

vocento

Results for January-March 2024

13 MAY 2024

THE PERFORMANCE OF VOCENTO AND ITS BUSINESSES

VOCENTO is a media group, whose parent company is VOCENTO, S.A. It is dedicated to the various areas that comprise the media sector. The Group's organises its management information using the following lines of activity. This is the structure used when reporting to the market about all the businesses where VOCENTO is present, which are assigned to the following business lines:

NEWSPAPERS (offline and online)				
REGIONALS		ABC	SPORTS	SUPPLEMENTS
<ul style="list-style-type: none"> ▪ El Correo ▪ La Verdad ▪ El Diario Vasco ▪ El Norte de Castilla ▪ El Diario Montañés ▪ Ideal ▪ Sur ▪ Las Provincias 	<ul style="list-style-type: none"> ▪ El Comercio ▪ Hoy ▪ La Rioja ▪ Regional printing plants ▪ Regional distr. (Beralán) ▪ News agency (Colpisa) ▪ Regional sales companies ▪ Other regional (Donosti Cup, Innevento, Ascentium) 	<ul style="list-style-type: none"> ▪ ABC ▪ National printing plant 	<ul style="list-style-type: none"> ▪ Relevo 	<ul style="list-style-type: none"> ▪ XLSemanal ▪ MujerHoy ▪ Women Now ▪ Turium ▪ Welife
AUDIOVISUAL	CLASSIFIEDS	DIGITAL SERVICES	GASTRONOMY	AGENCIES
<ul style="list-style-type: none"> ▪ Analog radio licenses ▪ Digital radio licenses ▪ Local DTT 	<ul style="list-style-type: none"> ▪ Pisos.com ▪ Sumauto ▪ Premium Leads ▪ Contact Center Interactiva 	<ul style="list-style-type: none"> ▪ Local Digital Kit 	<ul style="list-style-type: none"> ▪ Madrid Fusión ▪ San Sebastián Gastronomika ▪ Vertical fóruns ▪ 7Caníbales ▪ Mateo & Co ▪ GRS ▪ MACC 	<ul style="list-style-type: none"> ▪ Tango ▪ Pro Agency ▪ &Rosàs Agency ▪ Yellow Brick Road ▪ Antropico ▪ Melé ▪ Shows on Demand

Note: diversified businesses in light blue.

IMPORTANT NOTE

For information about the calculation of the items in the P&L and the balance sheet related to Alternative Performance Measures (APMs), please see Appendix I at the end of this document: Alternative Performance Measures.

Business highlights for 1Q24

Revenue growth in the diversified businesses and in digital subscriptions mitigate the impact of lower advertising

EBITDA impacted by advertising conditions and extraordinary compensation payments

Diversified businesses perform in line with forecasts, affected by seasonality

A differentiated debt position

- **Revenues from the diversified businesses and from digital subscriptions mitigate a decrease in advertising**
 - i. Vocento's total revenues fell by -2.9% or -2,428 thousand euros in 1Q24 compared with 1Q23.
 - ii. Revenues from the diversified businesses increased by +7.8%. Highlights included the +12.3% growth at Gastronomy and the +7.9% increase at Classifieds.
 - iii. Advertising revenues fell by 5.9%. Digital advertising increased by +1.4% while print advertising recorded a decline of -12.8%, impacted by institutional advertising. The fall in revenues was mainly due to the performance of offline advertising (-2,349 thousand euros).
 - iv. The number of digital subscribers increased by +18% to 144k, with revenues up +20% vs 1Q23 and a higher margin on readers.

- **EBITDA was impacted by weak advertising and by compensation payments**
 - i. EBITDA in 1Q24 was -7,323 thousand euros, a variation of -5,334 thousand euros from 1Q23, because of a weaker advertising performance and mainly extraordinary compensation payments of 2,428 thousand euros in the corporate centre.
 - ii. EBITDA from the diversified businesses was 1,752 thousand euros, as expected in a quarter that is impacted by seasonality.
 - iii. Optimisation of the printing business in two of the company's three plants, with a greater weight for commercial work and annual savings from 2025E onwards.

- **A differentiated debt position**
 - i. Net financial debt ex IFRS 16 in 1Q24 was -21,249 thousand euros (vs -15,149 thousand euros in 2023), reflecting the impact of free cash flow of -8,520 thousand euros. NFD/LTM EBITDA, ex IFRS 16, was 0.9x in 1Q24.

Main financial data

Consolidated profit and loss statement

Thousand euros	1Q24	1Q23	Var Abs	Var %
Circulation revenues	24,741	25,544	(803)	(3.1%)
Advertising revenues	33,869	35,993	(2,124)	(5.9%)
Other revenues	22,346	21,847	499	2.3%
Total revenue	80,956	83,384	(2,428)	(2.9%)
Staff costs	(49,303)	(45,801)	(3,502)	(7.6%)
Procurements	(6,483)	(7,224)	741	10.3%
External Services	(32,208)	(32,205)	(3)	(0.0%)
Provisions	(285)	(143)	(142)	(99.0%)
Operating expenses (without D&A)	(88,279)	(85,373)	(2,906)	(3.4%)
EBITDA	(7,323)	(1,988)	(5,334)	n.r.
Depreciation and amortization	(5,900)	(6,082)	182	3.0%
Impairment/gains on disposal of tan. & intan. assets	1,975	243	1,733	n.r.
EBIT	(11,247)	(7,828)	(3,419)	(43.7%)
Impairments/reversal of other intangible assets	0	0	0	n.a.
Profit of companies acc. equity method	42	71	(29)	(41.0%)
Net financial income	(933)	(595)	(339)	(57.0%)
Net income from disposal of non-current assets	0	0	0	n.a.
Profit before taxes	(12,138)	(8,351)	(3,787)	(45.3%)
Corporation tax	202	(382)	583	n.r.
Profit after taxes	(11,937)	(8,733)	(3,204)	(36.7%)
BDI assets for sale/discontinued operations	0	0	0	n.a.
Net profit for the year	(11,937)	(8,733)	(3,204)	(36.7%)
Minority interests	(833)	(456)	(378)	(82.9%)
Net profit attributable to the parent	(12,770)	(9,188)	(3,581)	(39.0%)

Note: numbers are rounded to the nearest thousand.

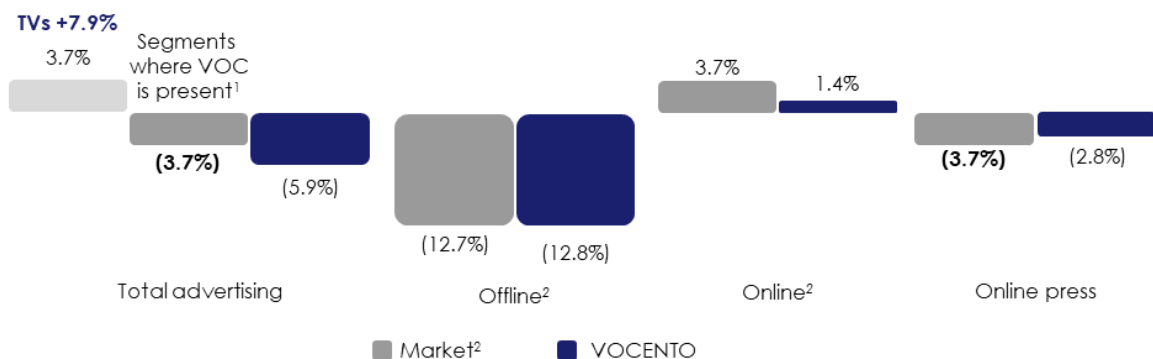
Operating revenues

In 1Q24 total revenues decreased to 80,956 thousand euros, down 2.9% vs 1Q23. 42% of Group revenues were derived from digital media and diversification.

By category of revenue:

- i. **Circulation sales** recorded a YoY decrease of 3.1%. Revenues from digital subscriptions increased by +20%, reflecting a higher number of digital subscribers (144k) and also an increase in prices (ARPU).
- ii. **Advertising sales** decreased by 5.9% vs 1Q23. VOCENTO underperformed the advertising market in 1Q24 (-5.9% + 3.7%), and also the offline and online segments, because the company is not present in the advertising segments which recorded the strongest growth in 1Q24 (e.g. television, +7.9%), and also because the electoral cycle has a greater impact on Vocento advertising (especially in the Basque Country). In the digital press segment, Vocento slightly outperformed the market.

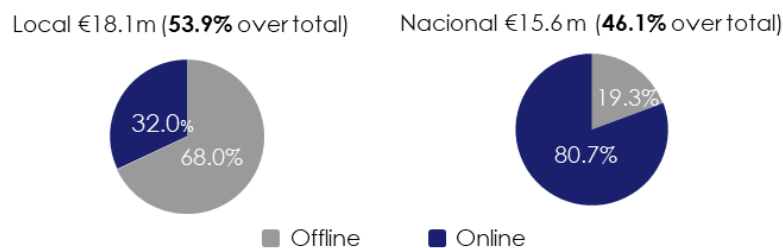
Annual variation in advertising 1Q24 (%)



Note 1: includes offline and online newspapers, magazines and supplements, classifieds and influences.
Note 2: source i2p, excluding search engines and social media.

Advertising revenues from local advertisers fell by 8.5%, impacted by institutional advertising and the decrease in print advertising, with digital advertising stable.

National vs local advertising¹ 1Q24 (%)



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

Including not only advertising revenues but also e-commerce revenues booked as other revenues, the digital contribution to the total rose to 54.8%, up by +3.9 p.p. from 1Q23.

- iii. **Other revenues:** up 2.3% to 22,346 thousand euros, among others because of the success of the Madrid Fusión event in the Gastronomy area.

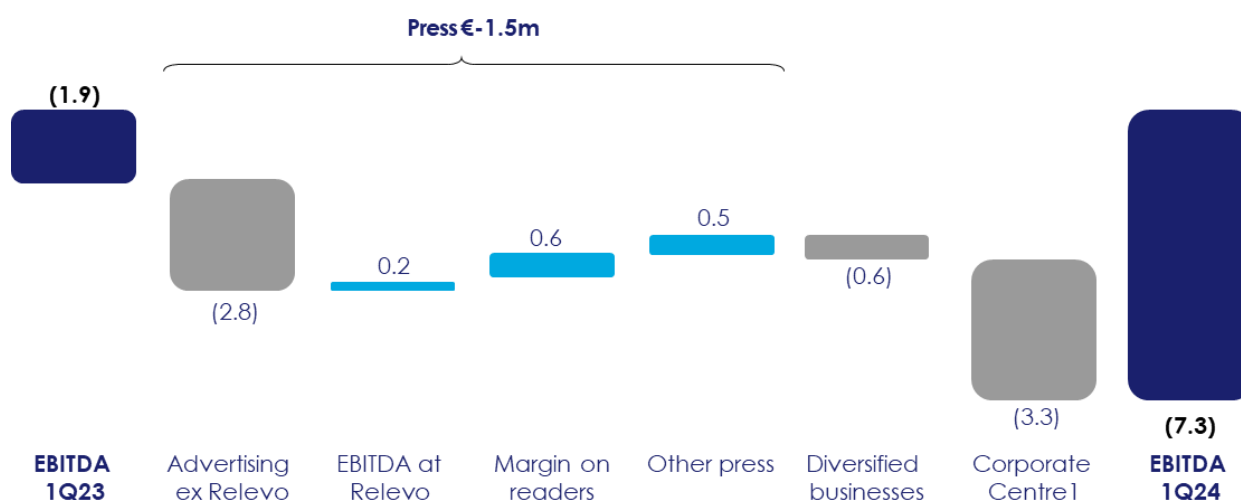
EBITDA

Reported EBITDA was -7,323 thousand euros, compared with -1,988 thousand euros in 1Q23.

By business area, the most significant factor was the impact of the fall in advertising at the Press, as well as the impact of the compensation payments at the corporate centre. The margin on readers performed positively, driven higher not only by the margin on digital subscriptions but also on print readers, reflecting the effectiveness of cost controls. The performance at Diversification is due to the seasonality of the business and is in line with forecasts.

Detail of movement in EBITDA 1Q23-1Q24 (€m)

Data in variation 1Q23 vs 1Q24 except for EBITDA



Note: data rounded to the nearest hundred thousand euros. Note 1: including indemnification payment of 2.4m euros.

Operating result (EBIT)

In 1Q24, EBIT was -11,247 thousand euros, a decrease of -3,419 thousand euros from 1Q23 because of the operating performance, partly offset by the capital gains registered on a payment received for the sale of the Diario Vasco building in 2021.

Items below EBIT and before net profit

The most significant movement in these items was the -339 thousand euros variation in the financial result, reflecting the increase in interest rates and to a lesser extent the increase in average debt.

Net result attributable to the parent company

The consolidated net result in 1Q24 was -12,770 thousand euros. Minority interest was -833 thousand euros, a variation of -378 thousand euros from the prior year because of the improved performance from Sumauto in the Classifieds business area.

Consolidated Balance Sheet

Thousand euros	1Q24	2023	Var abs	% Var
Non current assets	298,657	298,382	275	0.1%
Intangible assets and goodwill	140,881	141,400	(519)	(0.4%)
Property, plant and equipment and investment pro	84,901	86,079	(1,178)	(1.4%)
Use of leases	16,893	17,185	(292)	(1.7%)
Investments accounted using equity method	2,634	2,735	(102)	(3.7%)
Other non current assets	53,349	50,983	2,366	4.6%
Current assets	121,180	137,455	(16,275)	(11.8%)
Other current assets	102,843	112,798	(9,955)	(8.8%)
Cash and cash equivalents	18,337	24,657	(6,321)	(25.6%)
Assets held for sale	1,287	1,287	0	0.0%
TOTAL ASSETS	421,124	437,124	(16,000)	(3.7%)
Equity	254,724	266,753	(12,029)	(4.5%)
Bank borrowings and other fin. liabilities	58,408	59,036	(628)	(1.1%)
Other non current liabilities	23,605	23,976	(371)	(1.5%)
Other current liabilities	84,388	87,359	(2,971)	(3.4%)
TOTAL EQUITY AND LIABILITIES	421,124	437,124	(16,000)	(3.7%)

Note: numbers are rounded to the nearest thousand.

Main balance sheet items

The decrease by -1,178 thousand euros in Property, plant and equipment reflects the fact that depreciation was higher than capex in the period. The increase in other non-current assets of +2,366 thousand euros mainly reflects the part of the income that has not been received following the agreement to outsource the printing of newspapers at Rotomadrid to Bermont.

Elsewhere, the decrease in other current assets by -16,275 thousand euros is mainly the result of a lower level of trade debtors, because of the seasonality of the business, with a similar impact on other current liabilities.

The decrease in equity by -12,029 thousand euros reflects mainly the result for the period.

Net financial position

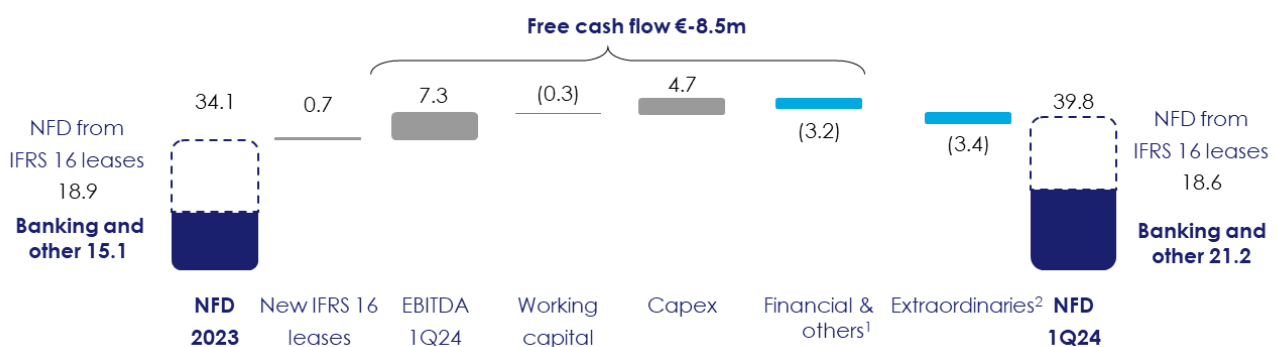
Thousand euros	1Q24	2023	Var Abs	Var %
Bank borrowings and other financial liabilities (s.t.)	27,477	27,383	94	0.3%
Bank borrowings and other financial liabilities (l.t.)	30,931	31,653	(722)	(2.3%)
Gross debt	58,408	59,036	(628)	(1.1%)
+ Cash and cash equivalents	18,337	24,657	(6,321)	(25.6%)
+ Other non current financial asstes	940	1,064	(124)	(11.7%)
Deferred expenses	704	753	(50)	(6.6%)
Net cash position/ (net debt)	(39,835)	(34,068)	(5,767)	(16.9%)
Net cash position ex-NIIF16	(21,249)	(15,149)	(6,100)	(40.3%)

Excluding leases, the net financial position stands at -21,249 thousand euros, which results in a leverage level of 0.9x NFD/LTM EBITDA ex IFRS 16. This puts the Group in a good position to implement its strategic plan.

Gross financial debt, not adjusted for accruals, consists of: 1) debt with credit institutions of 17,433 thousand euros (practically all of this is for the syndicated loan, with a current balance of 999 thousand euros and a non-current balance of 16,434 thousand euros), 2) debentures under the MARF and AIAF short-term programmes, with a live balance of 22,600 thousand euros, 3) other debt with a financial cost of 493 thousand euros, and 4) IFRS 16 leases with a balance of 18,586 thousand euros.

In 1Q24, free cash flow was a negative -8,520 thousand euros. This includes a temporary impact on working capital of 3 million euros and higher capex payments, which will be normalised over the course of the year.

Analysis of variation in net financial debt 2023-1Q24



Note: numbers are rounded to the nearest hundred thousand euro. Note 1: includes advance income, net financial expenses, dividends to minority interest and taxes. Note 2: includes among others the deferred cash entry from the sale of Net TV and Verallia Distribución.

Cash flow statement

Thousand euros	1Q24	1Q23	Var Abs	% Var
Net profit attributable to the parent	(12,770)	(9,188)	(3,581)	(39.0%)
Adjustments to net profit	5,772	7,210	(1,438)	(19.9%)
Cash flows from ordinary operating activities before changes in working capital	(6,998)	(1,979)	(5,020)	n.r.
Changes in working capital & others	302	4,209	(3,907)	(92.8%)
Other payables	3,841	1,917	1,924	n.r.
Income tax paid	(204)	(0)	(204)	n.r.
Interests deduction for tax purposes	0	36	(36)	(100.0%)
Net cash flow from operating activities (I)	(3,059)	4,184	(7,242)	n.r.
Acquisitions of intangible and property, plan and equipment	(4,703)	(4,955)	252	5.1%
Acquisitions of financial assets, subsidiaries and associates	4,393	(4,386)	8,779	n.r.
Interests and dividends received	21	20	1	4.4%
Other receivables and payables (investing)	76	59	17	28.0%
Net cash flow from investing activities (II)	(213)	(9,261)	9,049	97.7%
Interests and dividends paid	(1,873)	(1,660)	(213)	(12.9%)
Cash inflows/ (outflows) relating to bank borrowings	(804)	(2,211)	1,407	63.6%
Other receivables and payables (financing)	(449)	12,763	(13,211)	n.r.
Equity related instruments without financial cost	(34)	0	(34)	n.a.
Equity related instruments with financial cost	110	0	110	n.a.
Net cash flows from financing activities (III)	(3,049)	8,891	(11,941)	n.r.
Net increase in cash and cash equivalents (I + II + III)	(6,321)	3,814	(10,134)	n.r.
Cash and cash equivalents of discounted operations	0	0	0	n.a.
Cash and cash equivalents at beginning of the year	24,657	15,303	9,355	61.1%
Cash and cash equivalents at end of year	18,337	19,116	(779)	(4.1%)

Note: Numbers are rounded to the nearest thousand.

In cash flows from **operating activities**, apart from the variation in working capital it should be noted that the variation in the balance on other payables is related to accruals and to compensation payments that have not yet been completed.

In cash flows from **investing activities**, there was an impact from the receipt of the final payments from the sale of national DTT and Veralia Distribución, as well as the acquisition of &Rosás in 1Q23.

In net cash flows from **financing activities**, there was a smaller issuance of debentures under 'other financing operations'.

Capex

Thousand euros	1Q24			1Q23			Var Abs		
	Intang.	Tang.	Total	Intang.	Tang.	Total	Intang.	Tang.	Total
Newspapers	1,454	1,076	2,530	1,302	3,056	4,358	152	(1,980)	(1,828)
Audiovisual	0	0	0	1	4	5	(0)	(4)	(5)
Classifieds	222	11	233	98	219	318	124	(209)	(85)
Digital Services	101	0	101	0	0	0	101	0	101
Gastronomy & Others	187	61	248	85	151	236	102	(90)	12
Corporate	44	16	61	27	45	72	17	(28)	(11)
TOTAL	2,009	1,164	3,173	1,513	3,475	4,988	496	(2,311)	(1,816)

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

Information by business area

Thousand Euros	1Q24	1Q23	Var Abs	Var %
Total revenues				
Newspapers	63,253	67,081	(3,828)	(5.7%)
Audiovisual	1,226	1,180	46	3.9%
Classifieds & Digital services	8,062	7,510	552	7.4%
Gastronomy & Agencies	9,439	8,723	717	8.2%
Corporate & adjustments	(1,024)	(1,110)	85	7.7%
Total revenues	80,956	83,384	(2,428)	(2.9%)
EBITDA				
Newspapers	(3,361)	(1,863)	(1,498)	(80.4%)
Audiovisual	695	669	26	3.9%
Classifieds & Digital services	1,100	1,332	(232)	(17.4%)
Gastronomy & Agencies	652	1,029	(377)	(36.6%)
Corporate & adjustments	(6,408)	(3,155)	(3,253)	n.r.
Total EBITDA	(7,323)	(1,988)	(5,334)	n.r.
EBIT				
Newspapers	(6,005)	(6,646)	641	9.6%
Audiovisual	689	660	29	4.3%
Classifieds & Digital services	522	815	(293)	(35.9%)
Gastronomy & Agencies	176	710	(534)	(75.2%)
Corporate & adjustments	(6,629)	(3,367)	(3,262)	(96.9%)
Total EBIT	(11,247)	(7,828)	(3,419)	(43.7%)

Note: numbers are rounded to the nearest thousand.

Newspapers (offline and online)

Thousand Euro	1Q24	1Q23	Var Abs	Var %
Total Revenues				
Regionals	44,046	48,600	(4,554)	(9.4%)
ABC	18,711	18,153	558	3.1%
Sports	480	269	211	78.7%
Supplements& Magazines	2,543	2,993	(450)	(15.0%)
Adjustments intersegment	(2,527)	(2,934)	407	13.9%
Total Revenues	63,253	67,081	(3,828)	(5.7%)
EBITDA				
Regionals	(470)	3,390	(3,860)	n.r.
ABC	(658)	(2,950)	2,293	77.7%
Sports	(1,679)	(1,901)	222	11.7%
Supplements& Magazines	(555)	(403)	(153)	(37.9%)
Total EBITDA	(3,361)	(1,863)	(1,498)	(80.4%)
EBIT				
Regionals	115	1,099	(984)	(89.5%)
ABC	(3,713)	(5,227)	1,513	29.0%
Sports	(1,788)	(1,974)	186	9.4%
Supplements & Magazines	(618)	(545)	(74)	(13.5%)
Total EBIT	(6,005)	(6,646)	641	9.6%

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

In the performance of the **Regional Press**, a highlight was the increase in the margin on readers (+601 thousand euros), although this did not fully offset the fall in advertising (-1,838 thousand euros, partly a result of the electoral cycle). or the lower contribution from the printing plants and distribution (-381 thousand euros).

ABC recorded a positive quarter for both revenues and EBITDA. The margin at the printing plants improved (+1,246 thousand euros) and the personnel structure was more efficient (+1,748 thousand euros), more than offsetting the decrease in advertising (-794 thousand euros).

A major development in the quarter was the optimisation of the printing area and the printing plants of Rotomadrid and Localprint/Bidasoa. At Rotomadrid, the printing of ABC has been outsourced to the Bermont Group following the end of the printing contracts with ABC and Prisa. There will be greater exposure to commercial products. Meanwhile, the closure of the Bidasoa plant is being negotiated. Production will be concentrated at Localprint. These measures, which in 1Q24 have resulted in compensation payments and other expenses of 1.8 million euros, alongside 3 million euros of revenue from the Bermont contract, will generate savings from 2025.

The EBITDA of the **Supplements and Magazines** was -555 thousand euros in 1Q24.

The EBITDA of **Relevo** was -1,679 thousand euros in 1Q24, an improvement of +222 thousand euros. The sports media brand enjoys an excellent position on social media, with over 1.3 million followers in total on TikTok, Instagram, Twitter, YouTube and Twitch.

Audiovisual

Thousand Euros	1Q24	1Q23	Var Abs	Var %
Total revenues				
DTT	312	293	19	6.6%
Radio	894	867	27	3.1%
Content	44	44	0	0.0%
Adjustments intersegment	(24)	(24)	0	0.0%
Total revenues	1,226	1,180	46	3.9%
EBITDA				
DTT	(72)	(84)	12	14.5%
Radio	764	751	13	1.7%
Content	3	2	1	70.2%
Total EBITDA	695	669	26	3.9%
EBIT				
DTT	(75)	(89)	14	15.5%
Radio	762	749	13	1.7%
Content	2	0	2	n.r.
Total EBIT	689	660	29	4.3%

Note: numbers are rounded to the nearest thousand.

The rise in revenues and in EBITDA reflects the performance of the Radio business and to a lesser extent local DTT.

Classifieds and Digital Services

Thousand euros	1Q24	1Q23	Var Abs	Var %
Total revenues				
Classifieds	7,340	6,804	536	7.9%
Digital Services	722	707	16	2.2%
Total revenues	8,062	7,510	552	7.4%
EBITDA				
Classifieds	991	1,075	(84)	(7.8%)
Digital Services	109	256	(148)	(57.6%)
Total EBITDA	1,100	1,332	(232)	(17.4%)
EBIT				
Classifieds	449	572	(123)	(21.4%)
Digital Services	73	243	(170)	(70.0%)
Total EBIT	522	815	(293)	(35.9%)

Note: numbers are rounded to the nearest thousand.

At **Classifieds**, revenue growth reached +7.9% and was positively impacted by the automotive sector, thanks to Premium Leads and to an increase in segmented, data-based marketing for clients. This resulted in higher ARPA from automotive dealers. The real estate business was impacted by the weak conditions for the sector. The increase in revenue is not reflected in EBITDA,

because of a rise in costs which reflects reinforcements to the sales team and the impact of inflation.

Digital Services were affected by delays to payments of Next Generation Funds, which led to a decline in EBITDA of 148 thousand euros compared with last year, and also required higher working capital (+1.7 million euros vs 1Q23).

Gastronomy and Agencies

	1Q24	1Q23	Var Abs	Var %
Total revenues				
Gastronomy	5,557	4,948	609	12.3%
Agencies & Others	3,882	3,775	107	2.8%
Total revenues	9,439	8,723	717	8.2%
EBITDA				
Gastronomy	1,663	1,430	233	16.3%
Agencies & Others	(1,011)	(400)	(610)	n.r.
Total EBITDA	652	1,029	(377)	(36.6%)
EBIT				
Gastronomy	1,581	1,364	217	15.9%
Agencies & Others	(1,405)	(654)	(751)	n.r.
Total EBIT	176	710	(534)	(75.2%)

Note: numbers are rounded to the nearest thousand.

Following the success of the latest Madrid Fusión congress, where new records were set, the **Gastronomy** division recorded significant growth in revenues and a major improvement in EBITDA.

At **Agencies and Others**, the negative EBITDA of the first quarter reflects the seasonality of the business, which is performing in line with expectations. A significant proportion of EBITDA is concentrated in the fourth quarter of the year.

Operating data

Newspapers

Average Circulation Data	1Q24	1Q23	Var Abs
National Press - ABC	37,165	40,161	(2,996)
Regional Press			
El Correo	35,097	37,888	(2,791)
El Diario Vasco	29,250	31,213	(1,963)
El Diario Montañés	12,153	13,092	(939)
Ideal	5,771	6,986	(1,215)
La Verdad	4,492	5,995	(1,503)
Hoy	4,333	4,787	(454)
Sur	4,492	5,891	(1,399)
La Rioja	4,739	5,167	(428)
El Norte de Castilla	7,975	8,855	(880)
El Comercio	8,508	9,134	(626)
Las Provincias	6,238	6,759	(521)
TOTAL Regional Press	123,048	135,767	(12,719)

Sources:OJD

Audience	1 nd Survey 24	1 nd Survey 23	Var Abs
National Press - ABC	327,000	336,000	(9,000)
Regional Press	1,028,000	1,073,000	(45,000)
El Correo	239,000	250,000	(11,000)
El Diario Vasco	150,000	164,000	(14,000)
El Diario Montañés	112,000	90,000	22,000
Ideal	83,000	82,000	1,000
La Verdad	74,000	72,000	2,000
Hoy	38,000	57,000	(19,000)
Sur	55,000	74,000	(19,000)
La Rioja	53,000	52,000	1,000
El Norte de Castilla	88,000	80,000	8,000
El Comercio	83,000	97,000	(14,000)
Las Provincias	53,000	55,000	(2,000)
Supplements			
XL Semanal	934,000	1,094,000	(160,000)
Mujer Hoy	394,000	454,000	(60,000)

Source: EGM accumulated surveys.

Appendix I: Alternative Performance Measures

VOCENTO discloses its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS).

VOCENTO's financial reporting includes certain Alternative Performance Measures (APMs) which the company believes provide additional information which is useful when assessing the performance of the business.

VOCENTO discloses this information to support the comparability and interpretation of its financial information and in compliance with the ESMA Guidelines on Alternative Performance Measures (APMs) from the European Securities and Markets Authority (ESMA) and the recommendations published by the CNMV.

Non-Financial Information has been prepared in compliance with the content of Law 11/2018 on non-financial information and with a selection of associated GRI indicators.

This section identifies the Alternative Performance Measures (APMs) used by VOCENTO and includes their definition, basis of calculation, reconciliation, usefulness and consistency.

EBITDA

Definition: EBITDA is considered to be the gross operating profit.

Basis of calculation: EBITDA is calculated as the net result of the year before financial income, financial expenses, other results from financial instruments, income tax, amortization and depreciation, the result from the divestment of fixed and intangible assets, and the writedown of goodwill in the period, without including (a) the net result from the sale of current financial assets; and (b) equity-accounted income.

Usefulness: EBITDA enables an analysis of operating results which represent cashflows trends in the short term. As a result, it can be seen as a useful approximation to expected cashflow generation before variations in working capital, taxes and financial payments. EBITDA is considered to be a useful indicator and is commonly accepted and widely used when valuing businesses, comparing performances and assessing solvency, using the net debt to EBITDA indicator.

Consistency: The criteria used to calculate EBITDA have not changed from the prior year.

EBITDA excluding IFRS 16: this is EBITDA adjusted for the amortization of rights of use and the financial expenses of right-of-use, related to IFRS 16

EBIT

Definition: EBIT is considered to be the net operating result.

Basis of calculation: EBIT is calculated by including in EBITDA amortization, depreciation and impairments and results on the divestment of fixed and intangible assets.

Usefulness: EBIT enables an analysis of the operating result, including depreciation and the results from the divestment of assets.

Consistency: The criteria used to calculate EBIT have not changed from the prior year.

NET FINANCIAL DEBT (NFD)

Definition: Financial debt with third parties, net of cash.

Basis of calculation: Net financial debt (NFD) represents current and non-current 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, and neither are the arrangement costs for debt.

Usefulness: NFD is an intuitive and easy way of understanding the company's financial situation.

Consistency: The criteria used to calculate NFD have not changed from the prior year.

NET CASH POSITION: means NET FINANCIAL DEBT with the opposite sign.

NET FINANCIAL DEBT EX IFRS 16

Definition: Net Financial Debt (NFD) without the impact of IFRS 16.

Basis of calculation: NFD ex IFRS 16 is NFD less the balances due for non-current and current leases.

Usefulness: NFD ex IFRS 16 shows net financial debt with a financial cost with financial institutions or other third parties. NFD is used in ratios to analyse the balance sheet and to determine the capacity to make payments and generate long-term value.

Consistency: The criteria used to calculate NFD ex IFRS 16 have not changed from the prior year

FREE CASH FLOW (FCF)

Definition: the free cash flow generated by a business, understood as a variation in NFD excluding exceptional income or payments. It excludes the increase in IFRS 16 debt and dividend payments to Vocento shareholders.

Basis of calculation: free cash flow is calculated as the difference between NFD at the start and end of a period, adjusted for exceptional income and payments, facilitating the comparison between NFD across different periods.

Usefulness: free cash flow is a useful way of measuring the capacity of the ordinary business to generate recurring cash flow.

Consistency: The criteria used to calculate FCF have not changed from the prior year

MARGIN ON READERS

Definition: the margin obtained exclusively from the sale of physical copies and digital sales on all channels.

Basis of calculation: the sum of physical and digital sales, less the operating costs needed for production, distribution and sales, plus the result from promotions.

Usefulness: this indicator shows the operating profitability of newspaper sales and is a useful measure of its profitability.

Consistency: The criteria used to calculate the margin on readers have not changed from the prior year

CAPEX

Definition: investment in material and intangible assets.

Basis of calculation: the additions to material and intangible assets in the period.

Usefulness: this indicator shows the proportion of cash that is being allocated to investment.

Consistency: The criteria used to calculate Capex have not changed from the prior year

Compared with reporting for 2023, the APM of pro forma EBITDA has been excluded as the acquisition of &Rosás no longer has a material impact.

Reconciliation between accounting data and Alternative Performance Measures

Thousand Euros	March 2,024	March 2,023
Net result of the year	(11,937)	(8,733)
Result from discontinued activities	0	0
Financial income	(170)	(20)
Financial expenses	1,103	615
Other results from financial instruments	0	0
Tax on profits of continued operations	(202)	382
Amortization and depreciation	5,900	6,082
Impairment of goodwill	0	0
Impairment and result from sale of fixed and non-fixed assets	(1,975)	(243)
Result from equity-accounted subsidiaries	(42)	(71)
Net result of sale of non-current financial assets	0	0
EBITDA	(7,323)	(1,988)
Compensations payments	0	0
Change in the perimeter	0	0
Comparable EBITDA	(7,323)	(1,988)
 EBITDA Relevo	 0	 0
 EBITDA proforma	 (7,323)	 (1,988)
Amortization related to long term lease (IFRS 16)	992	998
Financial cost related to long term lease (IFRS 16)	123	119
EBITDA proforma without the effect of IFRS 16	(8,438)	(3,106)
 EBITDA	 (7,323)	 (1,988)
Amortization and depreciation	(5,900)	(6,082)
Impairment and result from sale of fixed and non-fixed assets	1,975	243
EBIT	(11,247)	(7,828)

Thousand Euros	March 2,024	March 2,023
Long term financial debt with credit institutions	16,434	1,958
Other liabilities with long term financial cost	216	351
Long term liabilities retated to lease contracts	14,539	16,562
Short term financial debt with credit institutions	999	15,286
Other liabilities with short term financial cost	22,877	18,937
Short term liabilities retated to lease contracts	4,047	3,630
Cash and cash equivalents	(18,182)	(18,966)
Other non-current payables with financial cost	(1,095)	(996)
Arrangement fee for syndicated loan	0	0
Net financial debt (NFD)	39,835	36,763
Long term liabilities retated to lease contracts	(14,539)	(16,562)
Short term liabilities retated to lease contracts	(4,047)	(3,630)
Net financial debt without the effect of IFRS 16	21,249	16,570

Disclaimer

This document contains forward-looking statements regarding intention, expectations or estimates of the Company or its management at the date of issue thereof, relating to various aspects, including the growth of various lines of business and the business overall, the market share, the results of the Company and other aspects of the activity and status thereof.

Analysts and investors should bear in mind that such estimates do not amount to any warranty as to the future behaviour or results of the Company, and they shall bear all risks and uncertainties with regard to relevant aspects, and thus, the real future results and behaviour of the Company might be substantially different from what is stated in the said predictions or estimates.

The statements in this statement should be taken into account by any persons or entities who may have to make decisions or prepare or disseminate opinions on securities issued by the Company and, in particular, by the analysts who handle this document. All are invited to consult the documentation and information published or registered by the Company before the National Securities Market Commission.

The financial information contained in this document has been prepared under International Financial Reporting Standards (IFRS). This financial information is unaudited and, therefore, is subject to potential future modifications.

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Certain numerical figures included in this document have been rounded. Therefore, discrepancies in tables and graphs between totals and the sums of the amounts listed may occur due to such rounding.

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