

# ODDO - TMT Conference

May 23, 2007



## 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.

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# STRATEGY

**Content is King**

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## 2007 : 6 networks to receive TV signal

Analog TV: 26 million  
*households*

Cable-Sat: 6.3 million  
*Cable and satellite subscribers*

DTT: 4.3 million  
*households*

ADSL: 1.9 million  
*households receive TV over ADSL*

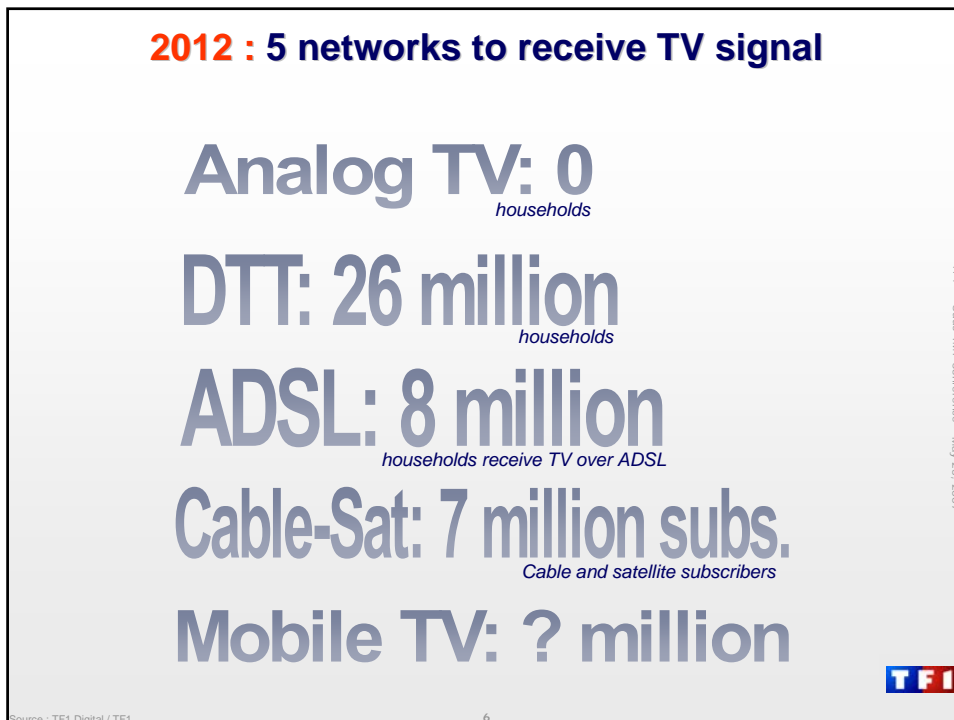
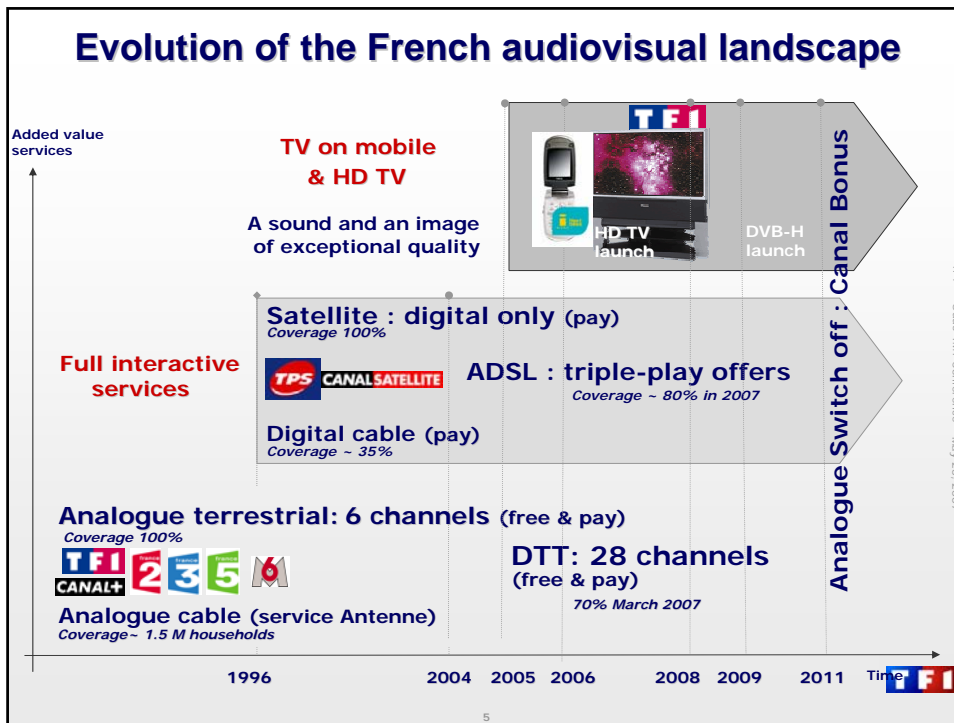
Mobile TV: 0.5 million  
*people watch TV over mobile phones*

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Source : GIK Q1 2007 - Médiamétrie Q1 2007 - REM - TSM Q4 2006

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## TF1: the best resistance to market fragmentation

### Audience share

	Mediamat environment* (i.e. ~28% pay TV penetration)		Cable & sat. environment** (100% pay TV)	Degree of resistance
<b>TF1</b>	30.9%	----->	24.7%	<b>80%</b>
France 2	18.8%	----->	13.6%	<b>72%</b>
France 3	14.6%	----->	9.7%	<b>66%</b>
M6	11.9%	----->	8.1%	<b>68%</b>

**TF1** : the best resistance to the market fragmentation

The market fragmentation widens the gap between TF1 and its competitors



\* Source: Médiamétrie Q1 2007 – Ind. 4+

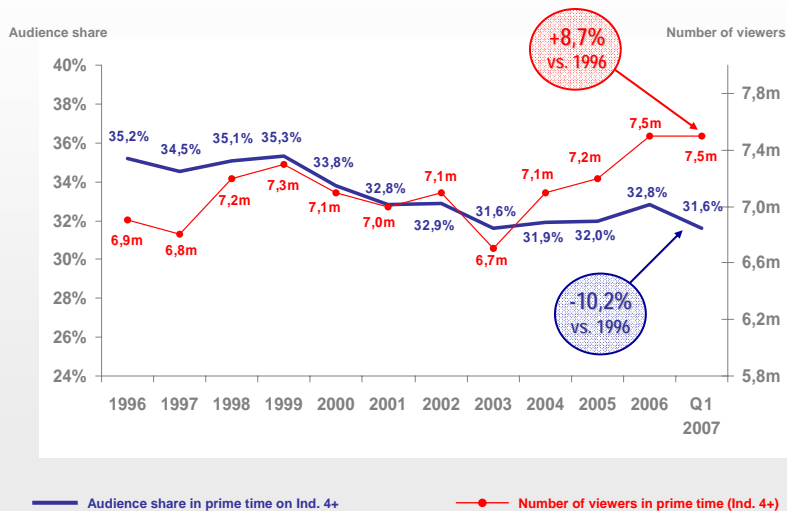
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\*\* Source: Mediabaseat 12 – September, 2006 / February 2007 – Ind. 4+

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## A growing audience in a more and more fragmented market

Over the last 10 years, the audience share of TF1 in prime time declined while the audience rose

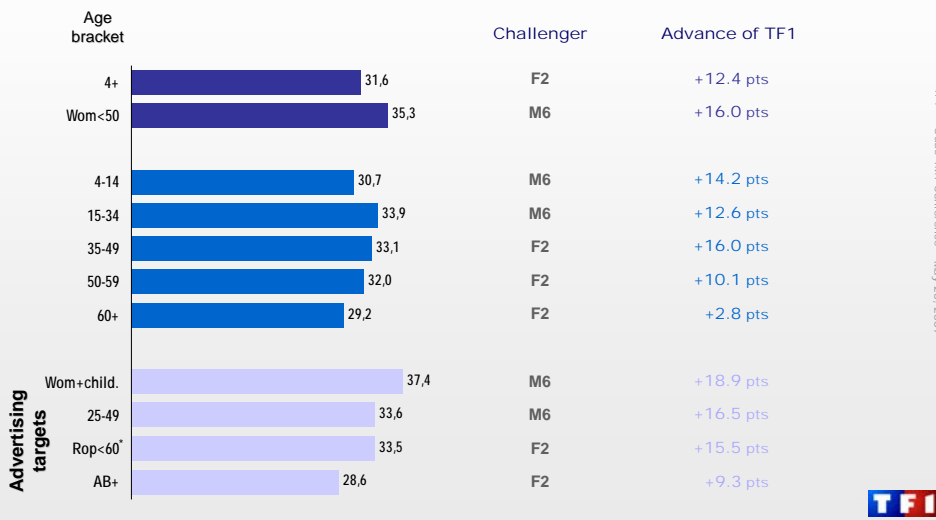


Source : Médiamétrie – Prime time (9:00 pm to 10:45 pm) – audience share & number of viewers : Individuals 4+

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# TF1: Leader on every target

TF1 audience share - 2006



Source : Médiamétrie - Médiamat

\* Responsible Of Purchases

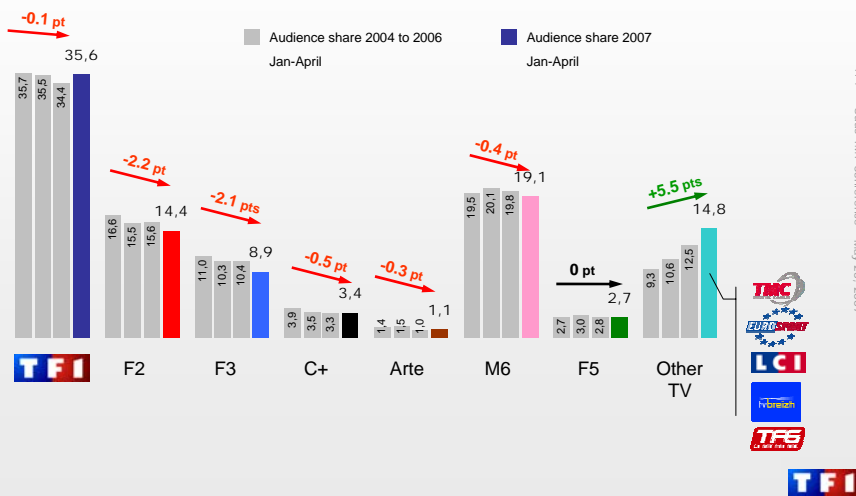
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# Leadership unchallenged on the main advertising targets

Women < 50



Source : Médiamétrie - Médiamat

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## Leading theme channels



5 channels  
in the top 10



Source : Médiamétrie – Mediacabsat 11 (Dec 05 – June 06) – Ind 4+

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## TV: the only mass media in France

Above

40 million

Individuals 4+ watch  every day !



Source : Médiamétrie 2006 – individuals aged 4 and above

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**TV: the only mass media in France**

**The best of every genre of programmes on TF1**

**An unchallenged leadership on every network and every target**

**Records of audience in 2006**

**A more and more attractive prime time**

**Leading theme channels**



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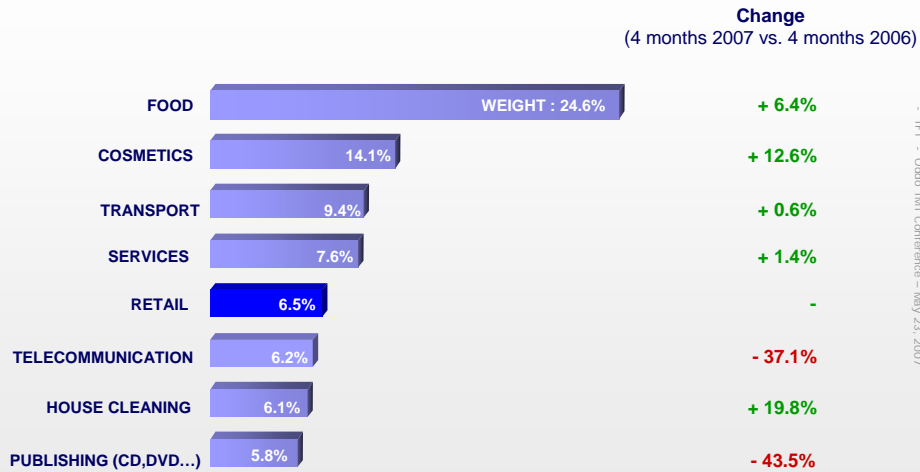
**ADVERTISING**



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## TF1: sectors breakdown (January – April 2007)



Source: TNS Media Intelligence

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## 4 months 2007: first steps for retailers on TV

### Investments on TF1\*

- €3.9 m (gross) invested in Jan-April 2007
- Coverage rate: 90%\*
- 36 advertisers on TF1

### TF1 advertising market share on the retail sector (excl. Mistergooddeal)

# 60%



Source : TNSMI – April 2007

\* Coverage rate and market share calculated excluding Mistergooddeal (M6 Group)

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**TFI** : exclusivity of powerful ad breaks

88%

of the ad breaks above 12 GRP on **TFI**

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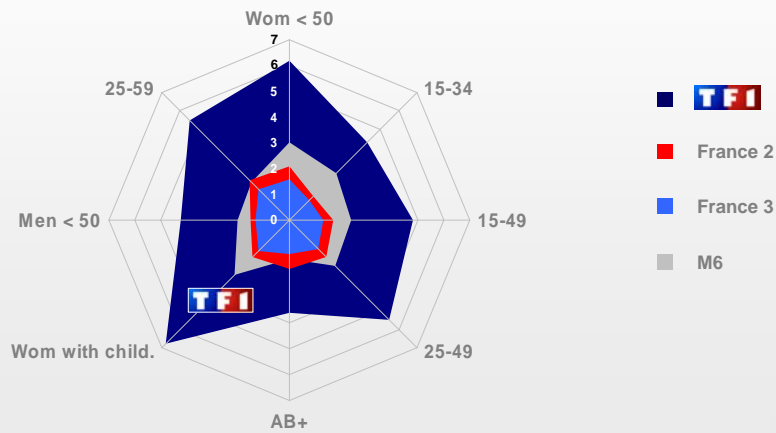


Source : Médiamétrie - 2006 - Women < 50

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**TFI** ad breaks:  
efficient on every target

Average audience (%) of ad breaks per channel and per target in 2006 – whole day



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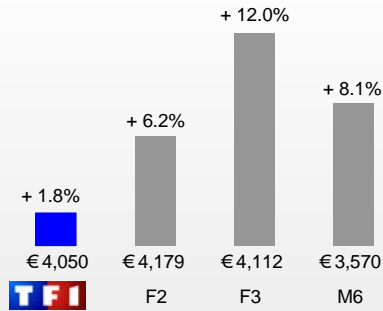


Source : Médiamétrie / year 2006 / average audience in % of the targeted population

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## **TF1** : a controlled growth of CPT costs

Gross CPT costs growth (whole day – Women <50 – Jan to April 2007)



In constant euros over the last 10 years, the growth of TF1 CPT costs is **less than 1% / year**



Source : TNS Media Intelligence

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## **OTHER ACTIVITIES**



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## Consolidated revenue by sector

€m	Q1 2007	Q1 2006	Change	%
<b>Broadcasting France</b>	<b>581.6</b>	<b>542.9</b>	<b>38.7</b>	<b>7.1%</b>
TF1 SA	458.0	433.1	24.9	5.7%
Theme channels in France	46.2	35.6	10.6	29.6%
Group Téléshopping	42.0	32.4	9.6	29.4%
TF1 Entreprises	7.5	7.8	(0.3)	(4.0%)
e-tf1	13.9	20.4	(6.5)	(31.8%)
In-house production companies	8.9	9.2	(0.3)	(3.2%)
Others	5.1	4.4	0.7	16.2%
<b>Audiovisual rights</b>	<b>60.7</b>	<b>50.6</b>	<b>10.1</b>	<b>20.0%</b>
TF1 Vidéo	27.6	34.3	(6.7)	(19.5%)
Catalogue	33.1	16.3	16.8	103.1%
<b>International broadcasting</b>	<b>60.0</b>	<b>60.9</b>	<b>(0.9)</b>	<b>(1.5%)</b>
<b>Total revenue</b>	<b>702.3</b>	<b>654.4</b>	<b>47.9</b>	<b>7.3%</b>

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## Current operating profit by sector

€m	Q1 2007	Q1 2006	Change	%
<b>Broadcasting France</b>	Released on May 22, 2007	<b>97.4</b>		
TF1 SA		90.2		
Theme channels in France		(7.1)		
Group Téléshopping		3.2		
TF1 Entreprises		0.9		
e-tf1		2.3		
In-house production companies		2.0		
Others		5.9		
<b>Audiovisual rights</b>		<b>8.0</b>		
TF1 Vidéo		4.4		
Catalogue	3.6			
<b>International broadcasting</b>		<b>0.1</b>		
		<b>105.5</b>		

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# CONCLUSION

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## An organisation by line of products

	TV	Internet	Mobility	Commerce
<b>Networks</b>	TF1 channel n°1 5 theme channels in the top 10	1 <sup>st</sup> media website 13 <sup>th</sup> website in France	TF1 : n°1 on Orange LCImobile : n°1 thematic on Orange	
<b>Genres</b>				
<b>Sport</b>	TFI EUROSPORT	EUROSPORT.COM	EUROSPORT MOBILE	EUROSPORT EVENTS WATCC
<b>News</b>	TFI LCI	LCI.fr	LCI Mobile	
<b>Cinema/Series Dramas</b>	TFI TFI VISION	TFI VISION VIDEO A LA DEMANDE		TFI VIDEO TFI INTERNATIONAL
<b>Music / Games Entertainment</b>	TFI Star Academy	TFI.fr Star Academy	Star Academy Mobile & Podcast	TFI ENTREPRISES
<b>Youth</b>	TFI TFOU	TFOU 1 <sup>st</sup> youth website	Launch of youth Podcasts	TFI ENTREPRISES

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## France : The most regulated market in Europe

### TF1 : legal environment

#### ADVERTISING

- Duration : daily average: 6 ' / hour  
max: 12 ' / hour
- Sector non authorized to advertise on TV: cinema
- Slidding & o'clock hour measurment
- Interruption of programmes : 1 ad break max /movie

#### PROGRAMMING

- Investment obligations in French and EU programmes (16% of ad. revenue in TV drama, 3.2% in Movies .....)
- Broadcast : max. 192 movies / year  
min. 1,000 hours of children's programmes  
min. 800 hours of news programmes

#### SHAREHOLDING

- 49% ownership law

**Deregulation could come : Europe & France**



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## Strategic issues

- Be leader on every business
- Reinforce the "share of voice" of the Group
- Develop new activities
- Secure the access to multi-platforms rights
- Implement a strategy of multi-supports contents around key genres (news, sport, cinema ...)
- Dynamise the International development
- Increase the Group profitability



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# Appendix



## The key success factors

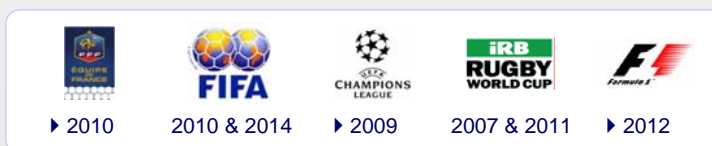
### The best news contents

- Far **ahead** of its competitors  
(+ **4.8 m viewers** vs. the 1 o'clock news bulletin of France 2 and + **3.6 m viewers** vs. the 8 o'clock news bulletin of France 2)
- **Audiences above** news bulletin of biggest US networks.



### The best sports contents

- The **biggest events** are on TF1



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## The key success factors

### The best French TV dramas

- Exclusive productions strategy: **Prestige dramas, 52 minutes dramas and recurrent heroes**



### The best movies

- Contracts secured with **US majors**
- Investments in **French movies**: €48 m in 2006



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## The key success factors

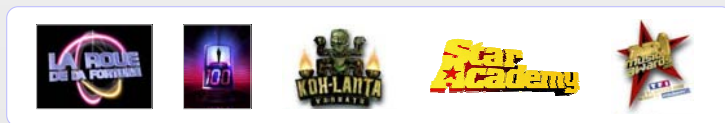
### The best US series

- **7 out of the 10 best series** in the US are on TF1



### The best entertainment

- **Sustainability** of TF1 eventful shows
- **Success of new access programmes** in 2007



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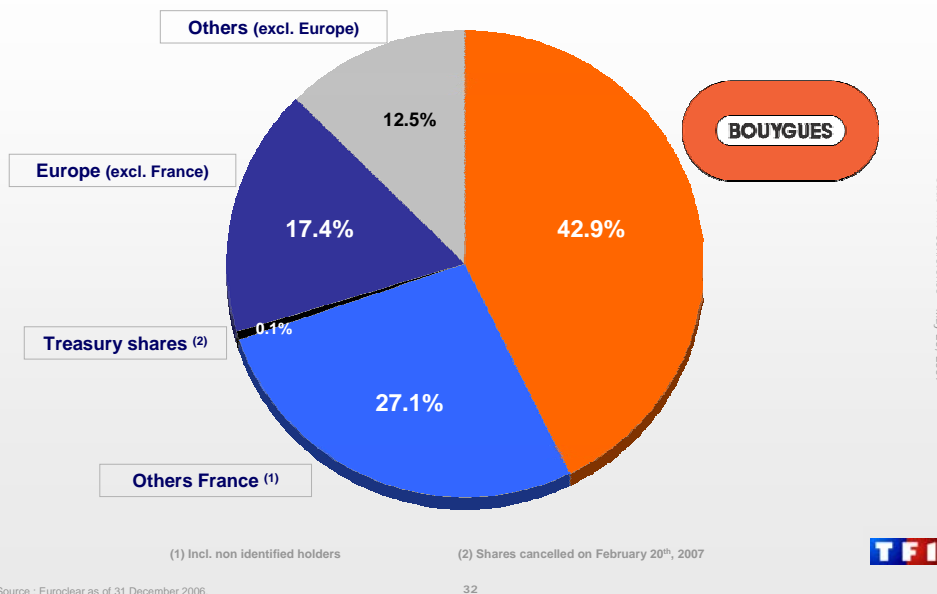
## TF1 : the best US series

7 out of the 10 best series in the US are on TF1

1	GREY'S ANATOMY	abc	22.1 m	TF1
2	CSI (Les Experts)	CBS	21.6 m	TF1
3	Desperate housewives	abc	21.6 m	
4	CSI : MIAMI (Les Experts Miami)	CBS	17.6 m	TF1
5	LOST	abc	17.1 m	TF1
6	CRIMINAL MINDS (Esprits criminels)	CBS	16.6 m	TF1
7	CSI : NY (Les Experts Manhattan)	CBS	16.4 m	TF1
8	NCIS	CBS	15.9 m	
9	HOUSE, MD (Dr House)	FOX	15.7 m	TF1
10	Two and a half men	CBS	15.5 m	

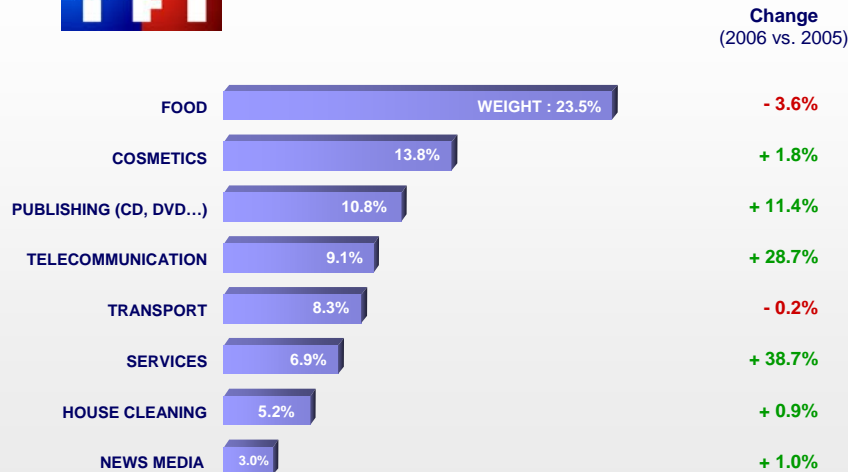
Source : Source Eurodata TV, all rights of reproduction reserved, all rights reserved by Mediamétrie (season 2006-07 as December 31, 2006)

## Shareholding structure as of December 31, 2006





## Sectors breakdown (2006)



Source: TNS Media Intelligence

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**Claude COHEN**  
Présidente  
TF1 PUBLICITE

### L'inflation des coûts en télévision : une illusion d'optique qu'il est grand temps de rectifier.

L'ouverture de nos écrans à la Distribution a suscité, avant même d'être effective, la véhémence de certains. Ont été élaborés des chiffrages de recettes supplémentaires du média, avec parfois un peu d'audace ou de fantaisie et des pronostics les plus pessimistes en termes d'accès au média et de coûts d'utilisation.

Ce n'est d'ailleurs pas la première fois qu'on vilipende la télévision, qui aurait la faculté d'imposer ses prix, au mépris de ses clients et de la concurrence.

En ces temps agités, un peu de recul sera salutaire. Il nous permettra de distinguer inflation de tarifs et inflation des coûts d'utilisation s'il y a lieu.

En 10 ans, la télévision est parvenue à augmenter ses audiences de manière significative sur tous les publics. En euros constants et sur 10 ans, l'inflation des coûts GRP brut s'élève à 9 %, soit une inflation moyenne de 0.9 % par an. En observant les données publiées par TNS (Brutes) et par l'IREP (Nettes), nous pouvons constater une dégradation sensible de nos prix au cours de ces dix dernières années, alors même que nous sommes (excepté internet) le seul média à accroître significativement ses audiences.

Mai 2007

Les annonceurs n'ont aucune raison d'être inquiets.



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## Digital Terrestrial Television

### 17 channels for the free offer

State-owned			News
Generalists			Music
Mini generalists			Youth

MPEG 2

### 11 channels for the pay offer

Premium			Sport
Mini generalists			Cinema
News			TV dramas
Youth			15-35 years old Documentaries

MPEG 4

TF1 Group channels



\* Including the rental of the set top box

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