

The Netherlands Road Show

October 10th, 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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Summary



- **An ongoing interest for TV**
- **TF1 leading positions**
- **Optimistic outlooks for TF1**

Appendix

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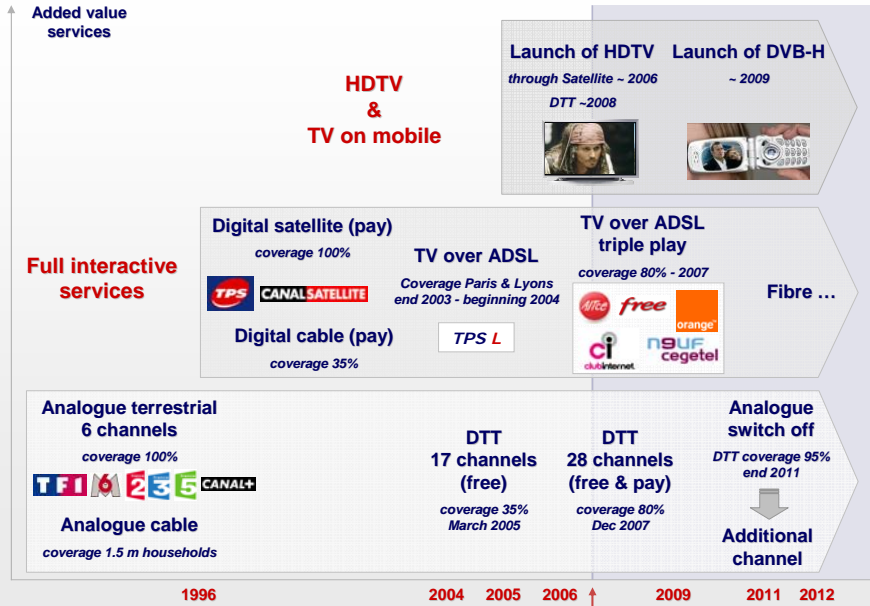


An ongoing interest for TV

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A more and more competitive environment

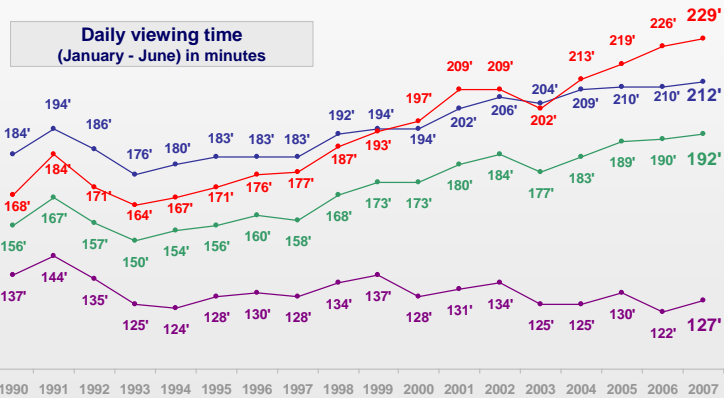


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Still growing TV consumption on main targets



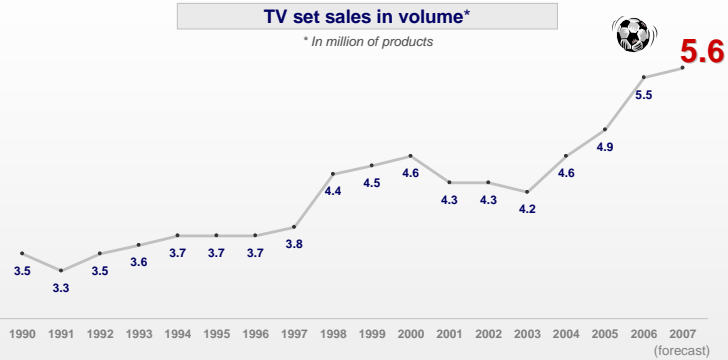
Ind 4 years or + **3h32** Women < 50 **3h49** 15 - 49 years **3h12** 15 - 24 years **2h07**



Source : Médiamétrie - Médiamat

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TV set market: an ongoing growth of sales speeding up since 2003



TV equipment expenses of French people
+ 60% over 5 years

* Source : GfK

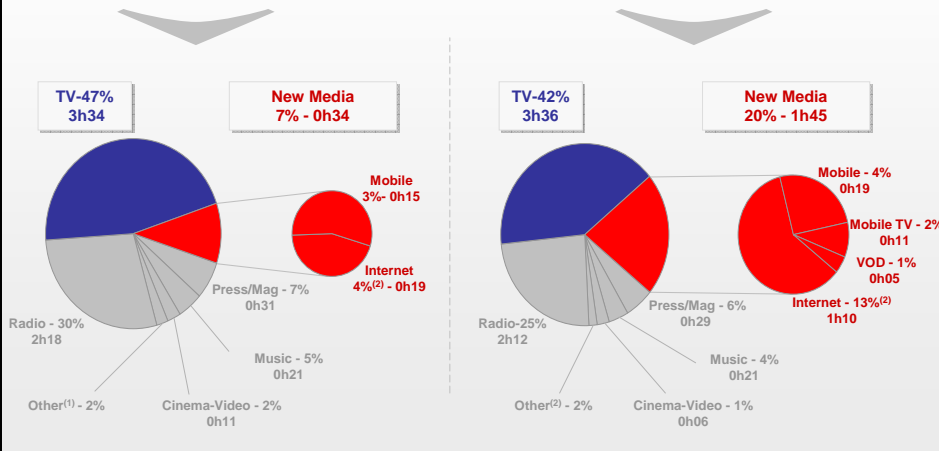
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The development of new media is not made at the expense of TV consumption



2006 = **7h40** of media consumption → 2012 estimated = **8h40** of media consumption



Daily media consumption in France in 2006 and 2012 estimated (Base : 15 years or +), except for TV based on 4 years or + on H1 2007
non multimedia data - (1) mainly : seasonal video games - (2) at work and at home, Internet uses included
Sources : Médiamétrie, IPSOS, Credoc, analysis DSIT / eTF1

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TV: the only mass media in France



Above

40 million

Individuals 4+ watch  every day !

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Source : Médiamétrie H1 2007 – individuals aged 4 and above

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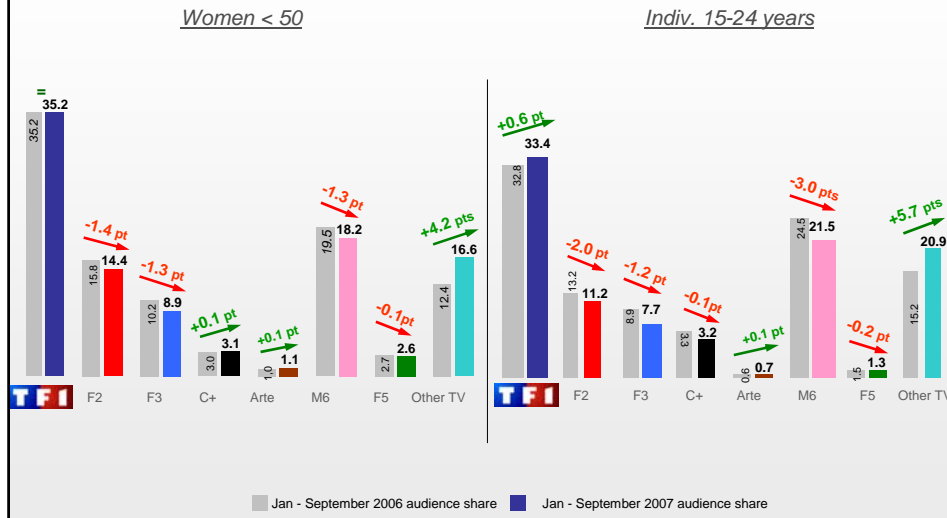
TF1 Group's leading positions

**Audience
Advertising
Media Global Strategy**

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TF1: an unchallenged leadership



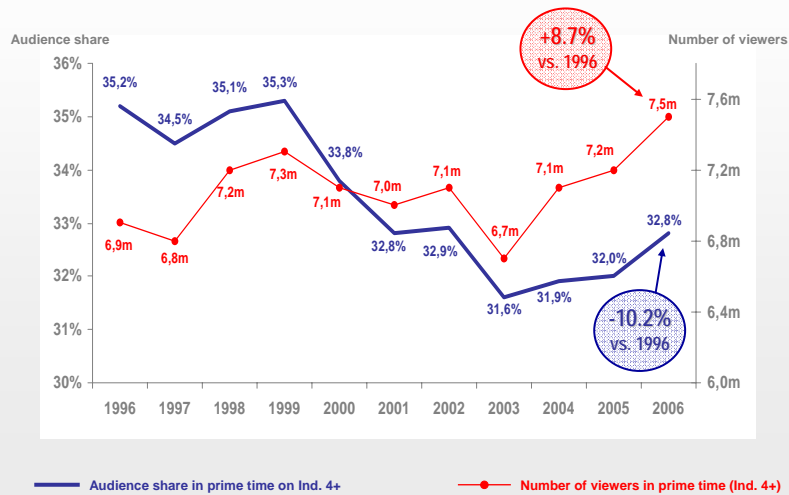
Source : Médiamétrie - Médiamat

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A growing audience in a more and more fragmented market

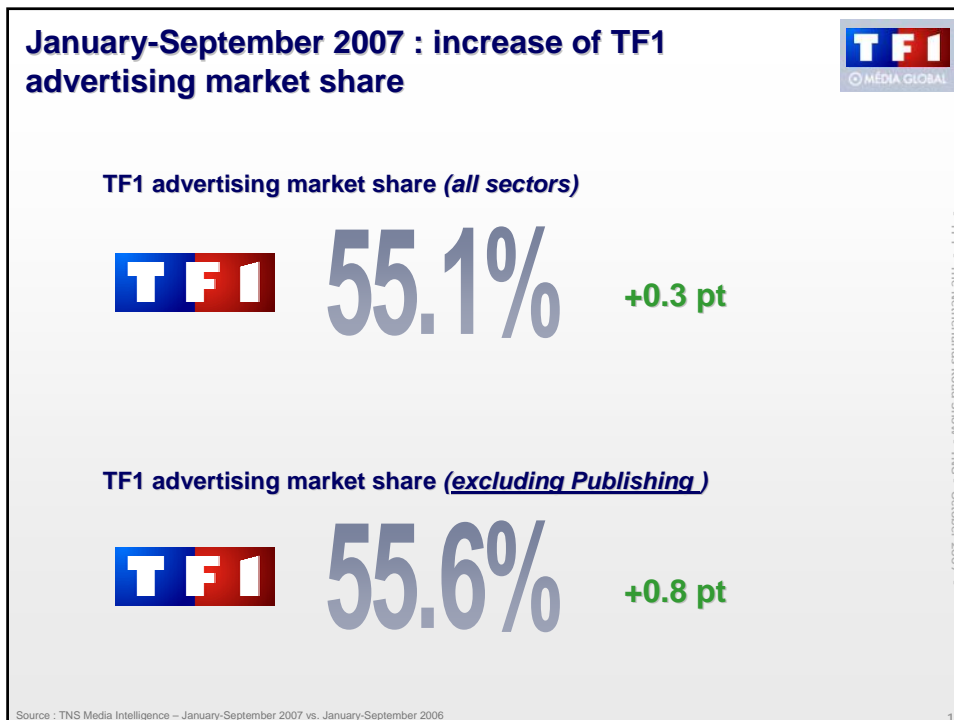
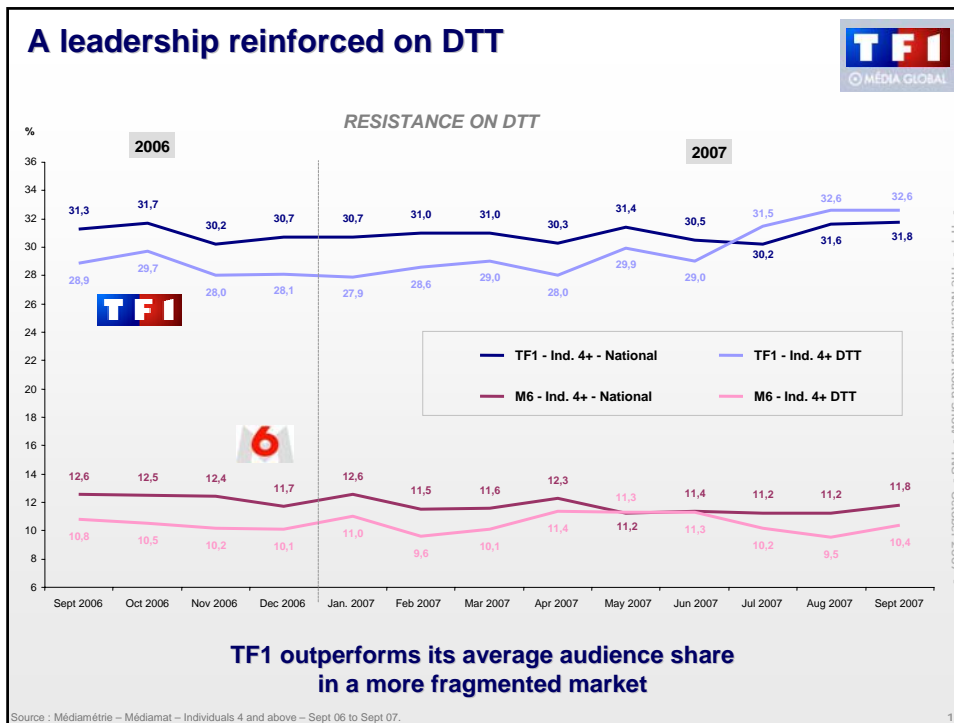


Over the last 10 years, the audience share of TF1 in prime time declined while the audience rose

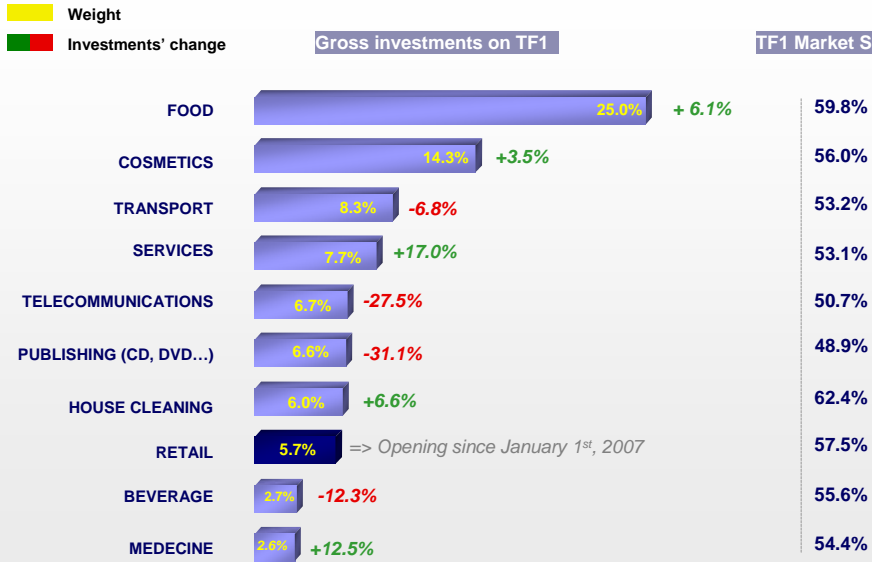


Source : Médiamétrie - Prime time (9:00 pm to 10:45 pm) - audience share & number of viewers : Individuals 4+

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Sectors concealed contrasted growths (Jan-Sept 07)



Source : TNS Media Intelligence - January - September 2007 vs. January - September 2006

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TF1 Group channels strengthen their leadership on cable, satellite and ADSL



(8.2 M households - 32% coverage)

4 channels in the Top 8 most watched channels

Audience share of 4 years or + on cable, satellite and ADSL

From January 1st to June 17, 2007



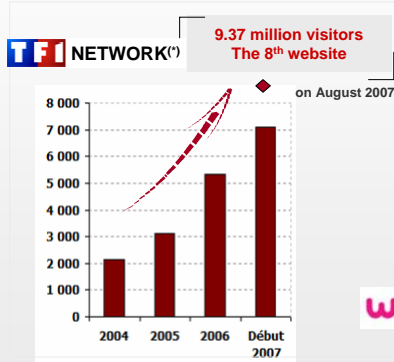
Source : Médiamétrie - MédiaCabSat 13

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An improving web offer on the "must have" targets



WEB POWER OFFER



MAIN THEMES

Ranking : August 2007

- 3rd News website
- 2nd Sport website
- 3rd Youth website
- 3rd Women website (**)
- 4th community platform

Source : Panel Médiamétrie Nielsen Netratings August 2007, home and work, Internet applications excluded
 (*) : included distribution agreements
 (**) : « Targeted portals & communities » / Women website

Organisational Matrix: 2 examples



Media / Genre	TV	Internet	Mobility	Others
	TF1 channel n°1 4 theme channels in the top 8	1 st media website 13 th website in France	TF1 : n°1 on Orange LCI Mobile : n°1 thematic on Orange	(press, off media, commerce...)
Sport		 		
News				




"Optimism comes with TF1's new Priorities"

Nonce Paolini, TF1 CEO,
July 31st 2007.


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The Top 6 of TF1's Priorities



TF1's leadership	→	Adapting programming costs to advertising trend
TF1 Digital Generation	→	Developing thematic and creating cross media offer : TV channels / Internet
Rationalizing diversifications	→	Improving operating margins
Improving internal efficiency	→	Revitalizing talents & creativity Putting into operation a buying group department
Regulation easing	→	French contents, broadcasting, advertising
Development	→	Focusing on partnerships



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Appendix



FAQ



TF1 channel advertising

- TF1 is expecting from now on a slight growth of TF1 core channel advertising revenue for the full year 2007
- Impact from the opening of TV adv to retailers in 2007 (given by media agencies): €200 m - €240 m
- 2006 Football World Cup: net revenue of ~ €70 m (incl. sponsorship) and total costs of the event (incl. HD broadcast) of ~ €114 m

TF1 channel programming costs

- 2010 Football World Cup: €120 m ; 2014 Football World Cup: €130 m
- 2007 Rugby World Cup: ~ €50 m ;
- 2008 Euro : around €50 m
- Forecast of evolution of the 2007 total programming costs: ~ -3% (+ 3.0% excluding Football World Cup in 2006 and excluding Rugby World Cup in 2007)

Other activities

- Theme channels: 2008 revenue target: €200m - 2008 operating margin target: ~ 10%
- Teleshopping: target of aggregated revenue for the next 3 years: ~ €460 m

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Key figures - H1 2007



€m	H1 2007	H1 2006	Change	Change %
Revenue	1,430.6	1,385.6	45.0	3.2%
Current operating profit	263.5	208.8	54.7	26.2%
<i>Operating margin</i>	<i>18.4%</i>	<i>15.1%</i>		
Net profit attributable to the Group	185.7	171.5	14.2	8.3%
<i>Net margin</i>	<i>13.0%</i>	<i>12.4%</i>		
Earnings per share	0.87	0.80	0.07	8.8%
Net debt	571.7	495.2	76.5	15.4%
<i>Gearing</i>	<i>41.7%</i>	<i>45.9%</i>		
Operating cash flow*	286.5	263.8	22.7	8.6%

* before net interest expense and income taxes

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Consolidated revenue by sector



€m	H1 2007	H1 2006	Change	Change %
Broadcasting France	1,172.5	1,155.1	17.4	1.5%
<i>TF1 SA</i>	<i>928.0</i>	<i>934.1</i>	<i>(6.1)</i>	<i>(0.7%)</i>
<i>Theme channels in France</i>	<i>95.1</i>	<i>76.5</i>	<i>18.6</i>	<i>24.3%</i>
<i>Teleshopping Group</i>	<i>79.3</i>	<i>59.7</i>	<i>19.6</i>	<i>32.8%</i>
<i>TF1 Entreprises</i>	<i>14.3</i>	<i>17.2</i>	<i>(2.9)</i>	<i>(16.9%)</i>
<i>E-tf1</i>	<i>27.1</i>	<i>37.5</i>	<i>(10.4)</i>	<i>(27.7%)</i>
<i>In-house production companies</i>	<i>18.6</i>	<i>21.6</i>	<i>(3.0)</i>	<i>(13.9%)</i>
<i>Others*</i>	<i>10.1</i>	<i>8.5</i>	<i>1.6</i>	<i>18.8%</i>
Audiovisual Rights	125.1	101.2	23.9	23.6%
<i>TF1 Vidéo</i>	<i>70.3</i>	<i>68.9</i>	<i>1.4</i>	<i>2.0%</i>
<i>Catalogue</i>	<i>54.8</i>	<i>32.3</i>	<i>22.5</i>	<i>69.7%</i>
International Broadcasting	133.0	129.3	3.7	2.9%
Revenue - continuing operations	1,430.6	1,385.6	45.0	3.2%

* Mainly TF1 Publicité, SNC Aphélie, WAT and TJM.

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Current Operating Profit by sector



€m	H1 2007	H1 2006	Change	Change%
Broadcasting France	237.6	182.5	55.1	30.2%
TF1 SA	218.5	160.4	58.1	36.2%
Thematic channels France	1.5	(6.3)	7.8	NA
Teleshopping Group	5.3	5.7	(0.4)	(7.0%)
TF1 Entreprises	(1.2)	2.9	(4.1)	NA
E-tf1	(1.1)	1.7	(2.8)	NA
In-house production companies	2.9	2.5	0.4	16.0%
Others*	11.7	15.6	(3.9)	(25.0%)
Audiovisual Rights	2.0	10.6	(8.6)	(81.1%)
TF1 Vidéo	3.8	5.8	(2.0)	(34.5%)
Catalogue	(1.8)	4.8	(6.6)	NA
International Broadcasting	23.9	15.7	8.2	52.2%
Current Operating profit - continuing operations	263.5	208.8	54.7	26.2%

* Mainly TF1 Publicité, SNC Aphélie, WAT and TJM..

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TF1 channel programming costs



€m	FY 2006	FY 2005	Change	%
Entertainment	265.3	272.9	(7.6)	(2.8%)
TV dramas and series	279.1	270.6	8.5	3.1%
Sports (excluding Football World Cup))	146.5	117.2	29.3	25.0%
News	114.4	116.6	(2.2)	(1.9%)
Movies	114.7	118.1	(3.4)	(2.9%)
Youth	26.5	24.0	2.5	10.3%
Total programming costs (excl. Football World Cup)	946.5	919.4	27.1	2.9%
Football World Cup	113.6			
Total programming costs (incl. Football World Cup)	1,060.1	919.4	140.7	15.3%

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Sectors: key points on January-September 2007



Telco's, a restructuring sector

Strong withdrawal of gross TV investments : - €102 m

- **DIRECTORIES** (-76%) contribute to the drop at 46%
- **TELECOM CONVERGENCE** (-16%) contributes to the drop at 24%
- **MOBILE PHONE** (-15%) contributes to the drop at 13%

Publishing, an industry under pressure

Decrease of €33 M on a gross basis on TV

- **MUSIC** (-39%) contributes to the fall at 78%
- **COMMERCIAL BOOKLETS** (-40%) contribute to the fall at 32%
- **DVD** (-21%) contribute to the fall at 32%

**Fall of 24%
on Q1 2007 sales**

Source : TNS Media Intelligence – Jan - Sept 2007 vs. Jan - Sept 2006 – except Retail Telecoms

Sectors: key points on January-September 2007



Retailers keep their promises

The Retail sector: €214 m on TV (gross)

Institutional communications:

=> 55% of campaigns

Communications on products:

=> 45% of campaigns

=> In particular, for the Food retail: 1/3 of the investments on retailers' brand



An opening which stimulates competition on national brands



Source : TNS Media Intelligence – Jan-Sept 2007 vs. Jan-Sept 2006

* Excl. Mistergooddeal (M6 Group).

Téléshopping: new developments inspire the activity with energy !



H1 2007 Revenue : €79.3 m / + 32.6%



- ▶ 1001listes: H1 revenue ~ €10 m
- ▶ Infomercials: H1 revenue ~ €10 m (~ x 1.7)
- ▶ Internet: > 20% of Revenue
- ▶ 2 shops & opening of a new shop before the end of 2007 (Province)
- ▶ Turkey: beginning of the activity on January 2007

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TF1 Vidéo: outperforms the market



H1 2007 TF1 Vidéo revenue: €70.3 m / + 2%

French video market*: - 8% (in value)

Focus on:



3 000 programmes
200 000 clients

- ▶ Exclusive shows
- ▶ Editorial channels
- ▶ HD VOD Club
- ▶ Catch Up TV (free and paying)

Grey's Anatomy, Mystère, Gost Whisperer, Lost3, Heroes, Ugly Betty, ...

- ▶ Distribution:

To be everywhere

2nd European cinema platform



- ▶ The most prestigious French and US studios:

Warner, Universal, Sony, Buena Vista, EuropaCorp, Pathé, StudioCanal ...

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* At the end of May 2007

Eurosport: promising developments



H1 2007 revenue*: €133 m / + 2.9%



- ▶ 111 m households (incl. Eurosport France)
- ▶ 59 countries
- ▶ 20 languages
- ▶ Eurosport 2: 25 m households
- ▶ Eurosportnews: 5 m households
- ▶ Eurosport in Asia: 2.3 m households

- ▶ Development: 6% of Revenue
- Partnership Eurosport - Yahoo
- Eurosport Events



* Eurosport International

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TF1, the best resistance to market fragmentation



Audience share

From January 1st to August 29th, 2007

	Mediamat environment* (i.e. ~30% pay TV penetration)		DTT environment* (100% TNT)	Degree of résistance
TF1	30.9%	→	29.5%	95%
France 2	18.5%	→	16.7%	90%
France 3	14.4%	→	11.9%	83%
France 5	3.0%	→	2.8%	93%
M6	11.6%	→	10.5%	90%

TF1 : the best resistance to the market fragmentation


The market fragmentation widens the gap between TF1 and its competitors

* Source: Médiamétrie - Mediamat - H1 2007 - Ind. 4 years or +







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Digital Terrestrial Television











17 free-to-air channels


State-owned			News
Generalists			Music
Mini generalists			Youth

MPEG 2

11 paying channels


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

MPEG 4


TF1 Group channels

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France: The most regulated market in Europe



TF1: legal environment

ADVERTISING	<ul style="list-style-type: none"> ▪ Duration: daily average: 6' / hour max: 12' / hour ▪ Sector non authorized to advertise on TV: cinema ▪ Sliding hour measurement vs. o'clock hour in Europe ▪ Interruption of programmes: 1 ad break max /movie
PROGRAMMING	<ul style="list-style-type: none"> ▪ Investment obligations in French and EU programmes (16% of ad. revenue in TV dramas, 3.2% in Movies ...) ▪ Broadcast: max. 192 movies / year min. 1,000 hours of children's programmes min. 800 hours of news programmes
SHAREHOLDING	<ul style="list-style-type: none"> ▪ 49% ownership law

Deregulation could come in Europe & France

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Contacts





Philippe DENERY
Chief Financial Officer
 ☎: 33-1 41 41 44 11
 ☎: 33-1 41 41 29 10
 ✉: pdenery@tf1.fr



Anne BLAZY
Head of Investor Relations
 ☎: 33-1 41 41 42 57
 ☎: 33-1 41 41 29 10
 ✉: ablazy@tf1.fr



Albin de BEAUREGARD
Manager
 ☎: 33-1 41 41 37 82
 ☎: 33-1 41 41 29 10
 ✉: adebeauregard@tf1.fr



Pia DOMMERGUE
Assistant
 ☎: 33-1 41 41 27 32
 ☎: 33-1 41 41 29 10
 ✉: pdommergue@tf1.fr



Valérie FRESCHEL
Manager
 ☎: 33-1 41 41 25 68
 ☎: 33-1 41 41 29 10
 ✉: vfreschel@tf1.fr

Next releases:
 October 25, 2007: 9-month Revenue.
 November 12, 2007: 9-month Financial Statements

IR department
 ☎: 33-1 41 41 27 32
 ☎: 33-1 41 41 29 10
 ✉: comfi@tf1.fr



1 quai du Point du Jour
 92656 Boulogne Cedex – France
<http://www.tf1finance.fr>

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