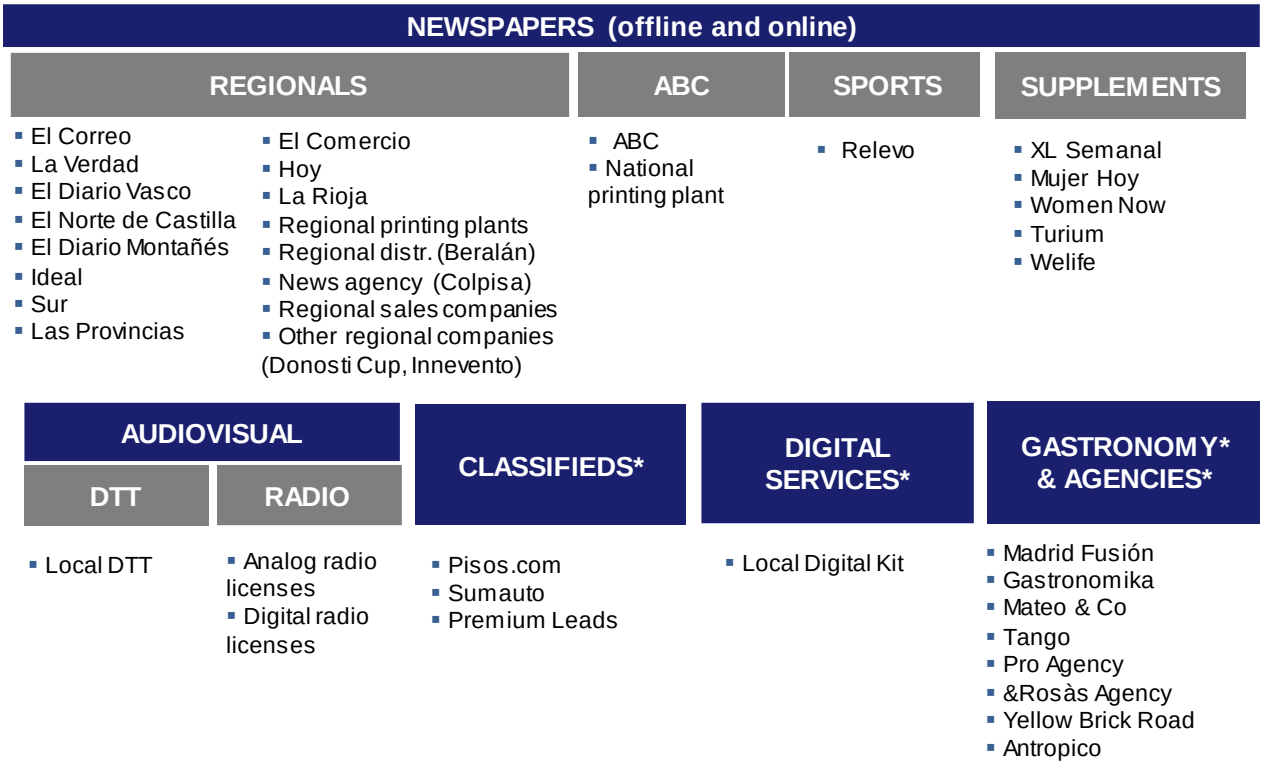
Results for January - September 2023

14 NOVEMBER **2023**

PERFORMANCE OF THE VOCENTO BUSINESSES

VOCENTO is a multimedia group, whose parent company is VOCENTO, S.A. It is dedicated to the various areas that comprise the media sector. The Group's business lines are used to organise management information and to report to the market. In 2023 a new business line, Digital Services, was spun out of the Classifieds business line.



Note: *Diversified businesses

IMPORTANT NOTE

For more information about the APMs (Alternative Performance Measures) used in the P&L and balance sheet calculations, please see Appendix I at the end of the document: Alternative Performance Measures.

Main highlights of the financial performance of the businesses in 9M23

Strong revenue growth in strategic areas, weight of digital and diversified reaches 44%

Positive EBITDA performance in 3Q23 in line with the 2023E target

Net debt impacted by ordinary cash flow performance

- **Strong revenue growth in strategic areas**

  i. Total revenues increased by +5.1% vs. 9M22, driven mainly by digital and diversified revenues, which rose by +16.0% and now represent 44% of the total.

  ii. Advertising increased in 9M23 by +4.6%. Local advertising increased by +6.7% despite the impact of the elections, while national advertising ex-Classifieds fell by -0.6% and Classifieds increased by +5.9%.

  iii. The number of digital subscribers increased by +32% vs. Sep22, to 133k, exceeding expectations. The performance of ARPU (9M23 €5.6, -4.7%) was impacted by the strategy of increasing the weight of annual subscriptions (+9 p.p. in 9M23 vs. 9M22).

- **EBITDA is performing in line with the company's target**

  i. In 3Q23 EBITDA improved by +1,967 thousand euros to 3,296 thousand euros, thanks to the performance of the Diversified businesses (+1,321 thousand euros) and Relevo (+890 thousand euros). In 9M23 EBTIDA was 7,285 thousand euros.

  ii. The diversified businesses generated EBITDA of 8,138 thousand euros in 9M23, double the level of 9M22. These businesses increased their weight in total EBITDA excluding the corporate centre to 32% of LTM EBITDA 9M23 vs. 21% in 2022.

  iii. The target is maintained of EBITDA growth in the year at constant scope, i.e. excluding the contribution of &Rosas, compared with 33,543 thousand euros in 2022. The cost efficiency plan generated savings in 3Q23 which were line with forecasts.

  iv. The comparison for the 9M23 net result (-15,657 thousand euros attributable to the parent company) was distorted by extraordinary items in 9M22 following the divestments of NET TV and Veralia Cine.

- **Net debt impacted by a negative performance of free cash flow**

  i. Net financial debt ex IFRS 16 is 34,210 thousand euros, vs. 8,891 thousand euros at the end of 2022. This is a result, among other factors, of negative free cash flow, the dividend payment and the acquisition of &Rosas.

  ii. Ordinary cash flow was -16,368 thousand euros, impacted by various factors, including Relevo, delays to payment for digital services by the government's REDES programme (for Kit Digital), higher cash payments to paper suppliers, and some frontloading of capex.

  iii. In July 2023 the sale of the stake in Dinero Gelt, S.L. generated a net cash inflow of 2,052 thousand euros.

Main financial data

Consolidated profit and loss statement

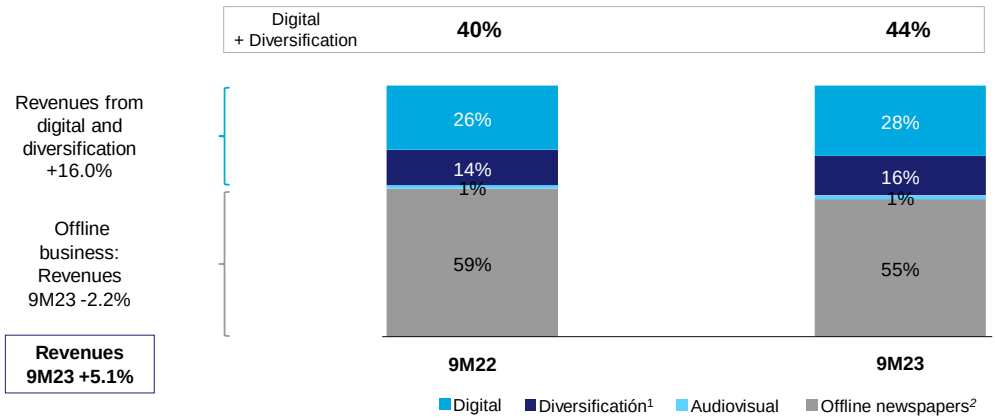
Thousand euros	9M23	9M22	Var Abs	Var %
Circulation revenues	76,338	80,004	(3,666)	(4.6%)
Advertising revenues	109,472	104,639	4,832	4.6%
Other revenues	69,887	58,644	11,244	19.2%
Total revenue	**255,697**	**243,287**	**12,410**	**5.1%**
Staff costs	(126,903)	(113,506)	(13,397)	(11.8%)
Procurements	(21,674)	(21,303)	(371)	(1.7%)
External Services	(99,256)	(98,451)	(805)	(0.8%)
Provisions	(579)	97	(677)	n.r.
Operating expenses (without D&A)	(248,412)	(233,163)	(15,249)	(6.5%)
EBITDA	**7,285**	**10,124**	**(2,839)**	**(28.0%)**
Depreciation and amortization	(18,537)	(16,498)	(2,039)	(12.4%)
Impairment/gains on disposal of tan. & intan. asse	221	287	(66)	(23.0%)
EBIT	**(11,031)**	**(6,087)**	**(4,944)**	**(81.2%)**
Profit of companies acc. equity method	533	(101)	633	n.r.
Net financial income	(2,276)	(1,079)	(1,196)	n.r.
Net income from disposal of non-current assets	1,158	24	1,134	n.r.
Profit before taxes	**(11,616)**	**(7,244)**	**(4,372)**	**(60.4%)**
Corporation tax	(1,406)	(1,354)	(52)	(3.9%)
Profit after taxes	**(13,022)**	**(8,597)**	**(4,425)**	**(51.5%)**
BDI assets for sale/discontinued operations	0	9,136	(9,136)	(100.0%)
Net profit for the year	**(13,022)**	**538**	**(13,560)**	**n.r.**
Minority interests	(2,635)	(1,795)	(840)	(46.8%)
Net profit attributable to the parent	**(15,657)**	**(1,257)**	**(14,400)**	**n.r.**

Note: figures are rounded to the nearest thousand euro.

Total revenues in 9M23 reached 255,697 thousand euros, an increase of +5.1% vs. 9M22.

Vocento is maintaining its strategy of increasing revenues from digital media and diversification to more than 60% of total revenues in 2026. In 9M23, these revenues experienced solid growth of +16.0% and now represent 44% of the total, an increase of +4 p.p, from 9M22.

Vocento's changing revenue mix



Note 1: includes Gastronomy, Agencies and offline revenues from Newspaper events. Note 2: Offline newspapers and other revenues.

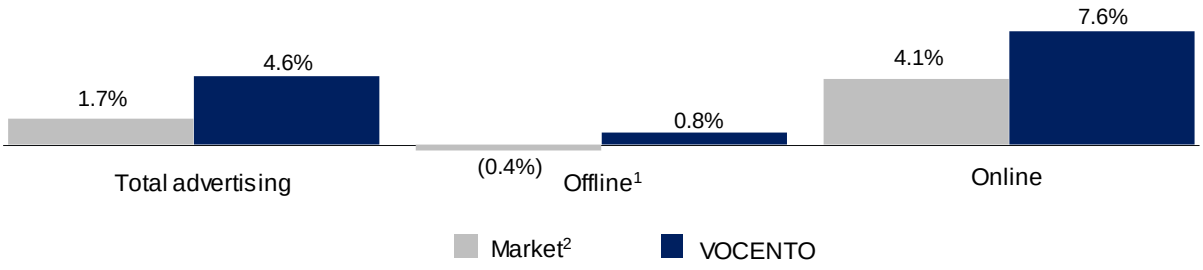
By type of revenue:

i. Revenues from **circulation** fell by -4.6% in 9M23. Revenues from digital subscriptions increased by +24%, with the number of subscribers rising by 32% to 133k. ARPU was impacted by the increased weight of annual subscriptions, which help strengthen a subscriber's loyalty but which contribute lower average revenue per month.

ii. Revenues from **advertising** increased by +4.6% vs. 9M22. VOCENTO has outperformed the total advertising market (+4.6% vs. +1.7%) and the online market.

Advertising performance, VOCENTO vs. the market 9M23

Data in %

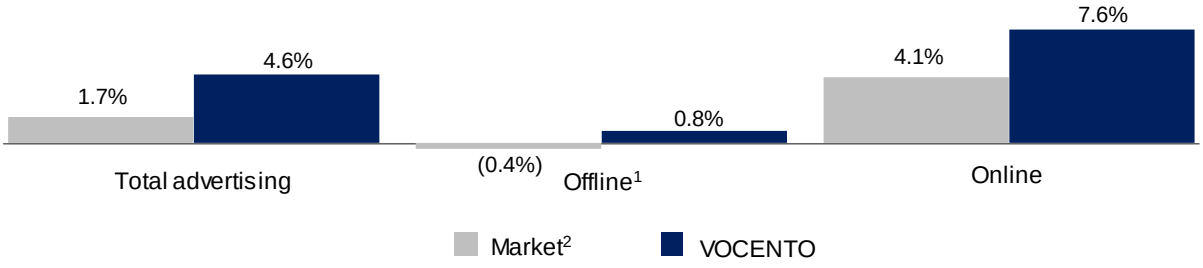


Note 1: offline is press market and VOCENTO is ABC + print Regional Press. Note 2: market source i2p ex social media and search engines.

By advertising market, advertising revenues with a local origin increased by +6.7% despite the elections, with a positive performance both for digital (+18.9%, including Digital Services) and offline (+1.9%), compared to a +2.0% rise for national advertising. The balanced local/national mix, at 54%/46%, continues to be a competitive strength of Vocento.

Advertising, national vs. local[1] 9M23

Data in %



Note 1: net advertising. Includes Newspapers, Classifieds, Digital Services and Gastronomy.

National digital advertising (excluding Relevo) fell by -6.7%, while local digital advertising increased by +8.3% and Classifieds by +5.9%.

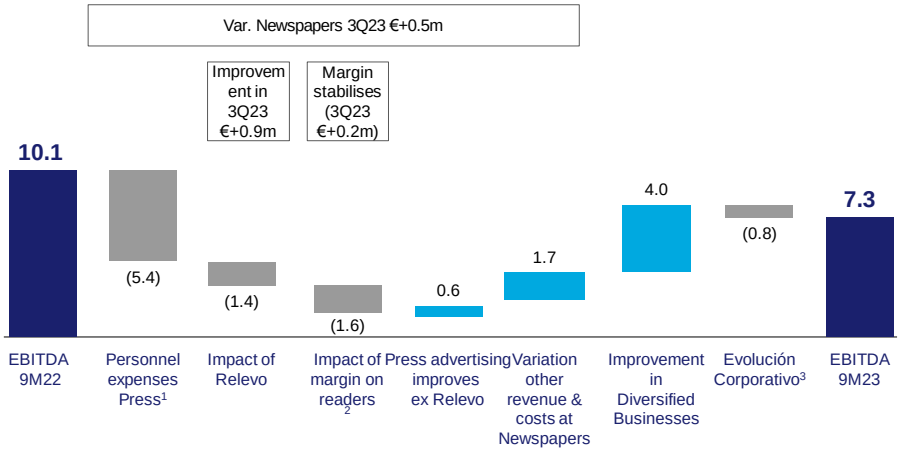
iii. **Other revenues**: increased to 69,887 thousand euros (+19.2% vs. 9M22), thanks among others to the success of the MadridFusión gastronomy fair and higher revenues from Agencies, which was impacted by the acquisition of &Rosas (the pro forma growth of other revenues was +13.5%).

EBITDA

EBITDA improved in the third quarter by +1,967 thousand euros to stand at 3,296 thousand euros thanks to an improved performance from the diversified areas (+1,321 thousand euros), especially from Classifieds and Agencies, as well as at Relevo, which improved by +890 thousand euros vs. 3Q22. Reported EBITDA for 9M23 was 7,285 thousand euros vs. 10,124 thousand euros in 9M22. The diversified businesses generated EBITDA of 8,138 thousand euros, almost twice their EBITDA level in 9M22 (4,115 thousand euros), and accounted for 32% of the total EBITDA of Vocento (excluding the corporate centre) in the last twelve months.

Detail of movement in EBITDA 9M22-9M23

Variation 9M22 vs. 9M23 except for comparable EBITDA. All figures in €m



Note: figures are rounded to the nearest hundred thousand euro. Note 1: Data ex Relevo. Including among others compensation payments and return of extra payment. Note 2: sum of revenues from circulation sales and digital subscriptions, minus costs needed for printing, distribution and sales (e.g. marketing) of copies and subscriptions. Note 3: including Audiovisual (var. €+0.1m).

The company is reiterating its target of EBITDA in 2023 exceeding the 33,543 thousand euros achieved in 2022, on constant scope.

- There is a high level of seasonality in Vocento's business, with a large part of the activity coming in 4Q.
- In the first part of the year, EBITDA has been impacted by a series of negative effects which either led to subsequent savings (e.g. the pay-off on the 1Q compensation payments) or which have stabilised (the cost of paper) or which have improved their profitability (Relevo).
- Finally, in the second part of the year the costs plan is expected to generate savings (some of which were reflected in 3Q23).

Operating result (EBIT)

The operating result for 9M23 was -11,031 thousand euros, down -4,944 thousand euros from 9M22, mainly as a result of the operating performance and an increase in depreciation because of higher capex in 2021 and 2022.

Items below EBIT and before net profit

There was an increase in equity-accounted income by +633 thousand euros. The net result from the divestment of non-current assets includes the sale of the stake in 'Dinero Gelt, S.L.' for a capital gain of 1,255 thousand euros. The financial result decreased by -1,196 thousand euros because of higher interest

rates and higher average levels of debt, as well as fees linked to the renegotiation of the syndicated loan (reported to the CNMV on 19 July 2023).

Net result attributable to the parent company

The net result in 9M23, before minority interest, was -13,022 thousand euros. The result for 9M22 included the positive impact of capital gains from the sale of NET TV and Veralia Cine (9,136 thousand euros).

Furthermore, minority interest in 9M23 was -2,635 thousand euros, a variation of -840 thousand euros from 9M22, mainly because of the improved performance of Sumauto in the Classifieds business. The net result attributable to the parent company was -15,657 thousand euros.

Consolidated balance sheet

Thousand euros	9M23	2022	Var abs	% Var
Non current assets	**304,639**	**307,943**	**(3,304)**	**(1.1%)**
Intangible assets and goodwill	141,918	136,880	5,038	3.7%
Property, plant and equipment and investment property	90,033	92,533	(2,500)	(2.7%)
Use of leases	18,162	19,264	(1,102)	(5.7%)
Investments accounted using equity method	2,767	2,376	392	16.5%
Other non current assets	51,758	56,889	(5,131)	(9.0%)
Current assets	**107,743**	**120,767**	**(13,024)**	**(10.8%)**
Other current assets	96,511	105,465	(8,953)	(8.5%)
Cash and cash equivalents	11,232	15,303	(4,071)	(26.6%)
Assets held for sale	**1,361**	**1,361**	**0**	**0.0%**
TOTAL ASSETS	**413,743**	**430,071**	**(16,328)**	**(3.8%)**
Equity	245,983	268,144	(22,160)	(8.3%)
Bank borrowings and other fin. liabilities	65,362	45,561	19,800	43.5%
Other non current liabilities	24,201	23,404	798	3.4%
Other current liabilities	78,197	92,962	(14,766)	(15.9%)
TOTAL EQUITY AND LIABILITIES	**413,743**	**430,071**	**(16,328)**	**(3.8%)**

Note: figures are rounded to the nearest thousand euro.

Main balance sheet items

The increase in intangible assets by +5,038 thousand euros mainly reflects goodwill connected to the acquisition of &Rosás. The decrease in other non-current assets by -5,131 thousand euros is the result of a reclassification of non-current to current following the sale of NET TV and Veralia Cine (reported to the CNMV on 29 November 2021).

The decrease in other current assets by -8,953 thousand euros is mainly the result of a lower balance with trade debtors, reflecting the seasonality of the business, which is also reflected in the decrease in other current liabilities.

The decrease in equity by -22,160 thousand euros is mainly due to the result of the reporting period and the dividend payment of 5,500 thousand euros.

Net financial position

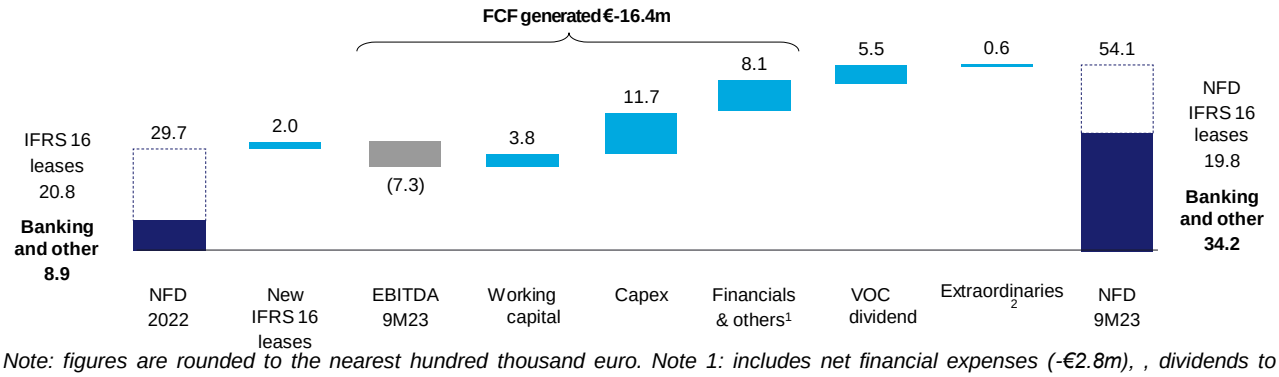
The net financial position (net financial debt), excluding IFRS 16 leases, is -34,210 thousand euros.

Thousand euros	9M23	2022	Var Abs	Var %
Bank borrowings and other financial liabilities (s.t.)	21,867	25,943	(4,076)	(15.7%)
Bank borrowings and other financial liabilities (l.t.)	43,495	19,618	23,877	n.r.
Gross debt	**65,362**	**45,561**	**19,800**	**43.5%**
+ Cash and cash equivalents	11,232	15,303	(4,071)	(26.6%)
+ Other non current financial asstes	792	846	(55)	(6.4%)
Deferred expenses	718	242	476	n.r.
Net cash position/ (net debt)	**(54,056)**	**(29,654)**	**(24,402)**	**(82.3%)**
Net cash position ex-NIIF16	**(34,210)**	**(8,891)**	**(25,319)**	**n.r.**

Gross financial debt of 66,079 thousand euros, without adjusting for accruals, consists of: 1) bank borrowings of 29,242 thousand euros (practically all from syndicated financing, with a current balance of 1,582 thousand euros and a non-current balance of 27,660 thousand euros), 2) current commercial paper with a balance of 16,500 thousand euros, 3) other debt of 491 thousand euros, and 4) IFRS 16 leases of 19,846 thousand euros.

Ordinary cash flow in 9M23 was -16,368 thousand euros. Extraordinary cash movements in 9M23 included the payment for the acquisition of &Rosàs and the entry of cash for a stage of the sale of NET TV and Veralia Cine, and the Vocento dividend payment of -5,500 thousand euros.

Analysis of movement in net financial debt 2022-9M23 (€m)



Note: figures are rounded to the nearest hundred thousand euro. Note 1: includes net financial expenses (-€2.8m), , dividends to minority interest (€3.8m), taxes (€0.5m) and others (e.g. advance income). Note 2: including among others payment for &Rosàs and cash entry from the sale of NET TV and Veralia Distribución and cash from the divestment in Gelt.

Various factors impacted the ordinary cash flow performance in 9M23 compared with 9M22, including:

1. Relevo, which is in the investment stage in 2023, with a combined impact on EBITDA, working capital, capex and others, of -4.9 million euros;
2. An increase in working capital ex-Relevo of -7.0 million euros, reflecting among others: a) an increase in supplies of overseas paper which require prompt payment (€-1.6m), b) in Digital Services, delays in payments from the Government for the REDES programme (€-1.9m; an improvement is expected in 2024), c) higher working capital requirements because of increased activity at Classifieds (€-1.8m), and d) changes to the business mix and client behaviour at the Agencies (€-0.4m);
3. Frontloading of capex by -2.0 million euros, leading to capex payments of -11.7 million in 9M23;
4. Higher financial expenses in 9M23 (€-1.7m) partly reflecting commissions paid for refinancing;

5. An increase in payments of corporate income tax (€-0.6m) by companies which are not part of any tax group.

Cash flow statement

Thousand euros	9M23	9M22	Var Abs	% Var
Net profit attibutable to the parent	**(15,657)**	**(1,257)**	**(14,400)**	**n.r.**
Adjustments to net profit	23,256	10,254	13,002	n.r.
Cash flows from ordinary operating activities before changes in working capital	**7,599**	**8,997**	**(1,398)**	**(15.5%)**
Changes in working capital & others	(3,791)	7,218	(11,008)	n.r.
Other payables	(2,680)	(3,464)	784	22.6%
Income tax paid	(469)	232	(701)	n.r.
Interests deduction for tax purposes	36	0	36	n.r.
Net cash flow from operating activities (I)	**696**	**12,983**	**(12,287)**	**(94.6%)**
Acquisitions of intangible and property, plan and equipment	(11,737)	(11,232)	(506)	(4.5%)
Acquisitions of financial assets, subsidiaries and associates	1,132	(2,439)	3,572	n.r.
Interests and dividends received	201	405	(204)	(50.4%)
Other receivables and payables (investing)	269	(1,258)	1,527	n.r.
Net cash flow from investing activities (II)	**(10,135)**	**(14,524)**	**4,389**	**30.2%**
Interests and dividends paid	(11,916)	(11,359)	(556)	(4.9%)
Cash inflows/ (outflows) relating to bank borrowings	9,474	2,417	7,057	n.r.
Other receivables and payables (financing)	8,470	(4,408)	12,878	n.r.
Equity related instruments without financial cost	(783)	(621)	(162)	(26.0%)
Equity related instruments with financial cost	9	(98)	107	n.r.
Net cash flows from financing activities (III)	**5,255**	**(14,069)**	**19,324**	**n.r.**
Net increase in cash and cash equivalents (I + II + III)	**(4,184)**	**(15,610)**	**11,425**	**73.2%**
Cash and cash equivalents of discounted operations	**0**	**7,142**	**(7,142)**	**(100.0%)**
Cash and cash equivalents at beginning of the year	**15,303**	**29,356**	**(14,053)**	**(47.9%)**
Cash and cash equivalents at end of year	**11,118**	**20,888**	**(9,770)**	**(46.8%)**

Note: Numbers are rounded to the nearest hundred thousand euro.

Cash flows from **operating** activities include, apart from the variation in working capital which has been explained above, a variation in the balance of other payables, related mainly to accruals.

Cash flows from **investing activities** include the impact of the acquisition of &Rosás and the entry of cash following the second stage of the sale of NET TV and Veralia Cine.

Net cash flows from **financing** activities include the issuance of debentures, booked under other financing transactions.

Capex

Thousand euros	9M23			9M22			Var Abs		
	Intang.	**Tang.**	**Total**	**Intang.**	**Tang.**	**Total**	**Intang.**	**Tang.**	**Total**
Newspapers	5,272	3,990	9,262	2,914	5,980	8,893	2,358	(1,989)	369
Audiovisual	3	5	8	0	5	6	3	(0)	2
Classifieds	416	376	792	368	57	425	48	318	366
Digital Services	62	2	64	94	2	96	(32)	(1)	(32)
Gastronomy & Others	553	260	813	500	72	572	53	189	242
Corporate	136	83	219	95	24	119	41	59	100
TOTAL	**6,442**	**4,716**	**11,158**	**3,972**	**6,140**	**10,111**	**2,471**	**(1,424)**	**1,047**

Note: the difference between the cash outflow and the capex registered in accounts reflects the difference between payments pending for investments last year and investments made this year but not paid for yet. Figures are rounded to the nearest thousand euro.

Information by business area

Thousand Euros	9M23	9M22	Var Abs	Var %
Newspapers	206,447	203,463	2,985	1.5%
Audiovisual	3,556	3,333	222	6.7%
Classifieds	20,732	19,742	990	5.0%
Digital services	2,479	762	1,718	n.r.
Gastronomy & Agencies	25,614	19,511	6,102	31.3%
Corporate & adjustments	(3,131)	(3,525)	394	11.2%
Total revenues	**255,697**	**243,287**	**12,410**	**5.1%**
EBITDA				
Newspapers	5,370	11,475	(6,105)	(53.2%)
Audiovisual	1,954	1,842	112	6.1%
Classifieds	4,291	3,205	1,085	33.9%
Digital services	926	(324)	1,250	n.r.
Gastronomy & Agencies	2,922	1,234	1,688	n.r.
Corporate & adjustments	(8,176)	(7,308)	(868)	(11.9%)
Total EBITDA	**7,285**	**10,124**	**(2,839)**	**(28.0%)**
EBIT				
Newspapers	(9,629)	(1,998)	(7,632)	n.r.
Audiovisual	1,930	1,807	123	6.8%
Classifieds	2,727	1,787	940	52.6%
Digital services	870	(350)	1,221	n.r.
Gastronomy & Agencies	1,905	331	1,575	n.r.
Corporate & adjustments	(8,835)	(7,664)	(1,171)	(15.3%)
Total EBIT	**(11,031)**	**(6,087)**	**(4,944)**	**(81.2%)**

Note: figures are rounded to the nearest thousand euro.

Newspapers (offline and online)

Thousand Euro	9M23	9M22	Var Abs	Var %
Total Revenues				
Regionals	146,263	145,149	1,114	0.8%
ABC	57,160	56,278	882	1.6%
Sports	1,229	74	1,155	n.r.
Supplements& Magazines	10,326	11,151	(825)	(7.4%)
Adjustments intersegment	(8,532)	(9,190)	658	7.2%
Total Revenues	**206,447**	**203,463**	**2,985**	**1.5%**
EBITDA				
Regionals	11,991	14,284	(2,293)	(16.1%)
ABC	(1,651)	519	(2,170)	n.r.
Sports	(5,213)	(3,803)	(1,410)	(37.1%)
Supplements& Magazines	242	475	(233)	(49.0%)
Total EBITDA	**5,370**	**11,475**	**(6,105)**	**(53.2%)**
EBIT				
Regionals	4,427	7,414	(2,986)	(40.3%)
ABC	(8,319)	(5,679)	(2,641)	(46.5%)
Sports	(5,513)	(3,809)	(1,704)	(44.7%)
Supplements & Magazines	(224)	77	(301)	n.r.
Total EBIT	**(9,629)**	**(1,998)**	**(7,632)**	**n.r.**

Note: The main eliminations include: a) sales from Supplements to the Regional Press and ABC, b) the distribution revenues of Beralán. Numbers are rounded to the nearest thousand euro.

The main developments at **Regional** include the rise in advertising (+946 thousand euros at the Regional Press and Local Portals), a fall in the margin on readers (-1,712 thousand euros, partly because of the rise in the cost of paper), and a variation in other costs (mainly personnel) and revenues of -1,452 thousand euros.

At **ABC**, EBITDA was impacted by costs, especially personnel expenses, and a fall in other revenues (-1,175 thousand euros), as well as by lower advertising revenues (-609 thousand euros) and a lower margin on printing (-514 thousand euros). The margin on readers in 9M23 was stable compared with 9M22 thanks to the positive contribution of digital subscriptions.

The EBITDA of **Supplements and Magazines** was 242 thousand euros in 9M23.

EBITDA at **Relevo** improved by +890 thousand euros compared to the same period in the prior year, to -1,635 thousand euros in 3Q23. Relevo has been recognised by the Reuter Institute at the University of Oxford as a key media vehicle in covering current affairs, with an innovative digital strategy. Furthermore, during the Women's World Cup of football, Relevo had a major impact on social media and was the leader for video views on TikTok and interactions on Twitter compared with the four main sports publications in Spain.

In terms of operational numbers, website traffic has increased by +85% for page views and +49% for unique browsers, 3Q vs. 2Q. The active time per page is 52% above the average for publishers in southern Europe according to Chartbeat.

Audiovisual

Thousand Euros	9M23	9M22	Var Abs	Var %
Total revenues				
DTT	905	885	20	2.3%
Radio	2,591	2,378	213	9.0%
Content	132	143	(11)	(7.7%)
Adjustments intersegment	(73)	(73)	(0)	(0.0%)
Total revenues	**3,556**	**3,333**	**222**	**6.7%**
EBITDA				
DTT	(264)	(213)	(51)	(23.9%)
Radio	2,228	2,056	171	8.3%
Content	(9)	(1)	(8)	n.r.
Total EBITDA	**1,954**	**1,842**	**112**	**6.1%**
EBIT				
DTT	(279)	(235)	(44)	(18.7%)
Radio	2,223	2,048	174	8.5%
Content	(14)	(7)	(7)	n.r.
Total EBIT	**1,930**	**1,807**	**123**	**6.8%**

Note: figures are rounded to the nearest thousand euro.

The increase in revenues and in EBITDA reflects the performance at Radio, where revenues are linked to CPI.

Classifieds

Thousand euros	9M23	9M22	Var Abs	Var %
Total revenues				
Total revenues	**20,732**	**19,742**	**990**	**5.0%**
EBITDA				
Total EBITDA	**4,291**	**3,205**	**1,085**	**33.9%**
EBIT				
Total EBIT	**2,727**	**1,787**	**940**	**52.6%**

Note: numbers are rounded to the nearest thousand euro. Data for 9M22, which included Digital Services, have been restated.

Revenue growth of +5.0% was positively impacted mainly by the autos segment. EBITDA increased by +1,085 thousand euros from 9M22, to 4,291 thousand euros. The area is currently focused on a communications and marketing strategy that is focused on social media and which aims to improve the monetization of the brands, especially in the autos sector.

Two projects will be launched in 2024. The DATA Carsight project is focused on commercial and business objectives and aims to make use of data to help dealers obtain better information with better campaigns that maximise the generation of leads. The second project, Autoproff.de in Spain, is focused on products. It is a

C2B project for trading vehicles with dealers, to be launched with automotive segment partner Autoscout24 Germany.

Digital services

Thousand euros	9M23	9M22	Var Abs	Var %
Total revenues				
Total revenues	**2,479**	**762**	**1,718**	**n.r.**
EBITDA				
Total EBITDA	**926**	**(324)**	**1,250**	**n.r.**
EBIT				
Total EBIT	**870**	**(350)**	**1,221**	**n.r.**

Note: numbers are rounded to the nearest hundred thousand euro. Numbers for 9M22 have been restated to include numbers that were previously reported under Classifieds.

Vocento's newest business line includes the activities of Local Digital Kit, which provides services to help SMEs digitalise and build their online presence via websites, social media and e-commerce. Local Digital Kit was previously part of Classifieds. Its activities come under the framework of the official Kit Digital digitalisation programme for SMEs and at the end of September had an active customer portfolio of six thousand SMEs. EBITDA growth of +1,250 thousand euros is line with the 2023E target of +€1.1m. The working capital position of this business line was impacted by delays to government payments under the REDES programme (€-1.9m; an improvement is expected in 2024).

In the long term, the business line aims to increase its services and become a digitalisation hub for SMEs, with solutions for marketing, different sectors and verticals, technology, and general digitalisation services.

Gastronomy and Agencies

Thousand Euros	9M23	9M22	Var Abs	Var %
Total Revenues				
Gastronomy	9,710	7,655	2,055	26.8%
Agencies & Others	15,904	11,856	4,048	34.1%
Total Revenues	**25,614**	**19,511**	**6,102**	**31.3%**
EBITDA				
Gastronomy	1,866	810	1,056	n.r.
Agencies & Others	1,056	424	632	n.r.
Total EBITDA	**2,922**	**1,234**	**1,688**	**n.r.**
EBIT				
Gastronomy	1,655	614	1,041	n.r.
Agencies & Others	250	(284)	534	n.r.
Total EBIT	**1,905**	**331**	**1,575**	**n.r.**

Note: numbers are rounded to the nearest thousand euros..

The Gastronomy division recorded an increase in revenues (+2,055 thousand euros) and in EBITDA (+1,056 thousand euros).

September saw the celebration of the first course in Gastronomy and Culinary Innovation at the Madrid Culinary Campus (MACC), which aims to be the world's leading ecosystem for gastronomical training, creativity and exchange. It provides integral, multidisciplinary training in gastronomy, business and agronomy. Renowned chefs such as Ferran Adrià and Andoni Luis Aduriz have contributed to the project. In October, the Gastronomika fair celebrated its 25th anniversary, with around 15,000 visitors from 48 countries and 1,500 participants.

Activity at the Agencies and Others is concentrated in 4Q. September saw the birth of &©, the brand which identifies the Vocento family of advertising and communications agencies (Tango, Pro Agency, Melé, Antrópico, Yellow Brick Road and &Rosàs). The &© identity reflects the philosophy of value creation, independence, cooperation, versatility and complementary points of view.

Furthermore, &Rosàs has been recognised as a leading creative agency at the Eficacia 2023 awards, with prizes for best advertising and communications strategies, and was for the fifth consecutive year named by El Publicista as the best creative agency.

Operational data

Newspapers

Average Circulation Data	9M23	9M22	Var Abs	%
National Press - ABC	39,601	44,884	(5,283)	(11.8%)
Regional Press				
El Correo	36,673	40,650	(3,977)	(9.8%)
El Diario Vasco	30,572	33,322	(2,750)	(8.3%)
El Diario Montañés	13,087	14,226	(1,139)	(8.0%)
Ideal	6,845	7,631	(786)	(10.3%)
La Verdad	6,040	6,675	(635)	(9.5%)
Hoy	4,662	5,237	(575)	(11.0%)
Sur	5,583	6,019	(436)	(7.2%)
La Rioja	5,093	5,523	(430)	(7.8%)
El Norte de Castilla	8,589	9,548	(959)	(10.0%)
El Comercio	9,007	9,862	(855)	(8.7%)
Las Provincias	6,631	7,189	(558)	(7.8%)
TOTAL Regional Press	**132,782**	**145,881**	**(13,099)**	**(9.0%)**

Sources:OJD. 2018 non audited data.

Audience	3nd Survey 22	3nd Survey 21	Var Abs	%
National Press - ABC	**311,000**	**359,000**	**(48,000)**	**(13.4%)**
Regional Press	**1,103,000**	**1,035,000**	**68,000**	**6.6%**
El Correo	241,000	271,000	(30,000)	(11.1%)
El Diario Vasco	158,000	149,000	9,000	6.0%
El Diario Montañés	110,000	74,000	36,000	48.6%
Ideal	90,000	86,000	4,000	4.7%
La Verdad	75,000	79,000	(4,000)	(5.1%)
Hoy	52,000	45,000	7,000	15.6%
Sur	75,000	65,000	10,000	15.4%
La Rioja	59,000	54,000	5,000	9.3%
El Norte de Castilla	78,000	83,000	(5,000)	(6.0%)
El Comercio	105,000	71,000	34,000	47.9%
Las Provincias	60,000	58,000	2,000	3.4%
Supplements				
XL Semanal	1,028,000	974,000	54,000	5.5%
Mujer Hoy	448,000	445,000	3,000	0.7%

Appendix I: Alternative Performance Measures

On 20 October 2015, the CNMV stated its intention to comply with the Guidelines on Alternative Performance Measures published by the European Securities and Market Authority (ESMA) on 30 June 2015 in accordance with Article 16 of EU Regulation 1095/2010 of the European Parliament and Council on 24 November 2010. In this context, the following APMs are included.

The APMs used in this report include the following and have not changed since the previous earnings report:

Comparable revenues with operations classified as discontinued: revenues adjusted for changes to scope or to the calendar, in order to facilitate comparison between the periods.

EBITDA represents the net result of the period before financial income and expenses, other results from financial instruments, tax on profits, amortization, depreciation, the impairment and sale of fixed and non-fixed assets, the writedown of goodwill in the period, excluding (a) the net result from the sale of current financial assets and (b) the results from equity-accounted subsidiaries.

Comparable EBITDA with operations classified as discontinued: EBITDA after adjusting all those revenues and expenses that are affected by the operation or by changes to scope and the calendar, in order to facilitate comparison between the periods.

EBIT is EBITDA less amortization and depreciation and the result from the impairment or sale of fixed and non-fixed assets.

Net financial debt (NFD) represents long-term and short-term debt with an explicit financial cost, either with financial institutions or other third parties, plus debt from the issue of bonds, commercial paper, securities convertible into shares or similar financial instruments plus the collateral or guarantees provided to third parties as part of the debt with a financial cost and which are not recorded as liabilities with payment obligations, minus cash plus the mark-to-market value of any hedging instruments apart from hedging for trading. Cash includes cash and other liquid equivalents, plus other current and non-current financial assets held either at financial institutions or with other third parties. The amount of the item of 'debt with credit institutions' is the nominal value and not its amortized cost, i.e. it does not include the impact of deferred arrangement costs. Guarantees of technical and financial capacity are not included in Net Financial Debt.

Comparable Net Financial Debt (NFD) is NFD adjusted for exceptional and non-recurring receivables and payables for comparative purposes.

Ordinary cash flow represents the difference between the NFD at the beginning and end of the period, for comparative purposes adjusted for non-recurring and exceptional receivables, such as the impact from the acquisition and sale of financial holdings and/or real estate assets.

Reconciliation of accounting data with APMs

Thousand Euros	September 2023	September 2022
Net result of the year	(13,022)	538
Result from discontinued activities	0	(9,136)
Financial income	(217)	(59)
Financial exprenses	2,492	1,138
Tax on profits of continued operations	1,406	1,354
Amortization and depreciation	18,537	16,498
Impairment and result from sale of fixed and non-fixed assets	(221)	(287)
Result from equity-accounted subisidiaries	(533)	101
Net result of sale of non-current financial assets	(1,158)	(24)
EBITDA	**7,285**	**10,124**
Change in the perimeter	(451)	0
Comparable EBITDA	**6,834**	**10,124**
EBITDA Relevo	5,213	3,803
EBITDA proforma	**12,047**	**13,927**
Amortization related to long term lease (IFRS 16)	3,053	2,909
Financial cost related to long term lease (IFRS 16)	360	392
EBITDA proforma without the effect of IFRS 16	**8,634**	**10,626**
EBITDA	12,047	10,124
Amortization and depreciation	(18,537)	(16,498)
Impairment and result from sale of fixed and non-fixed assets	221	287
EBIT	**(6,269)**	**(6,087)**
Impairment and result from sale of fixed and non-fixed assets	(221)	(287)
Comparable EBIT	**(6,490)**	**(6,374)**
Total income	255,697	243,287
Relevo	(1,229)	(74)
Change in the perimeter (Rosas)	(3,345)	0
Comparable Income	**251,123**	**243,213**

Thousand Euros	September 2,023	September 2,022
Long term financial debt with credit institutions	27,660	9,061
Other liabilities with long term financial cost	220	352
Long term liabilities retated to lease contracts	15,972	17,919
Short term financial debt with credit institutions	1,582	17,262
Other liabilities with short term financial cost	16,771	5,927
Short term liabilities retated to lease contracts	3,874	3,612
Cash and cash equivalents	(10,933)	(20,748)
Other non-current payables with financial cost	(1,091)	(1,137)
Net financial debt (NFD)	**54,056**	**32,248**
Long term liabilities retated to lease contracts	(15,972)	(17,919)
Short term liabilities retated to lease contracts	(3,874)	(3,612)
Net financial debt without the effect of IFRS 16	**34,210**	**10,717**
NFD at start period	29,655	22,999
NFD at end of period	(54,056)	(32,248)
Disposals of buildings	(3,671)	(5,719)
Capex in new buildings	0	2,369
IFRS 16 effect	1,950	2,907
Vocento dividends and Extraordinary dividends to minoritary interest	5,500	7,476
Business purchase	4,253	3,666
Ordinary cash generation	**(16,367)**	**1,449**

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Contact

Investor and Shareholder Relations
C/ Gran Vía de Don Diego López de Haro, 45
3ª planta.
48011. Bilbao. Bizkaia
Tel.: 902 404 073
e-mail: ir@vocento.com