

Switzerland Road Show

November, 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.

TF1 - Switzerland Road Show - Societe Generale - November, 2007

2

Summary



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

Appendix

- TF1 - Switzerland Road Show - Société Générale - November, 2007

3

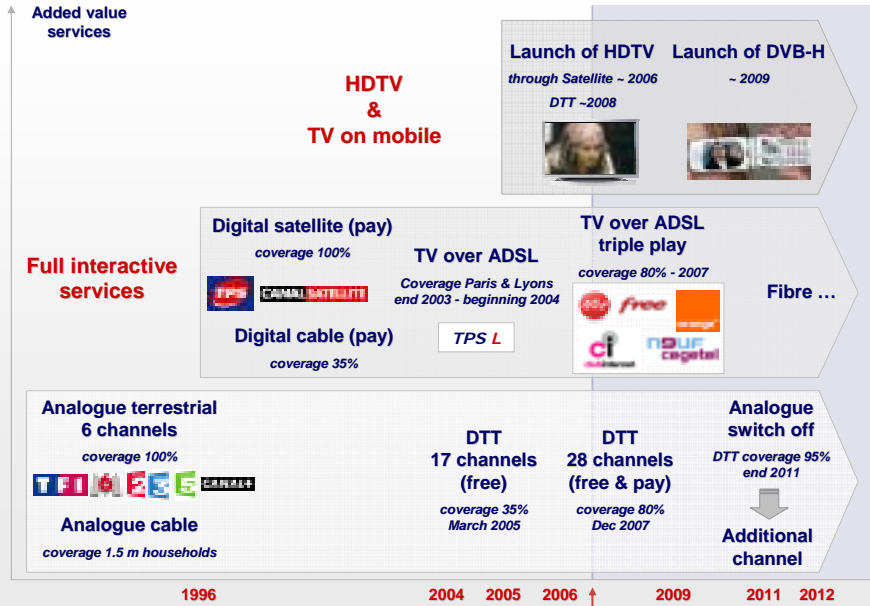


An ongoing interest for TV

- TF1 - Switzerland Road Show - Société Générale - November, 2007

4

A more and more competitive environment



TFI - Switzerland Road Show - Societe Generale - November, 2007

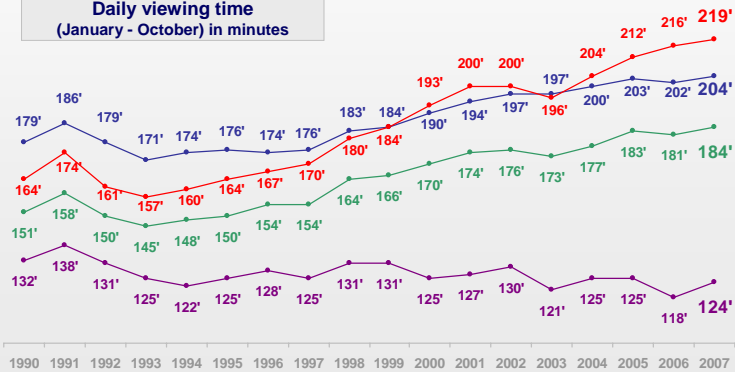
5

Still growing TV consumption on main targets



Ind 4 years or + **3h24** Women < 50 **3h39** 15 - 49 years **3h04** 15 - 24 years **2h04**

Daily viewing time (January - October) in minutes

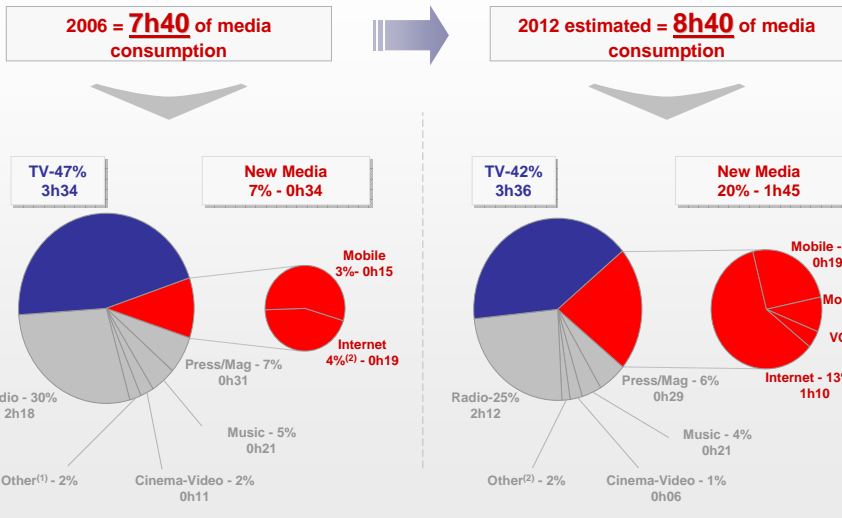


Source : Médiamétrie - Médiamat

TFI - Switzerland Road Show - Societe Generale - November, 2007

6

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

TF1 - Switzerland Road Show - Société Générale - November, 2007

TV: the only mass media in France



Above
40 million
 Individuals 4+ watch every day !

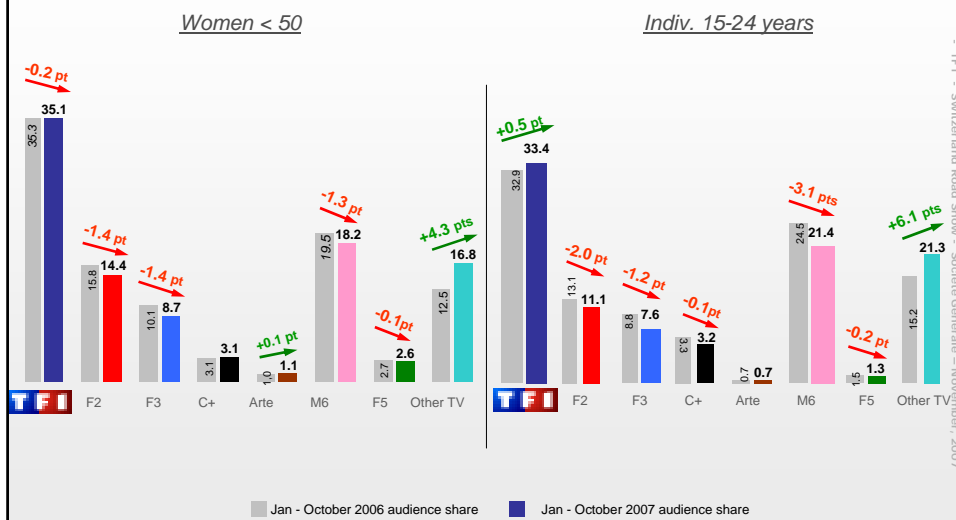
Source : Médiamétrie H1 2007 - individuals aged 4 and above

TF1 - Switzerland Road Show - Société Générale - November, 2007

TF1 Group's leading positions

Audience
Advertising
Media Global Strategy

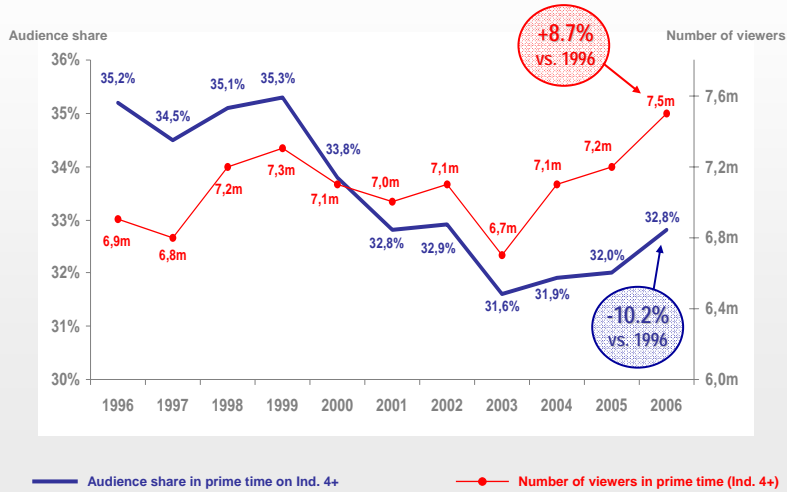
TF1: an unchallenged leadership



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



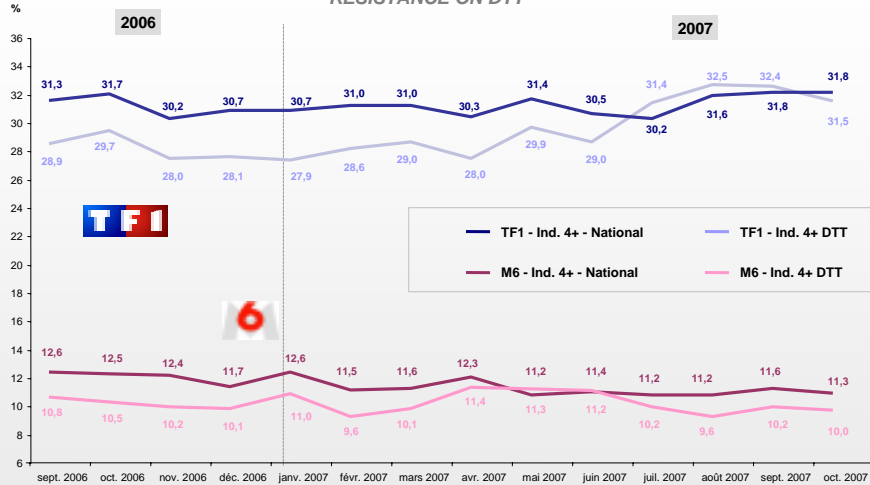
Source : Médiamétrie – Prime time (9:00 pm to 10:45 pm) – audience share & number of viewers : Individuals 4+

1.1

A leadership reinforced on DTT



RESISTANCE ON DTT



TF1 outperforms its average audience share in a more fragmented market

Source : Médiamétrie – Médiamat – Individuals 4 and above – Oct 06 to Oct 07.

1.2

January-October 2007 : increase of TF1 advertising market share



TF1 advertising market share

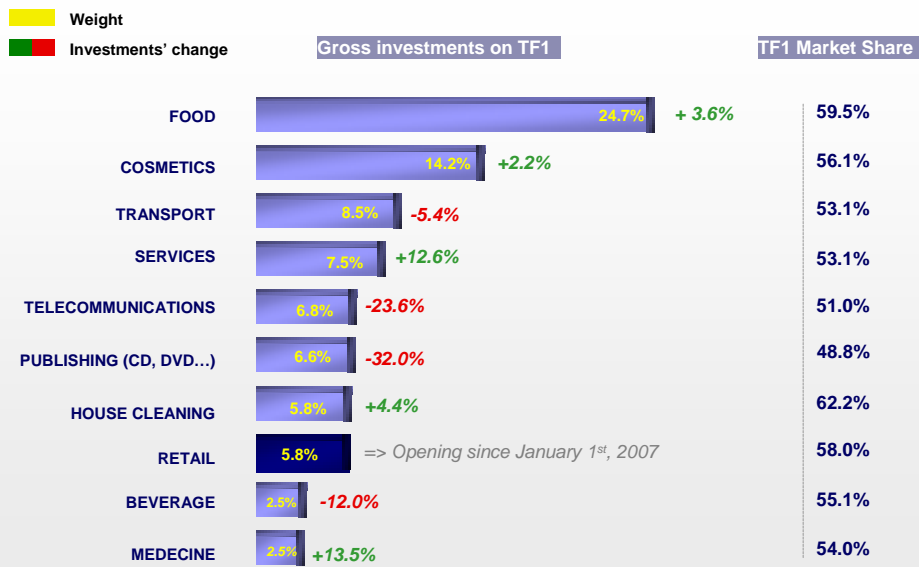


TF1 - Switzerland Road Show - Societe Generale - November, 2007

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

13

Sectors concealed contrasted growths (Jan-Oct 07)



TF1 - Switzerland Road Show - Societe Generale - November, 2007

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

14

TF1 Group channels strengthen their leadership



Leading channel on « OTHER TV » (national coverage)

1.4% audience share on Indiv. 4+ (October, 2007)

Source Médiamétrie-Médiamat

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 (8.2 M households - 32% coverage)



Source : Médiamétrie – Médiaabsat 13

15

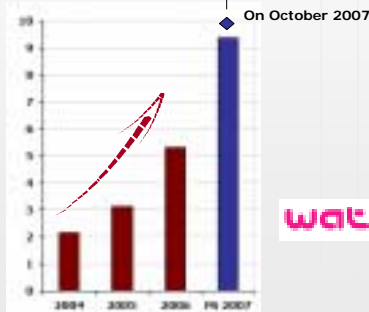
An improving web offer on the “must have” targets



WEB POWER OFFER

9.67 Million visitors
The 8th website

TF1 NETWORK (**)



On October 2007

MAIN THEMES

Ranking : October 2007



Source : Panel Médiamétrie Nielsen Netratings October 2007, home and work.

Internet applications excluded





(*) : Included distribution agreements

(**) : « Targeted portals & communities » / Women website

16

Organisational Matrix: 2 examples



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

- TF1 - Switzerland Road Show - Societe Generale - November, 2007

17

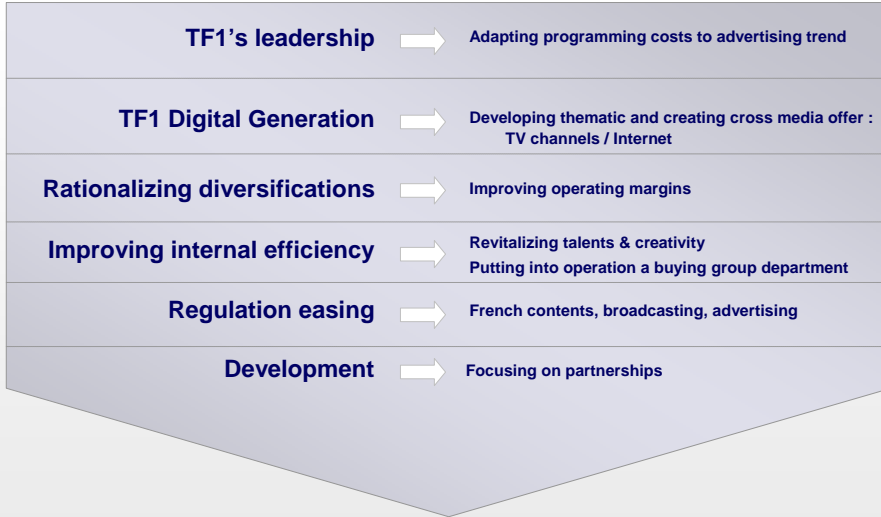


"Optimism comes with TF1's new Priorities"

Nonce Paolini, TF1 CEO,
July 31st 2007.

18

The Top 6 of TF1's Priorities



TF1 - Switzerland Road Show - Societas Generale - November, 2007



19

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)

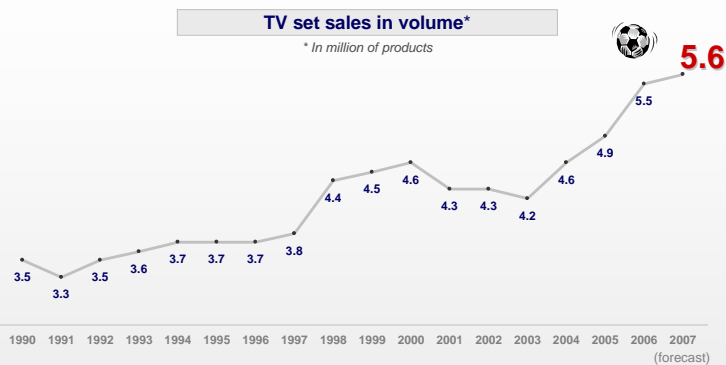
Other activities

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

TF1 - Switzerland Road Show - Societe Generale - November, 2007

21

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



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

TF1 - Switzerland Road Show - Societe Generale - November, 2007

22

* Source : GfK

Key figures – 9M 2007



€m	9M 2007	9M 2006	Change	Change %
Revenue	1,970.3	1,885.1	85.2	4.5%
Current operating profit <i>Operating margin</i>	234.5 11.9%	194.5 10.3%	40.0	20.6%
Net profit from continuing operations <i>Net margin</i>	166.5 8,5%	130.6 6.9%	35.9	27.5%
Net profit attributable to the Group <i>Net margin</i>	166.4 8,5%	172.3 9,1%	(5.9)	(3.4%)
Earnings per share	0.78	0.81	(0.03)	(3.7%)
Net debt <i>Gearing</i>	563.7 42.2%	416.6 37.9%	147.1	35.3%
Operating cash flow*	296.9	281.0	15.9	6%

* before net interest expense and income taxes

23


Consolidated revenue by sector



€m	9M 2007	9M 2006	Change	Change %
Broadcasting France	1,587.5	1,541.3	46.2	3.0%
<i>TF1 SA</i>	1,235.9	1,236.7	(0.8)	(0.1%)
<i>Theme channels in France</i>	138.0	112.6	25.4	22.6%
<i>Teleshopping Group</i>	110.9	80.3	30.6	38.1%
<i>TF1 Entreprises</i>	23.1	25.4	(2.3)	(9.1%)
<i>E-tf1</i>	42.3	48.2	(5.9)	(12.2%)
<i>In-house production companies</i>	23.1	24.5	(1.4)	(5.7%)
<i>Others*</i>	14.2	13.6	0.6	4.4%
Audiovisual Rights	177.9	150.2	27.7	18.4%
<i>TF1 Vidéo</i>	107.2	101.0	6.2	6.1%
<i>Catalogue</i>	70.7	49.2	21.5	43.7%
International Broadcasting	204.9	193.6	10.8	5.6%
Revenue - continuing operations	1,970.3	1,885.1	85.2	4.5%


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

24

Current Operating Profit by sector				
				
€m	9M 2007	9M 2006	Change	Change%
Broadcasting France	199.1	160.6	38.5	24.0%
TF1 SA	173.5	141.8	31.7	22.4%
Thematic channels France	5.1	(9.0)	14.1	NA
Teleshopping Group	7.0	6.4	0.6	9.4%
TF1 Entreprises	(1.3)	4.0	(5.3)	NA
E-tf1	1.1	3.8	(2.7)	NA
In-house production companies	3.1	2.6	0.5	19.2%
Others*	10.6	11.0	(0.4)	(3.6%)
Audiovisual Rights	4.3	12.1	(7.8)	(64.5%)
TF1 Vidéo	5.9	8.6	(2.7)	(31.4%)
Catalogue	(1.6)	3.5	(5.1)	NA
International Broadcasting	31.1	21.8	9.3	42.7%
Current Operating profit - continuing operations	234.5	194.5	40.0	20.6%

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

TF1 - Switzerland Road Show - Société Générale - November, 2007
25

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%

TF1 - Switzerland Road Show - Société Générale - November, 2007
26

Sectors: key points on January-October 2007



Telco's, a restructuring sector

Strong withdrawal of gross TV investments : - €99 m

- **DIRECTORIES** (-73%) contribute to the drop at 47%
- **TELECOM CONVERGENCE** (-14%) contributes to the drop at 23%
- **MOBILE PHONE** (-37%) contributes to the drop at 7%

Publishing, an industry under pressure

Decrease of €97 M on a gross basis on TV

- **MUSIC** (-39%) contributes to the fall at 80%
- **COMMERCIAL BOOKLETS** (-39%) contribute to the fall at 29%
- **DVD** (-23%) contribute to the fall at 34%

Fall of 24%
on Q1 2007 sales

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

27

Sectors: key points on January-October 2007



Retailers keep their promises

The Retail sector: €244 m on TV (gross)

Institutional communications:
=> 57% of campaigns

Communications on products:
=> 43% of campaigns

TF1 market share
on Retail*

60%

5.8% of TF1 gross advertising revenue



An opening which stimulates competition on national brands



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

* Excl. Mistergooddeal (M6 Group).

28

TF1, the best resistance to market fragmentation



Audience share

From January 1st to October 31st, 2007

	Mediamat environment* (i.e. ~30% pay TV penetration)		DTT environment* (100% TNT)	Degree of résistance
TF1	31.1%	→	30.0%	96%
France 2	18.2%	→	16.7%	92%
France 3	14.2%	→	11.7%	82%
M6	11.6%	→	10.5%	91%

TF1 : the best resistance to the market fragmentation

The market fragmentation widens the gap between TF1 and its competitors

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

TF1 - Switzerland Road Show - Société Générale - November, 2007

29

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

TF1 - Switzerland Road Show - Société Générale - November, 2007

30

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...
- Sliding hour measurement vs. o'clock hour in Europe
- Interruption of programmes: 1 ad break max /movie

PROGRAMMING

- 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

- 49% ownership law

Deregulation could come in Europe & France

TF1 - Switzerland Road Show - Societe Generale - November, 2007

31

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



Frédéric LE JACQ
Manager
☎: 33-1 41 41 33 59
✉: 33-1 41 41 29 10
📧: flejacq@tf1.fr



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



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

Next releases:

January 1, 2008: Full Year Revenue.
February 20, 2008: Full Year Results

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>

TF1 - Switzerland Road Show - Societe Generale - November, 2007

32

Switzerland Road Show

November, 2007

