

Efficientare l'attività di IR delle società quotate

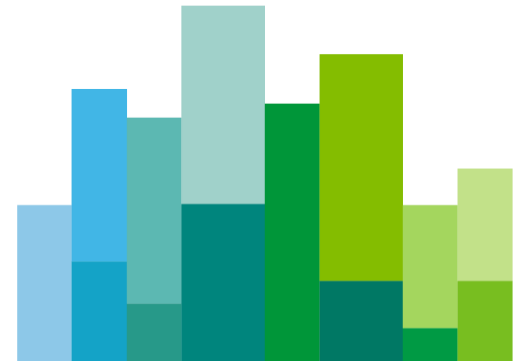
Casi ed esperienze di utilizzo di strumenti avanzati

 Academy

 Euronext
CORPORATE SERVICES

Milano, 26 giugno 2024

Gli incontri con i Family Office



Arnoldo Mondadori Editore – Overview

Mondadori in a nutshell

- ❖ Mondadori Group, founded in 1907, is **Italy's main publishing group** with a **leading position** in all the segments of the Italian market:
 - Trade book publishing
 - Education book publishing
 - Consumer magazines
 - Digital
- ❖ Arnoldo Mondadori Editore is listed in the **Italian Stock Exchange** since 1982 (from 2016 in the STAR segment)
- ❖ As of December 31, 2023, Mondadori Group could count on 1,945 Headcounts

Key Figures



> 2,000 new titles published every year



> 100 mn fanbase



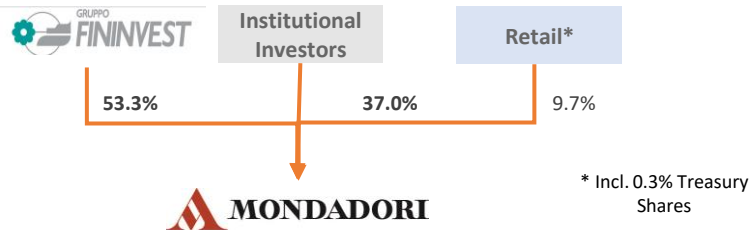
> 500 bookshops in Italy



~10% Digital Revenues



Shareholding Structure



Stock Performance 1 Yr



Current Mkt Cap 2024 €630 mn

Key Financials

€ mn

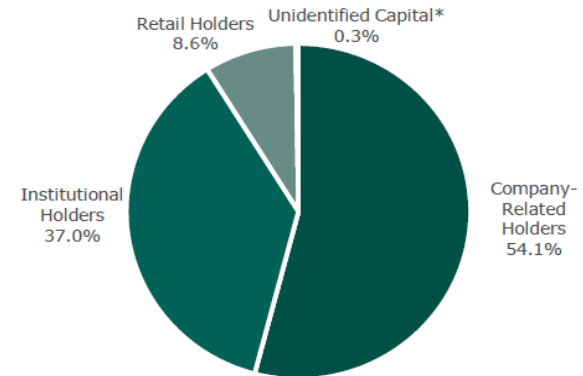
	C 2019	C 2020	C 2021	C 2022	C 2023
Net Revenues	884.9	743.9	807.3	903.0	904.9
Adj. EBITDA	110.4	98.3	105.7	136.4	152.1
EBIT	62.3	14.8	45.2	72.7	84.2
Net Profit	28.2	4.5	44.2	52.1	62.4
Net Financial Position	-151.3	-97.6	-179.1	-177.4	-158.6

Arnoldo Mondadori Editore – Azionariato (1/2)

SHAREHOLDING BREAKDOWN BY HOLDER TYPES

In # of shares – As of November 30, 2023

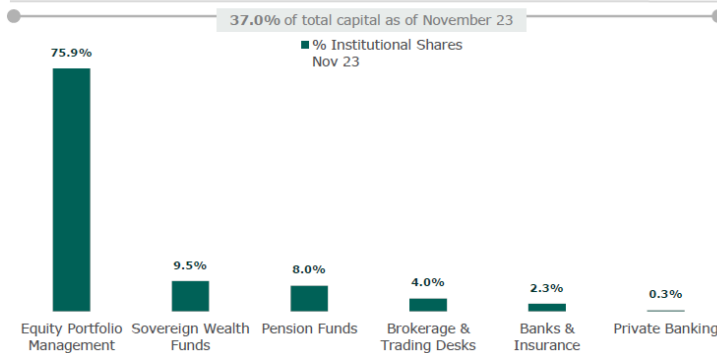
	# Shares Nov 23	# Vehicles Nov 23	% S/O Nov 23
Company-Related Holders	141,459,090	14	54.1%
Fininvest S.p.A.	139,355,950	2	53.3%
Management & Board	1,416,338	11	0.5%
Treasury Shares	686,802	1	0.3%
Institutional Holders	96,731,157	373	37.0%
Equity Portfolio Management	73,456,125	249	28.1%
Sovereign Wealth Funds	9,164,890	3	3.5%
Pension Funds	7,730,211	49	3.0%
Brokerage & Trading Desks	3,838,728	41	1.5%
Banks & Insurance	2,262,987	19	0.9%
Private Banking	278,216	12	0.1%
Retail Holders	22,591,677	8,044	8.6%
Individual Holders	18,852,767	7,962	7.2%
Retail Custodians	2,424,352	20	0.9%
Corporates & Financial Holdings	1,314,558	62	0.5%
Total Identified	260,781,924	8,431	99.7%
Unidentified Capital*	676,416	n.a.	0.3%
Total Outstanding Shares	261,458,340		100.0%
Free Float Capital	119,999,250		45.9%



Arnoldo Mondadori Editore – Azionariato (2/2)

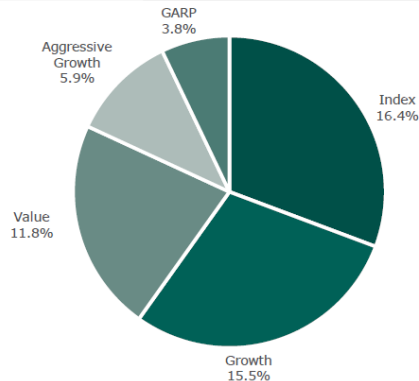
INSTITUTIONAL HOLDERS - BREAKDOWN BY SUB-HOLDER TYPES

As a % of Institutional Shares – As of November 30, 2023



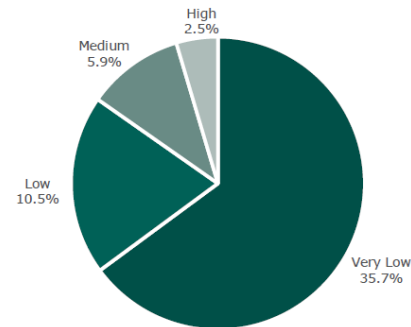
INSTITUTIONAL HOLDERS - BREAKDOWN BY FUNDS STYLE

In % of Funds identified – As of November 30, 2023



INSTITUTIONAL HOLDERS - BREAKDOWN BY FUNDS TURNOVER

As a % of Funds identified – As of November 30, 2023



Il mondo dei Family Office/Private Banking

- Concentrazione della ricchezza su scala globale in sempre meno individui/organizzazioni
- Crescita dell'importanza del **Private Wealth Management**, atteso crescere più rapidamente dell'asset management tradizionale, nelle forme di:
 - ✓ HNWI – Private Banking
 - ✓ Family Office (Multi o Single, 219 solo in Italia): protagonisti ad es. dell'Impact Investing
- ✓ **Impatto positivo atteso sull'ECM**
 - ✓ Private Banking/Family Office investono infatti in varie asset class, ma stanno mostrando sempre più una propensione a ridurre la liquidità e ad investirla in azioni al fine di ottenere rendimenti superiori

Gli incontri con i Family Office/Private Banker

OBIETTIVO: DIVERSIFICAZIONE E AMPLIAMENTO DEL NOSTRO AUDIENCE TARGET

creando un'occasione di incontro con i Decision Markers più coerenti con il nostro
Investment Profile



Investitori specializzati in investimenti

- ❖ Stock Picking
- ❖ Orizzonte temporale: Medium to Long-term
- ❖ Target: Mid & Small Cap

MA

difficilmente raggiunti tramite canali tradizionali di Corporate Access

PARIGI
MONACO
BRUSSELS
LUSSEMBURGO

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Gli incontri con i Family Office - Risultati

MonteCarlo

#	COMPANY	DISTRIBUTION LIST	FOLLOW-UP CALL WITH IR
1	C² Hansen Capital Consultants		
2	Delta Capital Invest	No	No
3	CFM Indosuez	No	
4	CIC Lyonnaise de Banque		
5	Rothschild & Co	Yes	Yes
6	HNWI		
7	Black Oak S.A.M		
8	Banque Richelieu		
9	Credit Capital INC	Yes	Yes
10	CFM Indosuez		
11	Cressot AM	Yes	Yes
12	Azura Monaco SAM		
13	A-Venture CapitalSA		
14	UBS	Yes	Yes
15	Azura Monaco SAM	No	No
16	Azura Monaco SAM		
17	Azura Monaco SAM		
18	Baltic Tech Ventures		
19	MPM Partners		
20	MPM Partners		
21	LCL Banque Privée		
22	MPM Partners	Yes	Yes
23	Banque Privée EDM de Rothschild		
24	MPM Partners		
25	Nemesis	Yes	Yes
26	Nemesis	Yes	Yes
27	EFG Private Bank Monaco	Yes	Yes
28	HNWI		
29	EFG Private Bank Monaco		
30	MCH Finance		



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