



Inter Media and Communication S.p.A

Three months ended September 30, 2022 _Results Presentation

November 29, 2022

This presentation (the “Presentation”) has been prepared by Inter Media and Communication S.p.A. (“Inter Media” or “the Company”) and is its sole responsibility. For purposes hereof, the Presentation shall mean and include the slides that follow, any oral presentation by Inter Media or any person on its behalf, any question-and-answer session that may follow the oral presentation, and any materials distributed at, or in connection with, any of the above.

The information contained in the Presentation has not been independently verified and some of the information is in summary form. No representation or warranty, express or implied, is or will be made by any person as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information or opinions expressed in the Presentation. No responsibility or liability whatsoever is or will be accepted by Inter Media, its shareholders, subsidiaries or affiliates or by any of their respective officers, directors, employees or agents for any loss, howsoever arising, directly or indirectly, from any use of the Presentation or its contents or attendance at the Presentation.

Inter Media cautions that the Presentation may contain forward looking statements in relation to certain of Inter Media’s business, plans and current goals and expectations, including, but not limited to, its future financial condition, performance and results. These forward looking statements can be identified by the use of forward looking terminology, including the words “aims”, “believes”, “estimates”, “anticipates”, “expects”, “intends”, “may”, “will”, “plans”, “predicts”, “assumes”, “shall”, “continue” or “should” or, in each case, their negative or other variations or comparable terminology or by discussions of strategies, plans, objectives, targets, goals, future events or intentions. By their very nature, all forward looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond Inter Media’s control. Inter Media’s actual future financial condition, performance and results of operations may differ materially from the plans, goals and expectations set out in any forward looking statement made by Inter Media. All subsequent written or oral forward looking statements attributable to Inter Media or to persons acting on its behalf should be interpreted as being qualified by the cautionary statements included herein. As a result, undue reliance should not be placed on these forward looking statements.

The information and opinions contained in the Presentation have not been audited or necessarily prepared in accordance with international financial reporting standards and are subject to change without notice. The financial results in this document and the Presentation include certain financial measures and ratios, including Adjusted Media Revenue, Adjusted Revenue, Cash Available for Debt Service, Current / Non Current Operating Assets, Current / Non Current Operating Liabilities, Debt Service Coverage Ratio and certain other related measures that are not presented in accordance with IFRS or Italian GAAP and are unaudited. These measures may not be comparable to those of other companies. Reference to these non-IFRS and non-Italian GAAP measures should be considered in addition to IFRS or Italian GAAP financial measures, but should not be considered a substitute for results that are prepared in accordance with IFRS or Italian GAAP.

The information contained in the Presentation, including but not limited to any forward looking statements, is provided as of the date hereof and is not intended to give any assurance as to future results. No person is under the obligation to update, complete, revise or keep current the information contained in the Presentation, whether as a result of new information, future events or results or otherwise. The information contained in the Presentation may be subject to change without notice and will not be relied on for any purpose.

The Presentation is solely for informational purposes and does not constitute or form part of, and should not be construed as, an offer to sell or issue securities or otherwise constitute an invitation or inducement to any person to purchase, underwrite, subscribe to or otherwise acquire securities in Inter Media or any of its subsidiaries or affiliates. The Presentation does not constitute an invitation to effect any transaction with Inter Media.

The distribution of the Presentation in certain jurisdictions may be restricted by law. Recipients of the Presentation should inform themselves about and observe such restrictions. This document may not be reproduced, redistributed or passed on to any other person, nor may it be published, in whole or in part, for any purpose.

By accepting the Presentation, you agree and acknowledge (i) that the Presentation and its contents may contain proprietary information belonging to Inter Media and (ii) to be bound by the foregoing limitations, undertakings and restrictions.

Overview of Inter Media and Communication («MediaCo»)



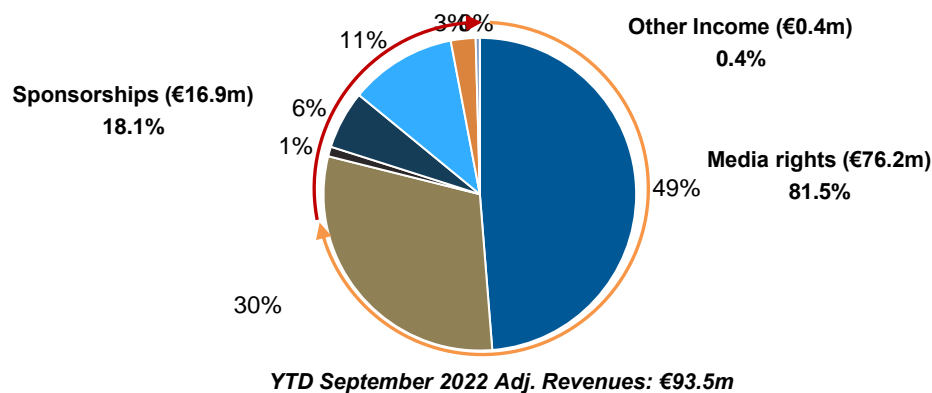
Inter MediaCo at a Glance

- **Sole manager and operator** of the **media, broadcast and sponsorship** businesses of **FC Internazionale Milano SpA** (“Inter” or “TeamCo”)
- Formed in 2014 in connection with the contribution by Inter of its media, broadcast and sponsorship rights business, its historical media archives and the material IP rights relating to the Inter brand
- MediaCo main revenues lines are divided into **Media rights** and **Sponsorships**
 - Media rights mainly relate to Serie A and other minor domestic competitions (centrally managed by Lega Serie A on three-year cycle contracts) and European competitions (centrally managed by UEFA on three-year cycle contracts)
 - Other Media rights relate to sale of archive content rights and distribution of thematic channel and other owned contents
 - Sponsorships relate to:
 - Jersey sponsors (front, sleeve and back)
 - Technical sponsor: Nike since 1998/99 season
 - Other sponsors which include European, Global and International/Regional sponsorship packages

Inter TeamCo – An Iconic Franchise

- One of the **leading European football clubs**, with a history dating back to 1908
- Only club to have **played every season in Serie A** since the league’s inception in 1929 and the only **never been relegated**
 - **Won 33 domestic trophies** including 19 Serie A championships, 8 Domestic Cups (of which the last one in May 2022) and 6 Domestic Super Cups (of which the last one in January 2022), **3 UEFA Champions League** titles, **3 UEFA Cup** titles, **2 Intercontinental Cups** and **1 FIFA Club World Cup**
 - First Italian team to complete the “**Continental Treble**” by winning the titles in Serie A, Domestic Cup and UCL all in the same season in 2010
- During the sporting seasons 17/18, 18/19 and 19/20 (before restrictions related to the pandemic), Inter was the **1st club in Italy and in the top 10 clubs in Europe** in terms of average attendance. The same in 21/22 following partial re-opening of the stadium
- Participation to **UEFA Champions League (“UCL”) Group Stage in each of the past four seasons (in 21-22 achievement of Ro16 of UCL – first time in ten years) and in the current one (22-23) where the team has achieved again Ro16**
- **Victory of 20/21 Serie A championship and 21/22 domestic Cup and Supercup. Achievement of UEL final in 19-20 season**

YTD September 2022_ Adjusted Revenue Breakdown ¹



- Media Rights – Serie A/similar
- Media Rights - UEFA
- Other Media Rights
- Regional & Naming Sponsors
- European & Global Sponsors
- Shirt & Technical Sponsors

Honours



¹ Adjusted Revenue is the aggregate revenue that MediaCo reports on its income statement (the “Revenue”) and the receivables associated with Inter’s broadcasting rights (the “Indirect Media Revenue”) MediaCo reports on its balance sheet. Revenue includes the revenue that MediaCo receives from Inter TV and from licensing Inter’s archive content rights (the “Direct Media Revenue”), the revenue MediaCo receives from sponsorship agreements and other minor income

Key Operating Performance Highlights



Already Impacting FY23 Results

Potential Impact on Future Performance

Media Revenues

- **Stability given by Serie A media rights** which are already contracted for current fiscal year and next one. Uplift after assignment in MENA region starting from **22/23**. Guaranteed revenue for **€72M even in case of last position** in 22/23 Serie A up to **€92M in case of 1st position**. (excluding VAT assigned with the receivables)
- Participation to **UEFA UCL** in **22/23** sporting season ensures (having already achieved Ro16) minimum guaranteed revenue from UEFA in the region of **€58M (gross of €4M financial contribution to be paid as per Settlement Agreement signed with UEFA in August 2022)**
- **Other Media Revenue** already contracted for **€9M**

- **Further upside relating to Serie A media rights** depending on **progression in Coppa Italia and performance in Supercoppa Italiana**
- **Further upside relating to UEFA media rights** depending on **progression in UCL**
- **Media revenue growth via content delivery** through the Media House.

Sponsorship Revenues

- Revenues already **contracted for 22/23 in the region of €46M. This excluding the main jersey sponsorship contract** currently in place with Zytara Labs LLC for €24M fee due to current uncertainty in respect of the ability of the partner to pay the contractual fee (ability significantly affected by the current crisis in the crypto-currency sector)

- **Other potential upsides from research in progress for new main jersey, sleeve and training centre/kit sponsors**
- The increased visibility of Inter (also affected by performance in UCL) resulting in greater engagement and reach to a wider variety of sponsorship

TeamCo Update

- **Positive start of matchday revenue in 22/23** sporting season with stadium fully open (average attendance to date in the region of 70k – i.e. among European top clubs)
- **Balanced transfer market in summer 2022**

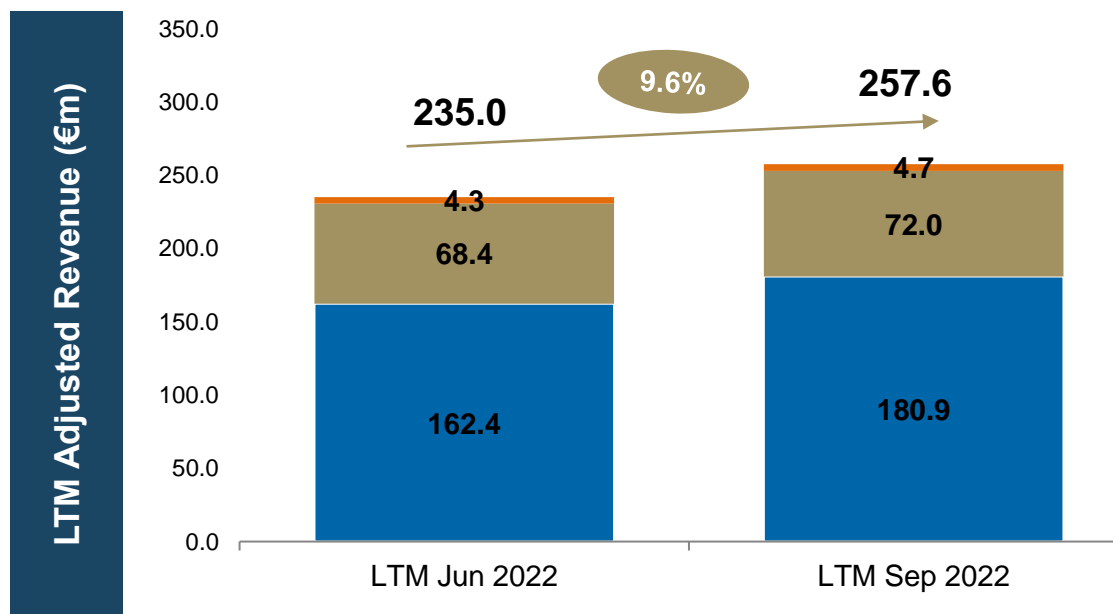
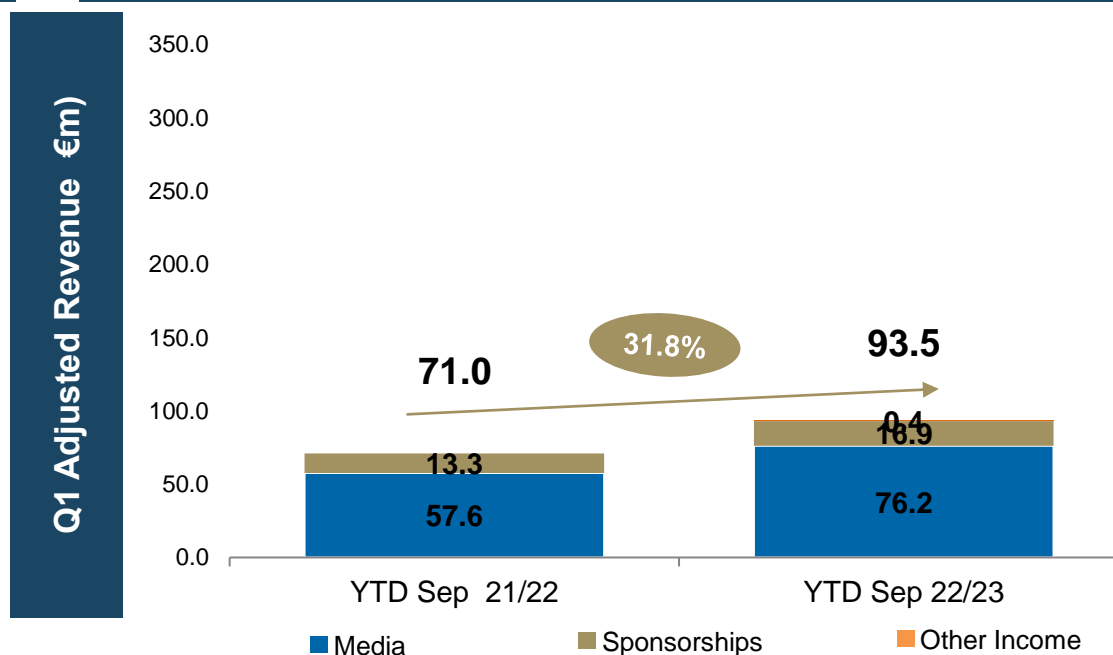
Key Financial Highlights (1/2)



Key Highlights – Adjusted Revenue

- Our Q1 FY23 Adjusted Revenue increased by €22.5m or 31.8% to €93.5m from €71.0m in Q1 FY22. (chart on the top right). Main drivers of such net increase are:
 - a €20.8m increase (or + 83.6%) in Serie A and similar Indirect Media Revenue mainly due to:
 - the fact that in Q1 and other quarters of prior fiscal year we collected a lower amount having already received an advance payment of €13.4 million in Q4 of the fiscal year ended June 30, 2021 (upon the signing of the three years new cycle with the broadcasters)
 - the fact that, in Q1 of current fiscal year, TeamCo, according to the schedule defined by Lega Serie A, invoiced the third 22/23 instalment to broadcasters generating a receivable of €15.2 million immediately assigned to MediaCo (while in prior fiscal year, the third instalment was invoiced in October)
 - The pro-rata impact of higher net distributable revenue for the current fiscal year because of the new agreement signed by Serie A for the MENA region
 - a €3.6m increase (or 27.2%) in Sponsorship Revenue driven by:
 - €2.0m (or 38.4%) increase in Shirt sponsorships affected by the upgrade of Digitalbits from sleeve partner in 2021/2022 (annual base fee of €5m) to Global Main Jersey Partner in 2022/2023 (annual base fee of €24m versus €16m from Socios.com in 2021/2022). We highlight that the €6.0m pro-rata revenue recognized in Q1 FY23 has been fully offset by an accrual under the line Write-downs of trade receivables due to the (i) client's default with respect to the payment of the first two contractual installments (for a total of €16.0m) due for the current fiscal year and (ii) the current overall uncertainty in respect of the ability of the client to fulfill its contractual obligations (ability significantly affected by the current crisis in the crypto-currency sector).
 - €2.5m (or 82.3%) increase in EU/Global sponsorships driven by the impact of the new 6 years contract signed with Konami effective July 1, 2022.
 - €0.9m decrease (or 49.9%) in Regional and naming rights Sponsorship Revenue driven by the termination of the contract with Suning effective from June 30, 2022.
 - a €2.5m decrease in UEFA Indirect Media Revenue which is fully related to the fact that UEFA has withheld the first tranche (€2.5m) of the €4m unconditional financial contribution defined by the Settlement Agreement from total payments due in Q1
- As shown by the chart on the bottom right, on a LTM basis our Adjusted Revenue increased to €257.6m in Last Twelve months ended September 2022 (+9.6% vs. LTM June 2022)

Key Financials- Adjusted Revenue



Key Financial Highlights (2/2)

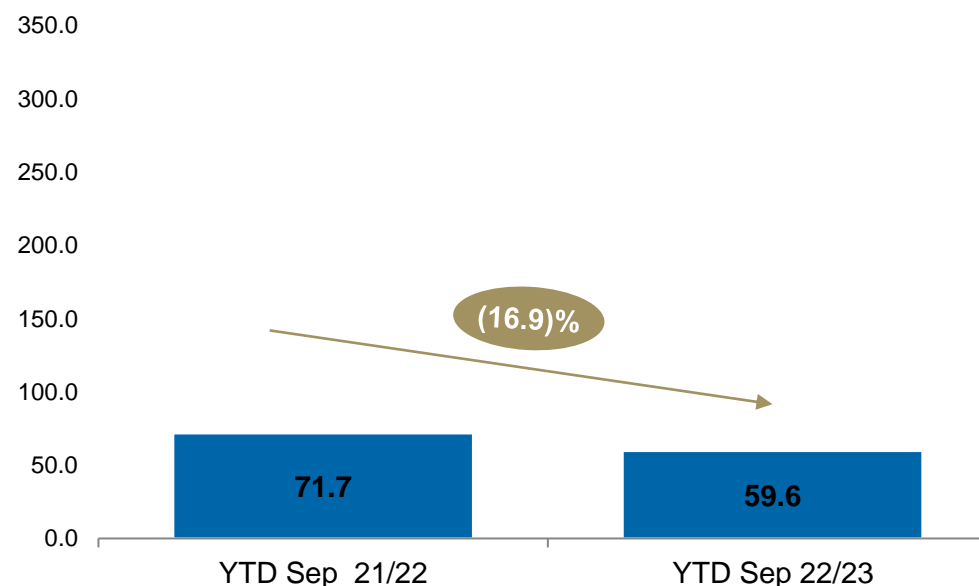


Key Highlights – Cash Available for Debt Service

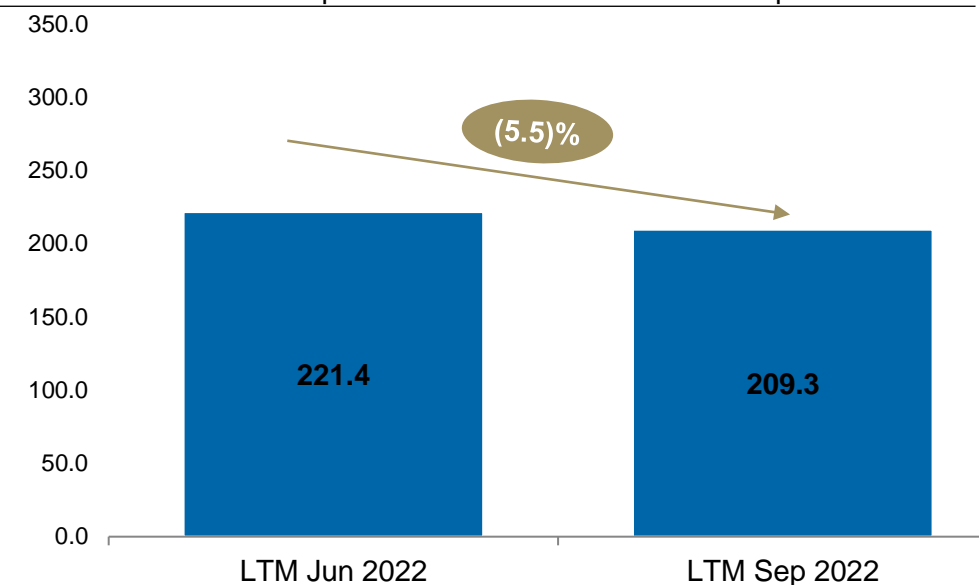
- Q1 FY23 Cash Available for Debt Service decreased by €12.1m (or 16.9%) to €59.6m from €71.7m in Q1 FY22 (chart on the top right).
- With cash outflows relatively stable and limited in size due to the nature of the MediaCo business, such decrease has been driven by a €12.9m reduction in Cash Inflows (- 16.9% from €76.1m to €63.2m).
- The decrease in cash inflows has been driven by the impact of working capital movements (negative impact of €30.3m in Q1 FY23 vs. positive impact of €5.1m in Q1 FY22) which has more than offset the increase in Adjusted revenue described on the previous slide. This is primarily related to the dynamics of trade receivables, and particularly to:
 - The anticipated timing (September in Q1 FY23 vs. October in Q1 FY22) of the invoicing of the third instalment of Serie A rights (as described in the previous slide) which, in Q1 FY23, generated a receivable of €15.2 million assigned from TeamCo then collected in Q2 FY23
 - The impact on Q1 FY23 of the client's default with respect to the payment of the contractual installments of the jersey sponsorship contract due for the current fiscal year (as previously described in the previous slides)
 - The fact that in Q1 FY22 we collected certain relevant revenue installments relating to prior fiscal year (the one ended June 30, 2021).
- As shown by the chart on the bottom right, on a LTM basis our Cash Available for Debt Service decreased to €209.3m in Last Twelve months ended September 2022 (-5.5% vs. LTM June 2022), though remaining higher than €200m (with the ratio Net Debt/Cash Available for Debt Service stable at 1.7x)

Key Financials- Cash Available for Debt Service

Q1 Cash Available for Debt Service (€m)



LTM Cash Available for Debt Service (€m)





**Appendix –
Summary of
MediaCo financials**

MediaCo - Statement of Cash Available for Debt Service



For the three months ended September 30,

	2021	2022
(In Millions of €)		
Adjusted Revenue		
Sponsorship Revenue	13.3	16.9
Shirt	5.2	7.2
Technical	3.1	3.1
EU/Global	3.1	5.6
Regional and Naming Rights	1.9	0.9
Direct Media Revenue	15.9	9.4
Other Income	2.1	2.4
Revenue	15.4	19.7
Indirect Media Revenue		
Serie A and similar Indirect Media Revenue	24.8	45.6
UEFA Indirect Media Revenue	30.7	28.2
Adjusted Revenue	71.0	93.5
Change Current/Non-current operating assets	5.1	(30.3)
Cash Inflow	76.1	63.2
Cash Outflow		
Personnel Costs	(0.6)	(0.8)
Cost of Services	(2.5)	(2.7)
Other Costs	(0.0)	(0.0)
Adjusted Tax Expenses	(0.4)	(0.6)
Change Current/Non-current operating liabilities	(2.1)	(1.9)
Adjusted Service Agreement Fees	1.3	2.4
Cash Outflow	(4.4)	(3.7)
Cash Avail. for Debt Service	71.7	59.6

Key Comments

- Adjusted Revenue refers to both revenue that Inter MediaCo reports on its income statement (includes Direct Media Revenue and Sponsorship Revenue) as well Indirect Media Revenue that the Issuer reports on its balance sheet (Serie A and similar Indirect Media Revenue and UEFA Indirect Media Revenue).
- Please refer to previous slides for the explanation of main drivers of Adjusted Revenue and Cash Available for Debt Service.

MediaCo - Income Statement



For the three months September 30,

	2021	2022
(In Millions of €)		
Revenue		
Revenue	15.4	19.3
Other Income	-	0.4
Total Revenue	15.4	19.7
Operating Costs		
Personnel Costs	(0.6)	(0.8)
Cost of Services	(2.5)	(2.7)
Other operating costs	(0.0)	(0.0)
Write-down of trade receivables *	(0.2)	(6.0)
Depreciation and Amortization	(5.2)	(5.2)
Provisions for risks and charges	-	-
Total Operating Costs	(8.4)	(14.7)
Operating Profit	7.0	5.0
Net Financial Expenses	(2.8)	(2.8)
Profit/(Loss) Before Tax	4.2	2.2
Income Taxes	(1.6)	(1.0)
Profit/(Loss) for the Period	2.6	1.2

* Q1 FY23 results have been significantly affected by €6.0 million write-down of trade receivables related to revenue recognized in the period in respect of the main shirt sponsor contract due to the client default with respect to the payment of the due contractual installments and the current overall uncertainty in respect of their ability to fulfill contractual obligations (ability significantly affected by the current crisis in the crypto-currency sector). Refer to the separate long-form document “Financial Results of Inter Media and Communication S.p.A for the three months ended September 30, 2022” for more details on this and for comments on Income Statement line by line

MediaCo - Cash Flow Statement



For the three months ended September 30,

	2021	2022
(In Millions of €)		
Profit /(Loss) for the period	2.6	1.2
Current taxes	0.3	3.0
Net financial expenses	2.8	2.8
Profit for the period before taxes and interest	5.7	7.0
Depreciation and Amortization	5.2	5.2
Write-downs/(release/uses) of trade receivables	0.2	5.8
Employee severance indemnities accrued	0.0	0.0
Accrual/(releases/uses) for risks and charges	0.0	0.0
Deferred tax assets and liabilities	1.2	(2.0)
Cash flow from operating activities before changes in working capital	12.3	16.0
Increase in trade and other receivables	1.1	(22.6)
Increase / (Decrease) in trade and other payables	15.0	29.1
Other variations in net working capital	4.1	(9.2)
Cash flow from operating activities after changes in Net Working Capital	32.4	13.3
Taxes paid	-	-
Interest and other financial expenses paid	-	-
Employee severance indemnities paid	-	-
A. Cash flow from operating activities	32.4	13.3
Investments in Intangible Assets	-	-
Investments in Property, Plant and Equipment	-	-
Debt service and reserve account	(12.7)	-
B. Cash flow from investing activities	(12.7)	-
Intercompany loans	-	-
Repayment of Senior Secured Notes 2022	-	-
Issuance Senior Secured Notes 2022 ("tap" – net of transaction fees and OID)	-	-
Issuance Senior Secured Notes 2027 (net of transaction fees)	-	-
Dividends	-	(2.5)
C. Cash flow from financing activities	(2.5)	(2.5)
Increase / (Decrease) cash and cash equivalents (A+B+C)	19.7	10.8
Cash at bank and on hand at the beginning of the period	28.3	25.5
Cash at bank and on hand at the end of the period	48.1	36.3

Refer to the separate long-form document "Financial Results of Inter Media and Communication S.p.A for the three months ended September 30, 2022 for comments line by line