



National World plc

Interim Results 2023

PIVOTING TO A SUSTAINABLE MODEL

- Revenue stabilised with acquisitions and launches
- Digital continues to grow bucking trends

Audience +21%

Digital Revenue +9%

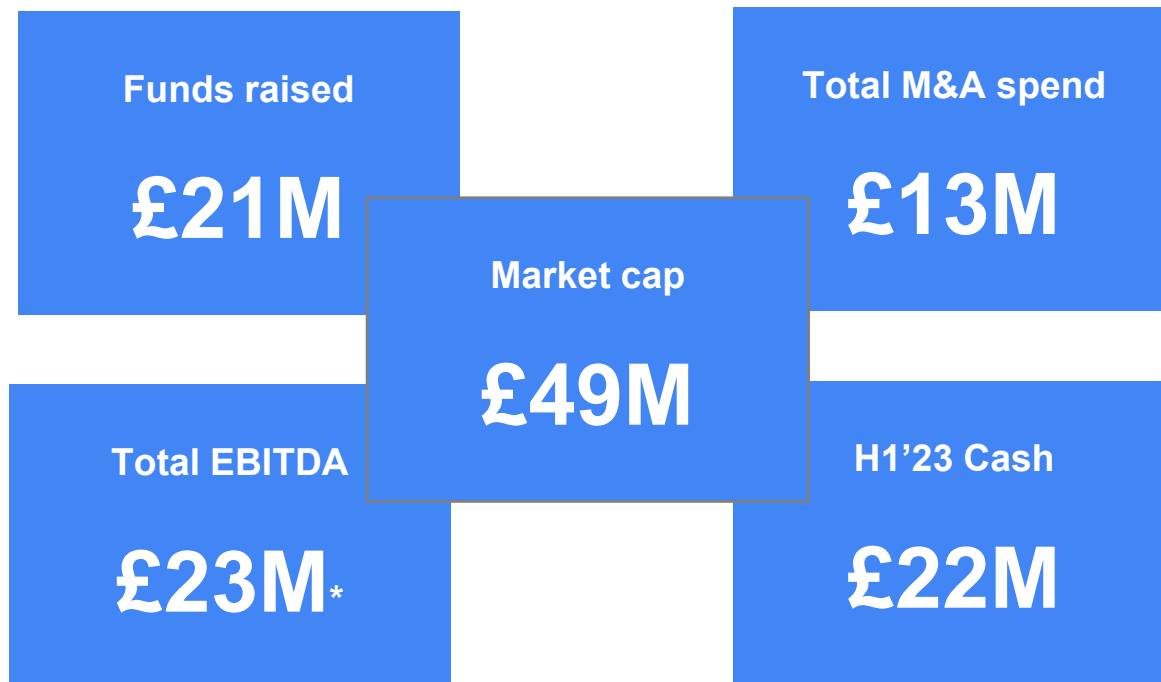
- Revenue profile transitioning to broader base

Video / TV audience +49%

Video Revenue +67%



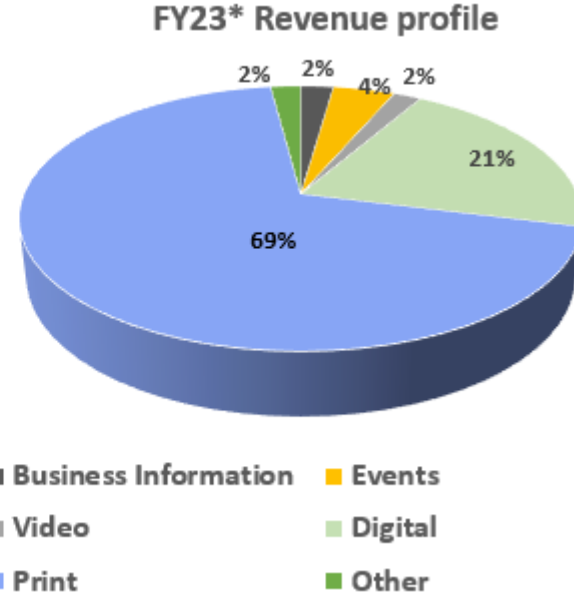
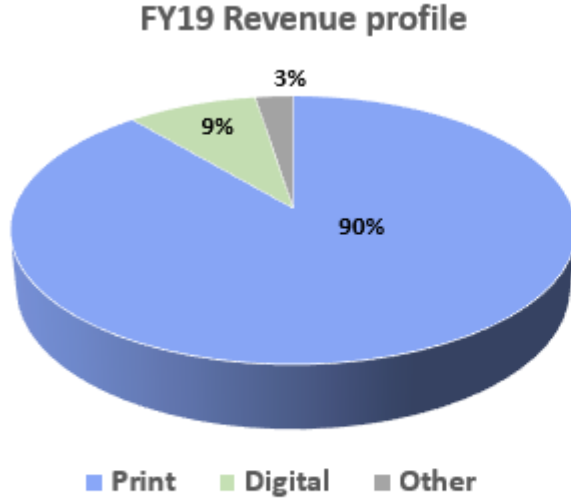
The story so far - *FIRST 30 MONTHS*



* £22.9m EBITDA 21/22/H123

Evolving revenue profile

– 2019 & 2023



*FY23 projected revenue profile

Innovation - Community Media Network

- Local publishing meets social media...at last
- New build platform for content and marketplace
- Automation including AI
- Launches August through December
- Single unit for all curation



Summary

- Revenue stabilised and pivoting towards growth
- Digital, video and launches driving revenue growth
- Significant acquisitions pipeline
- *Acquisitions, Consolidation, Innovation*
= a sustainable operating model





Appendix

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