



PRESENTATION OF 2011 ANNUAL RESULTS

15 February 2012

DISCLAIMER



- Statements contained in this document, particularly those concerning forecasts on future M6 Group performance, are forward-looking statements that are potentially subject to various risks and uncertainties.
- Any reference to M6 Group past performance should not be interpreted as an indicator of future performance.
- The content of this document must not be considered as an offer document nor as a solicitation to buy or sell M6 Group shares.
- The information, tables and financial statements included in this document, especially in the appendices, are currently undergoing audit and are awaiting AMF registration (reference document including the annual financial report).



Contents

1. Introduction

2. Television

3. Diversification and Audiovisual Rights

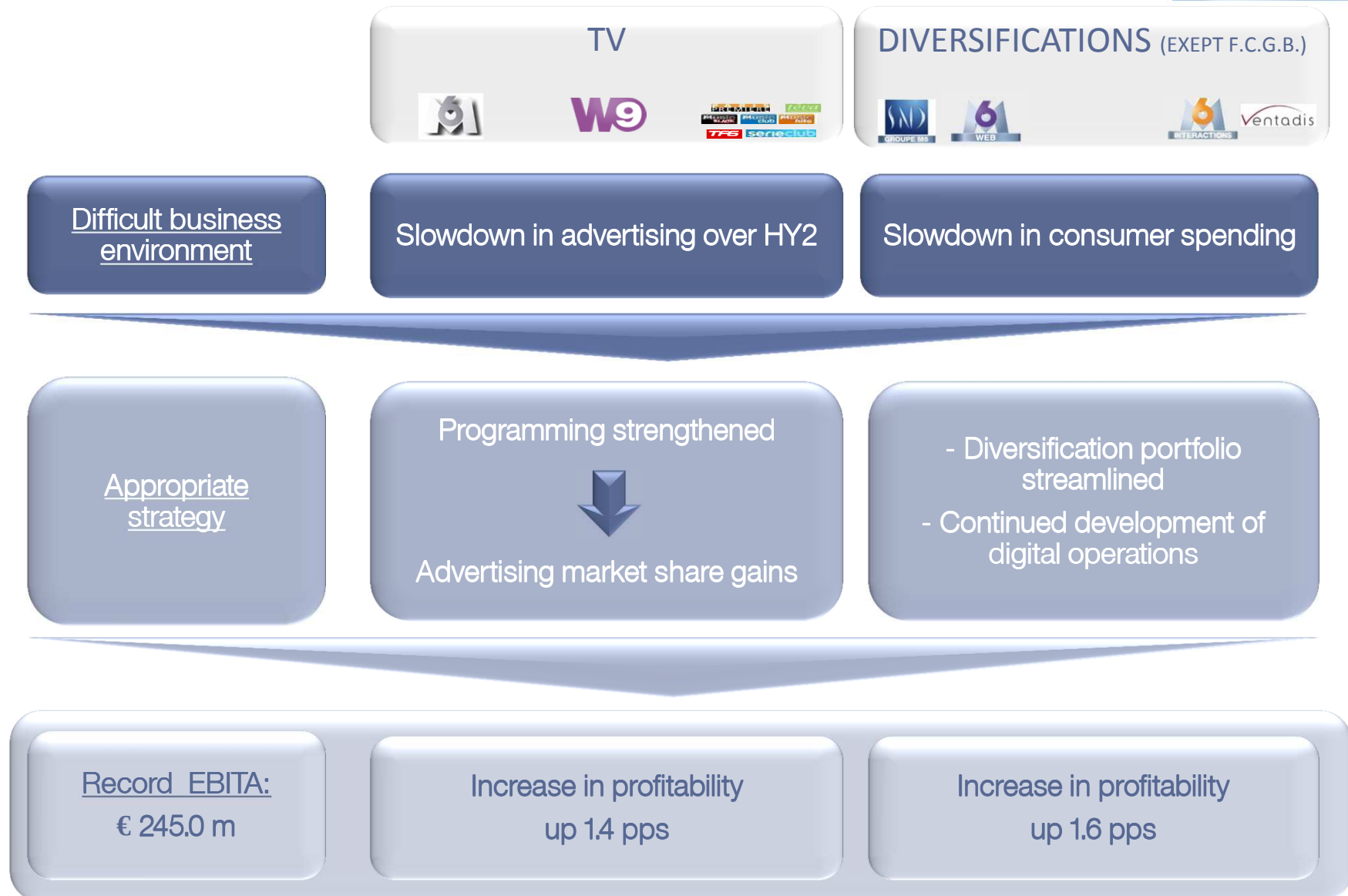
4. Outlook

5. Financial Statements

6. Appendices



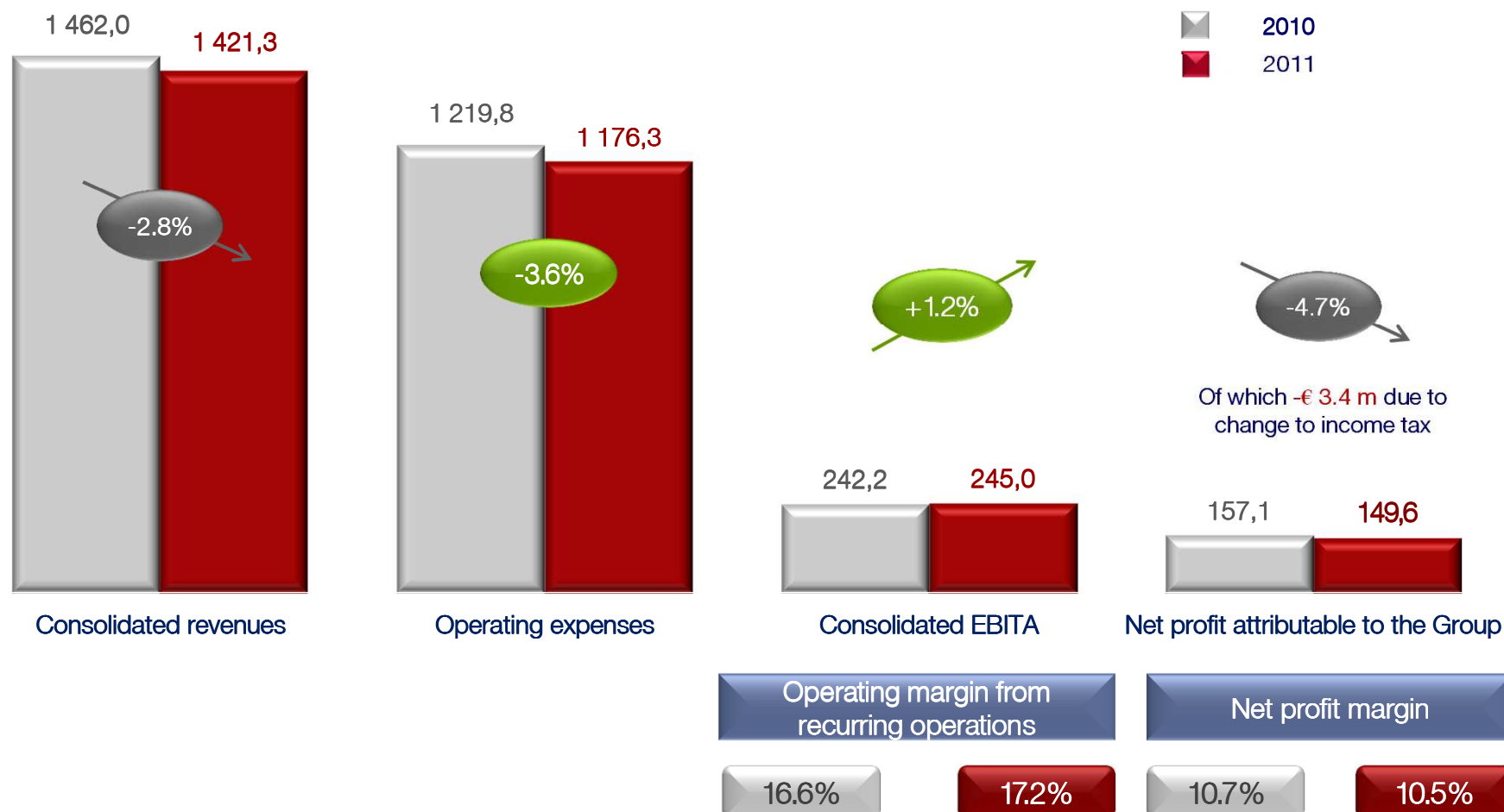
1.INTRODUCTION



M6 Group confirmed the efficiency of its strategic model



Key figures (€ millions)

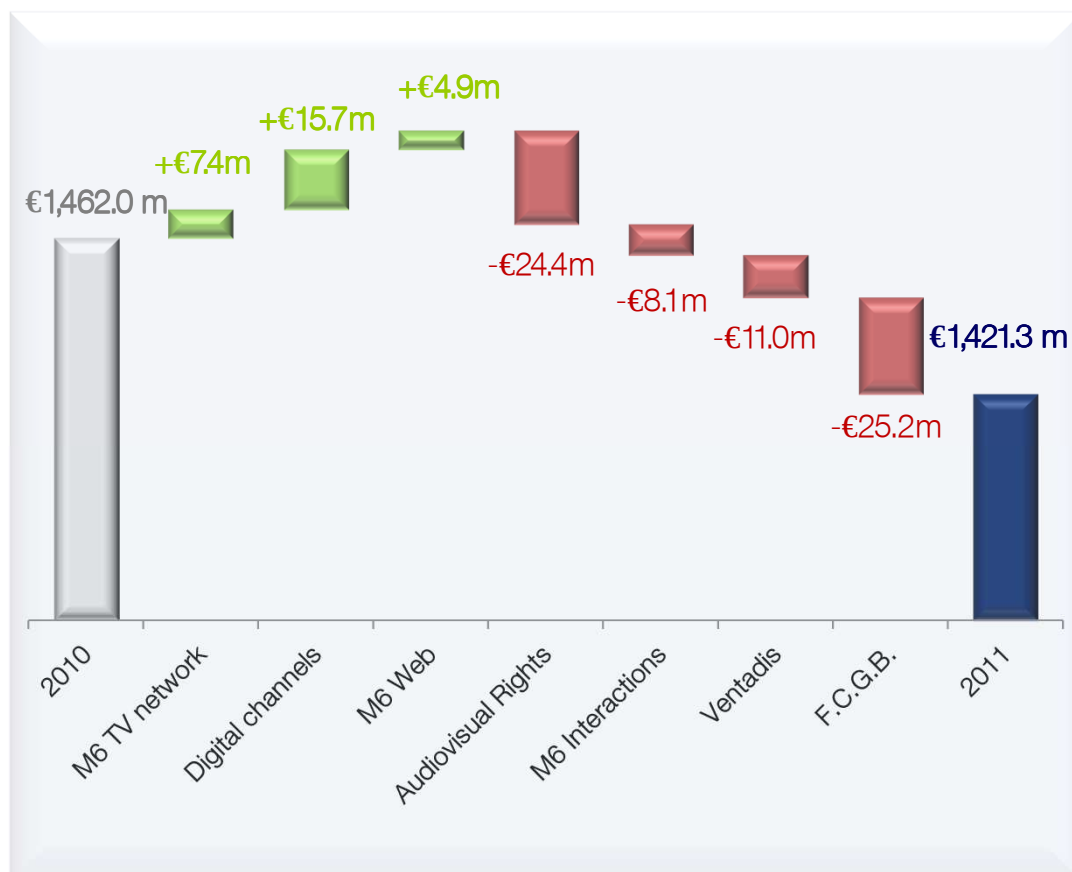


Introduction – 2011 highlights

Consolidated revenue amounting to € 1,421.3 m, a modest 1.1% decline excl. F.C.G.B.



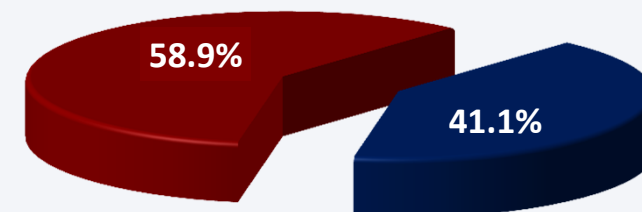
Change in contribution to consolidated revenue



Breakdown of advertising and non-advertising revenues

Advertising revenues: €837.1 m

Non-advertising revenues: €584.2 m



+2.7%

-9.7%

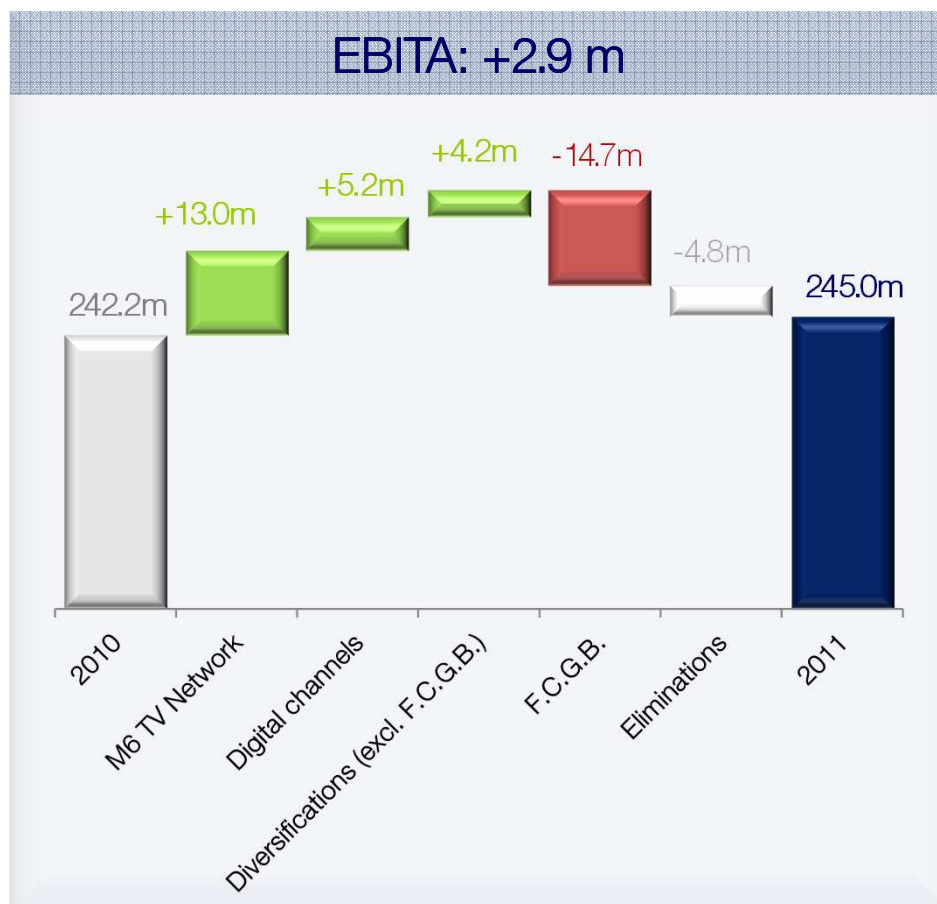
vs. 55.8 % / 44.2%
to 31 December 2010

Introduction – 2011 highlights

1.2% increase in EBITA to €245.0 m



Change in contribution to consolidated EBITA



Consolidated profit margin improved

	FY 2010	FY 2011	Change
Television	22.7%	24.1%	+1.5 pps
Diversification and Audiovisual Rights (excl. F.C.G.B.)	9.7%	11.3%	+1.6 pps
F.C.G.B.	1.9%	-22.7%	-24.6 pps
TOTAL	16.6%	17.2%	+0.7 pp

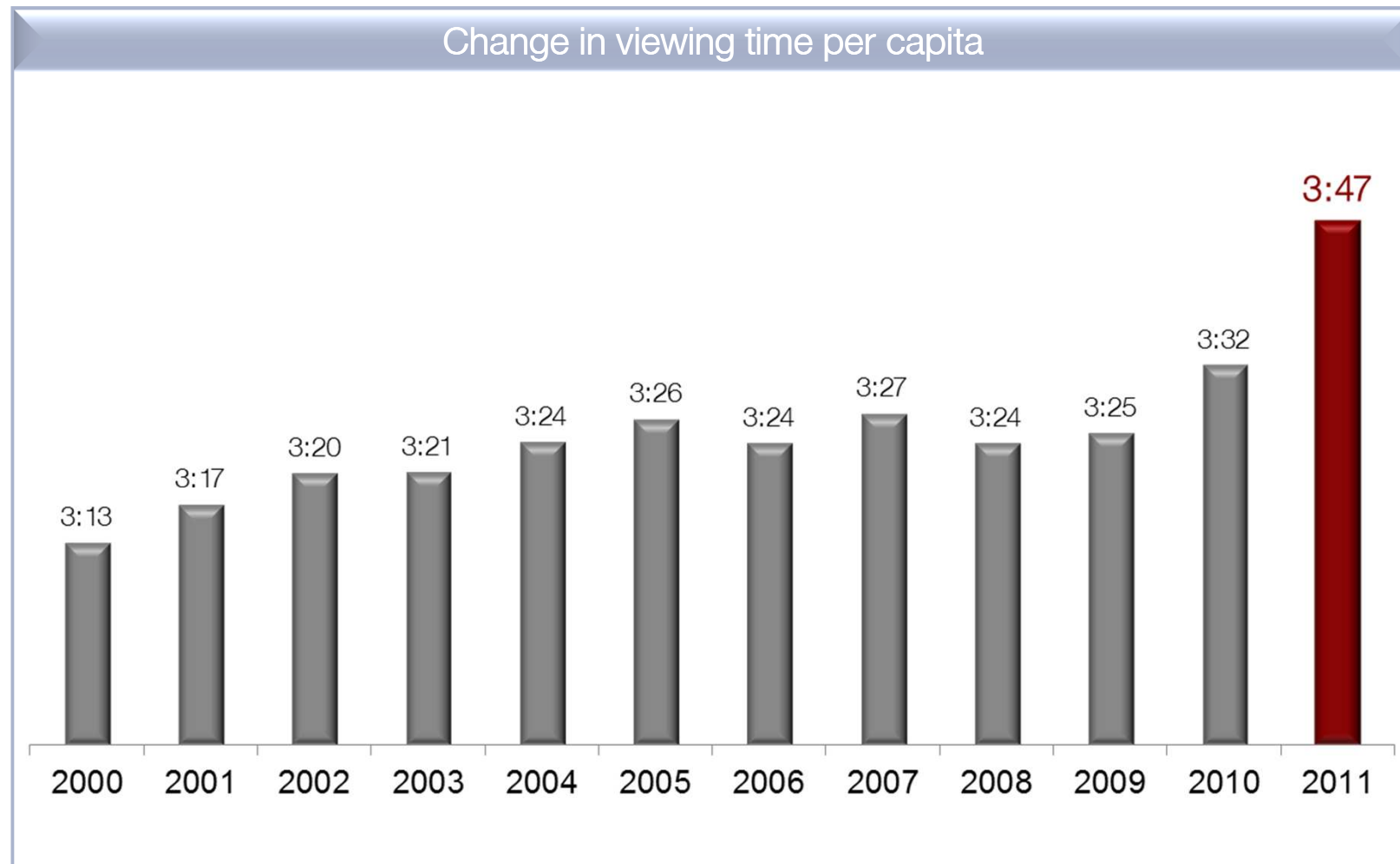
Operating margin from recurring operations = EBITA / revenue



2.TELEVISION

Audience ratings

Consumption of the TV medium keeps increasing: viewing times reached an all-time high in 2011



Television - Audience ratings

2011: In an increasingly fragmented landscape, the Group's channels made headway in all TV environments

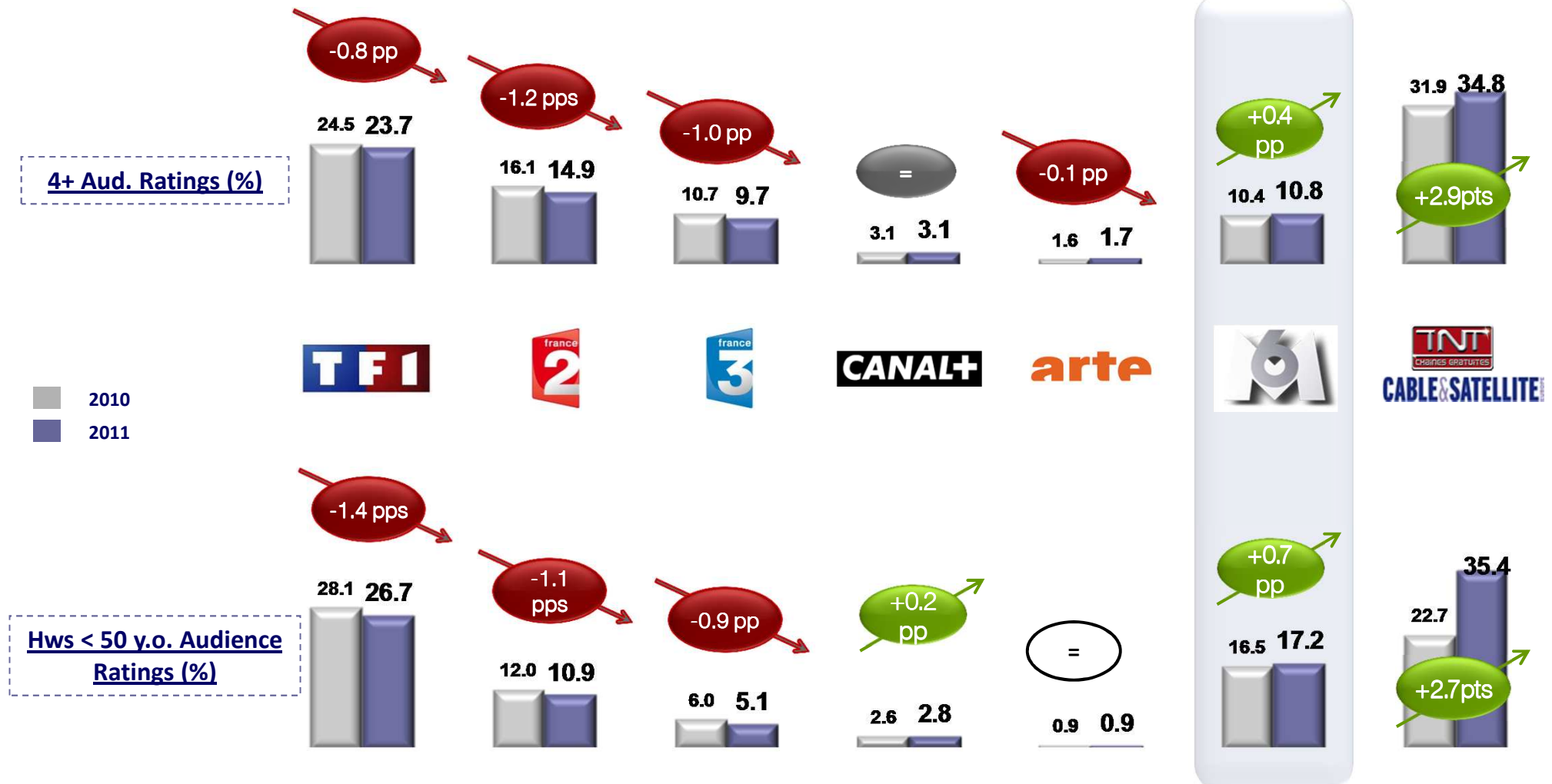


4+ year old audience ratings (%)



Television - Audience ratings

2011: M6 was the only traditional TV channel to report growth



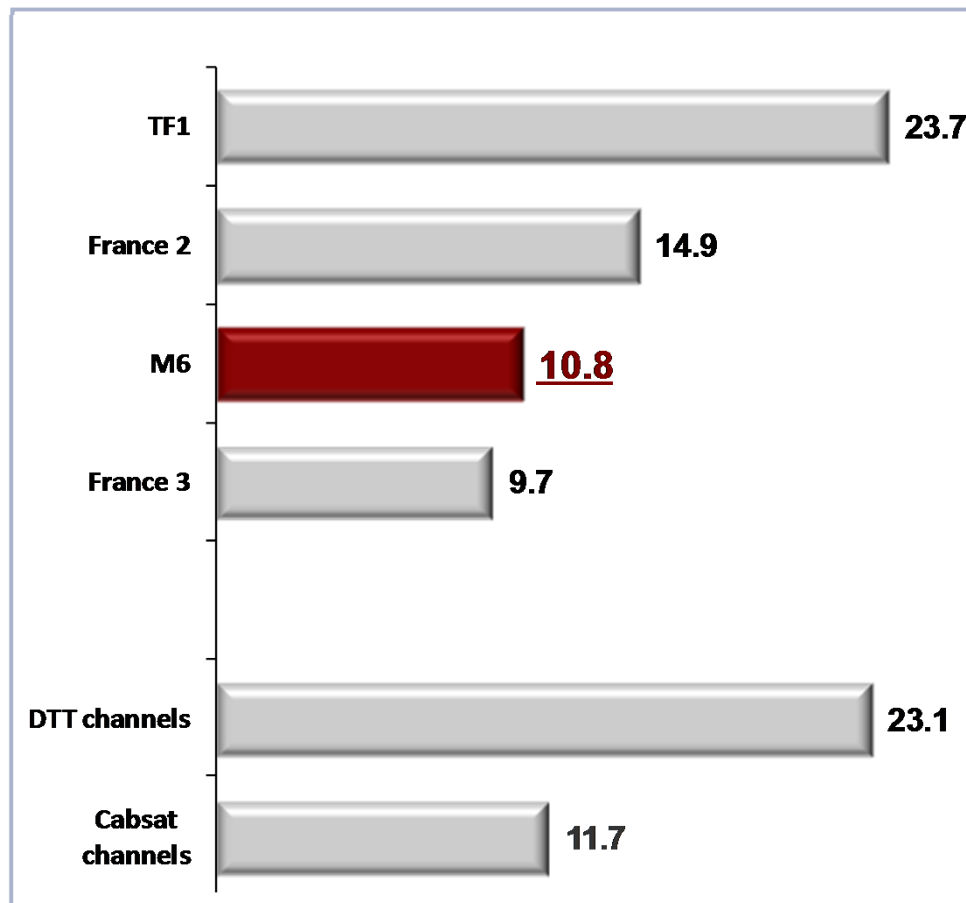
Television - Audience ratings

In **2011**, M6 became:

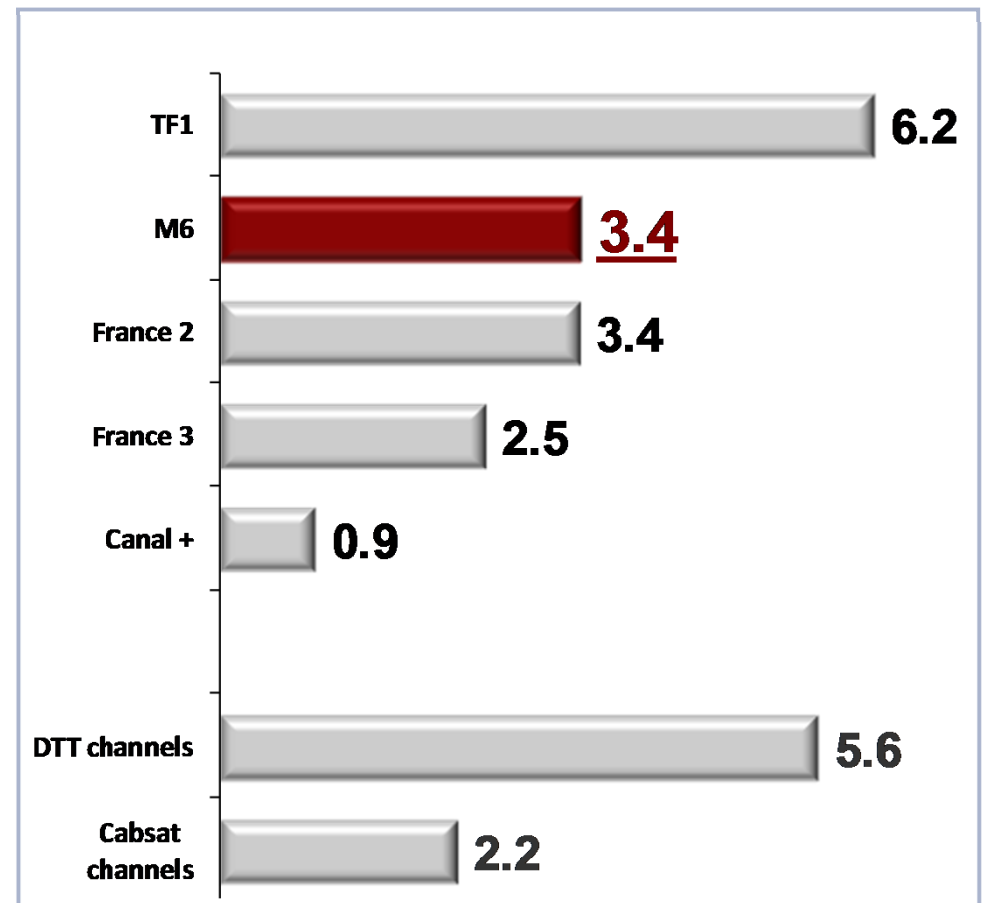
- > 3rd nationwide TV channel for all audiences
- > 2nd most powerful prime time channel



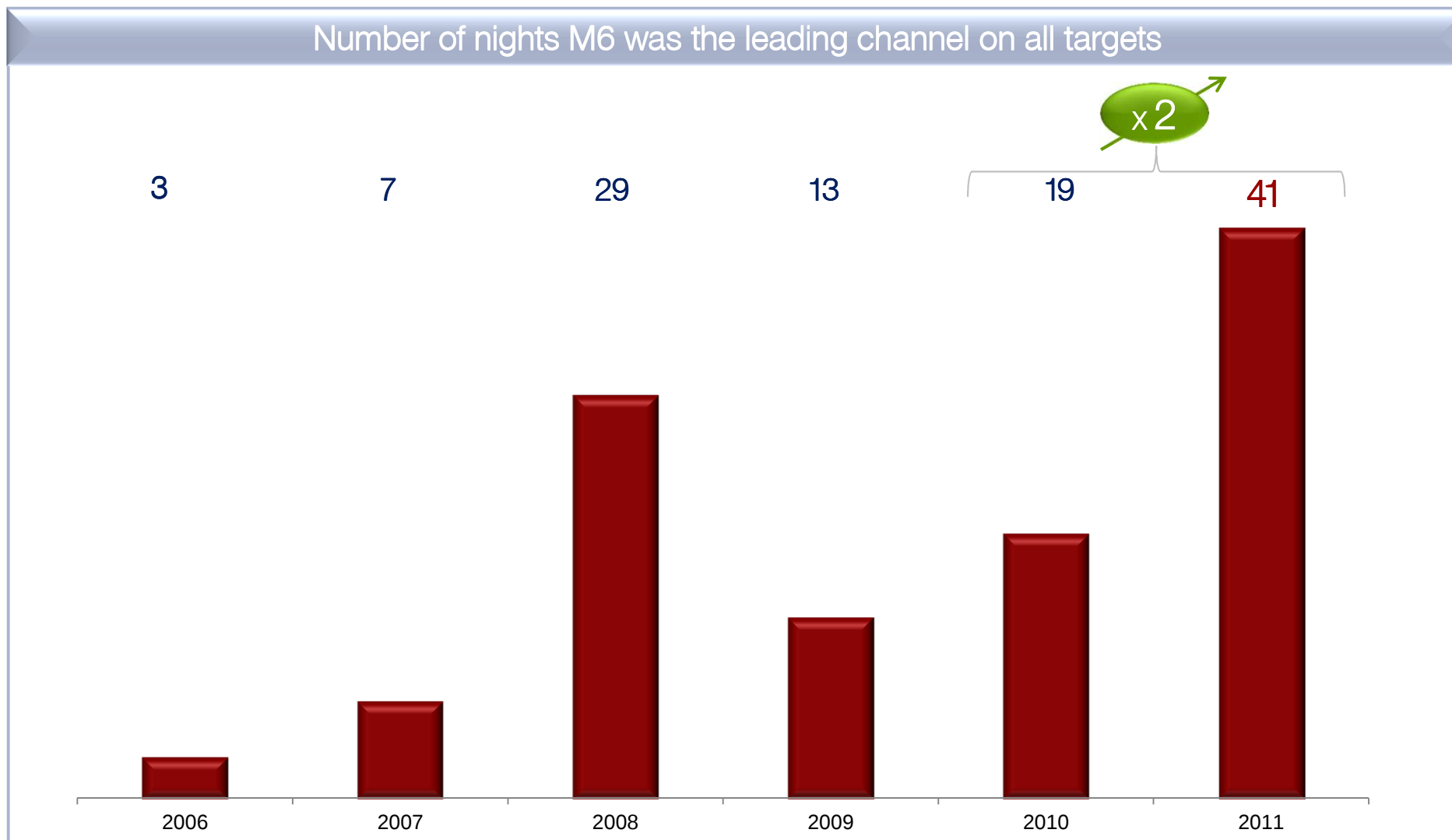
3am-3am TIME SLOT / 4+ year old audience ratings



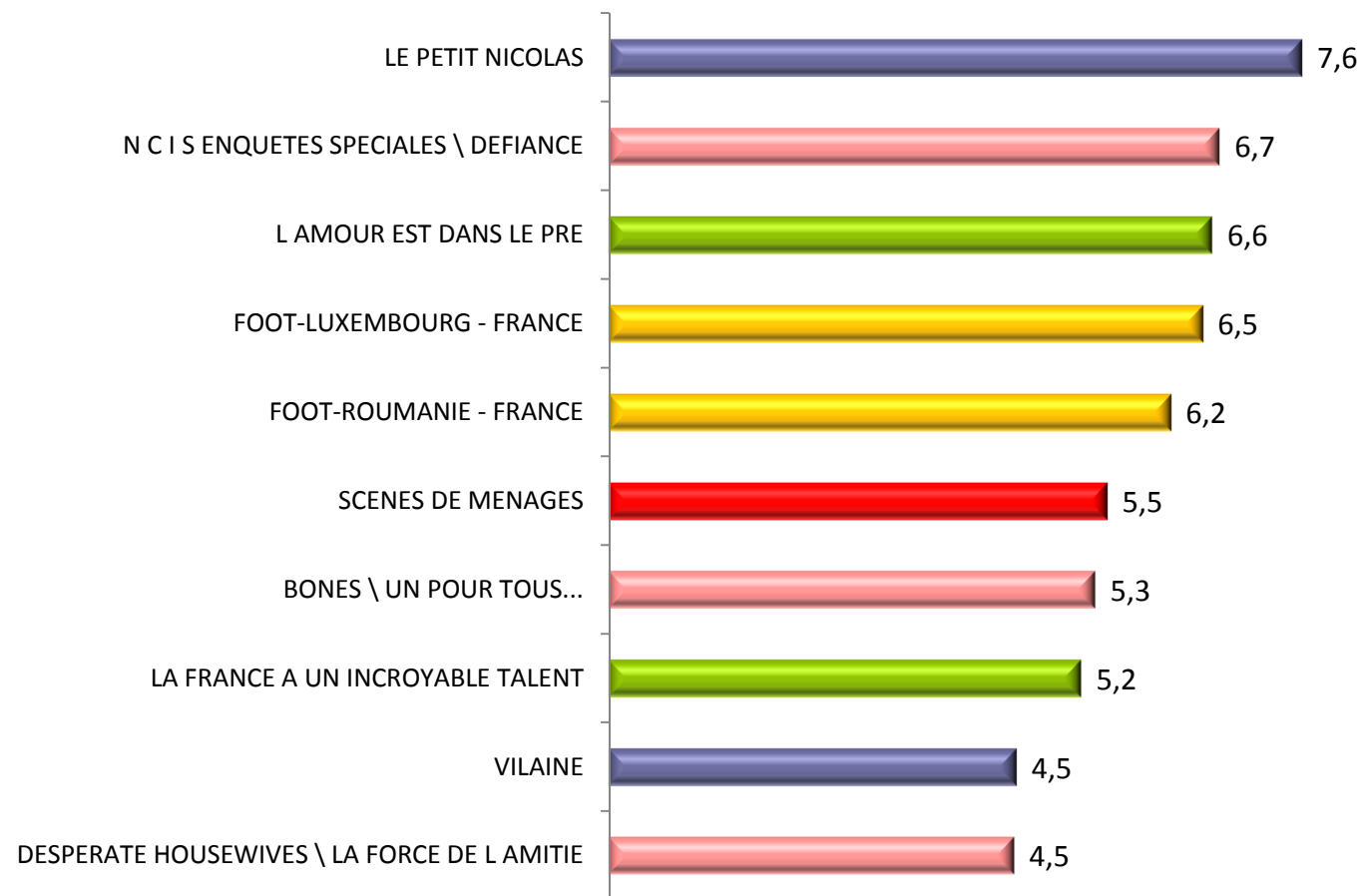
8.45pm-10.30pm / millions of viewers



In **2011**, M6 was the leader for all audiences on 41 nights



M6's top 10 audience ratings in 2011: success for all types of programmes



Television - Audience ratings

Family-oriented and popular programmes are at the heart of M6's success



New series



NCIS season 8: average of 5.9M



BONES season 6: average 4.8M
Highest ratings since the series was launched



DESPERATE HOUSEWIVES season 7: 4.1M
This series' highest ratings since 2007

Cinema



LE PETIT NICOLAS: 7.6M°

All-time record audience for a movie on M6



Events



L'AMOUR EST DANS LE PRÉ: 6.1M°
Record ratings for a season of this format



LA FRANCE A UN INCROYABLE TALENT: 4.3M°
Record ratings for a season of this format

Magazines



3.1M° viewers



3.1M° viewers



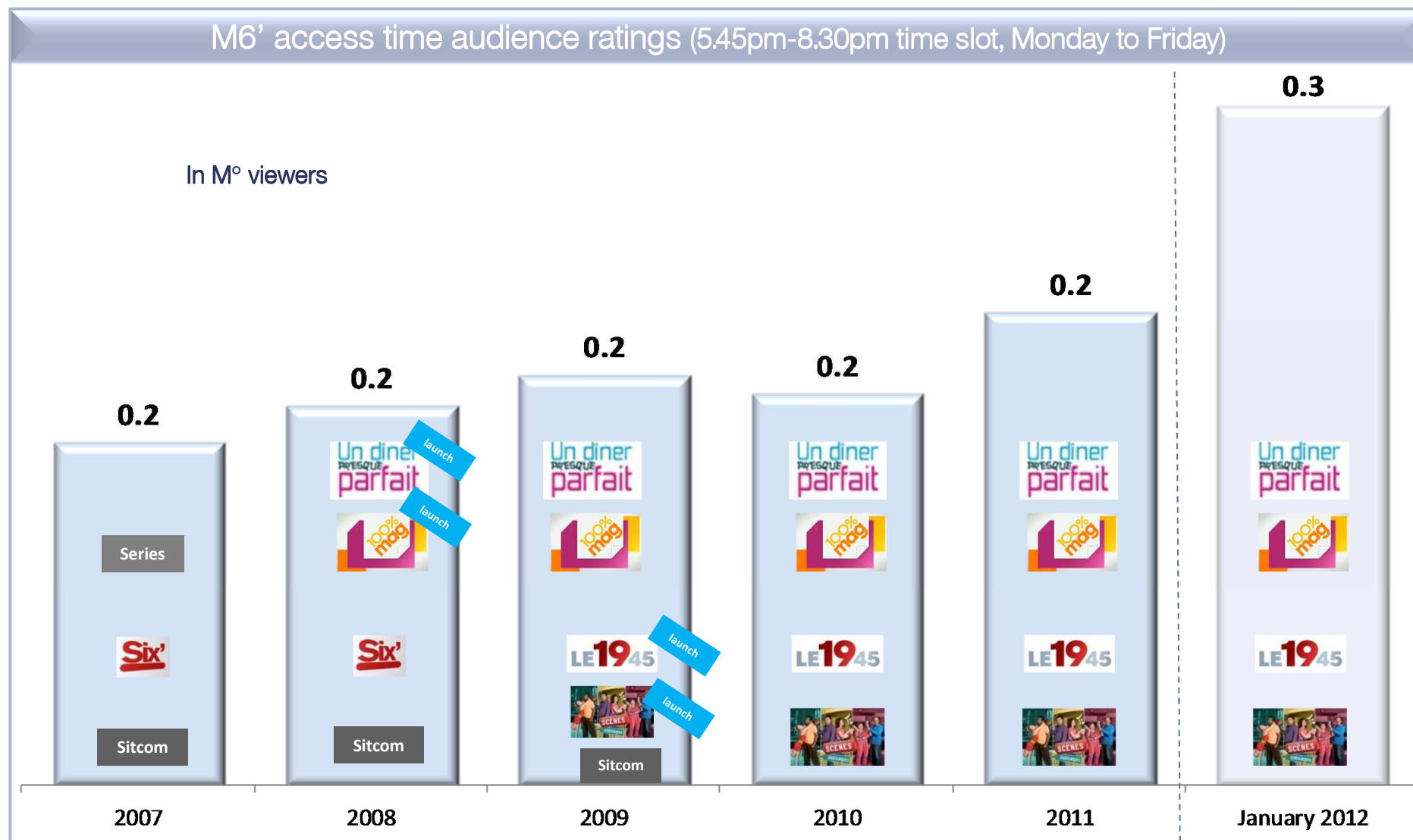
3.4M° viewers



2.7M° viewers

Television - Audience ratings

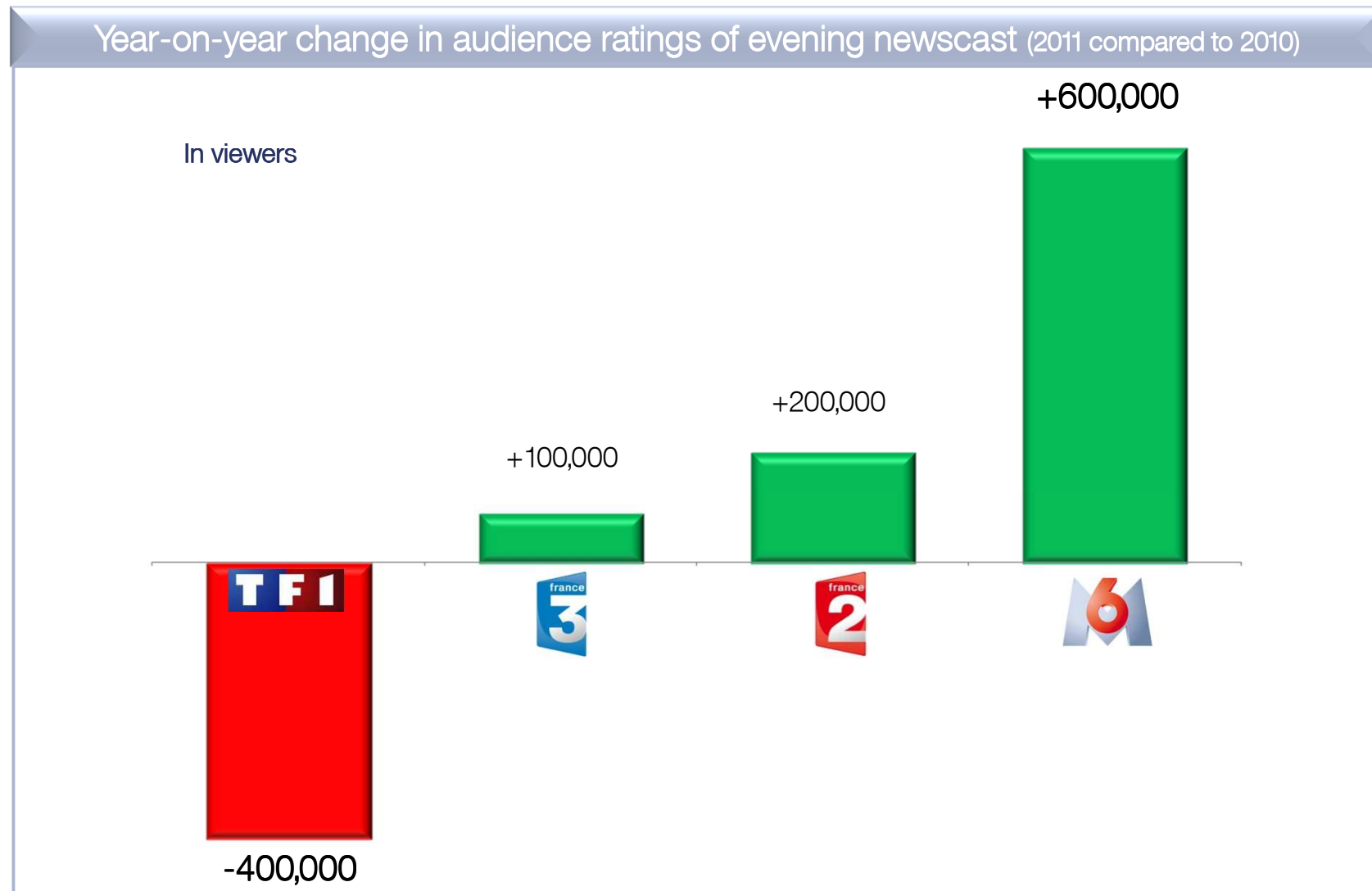
Access time driving M6's growth



Television - Audience ratings

LE 19 45 was the newscast that made the most headway year-on-year

LE 19 45 has become the 2nd most powerful newscast for people under 50 years old



Source: Médiamétrie

Television - Audience ratings

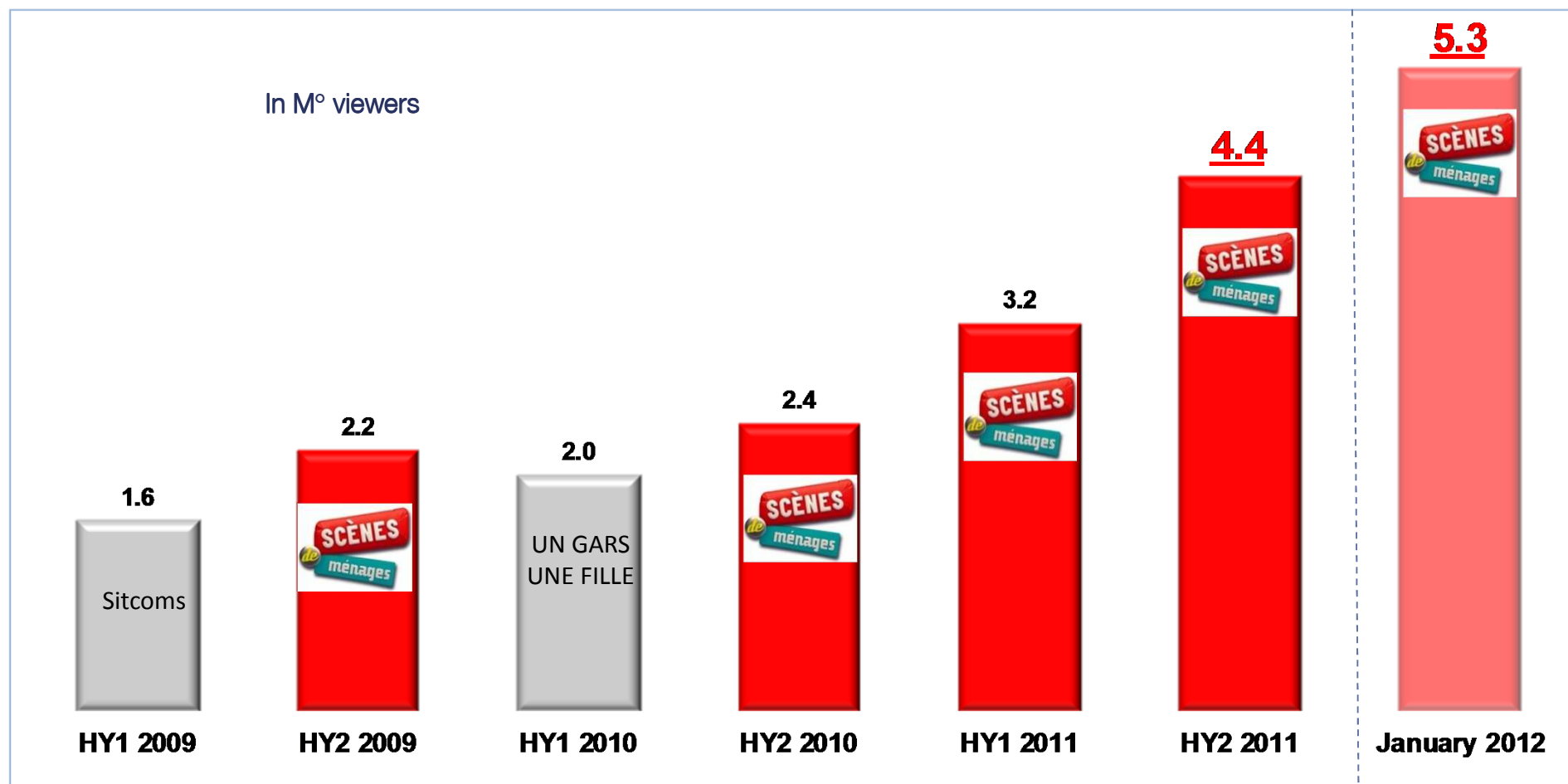
Scènes de Ménages holds the all-time audience record in the 8pm slot:

5.5 M° viewers

**Record broken in 2012: 5.9 M° viewers*

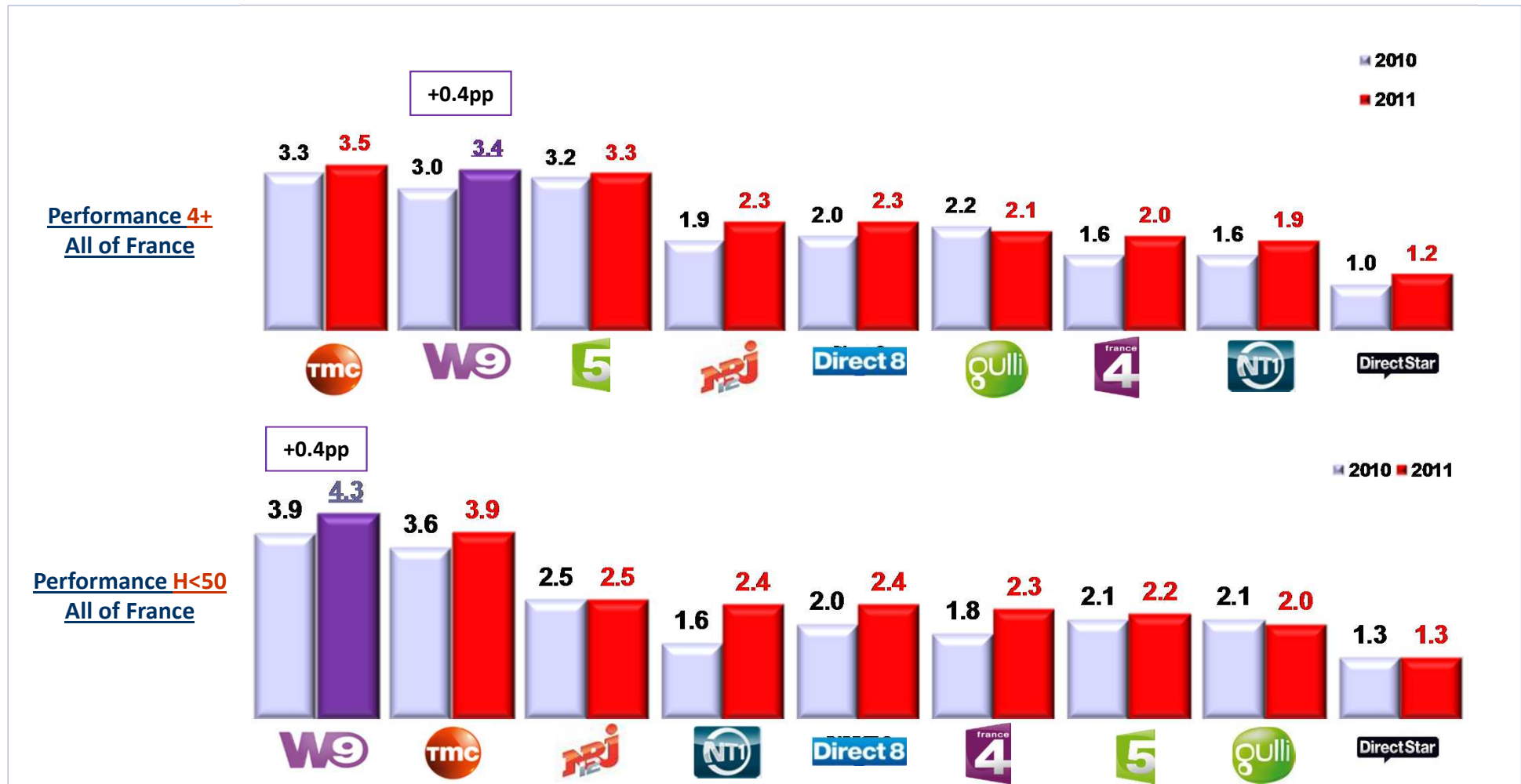


Change in average audience ratings for the 8pm slot per half-year period (Monday to Friday)



Television - Audience ratings

In **2011**, W9 posted the strongest increase of all DTT channels among all audiences (excluding all-news channels) and confirmed its leadership with under 50 year-old housewives

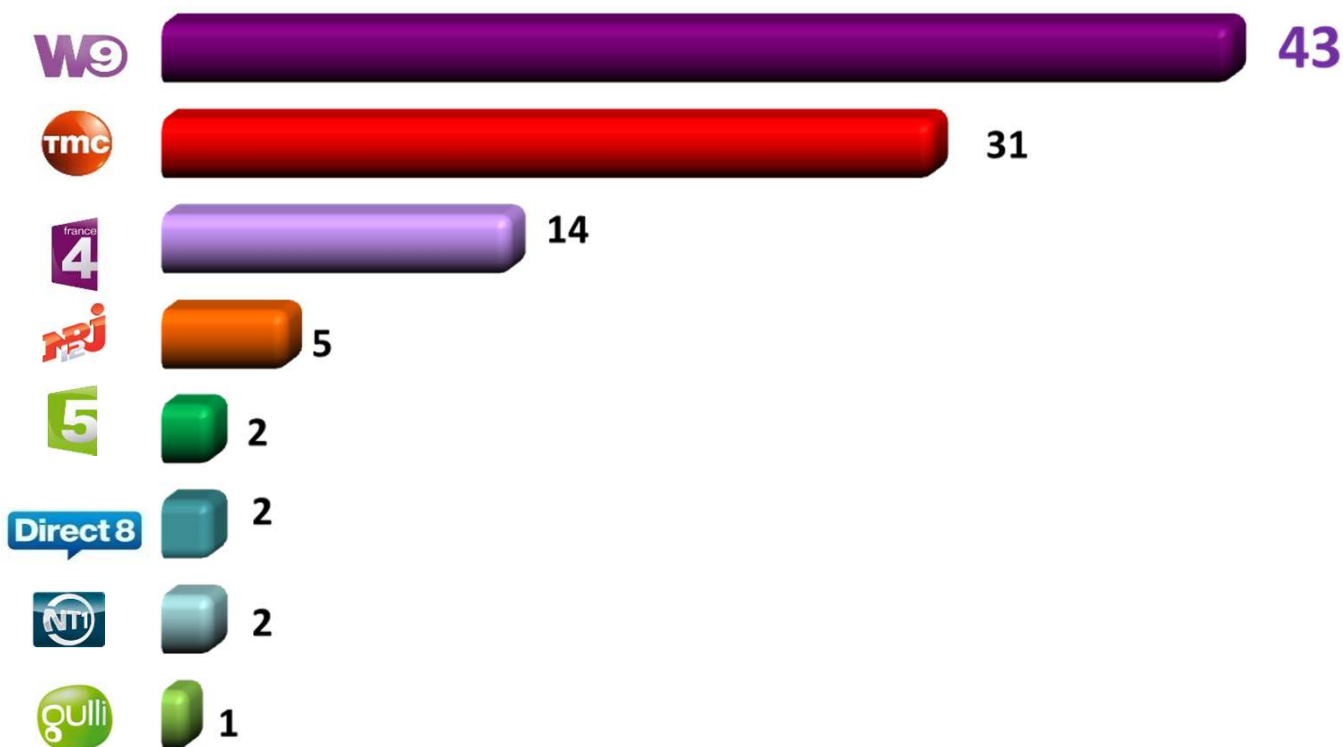


Television - Audience ratings

W9 posted 43 of DTT's top 100 ratings in 2011



Analysis of top 100 DTT ratings in 2011



Television - Audience ratings

W9 prime time DTT leader due to powerful and diversified programming



Cinema and new series



Most powerful movies on DTT



The two most powerful new series in prime time and night time

Magazines



W9 DTT leader for all audiences



W9 DTT leader for the under 50 year olds

Entertainment



Best ratings for a talent quest show on DTT



Best performance for a reality TV show on DTT for all audiences

Sporting events



TENNIS ATP WORLD TOUR final.
Record audience for a sporting event on W9: 2.0M° for the TSONGA / FEDERER match



EUROPA LEAGUE:
SALZBURG / PARIS SG
Record audience for a football match on W9: 1.9 M°

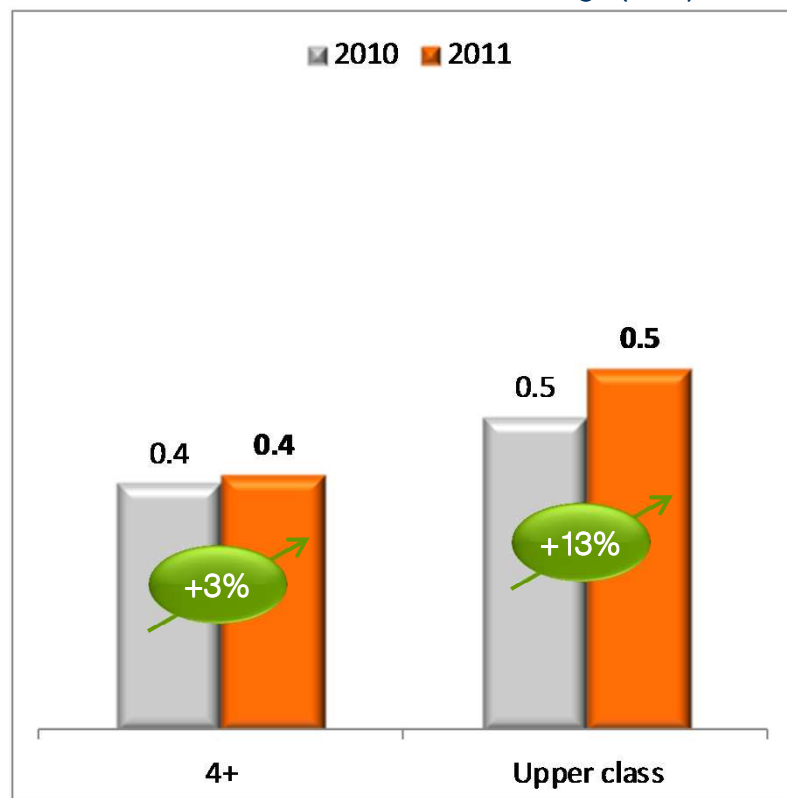
Téva and Paris Première continued to enjoy excellent audience levels



**PARIS
PREMIÈRE**

**MOST WATCHED PAY CHANNEL
AMONG SUBSCRIBERS**

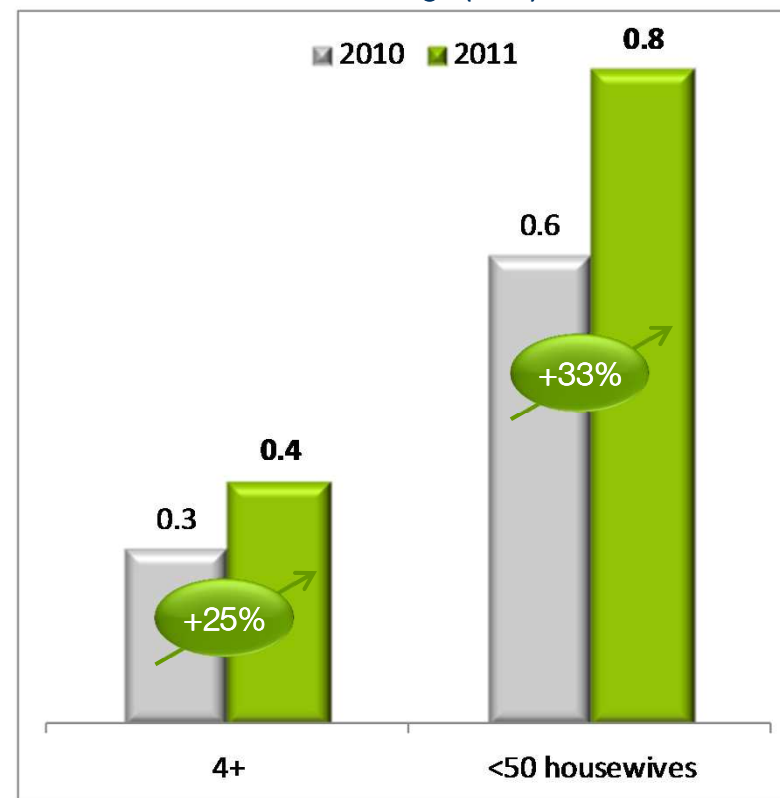
Paris Première's nationwide audience ratings (in %)



téva

**LEADING PAY CHANNEL AMONG
FEMALE VIEWERS**

Téva's nationwide audience ratings (in %)





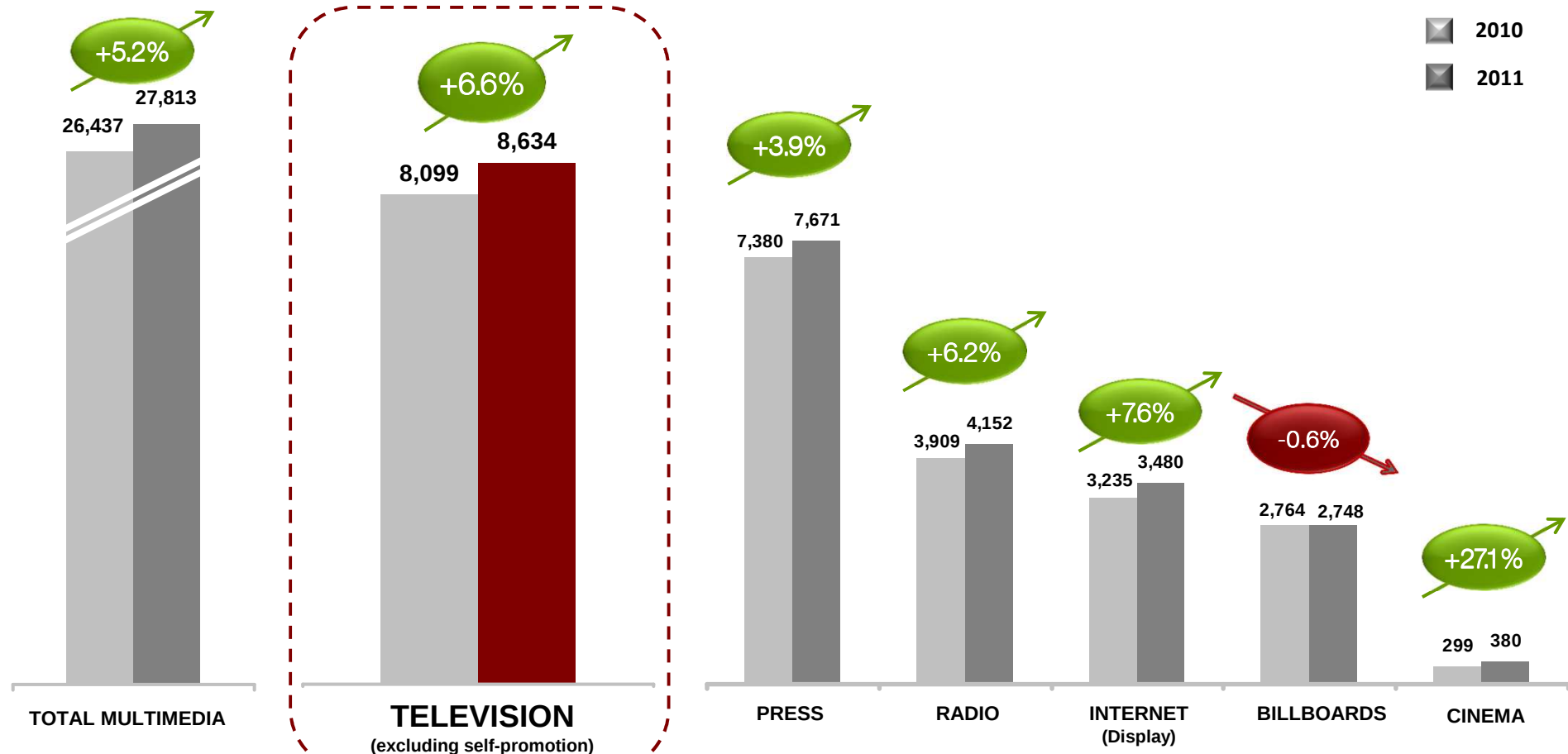
TELEVISION

Advertising market

Television confirmed its rank as the leading advertising medium in 2011, with growth of 6.6% vs 2010



Gross multimedia advertising market in 2011



On constant environment 2011 vs 2010 - All sectors, excl. self-promotion and subscriptions / Source: Kantar Media

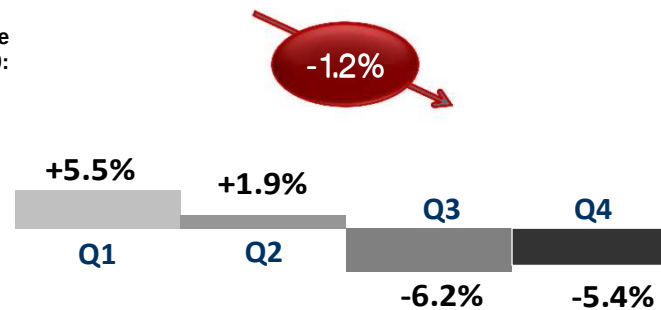
2011 featured a thriving 1st half, followed by slower growth at the end of the year



Quarterly change in each TV environment 2011 vs 2010 : % change

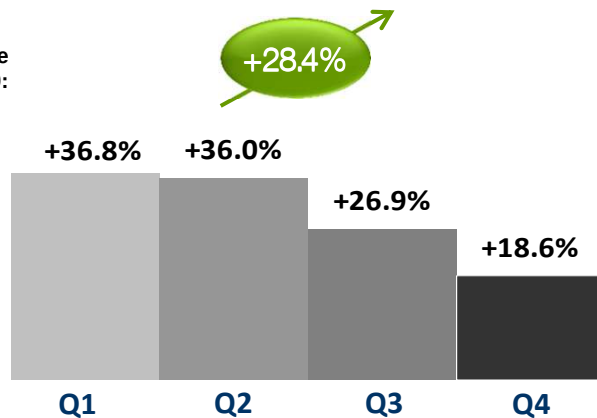
TRADITIONAL TV: €5,354 m gross

Year-on-year change
2011 vs 2010:



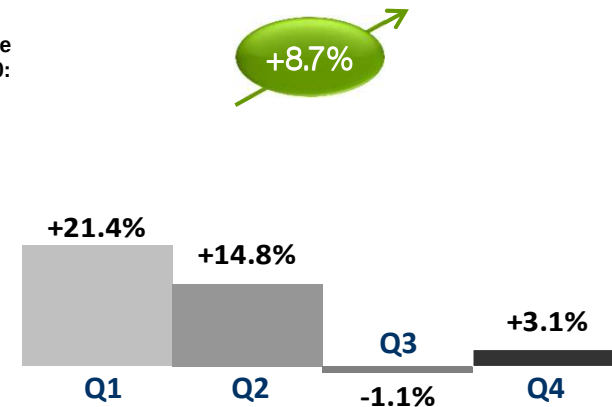
DTT: €2,406 m gross

Year-on-year change
2011 vs 2010:



PAY TV: €874 m gross

Year-on-year change
2011 vs 2010:

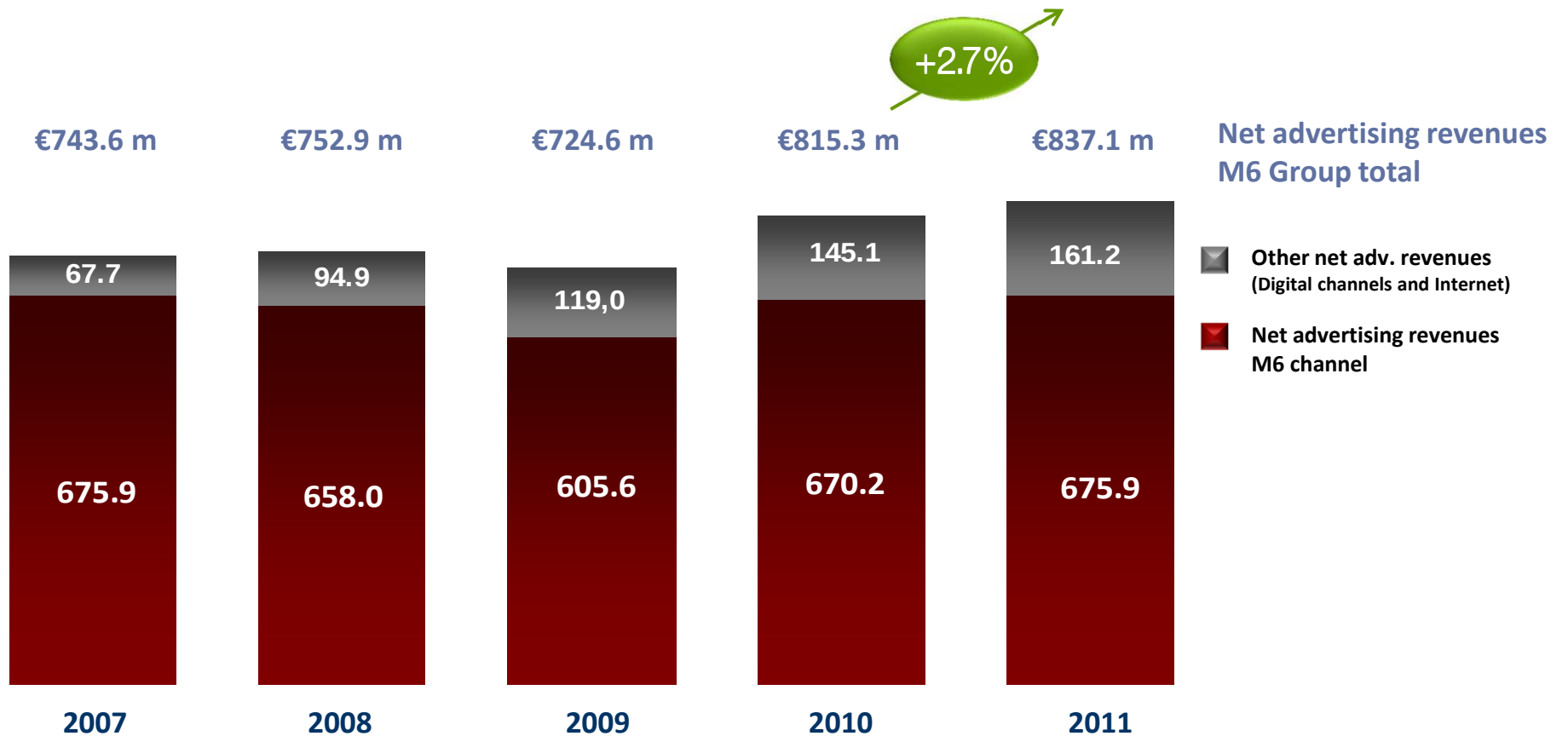


Television - Advertising market

In 2011, the M6 Group posted an all-time record for advertising revenues, with M6 equalling its 2007 high



Change in M6 Group's net advertising revenues since 2007 (€ millions)

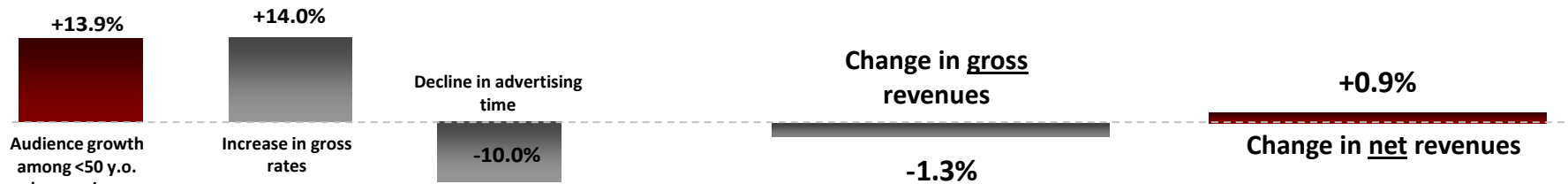


Television - Advertising market

Due to strong audience levels, M6 was in a position to increase its rates and consolidate net revenues in 2011



2011 vs 2010 change



Average audience*	Gross average rates*	Advertising time	<u>Gross</u> revenues	<u>Net</u> revenues
*: on a like-for-like advertising space basis				



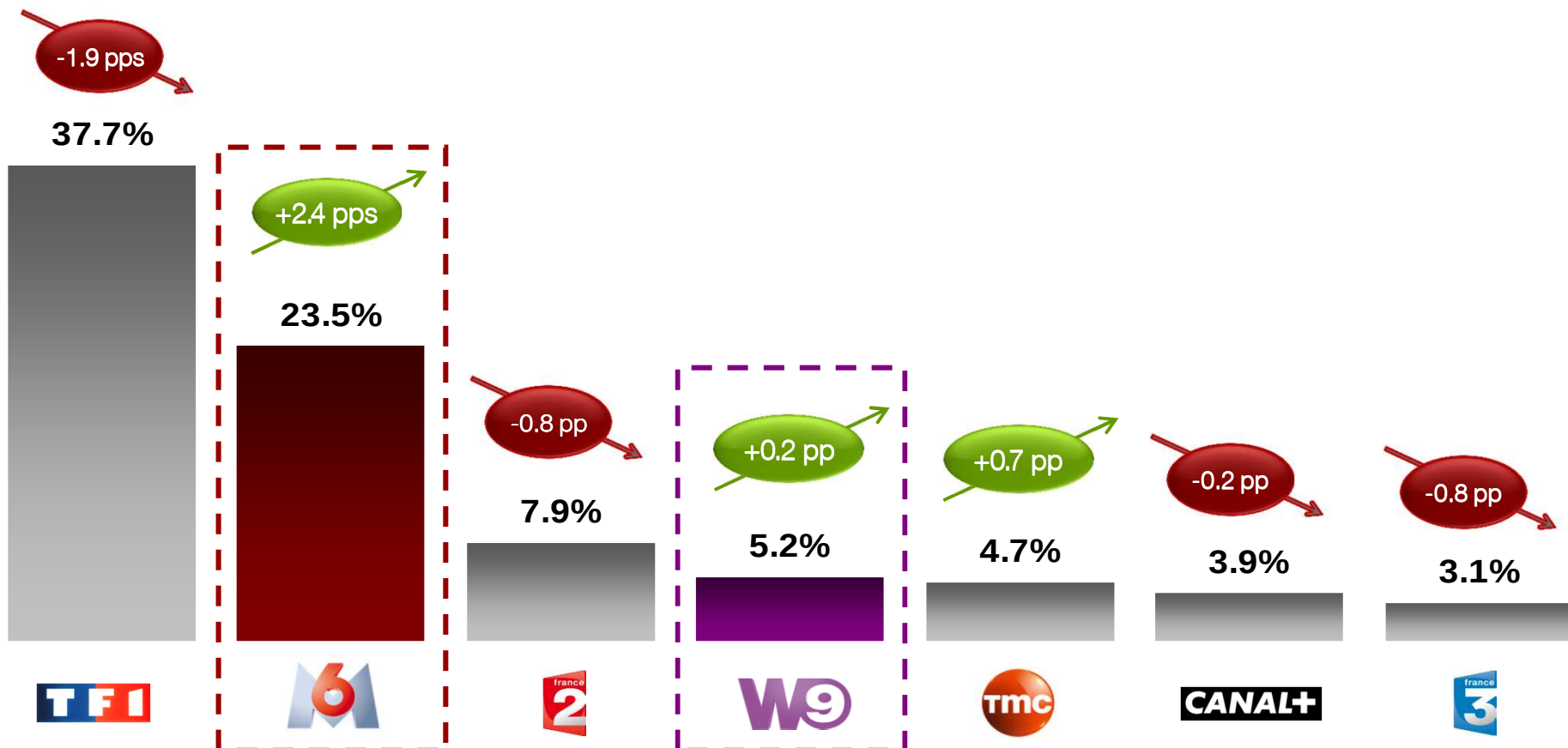
- Impact of guaranteed GRP cost with in-house scheduling of campaigns
- Optimised management of our advertising space

Television - Advertising market

In 2011, M6 and W9 strengthened their respective positions in the free-to-air advertising space



Analysis of TV audience 2011
Share of <50 housewives GRP capacity and change vs 2010



Source: Popcorn – Médiamat channels – Change on a constant basis – Excluding France Télévisions space after 8pm 29

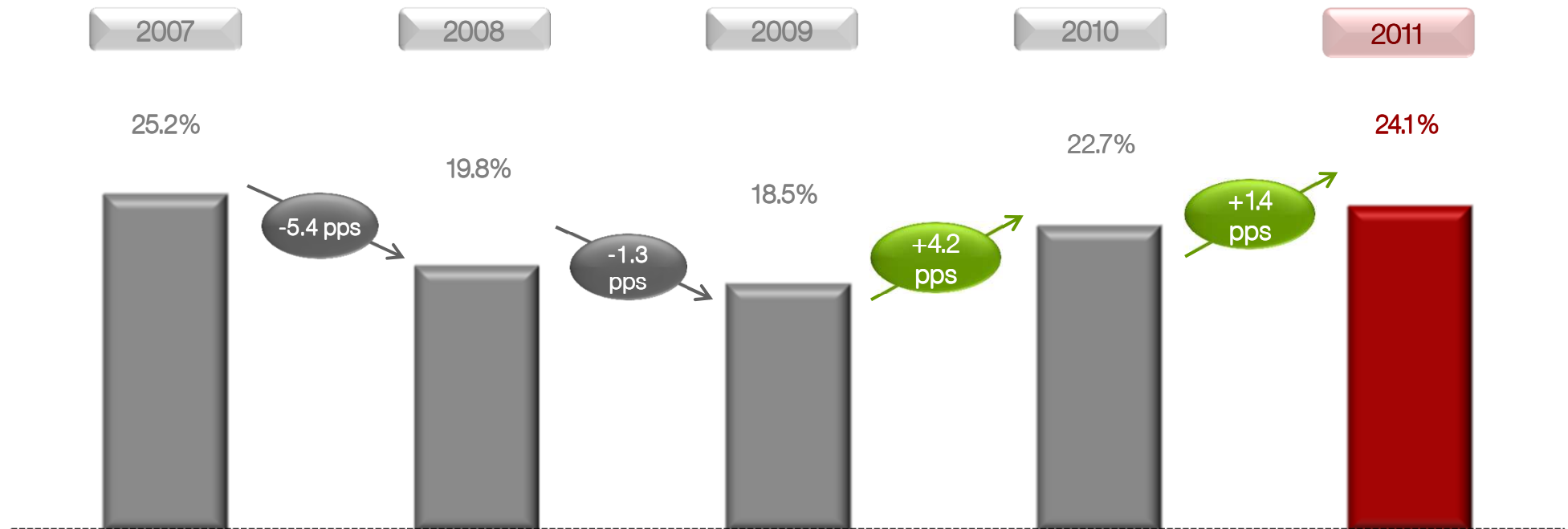
Television – Key figures

Overall, the TV division returned to the profitability levels it enjoyed in 2007



Operating margin from recurring operations of 24.1 %, an increase of 1.4 pps

TV division (All channels)



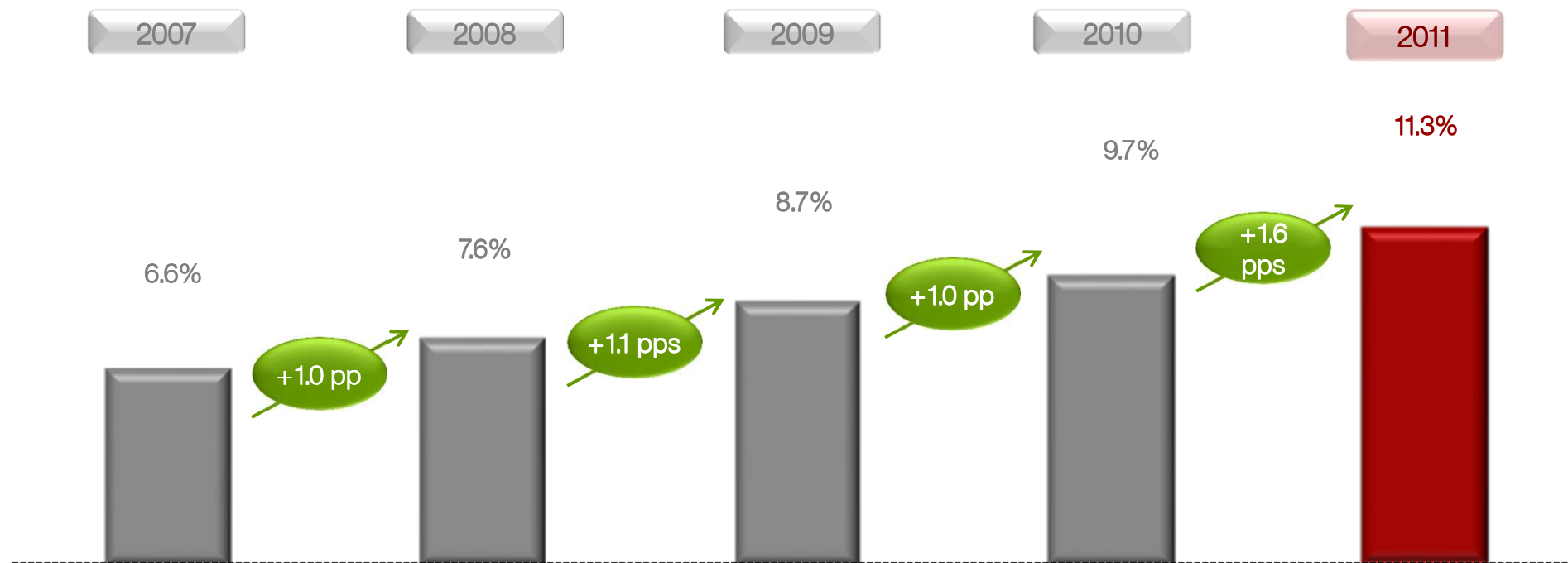


3.DIVERSIFICATION AND AUDIOVISUAL RIGHTS

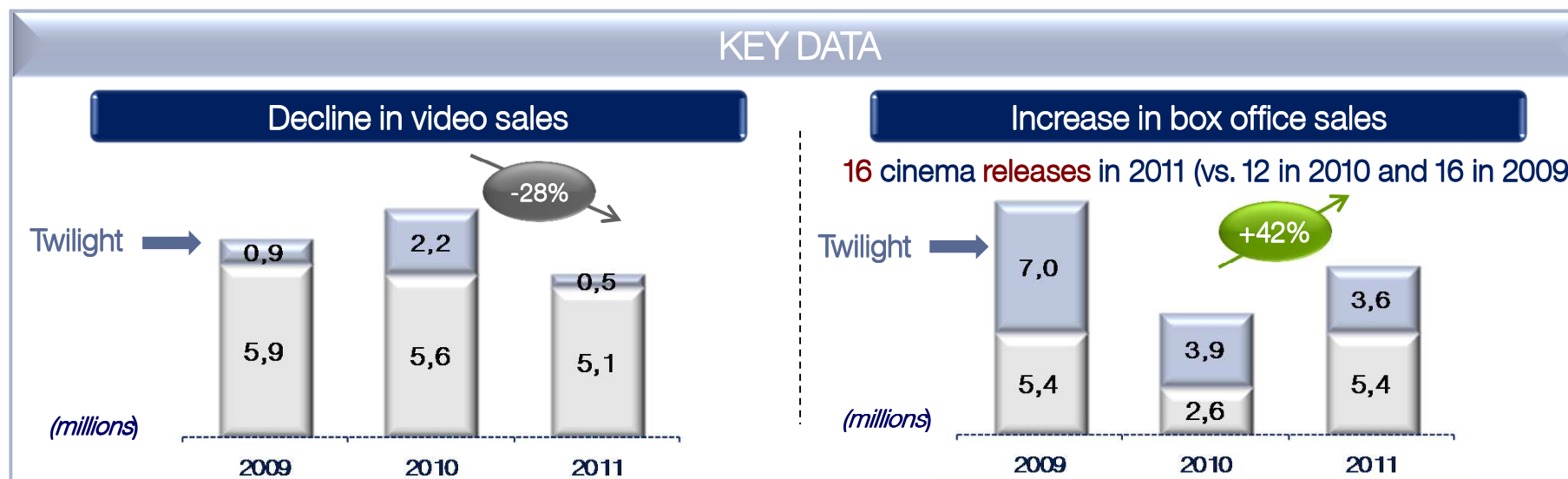
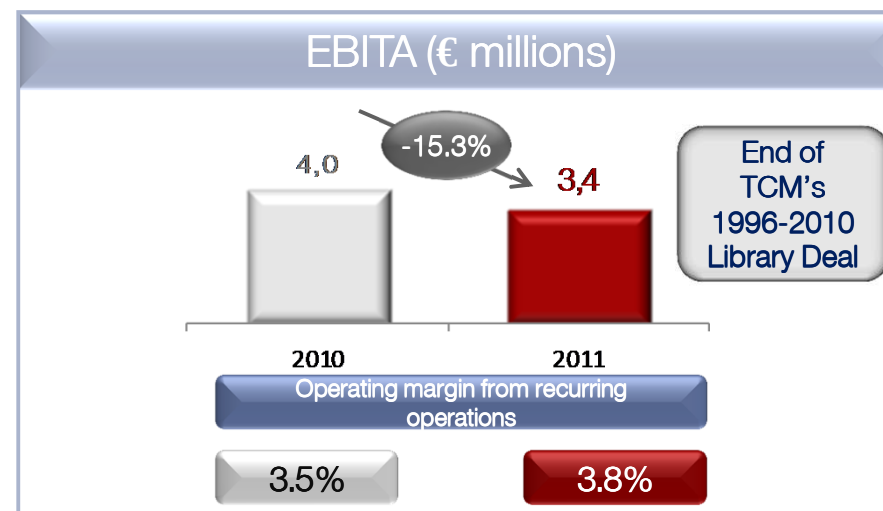
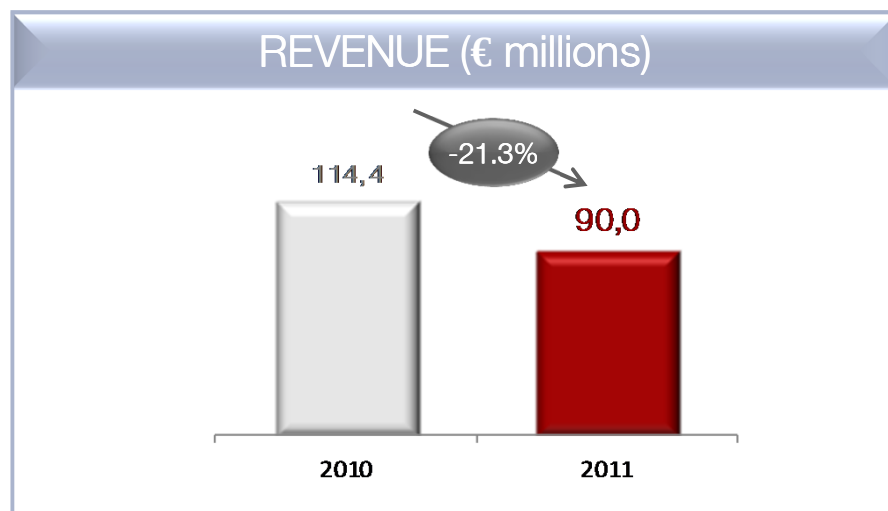
Operating margin from recurring operations of 11.3%, an increase of 1.6 pps

Growth in operating margin from recurring operations (excl. F.C.G.B.)

Diversification and Audiovisual Rights (excl. F.C.G.B.)



Audiovisual Rights: Tighter line-up but increasing margins

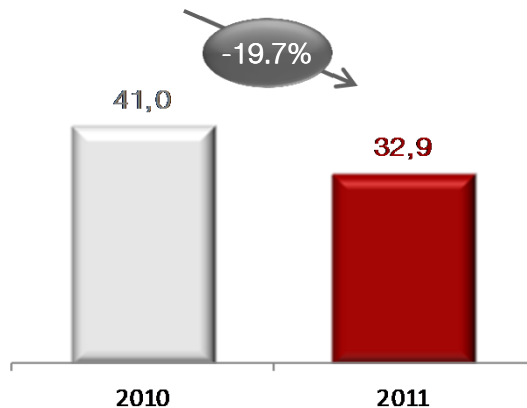




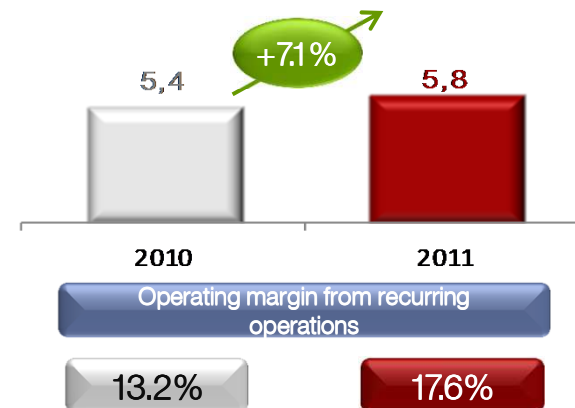
Streamlining of operations and refocus on licences



REVENUES (€ millions)



EBITA (€ millions)



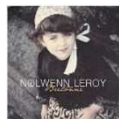
KEY DATA

Press –Publishing
/ Collections

Operations to be
gradually
discontinued

MUSIC

Successful business



Nolwen
Leroy

=> 2nd most sold
album in 2011

SHOWS

Successful partnerships



LICENCES

Continued
development of

MOZAIC | 6

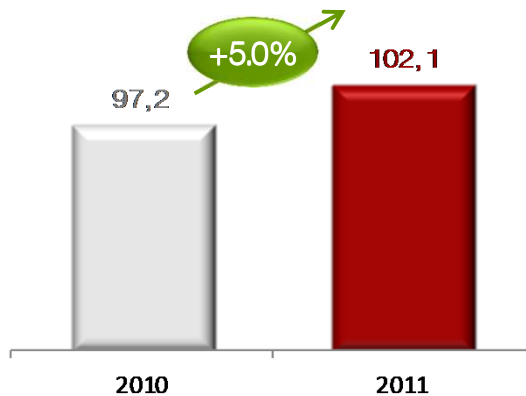
724,000
subscriptions since
the launch



Continued development of Internet and mobile activities



REVENUES (€ millions)



EBITA (€ millions)



KEY DATA



2.1 M customers

an increase of
4% compared to
2010

INTERNET



11.2 M unique visitors per
month in 2011

> 30 M videos viewed every
month

Web games and services

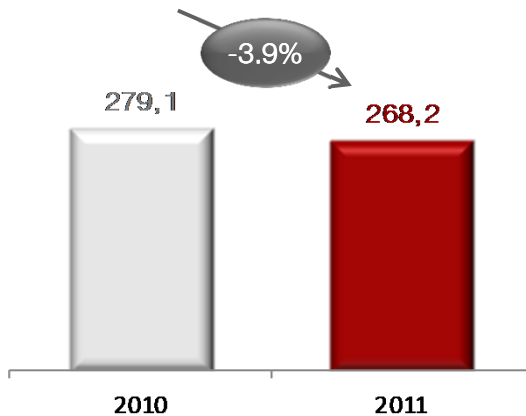
- Success of games and services



- Development of new partnerships



REVENUES (€ millions)



EBITA (€ millions)



KEY DATA



Resilience of e-commerce platform within an increasingly competitive environment



Profit margin growth



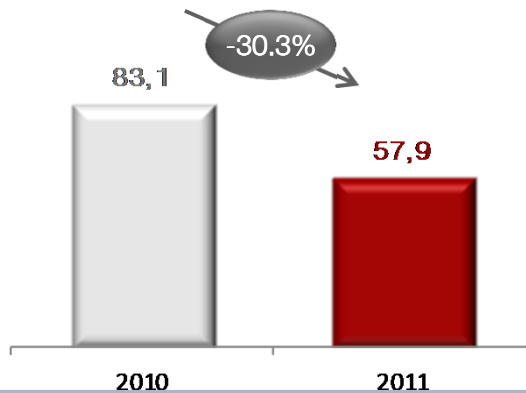
Success of monAlbumPhoto.fr:
148% revenue growth since the takeover



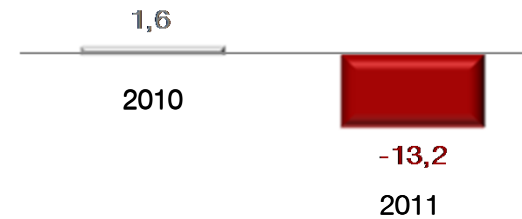
Disappointing on-field performance



REVENUES (€ millions)



EBITA (€ millions)



Contrasting on-field performance...

	2009/2010	2010/2011	2011/2012
	6 th	7 th	10 th as of 31/12/2011
	Qualified for the ¼ finals	Not qualified	Not qualified

... but long-term assets

- Cautious assessment of transfer value
(*intangible assets*)
- High-performance training centre
- New stadium in April 2015



4.OUTLOOK



CSA DTT
channel call
for tenders

Uncertainties
for advertising
market &
consumer
spending

Continued implementation of TV strategy:

Stronger programming



Advertising market share gains

Profitability and growth of Diversification activities



5.FINANCIAL STATEMENTS

Condensed consolidated statement of comprehensive income for the year to 31 December 2011

(€ millions)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	31/12/2010	31/12/2011
Revenue	1,462.0	1,421.3
Other revenues from recurring operations	17.4	16.4
Total revenues from recurring operations	1,479.4	1,437.7
Materials and other operating expenses	(816.9)	(793.5)
Personnel costs (including profit-sharing plan contributions)	(252.7)	(249.4)
Taxes and duties	(62.5)	(61.7)
Net depreciation/amortisation charges	(105.1)	(88.1)
Profit from recurring operations [EBITA]	242.2	245.0
Capital gains on disposals of non-current assets	1.5	
Operating income and expenses related to business combinations	(1.3)	(3.4)
Operating profit [EBIT]	242.4	241.6
Net financial income	2.8	3.0
Share of profit from associates	0.6	(0.1)
Profit before tax	245.7	244.6
Income tax	(88.7)	(94.9)
Net profit from continuing operations	157.0	149.7
Net profit for the year	157.0	149.7

Condensed balance sheet at 31 December 2011



<i>(€ millions)</i>	31 December 2010	31 December 2011	Change 2011/ 2010 (€ millions)
Goodwill	76.2	74.8	(1.4)
Non-current assets	288.5	304.6	16.1
Current assets	619.7	667.2	47.5
Cash and cash equivalents	376.9	328.6	(48.3)
TOTAL ASSETS	1,361.3	1,375.2	13.9
Equity - Group share	681.8	693.7	11.9
Non-controlling interests	-	0.1	0.1
Non-current liabilities	16.8	18.8	2.0
Current liabilities	662.7	662.6	(0.1)
TOTAL EQUITY AND LIABILITIES	1,361.3	1,375.2	13.9



Consolidated cash flow statement for the year to 31 December 2011

	31 december 2010	31 december 2011	Change (€ millions)
Self-financing capacity from operations	357.7	335.7	(22.0)
WCR movements	52.6	(32.9)	(85.5)
Taxes	(90.7)	(114.7)	(24.0)
Cash flow from operating activities	319.5	188.1	(131.4)
Cash flow used in investing activities	(109.0)	(73.9)	35.1
Cash flow used in financing activities	(303.4)	(162.6)	140.8
Gain from disposal of Canal + France	384.2	-	(384.2)
Effect of translation adjustment on cash and cash equivalents	-	0.1	0.1
Net change in cash and cash equivalents	291.3	(48.3)	
Cash and cash equivalents - opening balance	85.6	376.9	291.3
Cash and cash equivalents - closing balance	376.9	328.6	(48.3)
<i>Net cash and cash equivalents - closing balance</i>	<i>377.5</i>	<i>329.4</i>	<i>(48.1)</i>

Financial ratios at 31 December 2011



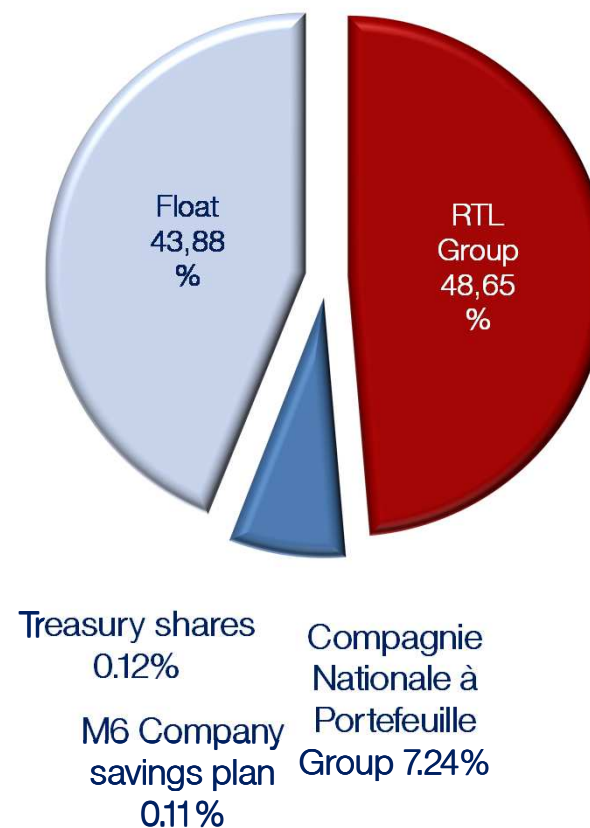
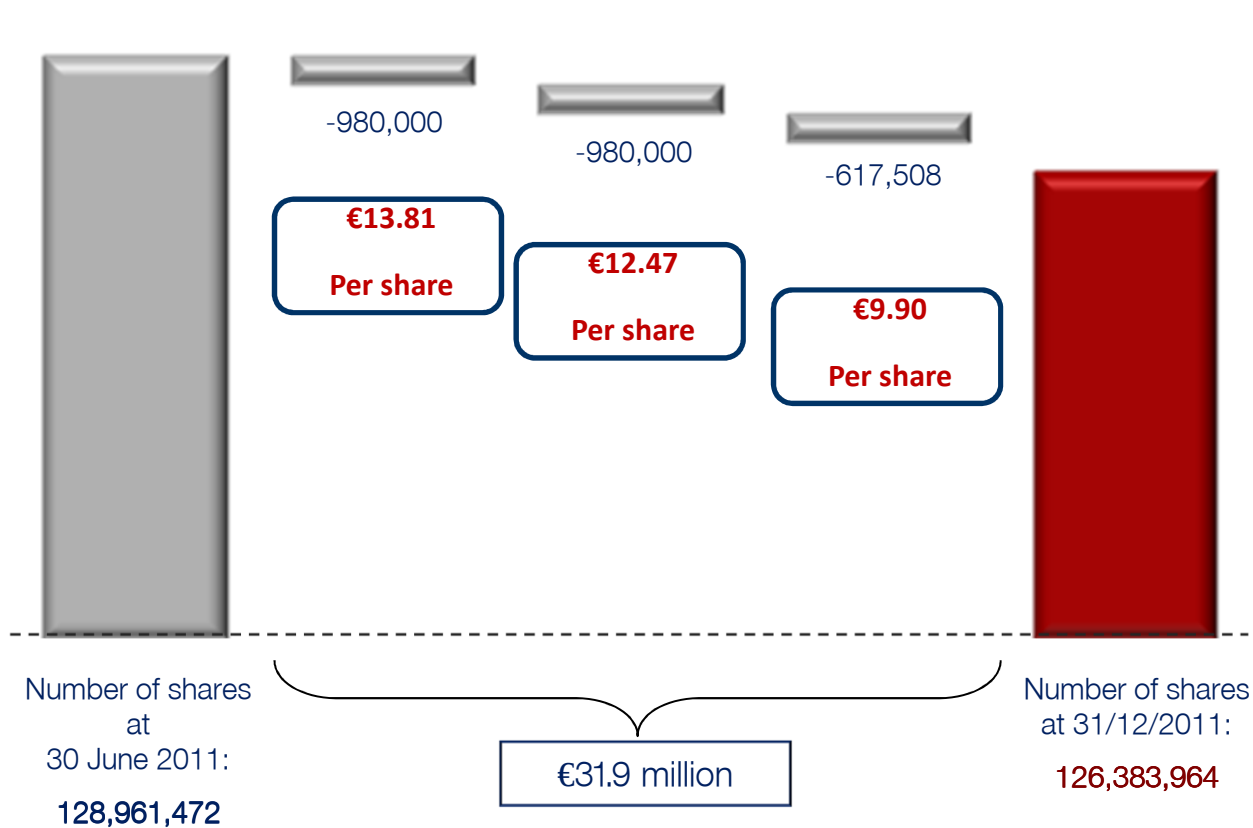
<i>(€ millions except data in %)</i>	2009	2010	2011
Profitability / Cash-Flows			
FCF Excluding growth investments	219.7	306.1	236.6
Operating margin (EBITA / revenues)	13.8%	16.6%	17.2%
Adjusted Cash Conversion Ratio	115.5%	126.4%	96.6%
Net margin (Net profit / revenues)	10.1%	10.7%	10.5%
Net margin excluding restatement of C+ France securities	8.6%	10.7%	10.5%
Balance sheet			
Capital employed	351.4	304.2	365.3
C+ France	384.2	-	-
Net cash and cash equivalents	85.2	377.5	329.4
<i>Equity – Group share</i>	<i>820.8</i>	<i>681.8</i>	<i>693.7</i>

Share buyback programme



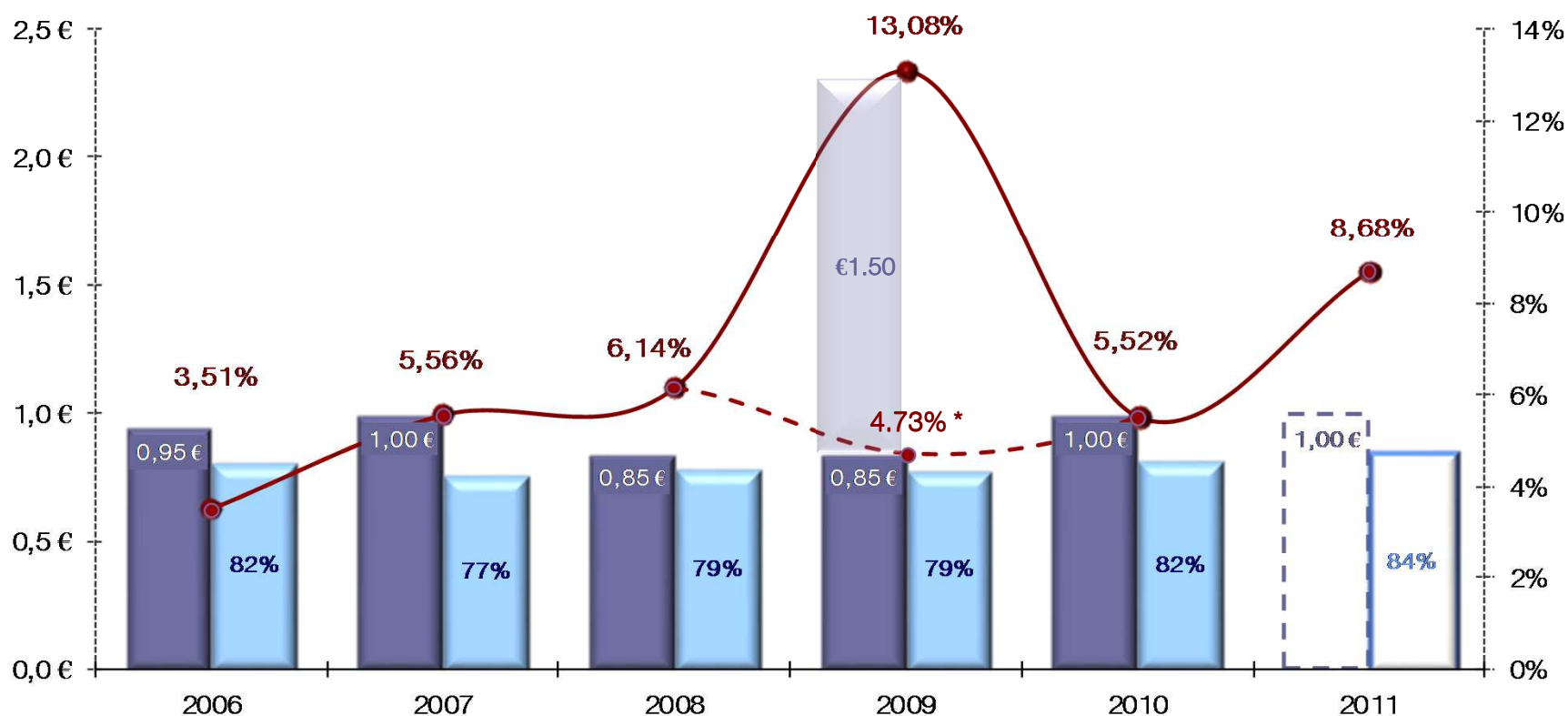
Change in share capital

Shareholding structure at 31/12/2011



Source: Euroclear survey of bearer and register of shares held in nominative form

Maintenance of a distribution ratio of approximately 80% of consolidated net profit



* Distribution ratio excluding exceptional dividend

— Yield (calculated based on the year-end closing price)
 ■ Distribution ratio (as % of net profit from continuing activities attributable to the Group)
 Exceptional dividend, per share, paid in respect of the benchmark year
 Ordinary dividend, per share, paid in respect of the benchmark year



6.APPENDICES

Appendices

Analytical consolidated income statement



<i>(€ millions)</i>	31/12/2011	31/12/2010	2011 / 2010 change (€ millions)	%
M6 TV Network				
Advertising revenues	675.9	670.2	5.8	0.9%
Other revenues	9.4	7.7	1.7	21.8%
Profit from recurring operations (EBITA)	175.7	162.7	13.0	8.0%
Digital channels				
Revenue	184.6	168.9	15.7	9.3%
Profit from recurring operations (EBITA)	34.3	29.2	5.2	17.8%
Diversification & Audiovisual Rights				
Revenue	551.1	614.9	(63.8)	-10.4%
Profit from recurring operations (EBITA)	42.4	52.9	(10.6)	-19.9%
Other revenues	0.3	0.3	(0.0)	-10.4%
Eliminations and unallocated items	(7.4)	(2.6)	(4.8)	185.6%
Revenue of continuing operations	1 421.3	1 462.0	(40.7)	-2.8%
EBITA from continuing operations	245.0	242.2	2.9	1.2%
Operating income and expenses related to business combinations	(3.4)	(1.3)	(2.1)	
Capital gains on the disposal of subsidiaries and equity investments	0.0	1.5	(1.5)	
Operating profit (EBIT) from continuing operations	241.6	242.4	(0.7)	-0.3%
Net financial income	3.0	2.8	0.3	
Change in fair value of the Canal+ France asset	-	-	-	
Share of associates' net profit	(0.1)	0.6	(0.6)	
Profit before tax (EBT)	244.6	245.7	(1.1)	-0.5%
Income tax on continuing operations	(94.9)	(88.7)	(6.1)	
Net profit from continuing operations	149.7	157.0	(7.3)	-4.6%
Net profit from discontinued operations	-	-	-	
Net profit	149.7	157.0	(7.3)	-4.6%
Minority interests	(0.1)	0.1	(0.2)	
Net profit - Group share	149.6	157.1	(7.4)	

Segment contribution analysis – M6 TV network



	31/12/2011			31/12/2010			2011/2010 change		
(€ millions)	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA
M6 channel*	765.6	679.6	173.3	754.3	671.7	160.4	11.4	7.9	12.9
Audiovisual and film production subsidiaries	101.0	5.7	2.3	106.8	6.2	2.2	(5.8)	(0.5)	0.1
Intra-group eliminations	(142.2)	-	-	(147.1)	-	-	4.9	-	-
Total M6 TV network	724.4	685.3	175.7	714.0	677.9	162.7	10.4	7.4	13.0

* including M6 Publicité (advertising agency)

Analytical presentation of segment contributions – M6 TV network



<i>(€ millions)</i>	31/12/2011	31/12/2010	31/12/2009	2011/2010 change (€ millions)	%
Advertising revenues	686.3	678.4	614.9	7.9	1.2%
Advertising agency cost - M6's share, taxes and copyright, broadcasting costs	(121.3)	(129.9)	(130.1)	10.0	-7.7%
Free-to-Air net revenues	565.0	548.5	484.8	17.8	3.2%
Programming costs	(333.9)	(319.8)	(303.5)	(14.1)	4.4%
Gross margin on programming	231.1	228.7	181.3	3.7	1.6%
as % of revenue	40.9%	41.7%	37.4%		
Net other operating expenses	(69.6)	(79.0)	(69.2)	9.4	-11.9%
Ex-segment commissions net of advertising agency costs not allocated to M6	11.9	10.8	9.4	1.1	10.3%
M6 TV network other subsidiaries' EBITA	2.3	2.2	(3.6)	0.1	4.9%
M6 TV network EBITA	175.7	162.7	117.9	13.0	8.0%

Free-to-Air net revenues are calculated as follows:

Billed revenue – taxes – broadcasting costs – share of advertising agency cost

Appendices

Segment contribution analysis – Digital Channels, Diversification and Audiovisual Rights



	31/12/2011			31/12/2010			2011/2010 change		
	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA
(€ millions)									
Total Digital Channels	187.7	184.6	34.3	171.5	168.9	29.2	16.1	15.7	5.2

	31/12/2011			31/12/2010			2011/2010 change		
	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA	Business segment total revenue	External revenue	EBITA
(€ millions)									
Audiovisual Rights	120.4	90.0	3.4	135.4	114.4	4.0	(15.0)	(24.4)	(0.6)
Interactions	37.4	32.9	5.8	46.5	41.0	5.4	(9.1)	(8.1)	0.4
Ventadis	276.0	268.2	11.8	287.4	279.1	11.1	(11.3)	(11.0)	0.7
M6 Web	105.1	102.1	34.6	103.3	97.2	30.9	1.9	4.9	3.7
FCGB	58.3	57.9	(13.2)	83.7	83.1	1.6	(25.3)	(25.2)	(14.7)
Intra-Group eliminations	(16.8)	-	-	(17.5)	-	-	0.7	-	-

Total Diversifications & Audiovisual Rights	580.4	551.1	42.4	638.7	614.9	52.9	(58.2)	(63.8)	(10.6)
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QUESTIONS & ANSWERS
