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## **AGENDA**



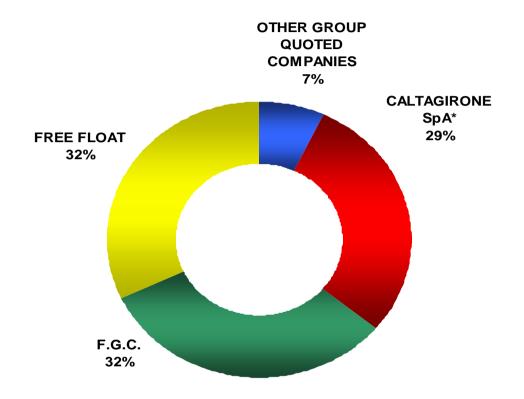
- SHAREHOLDERS STRUCTURE
- **CORE ACTIVITIES**
- TRADITIONAL NEWSPAPERS
- **FREE PRESS** 
  - MAIN FEATURES
  - NATIONAL LEADERSHIP
- NEWSPAPER INDUSTRY OVERVIEW
- NEWSPAPERS: LOCAL STRENGTH
- PROFITABILIY vs. QUOTED PEERS
- **RECENT HISTORY**
- **FINANCIALS**
- **OUTLOOK**
- **APPENDIX**



Il Messaggero headquarters in Via del Tritone, Rome

### SHAREHOLDERS STRUCTURE





N° OF ORDINARY SHARES: 125.000.000

MARKET CAP: €870m \*\*

LISTED ON THE BLUE CHIP SEGMENT OF THE ITALIAN STOCK EXCHANGE

<sup>\*</sup> Direct/indirect holding through Mantegna 87 SpA and Capitolium SpA

<sup>\*\*</sup> As of May 2005; Please see the Appendix for further information on the Caltagirone Group

### **CORE ACTIVITIES**



### TRADITIONAL NEWSPAPERS

# Il Messaggero

•1,227000 daily readers (2)

•2004 Sales : €161m

• Market share: 48.8% in Lazio (3)



• 713,000 daily readers (2)

• 2004 Sales : €62m

• Market share: 54.6% in Campania (3)

# **Corriere Adriatico**

• 228,000 daily readers (2)

• 2004 Sales : €9,5m

• Market share: 41 % in Marche (3)



• 190,000 daily readers (2)

• 2004 Sales : €9,5m

• Market share: 36.7% in Salento (Apulia) (3)

### **FREE PRESS**



- 1,157,000 daily readers (1)
- 1.050.000 daily copies distributed
- 2004 Sales : €21m
- National network
- In 2005 opening in 6 new cities to strengthen market leadership

### **ADVERTISING**

# PIEMME

Advertising agency for the Group and third parties [Radio Globo (the first local radio in Rome), Radio Cuore and other radios in Rome, Milan, Naples]

### **INTERNET & SERVICES**



One of the main national internet portals

<sup>(1)</sup> Source: Eurisko November 2004. Readership figures are based on 810,000 copies distributed and not 1.050.000

<sup>(2)</sup> Readership data: Source Audipress 2004



#### **STRONG TRADITIONAL NEWSPAPERS**





1 NATIONAL EDITION + 13 LOCAL EDITIONS



1 NATIONAL EDITION + 7 LOCAL EDITIONS



#### RECENTLY ACQUIRED / CONSOLIDATED NEWSPAPERS

# Corriere Adriatico

Quotidiano

**LEADER IN MARCHE: 41 % MARKET SHARE\*** 

**LEADER IN SALENTO \*\*: 36.7 % MARKET SHARE\*** 

### TRADITIONAL NEWSPAPERS



### NATIONAL NEWSPAPERS WITH HIGH BRAND VISIBILITY

# Il Messaggero

- National newspaper with high brand visibility
- 13 local editions
- Avg. 50 pages up to maximum 64 pages, of
   Avg. 50 pages up to maximum 64 pages, of which 40 in full color (1)
- Average daily circulation: 240,774 copies (2)
   Average daily circulation: 87,757 copies (2)

# IL MATTINO

- National newspaper with high brand visibility
- 7 local editions
- which 40 in full color (1)
- € 105 millions investment in new printing facilities for both II Messaggero and II Mattino
- "State of the art" printing facility will make easier to switch from one edition to another without stopping the rotary press
- Increase in number of pages, output quality and yield
- Aggressive price policy in order to increase market share in the Macroregion
- Focus on cost control
- Financial incentives for investments (L. 488, granted up to 30% of capex at Il Mattino)





1st free newspaper in Italy with daily readership of 1.157.000\*

Reached 1.050.000 copies in 2005; distributed in 15 cities

#### **NEW CITIES FROM 2005**

Genova, Como, Varese,



#### MAIN FEATURES

- Launched in March 2001, reached about €21m advertising revenue and break-even by the end of 2004
- Average 24 pages in tabloid format in full color
- 1.050.000 copies distributed
- Distributed from Monday to Friday in:
  - ~ railway stations (exclusive long-term agreement with Grandi Stazioni)
  - ~ underground stations, coffee bars, hospitals, universities

#### **STRATEGY**

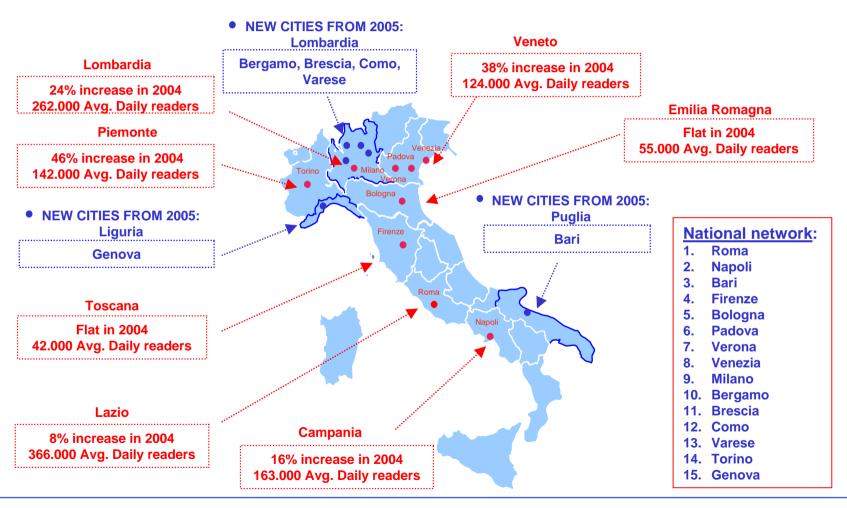
- "Nationwide network" as opposed to "localised model" in order to reach wider audience, strong brand equity and ultimately higher advertising revenue
- 6 new cities in 2005 to strengthen national leadership
- Market leadership provides more visibility
- Target focus on the mass affluent groups, youngsters and upper graduates

### FREE PRESS: NATIONAL LEADERSHIP





1st free newspaper in Italy with daily readership of 1.157.000\* Reached 1.050.000 copies in 2005; distributed in 15 cities



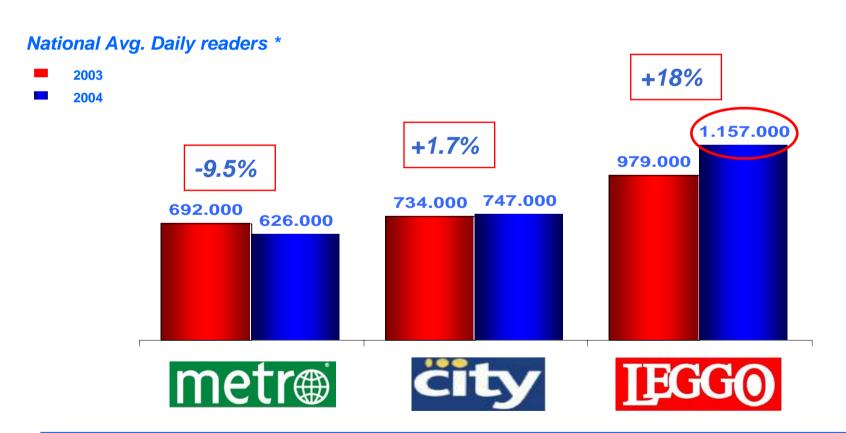
<sup>\*</sup> Source: Eurisko November 2004. Readership figures are based on 810,000 copies distributed and not 1.050.000





## Leggo is the N.1 free newspaper in Italy:

1.157.000 avg daily readers\* in 2004 (+ 18%)
Reached 1.050.000 copies in 2005; distributed in 15 cities

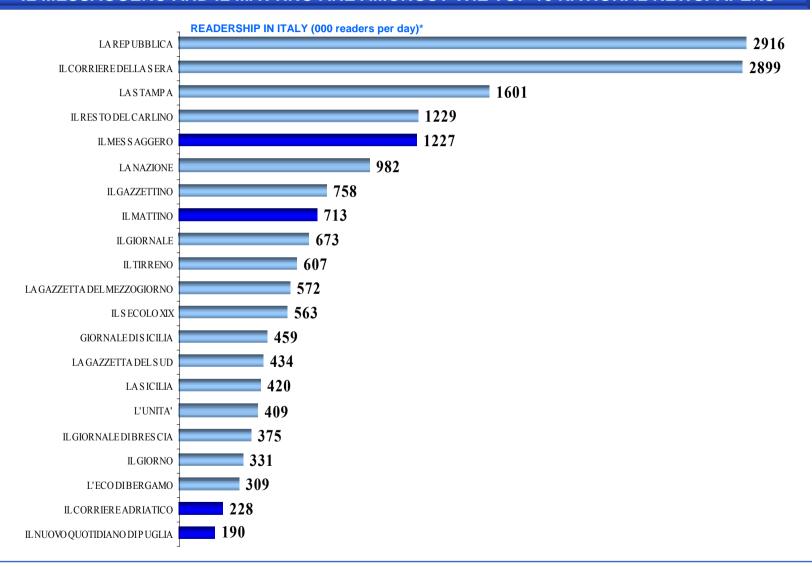


<sup>\*</sup> Source: Eurisko November 2004. Readership figures are based on 810,000 copies distributed and not 1.050.000

### **NEWSPAPER INDUSTRY OVERVIEW**

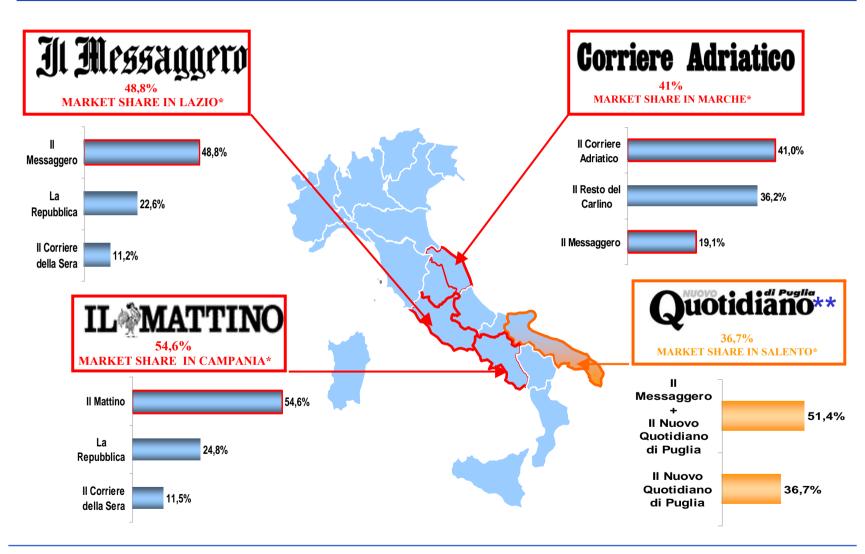


### IL MESSAGGERO AND IL MATTINO ARE AMONGST THE TOP 10 NATIONAL NEWSPAPERS\*





### **EACH NEWSPAPER COMMANDS STRONG LOCAL MARKET SHARE \*...**

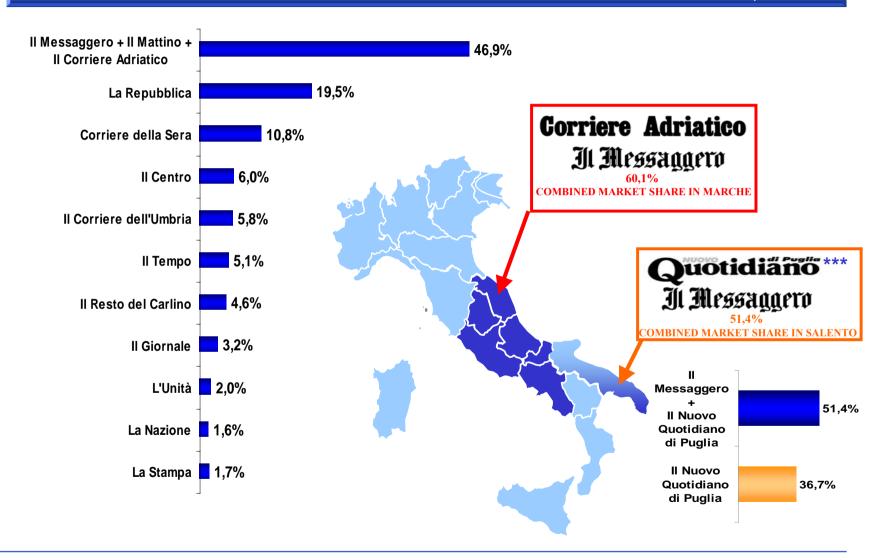


<sup>\*</sup>Market share calculated on "Audipress population"; Source: Audipress 2004, CED estimates

<sup>12</sup> 



### ...BUT COMBINED MARKET SHARE IN THE MACROREGION\* IS UNPARALLELED: 46,9% \*\*



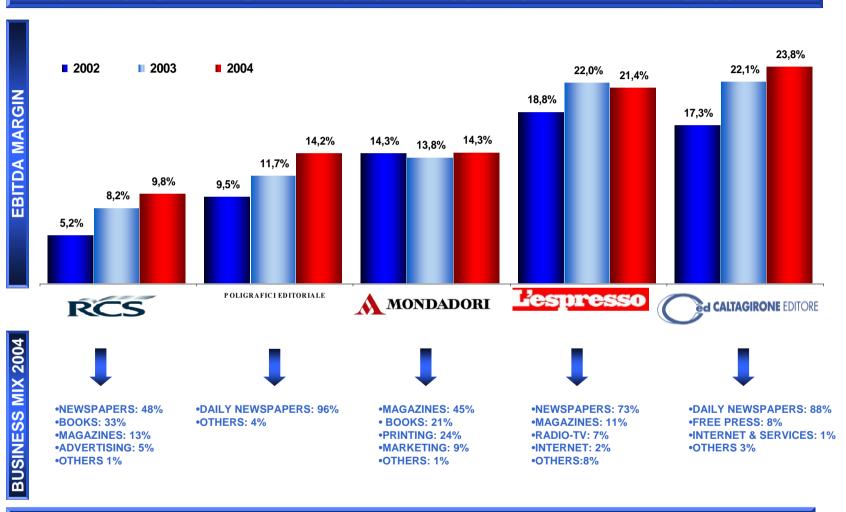
<sup>\*</sup> The macroregion consists of: Lazio, Campania, Marche, Abruzzo, Umbria and Molise regions

<sup>\*\*</sup>II Messaggero, Il Mattino and Il Corriere Adriatico. Source: Audipress 2004, CED estimates

<sup>\*\*\*</sup> Il Nuovo Quotidiano di Puglia is shown separately because it is sold only in Lecce, Brindisi, Taranto (Salento province).



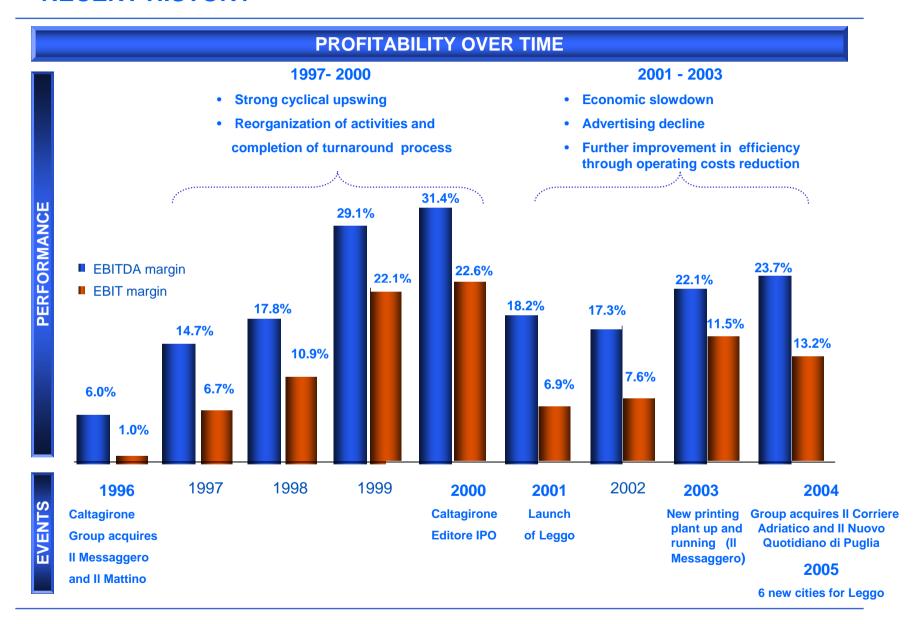
### CALTAGIRONE EDITORE RANKS AS THE MOST PROFITABLE MEDIA GROUP...



### ...DESPITE A LESS PROFITABLE BUSINESS MIX

### **RECENT HISTORY**

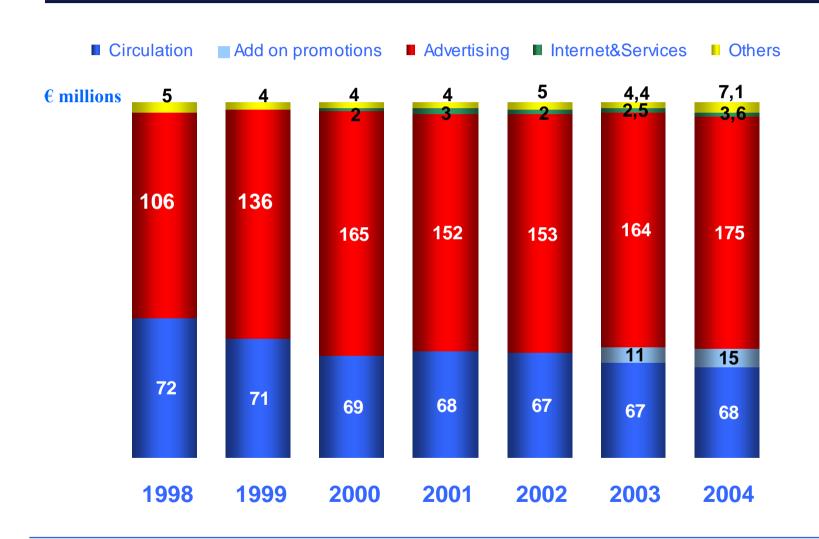








### ADVERTISING IS THE MAIN DRIVER OF GROUP REVENUES





## **FINANCIALS: FULL YEAR RESULTS**

Profit and Loss Account *	2004	2003	Δ %	COMMENTS		
Circulation	83.367	78.185	6,6%	Promotion contributed €15m to circulation reven		
Advertising	174.939	163.594	6,9%	From 1/7/04 "Il Corriere Adriatico"		
Other revenues	10.760	6.922	55,4%	contributed over €1.9m to Group advertising revenue		
Total Revenues	269.066	248.701	8,2%			
Raw materials	(25.484)	(28.037)	-9,1%	The increase is linked to promotions which		
Services	(91.072)	(80.877)	12,6%	The increase is linked to promotions which soared by about 40% from 2003		
Rents, lease and similar costs	(7.050)	(5.083)	38,7%	30drod by about 1076 from 2000		
Personnel	(79.545)	(77.827)	2,2%			
Other costs	(2.012)	(1.886)	6,7%			
Total Costs	(205.163)	(193.710)	5,9%			
Ebitda	63.903	54.991	16,2%	Full year effect of new printing plants		
D&A	(25.852)	(21.742)	18,9%	amortisation		
Other (costs) revenues	(3.778)	(4.500)	-16,0%			
Ebit	34.273	28.749	19,2%			
Financial result	2.803	3.266	-14,2%			
Net exceptional (loss) income	188	(8.500)	102,2%	In 2004 there was no negative impact from		
Profit before taxes	37.264	23.515	58,5%	extraordinary taxes		
Taxes	(2.679)	4.538	-159,0%			
Profit before minorities	34.585	28.053	23,3%			
Minorities	(3.957)	(2.061)	92,0%			
Net profit	30.628	25.992	17,8%			

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### **COMMENTS**

Euro Millions	H1 2005 *	H1 2004	Δ %
Circulation	43,4	41,0	5,9%
Advertising	93,9	90,1	4,2%
Other revenues	5,8	4,1	39,6%
Total Revenues *	143,2	135,3	5,8%
Raw materials	(13,9)	(12,5)	11,1%
Services	(44,0)	(44,6)	-1,2%
Rents, lease and similar costs	(4,0)	(3,4)	17,2%
Personnel	(43,6)	(38,4)	13,6%
Other costs	(1,2)	(0,9)	25,2%
Total Costs	(43,6)	(38,4)	13,6%
Ebitda	36,3	35,3	2,8%
D&A	(13,7)	(11,7)	17,6%
Other (costs) revenues	(1,4)	(1,8)	-22,2%
Ebit	21,1	21,8	-3,0%
Pretax	67,2	26,5	153,5%
Net Income	47,6	13,2	261,2%

Revenue growth driven by Leggo (+16% sales growth yoy).

First time consolidation of II Corriere

Adriatico contributed € 1.8m to advertising revenue

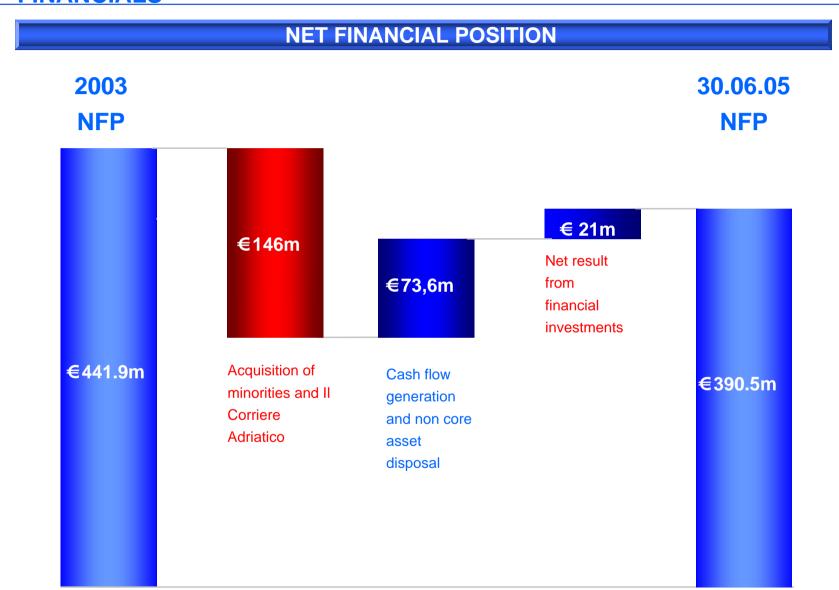
Personnel cost increase is mainly due to the consolidation of Il Corriere Adriatico and to Il Nuovo Quotidiano di Puglia

Goodwill amortisation charge will disappear from Q3-05 when IAS/IFRS rules are applied

€30m capital gain on RCS Mediagroup stake disposal

<sup>\*</sup> H1-05 results include the first time contribution of "II Corriere Adriatico" from the 1st of July.2004.









### **CIRCULATION**

Circulation flat; Add on promotions to provide growth



# INVESTMENT IN CORE BUSINESS

We pursue organic as well as external growth



## **ADVERTISING**

Local advertising more resilient in downturns and National advertising to provide growth



### **COST CONTROL**

**Constant focus on costs** 



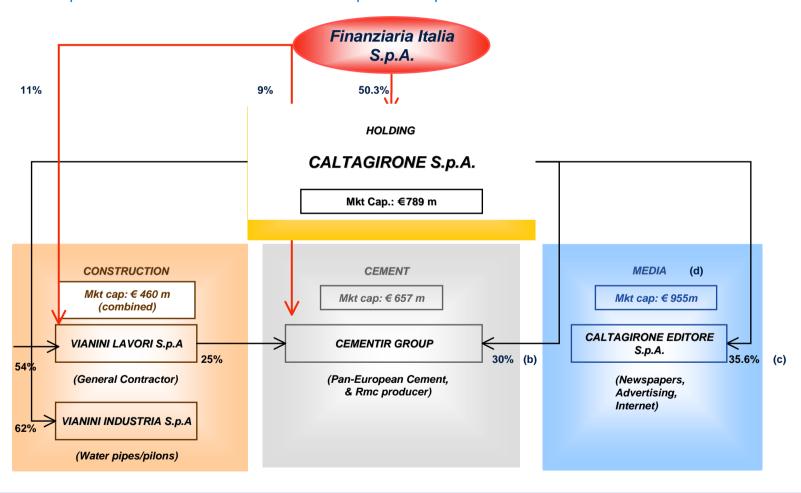


# **APPENDIX**

### THE CALTAGIRONE GROUP



- > The Caltagirone Group is a family-controlled industrial concern with aggregated sales over €1.3 bn (2004) (a)
- > Group structure is based on three main activities: Construction, Cement and Media
- > The Group holds financial investments in several quoted companies



<sup>(</sup>a) Including Aalborg Portland and Unicon pro-forma results 2004 for 12 months:

<sup>(</sup>b) Includes 30% stake held by Mantegna '87 Srl, 100% controlled by Caltagirone S.p.A.;

<sup>(</sup>c) Directly held by: Capitolium (4.3%), Vianini Lavori (3.6%), Vianini Industria (2.88%), Mantegna (10.36%), Caltagirone Spa (14.4%);

<sup>(</sup>d) The Caltagirone Family owns directly and/or indirectly another 32.3% of CED SpA.



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