# COMBINED ANNUAL GENERAL MEETING 2023







#### **COMPOSITION OF THE COMMITTEE**

- Rodolphe BELMER, Chairman and CEO
- Pierre-Alain GERARD, CFO
- Sébastien FRAPIER, Legal Affairs Director and Board Secretary

Scruteener :

- Bouygues SA
- Second shareholder having the largest number of votes and accepting to be scruteener

#### **BOARD OF DIRECTORS MEMBERS**





RODOLPHE BELMER - CHAIRMAN AND CEO



**OLIVIER BOUYGUES** 



MARIE-AUDE MOREL Representing employees shareholders



ORLA NOONAN



SCDM — CHARLOTTE BOUYGUES



OLIVIER ROUSSAT



MARIE ALLAVENA



SOPHIE LEVEAUX Representing employees



BOUYGUES SA - PASCAL GRANGÉ



FARIDA FEKIH Representing employees



CATHERINE DUSSART

INDÉPENDANT



ELECTED

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.



#### **OPENING OF THE MEETING**

- General meeting convened on first call
- Quorum required for the holding of an ordinary general meeting and extraordinary general meeting reached
- Number of shares and voting rights at the attendance sheet (the voting forms and the powers of the represented shareholders)



#### **DOCUMENTS PROVIDED**

- The Universal Registration Document containing information and documents to be presented at the Combined Annual General Meeting is available since 9 March 2023 on the company's website at www.groupe-tf1.fr, under Investors/ General Meeting
- Documents and information relating to the Combined Annual General Meeting are made available to shareholders on the company's website at www.groupe-tf1.fr, under Investors/ General Meeting



#### **LIST OF AVAILABLE DOCUMENTS**

- the press release of 29 March 2023 specifying the procedures for making available or consulting the preparatory documents for the general meeting,
- the insertions published in the BALO of 15 February and 29 March 2023,
- the insertions published in LES ECHOS on 15 February and 29 March 2023,
- the insertion published in LEXTENSO of 29 March 2023,
- the notice of meeting brochure and the copy of the notice of meeting letters sent to the shareholders holding their shares in registered form and to the representatives of the Social and Economic Committee on 29 March 2023,
- the copy of the convening letters sent to the statutory auditors on 29 March 2023 and the acknowledgements of receipt,
- the universal registration document 2022,
- the management report of the Board of Directors (ordinary part),
- the table of results for the last five years,
- the delegations granted to the Board of Directors in the area of capital increases,
- the report of the Board of Directors on corporate governance,
- the report of the Board of Directors on the remuneration of corporate officers for 2022, including the remuneration of the Chairman and Chief Executive Officer and the report on stock options and performance shares,



#### **LIST OF AVAILABLE DOCUMENTS**

- the report of the Board of Directors on the principles for the remuneration of corporate officers for 2023,
- the description of the share buyback program,
- the report of the Board of Directors on the resolutions presented to the General Meeting,
- the individual financial statements for the year 2022, including the balance sheet, income statement and notes,
- the draft allocation of the result,
- the consolidated financial statements for the year 2022, including the balance sheet, income statement and notes,
- the reports of the statutory auditors and the independent auditor,
- the list of Directors and their functions in other companies, as well as the information sheet for Directors whose reappointment or appointment is on the agenda,
- the social balance sheet,
- the total amount, certified as accurate by the auditors, of the remuneration paid to the ten highest paid persons,
- the list of registered shares, donations, sponsorship and patronage,
- the number of shares and voting rights on the day of the meeting notice,
- the list of shareholders,
- the attendance sheet, the powers of attorney of the shareholders represented and the postal voting forms, as well as the certificates of the authorised intermediaries,
- the text of the resolutions,
- the articles of association.



### **ORDINARY GENERAL MEETING**

- 1. Approval of the financial statements for the 2022 financial year,
- 2. Approval of the consolidated financial statements for the 2022 financial year,
- 3. Appropriation of 2022 earnings and setting of dividend,
- 4. Approval of regulated agreements referred to in Articles L.225-38 et seq. of the French Commercial Code,
- 5. Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Rodolphe Belmer as Chief Executive Officer as from 27 October 2022,
- 6. Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Gilles Pélisson as Chairman as from 27 October 2022,
- 7. Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Gilles Pélisson as Chairman and Chief Executive Officer until 27 October 2022,
- 8. Approval of the information concerning the remuneration of the corporate officers described under Article L.22-10-9 of the French Commercial Code,
- 9. Approval of the remuneration policy applicable for Rodolphe Belmer, as Chief Executive Officer until 13 February 2023 and as Chairman and Chief Executive Officer as from 13 February 2023,
- 10. Approval of the remuneration policy for Directors,
- 11. Ratification of the cooptation as Director of Rodolphe Belmer,
- 12. Reappointment of Olivier Bouygues as Director for a three-year term,
- 13. Reappointment of Catherine Dussart as Director for a three-year term,
- 14. Authorisation to the Board of Directors to trade in the Company's shares, subject to a maximum of 10% of the share capital, for an 18-month period



#### **EXTRAORDINARY GENERAL MEETING**

- 15. Authorisation granted to the Board of Directors to reduce the share capital by cancelling treasury shares held by the company, for an 18-month period,
- 16. Delegation of competence to the Board of Directors to increase the share capital with pre-emptive rights for existing shareholders maintained, by issuing ordinary shares and any securities which are capital securities giving access to the company's other capital securities, or granting allocation of debt securities or any securities giving access to capital securities to be issued, for a 26-month period,
- 17. Delegation of competence to the Board of Directors to increase the share capital by incorporating share premiums, reserves, earnings or others, for a 26-month period,
- 18. Delegation of competence to the Board of Directors, for a 26-month period, to increase the share capital by way of public offerings other than those mentioned in Article L.411-2 of the French Monetary and Financial Code, without pre-emptive rights for existing shareholders, by issuing shares and all securities giving immediate and/or deferred access to shares in the company,
- 19. Delegation of competence to the Board of Directors to increase the share capital by way of public offerings mentioned in Article L.411-2 1° of the French Monetary and Financial Code, without pre-emptive rights for existing shareholders, by issuing shares and all securities giving immediate or deferred access to the shares in the company, for a 26-month period,
- 20. Authorisation to the Board of Directors to set the price, in accordance with the terms decided by the General Meeting, for immediate or future issues of equity securities, without pre-emptive rights for existing shareholders, for a 26-month period



#### **EXTRAORDINARY GENERAL MEETING**

- 21. Delegation of competence to the Board of Directors to increase the number of securities to be issued in the event of a capital increase with or without pre-emptive rights for existing shareholders, for a 26-month period,
- 22. Delegation of powers to the Board of Directors to increase the share capital without pre-emptive rights for existing shareholders, as consideration for contributions in kind to the company consisting of another company's equity securities or securities giving access to its capital, outside of a public exchange offer, for a 26-month period,
- 23. Delegation of competence to the Board of Directors to increase the share capital, without pre-emptive rights for existing shareholders, as consideration for securities tendered a public exchange offer initiated by the company, for a 26-month period,
- 24. Delegation of competence to the Board of Directors to increase the share capital, without pre-emptive rights for existing shareholders, for the benefit of employees or corporate officers of the Company or related companies who are members of a company savings scheme, for a 26-month period,
- 25. Amendment to Article 10 of the Articles of Association concerning the term of office of the employee representative Directors,
- 26. Creation of a new Article 16 of the Articles of Association entitled "Censor",
- 27. Authorisation to carry out formalities.



# FY2022 ANNUAL RESULTS



### **INTRODUCTION**

Leading audience share

# W<50PDM 33.6%

<sup>25/49</sup> y/o **30.5%**  LE GROUPE

**7** +0.1pt vs. 2021

**7** +0.3pt vs. 2021

Revenue 7 +3.3%

Current operating profit margin **12.6%** 

Net cash €326m 7 +127m€

# LEADERSHIP AND Strong Financial Position









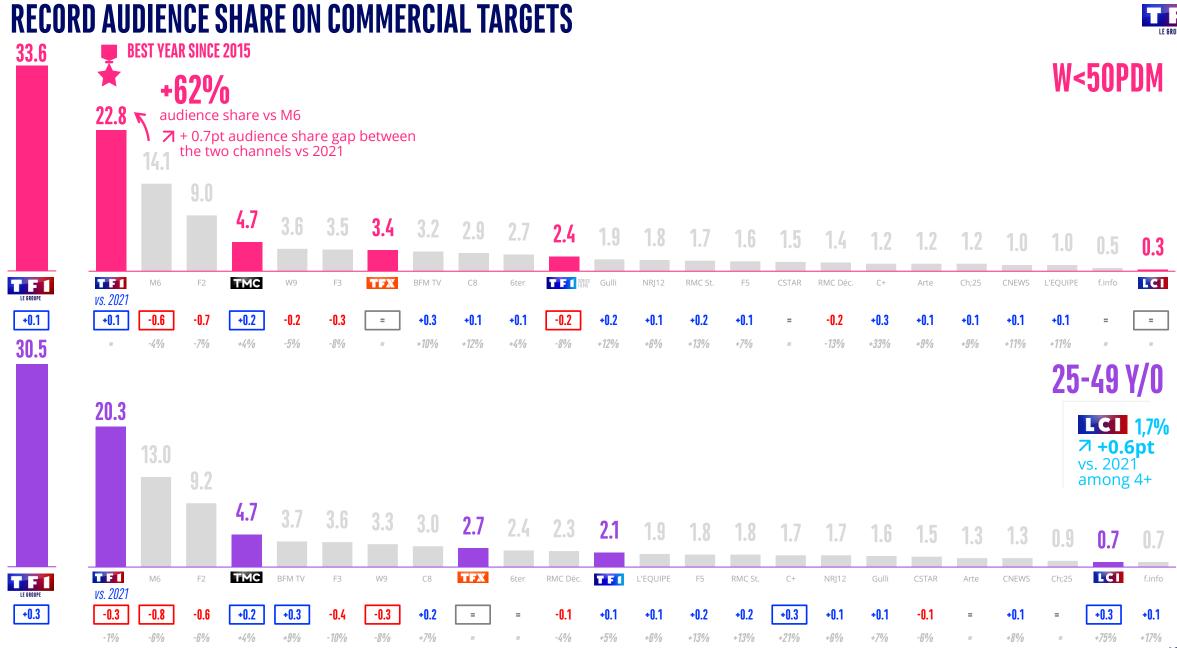
**EXTRA-FINANCIAL PERFORMANCE** RENEWING OUR ESG COMMITMENT



FY2022 ANNUAL RESULTS 14



# MEDIA LEADERSHIP **IN LINEAR AND PROMISING STEPS ON NON LINEAR**



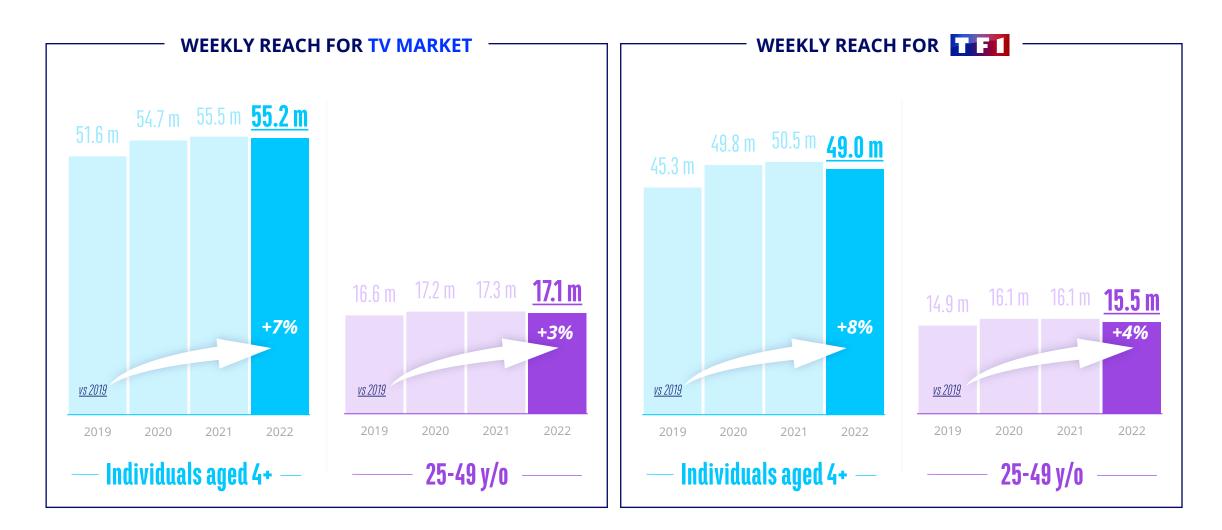
Source: Médiamétrie – Médiamat – FY2022 vs. FY2021

FY2022 ANNUAL RESULTS 16



## **POWERFUL REACH FOR TV AND TF1**





## **REGULAR STRONG EVENTS ON THE TF1 CHANNEL**



### ONLY CHANNEL TO GATHER MORE THAN 7m VIEWERS IN ALL GENRES

#### 77 OUT OF 100 BEST RATINGS AMONG 4+

81 OUT OF 100 BEST RATINGS AMONG W<50PDM

#### **90** OUT OF 100 BEST RATINGS AMONG 25/49 Y/O

#### **SPORTS**



#### *2022 FIFA WORLD CUP*

**24.1m** viewers for the final, best rating ever on French TV 80.9% of audience share among 4+



NEWS

#### PRESIDENTIAL ELECTION

**7.5m** viewers for the second-round debate



#### Best relaunch since 2012 for an entertainment programme on commercial targets

ENTERTAINMENT

52% of audience share on W<50PDM

Historical record on 15-34 62% of audience share

#### **FRENCH DRAMA**



#### HPI

1<sup>ST</sup> French drama rating on TV with

**10.9m** viewers

7 out of 15 best ratings on TV

#### LE GROUPE

# A UNIQUE OFFER THROUGH COMPLEMENTARY CHANNELS





#### **RECORD YEAR FOR LCI** Record audience share at

**1.7%** among 4+ 7 +0.6 pt



TMC

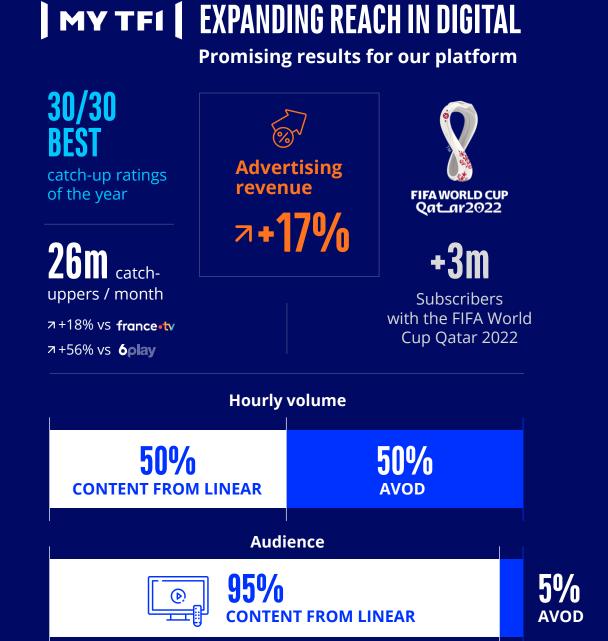
#### DTT LEADERSHIP FOR TMC On commercial targets

Record ratings with **4.7%** audience

share on 25/49 y/o and W<50PDM and 15-34 y/o

#### Up to **2.5M**

viewers for *Quotidien*, historical record for the programme and best DTT rating in 2022



# SHARE OF NON LINEAR IN TOTAL VIEWING







LE GROUPE

KOH-LANTA LE TOTEM MAUDIT HPI SEASON 2

o/w

LES COMBATTANTES SEASON 1

**7.5m** of downloaded apps 7+60% vs 2021  3.4m Apple (x2 vs. 2021)
 3.9m Android (+26% vs. 2021)



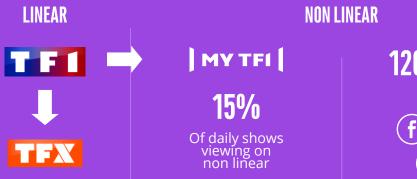
\*catch-up J+1, timeshifting, live TV recording, catch-up J+7

## **OPTIMIZING AND ALLOCATING COSTS**



### **CONTENT CIRCULATION**





120m videos watched

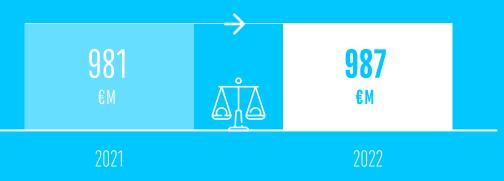




# **FLEXIBILITY ON COSTS**

THE GROUP SHOWED FLEXIBILITY ON ITS COSTLINE 7 + 0,6% in 2022 VS 2021





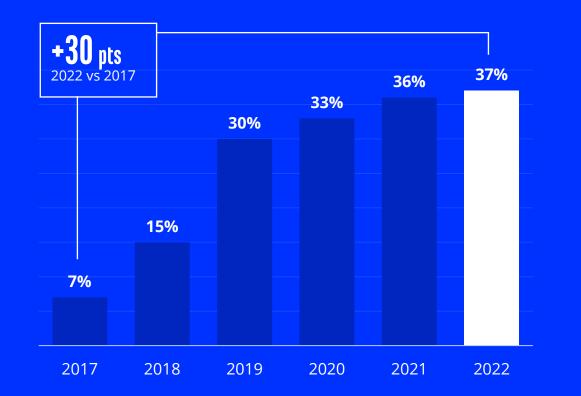




#### TFI

#### GROWING WEIGHT OF DATA OFFERS IN DIGITAL REVENUES







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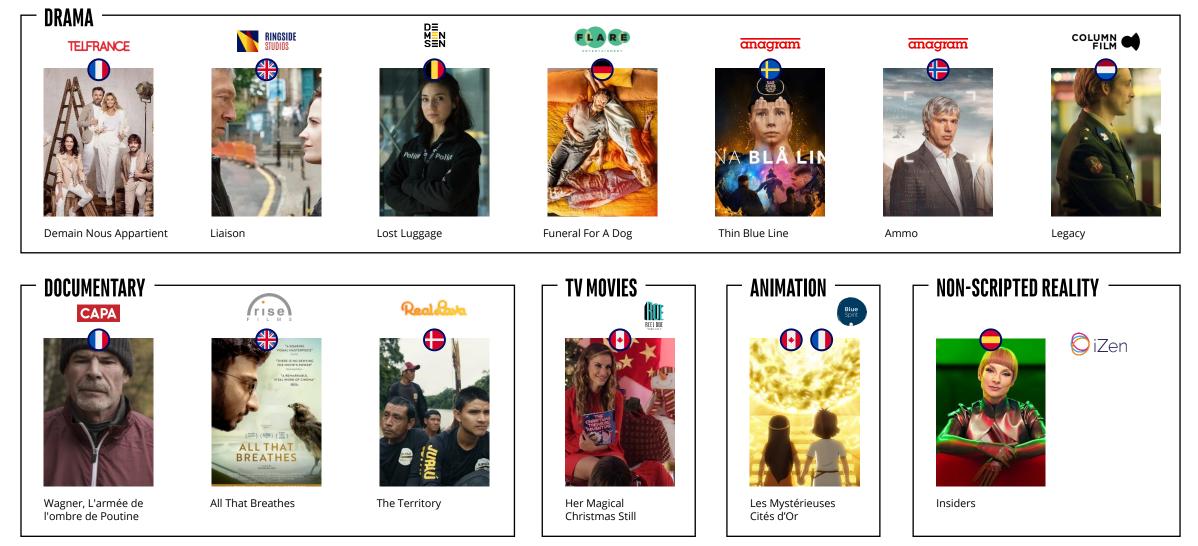


# NEWEN Studios

# NEW TALENTS GENERATING TRACTION

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# COMPANY EXPANDING THE BUSINESS WITH A MULTI-GENRE STRATEGY STUDIOS CINEMA • TV MOVIES • DRAMA • FILM • ANIMATION • TV MOVIE • DOCUMENTARY • SERIES • ENTERTAINMENT • NON-SCRIPTED







**THOMAS OCANA** CAPA SPAIN





Spanish investigative journalist awarded numerous prizes including 3 Emmy Awards in different categories



Producer of awarded documentaries including the Oscarnominated *All that Breathes* in 2022, the Oscar-nominated *The Invisible War* in 2013, and *Icarus* - winner of the 2018 Academy Awards

#### ANNE KOLBJORNSEN ANAGRAM



Producer best known for *Maniac* (2018) aired on Netflix

#### **VANESSA DJIAN** DAI DAI FILMS



Producer known for movies adapted from the theatre, such as *Edmond* and *Adieu Monsieur Haffmann* 





# STUDIOS STUDIOS



To be delivered in 2023

Delivered in Q3





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# STUDIOS A UNIQUE ASSET IN THE PRODUCTION LANDSCAPE

# CRITICAL MASS REACHED UNIQUELY DIVERSIFIED ACROSS GENRES FOCUSED ON ORGANIC GROWTH

ORGANIC GROWTH +13.7% IN 2022



# FINANCIAL RESULTS

RESULTS DEMONSTRATING **FINANCIAL STRENGTH AND FLEXIBILITY** 

# **FY 2022 CONSOLIDATED REVENUE**



(€M)	FY 2022	FY 2021	CHG.€M	CHG.%
MEDIA	2,079.8	2,091.5	(11.7)	-0.6%
ADVERTISING REVENUE*	1,668.9	1,694.1	(25.2)	-1.5%
O/W DIGITAL ADVERTISING REVENUE*	128.2	142.5	(14.3)	-10.0%
O/W MYTF1 ADVERTISING REVENUE	90.3	77.3	13.0	16.8%
O/W OTHER DIGITAL ADVERTISING REVENUE*	37.9	65.2	(27.3)	-41.9%
OTHER REVENUE	411.1	397.4	13.7	3.4%
NEWEN STUDIOS	427.9	335.6	92.2	27.5%
FRANCE	174.4	174.4	0.0	0.0%
INTERNATIONAL	253.5	159.0	94.5	59.4%
REVENUE FROM GAMES, MUSIC, LIVE SHOWS**	0.0	2.2	(2.2)	-100.0%
TOTAL REVENUE***	2,507.7	2,427.1	80.6	3.3%

\* Deconsolidation of Unify Publishers since October 2022

\*\* Includes revenues from Games activities disposed of in April 2021

\*\*\* Excluding the effect of changes in structure, FY2022 revenue increase by 3.6%

Under IFRS 16 norm

# **COST OF PROGRAMMES\***

TFI				
LE GROUPE				

FY 2022	FY 2021	CHG.€M	CHG.%
(309.5)	(357.2)	47.7	-13.4%
()		· · · · · · · · · · · · · · · · · · ·	
(273.9)	(261.8)	(12.2)	4.6%
(120 /)	(125 5)	(2.0)	2.8%
(135.4)	(155.5)	(5.5)	2.870
(142.2)	(142.7)	0.5	-0.3%
(110.0)	(69.4)	(40.6)	58.4%
(12.2)	(14.5)	2.3	-15.7%
( <u>9</u> 87 N)	( <u>9</u> 81 N)	נט טן	0.6%
	(309.5) (273.9) (139.4) (142.2) (110.0)	(309.5)       (357.2)         (273.9)       (261.8)         (139.4)       (135.5)         (142.2)       (142.7)         (110.0)       (69.4)         (12.2)       (14.5)	(309.5)       (357.2)       47.7         (273.9)       (261.8)       (12.2)         (139.4)       (135.5)       (3.9)         (142.2)       (142.7)       0.5         (110.0)       (69.4)       (40.6)         (12.2)       (14.5)       2.3

\*Cost of programmes" is a new indicator, which replaces "Cost of programmes for the 5 channels" from 31 March 2021. Unlike the previous indicator, it includes costs associated with non linear activities (MYTF1. LCI Digital) and with the theme channels (TV Breizh. Ushuaïa TV and Histoire TV). Former indicator "cost of programmes for the 5 channels" is published until December 2021.

# **CURRENT OPERATING PROFIT PER SEGMENT**



CURRENT OPERATING PROFIT*	316.2	343.2	(27.0)	-7.9%
MARGIN	11.0%	11.5%	-	-0.5PT
NEWEN STUDIOS	47.2	38.6	8.6	22.3%
MARGIN	12.9%	14.6%	-	-1.6PT
MEDIA	269.0	304.6	(35.6)	-11.7%
(€M)	FY 2022	FY 2021	CHG.€M	CHG.%

\* At end-December 2021, current operating profit included €29.5 million of government support. Excluding the impact of covid tax credit, current operating profit would be up €2.5 million, or a +0.8% increase.

# FY 2022 CONSOLIDATED INCOME STATEMENT



(€M)	FY 2022	FY 2021	CHG.€M	CHG.%
CONSOLIDATED REVENUE	2,507.7	2,427.1	80.6	3.3%
TOTAL COSTS OF PROGRAMMES*	(987.0)	(981.0)	(6.0)	-0.6%
OTHER CHARGES, AMORTIZATION, PROVISION	(1,198.5)	(1,097.4)	(101.1)	-9.2%
CURRENT OPERATING PROFIT FROM ACTIVITIES	322.2	348.7	(26.5)	-7.6%
AMORTIZATION AND IMPAIRMENT OF INTANGIBLE ASSETS RECOGNIZED AS A RESULT OF ACQUISITIONS	(6.0)	(5.5)	(0.5)	-9.1%
CURRENT OPERATING PROFIT	316.2	343.2	(27.0)	-7.9%
CURRENT OPERATING MARGIN	12.6%	14.1%	-	-1.5PT
OTHER OPERATING INCOME AND EXPENSES	(15.0)	(10.3)	(4.7)	45.6%
OPERATING PROFIT	301.2	332.9	(31.7)	-9.5%
COST OF NET DEBT	(2.6)	(1.5)	(1.1)	73.3%
OTHER FINANCIAL INCOME AND EXPENSES	(11.7)	(8.5)	(3.2)	37.6%
INCOME TAX EXPENSE	(56.3)	(70.4)	14.1	-20.0%
SHARE OF PROFITS / (LOSSES) OF ASSOCIATES	(48.6)	(28.5)	(20.1)	70.5%
NET PROFIT	182.0	224.0	(42.0)	-18.8%
NET PROFIT ATTRIBUTABLE TO THE GROUP	176.1	225.3	(49.2)	-21.8%

\*Cost of programmes" is a new indicator, which replaces "Cost of programmes for the 5 channels" from 31 March 2021. Unlike the previous indicator, it includes costs associated with non linear activities (MYTF1. LCI Digital) and with the theme channels (TV Breizh. Ushuaïa TV and Histoire TV). Former indicator "cost of programmes for the 5 channels" is published until December 2021.

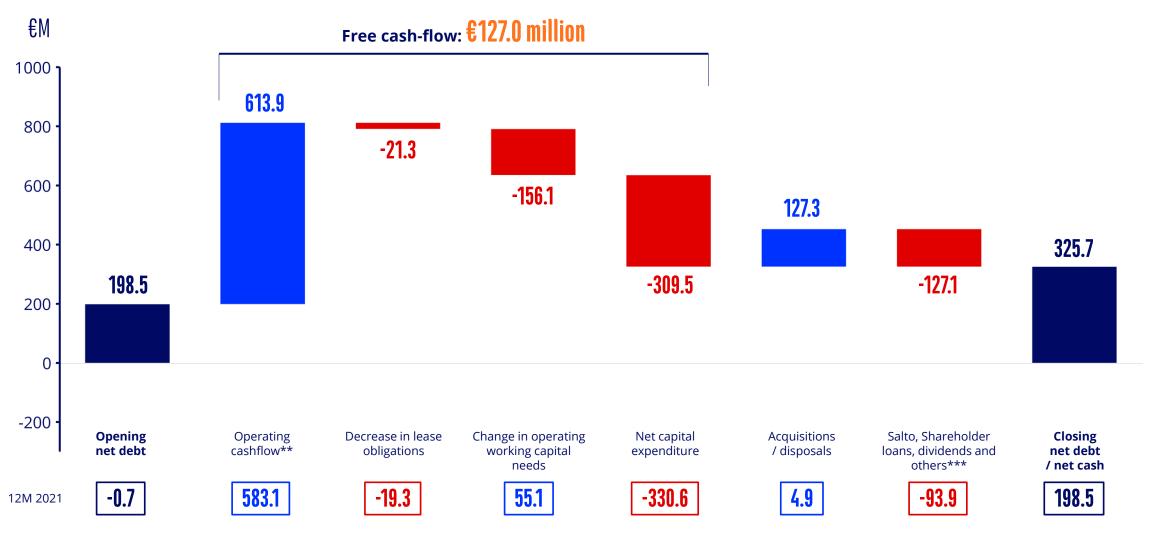
Under IFRS 16 norm

## **BALANCE SHEET**



CONSOLIDATED ASSETS (€M)	DEC.31 <sup>ST</sup> 2022	DEC.31 <sup>st</sup> 2021	CHG.€M
TOTAL NON-CURRENT ASSETS	1,331.0	1,476.1	(145.1)
TOTAL CURRENT ASSETS	2,311.9	2,245.5	66.4
TOTAL ASSETS	3,642.9	3,721.6	(78.7)
CONSOLIDATED LIABILITIES (€M)	DEC.31 <sup>ST</sup> 20221	DEC.31 <sup>st</sup> 2021	CHG.€M
TOTAL SHAREHOLDERS' EQUITY	1,863.8	1,766.9	96.9
SHAREHOLDERS' EQUITY ATTRIBUTABLE TO THE GROUP	1,862.9	1,768.1	94.8
TOTAL NON-CURRENT LIABILITIES	230.9	229.1	1.8
TOTAL CURRENT LIABILITIES	1,548.2	1,725.6	(177.4)
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	3,642.9	3,721.6	(78.7)
NET CASH (+) / NET DEBT (-) EXCLUSIVE OF LEASING OBLIGATIONS	325.7	198.5	127.2
NET CASH (+) / NET DEBT (-) INCLUDING LEASING OBLIGATIONS	251.4	134.8	116.6

# TRENDS IN NET CASH POSITION 2022 (EXCLUDING THE IMPACT OF IFRS 16\*)



\*Excluding lease obligations

\*\*Cash flow after income from net surplus cash/cost of net debt, interest expense on lease obligations and income taxes paid

\*\*\*Acquisitions of financial assets, net change in loans

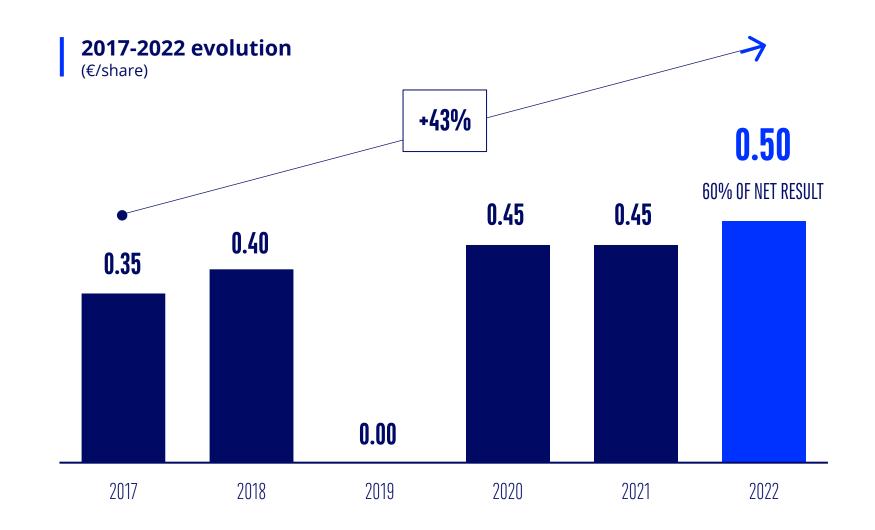


### **2022 DIVIDEND POLICY**



# I € 105.2m\*

**€ 0.50\*\*** PER SHARE



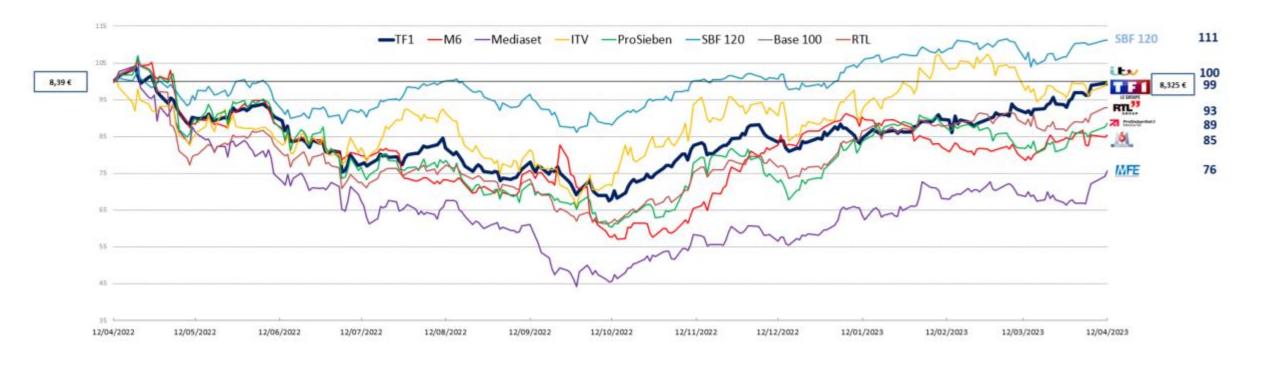
\*On the basis of the number of shares making up TF1 capital on 12/31/2022 at 210,485,635 shares \*\*Subject to approval by the Annual General Meeting of 14 April 2023

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### LE GROUPE

# **EVOLUTION OF THE SHARE PRICE OF TF1 AND ITS PEERS**

FROM 12/04/2021 TO 12/04/2022 END OF SESSION





# EXTRA-FINANCIAL PERFORMANCE

RENEWING OUR ESG Commitment

# **RENEWING OUR ESG COMMITMENT**



#### THE GROUP'S EXTRA-FINANCIAL PERFORMANCE IS RECOGNIZED BY THE LEADING RATING AGENCIES

# Moody's | esg

#### **RANKED 1**ST

in Broadcasting & Advertising sector in Europe

MSCI 💮

**6 AA** RATING

S&P Global

Global Sustainability Yearbook 2022











# OUTLOOK Strengthening our Value proposition





# MAXIMIZE THE VALUE OF OUR LINEAR INVENTORY THROUGH OUR SUPERIOR LINE UP **TF1** AND INCREASINGLY DIFFERENTIATED REACH **ESTABLISH OURSELVES AS THE FIRST FRENCH FREE-TO-VIEW STREAMING SERVICE** LEVERAGE OUR LINEAR CONTENT TO UNDERPIN OUR NON LINEAR DEVELOPMENT MY TFI MAXIMIZE THE VALUE OF OUR DIGITAL INVENTORY BY ENHANCING DATA COLLECTION

### SUSTAIN ORGANIC GROWTH MOMENTUM



# ADDING HIGHLY QUALIFIED EXECUTIVES TO AN ALREADY STRONG LEADERSHIP TEAM





EXECUTIVE VP OF BtoC ACTIVITIES



GENERAL COUNSEL







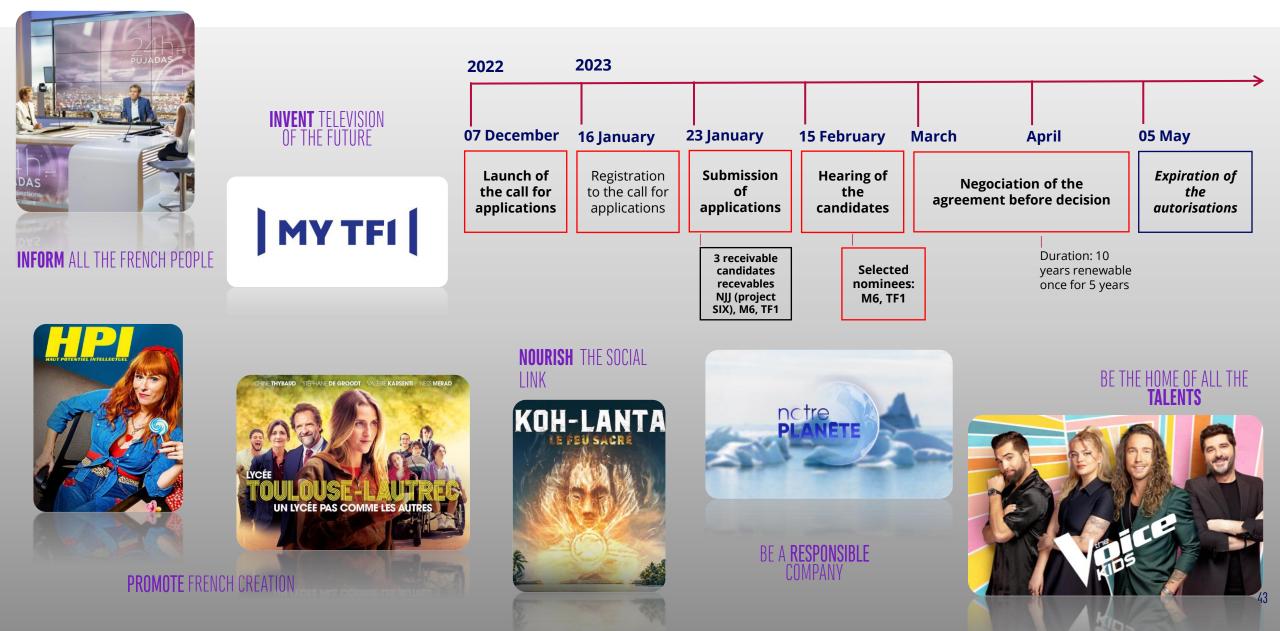




# AIMING AT A GROWING OR STABLE **DIVIDEND POLICY**

# **CALL FOR APPLICATIONS ARCOM : RENEWAL OF TF1 FREQUENCY**







# REPORT OF THE Selection and Remuneration Committee



# CHAIRWOMAN OF REMUNERATION Committee's intervention



Orla Noonan



# PRINCIPLES FOR DETERMINING THE REMUNERATION OF THE EXECUTIVE OFFICER IN RESPECT OF 2022

- Gilles Pélisson was Chairman and Chief Executive Office for the period between January 1<sup>st</sup>, and 27 October 2022; the remuneration principles are as follows:
  - A fixed remuneration + a variable remuneration
  - A long-term incentive bonus
  - A pension plan granted to the executive officer, subject to performance conditions (rights ranging from 0% to a maximum of 0.92% of the reference salary depending on the achievement of objectives broken down into TF1 objectives for 0.46% of the reference salary and Bouygues for 0.46% of the reference salary)
  - No benefits associated with the taking-up, termination or change of function
  - No non-competition payment
  - No deferred variable remuneration
  - Employment contract with Bouygues (the remuneration is paid by Bouygues and then re-invoiced to TF1)
- Rodolphe Belmer has been Chief Executive Officer since 27 October 2022
  - Principles for determining remuneration to Rodolphe Belmer were applied as those adopted for Gilles Pélisson, except the supplementary pension scheme for which Rodolphe Belmer is not eligible

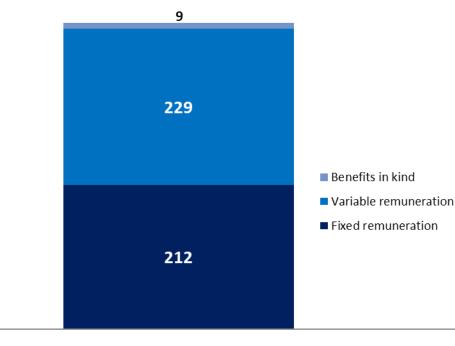


# **REMUNERATION OF RODOLPHE BELMER IN 2022**



Subject to approval of the fifth resolution

- A fixed annual remuneration of €212,307 for the period from October 27, to December 31, 2022 (i.e. €920,000 on an annual basis, identical to that of Gilles Pélisson)
- A variable remuneration of €229,212, representing 144% of the fixed remuneration, the quantitative and qualitative criteria having been met
- Benefits in kind for an amount of €8,652.



#### **GROSS REMUNERATION DUE BEFORE TAXES (€K)**

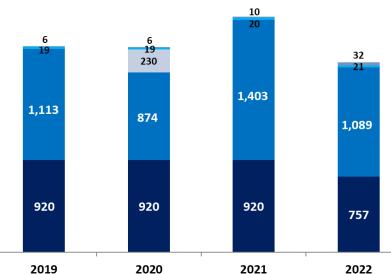


# **REMUNERATION OF THE EXECUTIVE OFFICER IN RESPECT OF 2022**



Subject to approval of the seventh resolution

- A fixed remuneration of €756,774, for the period from January 1<sup>st</sup>, 2022 to October 27, 2022 (i.e. €920,000 on an annual basis, unchanged since he took office in 2016)
- A variable remuneration of €1,089,376, representing 144% of the fixed remuneration, the quantitative and qualitative criteria having been met
- Benefits in kind for €31,698
- A remuneration for the activity of director for €21,00
- Supplementary pension: the rights to the supplementary pension in 2022 were set at 0.87 % of the reference salary, the performance criteria having been partially met





#### Benefits in kind

- Remuneration of corporate offciers (previously known as directors' fees)
- Exceptional remuneration for handling of Covid-19 crisis
- Variable remuneration
- Fixed remuneration

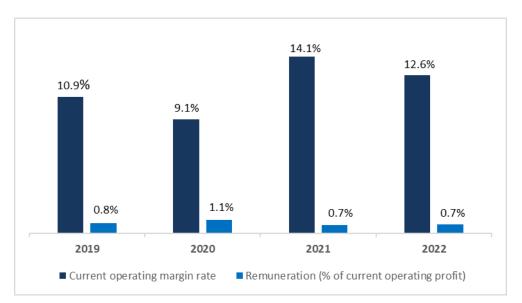


# **A REMUNERATION IN LINE WITH PERFORMANCES AND VALUE CREATED**

#### The Board took into account the following factors:

- The company's performance and in particular the high level of current operating margin, higher than in 2019
- Strong net cash position
- The Group's Corporate Social Responsibility (CSR) strong performance

#### **EVOLUTION OF CURRENT OPERATIONAL MARGIN RATE AND OF THE REMUNERATION**









### LE GROUPE

# **STOCK OPTIONS ALLOCATED AND PERFORMANCE SHARES**

- Gilles Pélisson and Rodolphe Belmer were not awarded any options to subscribe for TF1 shares in 2022
- Gilles Pélisson was awarded 35,000 options to subscribe for Bouygues shares in 2022, as in 2021
- In 2022, Gilles Pélisson was awarded 20,000 Bouygues performance shares, which will be delivered in 2025 and remain conditional upon presence and achievement of performance criteria assessed over three years



# PRINCIPLES FOR DETERMINING THE REMUNERATION OF THE EXECUTIVE OFFICER IN RESPECT OF 2023

LE GROUPE

- A fixed stable remuneration.
- The quantitative and qualitative criteria determining the variable components have been partially changed. Newen's performance criterion has evolved and is now linked to deleveraging strategy. All criteria are linked to TF1's performance.
- The company's non-financial performance (social and environmental responsibility, management performance, compliance) is taken into account in the executive director's compensation policy, up to 40% of the fixed compensation.
- The maximum theoretical variable remuneration is capped at 170% of the fixed total remuneration if the performance criteria exceeds the objective, similarly to 2022
- A supplementary pension granted to the executive officer (rights ranging from 0% to a maximum of 0.92% of reference salary, depending on the achievement of objectives broken down into TF1 objectives for 0.46% of reference salary and Bouygues for 0.46% of reference salary).





# **COMPONENTS OF VARIABLE REMUNERATION FOR 2023**

Subject to approval of the ninth resolution

P1	<ul> <li>Evolution vs plan of the free cash flow<sup>1</sup> of the TF1 group</li> <li>20 % of fixed remuneration if the goal is achieved, up to 30% if exceeded</li> </ul>
P2	<ul> <li>Evolution vs plan of the net financial debt/surplus of the TF1 group</li> <li>20 % of fixed remuneration if the goal is achieved, up to 25% if exceeded</li> </ul>
P3	<ul> <li>Evolution vs plan of the TF1 Group current operating margin</li> <li>30 % of fixed remuneration if the goal is achieved, up to 35% if exceeded</li> </ul>
P4	<ul> <li>Evolution vs plan of the TF1 Group consolidated net profit<sup>2</sup></li> <li>20 % of fixed remuneration if the goal is achieved, up to 25% if exceeded</li> </ul>
P5	<ul> <li>Deleveraging strategy: net financial debt/surplus of the TF1 group</li> <li>15 % of fixed remuneration if the goal is achieved</li> </ul>
P6	<ul> <li>Extra-financial criteria (compliance, CSR and managerial performance)</li> <li>40 % of fixed remuneration if the goal is achieved</li> </ul>

- (1) Free cash flow before changes in working capital relating to operating activities and to non-current assets used in operations. This indicator will be adjusted to eliminate exceptional items.
- (2) This indicator will be adjusted to eliminate exceptional items.

*If the objective is exceeded or not attained, the variable portion is adjusted on a straight line basis within a specified range. The sum of the six variable portions cannot under any circumstances exceed the overall cap, set at <u>170% of the fixed remuneration</u>.* 

 Discretion left to the Board of Directors to decide to pay exceptional remuneration, in accordance with Article L. 22-10-8 of the French Commercial Code.





# **PRINCIPLES FOR DETERMINING THE REMUNERATION OF CORPORATE OFFICERS**

#### Subject to the approval of the tenth resolution

- The Annual General Meeting of 23 April 2003 set the total amount of remuneration of corporate officers for serving as Directors at €350,000 annually, leaving it to the Board of Directors to determine how this amount should be allocated.
- The amount of compensation allocated to Directors has been modified as of 1 April 2021 by the Board of Directors and adopted by the Shareholders' Meeting of 15 April 2021. It remains unchanged :
  - Remuneration allocated to each Director of €21,000 per year ;
  - Remuneration allocated to each Audit Committee member of €12,000 per year ;
  - Remuneration allocated to each Selection and Remuneration Committee member of €7,000 per year;
  - Remuneration allocated to each Ethics, CSR and Patronage Committee member of €7,000 per year;
  - Additional remuneration of €3,000 per year for each of the Chairmen of the three Committees.

In 2022, these new compensation amounts will not exceed the overall budget of €350,000.

- Those amounts are allocated 70% on the basis of attendance at Board and Committee meetings, and 30% on the basis of the Director's responsibilities.
- The total gross amount of such remuneration before taxes was €348,788 for 2022.





# **AUDITOR'S REPORTS**

#### **REPORTS ISSUED BY THE JOINT STATUTORY AUDITORS ON THE FINANCIAL STATEMENTS FOR FY 2022**

# Matters for the Ordinary General Meeting

- Report on the financial statements (1<sup>st</sup> resolution)
- Report on the consolidated financial statements (2<sup>nd</sup> resolution)
- Report on related party agreements (4<sup>th</sup> resolution)

#### Matters for the Extraordinary General Meeting

- Report on the reduction in capital (18<sup>th</sup> resolution)
- Report on the issue of shares and various securities with or without cancellation of preferential subscription rights (16<sup>th</sup>, 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>, 21<sup>st</sup>, 22<sup>nd</sup> et 23<sup>rd</sup> resolutions)
- Report on the issue of shares or securities reserved for the members of a company savings scheme (24<sup>th</sup> resolution)

#### **REPORT ON THE FINANCIAL STATEMENTS**

PAGES 303 TO 308 OF THE 2022 UNIVERSAL REGISTRATION DOCUMENT (1<sup>st</sup> resolution)

#### Opinion

In our opinion, the financial statements give a true and fair view of the assets and liabilities and of the financial position of the company as at 31 December 2022 and of the results of its operations for the year then ended in accordance with French accounting principles.

#### Justification of assessments - Key audit matters

We considered the following to be key audit matters:

- Measurement of equity investments;
- Programmes and rights;
- Chanel advertising revenue

For each of the risks identified, our report describes how we addressed those risks.

#### Verifications of the management report and other documents provided to shareholders

We have no matters to report as to the fair presentation and the consistency with the financial statements of the information given in the Board of Directors' management report and in the other documents with respect to the financial position and the financial statements provided to the shareholders.

We attest the accuracy and fair presentation of the information given in accordance with the requirements of the French Commercial Code (*Code de commerce*) relating to remunerations and benefits received by or allocated to the directors and any other commitments made in their favour.



#### **REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS**

PAGES 272 TO 282 OF THE 2022 UNIVERSAL REGISTRATION DOCUMENT (2<sup>ND</sup> RESOLUTION)

#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the group as at 31 December 2022 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

#### Justification of assessments – Key audit matters

We considered the following to be key audit matters:

- Programmes and rights;
- Media advertising revenue.

For each of the risks identified, our report describes how we addressed those risks.

#### Specific verifications

We performed the specific verifications required by French legal and regulatory requirements on the information relating to the Group, given in the management report.

We have no matters to report as to its fair presentation and its consistency with the consolidated financial statements.



#### **REPORT ON RELATED PARTY AGREEMENTS**

PAGES 96 TO 97 OF THE 2022 UNIVERSAL REGISTRATION DOCUMENT (4<sup>TH</sup> RESOLUTION)

#### Purpose

We are required to inform you, on the basis of the information provided to us, of the terms and conditions of those agreements indicated to us, or that we may have identified in the performance of our engagement, as well as the reasons justifying why they benefit the Company. We are not required to give our opinion as to whether they are beneficial or appropriate or to ascertain the existence of other agreements.

#### Agreements submitted for approval to the Annual General Meeting

#### Authorized by the Board of Directors during the year ended 31 December 2022

- Shared services agreement with Bouygues (FY 2023)
- Agreement regarding the use of aircraft owned by Airby (FY 2023)

#### Agreements previously approved by the Annual General Meeting

#### Whose implementation continued during the year ended 31 December 2022

- Shared services agreement with Bouygues (FY 2022)
- Agreement regarding the use of aircraft owned by Airby (FY 2022)



#### **REPORTS PRESENTED TO THE EXTRAORDINARY GENERAL MEETING**



PAGES 331 AND 334 OF THE 2022 UNIVERSAL REGISTRATION DOCUMENT

#### Reports on delegations to the Board of Directors relating to:

- The reduction in capital (15<sup>th</sup> resolution)
- The issue of shares or securities reserved for the members of a company savings scheme (24<sup>th</sup> resolution)

#### Conclusion

Our procedures consisted notably in verifying that the conditions of these operations described in the Board of Directors' report comply with legal requirements.

We have no matters to report on the information given in the Board of Directors' report relating to these operations.

#### **REPORTS PRESENTED TO THE EXTRAORDINARY GENERAL MEETING**



PAGES 332 TO 333 OF THE 2022 UNIVERSAL REGISTRATION DOCUMENT

#### Report on delegations to the Board of Directors relating to:

The issue of shares and various securities with or without cancellation of preferential subscription rights (16<sup>th</sup>, 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>, 21<sup>st</sup>, 22<sup>nd</sup> et 23<sup>rd</sup> resolutions)

#### Conclusion

Our procedures consisted in particular in verifying that the information provided in the Board of Director's report relating to these operations are in accordance with French laws and regulations.

Subject to a subsequent examination of the conditions for the proposed issues, we have no matters to report as to the methods used to determine the issue price of the equity securities to be issued provided in the Board of Directors' report in respect of the eighteenth and nineteenth resolutions.

We have the following matter to report on the Board of Directors' report:

- the Board of Directors' report does not provide justification in support of the methods used to determine the price of the equity securities to be issued within the limit of 10% of the share capital per year under the twentieth resolution. We are therefore unable to report on the methods used to calculate the issue price;
- moreover, as the report does not specify the methods used to determine the issue price of the equity securities to be issued within the context of the implementation of the sixteenth, twenty-second and twenty-third resolutions, we cannot report on the choice of elements used to determine the issue price.



# SHAREHOLDERS' WRITTEN QUESTIONS



# **RESOLUTIONS: PRESENTATION AND VOTE**



### FIRST RESOLUTION Approval of the financial statements for the 2022 financial year

Net profit : €135 861 449.87



### SECOND RESOLUTION Approval of the consolidated financial statements for the 2022 financial year

Net profit Group share : 176.1 million



### THIRD RESOLUTION Appropriation of profits for the 2022 financial year and setting the amount of the dividend

#### • Distributable profit :

- Result for the year : 135 861 449.87€
- Retained earnings : 345 248 520.73 €

#### • Proposed allocation :

- Distribution of a dividend of €0.50 per share : a total dividend of €105 242 817.50
- Allocation of the balance of € 375 867 153.10 to retained earnings



### FOURTH RESOLUTION Approval of regulated agreements referred to in Articles L. 225-38 et seq. of the French Commercial Code

- Common services agreement with Bouygues
- Agreement for the use of aircraft owned by Airby



FIFTH RESOLUTION Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Rodolphe Belmer as Chief Executive Officer as from 27 October 2022



SIXTH RESOLUTION Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Gilles Pélisson as Chairman as from 27 October 2022



SEVENTH RESOLUTION Approval of the components of total remuneration and benefits of any nature paid in or granted for the 2022 financial year to Gilles Pélisson as Chairman and Chief Executive Officer until 27 October 2022



EIGHTH RESOLUTION Approval of the information concerning the remuneration of the corporate officers described under Article L.22-10-9 of the French Commercial Code



NINTH RESOLUTION Approval of the remuneration policy applicable for Rodolphe Belmer, as Chief Executive Officer until 13 February 2023 and as Chairman and Chief Executive Officer as from 13 February 2023



**TENTH RESOLUTION** Approval of the remuneration policy for Directors



### ELEVENTH RESOLUTION Ratification of the cooptation as Director of Rodolphe Belmer

- Chief Executive Officer since 27 October 2022
- Co-opted as Director by the Board of Directors of 13 February 2023
- Chairman and Chief Executive Officer since 13 February 2023
- Other Directorships and Positions within the TF1 Group: Chairman and Director of the TF1 Corporate Foundation, member of the Strategic Committee of Play Two (SAS), Deputy Chairman of Télé Monte-Carlo – TMC (Monaco)
- Other Directorships and Positions outside the TF1 Group: President of the Foundation created by SACD Auteurs Solidaires



### TWELFTH RESOLUTION Reappointment of Olivier Bouygues as Director for a three-year term

- Director since 12 April 2005
- Attendance rate at Board Meetings : 100%
- Other Directorships and Positions outside the TF1 Group: Director of Bouygues\*, Director of Bouygues Telecom, Non-Voting Director of Bouygues Construction, member of the Board of Bouygues Immobilier, Chairman of SCDM Domaines, Chairman and Director of Heling, Chairman and CEO of Seci (Ivory Coast),

\* Listed company



### THIRTEENTH RESOLUTION Reappointment of Catherine Dussart as Director for a three-year term

- Independent Director since 18 April 2013
- Attendance rate at Board and Committees Meetings: 100%
- Chair of the Ethics, CSR and Patronage Committee
- Member of the Selection and Remuneration Committee
- Other Directorships and Positions outside the TF1 Group: General Manager of Catherine Dussart Production-CDP



FOURTEENTH RESOLUTION Authorisation to the Board of Directors to trade in the Company's shares, subject to a maximum of 10% of the share capital, for an 18-month period



FIFTEENTH RESOLUTION Authorisation to the Board of Directors to trade in the Company's shares, subject to a maximum of 10% of the share capital, for an 18-month period



### SIXTEENTH RESOLUTION

Delegation of competence to the Board of Directors to increase the share capital with pre-emptive rights for existing shareholders maintained, by issuing ordinary shares and any securities which are capital securities giving access to the company's other capital securities, or granting allocation of debt securities or any securities giving access to capital securities to be issued, for a 26month period



SEVENTEENTH RESOLUTION Delegation of competence to the Board of Directors to increase the share capital by incorporating share premiums, reserves, earnings or others, for a 26-month period



### **EIGTHEENTH RESOLUTION**

Delegation of competence to the Board of Directors, for a 26-month period, to increase the share capital by way of public offerings other than those mentioned in Article L.411-2 of the French Monetary and Financial Code, without pre-emptive rights for existing shareholders, by issuing shares and all securities giving immediate and/or deferred access to shares in the company



### NINETEENTH RESOLUTION

Delegation of competence to the Board of Directors to increase the share capital by way of public offerings mentioned in Article L.411-2 1° of the French Monetary and Financial Code, without pre-emptive rights for existing shareholders, by issuing shares and all securities giving immediate or deferred access to the shares in the company, for a 26-month period



#### TWENTIETH RESOLUTION Authorisation to the Board of Directors to set the price, in accordance with the terms decided by the General Meeting, for immediate or future issues of equity securities, without pre-emptive rights for existing shareholders, for a 26-month period



### **TWENTY-ONETH RESOLUTION**

Delegation of competence to the Board of Directors to increase the number of securities to be issued in the event of a capital increase with or without pre-emptive rights for existing shareholders, for a 26-month period



### **TWENTY SECOND RESOLUTION**

Delegation of powers to the Board of Directors to increase the share capital without pre-emptive rights for existing shareholders, as consideration for contributions in kind to the company consisting of another company's equity securities or securities giving access to its capital, outside of a public exchange offer, for a 26-month period



### **TWENTY-THIRD RESOLUTION**

Delegation of competence to the Board of Directors to increase the share capital, without pre-emptive rights for existing shareholders, as consideration for securities tendered a public exchange offer initiated by the company, for a 26-month period



### **TWENTY-FOURTH RESOLUTION**

Delegation of competence to the Board of Directors to increase the share capital, without pre-emptive rights for existing shareholders, for the benefit of employees or corporate officers of the Company or related companies who are members of a company savings scheme, for a 26-month period



### TWENTY-FIFTH RESOLUTION Amendment to Article 10 of the Articles of Association concerning the term of office of the employee representative Directors



TWENTY-SIXTH RESOLUTION Creation of a new Article 16 of the Articles of Association entitled "Censor"



TWENTY-SEVENTH RESOLUTION Authorisation to carry out formalities



# **THANK YOU FOR YOUR ATTENTION**