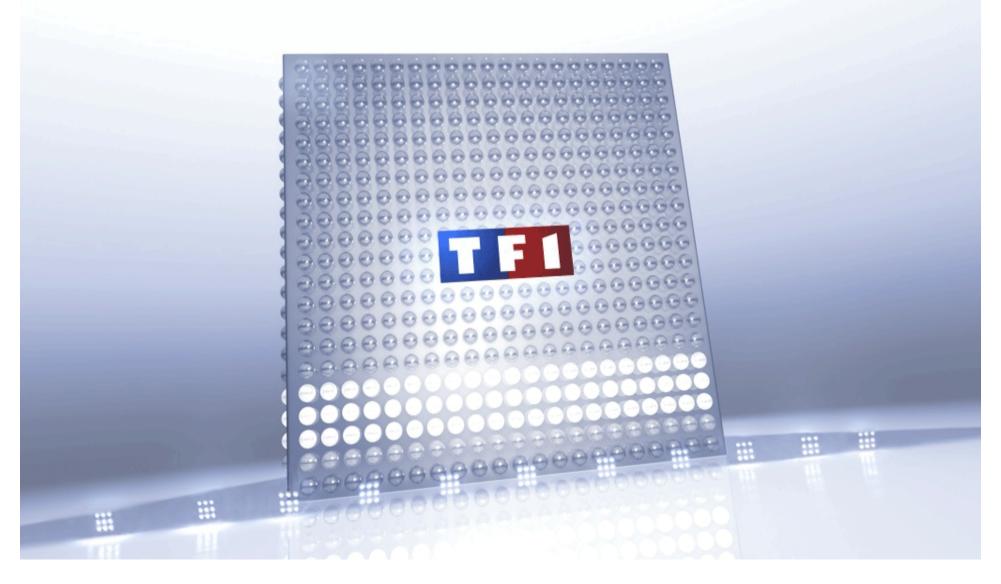
### JP Morgan CEO conference July 2nd 2008

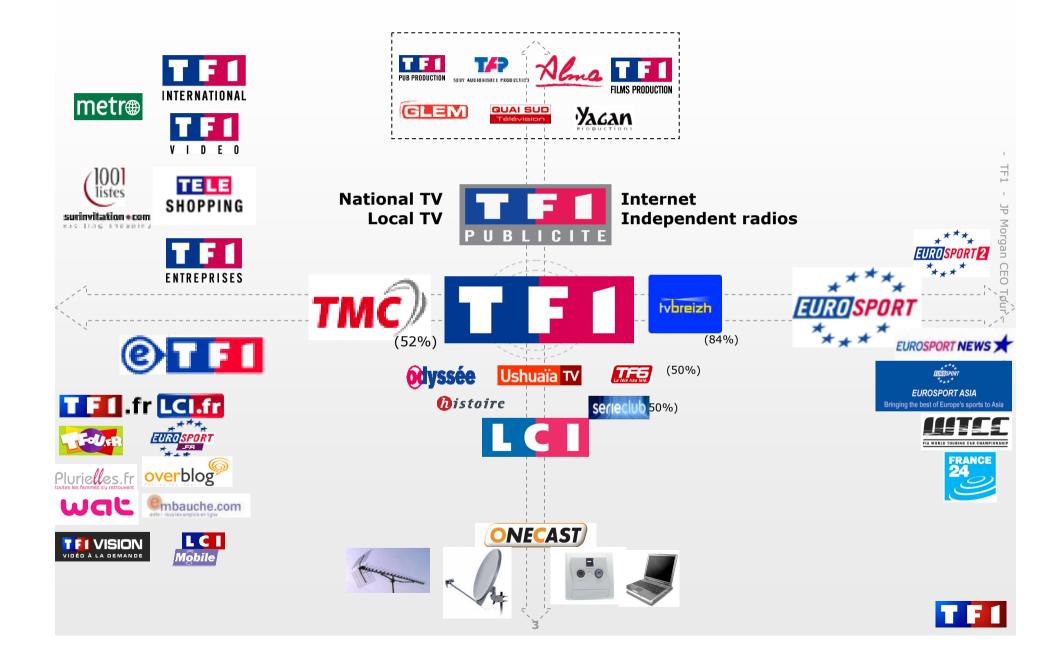


### **Disclaimer**

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.



### A diversified group



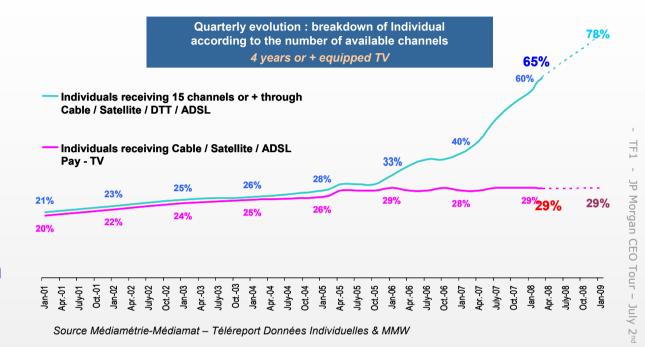
### ...With a unique position

- •TF1 N°1 TV Channel
- •TMC N°1 DTT Channel
- •TF1 network N°1 media Website
- •TF1 Games N°1 board games editor
- •TF1 Pub N°1 advertising agency
- •TF1 International N°1 French movies distributor in theater
- •TF1 Video N°1 DVD distributor
- •Eurosport N°1 most watched European channel
- •Eurosport N°1 European website dedicated to sports



### ...On a moving market

- •DTT: driver of the digital revolution
- Cable and Satellite: a low market growth
- •ADSL: market growth
- •Internet: quick expansion



- Audience time per user stands up to the Web attractiveness
- Large screens & HD market expansion



Rising success of TV shows



### ... Maintaining a strong leadership on TV

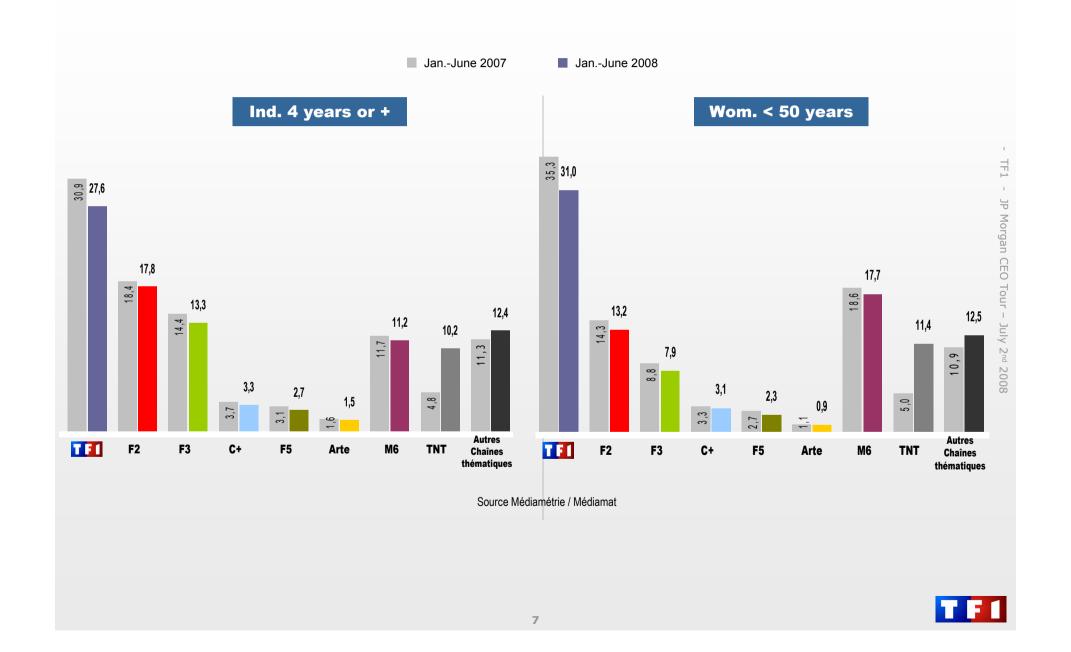
January - June 2008



6

Source Médiamétrie / Médiamat

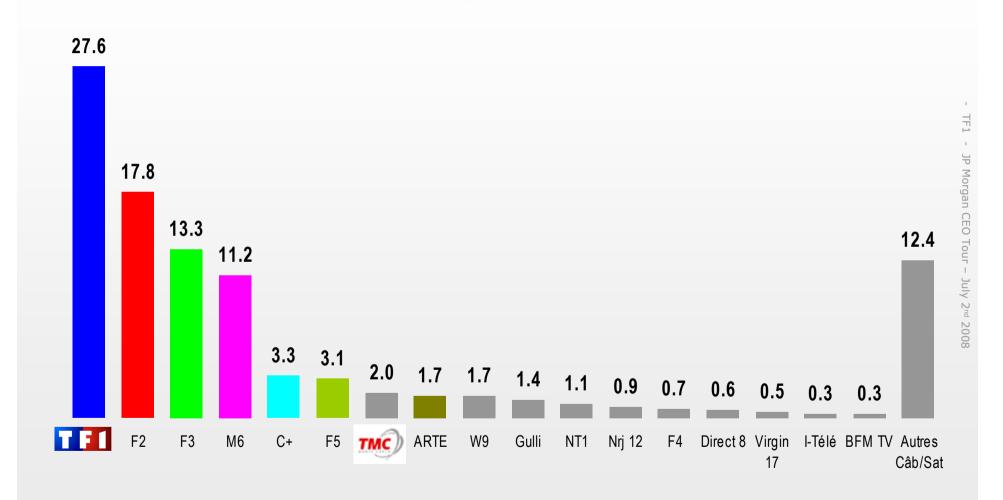
### ... despite a fragmented audience



### ... despite a fragmented audience

Audience Share Ind. 4 years or +. National

January-June 2008

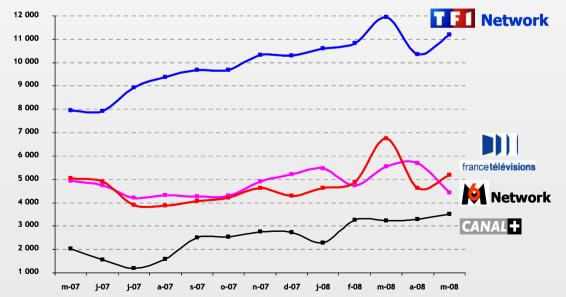


### ... with a positive cumulated audience

Audience share Individuals 4 years or + NATIONAL January-June 2008



Sources : Médiamétrie



### **WEB**

In 2007, TF1 Network developed its audience quicker than all its competitors



# - TF1 - JP Morgan CEO Tour - July 2nd 2008

### TF1 Group: 4 challenges ahead

Technology: 16/9e, HD, IPTV, Catch-up, VOD

Competition: DTT, ADSL, Cable and Satellite, Internet

Finance: profitability + growth

**Customers: shift in consumer behaviour** 



2008: critical year to prepare the future



### 3 strategic axis

1<sup>st</sup> Axis: reorganise to improve our performances

2<sup>nd</sup> Axis: Expand our TV leadership

3<sup>rd</sup> Axis: Act as a global media

Provide the Group with the best opportunities to achieve its targets everywhere



### 1st strategic axis: reorganise

- 1. Our team: a good mix of experience and diversity
  - Finance, HR, Purchase, Marketing
     « The Challenger spirit »
  - Grid, Programming, Information, TF1 Digital, Advertising « Change in continuity »
  - CoDG, Direction Committee, Management Committee
     « A new governance »



Synergy, Solidarity, Complementarities



### 1st strategic axis: reorganise

### 2. Professional / result-oriented methods and process

- Management: ERP, Cockpit, Plan, engagement committee
- Purchasing: requests for Proposal, synergies within the TF1 Group
- HR: enhance workforce efficiency
- Programming: a new way of negotiation
- Information: a unique management
- Projects: management under a unique leader

Gains in productivity
A better cost optimisation
Fine-tuning



### 1st strategic axis: to reorganize the News department of the TF1 Group

Previously: 3 independent structures and editorial departments







- Current situation
  - •A unique management
  - Common Support functions
  - Shared editorial departments
  - •A multi-channel editorial project
  - Optimized means on ground
  - Reinforced efficiency
  - Professionals motivated by change
  - •A new process for News



A less expensive multi-channel department



### 2nd strategic axis: Develop our TV leadership

### 1. By adapting our programs on TF1

- Re-launch of the in-house creation with:
  - The TF1 Production department (TV drama, Magazine, Entertainment, Sports)
  - TF1 Formats : from creation to co-development
- Developing new relationships with creators
  - TF1 Pitch : 23/24 June
  - 72 companies received, 10 selected formats
  - Meetings with producers, authors...
- Consolidate our win-win partnerships
  - Endemol (Real TV, games, TV Drama)
  - Coyote (Entertainment, games, TV Drama)
  - Formidooble (games)
  - Be aware (entertainment, TV Drama)
  - Adventure Live (real TV)



A more innovative programming line-up, which relies upon strong fundamentals



### 2nd strategic axis: Develop our TV leadership

### 2. By strengthening our complementary offer

- TMC: a growing leader, profitable and promising
- Eurosport : the Eurosport 2 trump card, Eastern new territories
- Discovery Channels: specialised channels as a core content for Pay TV offers
- LCI: the less overdrawn information channel, in the middle of the change relative to the News Department within the Group



A promising global offer to be enriched by stronger positions on DTT



### - TF1 - JP Morgan CEO Tour - July 2nd 2008

### 3rd strategic axis: Act as a global media

### New medias: the heart of our offer

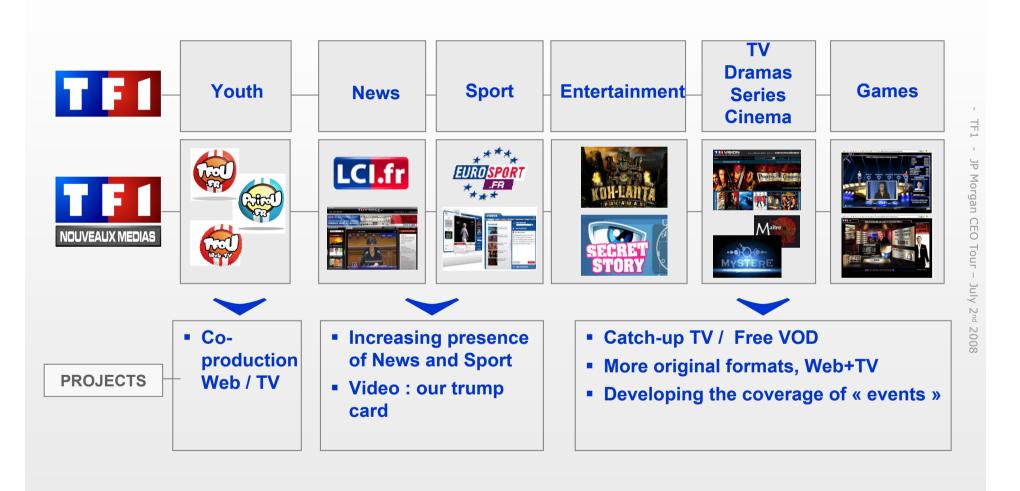
- Mutiply bounces between our TV channel, Web, Mobile TV and TVIP
  - « Our programmes everywhere, at any time and on any device »
- Continue to invest on Web 2.0 pure-players and e-business
  - « Our know-how on each and every playground»

### Create new relationships with all targets



### 3rd strategic axis: Act as a global media

### Back and forth from TV to the Web: already a reality



A full integrated process from script to production in passing by acquisition



### 3rd strategical axis: Act as a global media

### **Own mutli-support rights**

- Endemol (real TV)
- Marathon (Youngs)
- Adventure Live... (Real TV)

### Become a key actor of the national broadcasting

- TF1 Library, VOD and catch-up offers
- Reshaping of TF1.fr and LCI.fr

### **Develop our online games offers**

- Development, Synchronisation, extension of programs
- Games and on-line betting: the future?

### Strengthen our pure-player websites with high CPM

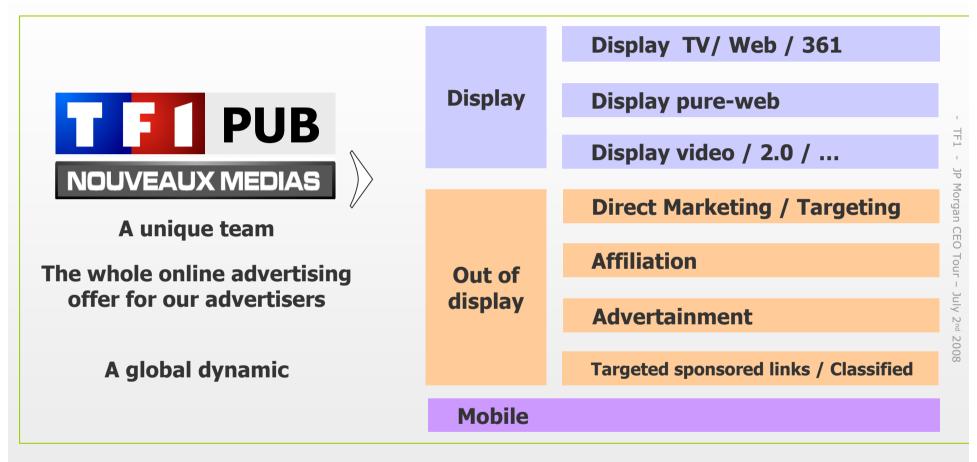
- Women, Series, Movies, Automoto, People, Tourism
- Overblog, Wat, Nomao: community platforms



Build partnerships or take ownership of websites ... with caution



### 3rd strategical axis: Act as a global media





The online advertising agency is on track



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### 6 skills for the future

### 1 / A group « ready to fight »

- A team
- An organisation
- Process

### 2 / Financial means

- Gearing at 48%
- Canal+ Put
- Assets: AB Group, Eurosport, TF1 International
- A solid shareholder: Bouygues
- S&P rating (A-)

### 3 / A multi-channel presence

- Free TV / Pay TV
- Free newspapers (Metro)
- Web
- Video/VOD
- E-commerce



### - TF1 - JP Morgan CEO Tour - July 2nd 2008

### 6 skills for the future

### 4 / A multi-support advertising agency

- . TV
- . Web
- . Radio
- . Hors media
- . Free Newspapers

A 360° offer

### 5 / New fields to be explored

Partnerships

Games / Betting on sports and horses

Innovative devices

TV on Mobile

Catch up



### 6 skills for the future

### 6 / An in-depth evolution of the regulation

Progressive advertising ban on France 2, France 3, France 5 as of January 1st 2009 from 8pm to 6am; advertising-free as of 2011

Sliding hour measurement vs. o'clock hour daily average: from 6' to 9'/ hour in October 2008?

Second advertising break as of January 1st 2009

A more favourable regulation relative to investment obligations?

An adjusted ownership law: 100% ownership of a channel with less than 8% audience

### A French market under the European harmonisation trend





### A leading group oriented towards its future with:

- > TV as a core business,
- multi-channel as an opportunity,
- > Supported by rigorousness
- > and creativity

New opened fields will make our talents more valuable



### JP Morgan CEO conference July 2nd 2008

