



# INVESTOR PRESENTATION

**FEBRUARY – MARCH 2016**

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

### BROADCASTING

FREE-TO-AIR TV



E-TF1



wat

OTHER MEDIA



### CONTENT

NEWEN



## CONSUMER SERVICES

### VIDEO



### HOME SHOPPING



### DIVERSIFICATION



## PAY-TV

### THEME CHANNELS IN FRANCE



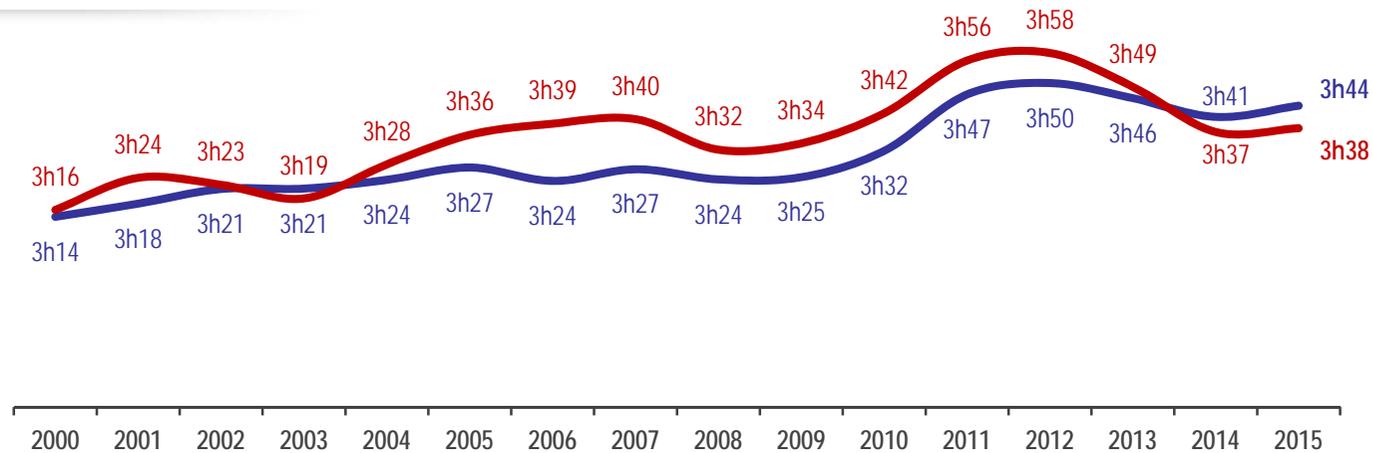
\* LCI will be broadcasted on the free DTT as of 5 April 2016

\*\*Owned at 50%.

# TV CONSUMPTION REMAINS AT A HIGH LEVEL AND NOW INCLUDES A PART OF NON-LINEAR CONSUMPTION

EVOLUTION OF TV CONSUMPTION (LINEAR & IPTV) BETWEEN 2000 AND 2015

- Individuals aged 4+: 3h39, i.e + 3' vs. 2014
- Women<50 PDM : 3h33, i.e + 1' vs 2014



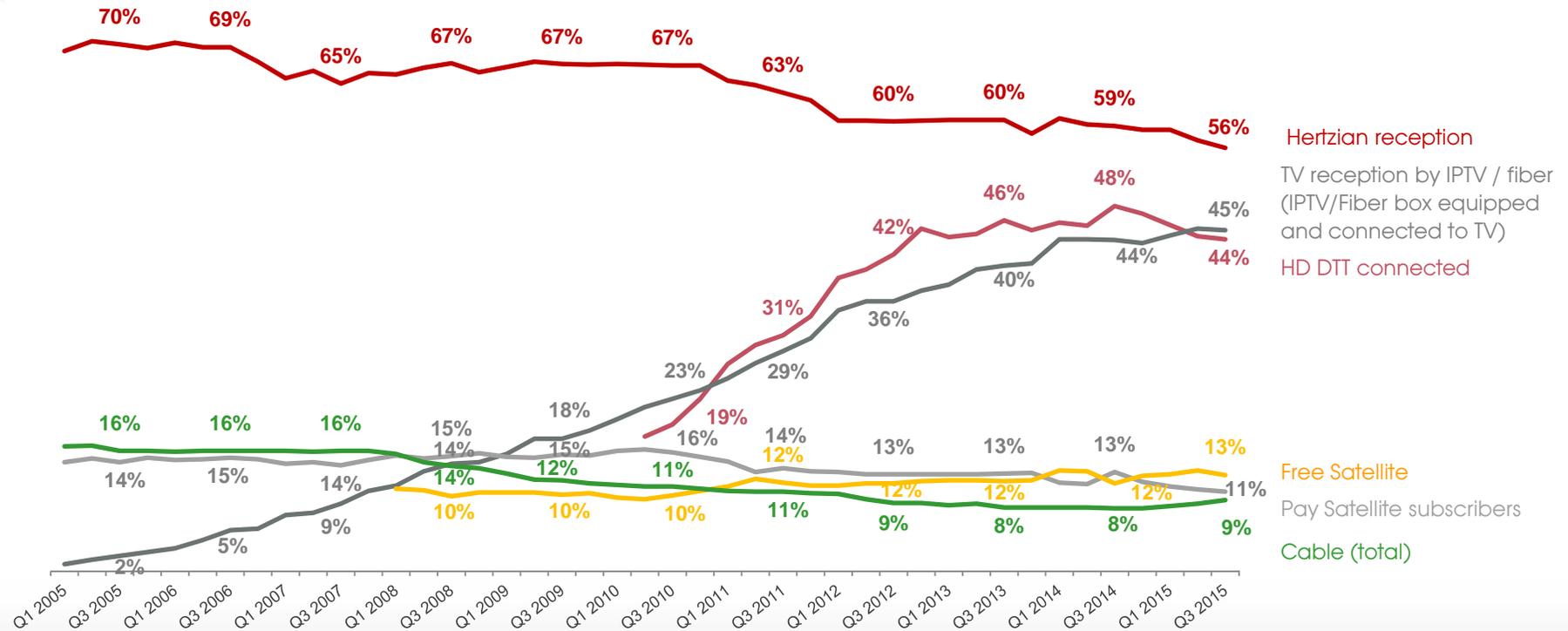
These figures do not include viewing time (live or catch-up) spent on secondary devices (computers, tablets, smartphones). However, Médiamétrie has been measuring daily catch-up IPTV consumption since September 29, 2014, and these figures have been included in viewing time statistics from the fourth quarter of 2014.

\* PDM = Purchase Decision Makers  
Source : Médiamétrie – Médiamat

# TV RECEPTION MODES IN FRANCE

## EVOLUTION OF RECEPTION MODES AS A % OF HOUSEHOLDS

(Main reception mode as a % of households equipped with TV)



Hertzian reception  
 TV reception by IPTV / fiber (IPTV/Fiber box equipped and connected to TV)  
 HD DTT connected  
 Free Satellite  
 Pay Satellite subscribers  
 Cable (total)

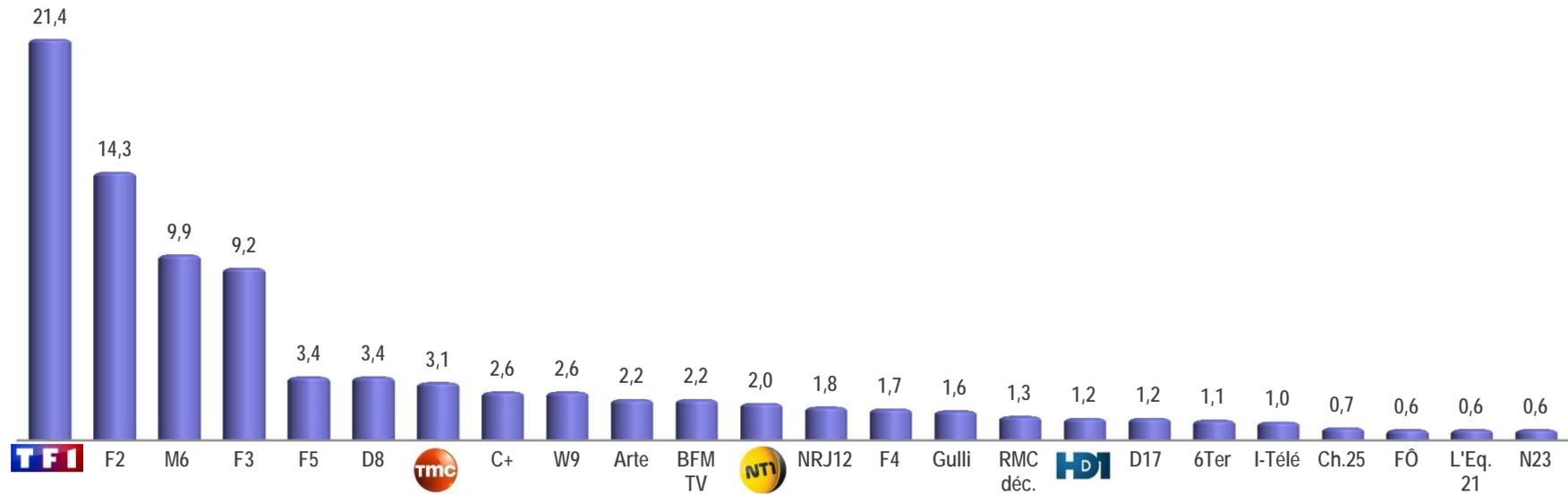
Source: TF1 estimations from Médiamétrie / GfK - *Référence des Equipements Multimédias (2005-2013)* ; Médiamétrie - Home Devices (since 2014)

# 2015: AUDIENCE SHARE PER GROUP



# SHARE OF VIEWING (%) – 2015

CHANGE ON 2014	-1.5	+0.2	-0.2	-0.2	+0.2	+0.1	-	-	-	+0.2	+0.2	+0.2	-0.1	+0.1	-0.2	+0.3	+0.3	-	+0.4	+0.1	+0.4	-	+0.2	+0.1
----------------	------	------	------	------	------	------	---	---	---	------	------	------	------	------	------	------	------	---	------	------	------	---	------	------



Source : Médiamétrie – Médiamat – 2015



# TF1'S STRONG-DRAWING LINEUP CONTINUES TO EXPAND



**TF1, THE LEADING CHANNEL**

# THOROUGHLY REVAMPED NEWS PROGRAMMING



TF1 IS LEADER IN 100% OF NEWS SLOTS

100% DIGITAL NEWS



ENHANCED NEWS MAGAZINE PROGRAMMING



**THE UNCONTESTED NEWS LEADER**

# UNMATCHED SUCCESS IN ALL GENRES

## MAJOR ENTERTAINMENT BRANDS



Up to 8.8m  
Average of 43% WPDM<50



11.4m, 2015's 2<sup>nd</sup> best audience  
and 54% of WPDM<50

## FR. DRAMA: SERIES & EVENTS



Up to 7.7m  
all-time record for the series



9.8m  
the record for a drama since  
October 2007

## MAJOR SPORTS BROADCASTS



12.2m for New-Zealand-France  
(2015 Rugby World Cup quarter  
final)



9.1m for Qatar-France (World  
Men's Handball Championship  
final)

## FEDERATIVE MOVIE LINEUP



7.3m viewers, 2015's best movie  
audience



6.5m viewers

## RENOWNED US SERIES



Up to 9.3m  
Average of 38% of WPDM<50



Up to 7.3m  
Average of 31% of WPDM<50

## THE NEWS LEADER



The 10 o'clock News: up to 7.4m



The 8 o'clock News: up to 10.2m

# UNEQUALLED VIEWERSHIP RECORDS

# A MULTICHANNEL OFFER WITH STRONG MOMENTUM

## THE LEADING DTT OFFER



SHARE OF WPDm < 50 RDA

## IMPROVED RIGHTS CIRCULATION



Federative programmes to establish channels

## GROWTH BOLSTERED BY NT1 AND HD1

# AN OFFER THAT IS INCREASINGLY DIGITAL...

## MYTF1

MORE THAN

**1.3**

BILLION VIDEOS VIEWED  
ON THE 4 SCREEN  
PLATFORMS<sup>(1)</sup>



The umbrella brand for the Group's 4 free channels, including now replays for TMC, NT1, and HD1

## IPTV

UP TO

**9.8**

MILLION UNIQUE  
VISITORS  
PER MONTH<sup>(2)</sup>

Undisputed leader on IPTV, an average of **9 million** this year

### AUDIENCE DRAW VS. LIVE - 2015

	TTV	<b>TF1</b>
4+	+1.7%	+2.2%
WPDM<50	+3.2%	+4.3%
AGED 25-49	+2.7%	+3.6%



**L'EMPRISE**

Record for consolidated and Catch-up  
**1.4m** viewers consolidated  
**+17%** vs. live  
**0.9m** viewers in catch-up



**MENTALIST**

**1.1m** viewers consolidated  
**+15%** vs. live  
**0.5m** viewers in catch-up



**KOH-LAHTA JONOR**

**0.9m** viewers consolidated  
**+17%** vs. live  
**0.6m** viewers in catch-up

## ESTABLISHED LEADERSHIP

Sources: (1) Médiamétrie eSTAT Streaming, AT internet, données opérateurs - (2) Médiamétrie Mediamat

## ... AND MULTIFACETED

### XTRA

MORE THAN  
**650**  
CONTENT UNITS  
AT END 2015

Introducing **XTRA**, devoted to content with no channel affiliation: exclusive productions, vintage contents, and web series



### VOD / SVOD / ECINEMA / TF1 CONSO

TFOU MAX,  
NEARLY  
**4,000**  
CONTENT UNITS  
FOR KIDS 3-12



The market's biggest SVOD offer for young people



More than a million coupons downloaded



The most distributed platform  
Launch of eCinema offer

## CEASELESS INNOVATION

## A DIVERSE PORTFOLIO FOR THE GENERAL PUBLIC



**500,000**  
WORLD RECORD FOR VISITORS



**N°1**  
IN SALES IN FRANCE



**7**  
RETAIL OUTLETS



New platform  
All-rights exploitation  
Development of eCinema

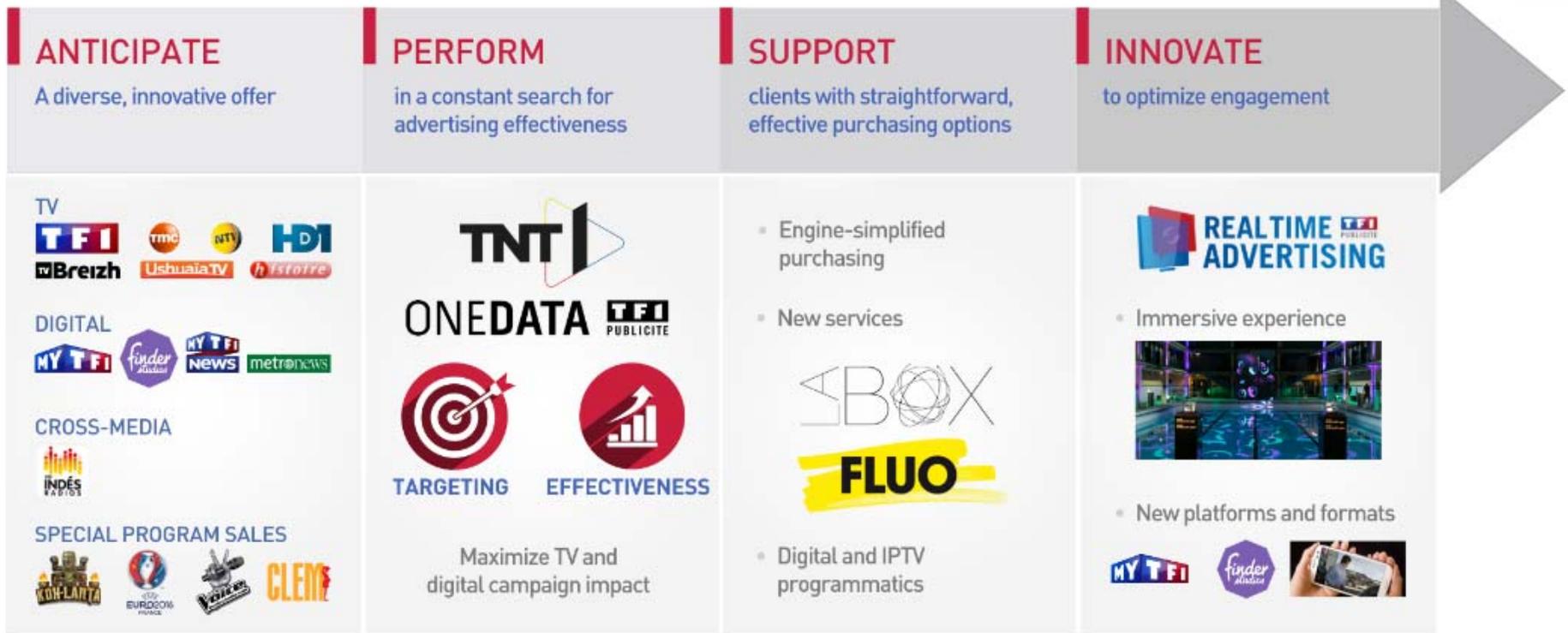


**4**  
FILMS SURPASSED 1 MILLION TICKETS SALES,  
INCLUDING *LES PROFS 2* SELLING  
**3.5 MILLION** TICKETS



**2**  
FILMS ARE PRIZE-WINNERS AT THE  
CANNES FILM FESTIVAL

# CREATIVE ADVERTISING OPTIONS



**TF1 PUBLICITE ELECTED FRANCE'S BEST ADVERTISING SALES AGENCY \***

\* Survey conducted by Harris Interactive for CB News.

## AN INNOVATION APPROACH APPLIED GROUP-WIDE

Establishment of an innovative ecosystem centered on the television of the future **more than**

**300**

start-ups sourced in France and abroad

CUTTING-EDGE INDUSTRY INTELLIGENCE

**MORE THAN 50**  
benchmarkcks

AND

**1,500**  
innovations sourced

CREATIVITY WORKSHOPS  
TO FOSTER AND NOURISH  
NEW IDEAS

PAVING THE WAY TO THE FUTURE  
BY INVESTING IN OPEN INNOVATION

**1**

CORPORATE  
INCUBATOR

**8**

START-UPS  
INCUBATED OVER  
THE NEXT 12  
MONTHS

TO SPREAD IDEAS AND ENERGIES

# VALUE – GENERATING INITIATIVES

COMPLETION OF EUROSPORT DISPOSAL	NEW FIELDS OF DEVELOPMENT	PROMISING PARTNERSHIPS
	 <p>Moves to freeview</p> 	  <p>NBCUniversal</p>  <p>European Media Alliance</p>

A NEW GROUP IS TAKING SHAPE

# NEWEN STUDIOS

groupe  
**TELF**FRANCE

**CAPA**

17**JUIN**  
*media*

**NW**  
N E W E B



**STRONG BRANDS DEVELOPED THROUGH EXPERT PRODUCER  
GROUPINGS MANAGED BY A HIGHLY TALENTED TEAM**

## NEWEN STUDIOS : ACQUISITION RATIONAL

### NEWEN

- Content ownership is becoming key to our role as a broadcaster
- Industry changes are leading us to reposition upstream of the value chain
- Presence in content and production must take into account international impact
- Determination to win over new customers and new markets
- Efficient allocation of resources generated by select assets

# NEWEN STUDIOS

## NEWEN

The first step of a process that could lead to:

- new acquisitions
- European partnerships

An acquisition that must prove advantageous to the current perimeter:

- develop creativity
- R&D in production

Facilitate a proprietary focus:

- develop formats and spin-off products.

# CITIZENSHIP : EXEMPLARY CONDUCT

## CLIMATE ISSUES



## ETHICS

Compliance programmes

## DIVERSITY PROMOTION AND PRACTICE

**TFI** Fondation  
Trophée de la Diversité\*

LGBT Commitment Charter

## HONOURS



Renewal of listing in main sustainable Indexes  
Industry World Silver Medalist for the DJSI



Award for financial transparency of regulated information  
for the second year running



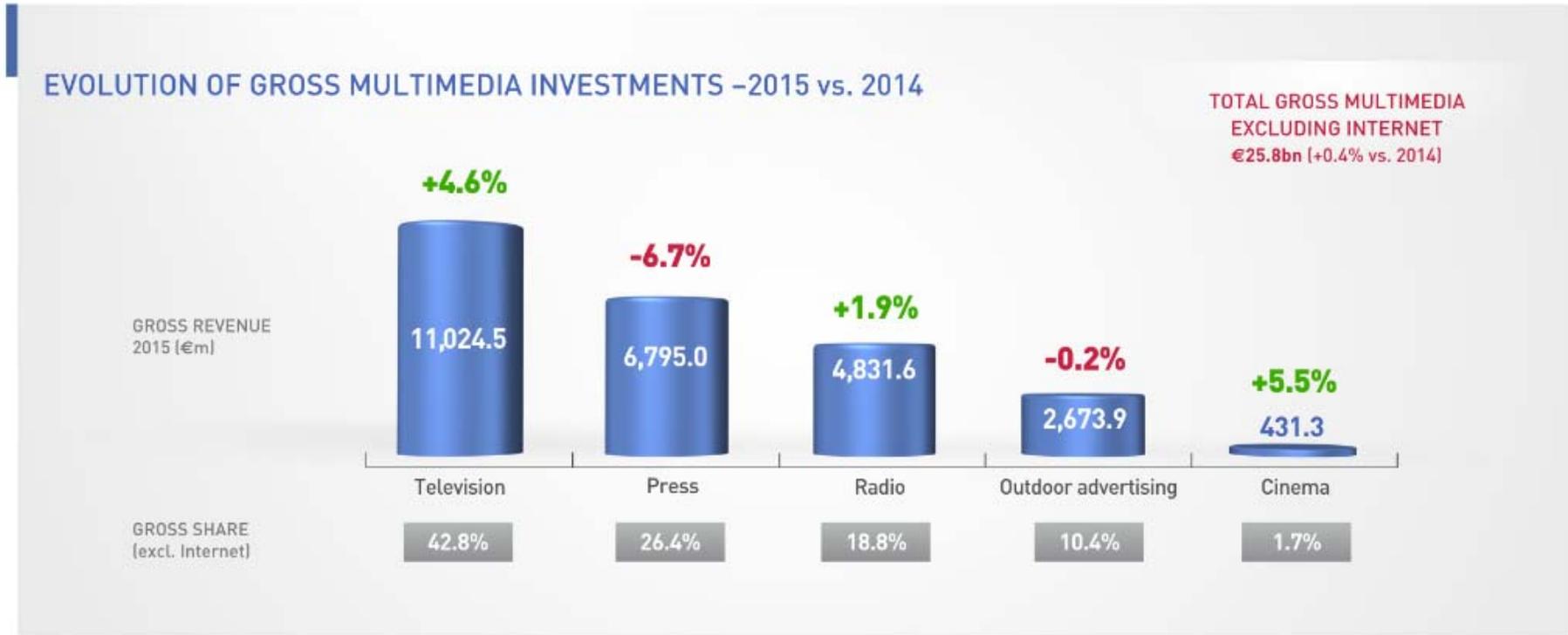
Renewal of « Responsible Supplier Relationships » label

\* Awarded by HR consulting firm Diversity Conseil, in partnership with the AFMD

# FINANCIAL INFORMATION

The results shown hereafter are presented in accordance with IFRIC 21, "Levies", applied with effect from January 1, 2015 and also applied retroactively to the 2014 comparatives.

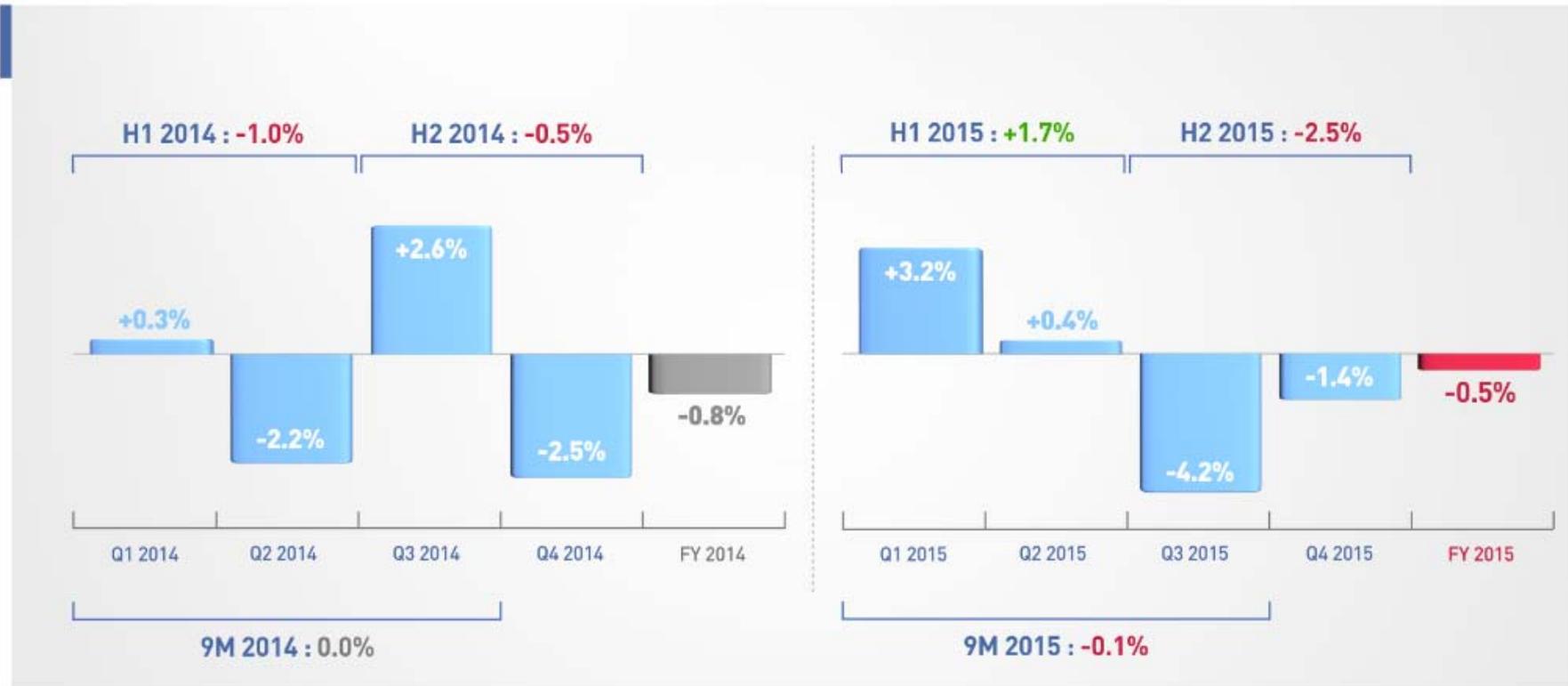
# EVOLUTION OF GROSS MULTIMEDIA INVESTMENTS



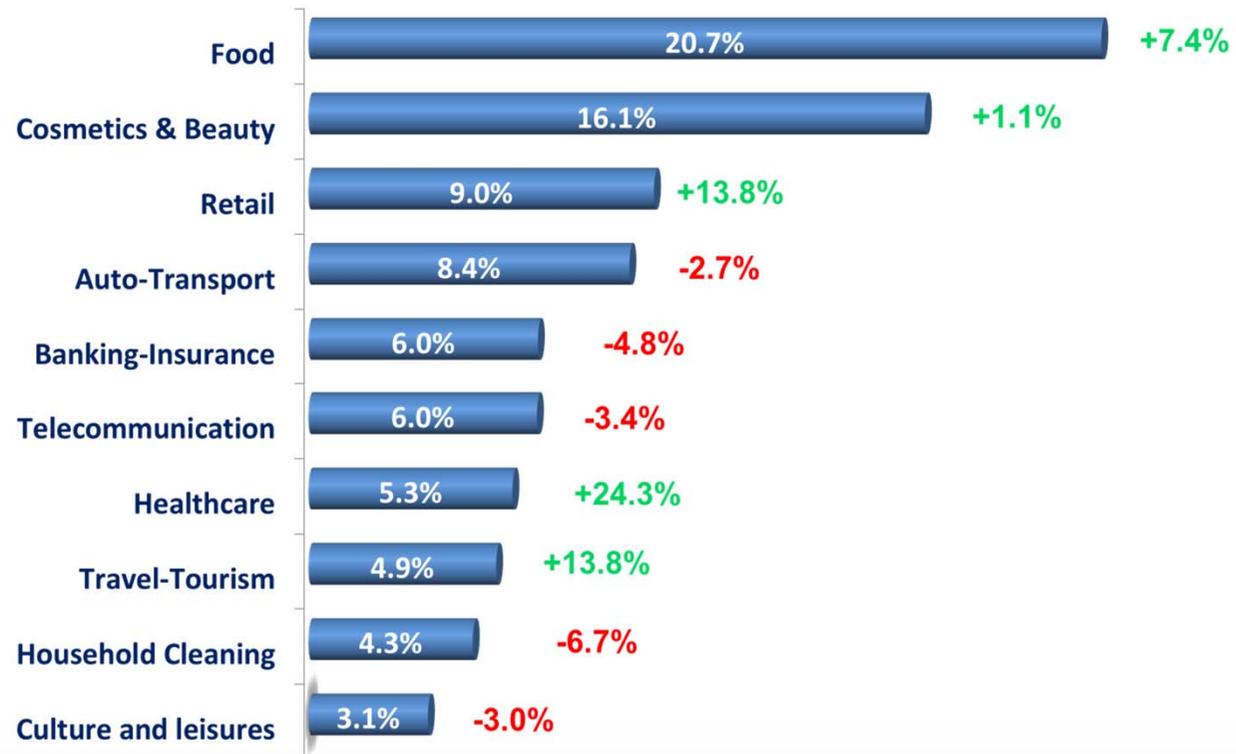
Source IREP - 2015 vs.2014 - excl. Internet / National and regional press with promotion (excl.self-promotion ans subscription) / Television : National , regional TV and themed channels



## NET ADVERTISING TURNOVER FOR THE TF1 GROUP'S FOUR FREE CHANNELS



## EVOLUTION OF THE ADVERTISING SECTORS FOR TF1 GROUP'S 4 FTA CHANNELS

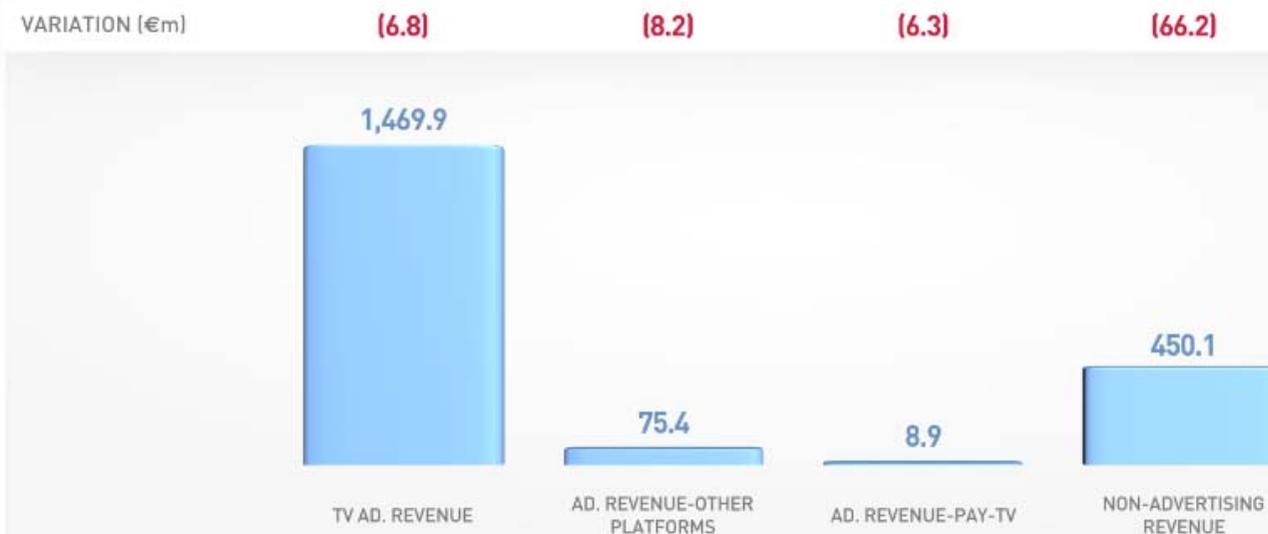


Source: Kantar Media, 2015 vs. 2014.

## CONSOLIDATED REVENUE BREAKDOWN

€m	2015	2014	Var. €m	Var. (%)
<b>BROADCASTING &amp; CONTENT</b>	<b>1,717.8</b>	<b>1,748.8</b>	<b>(31.0)</b>	<b>-1.8%</b>
Broadcasting	1,624.3	1,638.8	(14.5)	-0.9%
Content	93.5	110.0	(16.5)	-15.0%
<b>CONSUMER PRODUCTS</b>	<b>213.9</b>	<b>209.6</b>	<b>+4.3</b>	<b>+2.1%</b>
TF1 Vidéo	59.3	56.4	+2.9	+5.1%
Téléshopping	84.1	87.8	(3.7)	-4.2%
TF1 Entreprises	70.5	65.4	+5.1	+7.8%
<b>PAY TV</b>	<b>72.6</b>	<b>125.2</b>	<b>(52.6)</b>	<b>-42.0%</b>
Eurosport France	17.8	65.7	(47.9)	-72.9%
Theme channels in France	54.8	59.5	(4.7)	-7.9%
<b>HOLDING &amp; OTHERS</b>	<b>0.0</b>	<b>8.2</b>	<b>(8.2)</b>	<b>-100.0%</b>
<b>TOTAL REVENUE</b>	<b>2,004.3</b>	<b>2,091.8</b>	<b>(87.5)</b>	<b>-4.2%</b>

## GROUP ADVERTISING AND NON-ADVERTISING REVENUE



## COSTS OF PROGRAMMES

€m	2015	2014	Var. €m	Var. (%)
<b>TOTAL COST OF PROGRAMMES</b>	<b>956.2</b>	<b>994.0</b>	<b>(37.8)</b>	<b>-3.8%</b>
ONE-OFF SPORTING EVENTS	26.8	73.7	(46.9)	-63.6%
<b>TOTAL EXCL. ONE-OFF SPORTING EVENTS</b>	<b>929.4</b>	<b>920.3</b>	<b>+9.1</b>	<b>+1.0%</b>
Entertainment	285.5	282.6	+2.9	+1.0%
TV dramas / TV movies / Series / Theatre	316.7	318.1	(1.4)	-0.4%
Sports (excl. one-off sporting events)	45.0	49.9	(4.9)	-9.8%
News	107.3	103.3	+4.0	+3.9%
Movies	159.9	150.1	+9.8	+6.5%
Youth	15.0	16.3	(1.3)	-8.0%

## CONSOLIDATED INCOME STATEMENT(1/2)

€m	2015	2014	Var. €m	Var. (%)
<b>CONSOLIDATED REVENUE</b>	<b>2,004.3</b>	<b>2,091.8</b>	<b>(87.5)</b>	<b>-4.2%</b>
Total cost of programmes	(956.2)	(994.0)	+37.8	-3.8%
Other charges, depreciation, amortisation, provision and impairment (net)	(890.1)	(981.3)	+91.2	-9.3%
<b>CURRENT OPERATING PROFIT</b>	<b>158.0</b>	<b>116.5</b>	<b>+41.5</b>	<b>+35.6%</b>
CURRENT OPERATING MARGIN	7.9%	5.6%	+2.3pts	

# CURRENT OPERATING PROFIT BREAKDOWN



## CONSOLIDATED INCOME STATEMENT(2/2)

€m	2015	2014	Var. €m	Var. (%)
<b>CURRENT OPERATING PROFIT</b>	<b>158.0</b>	<b>116.5</b>	<b>+41.5</b>	<b>+35.6%</b>
Other operating income and expenses	(16.8)	-	(16.8)	ns
<b>OPERATING PROFIT</b>	<b>141.2</b>	<b>116.5</b>	<b>+24.7</b>	<b>+21.2%</b>
Cost of net debt	1.1	1.1	0.0	0.0%
Other financial income and expenses	(3.2)	0.3	(3.5)	ns
Income tax expense	(42.3)	(29.8)	(12.5)	+41.9%
Share of profits / (losses) of associates	6.5	15.0	(8.5)	-56.7%
<b>NET PROFIT FROM CONTINUING OPERATIONS</b>	<b>103.3</b>	<b>103.1</b>	<b>+0.2</b>	<b>+0.2%</b>
Post-tax profit from discontinued/held-for-sale operations	0.0	315.9	(315.9)	-100.0%
<b>NET PROFIT</b>	<b>103.3</b>	<b>419.0</b>	<b>(315.7)</b>	<b>-75.3%</b>
Net profit attributable to the Group from continuing operations	99.9	99.9	0.0	ns
Attributable to non-controlling interests	3.4	3.2	+0.2	+6.3%

## CONSOLIDATED BALANCE SHEET

ASSETS (€m)	31 DEC. 2015	31 DEC. 2014	Var. €m
Total non-current assets	841.8	1,369.4	(527.6)
Total current assets	2,371.9	2,354.6	+17.3
Held-for-sale assets	-	-	-
<b>TOTAL ASSETS</b>	<b>3,213.7</b>	<b>3,724.0</b>	<b>(510.3)</b>
<b>CASH FLOW STATEMENT (€m)</b>	<b>700.8</b>	<b>497.0</b>	<b>+203.8</b>

SHAREHOLDERS' EQUITY AND LIAB. (€m)	31 DEC. 2015	31 DEC. 2014	Var. €m
Shareholders' equity	1,761.8	2,039.9	(278.1)
o/w shareholders' equity attributable to the Group	1,741.7	2,003.4	(261.7)
Non-current liabilities	63.1	79.9	(16.8)
Current liabilities	1,388.8	1,604.2	(215.4)
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>3,213.7</b>	<b>3,724.0</b>	<b>(510.3)</b>

## CONSOLIDATED CASH FLOW STATEMENT

€m	2015	2014	Var. €m
Operating cash flow	164.0	128.5	+35.5
Income taxes (paid)/reimbursed	(35.1)	(33.1)	(2.0)
Change in operating working capital needs	8.4	12.7	(4.3)
<b>Net cash generated by/(used in) operating activities</b>	<b>137.3</b>	108.1	+29.2
<b>Net cash generated by/(used in) investing activities</b>	<b>432.8</b>	316.1	+116.7
<b>Net cash generated by/(used in) financing activities</b>	<b>(367.5)</b>	(117.1)	(250.4)
<b>CHANGE IN CASH POSITION – CONTINUING OPERATIONS</b>	<b>202.6</b>	<b>307.1</b>	<b>(104.5)</b>
<b>Cash position at end of period</b>	<b>700.8*</b>	498.2	+202.6

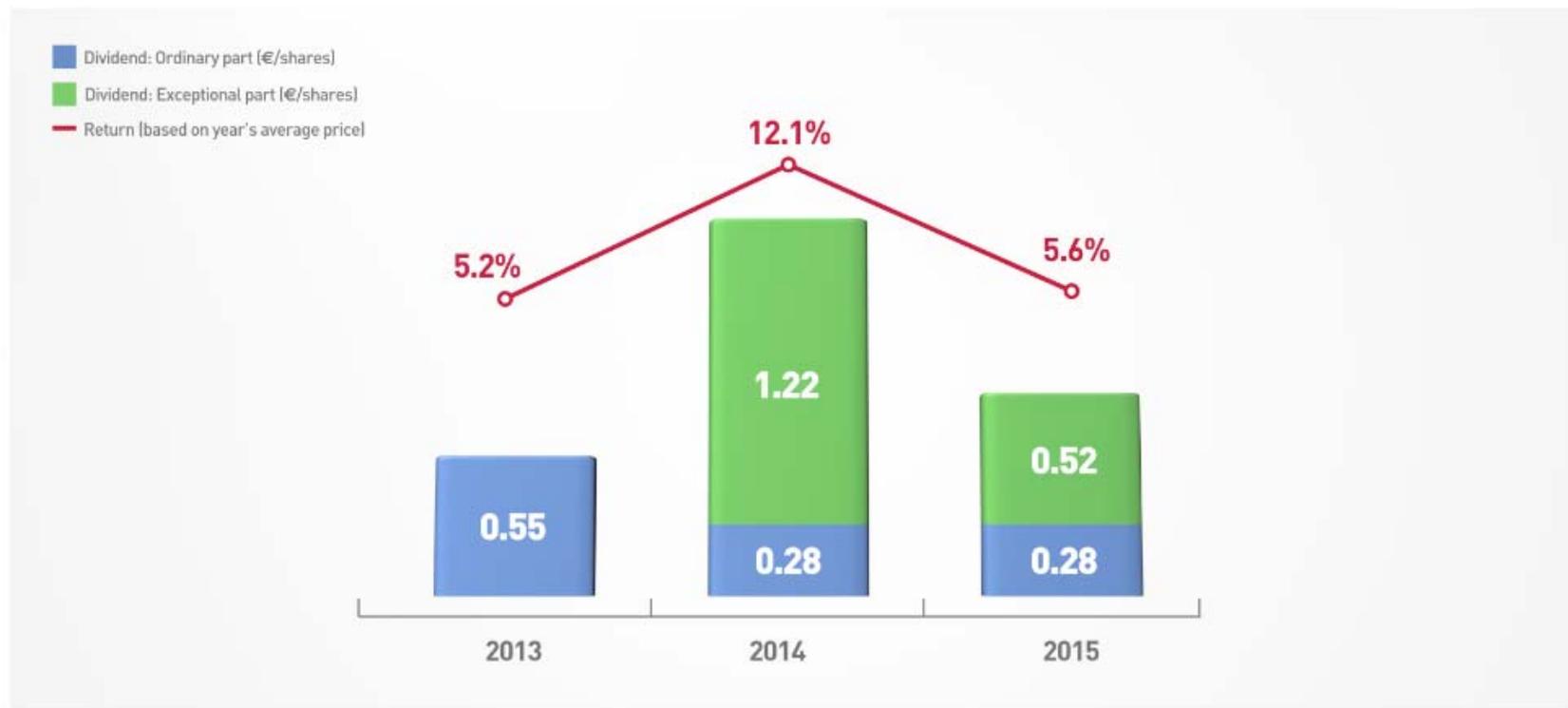
\* This amount includes the cash flow of €474.0m on October 1, 2015 following the sale of the 49% of Eurosport. It does not include the amount of the acquisition of 70% of Newen Studios.



The consolidation of 70% of Newen Studios should have an impact of approximately €300m on the Group's net cash position as of March 31, 2016 compared with the situation as of December 31, 2015.

# OUTLOOK

## FAIR RETURN TO SHAREHOLDERS



## HIGH RETURNS TO SHAREHOLDERS IN 2016

**€168.4m\***

Redistributed to shareholders

- An ordinary part of €58.9m per share
- An exceptional part of €109.5m per share

Equivalent to **1.6x** of 2015 net profit

**€30.0m\***

Allocated to a share-buyback program

(subject to approval by the Annual General Meeting of April 14, 2016)

After having paid the dividend, the Group will keep a residual cash level enabling the Group to develop and the future value creation.

## 2016 : A GROUP FOCUSED ON THE FUTURE

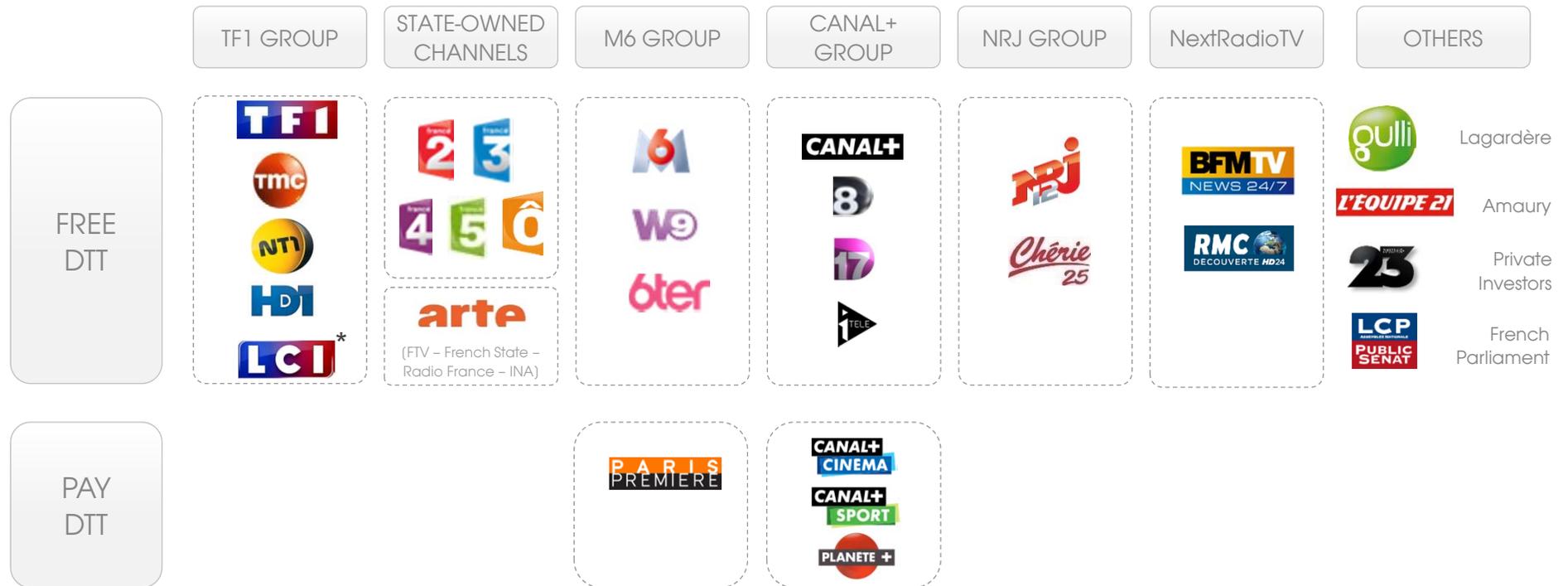
- The TF1 channel that has maintained its leading position among 25 channels
- A portfolio of 5 free channels
- An essential resource for online video
- A news offer honed for the future
- A more robust cost base after two optimisation-plan phases
- Rationalized, profitable subsidiaries
- Promising positions in the entertainment world
- Major acquisitions
- A solid financial structure
- Innovative European and United States partnerships

# HYPOTHESES 2016



# APPENDIX

# LANDSCAPE OF DTT MARKET IN FRANCE



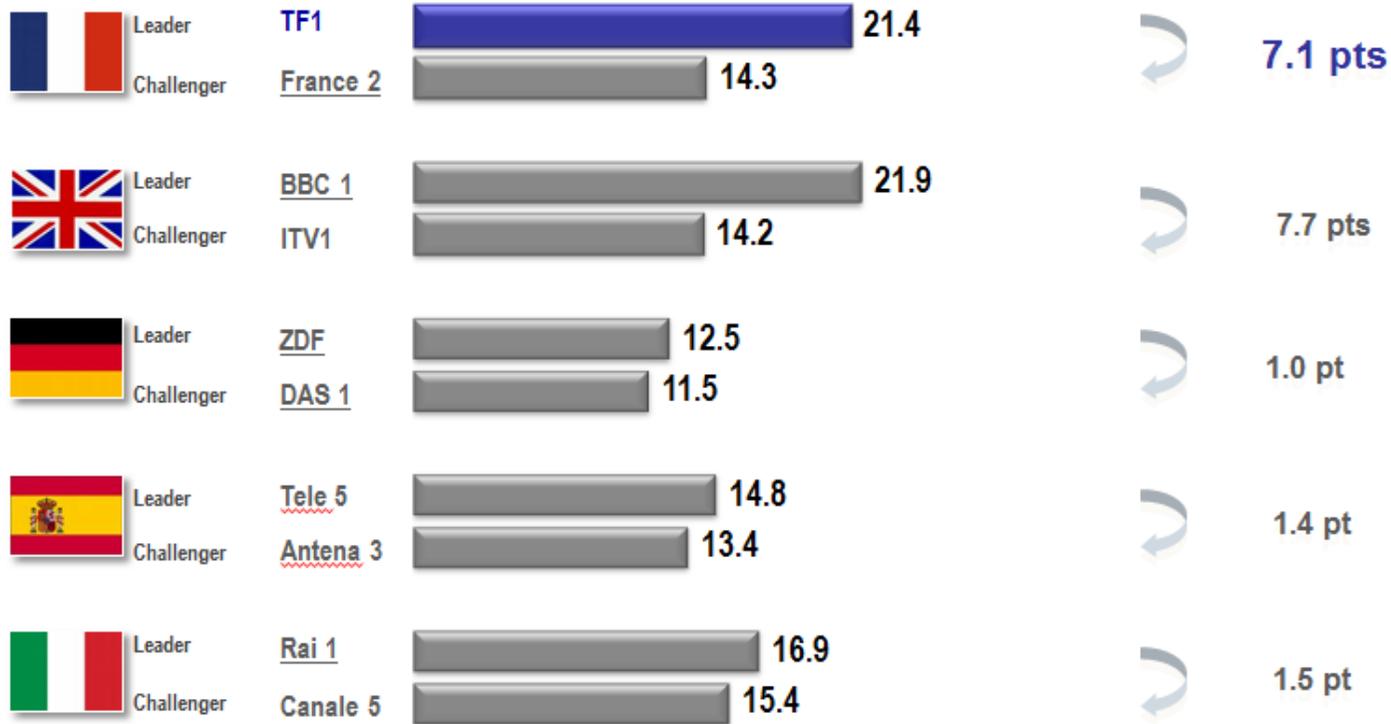
\* Is being acquired by NextRadioTV

\* LCI will be broadcasted on the free DTT as of 5 April 2016

# TF1 CHANNEL, A PRIVATE EUROPEAN LEADER (1/2)

Audience share (in%) of European channels, leaders in their respective national territories

Gap between each leader and its challenger:



Source: Médiamétrie - 4years & over (France) / Eurodata TV - BARB - Kanter Media (UK) / Eurodata TV - AGB - GfK (Germany) / Kantar Media (Spain) / Eurodata TV - Audifit - AGB Nielsen (Italy)

## TF1 CHANNEL, A PRIVATE EUROPEAN LEADER (2/2)

Audience share (in%) of private European channels, leaders in their respective national territories over 2014



Source: Médiamétrie - 4years & over (France) / Eurodata TV - BARB - Kanter Media (UK) / Eurodata TV - AGB - GfK (Germany) / Kantar Media (Spain) / Eurodata TV - Auditel - AGB Nielsen (Italy), Jan-Aug 2015 except France (Jan-Sept 2015)

# A CAPACITY FOR BUILDING PARTNERSHIPS

The image displays eight panels illustrating TFI's partnerships:

- Panel 1:** UGC and TFI Droits Audiovisuels, featuring a poster for the movie "Qu'est-ce qu'on a fait au Bon Dieu?".
- Panel 2:** TFI, 7, Mediaset, MTG, 4, 5, Telecinco, tvn, Intact, and Dogan, with the text "MEDIA FOR EQUITY".
- Panel 3:** FDJ, TFI Entreprises, and two "Mille Bornes" game boxes.
- Panel 4:** Discovery Communications and Eurosport.
- Panel 5:** Medien Gruppe RTL and NBCUniversal International Television Production, with a large TFI logo below.
- Panel 6:** Bouygues Telecom, SFR, Orange, Numericable, MY TFI, and LCI.
- Panel 7:** Europa Corp, TFI Films Production, and movie posters for "Taxi Brooklyn", "No Limit", and "Lucy".
- Panel 8:** TFI, 6, beIN Sport, Canal+, Rugby World Cup 2015, FIFA World Cup Brazil 2014, Qatar 2015, and UEFA Euro 2016.
- Panel 9:** Newen Network and a large TFI logo.

# REGULATION: PRESENT SITUATION

## OBLIGATIONS TO INVEST



- ✓ 3.2% in the co-production of European cinema works\*
- ✓ 12.5% for the commissioning of national heritage audiovisual works\*
  - 75% of the previous investments commissioned from independent producers
  - a producer is considered independent where the broadcaster owns less than 15% of its capital

\* of the previous year's net annual advertising turnover, within a calendar year.

## OBLIGATIONS TO BROADCAST

- ✓ Cinema and audiovisual works: 60% European-origin and 40% French origin at least
- ✓ A maximum of 192 movies per year
- ✓ A minimum of 2/3 of the annual broadcasting airtime devoted to French-speaking programmes
- ✓ 750 hours of children's programmes
- ✓ 800 hours of news bulletins and magazines

## ADVERTISING



- ✓ Up to 12' per hour
- ✓ Up to 9' per hour on average each day
- ✓ Movies: up to 2 slots and 6' of advertising
- ✓ State-owned channels: no advertising broadcast from 8pm to 6am

## MEDIA INDEPENDENCE

- ✓ 49% maximum ownership (of the capital of a company operating a domestic DTT service with an average annual audience share >8% of total TV audience)
- ✓ 7 DTT licences
- ✓ 2 out of 3 media (among TV, radio and daily press, with national coverage)

# REGULATION: WHAT WE ARE LOBBYING FOR

## ADVERTISING

Prohibited sectors:

- ✓ Promotions in the retail sector
- ✓ Cinema (movie trailers...)
- ✓ Tobacco / Alcohol

## FISCAL ISSUES

- ✓ Audiovisual taxes  
(CNC, France Télévisions, radio, press)

€4m in 2014

- ✓ Audiovisual sector financing  
(obligations to invest)

€293m in 2014

## PRODUCTION & CONTENT

- ✓ Mandates for distribution of content
- ✓ >25% of dependent production
- ✓ 15% of ownership threshold  
(above which a producer is considered as dependent)

**MORE FAIRNESS IN COMPETITION BETWEEN TV AND DIGITAL**

# CSR COMMITMENT

## INCLUSIVE & COHESIVE

- **In the content**
  - ✓ Large visibility offered to associations on TF1's channels
  - ✓ Promoting diversity and women
  - ✓ Diversity training given to employees of the production department
  - ✓ Diversity and Solidarity committees
- **In the company**
  - ✓ Employment and wage policies, social framework
  - ✓ Diversity label and equal opportunities policy
  - ✓ HSS policy and collective agreements
  - ✓ TF1 Corporate Foundation

## ETHICS & DEONTOLOGICAL

- **In the content**
  - ✓ Fulfilling commitments with audience, notably in terms of journalistic ethics
  - ✓ Personal data protection
  - ✓ Fight against piracy
- **In the company**
  - ✓ Compliance Department
  - ✓ Code of Ethics' roll out
  - ✓ Responsible Purchases
  - ✓ Signature of the UN Global Compact since 2006



## SUSTAINABLE

- **In the content**
  - ✓ Ushuaïa TV since 2005
  - ✓ More than 1000 topics in TV News Bulletin every year
  - ✓ Special editorial content ahead of the COP 21
  - ✓ Dedicated ad slots for responsible advertisers
- **In the company**
  - ✓ Energy and GHG réduction plan
  - ✓ Ecoprod's collective
  - ✓ Urban mobility plan
  - ✓ Responsible Purchases

## INNOVATIVE

- **In the content**
  - ✓ New Formats and partnerships
  - ✓ MYTF1 digital platform
- **In the company**
  - ✓ TF1's University, Masterclass
  - ✓ Innovation Department
  - ✓ Media for Equity

# CONTACTS



**LE GROUPE**

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