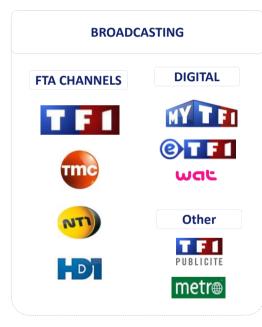


April / May 2013

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.

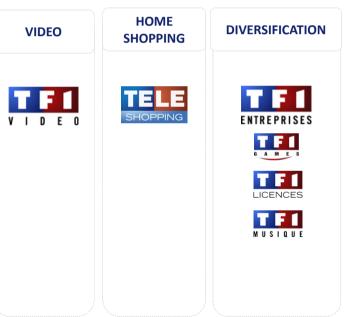


#### **BROADCASTING & CONTENT**





#### **CONSUMER PRODUCTS**



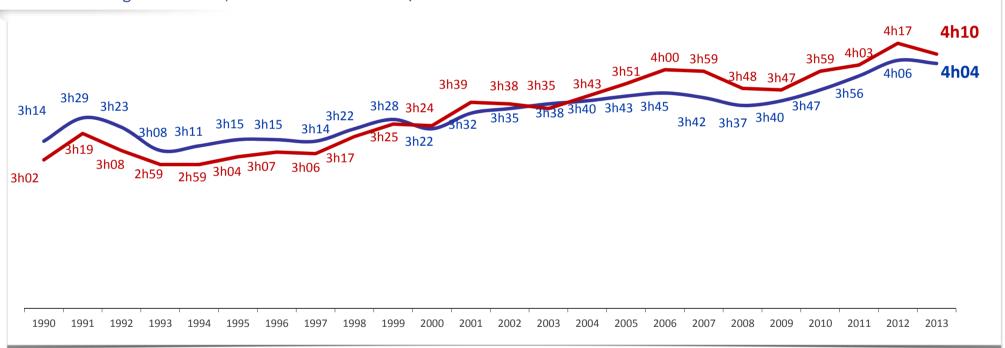
#### **PAY-TV**



### TV CONSUMPTION REMAINS AT A HIGH LEVEL

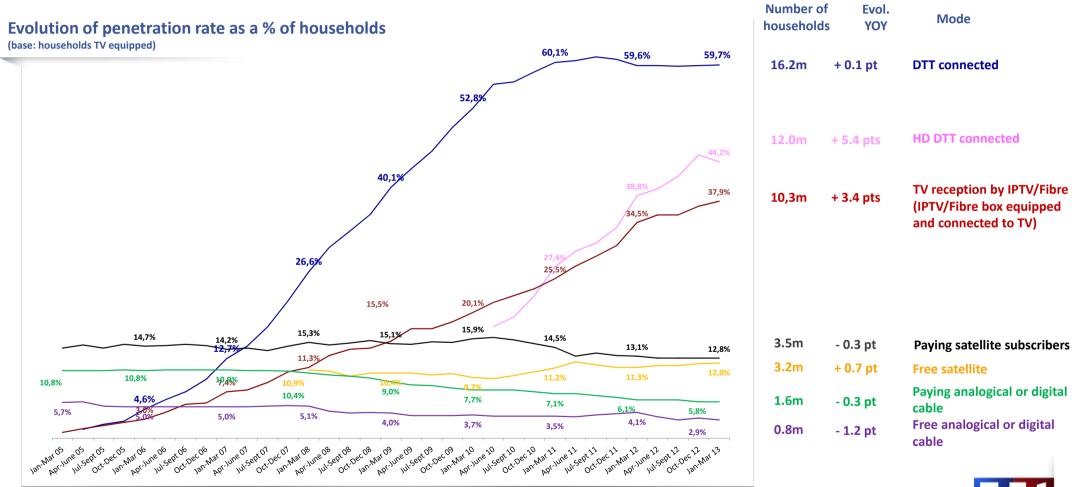
#### **Evolution of TV consumption between Jan-Mar 1990 and Jan-Mar 2013:**

- Women<50 PDM: 4h10, i.e -7' vs Jan-Mar 2012 / -3%
- Individuals aged 4+: 4h04, i.e -2' vs Jan-Mar 2012 / -1%





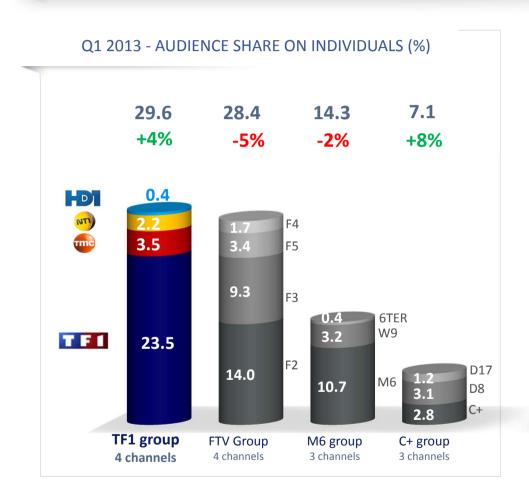
### THE SWITCH-OFF BOOSTS THE FREE DIGITAL NETWORKS

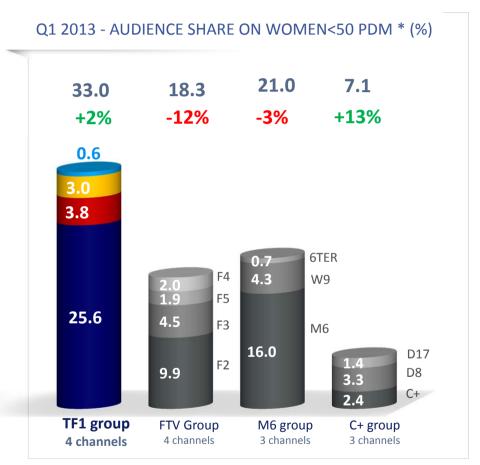


TFI

Source: Médiamétrie / Gfk - Référence des Equipements Multimédias - 2005/2013

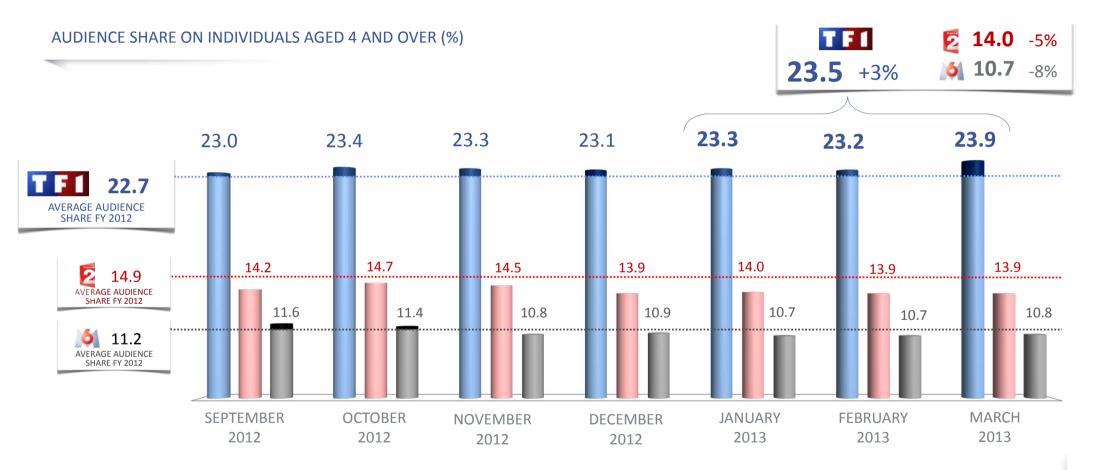
## TF1, THE UNRIVALLED FREE-TO-VIEW LEADER IN FRANCE







## Q1 2013: TF1 CHANNEL INCREASES ITS LEADERSHIP



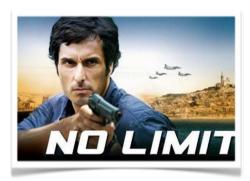
### INNOVATION AT THE HEART OF TF1 PROGRAMMES



### 75% SUCCESS RATE AMONG THE NUMEROUS NEW PROGRAMMES LAUNCHED THIS SEASON, ON ALL DAY-PARTS



up to 7.5 million viewers



up to 7.3 million viewers



up to 6.4 million viewers



up to 2.1 million viewers in Second Time 31% Audience Share on Women<50



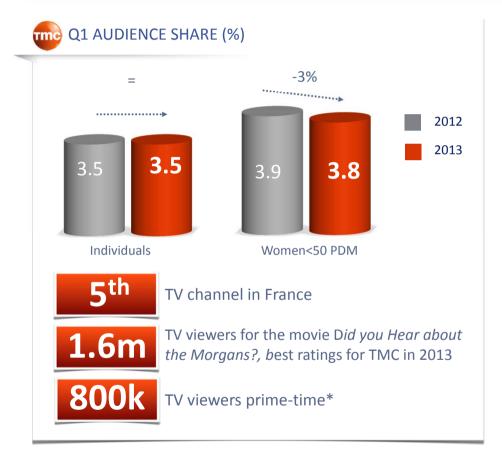
up to 9.0 million viewers

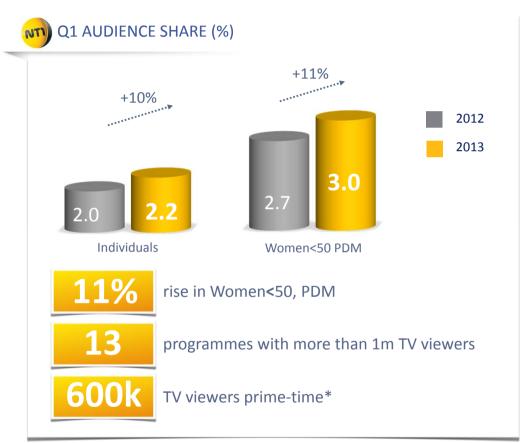






## & M : A COMPLEMENTARY EDITORIAL FIT







## HDI, A PROMISING START

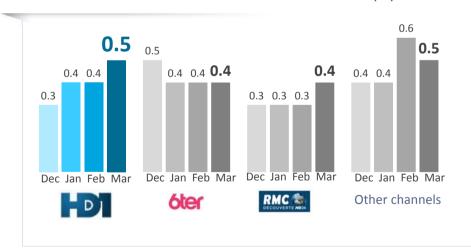
47%

Of the French population receives HD1

124k

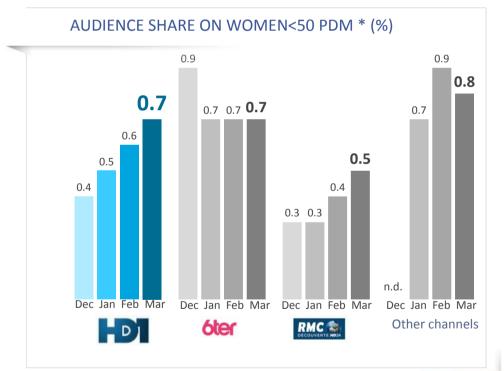
TV viewers prime-time\*

#### **AUDIENCE SHARE ON INDIVIDUALS (%)**

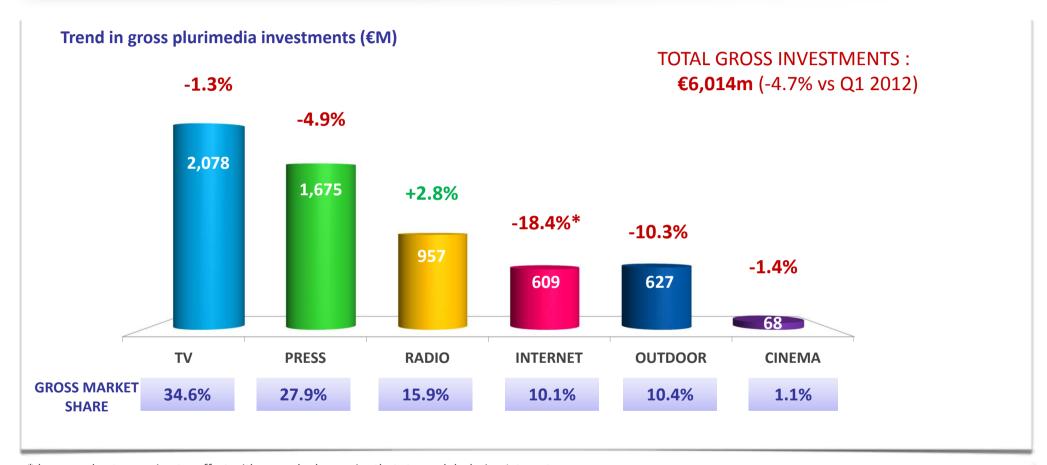


# 435,000 TV viewers for the movie « 36 quai des orfèvres » Audience record for the HD DTT channels





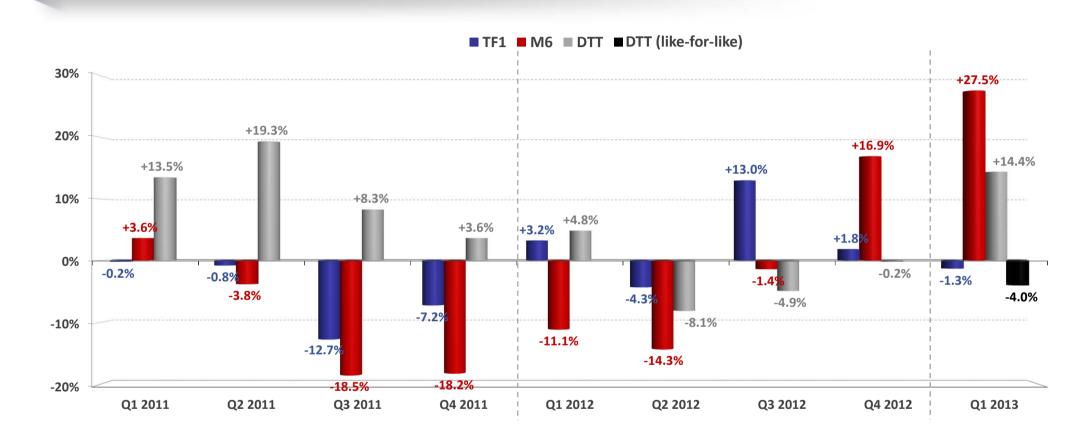
## GROSS PLURIMEDIA INVESTMENTS IN FRANCE IN Q1 2013



<sup>\*</sup>decrease due to a perimeter effect with several ad agencies that stopped declaring Internet revenues



## QUARTERLY TREND IN VOLUME OF ADVERTISING BROADCAST ON TV



### BROADCASTING: DROP IN TV ADVERTISING REVENUE IN Q1 2013

#### BROADCASTING - TV ad revenue evolution



### Very difficult economic context

- Downgrades in GDP growth forecasts
- Unemployment on the rise
- TV advertising budgets under pressure
- Tough negotiations with advertisers

### Intense competition

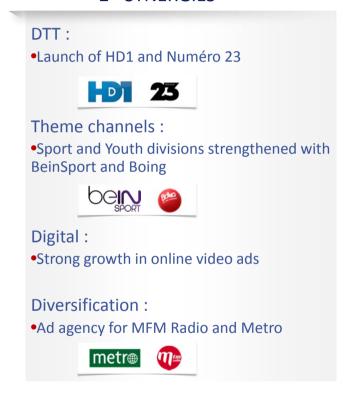
- 6 new HD DTT channels launched in end-2012
  - ✓ Without these new channels, gross advertising investments would have decreased by 2.6% on DTT
- Competitors very aggressive on pricing

### A GLOBAL ADVERTISING STRATEGY TO FACE A COMPLEX EQUATION

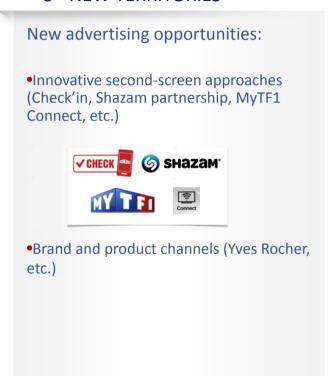
#### 1 - NEW RESOURCES

- Change in ad purchasing behaviour
  - Introduction of MPI (Internalised Media Planning)
  - Launch of LA PLACE MEDIA
- New indicators
  - Development of "GRP QP"
     (Quantities
     Purchased)Implementation of new ad target: "Shoppers"
- Initiatives in TV
  - Increase in segmentation

#### 2 - SYNERGIES



#### 3 - NEW TERRITORIES



### DYNAMIC AD AGENCY IN CONSTANT DEVELOPMENT

### DIGITAL ENHANCES THE TV EXPERIENCE



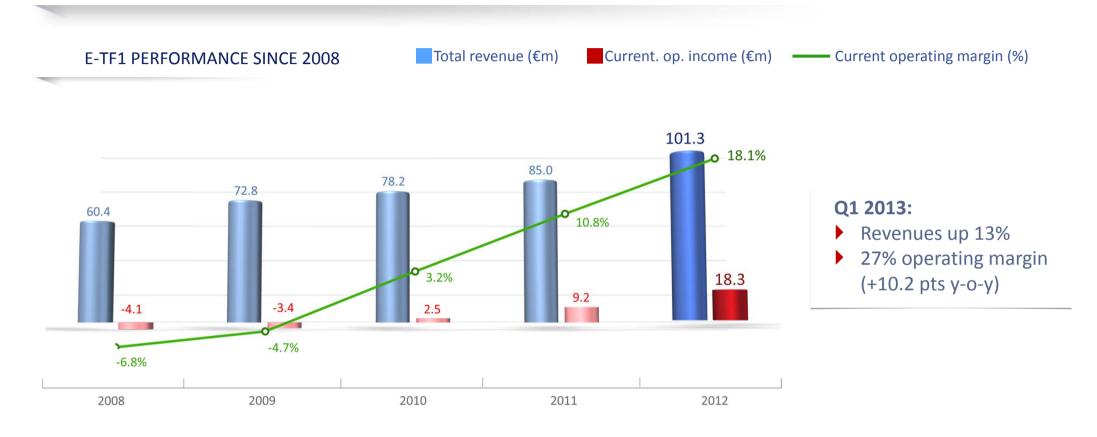






TF1, THE BEST DIGITAL FOOTPRINT ON THE MARKET\*

### DIGITAL: CONTINUED IMPROVEMENT IN FINANCIAL PERFORMANCE



### MODERN AND PROFITABLE



### **DYNAMIC CONSUMER PRODUCTS IN 2012**

#### **TF1 VIDEO**

Revenue: +7.4% / Current operating profit: breakeven

- Successful line-up in 2012
- Double-digit growth in VOD not yet offsetting the decrease of the physical video market
- An activity rationalised notably through a partnership with Paramount









#### **TELESHOPPING**

Revenue: -1.1% / Current operating profit: x2.3

- ▶ Good performance at stores and e-commerce
- Success of the loyalty card program





#### **TF1 ENTREPRISES**

Revenue: +15.2% / Current operating profit: +91.2%

- MUSIC: big success of Les Stentors, Vincent Niclo or the soundtrack of the movie Intouchables.
- ▶ GAMES: 11 board games in the top 100 for 2012 sales (Money Drop, Mille Bornes As du volant, etc.).
- ▶ SHOWS: 1789, les amants de la Bastille >220k spectators in Paris
- LICENSES: Strong success of Hello Kitty, Barbapapa, Collection Tintin



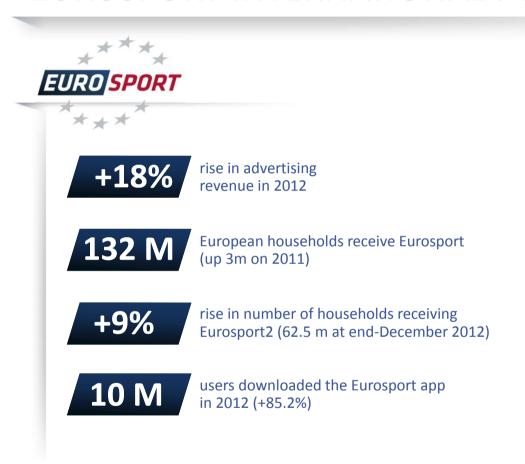




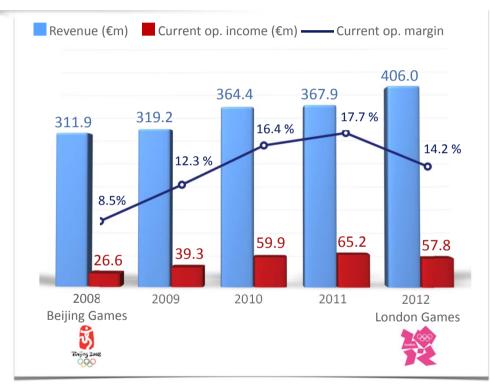




### **EUROSPORT INTERNATIONAL: GROWTH STRATEGY**

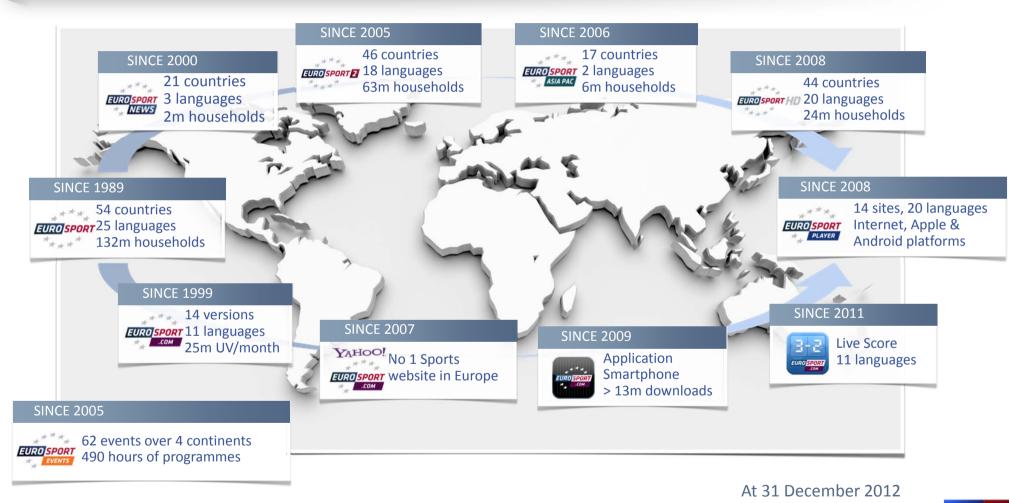


#### **EUROSPORT INTERNATIONAL FINANCIAL PERFORMANCE SINCE 2008**



### **DEVELOPMENT & PROFITABILITY**

### EUROSPORT: FROM A SPORTS TV CHANNEL TO A MULTIMEDIA PLATFORM





### **3** KEY AREAS

## DEVELOPMENT OF EUROSPORT BUSINESS

- Synergies and complementary capabilities in content
- Development opportunities
- Discovery acquires 20% share in Eurosport

## DEVELOP PAY TV CONTENT IN FRANCE

- Create a flagship range of theme channels in France
- Build around the content and brand portfolios of the two groups
- Discovery acquires a 20% share in TV Breizh, Histoire, Ushuaïa TV and Stylía

## DEVELOPMENT OF PRODUCTION ACTIVITIES

- Magazine and documentary programmes of international standing
- Harness the expertise of TF1 Production

## A STRONGER POSITION IN PAY CONTENT PUBLISHING

## FINANCIAL INFORMATION

## TF1 CONSOLIDATED HISTORICAL DATA



## REVENUE CONTRIBUTIONS BY SEGMENT

| €m                                | 2012    | 2011    | Var. €m | Var. % |
|-----------------------------------|---------|---------|---------|--------|
| <b>BROADCASTING &amp; CONTENT</b> | 1,809.3 | 1,858.3 | (49.0)  | -2.6%  |
| Broadcasting                      | 1,737.8 | 1,781.3 | (43.5)  | -2.4%  |
| Content                           | 71.5    | 77.0    | (5.5)   | -7.1%  |
| CONSUMER PRODUCTS                 | 240.3   | 228.1   | +12.2   | +5.3%  |
| TF1 Vidéo                         | 84.1    | 78.3    | +5.8    | +7.4%  |
| Téléshopping                      | 99.3    | 100.4   | (1.1)   | -1.1%  |
| TF1 Entreprises                   | 56.9    | 49.4    | +7.5    | +15.2% |
| PAY-TV                            | 562.7   | 524.9   | +37.8   | +7.2%  |
| Eurosport Group                   | 475.1   | 434.3   | +40.8   | +9.4%  |
| Themes channels in France         | 87.6    | 90.6    | (3.0)   | -3.3%  |
| HOLDING & OTHER                   | 8.3     | 8.4     | (0.1)   | -1.2%  |
| TOTAL REVENUE                     | 2,620.6 | 2,619.7 | +0,9    | =      |

## **ADVERTISING REVENUE EVOLUTION**

| €m                                 | 2012    | 2011    | Var. €m | Var. % |
|------------------------------------|---------|---------|---------|--------|
| Advertising Broadcasting & Content | 1,649.7 | 1,706.5 | (56.8)  | -3.3%  |
| o/w Television                     | 1,566.0 | 1,653.8 | (87.8)  | -5.3%  |
| o/w Other platforms                | 83.7    | 52.7    | +31.0   | +58.8% |
| Advertising Pay-TV                 | 125.8   | 115.0   | +10.8   | +9.4%  |
| o/w Eurosport group                | 98.6    | 85.3    | +13.3   | +15.6% |
| o/w Theme channels in France       | 27.2    | 29.7    | (2.5)   | -8.4%  |
| GROUP ADVERTISING REVENUE          | 1,775.5 | 1,821.5 | (46)    | -2.5%  |
| NON-ADVERTISING REVENUE            | 845.1   | 798.2   | +46,9   | +5.9%  |
| GROUP CONSOLIDATED REVENUE         | 2,620.6 | 2,619.7 | +0,9    | =      |

## **COST OF PROGRAMMES EVOLUTION**

|  | 2012    | 2011  | Var. €m | Var. % |
|--|---------|-------|---------|--------|
| TOTAL COSTS OF PROGRAMMES                              | 1,004.6 | 960.2 | +44.4   | +4.6%  |
| One-off sporting events                                | 24.2    | 24.1  | +0.1    | 0,4%   |
| Total Cost of Programmes excl. one-off sporting events | 980.4   | 936.1 | +44.3   | 4,7%   |
| Entertainment  | 293.6   | 270.8 | +22.8   | 8,4%   |
| TV dramas / TV movies / Series / Theatre               | 313.4   | 295.8 | +17.6   | 5,9%   |
| Sports (excl.one-off sporting events)                  | 101.0   | 108.3 | (7.3)   | -6,7%  |
| News   | 107.9   | 104.2 | +3.7    | 3,6%   |
| Movies   | 147.5   | 139.9 | +7.6    | 5,4%   |
| Youth  | 17.0    | 17.1  | (0.1)   | -0,6%  |

## CONSOLIDATED INCOME STATEMENT (1/2)

| €m  | 2012              | 2011               | Var. €m                 | Var. % |
|---|-------------------|--------------------|-------------------------|--------|
| CONSOLIDATED REVENUE  | 2,620.6           | 2,619.7            | +0.9                    | +0.0%  |
| Total costs of programmes                                     | (1,004.6)         | (960.2)            | (44.4)                  | +4.6%  |
| Total other charges   | (1,273.5)         | (1,268.3)          | (5,2)                   | +0,4%  |
| Depreciation and amortisation, Provision and impairment (net) | (84.4)            | (108.3)            | +23.9                   | -22.1% |
| CURRENT OPERATING PROFIT CURRENT OPERATING MARGIN             | <b>258.1</b> 9.8% | <b>282.9</b> 10.8% | <b>(24.8)</b><br>-1.0pt | -8.8%  |
| Other operating income and expenses                           | (47.7)            | -                  | (47.7)                  | na     |
| OPERATING PROFIT  | 210.4             | 282.9              | (72.5)                  | -25.6% |

## CONSOLIDATED INCOME STATEMENT (2/2)

| €m  | 2012   | 2011   | Var. €m | Var. % |
|---|--------|--------|---------|--------|
| OPERATING PROFIT                          | 210.4  | 282.9  | -72.5   | -25.6% |
| Cost of net debt                          | -      | 0.5    | -0.5    | na     |
| Other financial income and expenses       | 5.8    | 5.1    | +0.7    | +13.7% |
| Income tax expense                        | (70.5) | (88.7) | +18.2   | -20.5% |
| Share of profits / (losses) of associates | (6.4)  | (13.7) | +7.3    | -53.3% |
| NET PROFIT                                | 139.3  | 186.1  | -46.8   | -25.1% |
| NET PROFIT ATTRIBUTABLE TO THE GROUP      | 136.0  | 182.7  | -46.7   | -25.6% |
| ATTRIBUTABLE TO MINORITY INTERESTS        | 3.3    | 3.4    | -0.1    | -2.9%  |

## **CURRENT OPERATING PROFIT CONTRIBUTIONS BY SEGMENT**

| €m                        | 2012  | 2011   | Var. €m |
|---------------------------|-------|--------|---------|
| BROADCASTING & CONTENT    | 160.1 | 210.2  | (50.1)  |
| Broadcasting              | 154.9 | 234.2  | (79.3)  |
| Content                   | 5.2   | (24.0) | +29.2   |
| CONSUMER PRODUCTS         | 18.0  | (3.1)  | +21.1   |
| TF1 Vidéo                 | 0.3   | (11.7) | 12.0    |
| Téléshopping              | 6.8   | +2.9   | 3.9     |
| TF1 Entreprises           | 10,9  | +5.7   | 5.2     |
| PAY-TV                    | 64.3  | 73.2   | (8,9)   |
| Eurosport Group           | 63.6  | 68.8   | (5.2)   |
| Themes channels in France | 0.7   | 4.4    | (3.7)   |
| HOLDING AND OTHERS        | 15.7  | 2.6    | +13.1   |
| TOTAL CURRENT OP. PROFIT  | 258.1 | 282.9  | (24.8)  |

### PHASE II OF THE OPTIMISATION PLAN: CALENDAR



### **ONGOING ADAPTATION OF BUSINESS MODEL**

## **CONSOLIDATED BALANCE SHEET**

| ASSETS (€m)              | 31 DEC. 2012 | 31 DEC. 2011 | Var. €m |
|--------------------------|--------------|--------------|---------|
| Total non-current assets | 1,408.4      | 1,421.8      | -13.4   |
| Total current assets     | 2,209.4      | 1,932.6      | +276.8  |
| TOTAL ASSETS             | 3,617.8      | 3,354.4      | +263.4  |

| SHAREHOLDERS' EQUITY AND LIAB. (€m)                     | 31 DEC. 2012 | 31 DEC. 2011 | Var. €m |
|---|--------------|--------------|---------|
| Shareholder's equity                                    | 1,801.8      | 1,587.2      | +214.6  |
| of which shareholder's equity attributable to the Group | 1,684.8      | 1,575.1      | +109.7  |
| Non-current liabilities                                 | 62.7         | 67.9         | -5.2    |
| Current liabilities                                     | 1,753.3      | 1,699.3      | +54.0   |
| TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES              | 3,617.8      | 3,354.4      | +263.4  |
| NET CASH (+) / DEBT (-)                                 | 236.3        | (40.6)       | +276.9  |

## CONSOLIDATED CASH FLOW STATEMENT

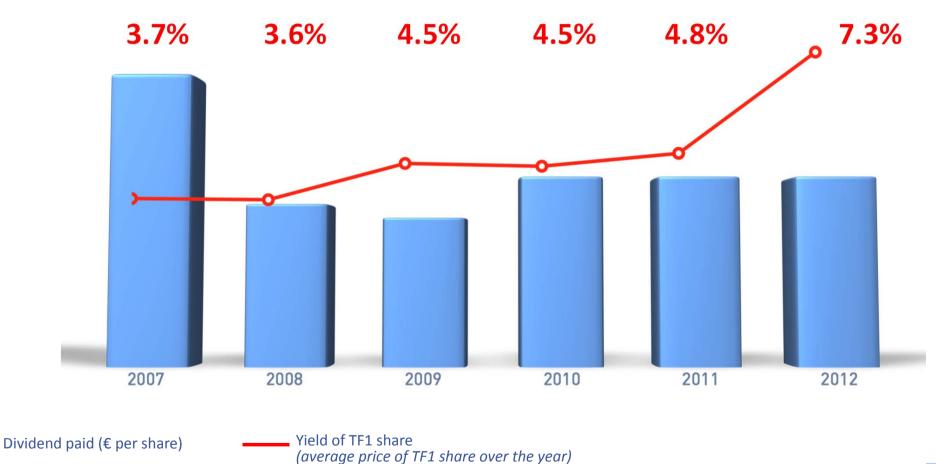
| €m   | 2012    | 2011    | Var. €m |
|--|---------|---------|---------|
| Operating cash flow                                  | 277.0   | 346.4   | -69.4   |
| Income taxes (paid)/reimbursed                       | (102.1) | (73.2)  | -28.9   |
| Change in operating working capital needs            | 87.6    | (82.1)  | +169.7  |
| Net cash generated by/(used in) operating activities | 262.5   | 191.1   | +71.4   |
| Net cash generated by/(used in) investing activities | (58.6)  | (94.7)  | +36.1   |
| Net cash generated by/(used in) financing activities | 68.7    | (151.6) | +220.3  |
| CHANGE IN CASH POSITION                              | 272.6   | (55.2)  | +327.8  |
| CASH POSITION AT BEGINNING OF PERIOD                 | (18.2)  | 37.0    | -55.2   |
| CASH POSITION AT END OF PERIOD                       | 254.4   | (18.2)  | +272.6  |



## A HEALTHY BALANCE SHEET



### **DIVIDEND & YIELD**



## **OUTLOOK**

### **2013 OUTLOOK**

| €m                   | 2012  | 2013  | Var. |
|----------------------|-------|-------|------|
| Consolidated revenue | 2,621 | 2,500 | -5%  |

- In a deeply unsettled economic environment, with no clear sign of recovery, the Group has decided to:
  - Accelerate the execution of phase II of the optimisation plan,
  - Implement new measures designed to generate further savings in 2013.
- ▶ The Group remains fully committed to consolidating its business model and to developing its business activities.

### OUR ROADMAP FOR 2013-2014

BUILD A NEW FREEVIEW OFFER MODEL

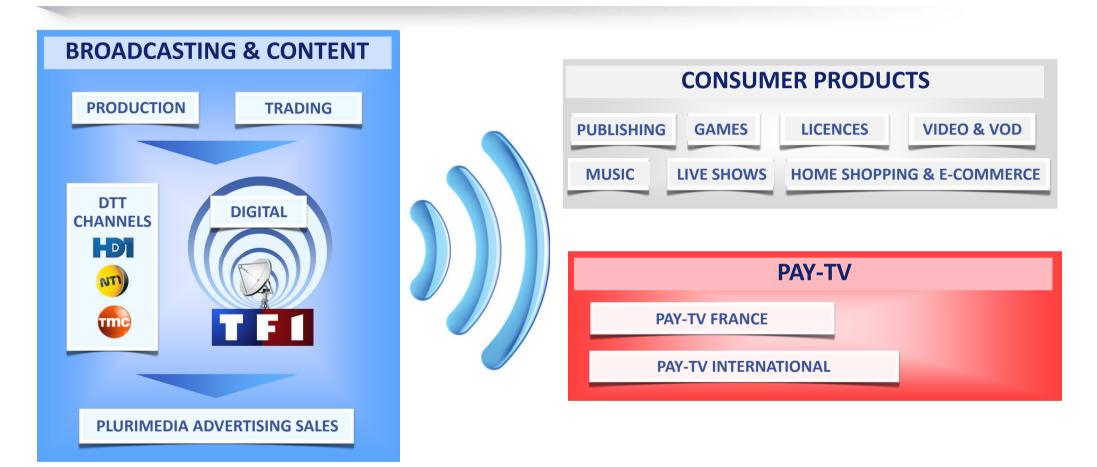
GROW THE CONSUMER OFFER

STRENGTHEN THE PAY OFFER

SHARPEN
COMPETITIVE EDGE

**OBJECTIVE: IMPROVING OUR COMPETITIVENESS** 

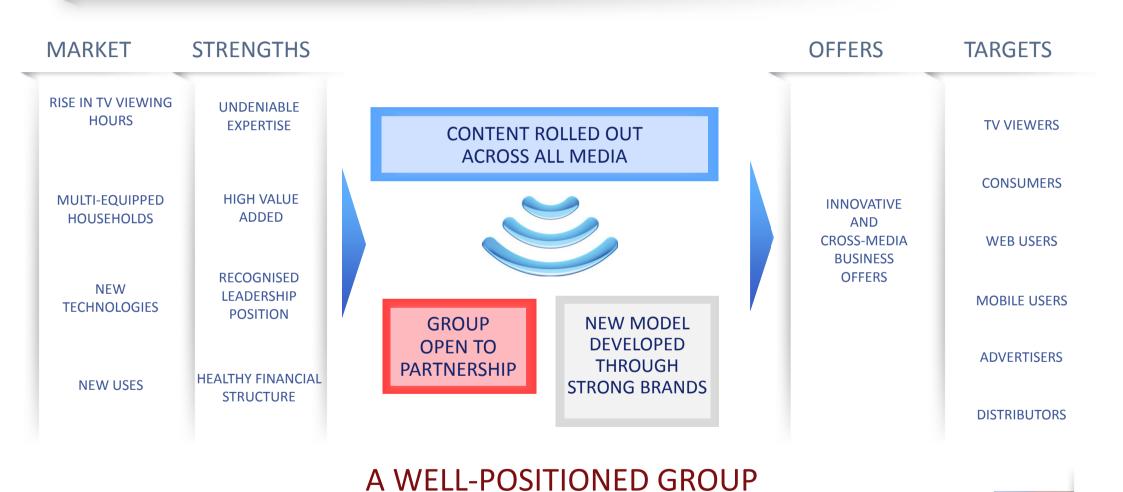
#### 2007 – 2015 STRATEGY: ADAPTING OUR ORGANISATIONAL STRUCTURE



THREE SEGMENTS WORKING IN SYNERGY

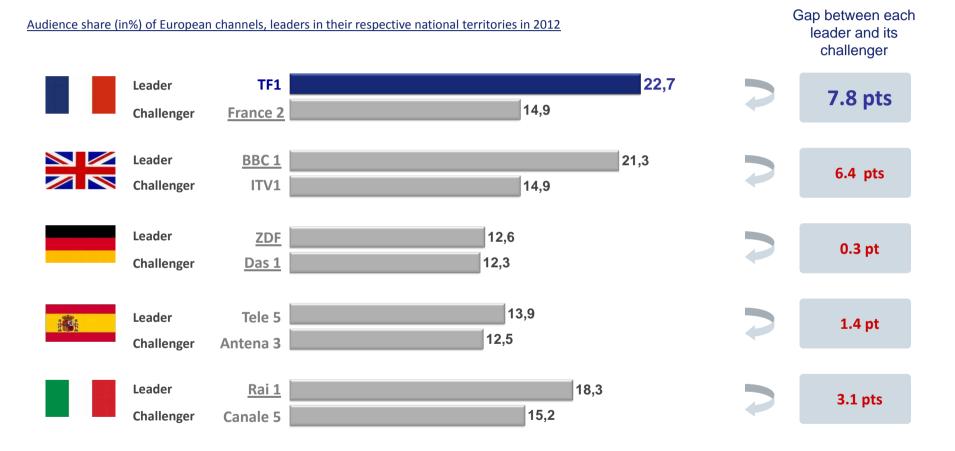


### UNLOCKING SYNERGIES IN ACTIVITY CENTRES

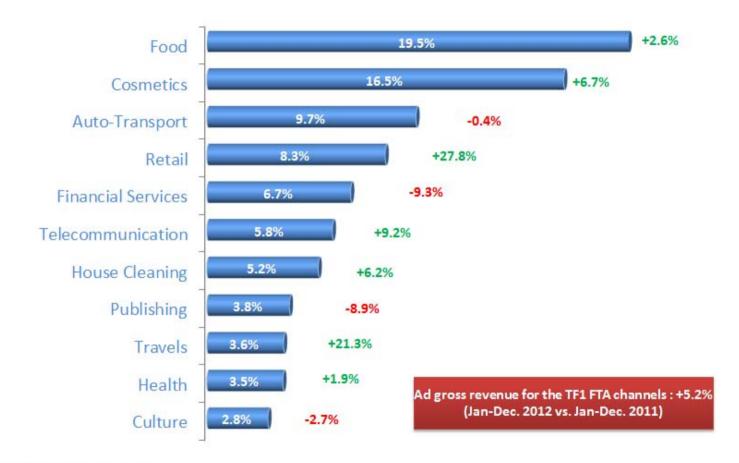


# **APPENDIX**

## TF1 CHANNEL, A EUROPEAN LEADER

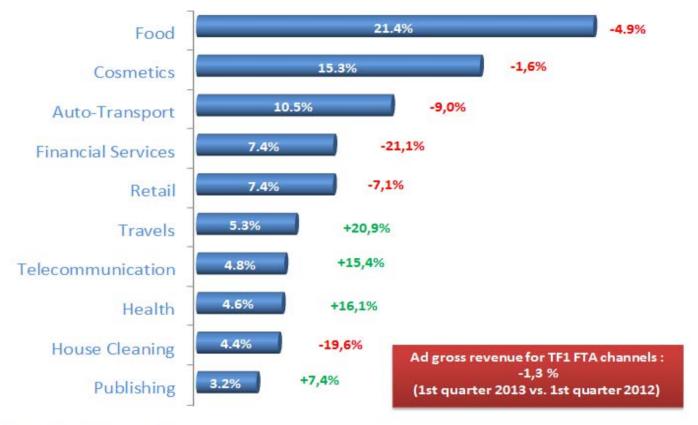


### **EVOLUTION OF THE ADVERTISING SECTORS IN 2012**



Source: Kantar Media Dec 2012 vs. Dec 2011

## **EVOLUTION OF THE ADVERTISING SECTORS IN Q1 2013**



Source: Kantar Media Jan - March 2013 vs. Jan - March 2012

### **EUROSPORT & DISCOVERY : NUMEROUS SYNERGIES**

#### **DISTRIBUTION**

DISCOVERY

- JV created in January 2013
- Aim: improved shared proposal for a global offer



**SYNERGIES AND GROWTH** 

#### **ADVERTISING**

- Eurosport: pan-European advertising expertise
- Discovery: strong know-how in local advertising
- Pooled marketing



TAKE ADVANTAGE OF MAJOR COMPLEMENTARITIES

#### DEVELOPMENT

- New territories to be targeted
- New rights to be negotiated



GROWTH, IN THE CONTINUITY
OF EUROSPORT STRATEGY

A PROMISING PARTNERSHIP



## Q1 2013 - CONSOLIDATED REVENUE BREAKDOWN

| €m                                | Q1 2013 | Q1 2012 | Var. €m | Var. % |
|-----------------------------------|---------|---------|---------|--------|
| <b>BROADCASTING &amp; CONTENT</b> | 386.1   | 435.8   | (49.7)  | -11.4% |
| Broadcasting                      | 374.4   | 420.1   | (45.7)  | -10.9% |
| Content                           | 11.7    | 15.7    | (4.0)   | -25.5% |
| CONSUMER PRODUCTS                 | 54.2    | 67.2    | (13.0)  | -19.3% |
| TF1 Vidéo                         | 16.5    | 29.2    | (12.7)  | -43.5% |
| Téléshopping                      | 28.1    | 30.5    | (2.4)   | -7.9%  |
| TF1 Entreprises                   | 9.6     | 7.5     | +2.1    | +28,0% |
| PAY-TV                            | 123.1   | 123.5   | (0.4)   | -0.3%  |
| Eurosport Group                   | 103.7   | 101.9   | +1.8    | +1.8%  |
| Themes channels in France         | 19.4    | 21.6    | (2.2)   | -10.2% |
| HOLDING & OTHER                   | 2.2     | 2.1     | +0.1    | +4.8%  |
| TOTAL REVENUE                     | 565.6   | 628.6   | (63.0)  | -10.0% |

# Q1 2013 - ADVERTISING REVENUE

| €m                                 | Q1 2013 | Q1 2012 | Var. €m | Var. % |
|------------------------------------|---------|---------|---------|--------|
| Advertising Broadcasting & Content | 350.1   | 399.7   | (49.6)  | -12.4% |
| o/w Television                     | 331.8   | 381.2   | (49.4)  | -13.0% |
| o/w Other platforms                | 18.3    | 18.5    | (0.2)   | -1.1%  |
| Advertising Pay-TV                 | 18.6    | 19.5    | (0.9)   | -4.6%  |
| o/w Eurosport group                | 14.5    | 12.8    | +1.7    | +13.3% |
| o/w Theme channels in France       | 4.1     | 6.7     | (2.6)   | -38.8% |
| GROUP ADVERTISING REVENUE          | 368.7   | 419.2   | (50.5)  | -12.0% |
| NON-ADVERTISING REVENUE            | 196.9   | 209.4   | (12.5)  | -6.0%  |
| GROUP CONSOLIDATED REVENUE         | 565.6   | 628.6   | (63.0)  | -10.0% |

# Q1 2013 - COST OF PROGRAMMES EVOLUTION

|  | Q1 2013 | Q1 2012 | Var. €m | Var. % |
|--|---------|---------|---------|--------|
| TOTAL COSTS OF PROGRAMMES                              | 258.2   | 259.0   | (8.0)   | -0.3%  |
| One-off sporting events                                | -       | _       | -       | -      |
| Total Cost of Programmes excl. one-off sporting events | 258.2   | 259.0   | (0.8)   | -0.3 % |
| Entertainment  | 74.8    | 77.2    | (2.4)   | -3.1%  |
| TV dramas / TV movies / Series / Theatre               | 93.0    | 97.7    | (4.7)   | -4.8%  |
| Sports (excl.one-off sporting events)                  | 16.0    | 14.9    | +1.1    | +7.4%  |
| News   | 26.6    | 28.4    | (1.8)   | -6.3%  |
| Movies   | 42.5    | 36.1    | +6.4    | +17.7% |
| Youth  | 5.3     | 4.6     | +0.7    | +15.2% |

# Q1 2013 - CONSOLIDATED INCOME STATEMENT (1/2)

| €m  | Q1 2013      | Q1 2012         | Var. €m | Var. %  |
|---|--------------|-----------------|---------|---------|
| CONSOLIDATED REVENUE  | 565.6        | 628.6           | (63.0)  | -10.0%  |
| Total costs of programmes                                     | (258.2)      | (259.0)         | +0.8    | -0.3%   |
| Total other charges   | (306.8)      | (286.3)         | (20.5)  | +7.2%   |
| Depreciation and amortisation, Provision and impairment (net) | (16.3)       | (27.3)          | +11.0   | -40.0 % |
| CURRENT OPERATING PROFIT CURRENT OPERATING MARGIN             | (15.7)<br>na | 56.0<br>8.9 pts | (71.7)  | na      |
| Other operating income and expenses                           | -            | -               | -       | _       |
| OPERATING PROFIT  | (15.7)       | 56.0            | (71.7)  | na      |

# Q1 2013 - CONSOLIDATED INCOME STATEMENT (2/2)

| Q1 2013 | Q1 2012                         | Var. €m   | Var. %   |
|---------|---------------------------------|---|--|
| (15.7)  | 56.0                            | (71.7)  | na   |
| 0.1     | 0.1                             | +0.0  | +0.0%  |
| (0.4)   | (0.7)                           | +0.3  | -42.9%   |
| 11.4    | (19.5)                          | +30.9   | Na   |
| 0.1     | 0.5                             | (0.4)   | -80.0%   |
| (4.5)   | 36.4                            | (40.9)  | Na   |
| (6.3)   | 35.2                            | (41.5)  | na<br>+50.0%   |
|         | (15.7) 0.1 (0.4) 11.4 0.1 (4.5) | (15.7) 56.0<br>0.1 0.1<br>(0.4) (0.7)<br>11.4 (19.5)<br>0.1 0.5<br>(4.5) 36.4<br>(6.3) 35.2 | (15.7)     56.0     (71.7)       0.1     0.1     +0.0       (0.4)     (0.7)     +0.3       11.4     (19.5)     +30.9       0.1     0.5     (0.4)       (4.5)     36.4     (40.9) |

## Q1 2013 - CURRENT OPERATING PROFIT BREAKDOWN

| €m                                    | Q1 2013 | Q1 2012 | Var. €m | Var. % |
|---------------------------------------|---------|---------|---------|--------|
| BROADCASTING & CONTENT                | (25.9)  | 38.3    | (64.2)  | na     |
| Broadcasting                          | (26.6)  | 35.0    | (61.6)  | na     |
| Content                               | 0,7     | 3.3     | (2.6)   | -78.8% |
| CONSUMER PRODUCTS                     | 2.9     | 10.4    | (7.5)   | -72.1% |
| TF1 Vidéo                             | 1.4     | 7.8     | (6.4)   | -82.1% |
| Téléshopping                          | 0.9     | 2.2     | (1.3)   | -59.1% |
| TF1 Entreprises                       | 0.6     | 0.4     | +0.2    | +50.0% |
| PAY-TV                                | 3.0     | 3.5     | (0.5)   | -14.3% |
| Eurosport Group                       | 3.1     | 4.2     | (1.1)   | -26.2% |
| Themes channels in France             | (0.1)   | (0.7)   | +0.6    | +85.7% |
| HOLDING AND OTHERS                    | 4.3     | 3.8     | +0.5    | +13.2% |
| TOTAL CONSOLIDATED CURRENT OP. INCOME | (15.7)  | 56.0    | (71.7)  | na     |

# Q1 2013 - CONSOLIDATED BALANCE SHEET

| Assets (€m)              | 31 march 2013 | 31 dec. 2012 | Var. €m |
|--------------------------|---------------|--------------|---------|
| Total non-current assets | 1,403.3       | 1,408.4      | (5.1)   |
| Total current assets     | 2,105.8       | 2,209.4      | (103.6) |
| Total Assets             | 3,509.1       | 3,617.8      | (108.7) |

| SHAREHOLDERS' EQUITY AND LIAB. (€m)                                     | 31 march 2013      | 31 dec. 2012       | Var. €m        |
|---|--------------------|--------------------|----------------|
| Shareholder's equity o/w shareholder's equity attributable to the Group | 1,795.0<br>1,676.2 | 1,801.8<br>1,684.8 | (6.8)<br>(8.6) |
| Non-current liabilities   | 61.8               | 62.7               | (0.9)          |
| Current liabilities   | 1,652.3            | 1,753.3            | (101.0)        |
| TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES                              | 3,509.1            | 3,617.8            | (108.7)        |
| Net cash (+) / Debt (-)   | +249.1             | +236.3             | +12.8          |

## Q1 2013 - CONSOLIDATED CASH FLOW STATEMENT

| €m   | Q1 2013 | Q1 2012 | Var. €m |
|--|---------|---------|---------|
| Operating cash flow                                  | (1.8)   | 72.3    | -74.1   |
| Income taxes (paid)/reimbursed                       | (37.8)  | (24.3)  | -13.5   |
| Change in operating working capital needs            | 68.2    | 37.7    | +30.5   |
| Net cash generated by/(used in) operating activities | 28.6    | 85.7    | -57.1   |
| Net cash generated by/(used in) investing activities | (12.2)  | (8.4)   | -3.8    |
| Net cash generated by/(used in) financing activities | (6.4)   | (2.1)   | -4.3    |
| Change in cash position                              | 10.0    | 75.2    | -65.2   |
| Cash position at beginning of period                 | 254.4   | (18.2)  | +272.6  |
| Cash position at end of period                       | 264.4   | 57.0    | +207.4  |



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