

Q3 2023

9.9% revenue growth in the first 9 months of 2023

9% growth in the 3rd quarter

3rd Quarter					Organic scope ⁽¹⁾	
In M€	Q3 2023	Q3 2022	Change (M€)	Change (%)	Change (M€)	Change (%)
BtoC	59.6	63.0	(3.4)	-5.5%	(5.3)	-8.5%
BtoB	69.6	55.5	14.1	+25.5%	4.1	+7.4%
Total	129.2	118.5	10.7	+9.0%	(1.2)	-1.0%

9 months period					Organic scope ⁽¹⁾	
En M€	30/09/2023	30/09/2022	Change (M€)	Change (%)	Change (M€)	Change (%)
BtoC	182.3	187.2	(4.9)	-2.6%	(10.9)	-5.8%
BtoB	213.3	172.8	40.5	+23.4%	8.2	+4.7%
Total	395.6	360.0	35.6	+9.9%	(2.6)	-0.7%

Reworld Media Group (ALREW) reports sustained growth in **Q3 2023**. Group revenue for the period came to **€129.2m**, up **9.0%** (+€10.7m) on Q3 2022. Over the **first 9 months of** the year, consolidated revenue came to **€395.6m**, up **9.9%** on the same period in 2022. The proportion of Group revenue generated outside France accounted for 25% of total sales in Q3 2023, and 28% in the first 9 months of the year.

The increase in Q3 is the result of a **strong rise in the BtoB division**, up by 25.5% (€14.1m), which offsets a **slight decline in the BtoC division** of 5.5% (-€3.4m). Over the **first 9 months of the year**, the **BtoB division** posted **cumulative sales growth of 23.4%** compared to the same period in 2022, to €213.3m, while sales in the BtoC division fell by 2.6% to €182.3m.

As in H1, growth in Q3 was driven primarily by the **acquisitions** made in October 2022 of **Unify's** publisher activities in France (Marmiton, Aufeminin, Doctissimo, Les Numériques, etc.) and subsequently in January 2023 of the **Grazia** and **Icon** international brands and their media activities in Italy. These assets, which are strategic for the Group's **development** and **international expansion**, and whose integration is nearing completion, contributed **€11.9m** to consolidated revenue in **Q3**, of which €10.0m to the BtoB division and €1.9m to the BtoC division. Over the first 9 months of the year, they contributed **€38.3m** to consolidated revenue, of which €32.3m to the BtoB division and €6.0m to the BtoC division.

On an **organic** basis¹, Group revenue consolidated at **€117.3m**, down **1.0%** (-€1.2m), over **Q3**, and at **€357.3m**, down **0.7%** (-€2.6m) over the **first 9 months of the year**. The BtoB division posted **organic revenue growth of 7.4%** (+€4.1m) in Q3, driven by strong momentum in its **affiliation and performance offerings**. Over the first 9 months of the year, sales rose by 4.7% (+€8.2m) to €181.0m. Revenue in the BtoC division fell by 8.5% (-€5.3m) in Q3, reflecting the **rationalization of volumes and the magazine distribution schedule**. Over the first 9 months of the year, revenue dropped by 5.8% (-€10.2m) to €176.3m.

¹Consolidated revenue on a like-for-like basis for the same period in 2022, excluding the acquisitions of Unify and Reworld Media Italia, consolidated since 1 October 2022 and 10 January 2023 respectively.

In the 2nd half, the Group continues to implement **rigorous management** of its activities. It is continuing to **develop** its **assets** and **offerings**, both in France and internationally, and is finalising the integration of assets acquired over the last 12 months.

This press release presents unaudited consolidated revenue figures, established in accordance with the regulations governing consolidated financial statements in effect in France.

Next event: publication of revenue figures for 2023 on Wednesday 28 February 2024.

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About Reworld Media:

Founded 2012, Reworld Media Group posts annual revenues of €506m, is present in 13 countries and has 1,185 employees. It is positioned and developing in two markets, BtoC and BtoB:

- The BtoC market, in which it deploys content, services and products attuned to consumers' interests, available on a subscription or pay-per-use basis, to a captive audience of over 39 million French people, who it supports in the digitalisation of their consumption patterns.
- The BtoB market, where, through broad coverage of communication drivers, it monetises its own audiences and supports its clients in the creation and execution of their commercial and communication strategy.

The Group publishes 81 active and popular media brands across multiple channels and formats (print, digital, video, audio, TV, events), positioned in 11 thematic universes (Maison & Travaux, Marie France, Grazia, Auto Plus, Science & Vie, Gourmand, Top Santé, Télé Magazine, etc.).

In France, it is the top-ranked magazine publisher, the second-ranked digital media group with almost 33 million unique monthly visitors, and the top-ranked media group on social networks with over 77 million followers.

The Group is also positioned as a European leader in adtech thanks to its performance-based technology platform, Tradedoubler (180,000 affiliated sites worldwide).

Euronext Growth Paris - ALREW - ISIN code: FR0010820274 - www.reworldmedia.com
Contacts - investisseurs@reworldmedia.com / Ségolène de St Martin, 33-(0)6 16 40 90 73, sdestmartin@p-c-e.fr

