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**Financial information for the third quarter of 2023 – NRJ Group**

## Sustained increase in the NRJ Group's consolidated revenue <sup>(1)</sup> in the 3<sup>rd</sup> quarter of 2023: +6.5%

In millions of euros	3 <sup>rd</sup> quarter			9 months to date		
	2023	2022	Change	2023	2022	Change
Radio	57.7	54.2	+6.5%	168.8	162.4	+3.9%
Television	17.8	16.6	+7.2%	54.2	57.2	-5.2%
Broadcasting	19.0	17.9	+6.1%	55.7	53.3	+4.5%
<b>Revenue excluding barbers</b>	<b>94.5</b>	<b>88.7</b>	<b>+6.5%</b>	<b>278.7</b>	<b>272.9</b>	<b>+2.1%</b>
Revenue on barbers	4.2	4.2	+0.0%	12.4	12.0	+3.3%
<b>Revenue</b>	<b>98.7</b>	<b>92.9</b>	<b>+6.2%</b>	<b>291.1</b>	<b>284.9</b>	<b>+2.2%</b>

All of the Group's activities delivered strong growth in the 3<sup>rd</sup> quarter of 2023. Over this period, consolidated revenue (excluding barbers) was up +6.5% on the 3<sup>rd</sup> quarter of 2022, at €94.5 million. Consolidated revenue (excluding barbers) for the first 9 months of the 2023 financial year totalled €278.7 million, an increase of +2.1% compared with the same period in 2022.

**This robust performance remains at a sustained level over the first 9 months of 2023 due to the strength of the Group's brands. According to the Cross Médias survey <sup>(2)</sup>, nearly 46 million French people are entertained by the Group's media each month.**

### RADIO

In France in September 2023, **the Group has the number 1 commercial radio offering for the entire public <sup>(3)</sup> and for the 25-49 priority age group target <sup>(4)</sup>, for which it is the leader with an audience share of 19.8% <sup>(4)</sup>.** The Group also cemented its position as the leading private digital audio group in France, with its programmes available on all digital devices: it is the number 1 private Internet radio group <sup>(5)</sup> and has the first commercial offer in France on smart speakers <sup>(6)</sup>. NRJ Group is ranked as the number 1 radio group for e-commerce and every week it brings together more than 11 million listeners who make purchases online <sup>(7)</sup>.

In France, for a radio media which brings together 39.3 million listeners every day <sup>(8)</sup>, thanks to its dominant positions, particularly with the 25-49 age group and its commercial strategy, in the 3<sup>rd</sup> quarter the Group boosted the positive momentum seen in the first half of 2023. The Radio division's revenue <sup>(1)</sup> amounted to €57.7 million, with growth of +6.5%, **including a +12.4% increase in France at national level.**

In the first 9 months of 2023, the Group's Radio division recorded revenue <sup>(1)</sup> of €168.8 million, up +3.9% on the same period of 2022. This increase in the Radio division's revenue <sup>(1)</sup> is due to a strong 4.5% growth in revenue <sup>(1)</sup> in France, of which +7.2% at national level and a +1.8% rise in international revenue <sup>(1)</sup>.

(1) Excluding barbers

## TELEVISION

In the first 9 months of the year, TV remained the media foundation, bringing together on average 42.6 million viewers <sup>(9)</sup> each day with an average daily viewing time of 3 hours 9 minutes <sup>(10)</sup> for each individual.

Over this period, the Group's Television division's free-to-air channels, NRJ 12 and Chérie 25, improved or maintained their audience share for the high commercial priority targets. As such, NRJ 12 and Chérie 25 achieved a combined audience share of 2.7% among the 25-49 age group <sup>(11)</sup>, up 0.1 percentage points in one year <sup>(12)</sup>, and 3.0% <sup>(11)</sup> for the Women Under 50 Responsible for Purchases target, stable year-on-year <sup>(12)</sup>.

The TV media advertising market gained momentum in the 3<sup>rd</sup> quarter, allowing the Group's Television division to return to growth. The Television division's revenue <sup>(1)</sup> was up +7.2% on the 3<sup>rd</sup> quarter of 2022, totalling €17.8 million.

Despite this good 3<sup>rd</sup> quarter, and given the state of the advertising market in the 1<sup>st</sup> half of 2023, the Television division's revenue <sup>(1)</sup> for the first 9 months of the 2023 financial year amounted to €54.2 million, down 5.2% on the same period of the previous financial year.

## BROADCASTING

In the 3<sup>rd</sup> quarter of the 2023 financial year, the Broadcasting division continued its sales momentum and recorded revenue <sup>(1)</sup> of €19.0 million, up +6.1% on the 3<sup>rd</sup> quarter of 2022. At the end of September 2023, revenue <sup>(1)</sup> for the Broadcasting division totalled €55.7 million, a surge of +4.5% compared with the same period in 2022. This increase is due to growth in all FM, DAB+ and DTT activities as well as the acquisition of RadioKing.

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### Outlook

NRJ Group's outlook for the 2023 financial year remains unchanged. Even though commercial activity did well in October 2023 for the Radio division, media revenue visibility remains limited for the end of 2023.

**Next release:** Full year 2023 revenue on February 1, 2024 (after market close).

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#### Sources:

- (1) Consolidated revenue excluding barbers, not audited, and according to IFRS standards.
- (2) 2023.1 Wave Cross Media survey, reproduction prohibited, all rights reserved by Mobimétrie, ACPM and Médiamétrie, 15 years and over.
- (3) Médiamétrie, EAR-National survey, April-June 2023, NRJ Global, Monday-Friday, 13 years and over, 5 a.m.-midnight, CA.
- (4) Médiamétrie, EAR-National survey, April-June 2023, NRJ Global, Monday-Friday, 5 a.m.-midnight, 25-49 age group, CA and Audience share %.
- (5) ACPM-OJD, global digital radio broadcasting, September 2023, active listening sessions +30 seconds, data for France, NRJ Group: 33,721,687 active listening sessions.
- (6) Médiamétrie, EAR, Global Radio, January-March 2023, NRJ Global, Smart Speakers, Monday-Friday, 13 years and over, 5 a.m.-midnight, CA, Advertising coupling.
- (7) Kantar Media TGI October 2023. Stations listened to over the last 8 days. Online purchases in the past 12 months (websites/apps). 15 years and over age group target.
- (8) Médiamétrie, EAR-National survey, April-June 2023, Total Radio, Monday-Friday, 13 years and over, 5 a.m.-midnight, CA.
- (9) Médiamétrie-Médiamat, January-September 2023, 4 years and older, TV equipped, coverage threshold 10 consecutive seconds.
- (10) Médiamétrie-Médiamat, January-September 2023, 4 years and older, TV equipped. Measured consolidated daily viewing time.
- (11) Médiamétrie-Médiamat, January-September 2023, Audience share, targets specified, Day of viewing, NRJ GROUP TV Division = aggregate NRJ 12 + Chérie 25, 3 a.m.-3 a.m., Monday to Sunday.
- (12) Médiamétrie-Médiamat, Audience share, targets specified, Day of viewing, NRJ GROUP TV Division = aggregate NRJ 12 + Chérie 25, 3 a.m.-3 a.m., Monday to Sunday, January-September 2023 vs January-September 2022. Change in point.

**Notice:** Some of the information contained in this financial release may be provisional. This information reflects either trends or objectives and cannot be taken as a forecast of results or of any other performance indicator. By its very nature, such information is subject to risks and uncertainties which may, in certain cases, be beyond the Company's control. More details on these risks and uncertainties can be found in the public documents filed by the Group to the French financial market authority (Autorité des marchés financiers), in particular the NRJ GROUP Universal Registration Document whose last version is available on its website ([www.nrjgroup.fr](http://www.nrjgroup.fr)) in the "Finances/ Publications financières/ Rapports financiers" section.

## **About NRJ GROUP**

Forty years after Jean-Paul Baudecroux created the NRJ radio station, NRJ GROUP is one of France's leading private media groups in the publishing, production and broadcasting sectors, and also markets its own media spaces.

In France, the Group tops the private radio market with its four brands (NRJ, CHERIE FM, NOSTALGIE and RIRE & CHANSONS), is a significant player in the television market, where it operates and develops two free national channels (NRJ 12 and CHERIE 25) and a paid channel (NRJ HITS, the number 1 cable-satellite-ADSL music channel) and, through its subsidiary towerCast, ranks number two in the French broadcasting market. The Group has also leveraged its brand strength, marketing expertise and commercial power to develop a digital ecosystem in recent years, to adapt to today's consumer expectations and anticipate changes in future uses. As such, brands are developing their territories in a number of different formats, including live digital streaming, more than 230 topical internet radio stations, and original and catch-up podcasts. They are also available on a wide range of digital media devices, for more ways to access content: websites, mobile apps and even smart speakers. Today, NRJ Group is the leading private digital radio group in France. An original and catch-up podcast producer, the Group is also a podcast content aggregator thanks to partnerships with external producers. This approach allows the Group to position itself on the digital audio market with a significant, context-appropriate offering as part of a brand-safe communication environment.

On the international market, the Group is present in 17 other countries either directly or through partnerships or licensing agreements, primarily with the NRJ/ENERGY brand – the number one international radio brand – and/or the NOSTALGIE/NOSTALGI/RADIO NOSTALGIA brand.

NRJ GROUP shares are listed on the Euronext in Paris (compartment B).

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