

## INVESTOR PRESENTATION

**MAY – JUNE 2015** 

This presentation contains certain forward-looking statements based on current expectations, forecasts and assumptions that involve risks and uncertainties. These statements are based on information available to the Company as of the date hereof. All forward-looking statements are TF1 management's present expectations of future events, beliefs, intentions or strategies 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.



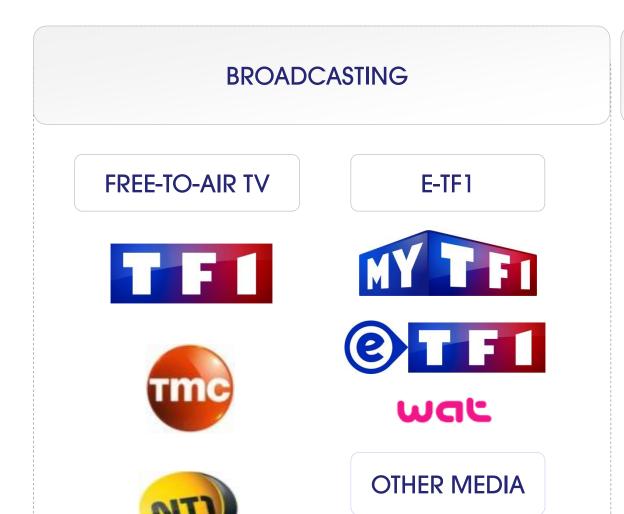
#### **BROADCASTING & CONTENT**

**PUBLICITE** 

metr⊕

## CONSUMER SERVICES

**PAY-TV** 











**EUROSPORT** 



TF1 holds a 49% stake in Eurosport

D

# TV CONSUMPTION REMAINS AT A HIGH LEVEL AND INCLUDES NOW A PART OF NON-LINEAR TV

#### EVOLUTION OF LINEAR TV CONSUMPTION BETWEEN 2000 AND 2015

- Women<50 PDM\*: 3h53, i.e 3' vs Janv-Mars 2014 / -1%</p>
- --- Individuals aged 4+: 3h59, i.e + 3' vs Janv-Mars 2014 / +1%



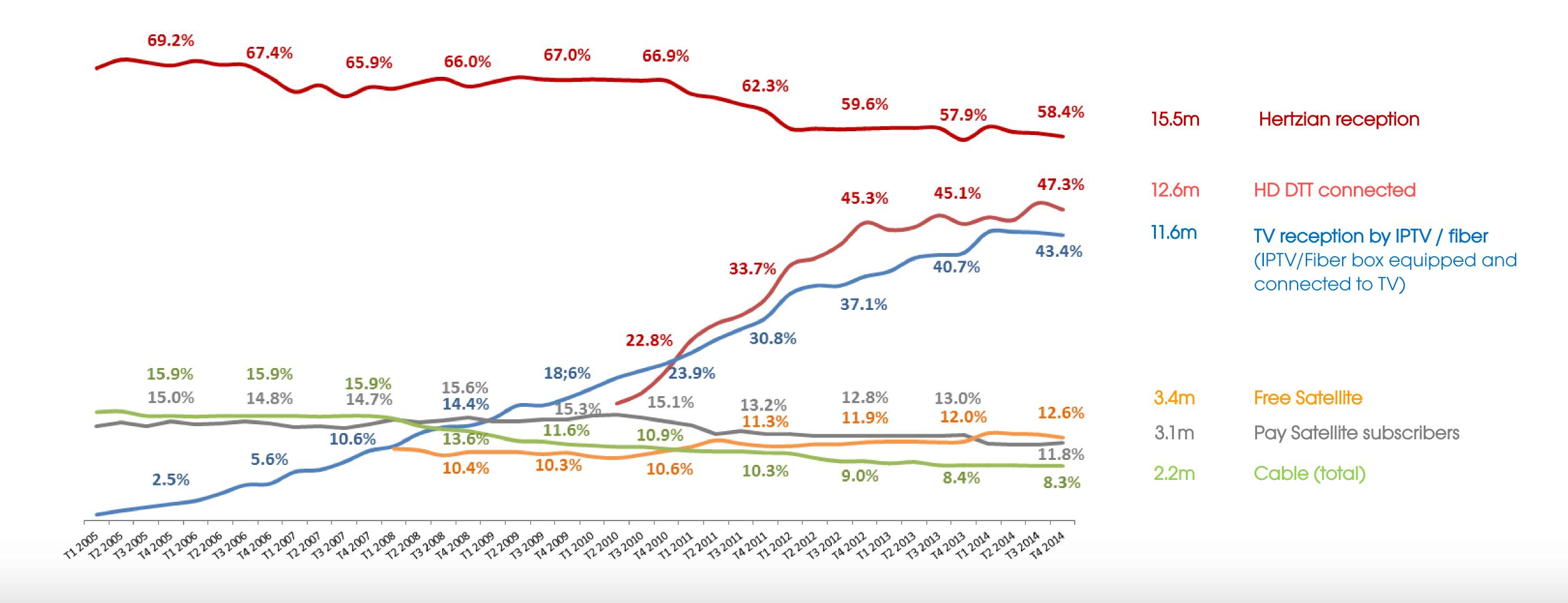


<sup>\*</sup>These figures do not include viewing time (live or catch-up) spent on secondary devices (computers, tablets, smartphones). However, Médiametrie has been measuring daily catch-up IPTV consumption since September 29, 2014, and these figures have been included in viewing time statistics from the fourth quarter of 2014.

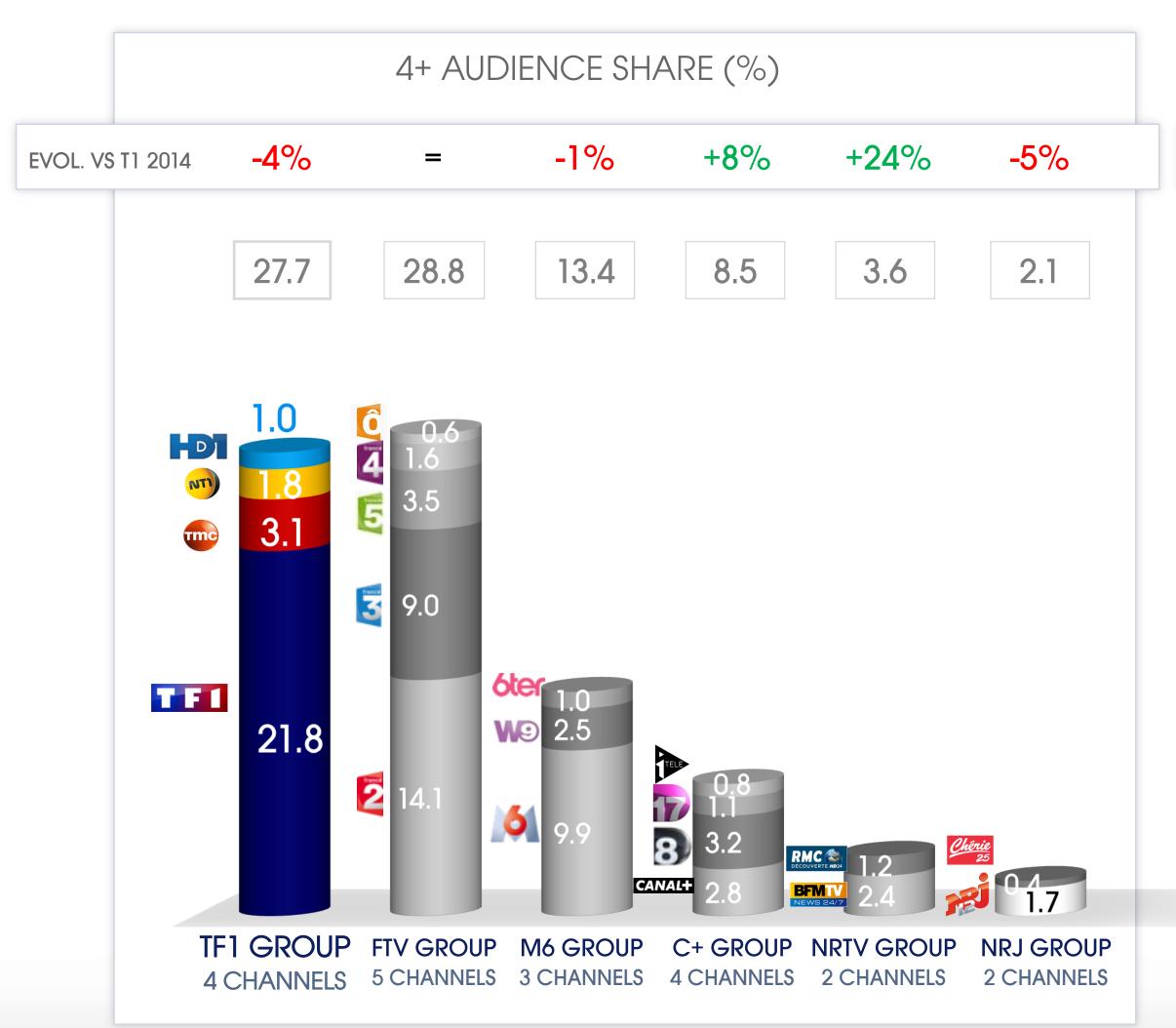
### TV RECEPTION MODES IN FRANCE

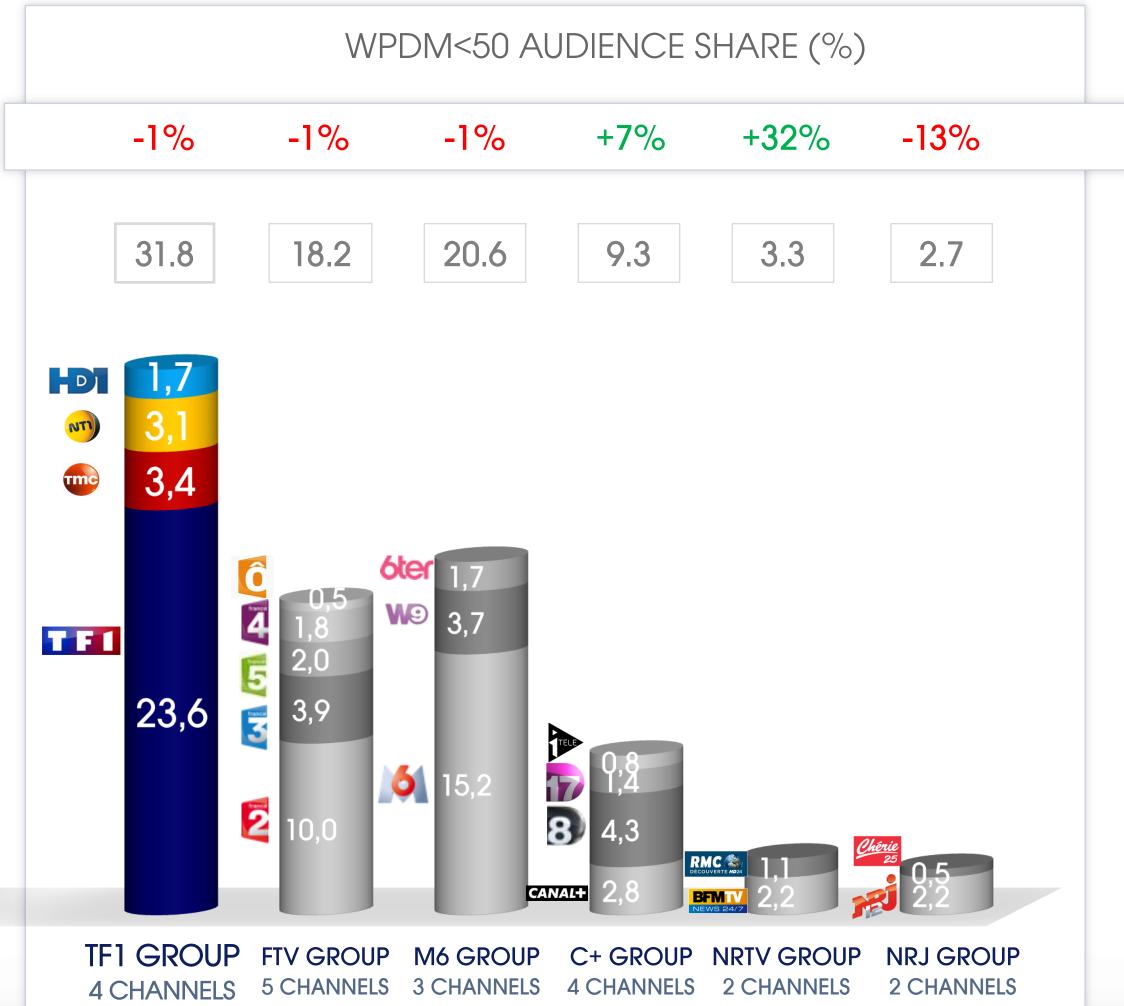
#### EVOLUTION OF PENETRATION RATE AS A % OF HOUSEHOLDS

(Base: households equipped with TV)



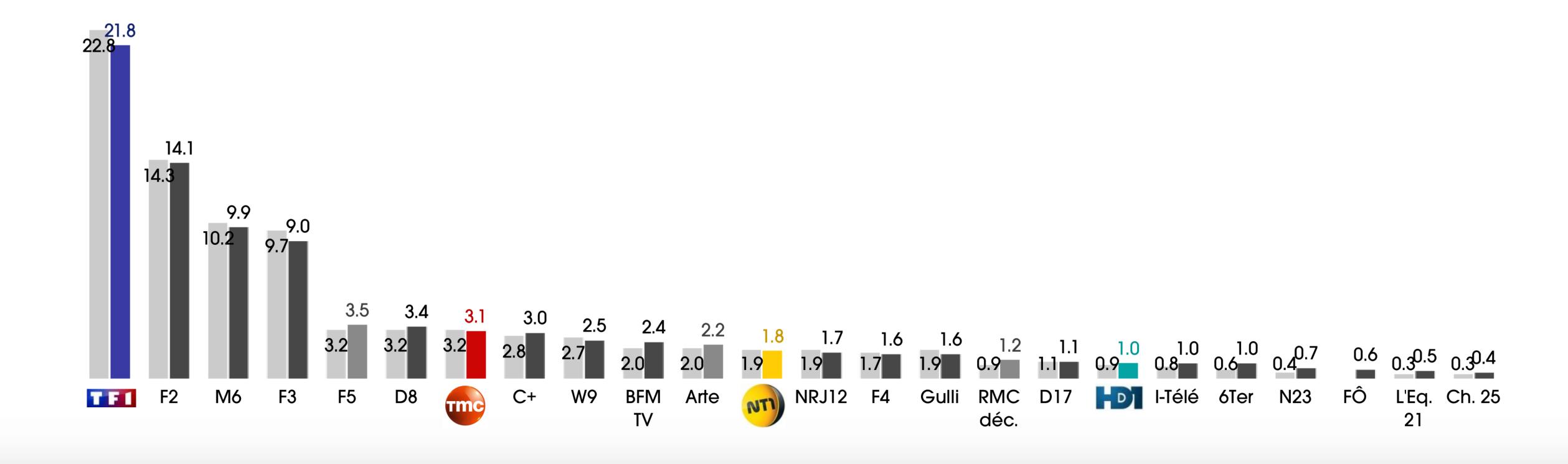
### Q1 2015: AUDIENCE SHARE





### Q1 2015: SIGNIFICANT GROWTH OF NEWS CHANNELS' AUDIENCE SHARE





## TF1: AN UNDISPUTED LEADER IN Q1

#### 1. TF1'S PRIME-TIME STRICTLY STABLE YEAR ON YEAR ON ADVERTISING TARGETS

- 6,1 M viewers and 28% audience share on women<50
- Positive trend: French dramas (*Clem, L'emprise*...)

  US Series (record launch for new season of *Grey's anatomy on women<50*)

  Entertainment (*Les Enfoirés, The Voice*)







- Success for new prime time entertainments (Les Extraordinaires, QI, la France passe le test)
- 2. 99 OF TOP 100 RATINGS (vs. 1 for France 2)
- And the 30 best audiences in Q1

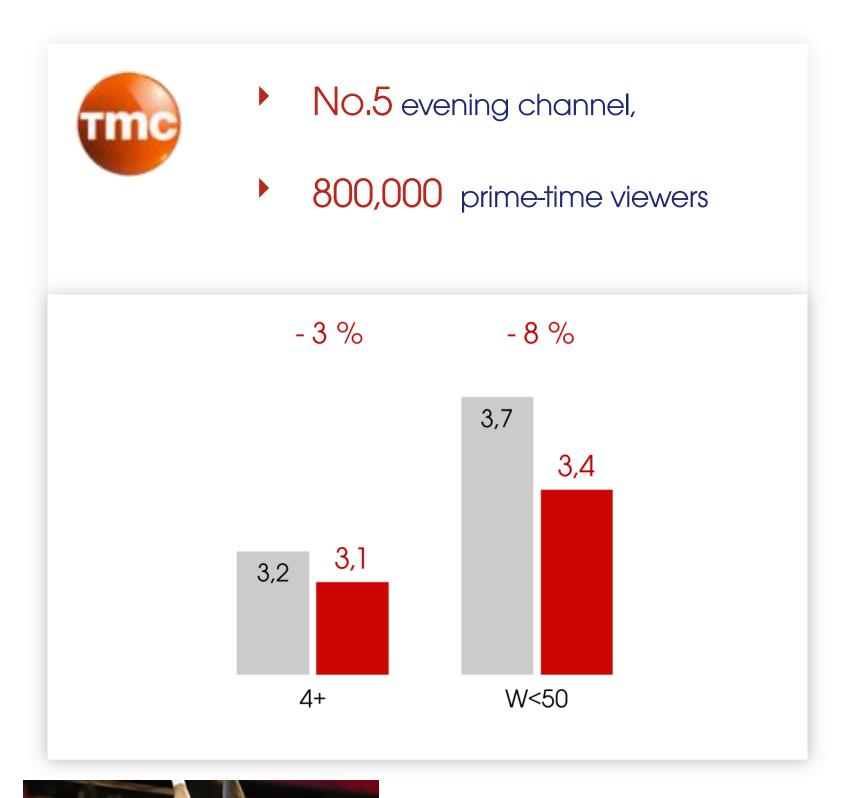


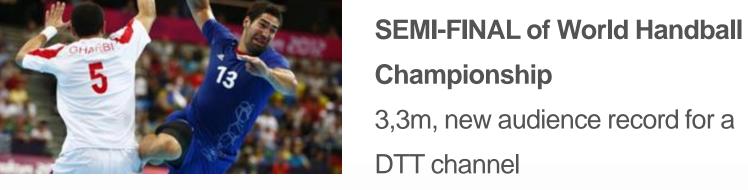


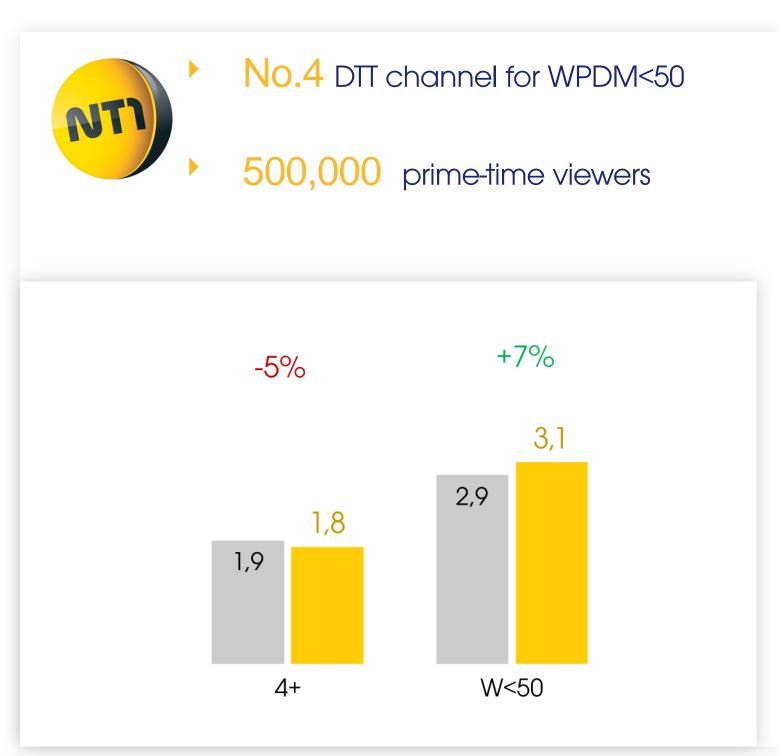
- 3. THE ONLY CHANNEL TO ATTRACT MORE THAN 8M VIEWERS (20 programmes)
- And 88 programmes over 7M viewers (vs. 1 in total for other channels)
- 4. MOST-WATCHED CHANNEL FOR 96% OF PRIME TIME PROGRAMMES
- vs. 90 % in 1st quarter 2014



## GOOD Q1 2015 RATINGS FOR TMC, NT1 ET HD1



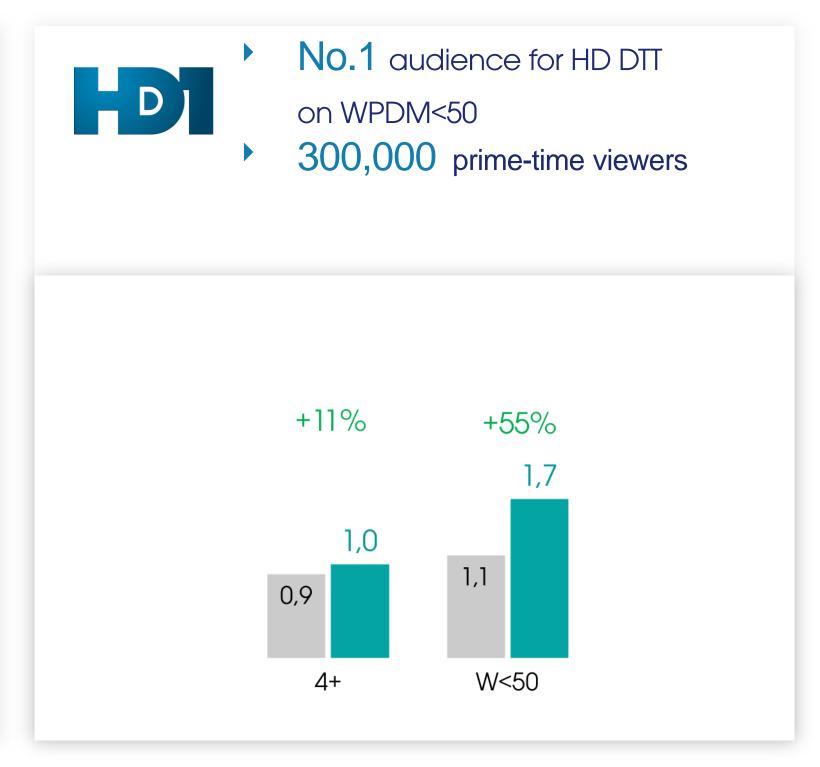






FAST & FURIOUS 5

1,4m, NT1 best audience in
2015





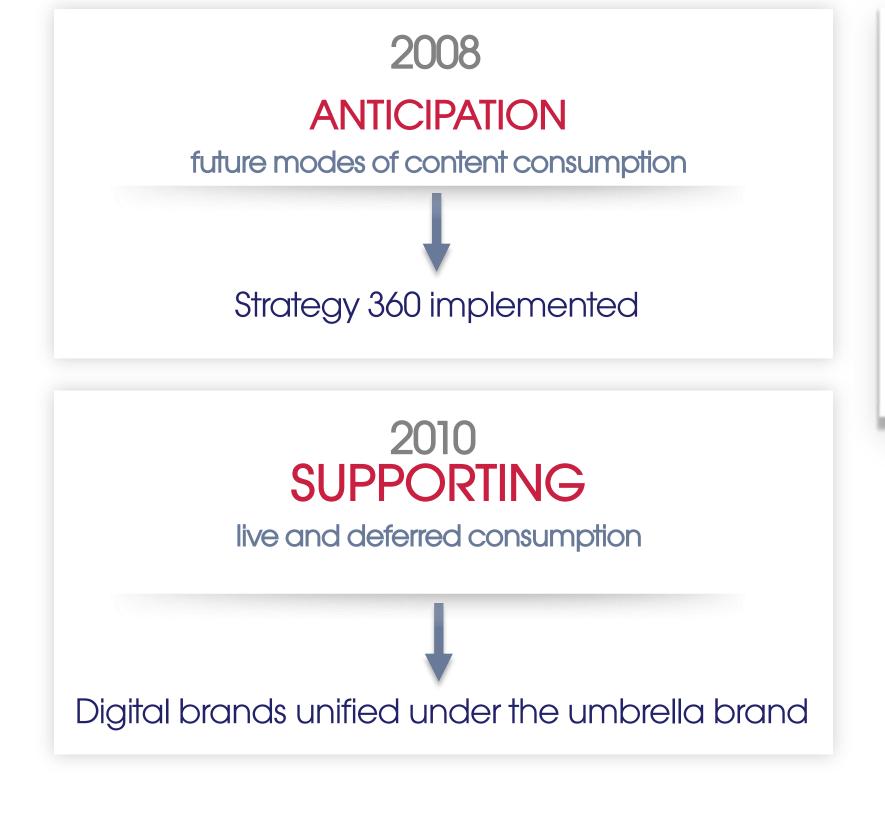
SECTION DE RECHERCHES

HD1's best audience : 817, 000

viewers



## SUCCESSFUL RENEWAL IN DIGITAL MEDIA



No.1 FOR DIGITAL TV (1)

#### Monthly:

- 11.5m web unique visitors
- 9m IPTV unique visitors
- **7m** mobile users
- 5m tablet users

No.1 FOR SOCIAL MEDIA (2)

- ▶ 30m fans & followers
- 43 of the 50 most tweeted programmes are on TF1

No.4 FOR VIDEOS (3)

#### Monthly:

- 115m videos viewed
- 8m web video watchers



13m MONTHLY VIDEO VIEWS



No.2 FOR NEWS VIDEOS



## SUCCESSFUL DIGITAL EXTENSIONS



<sup>(2)</sup> Twitter - Facebook - FY 2014

<sup>(3)</sup> eStat Médiamétrie - Panel video Médiamétrie // NetRatings - Average 2014

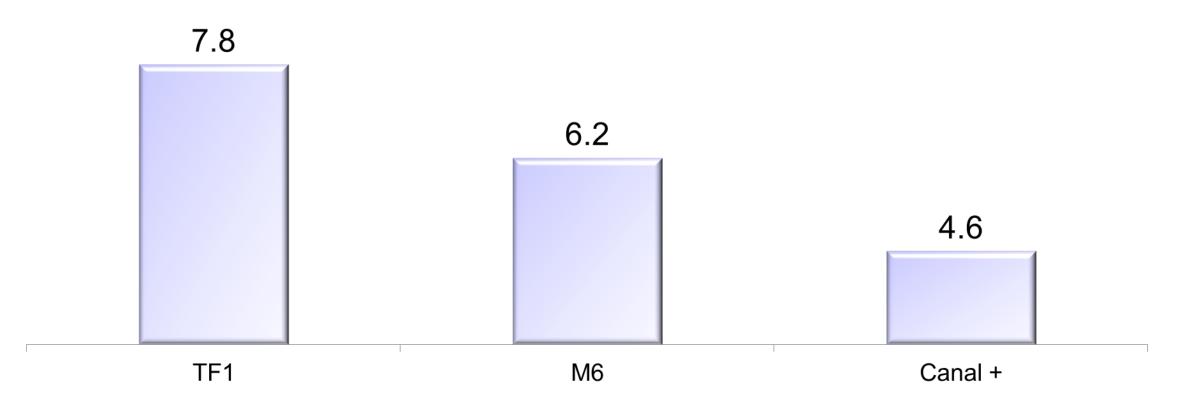
### LEADERSHIP IS CONFIRMED ALSO ON IPTV

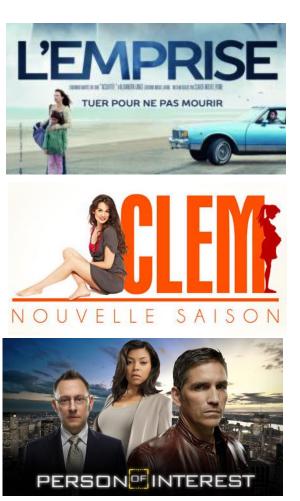
### TF1's unique position on IPTV

- √ 50 % of videos in replay are viewed on IPTV
- +42% of videos watched in one year
- ✓ In Q1 2015, 12m. of unique catch-uppers have used MYTF1 on IPTV



#### Average number of catch-uppers / month on the quarter





936,000 sessions, 11% additional audience

Up to 781,000 sessions, 8% additional audience

Up to 657,000 sessions IPTV 14% additional audience

## CONTENT: A SUCCESSFULL QUARTER



#### GOOD PERFORMANCES OF ALL ACTIVITIES

- Success in theatres for *Les Héritiers* and *Les Souvenirs*
- New movies: exploitation of *Qu'est-ce qu'on a fait au bon Dieu?* in video and abroad
- Growth of catalogue activity



- 2 releases in theatres in Q1 2015 (vs. 6 scheduled in Q2)
- Theatre admissions totalled 2 million:





1.5 million



# PRODUCTION

## AN INCREASED VOLUME OF PRODUCTIONS DELIVERED

- 152 hours of programmes delivered to the Group's channels (+ 10 hours)
- Live shows: tour of the group Les Prêtres
- Animation: delivery of the first episodes of the series Mini Ninjas



## THE CONSUMER SERVICES SEGMENT

#### STRONG BRANDS OF TF1 ENTREPRISES

- Licensing: success of the launch of the La Francaise des Jeux / Koh Lanta's scratchcard
- Board games: good performances thanks to the success of Chrono Bomb in 26 countries
- Publishing: continued success of collections, development of the activity abroad
- Music: success of the *Dirty Dancing* show, high comps due to major releases and the *Star Wars* exhibition in Q1 2014









## TF1 VIDEO: AN INCREASE OF THE ACTIVITY IN Q1 2015

- Strong growth in VoD
- Good performances of *Qu'est-ce qu'on a fait au bon Dieu*? both on VoD and DVD
- Good performances in theaters (almost 1m ticket for Maya the Bee)
- Launch of the Afrostream corner and of eCinema label on MYTF1VOD





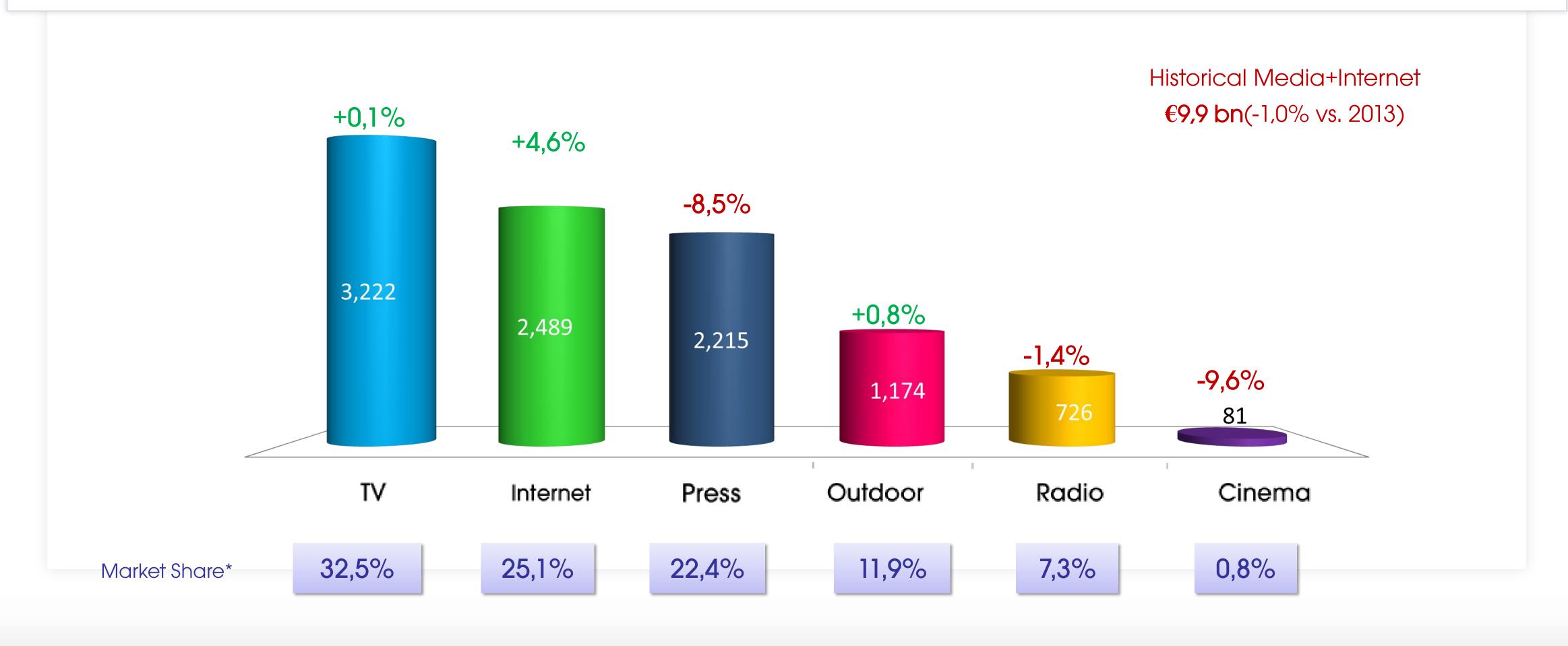
- Opening of a new physical store
- Success of the partnership with Venteo
- Increased number of orders for Euroshopping
- Orders affected by events in France in the beginning of the year



## FINANCIAL INFORMATION

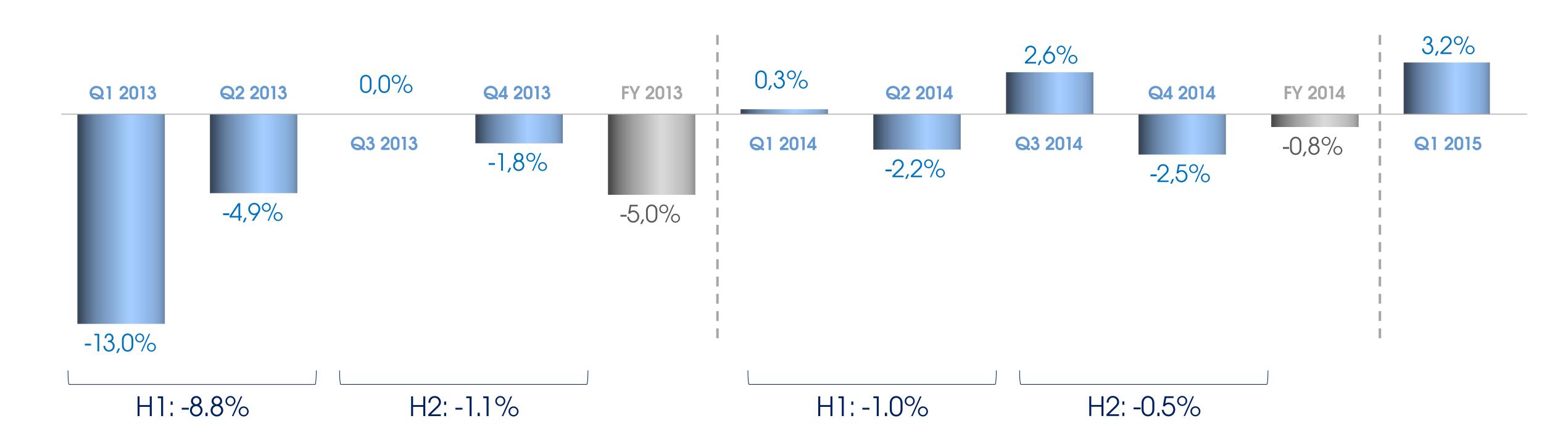
## TV MEDIA WITHSTOOD IN 2014

#### TREND IN NET PLURIMEDIA ADVERTISING SPEND- FY 2014 VS 2013

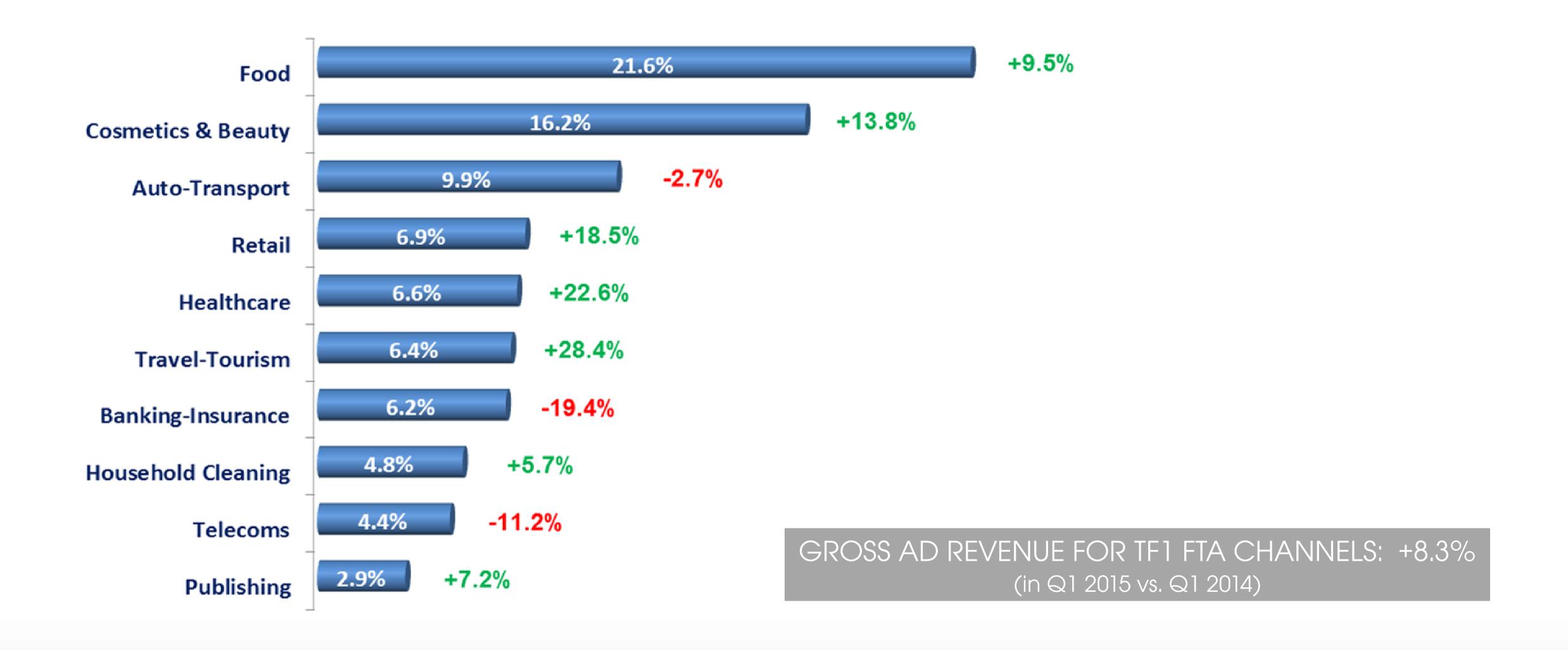


## TF1 GROUP: EVOLUTION OF NET AD REVENUES (FTA CHANNELS)

### Quarterly Net Advertising Revenues of TF1, TMC, NT1, HD1 (vs. n-1)



### EVOLUTION OF THE ADVERTISING SECTORS FOR TF1 GROUP'S 4 FTA CHANNELS



## Q1 2015 – ADVERTISING REVENUE EVOLUTION

| €m                                   | <b>Q1 2015</b> | Q1 2014 | Var. €m | Var. % |
|--------------------------------------|----------------|---------|---------|--------|
| AD. REVENUE – BROADCASTING & CONTENT | 359.9          | 350.5   | +9.4    | +2.7%  |
| o/w TV                               | 343.6          | 332.9   | +10.7   | +3.2%  |
| o/w Other platforms                  | 16.3           | 17.6    | (1.3)   | -7.4%  |
| AD. REVENUE – PAY-TV                 | 3.2            | 3.6     | (0.4)   | -11.1% |
| o/w Eurosport group                  | 1.3            | 1.7     | (0.4)   | -23.5% |
| o/w Theme channels in France         | 1.9            | 1.9     | _       | _      |
| GROUP ADVERTISING REVENUE            | 363.1          | 354.1   | +9.0    | 2.5%   |
| NON-ADVERTISING REVENUE              | 112,0          | 115.6   | (3.6)   | -3.1%  |
| CONSOLIDATED REVENUE                 | 475.1          | 469.7   | +5.4    | +1.1%  |

## CONSOLIDATED REVENUE EVOLUTION BY SEGMENT

| €m                       | <b>Q1 2015</b> | <b>Q1 2014</b> | Var. €m | Var. % |
|--------------------------|----------------|----------------|---------|--------|
| BROADCASTING & CONTENT   | 395.1          | 385.3          | +9.8    | 2.5%   |
| Broadcasting             | 380.5          | 370.9          | +9.6    | +2.6%  |
| Content                  | 14.6           | 14.4           | +0.2    | +1.4%  |
| CONSUMER PRODUCTS        | 48.4           | 51.1           | (2.7)   | -5.3%  |
| TF1 Vidéo                | 14.8           | 12.4           | +2.4    | +19.4% |
| Téléshopping             | 25.4           | 27.4           | (2.0)   | -7.3%  |
| TF1 Entreprises          | 8.2            | 11.3           | (3.1)   | -27.4% |
| PAY TV                   | 31.6           | 30.9           | +0.7    | 2.3%   |
| Eurosport France         | 17.8           | 16.1           | +1.7    | +10.6% |
| Theme channels in France | 13.8           | 14.8           | (1.0)   | -6.8%  |
| HOLDING & OTHER          | _              | 2.4            | (2.4)   | ns     |
| TOTAL REVENUE            | 475.1          | 469.7          | +5.4    | +1.1%  |

## COST OF PROGRAMMES EVOLUTION

| €m                                       | Q1 2015 | Q1 2014 | Var. €m | Var. % |
|--|---------|---------|---------|--------|
| TOTAL COST OF PROGRAMMES                 | 243.5   | 230.4   | +13.1   | +5.7%  |
| ONE-OFF SPORTING EVENTS                  | _       | _       | _       | _      |
| TOTAL EXCL. ONE-OFF SPORTING EVENTS      | 243.5   | 230.4   | +13.1   | +5.7%  |
| Entertainment                            | 75.1    | 76.3    | (1.2)   | -1.6%  |
| TV dramas / TV movies / Series / Theatre | 91.9    | 84.6    | +7.3    | +8.6%  |
| Sports (excl. one-off sporting events)   | 10.3    | 7.5     | +2.8    | +37.3% |
| News                                     | 27.5    | 26.3    | +1.2    | +4.6%  |
| Movies                                   | 35.6    | 31.0    | +4.6    | +14.8% |
| Youth                                    | 3.1     | 4.7     | (1.6)   | -34.0% |

## CONSOLIDATED INCOME STATEMENT (1/2)

| €m   | Q1 2015      | Q1 2014                | Var. €m          | Var. % |
|--|--------------|------------------------|------------------|--------|
| CONSOLIDATED REVENUE                       | 475.1        | 469.7                  | +5.4             | +1.1%  |
| Total costs of programmes                  | (243.5)      | (230.4)                | (13.1)           | +5.7%  |
| Other charges. depreciation & amortisation | (203.5)      | (232.4)                | +28.9            | -12.4% |
| CURRENT OPERATING MARGIN                   | 28.1<br>5.9% | <b>6.9</b> <i>1.5%</i> | +21.2<br>+4,4pts | Ns     |
| Other operating income and expenses        | _            | _                      | _                | _      |
| OPERATING PROFIT                           | 28.1         | 6.9                    | +21.2            | ns     |

## CURRENT OPERATING PROFIT BREAKDOWN

| €m                             | Q1 2015 | <b>Q1 2014</b> | Var. €m | Var. % |
|--------------------------------|---------|----------------|---------|--------|
| BROADCASTING & CONTENT         | (12.0)  | 1.1            | (13.1)  | nc     |
| Broadcasting                   | (11.7)  | (2.6)          | (9.1)   | nc     |
| Content                        | (0.3)   | 3.7            | (4.0)   | nc     |
| CONSUMER PRODUCTS              | 3.6     | 5.1            | (1.5)   | -29.4% |
| TF1 Vidéo                      | 0.5     | 0.3            | +0.2    | 66.7%  |
| Téléshopping                   | 1.9     | 2.4            | (0.5)   | -20.8% |
| TF1 Entreprises                | 1.2     | 2.4            | (1.2)   | -50.0% |
| PAY TV                         | 33.7    | (2.4)          | +36.1   | nc     |
| Eurosport France               | 33,7    | (1.5)          | +35.2   | nc     |
| Theme channels in France       | _       | (0.9)          | +0.9    | nc     |
| HOLDING AND OTHERS             | 2.8     | 3.1            | (0.3)   | -9.7%  |
| TOTAL CURRENT OPERATING PROFIT | 28.1    | 6.9            | +21.2   | nc     |

## CONSOLIDATED INCOME STATEMENT (2/2)

| €m   | Q1 2015            | Q1 2014            | Var. €m            | Var. %       |
|--|--------------------|--------------------|--------------------|--------------|
| OPERATING PROFIT   | 28.1               | 6.9                | +21.2              | nc           |
| Cost of net debt   | 0.5                | 0.3                | +0.2               | +66.7%       |
| Other financial income and expenses  | (0.1)              | (0.2)              | +0.1               | -50.0%       |
| Income tax expense   | 4.5                | (0.5)              | +5.0               | nc           |
| Share of profits / (losses) of associates                                      | 0.7                | (1.0)              | +1.7               | nc           |
| NET PROFIT FROM CONTINUING OPERATIONS  | 33.7               | 5.5                | +28.2              | nc           |
| Post-tax profit from discontinued/held-for-sale operations                     |                    | 8.4                | (8.4)              | nc           |
| NET PROFIT   | 33.7               | 13.9               | +19.8              | nc           |
| Net profit attributable to the Group attributable to non-controlling interests | 32.7<br><i>1.0</i> | 12.1<br><i>1.8</i> | <b>+20.6</b> (0.8) | nc<br>-44,4% |

## CONSOLIDATED BALANCE SHEET

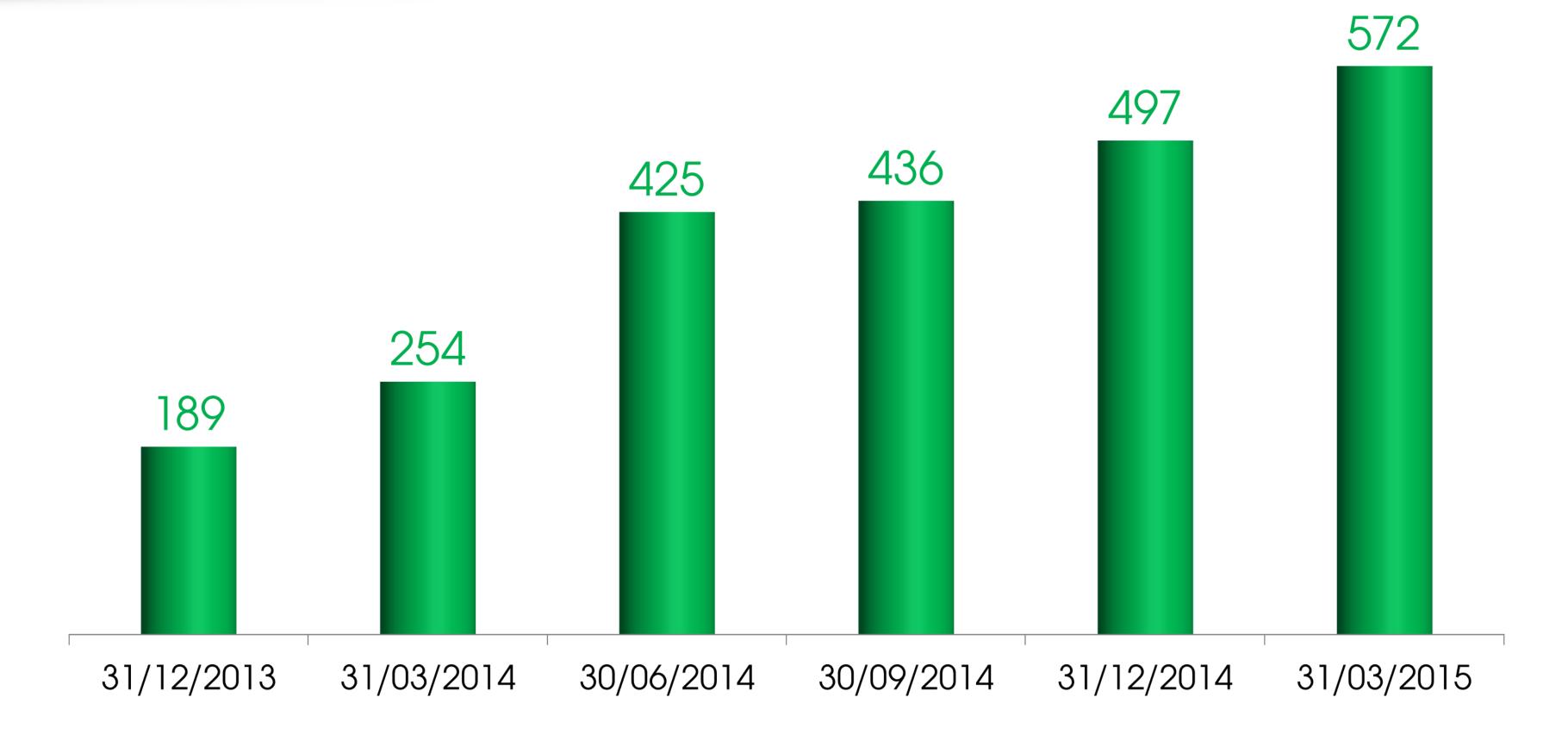
| ASSETS (€m)                                     | March 31, 2015     | Dec. 31, 2014      | Var. €m        |
|---|--------------------|--------------------|----------------|
| Total non-current assets                        | 1,326.0            | 1,369.4            | (43.4)         |
| Total current assets                            | 2,235.9            | 2,354.6            | (118.7)        |
| Held-for-sale assets                            | _                  | _                  | _              |
| TOTAL ASSETS                                    | 3,561.9            | 3,724.0            | (162.1)        |
| SHAREHOLDERS' EQUITY AND LIAB. (€m)             | March 31, 2015     | Dec. 31, 2014      | Var. €m        |
| Shareholders' equity attributable to the Group  | 2,066.8<br>2,044.1 | 2,039.9<br>2,003.4 | +26.9<br>+40.7 |
| Non-current liabilities                         | 81.6               | 79.9               | +1.7           |
| Current liabilites                              | 1,413.5            | 1,604.2            | (190.7)        |
| Liabilities related to held-for-sale operations | _                  | _                  | _              |
| TOTAL SHARHOLDERS' EQUITY AND LIABILITIES       | 3,561.9            | 3,724.0            | (162.1)        |

## CONSOLIDATED CASH FLOW STATEMENT

| €m   | Q1 2015 | Q1 2014 | Var. €m |
|--|---------|---------|---------|
| Operating cash flow                                  | (0.2)   | 23.9    | (24.1)  |
| Income taxes (paid)/reimbursed                       | (7.7)   | (8.8)   | +1.1    |
| Change in operating working capital needs            | 83.9    | 27.1    | +56.8   |
| Net cash generated by/(used in) operating activities | 76.0    | 42.2    | +33.8   |
| Net cash generated by/(used in) investing activities | (2.5)   | 22.8    | (25.3)  |
| Net cash generated by/(used in) financing activities | 0.7     | (0.1)   | +0.8    |
| CHANGE IN CASH POSITION – CONTINUING OPERATIONS      | 74.2    | 64.9    | +9.3    |

## A STILL STRONG FINANCIAL STRUCTURE

€m Net cash\*



# OUTLOOK

### 2015: STABILISATION OF THE MARKET?

- The race for volume seems to reach an end
- The number of channels will not change
- Competition on programming investments is unlikely to let up

- TV remains the favourite medium in France
- Online video will continue to grow
- SVOD will develop slowly

### TELEVISION REMAINS THE KEY MEDIUM FOR ADVERTISERS

### TF1 GROUP: THE ROADMAP IS CLEAR

- TECHNOLOGIES AND DIGITAL MEDIA: OUR KEY STRENGHTS FOR THE FUTURE
- FLEXIBILITY: ONGOING OPTIMISATION OF OUR RESOURCES IS THE TOP PRIORITY
- VALUE CREATION: A PERMANENT OBJECTIVE
- REGULATION: NEW OPPORTUNITIES THAT CAN BE POSITIVE FOR THE FUTURE
- CITIZENSHIP: TF1, THE IDEAL CHANNEL FOR FORGING SOCIAL LINKS

### TF1 - AN ETHICAL, SOCIETAL AND ENVIRONNEMENTAL COMMITMENT REAFFIRMED

#### 2014

- SIGNIFICANT PROGRESS IN GOVERNANCE
  - Ethics, women's advancement, independence, specialised committees
- DIVERSITY PROMOTED IN THE COMPANY AND ON SCREEN
  - Actions of the TF1 corporate Foundation for professional integration
- THE TF1 GROUP: ENGAGED IN EFFORTS ON CLIMATE ISSUES
  - Support to Fondation Nicolas Hulot
  - Wide editorial coverage (Ushuaïa TV, TV news topics...)
- A CSR POLICY WIDELY RECOGNISED BY ALL EXTRA-FINANCIAL INDICES















#### 2015

- PART OF THE FABRIC OF SOCIETY
  - the most balanced and reliable news coverage
  - the most popular programmes
- AN INCLUSIVE BROADCASTER
  - proactive approach to diversity across all our channels
  - 4 channels, offering every type of programme and catering for every taste
- SOCIALLY USEFUL INITIATIVES
  - "job search" days
  - support for good causes
  - a committed player in the 2015 Paris Climate Conference











# APPENDIX

### LANDSCAPE OF DTT MARKET IN FRANCE

TF1 GROUP

STATE-OWNED CHANNELS

M6 GROUP

CANAL+ GROUP

NRJ GROUP

NextRadioTV

OTHERS

FREE DTT































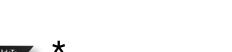






Lagardère











French Parliament

PAY DTT

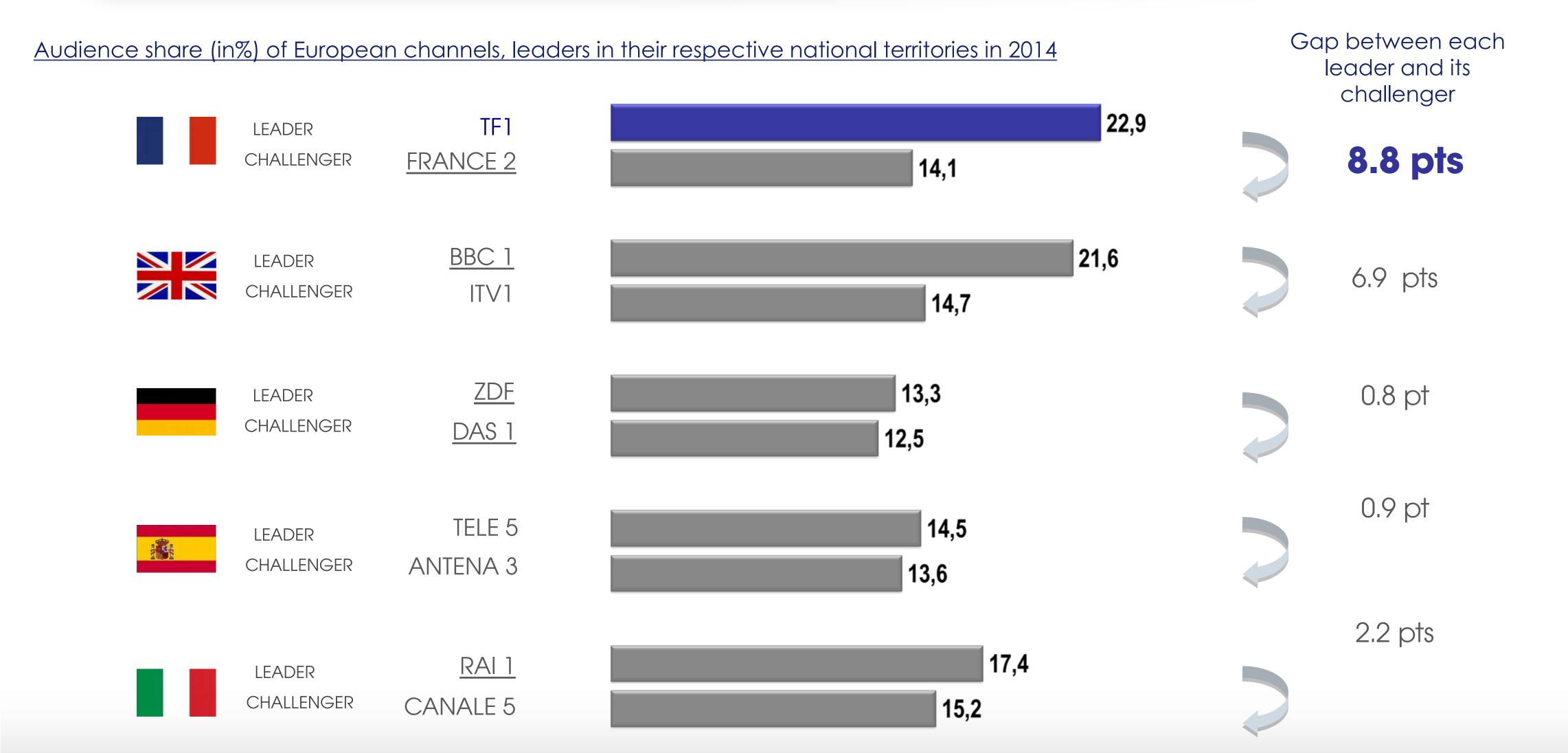






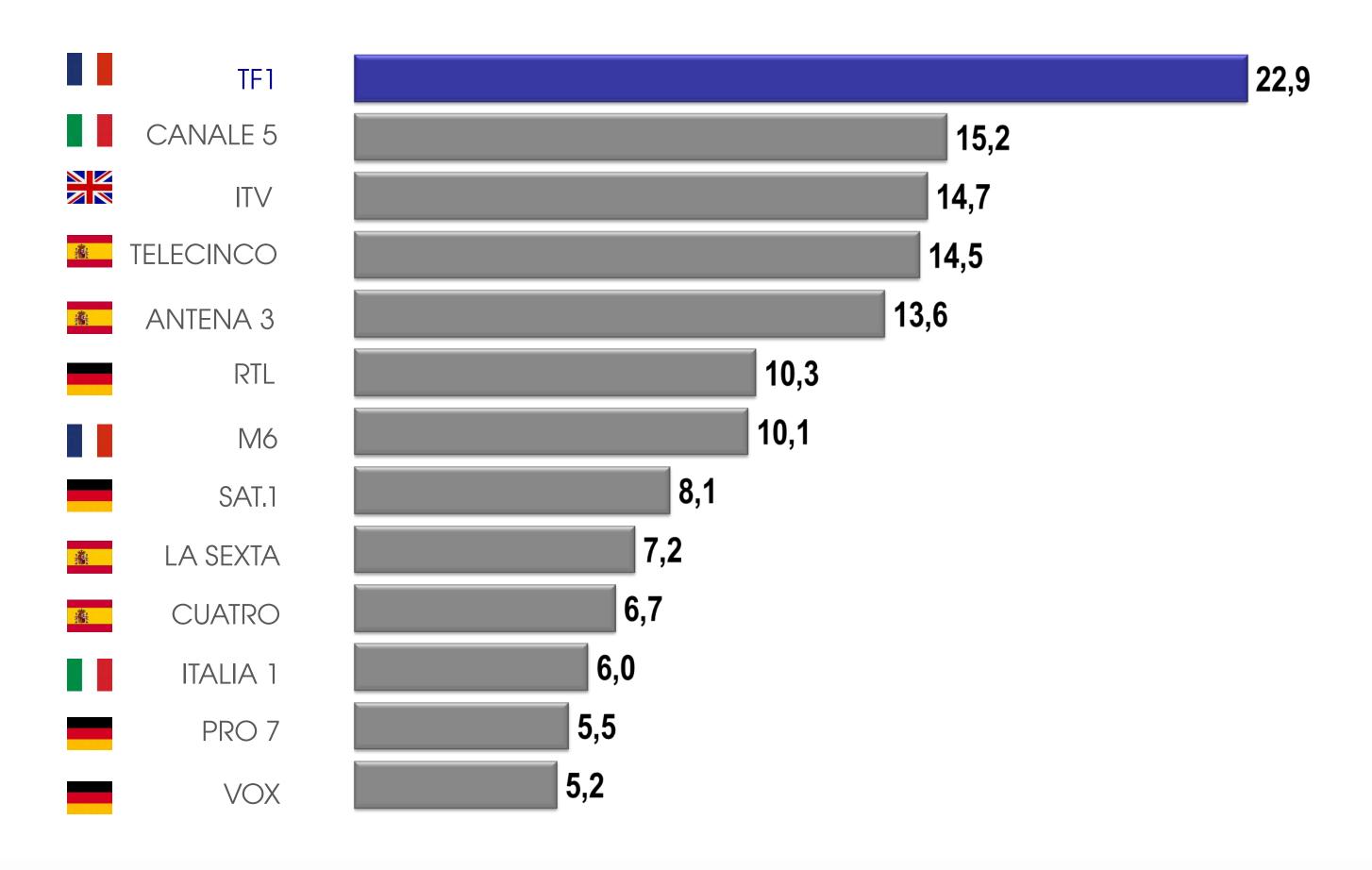
\* Is being acquired by NextRadioTV

## TF1 CHANNEL, A EUROPEAN LEADER (1/2)

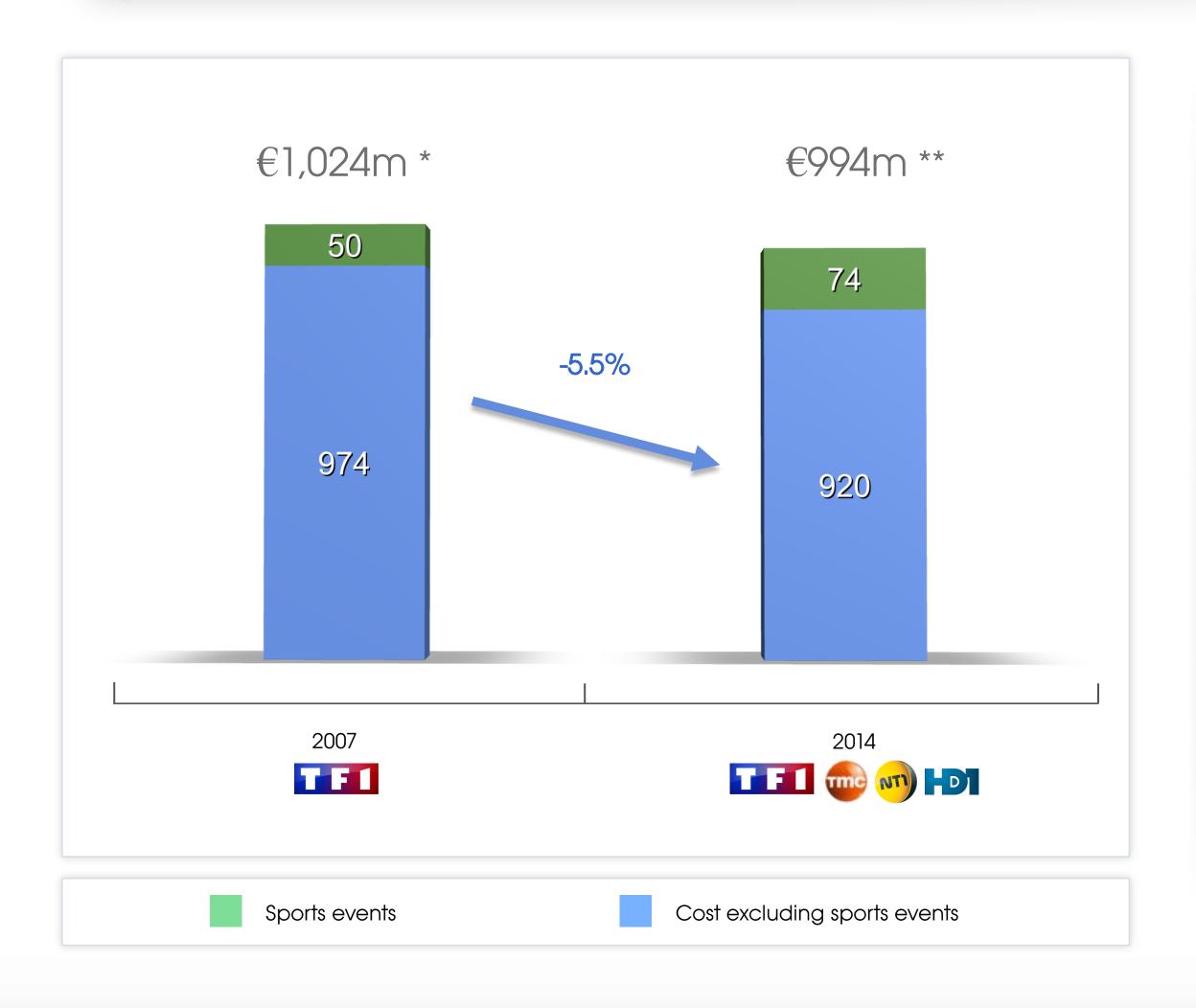


## TF1 CHANNEL, A EUROPEAN LEADER (2/2)

<u>Audience share (in%) of private European channels, leaders in their respective national territories over 2014</u>



## AN OPTIMISED COST OF PROGRAMMES



- Downward renegotiation of sports rights contracts and termination of unprofitable contracts
- Optimisation of programming in accordance with broadcastir requirements
- Initial impact of multi-channel circulation
- Adaptation of programming in accordance with the advertisir and competitive environment
- End of volume deals for entertainment
- Reorganisation of the News Division

<sup>\*</sup> TF1 channel programming costs

<sup>\*\*</sup> TF1 group's cost of programmes

## AN OVERHAULED COST BASE

## SAVINGS THROUGH HIGHER PRODUCTIVITY

|                    | PAYROLL (€m) *       |
|--------------------|----------------------|
| 2011               | 364.5                |
| 2012               | 352.9                |
| 2013               | 352.2                |
| 2014               | 332.4                |
| * Restated for Eur | osport International |



**€28**m

- A strategy initiated in 2011
  - Wage moderation
  - Non-replacement of employees who leave
  - Unification of broadcasting sites



#### SAVINGS OF

**€71**m

- Reduction of travel and representing expenses
- Renegotiation of contracts



<sup>\*</sup> TF1 channel programming costs

<sup>\*\*</sup> TF1 group's cost of programmes

## A CAPACITY FOR BUILDING PARTNERSHIPS

















## REVENUE EVOLUTION

| €m                                   | 2014    | 2013    | Var. €m | Var. (%) |
|--------------------------------------|---------|---------|---------|----------|
| AD. REVENUE - BROADCASTING & CONTENT | 1,560.3 | 1,572.1 | (11.8)  | -0.8%    |
| o/w TV                               | 1,476.7 | 1,488.0 | (11.3)  | -0.8%    |
| o/w Other platforms                  | 83.6    | 84.1    | (0.5)   | -0.6%    |
| AD. REVENUE - PAY-TV                 | 15.2    | 22.2    | (7.0)   | -31.5%   |
| o/w Eurosport group                  | 6.9     | 9.0     | (2.1)   | -23.3%   |
| o/w Theme channels in France         | 8.3     | 13.2    | (4.9)   | -37.1%   |
| GROUP ADVERTISING REVENUE            | 1,575.5 | 1,594.3 | (18.8)  | -1.2%    |
| NON-ADVERTISING REVENUE              | 516.3   | 481.0   | +35.3   | +7.3%    |
| CONSOLIDATED REVENUE                 | 2,091.8 | 2,075.3 | +16.5   | +0.8%    |

## COST OF PROGRAMMES EVOLUTION

| €m                                       | 2014  | 2013  | Var. €m | Var. (%) |
|--|-------|-------|---------|----------|
| TOTAL COST OF PROGRAMMES                 | 994.0 | 946.7 | +47.3   | +5.0%    |
| One-off sporting events                  | 73.7  | -     | +73.7   | n.s.     |
| TOTAL EXCL. ONE-OFF SPORTING EVENTS      | 920.3 | 946.7 | (26.4)  | -2.8%    |
| Entertainment                            | 282.6 | 285.1 | (2.5)   | -0.9%    |
| TV dramas / TV movies / Series / Theatre | 318.1 | 321.9 | (3.8)   | -1.2%    |
| Sports (excl. one-off sporting events)   | 49.9  | 60.4  | (10.5)  | -17.4%   |
| News                                     | 103.3 | 100.8 | +2.5    | +2.5%    |
| Movies                                   | 150.1 | 161.8 | (11.7)  | -7.2%    |
| Youth                                    | 16.3  | 16.7  | (0.4)   | -2.4%    |

## CONSOLIDATED INCOME STATEMENT (1/2)

| €m  | 2014          | 2013          | Var. €m          | Var. (%) |
|---|---------------|---------------|------------------|----------|
| CONSOLIDATED REVENUE                              | 2,091.8       | 2,075.3       | +16.5            | +0.8%    |
| Total cost of programmes                          | (994.0)       | (946.7)       | (47.3)           | +5.0%    |
| Other charges depreciation & amortisation         | (981.3)       | (981.9)       | +0.6             | -0.1%    |
| CURRENT OPERATING PROFIT CURRENT OPERATING MARGIN | 116.5<br>5.6% | 146.7<br>7.1% | (30.2)<br>-1.5pt | -20.6%   |
| Other operating income and expenses               | _             | -             | _                | -        |
| OPERATING PROFIT                                  | 116.5         | 146.7         | (30.2)           | -20.6%   |

## CURRENT OPERATING PROFIT BREAKDOWN

| €m                             | 2014  | 2013  | Var. M€ |
|--------------------------------|-------|-------|---------|
| BROADCASTING & CONTENT         | 51.7  | 101.6 | (49.9)  |
| Broadcasting                   | 36.0  | 92.8  | (56.8)  |
| Content                        | 15.7  | 8.8   | +6.9    |
| CONSUMER PRODUCTS              | 14.8  | 25.3  | (10.5)  |
| TF1 Vidéo                      | 1.0   | 0.8   | +0.2    |
| Téléshopping                   | 3.2   | 14.2  | (11.0)  |
| TF1 Entreprises                | 10.6  | 10.3  | +0.3    |
| PAY TV                         | 1.5   | 3.1   | (1.6)   |
| Eurosport France               | 4.1   | 5.2   | (1.1)   |
| Theme channels in France       | (2.6) | (2.1) | (0.5)   |
| HOLDING AND OTHERS             | 48.5  | 16.7  | +31.8   |
| TOTAL CURRENT OPERATING PROFIT | 116.5 | 146.7 | (30.2)  |

## CONSOLIDATED INCOME STATEMENT(2/2)

| €m   | 2014             | 2013              | Var. €m             | Var. (%)           |
|--|------------------|-------------------|---------------------|--------------------|
| OPERATING PROFIT   | 116.5            | 146.7             | (30.2)              | -20.6%             |
| Cost of net debt   | 1.1              | 0.4               | +0.7                | x2.8               |
| Other financial income and expenses  | 0.3              | 0.8               | (0.5)               | -62.5%             |
| Income tax expense   | (29.8)           | (45.2)            | +15.4               | -34.1%             |
| Share of profits / (losses) of associates                                      | 15.0             | 0.5               | +14.5               | x30.0              |
| NET PROFIT FROM CONTINUING OPERATIONS  | 103.1            | 103.2             | (0.1)               | -0.1%              |
| Post-tax profit from discontinued/held-for-sale operations                     | 315.9            | 48.5              | +267.4              | x6.5               |
| NET PROFIT   | 419.0            | 151.7             | +267.3              | <b>x2.8</b>        |
| NET PROFIT ATTRIBUTABLE TO THE GROUP ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | <b>412.7</b> 6.3 | <b>137.0</b> 14.7 | <b>+275.7</b> (8.4) | <b>x3.0</b> -57.1% |

## CONSOLIDATED BALANCE SHEET

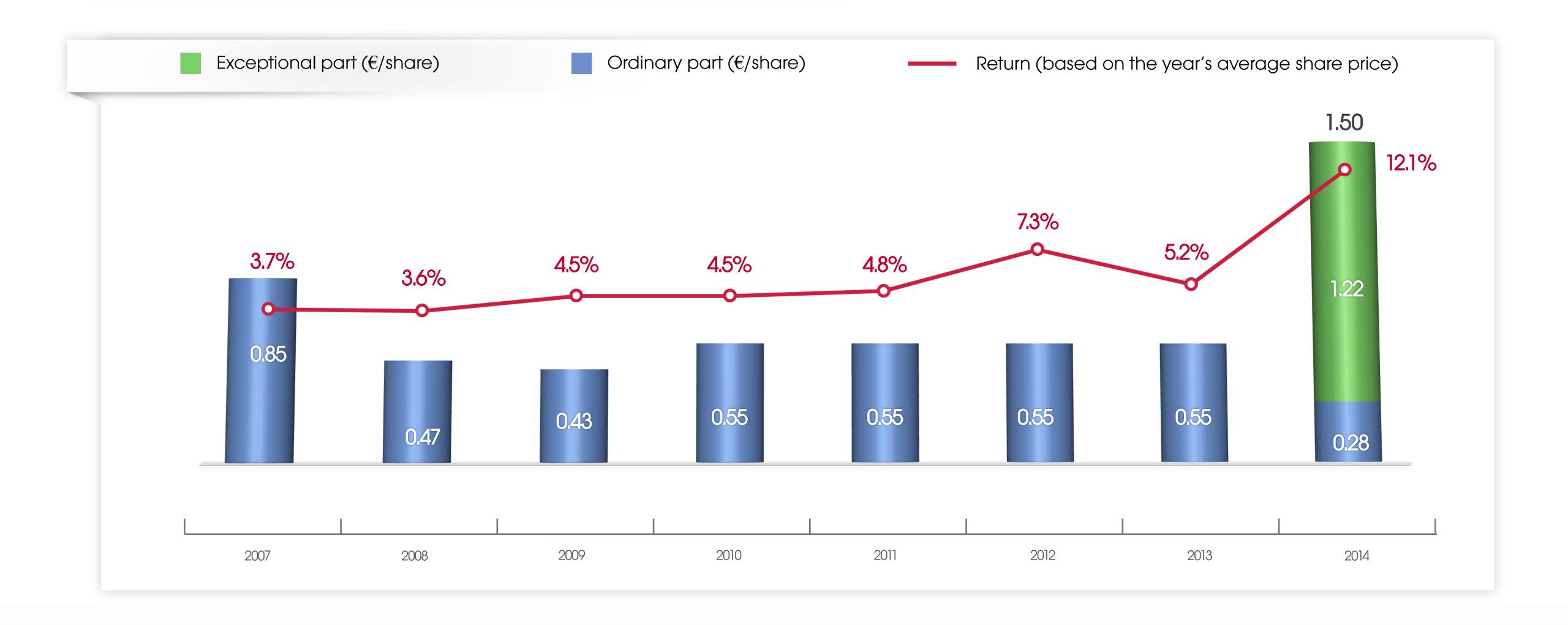
| ASSETS (€m)              | 31 DEC. 14 | 31 DEC. 13 | Var. €m |
|--------------------------|------------|------------|---------|
| Total non-current assets | 1,369.4    | 873.3      | +496.1  |
| Total current assets     | 2,354.6    | 2,126.4    | +228.2  |
| Held-for-sale assets     | _          | 645.6      | (645.6) |
| TOTAL ASSETS             | 3,724.0    | 3,645.3    | +78.7   |

| S | HAREHOLDERS' EQUITY AND LIAB. (€m)              | 31 DEC. 14         | 31 DEC. 13         | Var. €m          |
|---|---|--------------------|--------------------|------------------|
|   | Shareholders' equity of the Group               | 2,039.9<br>2,003.4 | 1,834.2<br>1,703.7 | +205.7<br>+299.7 |
|   | Non-current liabilities                         | 79.9               | 51.2               | +28.7            |
|   | Current liabilities                             | 1,604.2            | 1,594.2            | +10.0            |
|   | Liabilities related to held-for-sale operations | _                  | 165.7              | (165.7)          |
| 1 | OTAL SHARHOLDERS' EQUITY AND LIABILITIES        | 3,724.0            | 3,645.3            | +78.7            |

## CONSOLIDATED CASH FLOW STATEMENT

| €m  | 2014    | 2013    | Var. €m |
|---|---------|---------|---------|
| Operating cash flow   | 127.5   | 178.8   | (51.3)  |
| Income taxes (paid)/reimbursed                                  | (33.1)  | (48.8)  | +15.7   |
| Change in operating working capital needs                       | 12.7    | (70.0)  | +82.7   |
| Net cash generated by/(used in) operating activities            | 107.1   | 60.0    | +47.1   |
| Net cash generated by/(used in) investing activities            | 317.1   | 9.3     | +307.8  |
| Net cash generated by/(used in) financing activities            | (117.1) | (118.1) | +1.0    |
| CHANGE IN CASH POSITION - CONTINUING OPERATIONS                 | 307.1   | (48.8)  | +355.9  |
| CASH POSITION AT BEGINNING OF PERIOD                            | 191.1   | 239.9   | (48.8)  |
| CASH POSITION AT END OF PERIOD                                  | 498.2   | 191.1   | +307.1  |
| CHANGE IN CASH POSITION - DISCONTINUED/HELD-FOR-SALE OPERATIONS | (69.6)  | 55.7    | (125.3) |
| CASH POSITION AT START OF PERIOD                                | 69.6    | 13.9    | +55.7   |
| CASH POSITION AT END OF PERIOD                                  | _       | 69.6    | (69.6)  |

## DIVIDEND PROPOSAL TO THE ANNUAL GENERAL MEETING - 16 APRIL 2015



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