

### **Disclaimer**

All forward-looking statements are TF1 management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

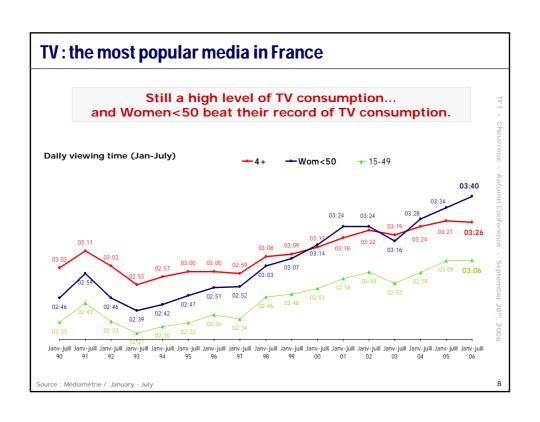
# INTRODUCTION BROADCASTING FRANCE ADVERTISING OTHER ACTIVITIES & STRATEGY

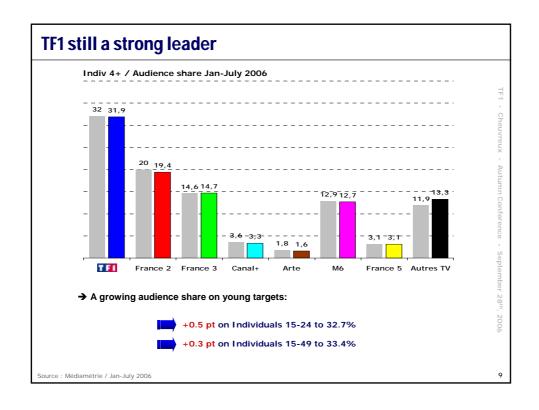


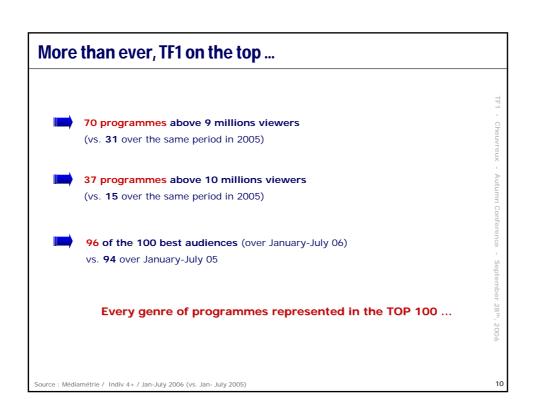
€ million	30/06/06	30/06/	05	Change	Change	%
Revenue	1,385.6	1,287	.8	97.	7.6	%
Programming costs	546.5	451	.7	94.	8 21.0	)%
Incl. 2006 Football World Cup	89.5		-		-	-
Current operating profit Operating profitability in % revenue	208.8 15.1%			(40.9	(16.4	%)
Operating profit	208.8	263	.9	(55.1	(20.99	%)
Net profit from continuing activities	141.4	173	3.1	(31.7	) (18.3	%)
Net profit from held-for-sale operations (TPS)	30.2	2	2.4	27.	8 8	N/A
Net profit attributable to the Group	171.5	176	.6	(5.1	(2.99	%)
€ million	3	0/06/06	31	/12/05	30/06/05	
Financial net debt Total Group		495.2		457.6	552.8	
Gearing (%)		45.9%	4	43.5%	55.9%	
Earnings per share (€)		0.80		1.10	0.82	











# **Exclusivity and events**

(1/2)

### TF1, the channel of the event

- 2006 Football World Cup: historical record for the final and semi-final since the creation of the "Médiamat"
- Strategy of exclusive contents
  - → Best sport events : Football World Cup, Rugby World Cup, Formula 1...
  - → Eventful TV dramas : Marie Besnard (Muriel Robin). Monsieur Léon (Michel Serrault)
  - $\,\,\rightarrow\,$  Movies and series : Contracts with Majors, new US series, and a strong movie offer
  - → Rugby World Cup: 2007 & 2011
  - → Formula 1 until 2012 → Football World Cup, Rugby World Cup, Formula 1 ...

### TF1, the channel of news

- With 7.3 M viewers in average for the 1:00 o'clock news bulletin and 8.7M for the 8:00 o'clock news bulletin, the audience of TF1 news continues to grow in 2006
- The editorial staff and the programming grid will be adapted to the presidential and legislative elections in 2007.

Source : Médiamétrie / Indiv 4+ / 9 June to 9 July 2006

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# **Exclusivity and events**

(2/2)

### TF1 constantly adapts itself to the public tastes

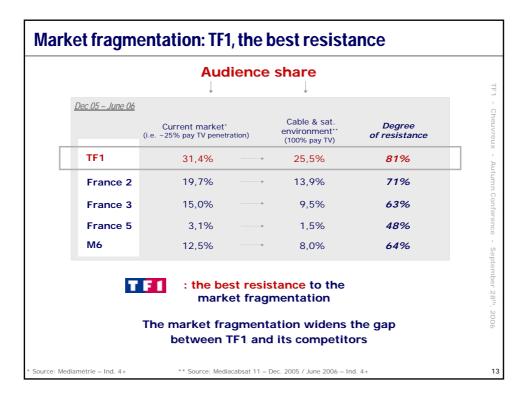
- Production of a French TV dramas "new generation" (52' format, new artistic codes)
- Recurrent real TV formats
- Success of US series in prime time on TF1







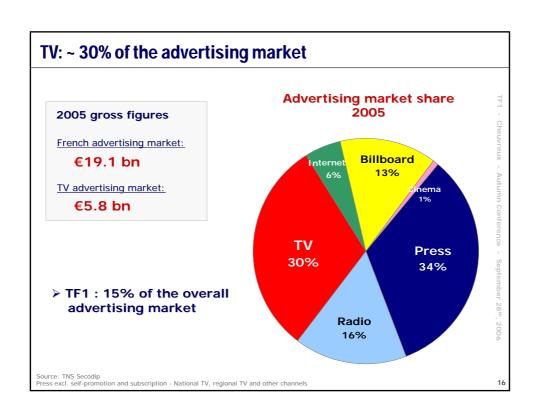
Source : Médiamétrie / Indiv 4+ / 9 June to 9 July 200

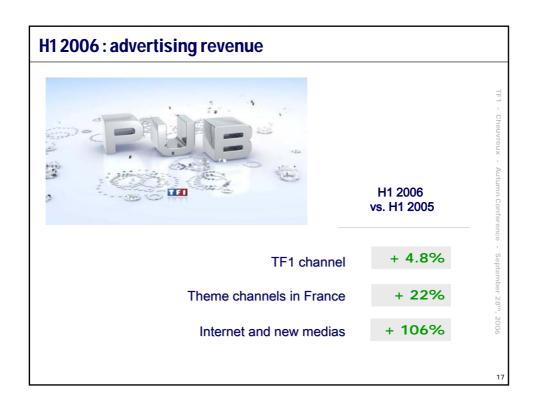


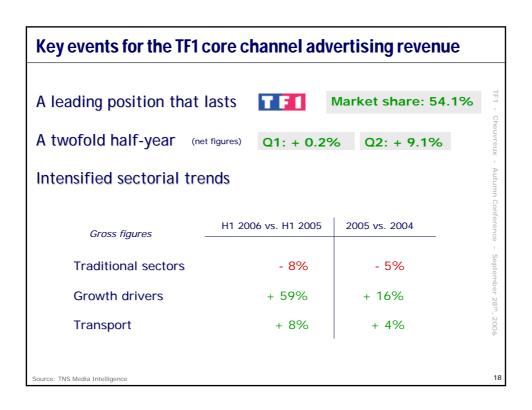
# Owith 5 channels in the top 10, the TF1 Group improves its position in terms of audience. OE Eurosport strengthens its leading position within the theme channels market and beats a record in audience share since the creation of the Mediacabsat\* OE LCI: 1st news channel in the cable and satellite environment OE TMC: Leader in the DTT environment (excl. FTA analogue channels) OE The signature of agreements with platforms, in particular in Belgium, provides strong growth drivers and prepares for a broadcast in all French speaking territories. OE More than 700,000 new households will receive the TF1 Group theme channels (LCI, TV Breizh, Odyssée, Ushuaïa TV...) at the end of 2006.

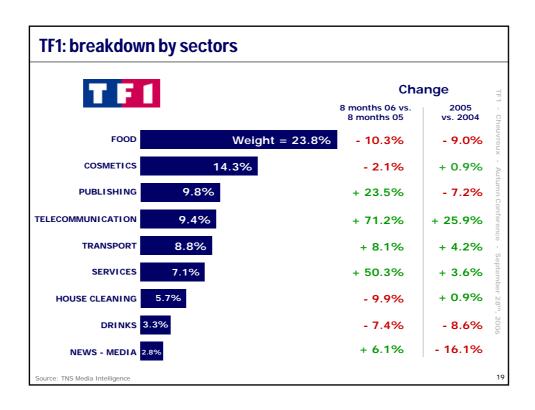
 $^{\star}$  Source: Médiamétrie – Mediacabsat 11 January-June 2006 – 2.3 % audience share – Whole base Indiv 4 +

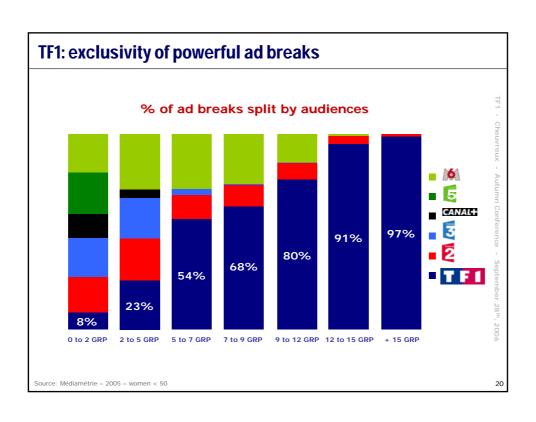












# **Advertising outlooks**



- Opening of the retail in 2007
- Rugby World Cup in France in 2007



# TF1: a strategy of multi-supports contents

### **Multi-supports**

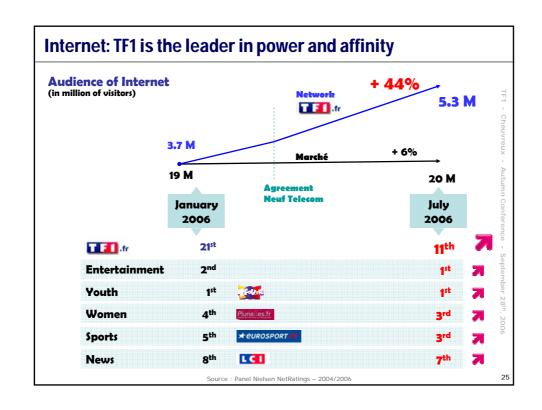
- TV
- Internet
- Mobile

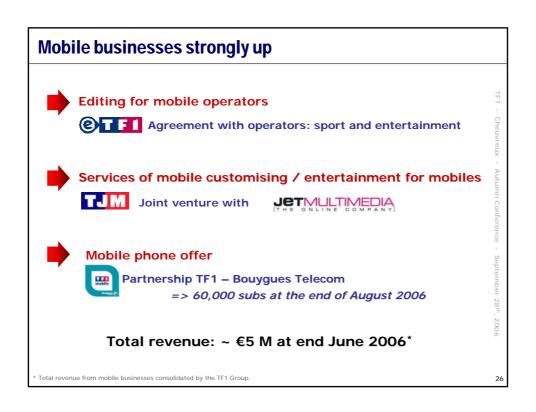
## Organisation of the Group by line of products

- Sport
- News
- Cinema
- Series/Dramas
- Entertainment/Games/Music
- Youth

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### TF1: a strategy of multi-supports contents Adaptation of contents for all broadcasting platforms Organisation of the Group by line of products **Sport** TF1/Eurosport website **Eurosport mobile EUROSPORT** ★eurosport.FR TF1/LCI website **LCI** Mobile **News** LCI.Fr Cinema/Series Free VOD **Paying VOD Dramas** Star Academy: TV/Internet/Mobile/Podcast Music **Entertainment** TFou: 1st French youth **Youth Launch of Podcast** Internet website by TF1





# The innovative approach of TF1 in the community Internet

Launch on June 28, 2006 (Internet – mobile Internet)

First multi-support media (Internet, TV, mobile), community of multimedia contents (audio, video, pictures)



TV broadcast to come from Q4 2006

What differentiates WAT:

- Qualitative contents
- Multi-support products



TF1 took a stake in Overblog on June 21, 2006: 20% with an option to go up to 35%.

Third blog platform in France: 350,000 blogs, 2.2 M visitors\* in July 2006

\*(source panel Médiamétrie Nielsen NetRatings)

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# A strategic positioning for the TF1 Group







- A rapid international move in Europe
- A strong positioning in the community Internet advertising market
- A "laboratory for contents" (music, video, pictures, texts)
- A start for the mobile community Internet

# Play ne the multi-support games brand

PlayOne is a thematic offer of entertainment accessible on every support and dedicated to the universe of games.

- The promise:
  - An offer of multi-player games.
  - A wide offer of formats and mechanisms.
  - Game everywhere at any time.

Target: offering the most recent technologies in terms of interactivity and participation



# Play ne the multi-support games brand

- Formats:
  - Well-know games brands
  - A wide offer in terms of mechanisms of games
  - Slots of live games (8 to 10 hours per day)
  - Original and new formats
- Distribution:
  - Canal Sat
  - TPS
  - Cable
  - ADSL

### • Prospects:

- Creation of a new media consumption
- Mixed business model: advertising / interactivity
- Development of an adapted format to foreign countries

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# **Eurosport: 1st sport channel in Europe**

### H1 2006 key figures\*

Revenue: €161.5 M Op. profit: €15.1 M

- 108 millions of households
- 59.5 millions of subscribers
- 95% of the households receive Eurosport in their native language
- More than 23 millions European people watch Eurosport every day

### √ Growth of revenue\*\*

Subscribers: + 9.8% over 12 months Advertising: + 14.8% over 12 months

√ Strength of the brand





★eurosport.com

\* Contribution of Eurosport Group (Eurosport France + Eurosport International) to TF1 Group P&I

\*\* Eurosport Internationa

20 programmes broadcast in

20 languages

# **Outlooks: European leader of sport contents**

### Improvement of the offer

• Launch of new linguistic versions on the channels Eurosport and Eurosport 2 and on Internet





■ Development of the portfolio of events organized directly by Eurosport in Motorsports: after the FIA WTCC (World Touring Car Championship), Eurosport launched the International Rally Challenge\*.

### Conquest of new market segments

- Launch of Eurosport in Asia/Pacific EUROSPORT
- EURO SPORT
- Broadcast in High Definition
- Acceleration of developments in Internet and mobility

\*This competition regroups 4 International rally race (Ypres, Madère, San Remo & Zulu Rally

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1 - Cheuvreux - Autumn Conference - September 28th, 200

# **Eurosport: Tool of development of the TF1 Group outside France**



### A unique know-how

- Eurosport works with all European platforms (satellites, cables, distributors...) and with the main Telco's (fixed and mobile phone).
- Desks in 11 pays
- Presence in 54 pays



**Eurosport: vehicle of development of the concepts WAT and PlayOne in European countries.** 





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### Conclusion

- > Launch of new free-to-air channels:
  - on satellite
  - · on the cable and ADSL networks



Target: end 2006 - beginning 2007

- > Development in France and in French speaking countries of multi-supports offers in our main genres (games, sport, news...)
- > European (even worldwide) development of those offers on Internet through Eurosport







### **FAQ**

### **Advertising**

- Guidance of TV advertising growth in 2006 (from media agencies): +3.5% to +4.0%.
- Impact from the opening of the retail in 2007 for the TV (given by media agencies):
   €200 M €250 M.
- From 60' sequential hour to the o'clock hour: €50 M potential for TF1.
- 2006 Football World Cup: net revenue of ~ €70 M (incl. sponsorship) and total costs of the event (incl. HD broadcast) of €112 M.

### **Programming costs**

- 2010 Football World Cup: €120 M ; 2014 Football World Cup: €130 M.
- 2007 & 2011 Rugby World Cup : total of €80 M.
- Increase of TF1 channel programming costs: forecast for 2006, + 3% (excl. 2006 FWC), and forecast for 2007, about 2.5% (excl. Rugby World Cup).
   2007 total prog. costs below 2006.

### TPS/Canal+ agreement

- Deconsolidation and closing of the deal in Q4 2006.

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€M	H1 2006	H1 2005	Δ/05 %
TF1 channel advertising revenue	923.1	881.2	+ 4.8%
Advertising agency fees	(44.4)	(46.3)	- 4.1%
Authors	(36.9)	(33.7)	+ 9.5%
CNC	(45.8)	(43.8)	+ 4.6%
TDF / Satellites / Transmissions	(27.0)	(27.5)	- 1.8%
Net revenue from broadcasting	769.0	729.9	+ 5.5%
Programming costs	(546.5)	(451.7)	+ 21.0%
Incl. 2006 Football World Cup cost	(89.5)	-	-
Gross margin	222.5	278.2	- 20.0%

€М	30/06/06	30/06/05	Change	Change %
Revenue	1,385.6	1,287.8	97.8	7.6%
Other operating revenue	0.3	0.2	0.1	50.0%
External production costs	(290.1)	(303.4)	13.3	(4.4%)
Other purchases and changes in inventories	(328.3)	(199.7)	(128.6)	64.4%
Staff costs	(181.5)	(169.4)	(12.1)	7.1%
External expenses	(237.6)	(227.2)	(10.4)	4.6%
Taxes other than income taxes	(74.3)	(67.6)	(6.7)	9.9%
Depreciation and amortisation net	(32.0)	(37.1)	5.1	(13.7%)
Provision net	(6.8)	(13.9)	7.1	(51.1%)
Other operating income and expenses	(26.5)	(20.0)	(6.5)	32.5%
Current operating profit Operating margin	<b>208.8</b> <i>15.1%</i>	<b>249.7</b> 19.4%	(40.9)	(16.4%)
Other non-current operating income and expenses		14.2		
Operating profit	208.8	263.9	(55.1)	(20.9%)

€М	30/06/06	30/06/05	Change	Change %
Operating profit	208.8	263.9	(55.1)	(20.9%)
Cost of net debt	(5.2)	(6.0)	0.8	(13.3%)
Other financial income and expenses	(2.8)	2.8	(5.6)	N/A
Income tax expense  Tax rate	(68.8) 34.3%	(85.4) <i>32.8%</i>	16.6	(19.4%)
Share of profits / losses of associates	9.4	(2.2)	11.6	N/A
Net profit from continuing operations	141.4	173.1	(31.7)	(18.3%)
Net profit from held-for-sale operations	30.2	2.4	27.8	N/A
Net profit	171.6	175.5	(3.9)	(2.2%)
Minority interests	0.1	(1.1)	1.2	N/A

Revenue by sector - €M	30/06/06	30/06/05	Change €M	Change %
Broadcasting France	1.155.1	1 071.7	83.4	7.8%
Incl. TF1 Channel advertisin	, , ,	881.2	41.9	4.8%
Audiovisual rights	101.2	103.5	(2.3)	(2.2%)
International broadcasting	129.3	117.7	11.6	9.9%
Other activities		(5.1)	5.1	N/A
Total revenue (continuing activities)	1,385.6	1,287.8	97.8	7.6%
Held-for-sale activities	177.7	182.0	(4.3)	(2.4%)

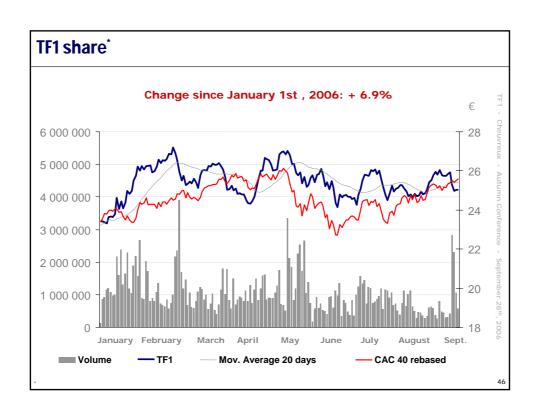
€M	H1 2006	H1 2005	Δ/05 €M
Entertainment	123.5	132.9	- 9.5
TV drama and series	133.1	131.0	+ 2.2
Sport	71.8	62.9	+ 8.9
News	57.2	60.3	- 3.1
Movies	57.9	51.1	+ 6.9
Youth	13.5	13.6	- 0.1
Total Programming costs (excl. Football World Cup)	457.0	451.7	+ 5.3
	Н	l1 2006 change	: + 1.2%
2006 Football World Cup Cost (19 matches out of 24 broadcast in H1 2006)	89.5	-	-

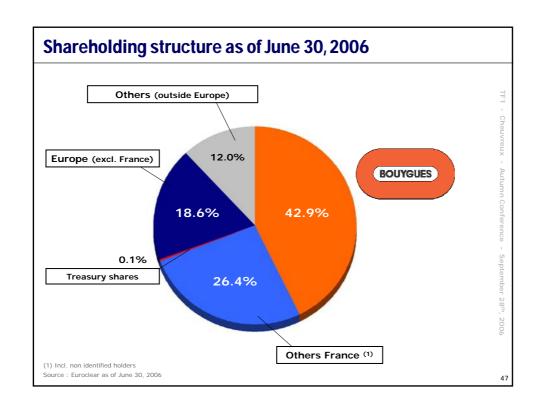
Current operating profit EM	H1 2006	H1 2005	Change	% change
roadcasting France	182.5	224.4	(41.9)	(18.7%)
udiovisual rights	10.6	7.8	2.8	35.9%
istribution	0.0	0.6	(0.6)	(100.0%)
nternational Channels	15.7	22.2	(6.5)	(29.3%)
Other activities		(5.3)	5.3	(100.0%)
Current operating profit (continuing activities)	208.8	249.7	(40.9)	(16.4%)
Held-for-sale activity	32.6	(4.1)	36.7	N/A

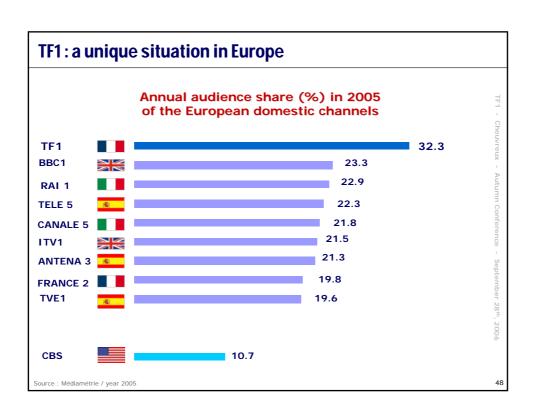
M€	2006	2005	Δ/05
ivie	6 months	6 moths	€M
Cost of debt	(8.8)	(8.5)	(0.3)
ncome from cash and cash equivalents	3.6	2.5	1.1
Cost of net debt	(5.2)	(6.0)	0.8
Other financial income and expenses	(2.8)	2.8	(5.6)

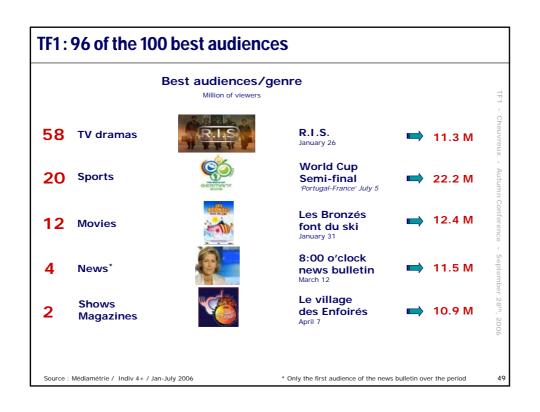
Consolidated assets - €M	30/06/06	31/12/05	30/06/05 (1)
ntangible assets (incl. goodwill)	663.3	661.2	1,017.3
Property, plant and equipment	155.7	151.7	202.2
Financial assets	70.6	60.6	53.8
Non current tax assets	52.7	57.1	41.1
Working capital needs	393.7	380.7	371.5
Financial instruments (excl. debt)	0.5	3.2	2.2
Assets of held-for-sale operations	643.6	563.6	
Total assets	1,980.1	1,878.1	1,688.1
Consolidated equity and liabilities - €M	30/06/06	31/12/05	30/06/05(1)
Shareholders' funds attributable to the Group	1,078.4	1,051.1	989.3
Minority interest	(0.8)	(1.3)	(0.7)
Non current provisions and deferred tax	74.4	81.1	85.0
Financial net debt	390.8	351.6	552.8
Financial instruments excl. debt	0.9	0.0	0.2
Current provisions	37.0	46.0	61.5
Liabilities of held-for-sale operations	399.4	349.6	
Total equity and liabilities	1,980.1	1,878.1	1,688.1

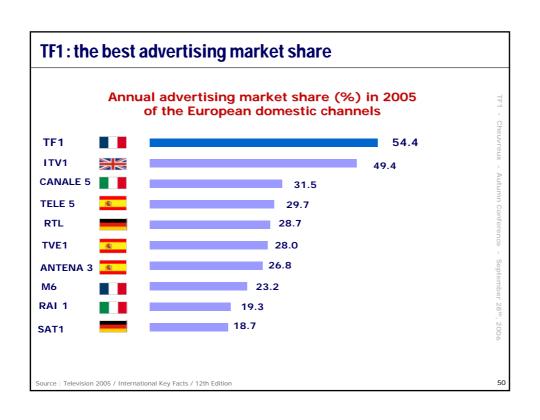
€M	30.06.06	30.06.05	31.12.05
Cash position at beginning period	117.6	142.3	142.3
Operating cash flow before	263.8	295.5	452.2
Tax expenses	(58.4)	(95.8)	(156.4)
Change in working capital need	(42.1)	(156.5)	(47.0)
Net cash inflow from operating activities Incl. held-for-sale operation*	<b>163.3</b> 8.7	<b>43.2</b> (6.5)	<b>248.8</b> <i>34.1</i>
Net cash inflow from investing activities Incl. held-for-sale operation*	<b>(50.3)</b> (6.4)	<b>(18.5)</b> (11.8)	<b>(114.4)</b> (23.8)
Net cash inflow from financing activities Incl. held-for-sale operation*	<b>35.1</b> (3.4)	(134.3) 16.8	(159.1) (9.5)
Total Change in cash position Incl. held-for-sale operation*	<b>148.1</b> (1.1)	<b>(109.6)</b> (1.5)	<b>(24.7)</b> 0.8
Cash position at end of period	265.7	32.7	117.6









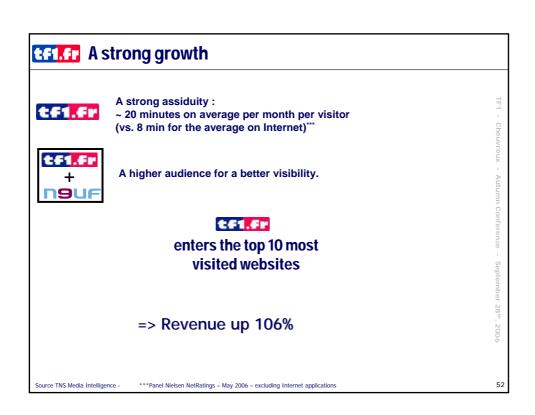


# TF1 Publicité: sustainable performances 4 channels in the top 10 since 2003 Eurosport, 1st cable/satellite channel, widens the gap Leader on many advertising target (4+, 15+, 15-34, 15-49, Men 15-49, AB+, working population...) 59.5 million subscribers TV Breizh, 1st cable/satellite channel on Women<br/> 4.6 million subscribers 3rd channel on Women <50 2.8 million subscribers 1st news channel on AB+ people

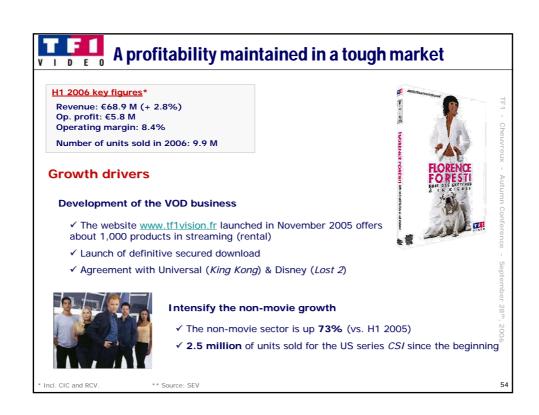
=> Revenue up 22% in H1 2006

5.4 million subscribers

Source: Médiamétrie - MédiaCabSat 11 - January - June 2006









## Strategy and prospects

### H1 2006 key figures

Revenue\*: €26.0 M Op profit\*: €3.0 M

Operating margin: 11.5%



### 2006: a promising line-up

- √ International market: Tom Yum Goong, Alatriste, Les Brigades du Tigre...
- ✓ French market: The Departed (in theatre in November), Les Brigades du Tigre, Hors de Prix , Scoop, ...



### **Rights of TF1 International**

- ✓ Strategy of World rights acquisition for every type of movie and every type of programme
- √ Management of the audiovisual rights of the Group

# metr A fast growing segment

H1 2006 key figures (figures at 100%)

Revenue: €18 M (+ 29%) Net profit > 0 (vs. - €1 M) 2002: launch in Paris

2003: stake of TF1 => 34%

2005: breakeven

2006: from 630,000 to 880,000 copies/day

- ✓ Launch of new profitable version: Metro Sport, Metro Cannes, Metro Beach
- √ 4<sup>th</sup> generalist daily newspaper according to the study TNS Sofres EPIQ 2005
- $\checkmark$  From 630,000 à 700,000 in March 06, then 880,000 copies in September 06 (+ 40% in 1 year)
- ✓ An extended distribution mainly in :
  - ✓ Paris-Paris area (+110,000 copies)
  - √ Lyons (+15,000 copies)
  - √ Saint-Etienne (+10,000 copies)
- Lille (+15,000 copies)
- Bordeaux (+10,000 copies)
- Toulouse (+10,000 copies)







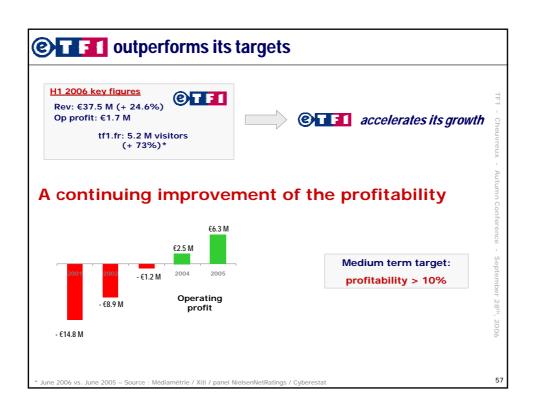




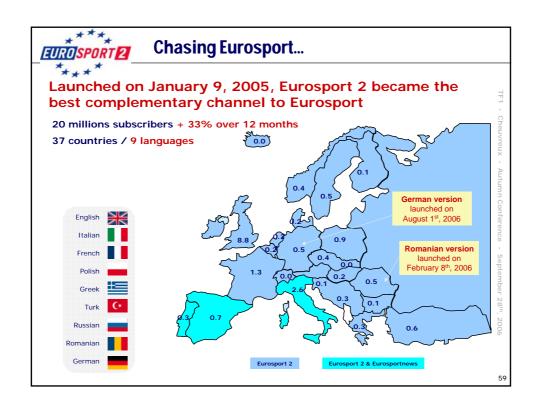


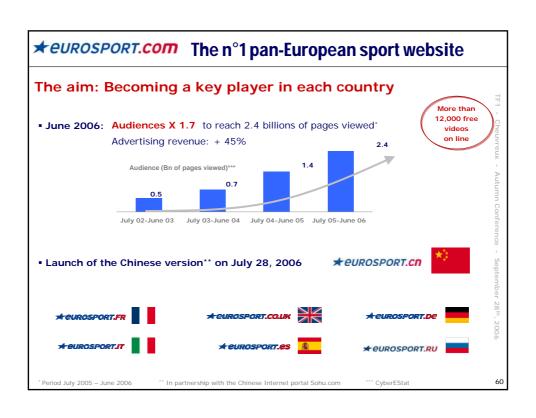












# **Outlooks: European leader of sport contents**

### Improvement of the offer

• Launch of new linguistic versions on the channels Eurosport and Eurosport 2 and on Internet



• Development of the portfolio of events organized directly by Eurosport in Motorsports: after the FIA WTCC (World Touring Car Championship), Eurosport launched the International Rally Challenge\*.

### Conquest of new market segments

• Launch of Eurosport in Asia/Pacific



- Broadcast in High Definition
- Acceleration of developments in Internet and mobility

\*This competition regroups 4 International rally race (Ypres, Madère, San Remo & Zulu Rally)

TF1 - Chauvreux - Autumn Conference - September 28th, 2006

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