



Paris, November 3, 2021 – 5:45pm

**Financial information for the third quarter of 2021 – NRJ Group**

- **Clear recovery in NRJ Group's media activity in the third quarter of 2021**
  - **Continued positive momentum for broadcasting activity**

In millions of euros	3 <sup>rd</sup> quarter			9 months to date		
	2021	2020	Change	2021	2020	Change
Radio	51.9	50.4	+3.0%	144.2	131.1	+10.0%
Television	18.7	16.9	+10.7%	57.6	46.8	+23.1%
Broadcasting	16.6	15.7	+5.7%	49.3	46.7	+5.6%
<b>Revenue excluding barterers</b>	<b>87.2</b>	<b>83.0</b>	<b>+5.1%</b>	<b>251.1</b>	<b>224.6</b>	<b>+11.8%</b>
Revenue on barterers	3.8	2.9	+31.0%	7.9	7.7	+2.6%
<b>Revenue</b>	<b>91.0</b>	<b>85.9</b>	<b>+5.9%</b>	<b>259.0</b>	<b>232.3</b>	<b>+11.5%</b>

In the third quarter of 2021, NRJ Group reported consolidated revenue (excluding barterers) of €87.2 million, an increase of 5.1% compared to the third quarter of 2020. Consolidated revenue (excluding barterers) for the first 9 months of the 2021 financial year totalled €251.1 million, an increase of 11.8% compared to the same period in 2020.

According to the Cross Médias study<sup>(1)</sup>, more than 8 in 10 French people are entertained by the Group's media each month.

## RADIO

The Radio division's recovery began in March 2021 and continued into the third quarter of 2021. Revenue<sup>(2)</sup> for the Group's core division totalled €51.9 million, an increase of 3.0% compared to the third quarter of 2020. The Radio division's growth in the third quarter of 2021 was nevertheless unable to get it back up to its revenue<sup>(2)</sup> in the third quarter of 2019, which remains €3.2 million higher.

In the third quarter of 2021, international Radio recorded growth of 6.8% in its revenue<sup>(2)</sup>. In France, revenue<sup>(2)</sup> for local Radio was up by 9.4%, and national Radio was relatively stable. The third quarter is usually a period during which events such as summer tours and point of sale events significantly contribute to Radio activity revenue<sup>(2)</sup> in France. Despite a slight improvement compared to the previous financial year, revenue<sup>(2)</sup> from events and point of sale events was almost €2.3 million (-61%) down for the period compared to that of the third quarter of 2019. However, since early September 2021, the Group is delighted to have been reunited with its audiences at concerts, especially thanks to the return of the NRJ Music Tours in France and Belgium, as well as by innovating with an NRJ Green Live environmental citizen concert in Aix-en-Provence on World Cleanup Day.

NRJ Group has the number one radio offer in France for the 25–49 age group target<sup>(3)</sup>, with 19.3%<sup>(3)</sup> audience share and solid dominant positions according to the results of the Médiamétrie audience figures for the April–June 2021 wave. NRJ's editorial and entertainment offer supports its ranking as France's third radio station<sup>(4)</sup>. NRJ brings all generations together and is France's number one radio station for listeners in the under-65 age group; 'Manu dans le 6/10' is France's number one morning show for listeners in the under-65 age group, and 'C'Caueu' is France's

number one afternoon radio show for the under-65 age group<sup>(5)</sup>. Every day, 9.4 million French people listen to the Group's radio stations <sup>(6)</sup>.

In France, with its programmes available on all digital devices, NRJ Group is the number one private audio group: number one private internet radio group<sup>(7)</sup> and the most listened to radio group on smart speakers<sup>(8)</sup>. NRJ Group is ranked as the number one radio for e-commerce<sup>(9)</sup> and every week it brings together almost 5.1 million listeners who make purchases online<sup>(9)</sup>. NRJ is also France's number 1 private radio in terms of podcast listener numbers<sup>(10)</sup>.

In the third quarter of 2021, the Group accelerated development of its podcasts by signing a strategic partnership with iHeartMedia, the world leader for podcasts. Following on from the partnership with French solution Audiomeans, this new agreement will allow NRJ Group to significantly increase its range of content and strengthen the Group's position as the leader for audio.

For the first 9 months of 2021, the Radio division's revenue<sup>(2)</sup> totalled €144.2 million, an increase of 10.0% compared to the first 9 months of 2020.

## TELEVISION

In 2021, the French people retained a strong link with television, with average daily viewing time among individuals aged 4+<sup>(11)</sup> totalling 3 hours 18 minutes in the third quarter (stable year-on-year but up 16 minutes compared to the third quarter of 2019) and 3 hours 36 minutes for the first 9 months (down year-on-year but up 16 minutes compared to the same period in 2019). At the end of September 2021, the combined audience share for both of NRJ Group's free-to-air channels (NRJ 12 and Chérie 25) was 2.4%<sup>(12)</sup> for the entire viewing public and the 25–49 age group target, and 2.8%<sup>(12)</sup> among the women under 50 responsible for purchases target. In August, Chérie 25 recorded an all-time high in audience share of 1.4%<sup>(13)</sup> for the entire viewing public.

Revenue<sup>(2)</sup> for the Group's TV division grew significantly by 10.7% in the third quarter of 2021, driven by a dynamic advertising market. This increase is due to each of the Group's 3 channels, particularly Chérie 25's very strong commercial performance. In the third quarter of 2021, revenue<sup>(2)</sup> also increased significantly by 14.0% compared to that of the third quarter of 2019.

The TV division's revenue<sup>(2)</sup> totalled €57.6 million for the first 9 months of the financial year, up 23.1% compared to the same period of the previous financial year.

## BROADCASTING

In the third quarter of the 2021 financial year, the Broadcasting division cemented its commercial momentum with revenue<sup>(2)</sup> of €16.6 million, up 5.7% compared to the third quarter of 2020.

At the end of September 2021, revenue<sup>(2)</sup> for the division totalled €49.3 million, a surge of 5.6% compared with the same period in 2020. This is due to growth in all FM, DAB+ and DTT activities.

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### **Perspectives:**

Continuing on from the third quarter, growth expectations for NRJ Group's revenue<sup>(2)</sup> for the fourth quarter of 2021 remain positive. However, for several weeks, certain sectors have been experiencing supply issues which could impact their level of advertising investments. These constraints limit visibility for what is usually the most important quarter of the financial year for the Group.

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**Next release:** Full year 2021 revenue on February 3, 2022 (after market close).

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Sources:

- (1) 2021. 1Wave Cross Media study, reproduction prohibited, all rights reserved by Affimétrie, ACPM and Médiamétrie. Aged 15 years +.
- (2) Consolidated revenue excluding barbers, not audited, and according to IFRS standards.
- (3) Médiamétrie, 126 000 radio, April-June 2021, NRJ Global, Monday-Friday, 5h-24h, 25-49 age group, AC, QHM and PDA.
- (4) Médiamétrie, 126 000 radio, April-June 2021, NRJ, Monday-Friday, 5h-24h, aged 13 years and +, AC, NRJ:8.4%, France Inter:11.3%, RTL:10.0%.
- (5) Médiamétrie, 126 000 radio, April-June 2021, NRJ, Monday-Friday, 13-64 age group, 5h-24h (NRJ), 6h00-10h00 (MANU DANS LE 6/10), 15h00-20h00 (C'CAUET), AC.
- (6) Médiamétrie, 126 000 radio, April-June 2021, NRJ Global, Monday-Friday, aged 13 years and +, 5h-24h, AC, 9,404,000 listeners.
- (7) ACPM-OJD, global digital radio broadcasting, September 2021, active listening sessions +30 seconds, data for France, NRJ Group: 27,539,944 active listening sessions.
- (8) Poll&Roll for NRJ Global, 500 people aged from 16 to 70, May 2021. 28% of radio listeners.
- (9) Kantar Media TGI October 2021. Stations listened to over the last 8 days. Online purchases in the past 12 months (websites/apps). 15+ age group target.
- (10) Médiamétrie, Global Radio, January-March 2021, 5h-24h, Monday-Friday, aged 13 years and +, AC in replay.
- (11) Médiamétrie-Médiamat, DEI or consolidated average daily viewing time. Calculated for the entire day. Consolidated average daily viewing time = average time that all individuals (including non-viewers) spent listening to the television
- (12) Médiamétrie-Médiamat, NRJ GROUP TV Division = aggregate NRJ 12 + Chérie 25, Audience share, Day of viewing, aged 4 years + or targets specified, 03h-27h, Monday to Sunday, January-September 2021.
- (13) Médiamétrie-Médiamat, Chérie 25, Audience share, Day of viewing, aged 4 years +, 03h-27h, Monday to Sunday, August 2021.

**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 Company's Universal Registration Document, which is available on its website ([www.nrjgroup.fr](http://www.nrjgroup.fr)) in the "Finances/ Publications financières/ Rapports financiers" section.

#### About NRJ GROUP

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 on 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 on the French broadcasting market. Backed by its strong brands, marketing expertise and commercial performance, in recent years the Group has also developed a digital ecosystem enabling it to monitor and anticipate changes in the consumption of media via new delivery mechanisms, expanding its original brand portfolio through websites, mobile and voice apps, multi-channel networks and nearly 240 Internet radio stations. Today, NRJ Group is the number 1 private Internet radio group in France. This digital presence enables the Group's advertising business to provide its clients with a more targeted offering thanks to the strategic data collected by the Group.

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

NRJ GROUP shares are listed on the Euronext in Paris (compartment B).  
Codes - ISIN: FR0000121691; Reuters: NRG-FR; Bloomberg: NRG FP.

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