the group's titles published in both print and on offline media.
	Revenues from the sale of online advertising spaces, as related to the item 163 (and following) of the section "Internet: Online Publishing, Online Audiovisual Content, Online Advertising, Online Search Engines and Online Intermediation Services [IT]]" are excluded.
	Consolidated revenues from the sale of advertising spaces on behalf of third parties (not belonging to the Group) shall be entered in the section "Sales houses that manage and sold advertising space on traditional media (Newspapers, Magazines, TV, Radio,) [CC]".
	The amounts are net of discounts and agency fees.
	Revenues from public funds (public contributions)
45	Amounts paid by the State or other public bodies for the exercise of the group's publishing activities and accounted for within the revenues relating to the activity itself.
46	Revenues from agreements with public entities
	Consolidated group revenues from agreements or contracts signed with public entities for the supply of publishing products and/or services.
47	Other revenues from yearbook publishing activities (specify in the "Notes" box)
	Consolidated group revenues from other activities involving the sale of goods and/or the provision of services in the sector of national and local yearbook not included under the previous items.
48	Total costs from yearbook publishing activities
	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.

# National press agencies [GE]

Item	Instructions
49	Total revenues GE section (Values consistent with those shown in the consolidated annual report).  Automatic sum of the items 50+53+54
50	Revenues from the sale of services and news  Automatic sum of the items 51+52
	- revenues from sale to other communication operators (publishers, broadcasters,)
51	Consolidated group revenues from the sale, by subscription or otherwise, of news and other types of
	information services to <u>other communication operators</u> (publishers, broadcasters, etc.).
	- revenues from sale to users (consumers, PA, business,)
52	Consolidated group revenues from the sale, by subscription or otherwise, of newsletters and other types of information services to users (consumers, public administrations, businesses, etc.).
	Revenues from public funds (public contributions)/agreements with public entities
53	Amounts paid by the State or other public bodies for the exercise of the group's publishing activities and accounted for within the revenues relating to the activity itself; revenues from agreements or contracts signed with public entities for the supply of publishing products and/or services.
54	Other revenues from press agency activities (specify in the "Notes" box)
	Consolidated group revenues from other activities involving the sale of goods and/or the provision of services in the sector of national press agencies not included under the previous items.
	Total costs from news agency activities
55	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.