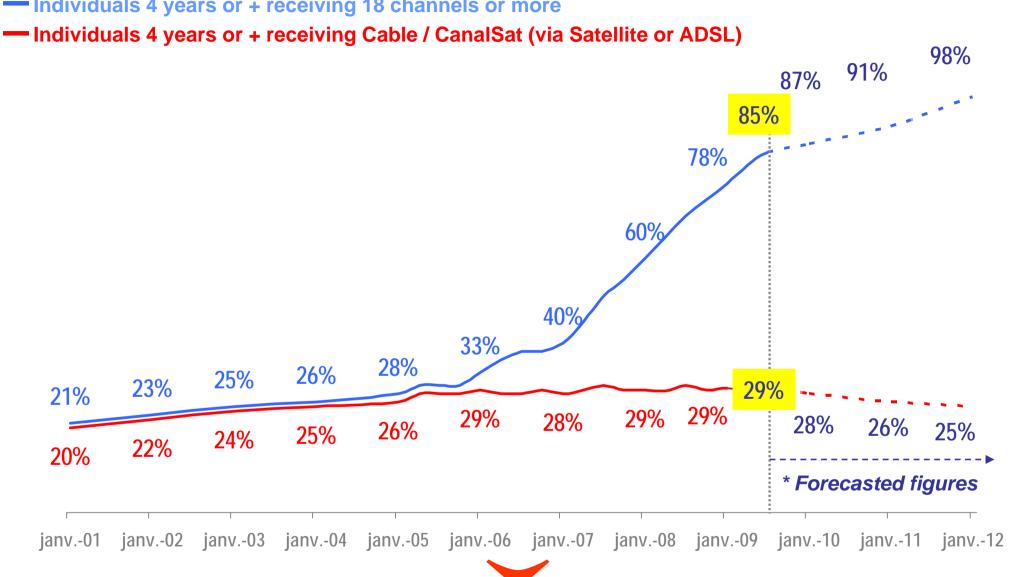




#### A stabilized market structure

— Individuals 4 years or + receiving 18 channels or more

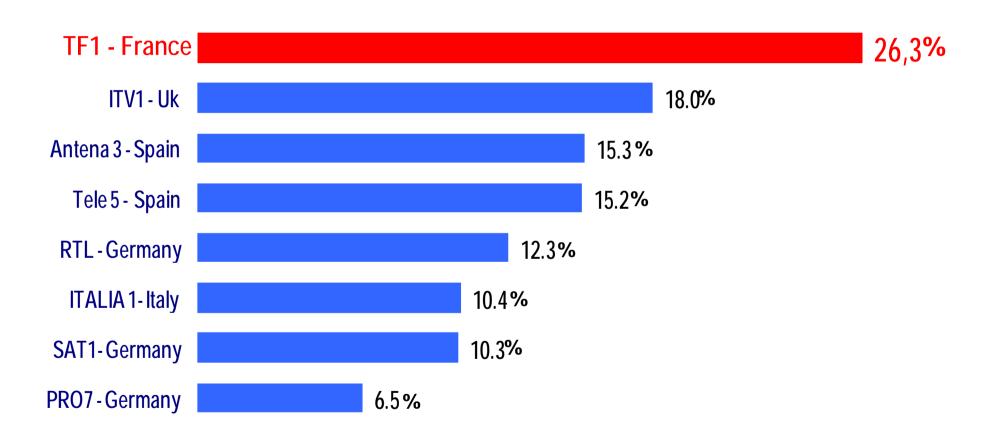






### TF1: a unique position in Europe

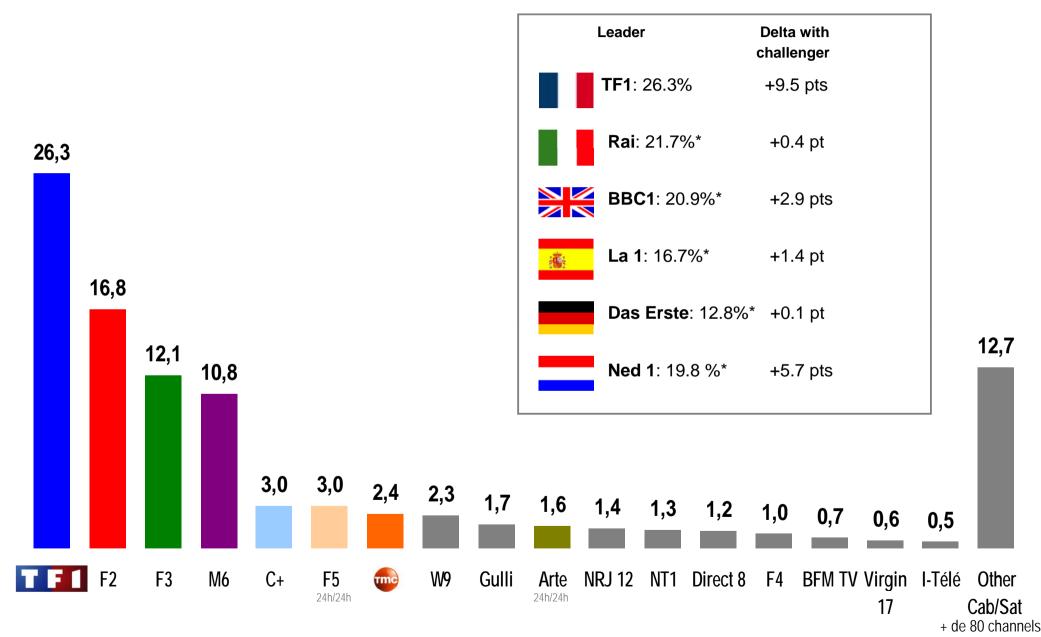
#### Audience share in S1 2009 of the domestic leading private channel





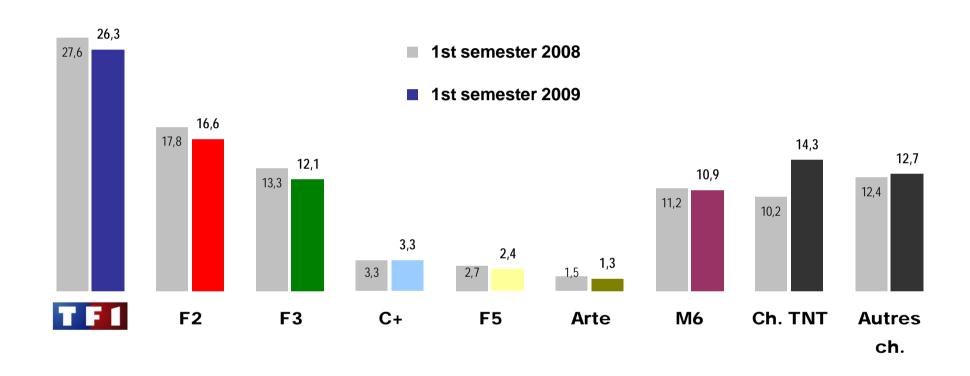
### TF1: a unique position in Europe

Audience share as at August 30th 2009 (in %)



### Audience shares still at high levels...

Audience share (in %) for individuals 4 years and + in H1 2009 vs H1 2008

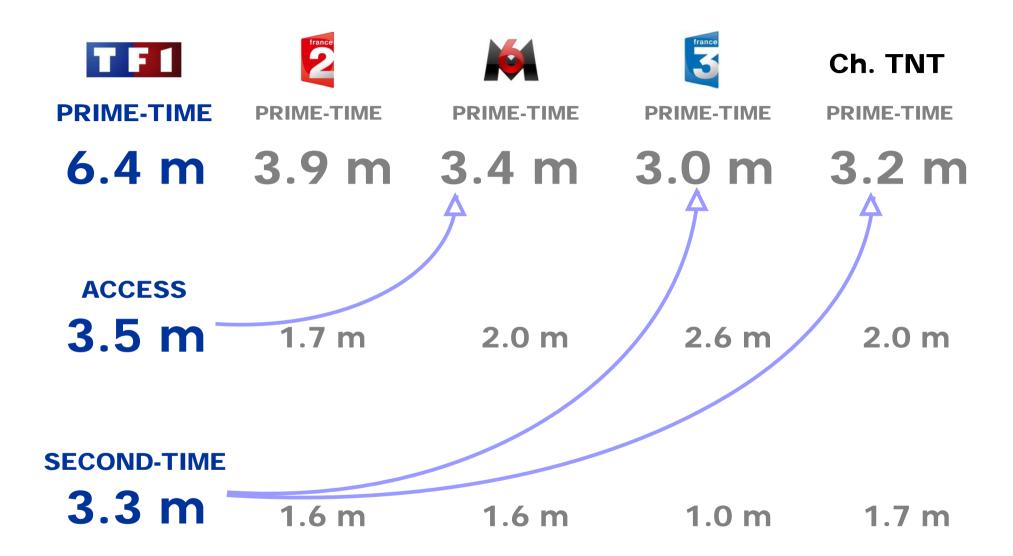




Audience share variation: the consequence of a broader offer



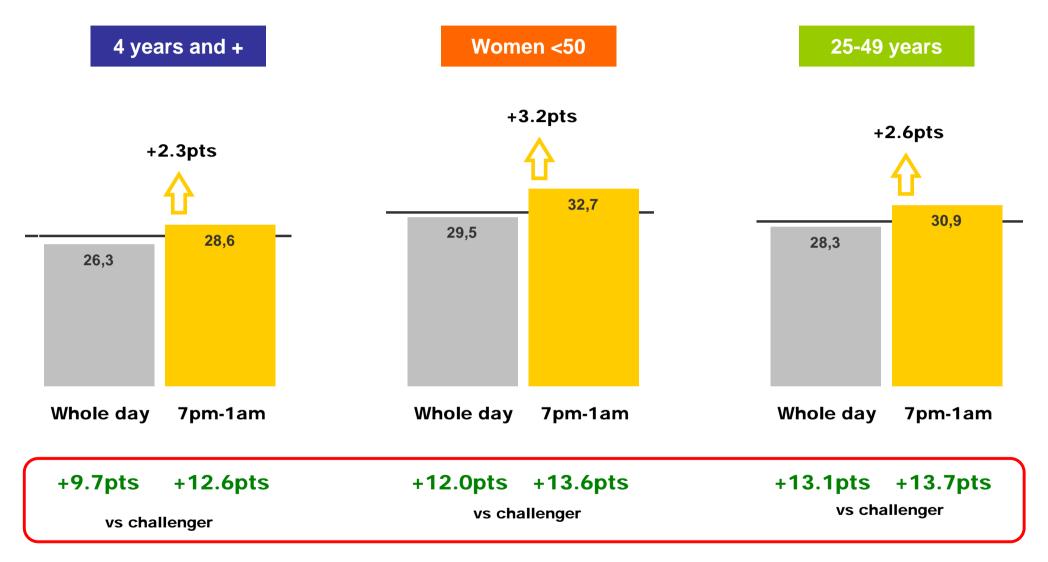
### **Unrivalled prime-time**





### TF1 over performs in the strategic 7pm-1am slot

Audience share (in %)



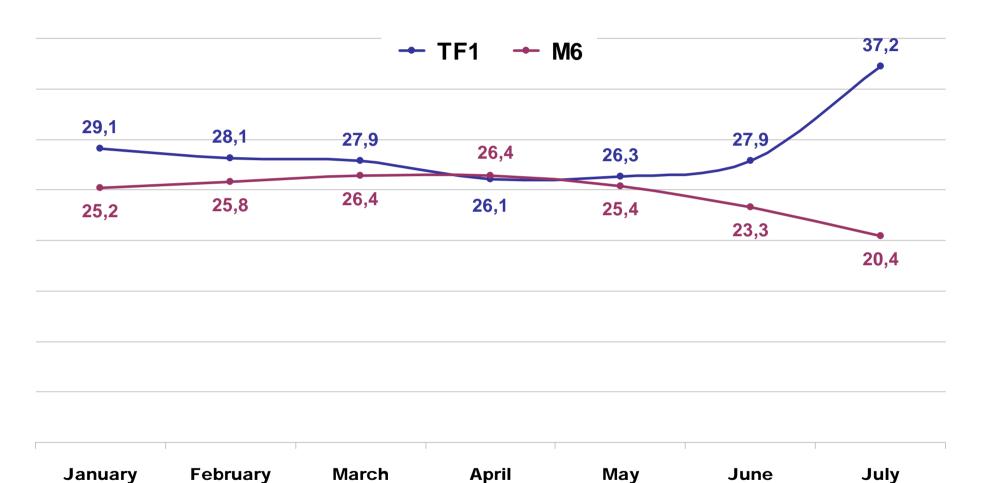


# Unique exposure for advertisers



### **Effective renewal for access**

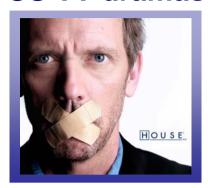
Audience share (in %) women < 50 years old 6pm-7.45pm time slot





### 49 of the 50 top audiences in H1 2009

#### **US TV dramas**



**10.2 m**For House Md (season 4) on
March 25<sup>th</sup> 2009

#### **News**



9.5 m
For the 8pm News Bulletin
January 4<sup>th</sup> 2009

#### French TV dramas



**8.1 m** for *Joséphine ange gardien* on April 6<sup>th</sup> 2009

#### **Cinema**



**8.9 m**For Astérix et Obélix mission Cléopâtre

#### **Entertainment shows**



12.3 m
For Les Enfoirés font leur cinéma
Record in 2009, and historical
record on the show

### **Sport**



**8.4 m**For the football match Argentine-France



# All types of programmes followed on TF1



### Summer 2009: key figures



Audience share ind. 4 years and +



Audience share women < 50 years old

100% Leader on news build on prime time on access\*

on news bulletins,

#### **Record days:**

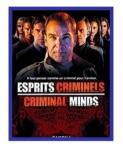
- \* on individuals 4 years and +: 31.8% (August 12th)
- \* on women < 50: 40.6% (July 15th)
- \* on 25-49 years old: 36.2% (July 15th and 29th)
- \* on 15-24 years old: 40.4% (August 21st)
- \* on 25-34 years old: 37.7% (July 29th)



### Summer 2009: prime time and new programmes sucess

#### ▶ More than 6.0m TV viewers for 45 programmes

**US TV shows** 



7.9m TV viewers (July 8<sup>th</sup>) 35% (Ind) / 47% (w<50)

French TV dramas



6.3m TV viewers (July 6<sup>th</sup>) 28% (Ind) / 28%(w<50)

Movies



6.3m TV viewers (July 5<sup>th</sup>) 30% (Ind) / 34% (w<50)

**US TV Shows** 



6.9m TV viewers (July 21st) 34% (Ind) / 38% (w<50)

#### Challenge achieved on new programmes



5.6m 39% (Ind) / 46% (w<50) Launch day on July 27 Record since July 2007



4.3m TV viewers (August 12th) 31% (Ind) / 49% (w<50)



3.0m TV viewers (July 18th) 26% (Ind) / 36% (w<50)



**4.8m** TV viewers (August 6<sup>th</sup>) 27% (Ind) / 24% (w<50)



3.4m TV viewers (August 18<sup>th</sup>) 23% (Ind) / 34% (w<50)

▶ Secret Story, confirmed successes on access, second time and on Internet (web site visited 68 m times\*)





### Summer 2009: news bulletins at top-level





5.8m TV viewers
33% of audience share





5.8m TV viewers
48% of audience share



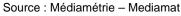
Saturday
4.4m TV viewers
36% of audience share



Sunday

3.4m TV viewers

27% of audience share







### New grid management approach

#### Two key parameters:

- TV viewer satisfaction
- Audience / costs / revenue + seasonality equation

#### Variable and controlled audiences: summer

- Programming costs adapted to expected revenue.
- A grid based on:
  - Strong new products
  - Successful reruns
  - Continuation of emblematic programmes (7 à 8, 50 minutes Inside)
  - Flagship programmes (Secret Story)

#### **Continuous optimization**

- Better use of stocks
- Reduced costs



Combine rigor, creativity and audience



## Contraction of the multi-media advertising demand

A 3.2% decrease in multi-media investments as at June 2009 (-5.1% excl. Internet) meaning €384m less gross revenues.



• For the first time, gross advertising investment on Internet are slowing down at +7.8% vs. +40.6% in H1 2008.

NB, net display\* investments are decreasing by 7%.

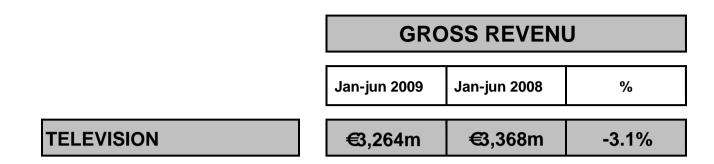
 The short term profitability approach is favored in media arbitration.

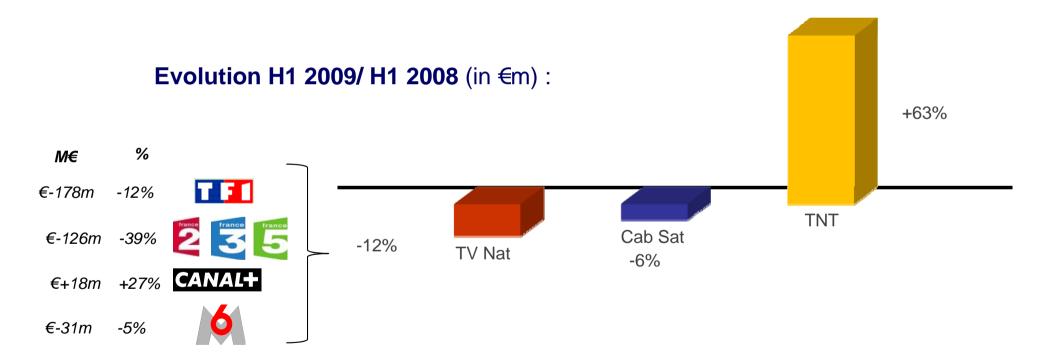


Advertisers are following a low cost logic



### Decrease in TV advertising gross investments: 3.1%





Données en brut : source TNS MI Janv-juin 2009

Presse : Presse nationale et régionale avec P.A. (hors auto-promotion et abonnement)

Télévision : TV nationale, régionale et chaînes thématiques



### Falling demand and strong increase in TV offer

#### **DEMAND**

### <u>OFFER</u>

#### **Economic crisis**

- => decrease in investments
  - No transfer of FTV budget:

For 1st semester 2008:

FTV (France Television) after 8pm: €95 m gross For 1st semester 2009:

TTV (all TV channels) down €106 m gross

- => Negative balance
- Arbitration benefiting DTT

#### → DECREASING ADVERTISING DEMAND ON TV

- -3.0% in volume of broadcasted adverting /
- -3.5% in value

Increase in number of free TV channels

- + increase in available volume (Audiovisual Media Services Directive SMA)
- **→** STRONG INCREASE IN OFFER
- **→**FIERCER COMPETITION

Unprecedented sales conditions



**Strong pressure on prices** 



### Fine-tuning our sales conditions

#### A controlled price decrease

- To compensate for the strong inflation of the TF1 C/GRP in 1<sup>st</sup> semester 2008.
- To support our clients in a tough economic environment

### Rollout of our segmentation strategy

- Day Time => offer environment
   Strong competition, less differentiation, smaller audiences and less ad revenue.
- Prime => demand environment
   Keep the value of our powerful advertising slots, with their proven efficiency.

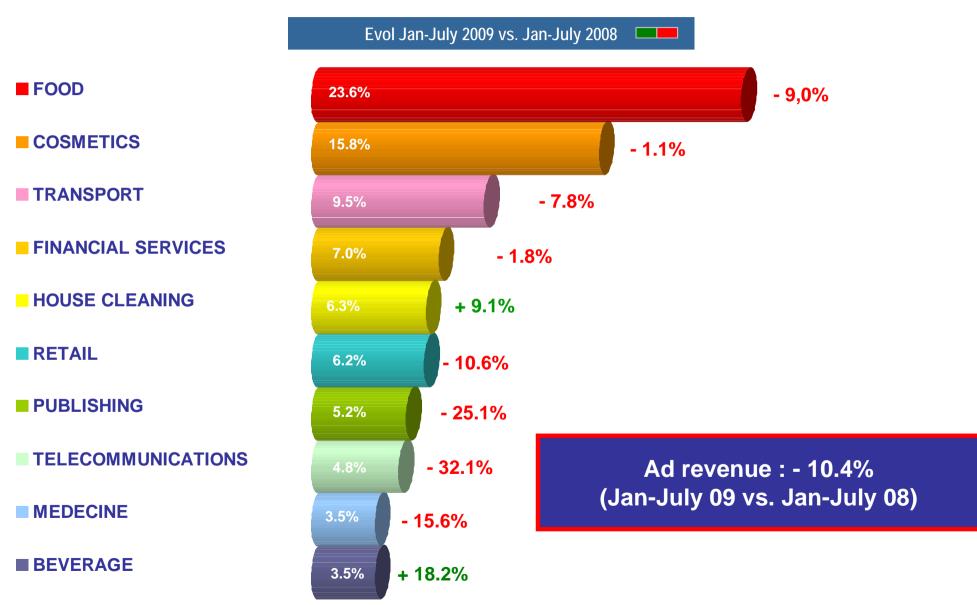


### For a better response to short- and medium-term goals



### A tough economic situation

#### Evolution of advertising revenue by sector (for <u>TF1</u>) Gross revenue (Jan-July 2009)







### Secret Story: success of 360° strategy





Web audiences: x2\* vs. Secret Story 2 (2008)

Record on Catch-up: 57 million\* catch up videos watched in more than two month on Secret Story website and a total of around 202 million\* of watched videos on Secret Story website.

Live coverage continues on TF1.fr: 3.8 million\* hits for 'After Secret Story' live web coverage

Minute news



All the buzz Catch-up, extracts, exclu





**Games** 

**Mobile** 

















Internet recovery consolidating TF1 core channel audience

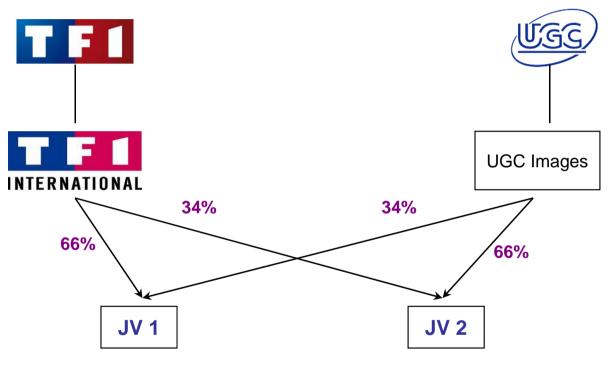


### **Subsidiaries on the move**



# Signature of a partnership between TF1 International and UGC Images





Selling film rights internationally and VOD rights in France

Production and distribution of co-produced movies in France



#### Subsidiaries on the move



# Creation of an Economic Interest Group between TF1 Video and Sony SPHE



- Changing environment
  - > Decrease in DVD prices
  - > Powerful actors (Universal Studio Canal Vidéo EIG and Fox Pathé Europa EIG)
- An Economic Interest Group to strengthen the sales dynamic and reduce costs for TF1 Video
  - > Sales teams grouped at same site
  - > Pooled fixed costs
  - > Shared sales approach
- Premium sales offer
  - > Bespoke marketing
- Calendar
  - > 1 June: creation of the Economic Interest Group
  - > 1 September: operational set up



Improve TF1 Vidéo profitability

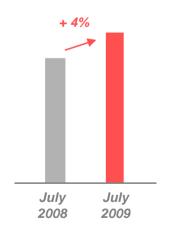


#### **TF1.fr: conclusive results**



#### **Audiences**

 Leading media website with 6.9 million unique visitors



#### Revenue

 Premium media website, a reference for advertisers



#### **TF1 video performance**

- 152 millions catch-up videos since April 16th
- More than 300 millions of watched videos around TF1 programmes on TF1.fr
  - -Catch-up programmes and short videos (extracts, exclusives, etc.)
- In all, 721 million videos watched on TF1.fr + WAT

Sources: Médiamétrie NNR July 2009 all locations excl. internet appl., video statistics TF1.fr e-Stat



### **Revenue evolution**

€million	H1 2008 published	H1 2008 restated *	H1 2009	Var	Var %
Consolidated revenue	1,363.5	1,352.8	1,130.1	(222.7)	(16.5%)
Advertising revenue TF1 Channel	891.2	891.2	686.5	(204.7)	(23.0%)
Diversification revenue	472.3	461.6	443.6	(18.0)	(3.9%)

#### **Detail of the total advertising revenue**

TF1 Channel	891.2	891.2	686.5	(204.7)	(23.0%)
Thematic channels in France	48.4	41.5	42.0	+ 0.5	+1.2%
Internet France	8.9	6.8	5.1	(1.7)	(25.5%)
Eurosport International	40.0	40.0	29.3	(10.7)	(26.8%)
Radio	-	_	4.4	+ 4.4	ns
Others	_	2.3	0.2	(2.1)	ns

<sup>\*</sup> Consolidated revenue has been restated to exclude third-party sales. This has no impact on operating result.



(21.8%)

# **TF1 channel programming costs**

€million	H1 2008	H1 2009	Var	Var %
Total programming costs*	514.1	455.3	(58.8)	(11.4%)
(Exceptional) Sporting events	54.4	-	(54.4)	ns
Total programming costs (excl. exceptional sporting events)	459.7	455,3	(4.4)	(1.0%)
Entertainment	130.4	114.3	(16.2)	(12.3%)
TV dramas / TV movies / Series / Theatre	135.4	150.0	+ 14.6	+ 10.8%
Sports (excl. Euro 2008)	67.8	67.2	(0.6)	(0.9%)
News	56.7	52.2	(4.5)	(7.9%)
Movies	56.2	60.1	+ 3.9	+ 6.9%
Youth	13.2	11.5	(1.7)	(12.9%)



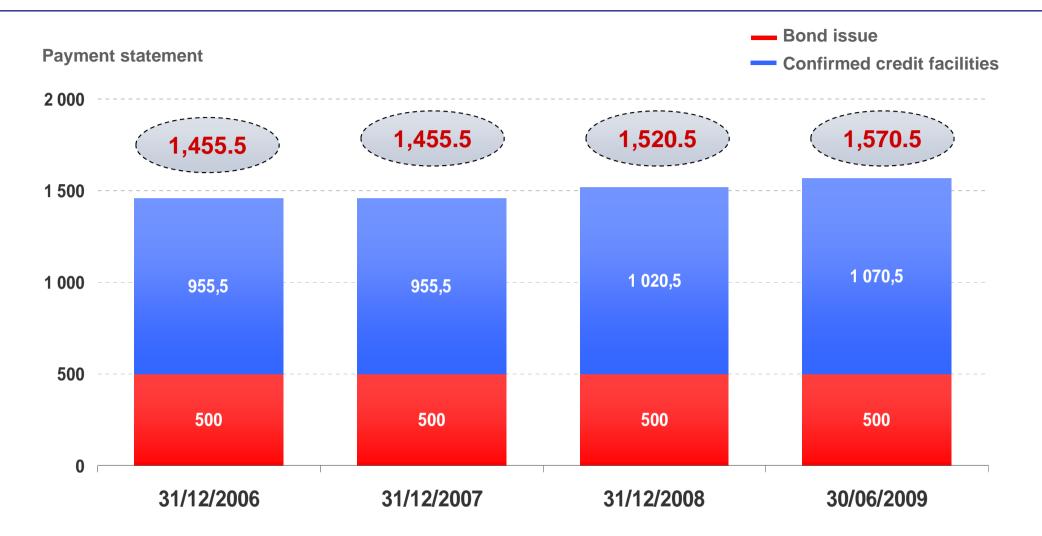
<sup>\*</sup> Including reforms and retired/abandoned rights

### **Consolidated income statement**

€million	H1 2008 published	H1 2008 restated	H1 2009	Var	Var %
Consolidated revenue	1,363.5	1,352.8	1,130.1	(222.7)	(16.5%)
Total programming costs	(514.1)	(514.1)	(455.3)	(58.8)	(11.4%)
Total other charges and Depreciation and provisions	(678.0)	(667.3)	(637.3)	(30.0)	(4.5%)
Operating profit	171.4	171.4	37.5	(133.9)	(78.1%)
Operating margin	12.6 %	12.6 %	3.3 %		
Cost of net debt	(15.2)	(15.2)	(9.8)	+ 5.4	(35.5%)
Other financial income and expenses	+ 13.9	+ 13.9	+ 19.6	+ 5.7	+ 41.0%
Income tax expense	(50.8)	(50.8)	(5.6)	+ 45,2	(89.0%)
Share of profits/losses of associates	+ 5.7	+ 5.7	+ 7.4	+ 1.7	+ 29.8%
Net profit	125.0	125.0	49.1	(75.9)	(60.7%)



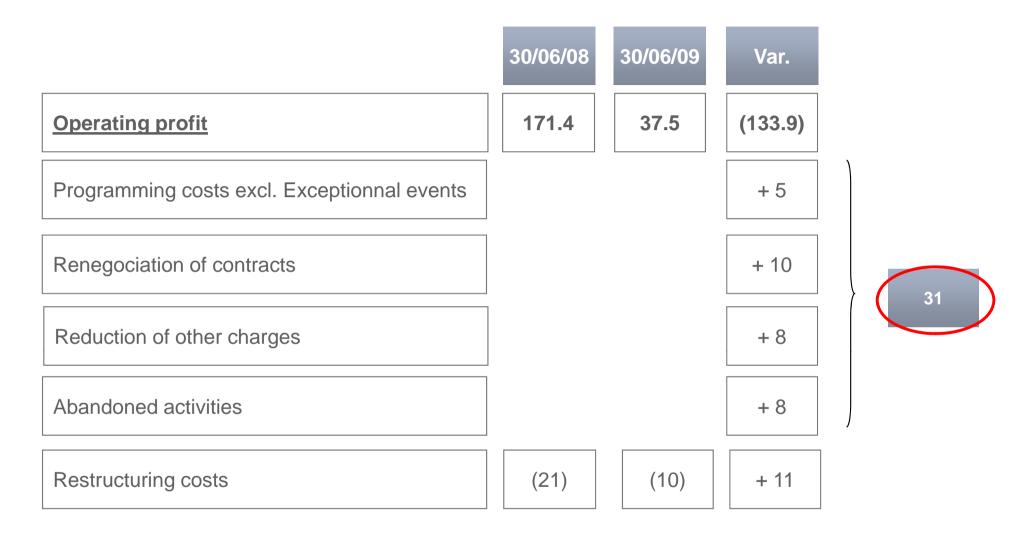
### **Sound financial structure**



- √ No Financial Covenant
- ✓ February 2010: Put option on Canal+ France stake (9.9%) with a floor price of €745.8m



### **2009 Optimisation Plan - Progress**





A cost saving plan in progress



### Plan d'économies 2009 – Synthèse



+ 54 million euros saved through the non broadcasting of the Euro 2008



#### An eventful semester

- ✓ Launch of LCIweb Radio.
- ✓ Divestiture of Surinviation.com and France 24.
- ✓ LCI broadcasted on 300 screens of Aéroports de Paris network.
- ✓ Launch of the new TF1.fr.
- ✓ Agreement between TF1 and UGC.
- ✓ TF1 advertising campaign.
- ✓ Creation of a Economic Interest Grouping between TF1 Vidéo and Sony SPHE.
- ✓ Launch of SPS in UK.
- ✓ Signature of an agreement between TF1 and Groupe AB.
- ✓ Partnership between TF1 Vision and Sony Ericsson.
- ✓ Announcement of Axel Duroux appointment as Executive Vice President.



#### **Outlook**

1. Confirm return to profitability

2. Strengthen our position in our core business: TV

3. Consolidate our position on new medias

4. Revitalize and rationalize our subsidiaries

5. Conquer new territories







### **Consolidated revenue evolution**

€million	H1 2008 published	H1 2008 restated	H1 2009	Var	Var %
France Broadcasting	1,135.2	1,124.5	913.0	(211.5)	(18.8%)
TF1 Channel	895.6	895.6	691.1	(204.5)	(22.8%)
Téléshopping group	77.9	71.2	55.8	(15.4)	(21.6%)
Thematic channels in France	96.2	96.2	97.5	+ 1.3	+ 1.4%
TF1 Entreprises	12,1	12.1	13.7	+ 1.6	+ 13.2%
In-house production companies	18.7	18,7	10.5	(8.2)	(43.9%)
e-TF1	24.3	27.3	36.9	+ 9.6	+ 35.2%
Others	10.4	3.4	7.5	+ 4.1	ns
Audiovisual rights	77.7	77.7	68.9	(8.8)	(11.3%)
Catalogue	28,2	28,2	25.8	(2.4)	(8.5%)
TF1 Vidéo	49.5	49.5	43.1	(6.4)	(12.9%)
International Broadcasting	150.3	150.3	147.3	(3.0)	(2.0%)
Other activities	0.3	0.3	0.9	+ 0.6	ns
Total revenue	1,363.5	1,352.8	1,130.1	(222.7)	(16.5%)



# **Consolidated operating result**

€million	H1 2008 published	H1 2008 restated	H1 2009	Var	Var %
France Broadcasting	153.3	153.3	32.2	(121.1)	(79.0%)
TF1 Channel	134.0	134.0	11.1	(122.9)	(91.7%)
Téléshopping Group	4.1	4.1	2.3	(1.8)	(43.9%)
Thematic channels in France	4.2	4.2	8.5	+ 4.3	X 2
TF1 Entreprises	(1.9)	(1.9)	(1.8)	+ 0.1	(5.3%)
In-house production companies	4.5	4.5	4.1	(0.4)	(8.9%)
e-TF1	(0.2)	(1.8)	(3.5)	(1.7)	+ 94.4%
Others	8.6	10.2	11.5	+ 1.3	+ 12.7%
Audiovisual rights	1.8	1.8	(15.2)	(17.0)	ns
Catalogue	(1.1)	(1.1)	(9.8)	(8.7)	ns
TF1 Vidéo	2.9	2.9	(5.4)	(8.3)	ns
International Broadcasting	18.3	18.3	22.3	+ 4.0	+ 21.9%
Other activities	(2.0)	(2.0)	(1.8)	+ 0.2	+ 10.0%
Total operating result	171.4	171,4	37.5	(133.9)	(78.1%)



## **Consolidated balance sheet**

ASSETS (€million)	30/06/08	31/12/08	30/06/09	Var.
Total non-current assets	1,905.6	1,869.6	1,160.4	(709.2)
Total current assets	1,914.7	1,855.8	2,600.2	+ 744.4
Held-for-sale assets	_	14.8	-	(14.8)
Total assets	3,820.3	3,740.2	3,760.6	+ 20.4
SHAREHOLDERS EQUITY AND LIAB.	30/06/08	31/12/08	30/06/09	Var.
Shareholders' equity (att. to the Group)	1,337.4	1,376.9	1,327.8	(49.1)
Non-current liabilities	768.8	755.6	861.7	+ 106.1
Current liabilities	1,714.1	1,592.7	1,571.1	(21.6)
Liabilities linked to held-for-sale assets	-	15.0	_	(15.0)
Total shareholders' equity and liabilities	3,820.3	3,740.2	3,760.6	+ 20.4
TOTAL GROUP financial debt	705.8	704.5	820.3	+ 115.8
Gearing	53%	51%	62%	



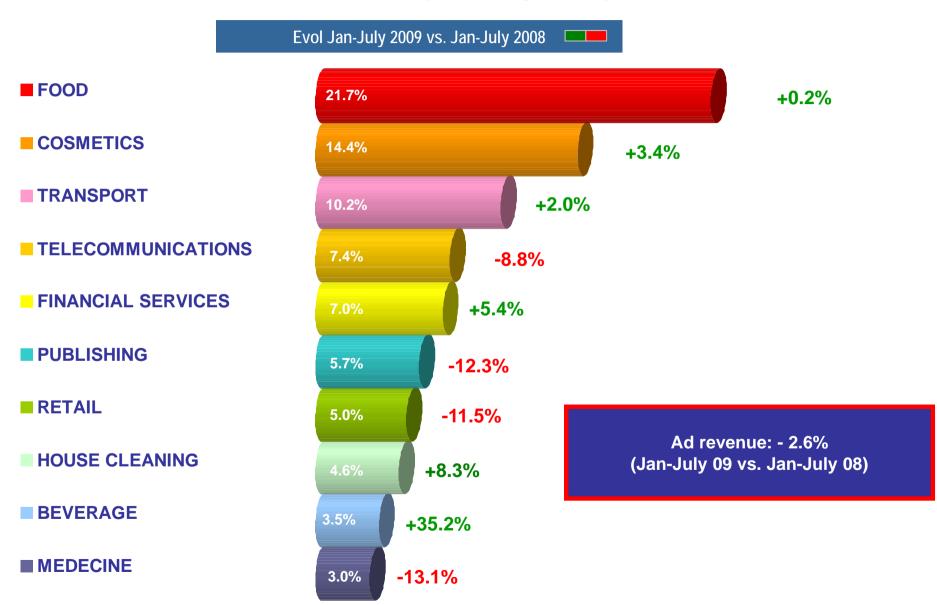
## **Consolidated cash flow statement**

€million	30/06/08	31/12/08	30/06/2009
Net profit	125.0	163.8	49.1
Operating cash flow before net interest expenses and income tax	217.0	269.9	85.0
Income taxes paid	(41.3)	(68.0)	38.5
Change in operating working capital requirements	(17.5)	5.8	(81.1)
Net cash generated by operating activities	158.2	207.7	42.4
Net cash generated by investment activities	(65.1)	(104.4)	(51.2)
Net cash generated by financial operations	(83.1)	(137.4)	1.9
Change in cash position	10.0	(34.1)	(6.9)
Cash position at beginning of period	29.9	29.9	(4.2)
Cash position at end of period	39.9	(4.2)	(11.1)



### A tough economic situation

# Evolution of advertising revenue by sector (for <u>all TV</u>) Gross revenue (Jan-July 2009)

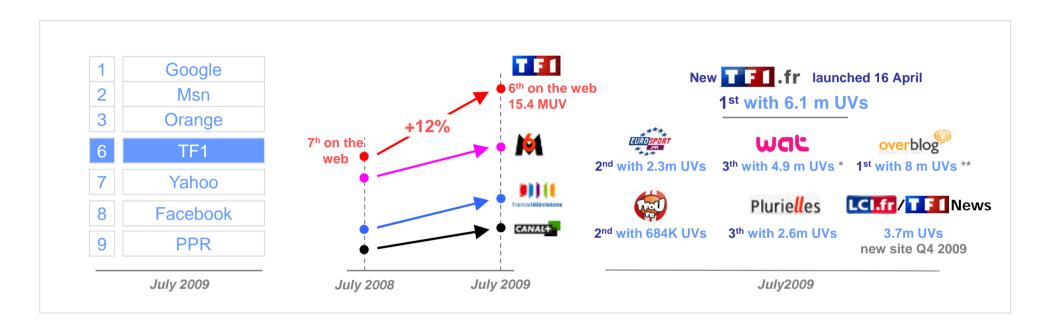




### TF1: leading media group on the web

TF1 6th web group

15.4 million web users = roughly one user in two

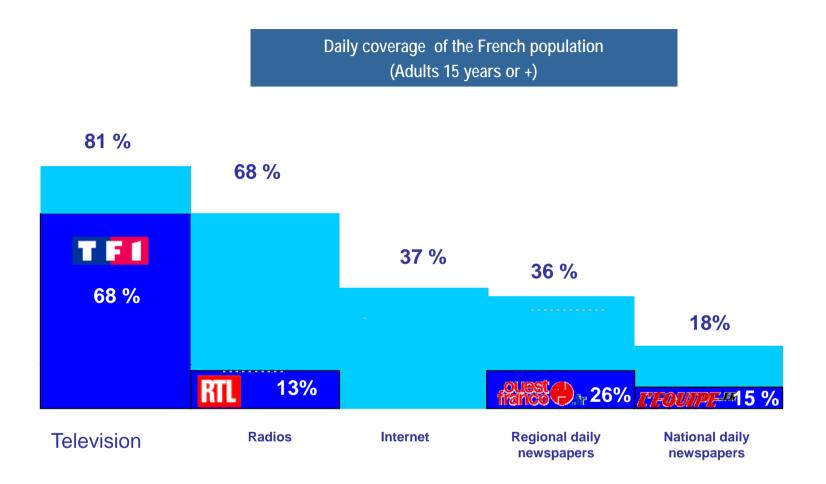




### TF1's web business is a success



#### TV: a mass media



: the unique mass media channel of the advertising market

Over 35 million people 15 years or + watch every day



# **Digital Terrestrial Television**

#### 17 free-to-air channels + canal bonus in 2011



















Youth

#### 10 paying channels











Cinema



**15-35 years old** 



**Documentaries** 



**TF1 Group channels** 



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