

Presentation of H1 2009 results 29 July 2009

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- Any reference to M6 Group past performances should not be interpreted as an indicator of future performances.
- The content of this document must not be considered as an offer document or a solicitation to buy or sell M6 Group shares.
- The financial accounts, information and statements included in this document, especially in the appendices, reflect the available financial information, disclosed in the HY financial report, as certified by the auditors. This information will be registered with the AMF.

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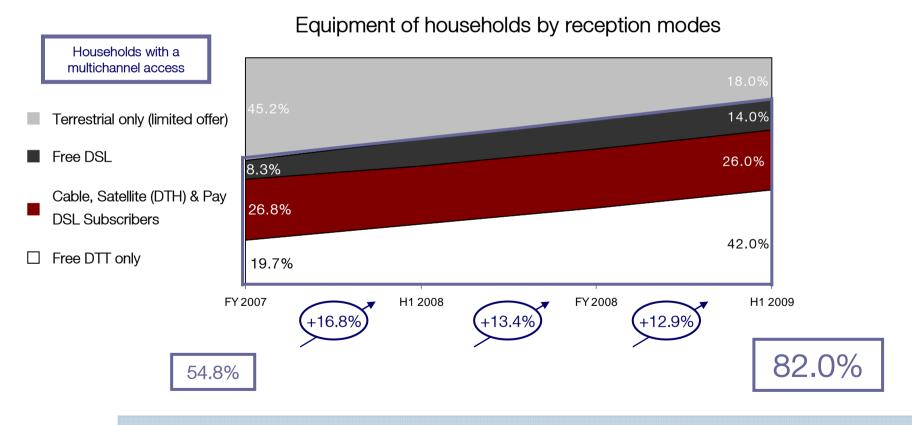
## 1 INTRODUCTION

#### 1

#### 82 % of households now have a multichannel access



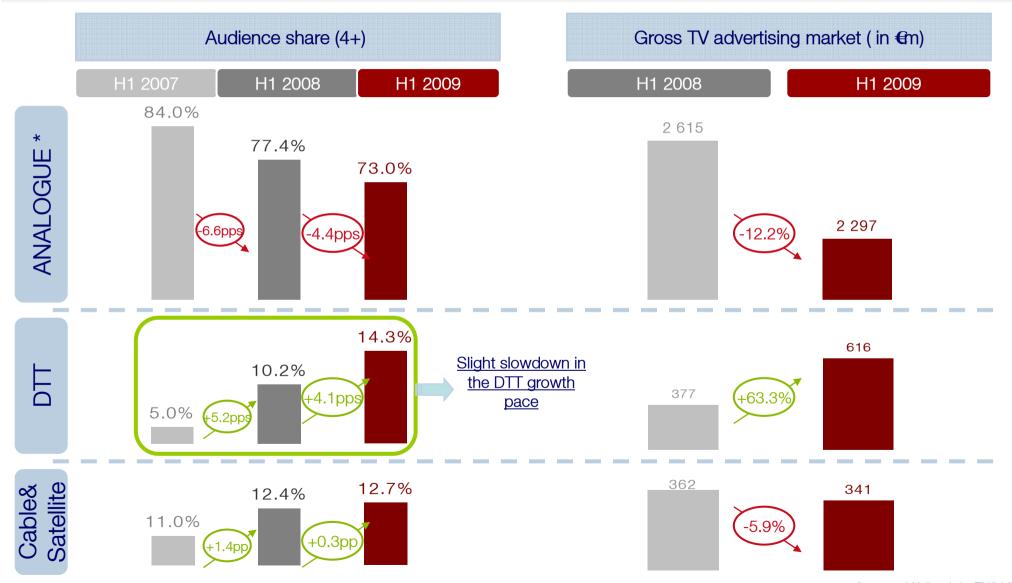
The number of households with a multichannel access <u>is still growing</u>, driven by free-DTT and free-ADSL offers...



...but the pace of the growth is slowing down.

# GROUPE

### Despite a slowdown in the growth rate, DTT channels are still gaining and audience advertising market shares



#### The advertising TV market is declining





#### Trend of European advertising market (H1 2009 vs H1 2008)



Growth rate of the net advertising TV market



**Spain** 





<u>UK</u>

~-18%



**France** 

~-18%



Germany

~-15%



The Netherlands

~-15%



**Belgium** 

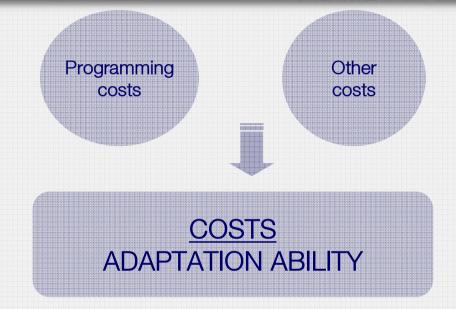
~-10%

7



In this deteriorated economic environment, M6 Group's model has proven relevant





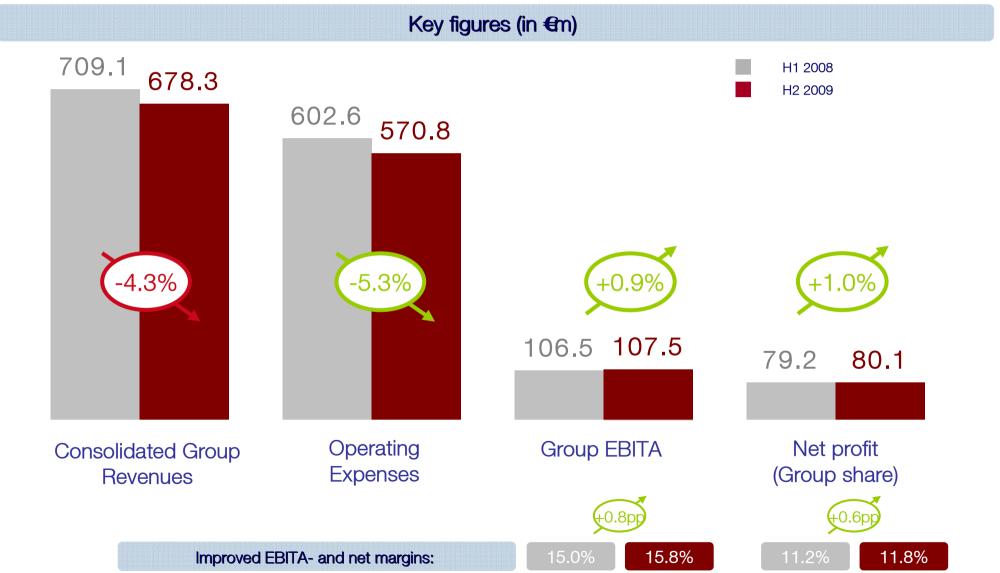
#### A REINFORCED POSITIONING

A sound Resilience and financial Stable growth structure **EBITA** opportunities Integration upstream, consolidation, market share

#### 1

# GROUPE

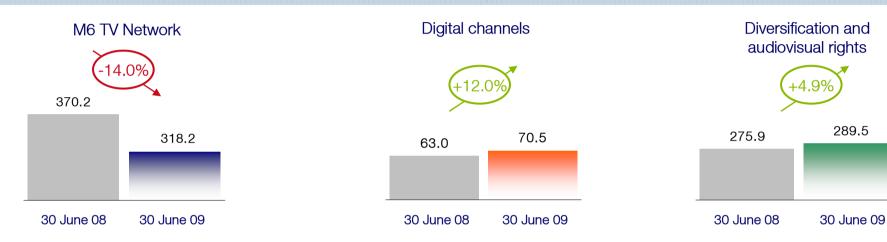
### In this deteriorated economic environment, M6 Group is adapting and shows good resilience

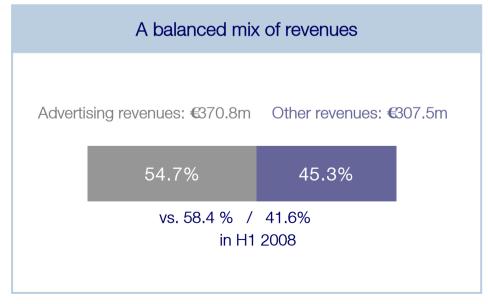


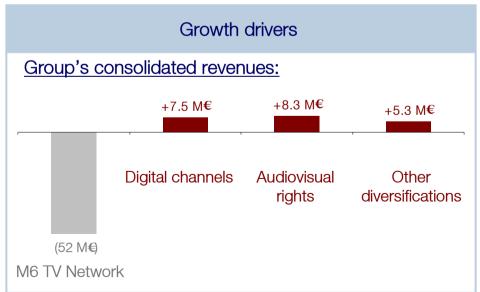
#### A limited revenues decline: -4.3% at €678.3m



#### Detailed contributions to group's revenues (in €m)



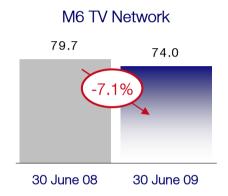




#### A stabilized EBITA (+0.9%)

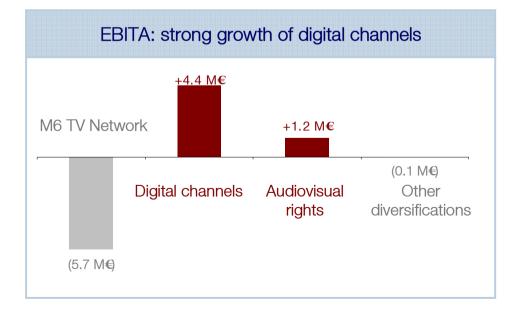


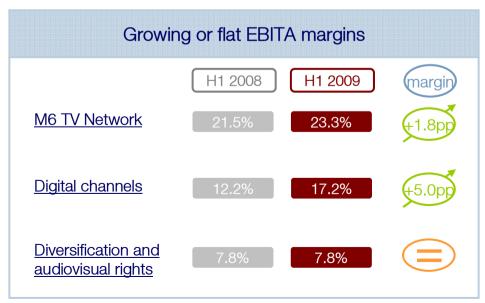
#### Group's profitability (in €m)











# H1 2009

# GROUPE

#### H1 2009 impacted by significant savings to face news costs

Economic situation and new costs bear upon EBITA

Advertising environment (€48.0m)

New tax (€4.0m)

Extension of TNT cover (€2.1m)

Total impact on H1 09 EBITA (€54.1m)

#### **Strong fundamentals**



Sustained Profitability

Operational Margin 15.8% (+0.8pp)

Net Margin 11.8% (+0.6pp)

2 Stable Free Cash Flow (FCF)

#### €88.2m vs €89.3m in H1 2008

- Cash conversion ratio: 82% vs. 83.8%
- Optimisation of WCR despite an unfavorable environment: customer risk, new law (payment terms)
- Investments dedicated to audiovisual rights and digitisation were maintained.

Low net debt level

Net Cash position (€8.3m) vs. (€41.2m) on June, 30 2008

No growth investments in H1 2009

A strong balance sheet

Net Cash and Canal + France shares

€365.1m



# GROUPE

#### **Financial ratios**

## Financial ratios Full Year 1st Half Year

Profitability / Cash Flows				
FCF excluding growth investments	236.9	204.5	89.3	88.2
Current Operating Margin (Ebita / Revenue)	17.4%	14.3%	15.0%	15.8%
Restated Cash Conversion Ratio	100.4%	105.4%	83.8%	82.0%
Net Margin (Net profit / Revenue)	12.4%	10.2%	11.2%	11.8%
Balance sheet				
Capital employed and other net assets	356.1	393.8	416.8	402.3
C+ France	342.9	363.0	352.8	373.4
Net cash position	89.0	38.3	(41.2)	(8.3)
Equity - Group share	788.0	795.1	728.4	767.4

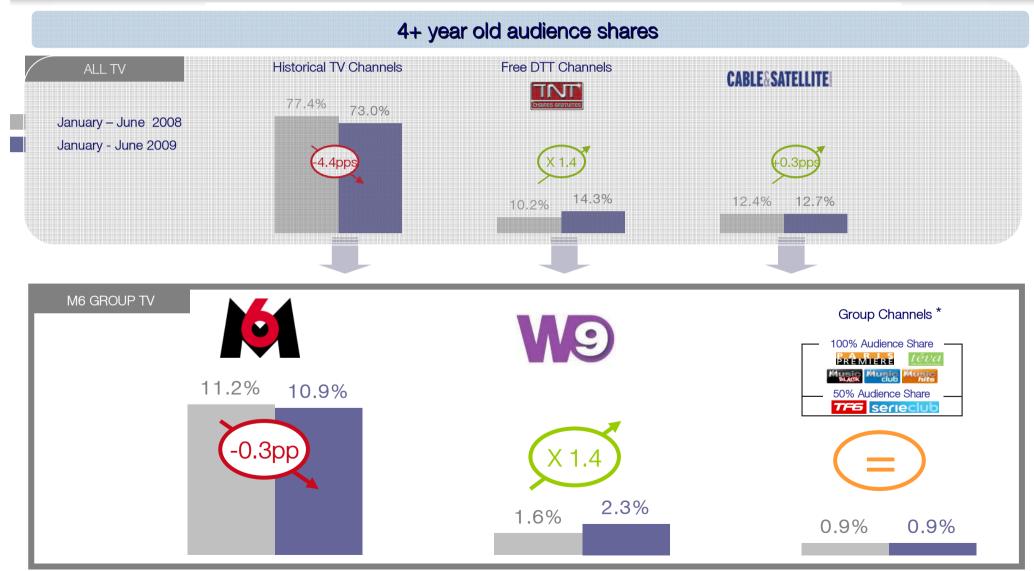
## 2 TELEVISION

### **Television - Ratings**



### The M6 Group TV Channels confirm their positioning on all TV markets

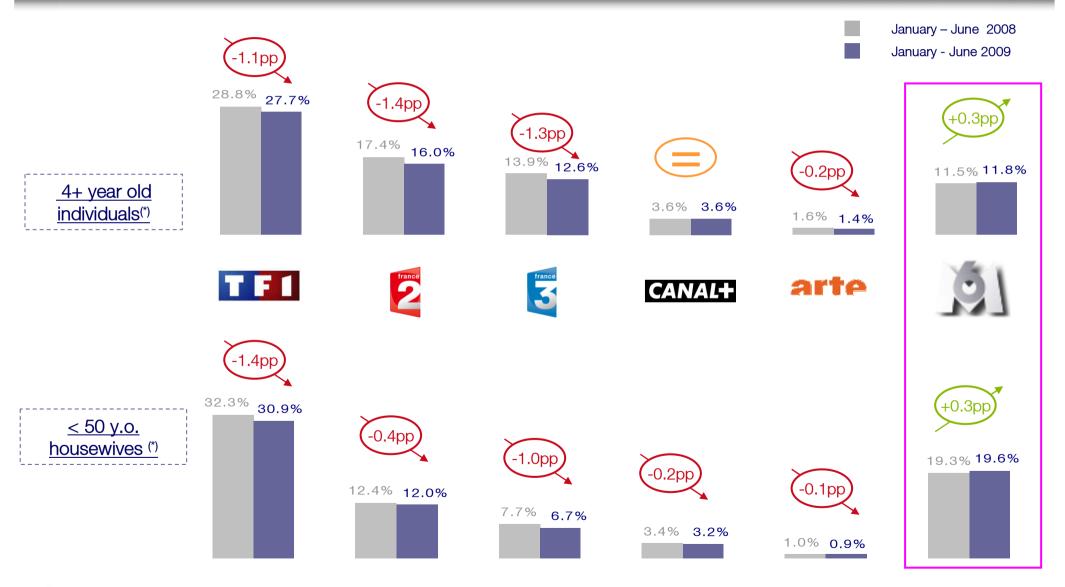




### FTA - Ratings

### M6, only incumbent channel to improve its rating year on year on the strategic time slot midday - midnight



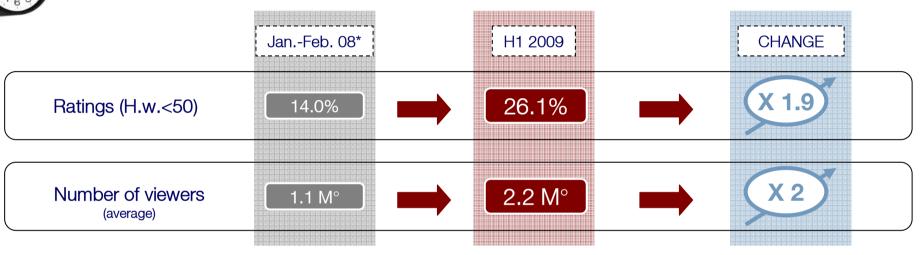


### A strong growth in Access Prime Time and new opportunities for the channel





#### Success in increasing audience share in Access Prime Time (6:00pm - 7:40pm)









M6 leading channel (average) among under 50 year old housewives since Sept. 08 between 6:00pm and 7:40pm.

#### Another strong potential on 2 strategic slot times



At lunch time



On the slot time 7:40pm-8:40pm (TV news launch on Sept., 7.)



#### M6 – Strong brand in every kind of programs



2008-2009 average for the season (vs. previous season)

NCIS (New season)



6.9M° viewers (6.4M°)



4.9M° viewers (4.3M°)



4.2M° viewers (4.0M°)



4.4M° viewers (3.8M°)



4.1M° viewers (4.3M°)



2.5M° viewers (2.3M°)



2.3M° viewers (1.9M°)



2.1M° viewers (1.5M°)

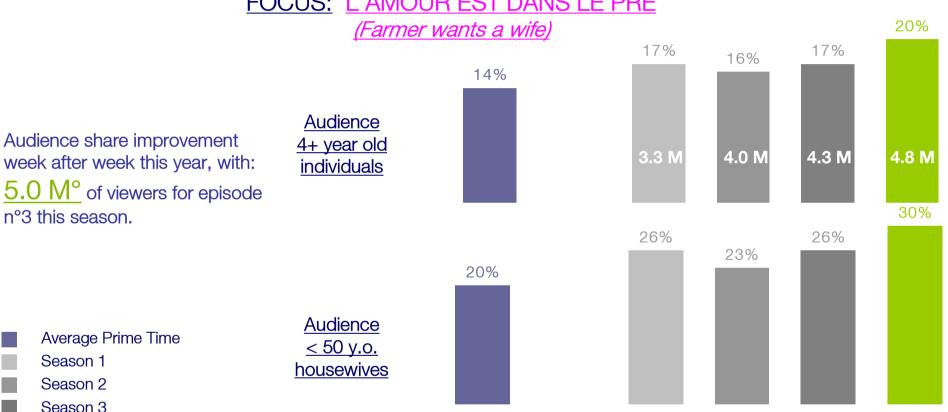


Season 4

#### M6 Channel's rendez-vous: innovative and highly successful







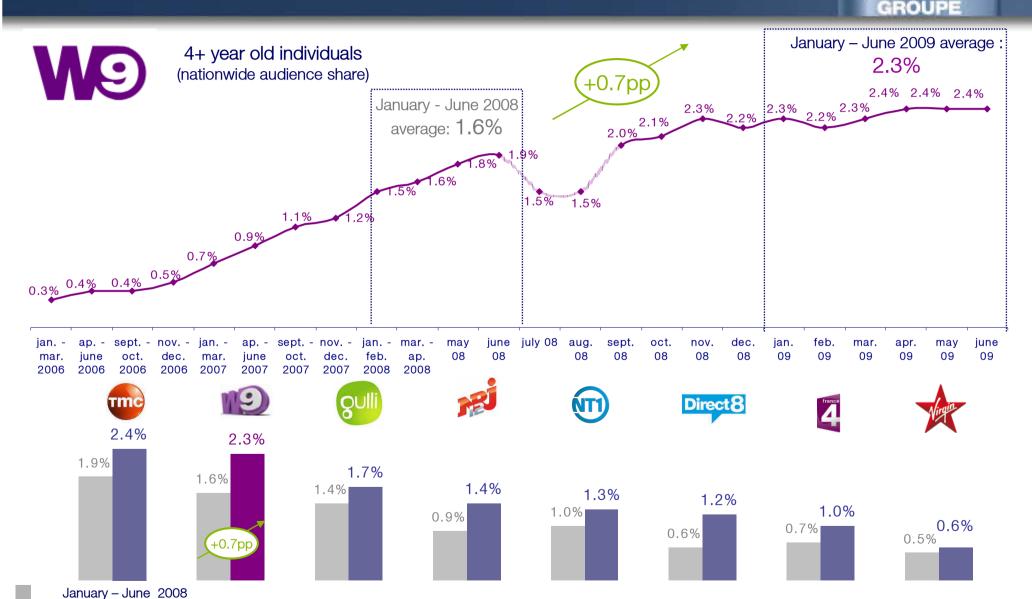




January - June 2009



#### W9 – on the first rank of TNT



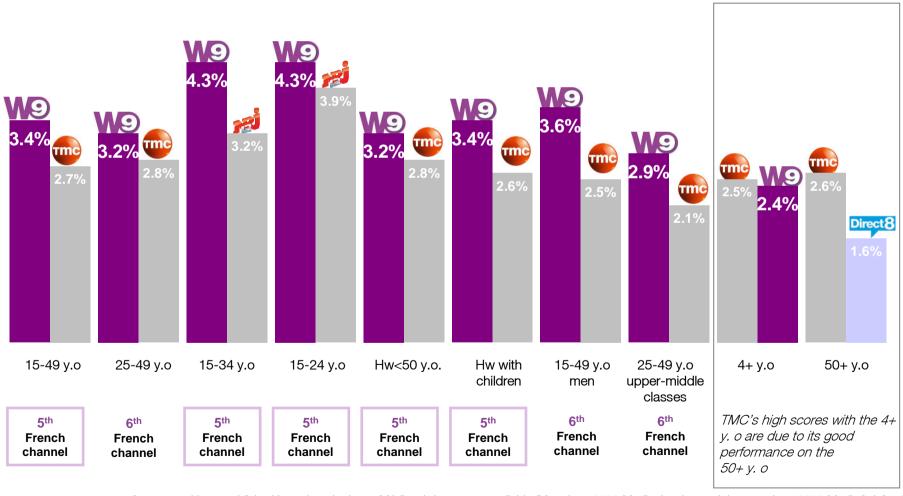


#### W9 - Leading digital channel on major advertising targets





Nationwide audience shares - 1st vs 2nd digital channel for each advertising target (May-June 2009)



#### W9 – Success in all kind of programs

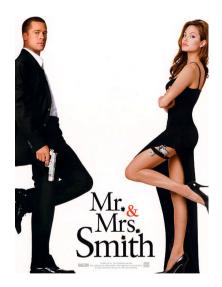


Soon

**MUSIC** 



#### **CINEMA**



1.4 M° viewers (9 March 2009)

#### **MAGAZINES**



**DOCUMENTARY:** 1.3 M° viewers

#### **SPORT**



Ice Road Truckers

(29 January 2009)

#### **SERIES**



Missing 1.0 M° viewers



The Pretender

(5 June 2009)

### Pay-TV ratings

#### Confirmed leadership for Paris Première and Téva



Sept. 08 - Feb. 09

Jan. 09 – June 09



Sept. 08 - Feb. 09 Jan. 09 - June 09

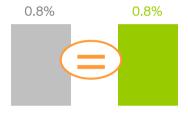
Audience Share 4+

**Audience Share UMCIs** 

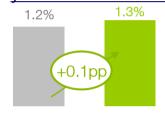




Audience Share 4+



Audience Share under 50 years old housewives

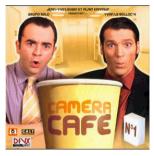


Paris Première is the most-watched channel by upper middle class individuals and by the 4+ year olds, among the 74 CabSat TV channels.

Success on 4+ year olds thanks to:



Humour show







In H1 2009, Téva confirms its position as leading channel among under 50 year old housewives.

téva

Success of powerful, women's and family programs:



**Cult Series** 





TV movies

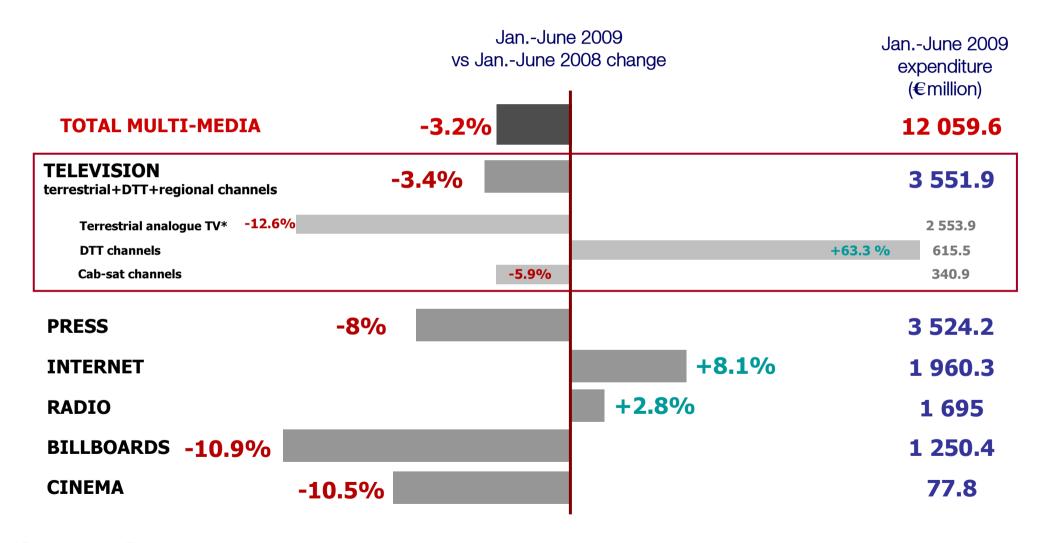
**Documentaries** 

### Television – Advertising Market



### A gross multi-media advertising market down -3.2% in H1 2009





<sup>\*</sup> Terrestrial analogue TV:
FTV net sales, TF1, M6 and Canal+ gross sales.
Terrestrial analogue TV includes sponsorship.

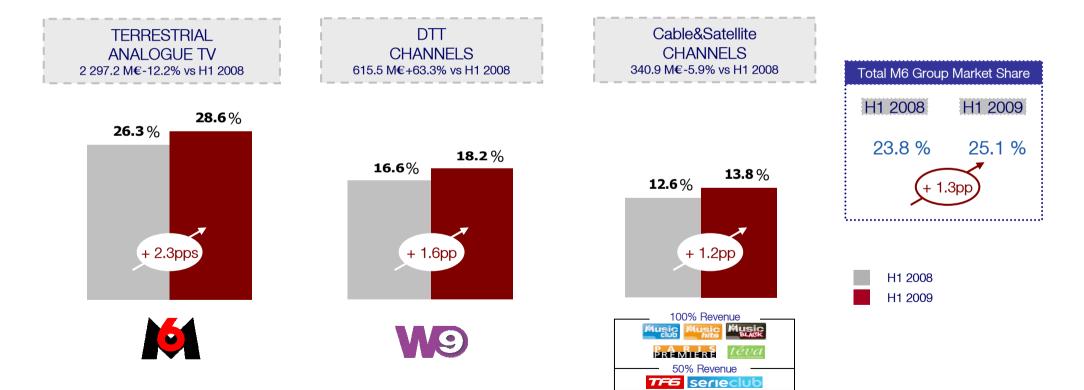


#### M6 Group increases its market share on all segments



#### M6 Group Advertising Market Share for each TV segment

TOTAL TV (terrestrial+DTT+Cab-Sat channels) : 3 253.6 M€in H1 2009 (-3.1% vs H1 2008)



Terrestrial channels: TF1 gross, TF1 Cristal net, FTV net, Canal+ gross and M6 gross.

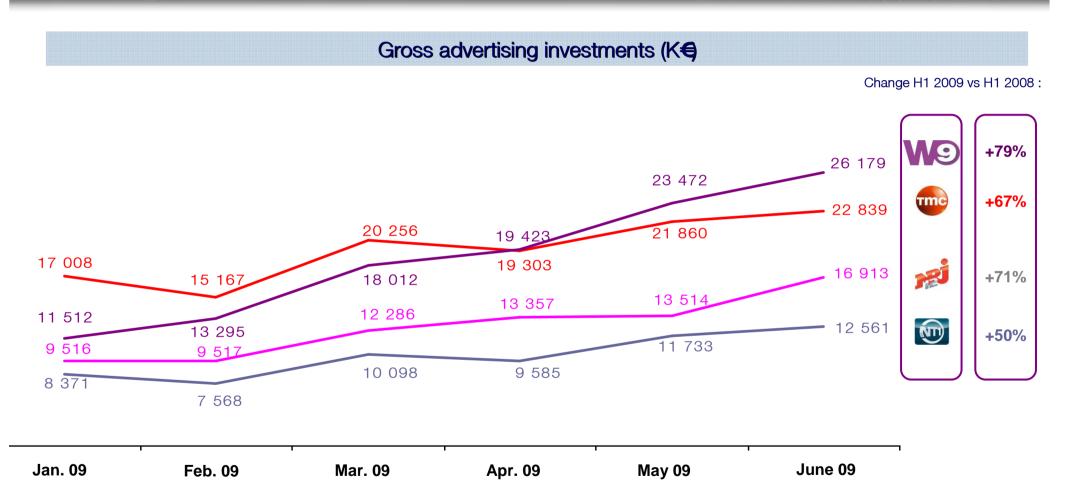
Terrestrial channels excluding sponsorship and regional channels.

Therefore, care must be taken in 2009 to interpret historical terrestrial TV and total TV developments





### Since April 2009, W9 is the leading DTT channel for gross advertising investments

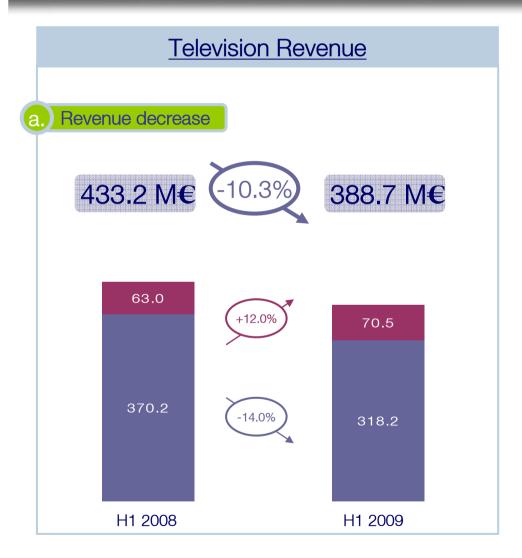


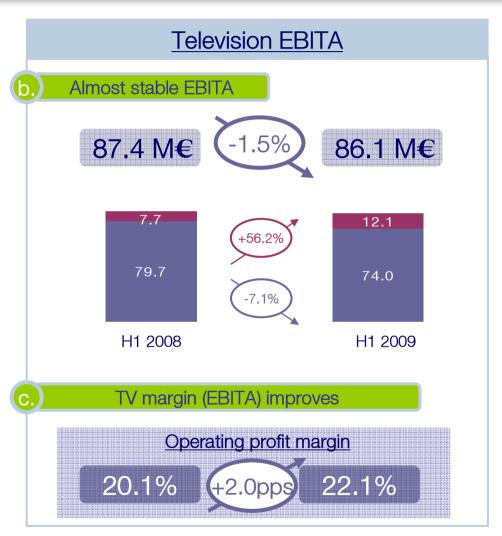
### Television – Key figures



### Despite a tough environment, the television business improves its profitability











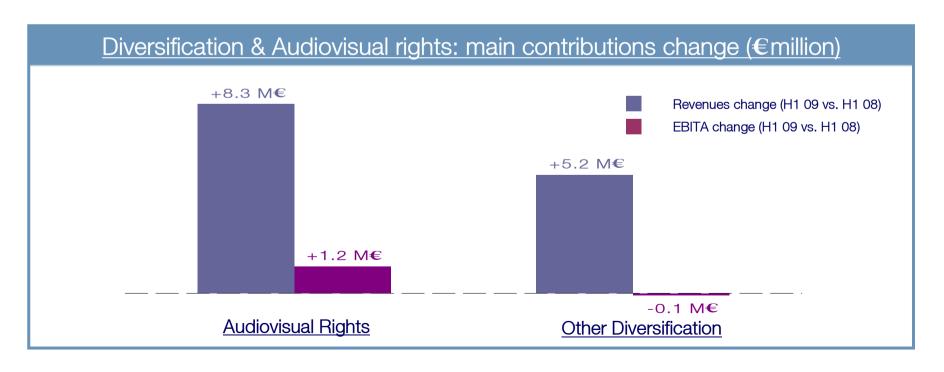
## 3

# DIVERSIFICATION & AUDIOVISUAL RIGHTS

#### A stable operating profit margin (EBITA)







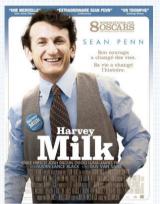


#### Performance in all areas

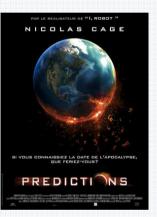


#### **AUDIOVISUAL RIGHTS**

#### **CINEMA**







0.5 M° box office sales

2.8 M° box office sales

1.4 M° box office sales







#### **VENTADIS**

 Good resilience of the home shopping thanks to a strengthened animation and the birthday event sale.





Optimized supply management





▶ Stable margin





#### Performance in all areas



#### INTERACTIVITY



√ 1.5 million clients thanks to a comprehensive and diversified mobile offer (subscriptions, prepaid, 3G,...)



✓ Leading alternative mobile operator on the 15-25 year olds target



- ✓ Advertising success with a high memorisation coefficient
- √ 1 to 2 pré-roll ad breaks and a middle break
- ✓ More than 120 million programmes viewed
- ✓ Progressively available with ISP (Orange, ...)
- → More than break even in 2009



#### Premium content offer

- Online editorial portals
- Channels and programme websites

11.9 million Unique Visitors (May 2009) for all Group websites.



3.2 M UV on May 09 (rebuilt in April)

Editorial portals (DIY, Home, Well-being)

DOCO

0.7 M UV

teva.fr

0.5 M UV

#### Main Websites



2.0 M UV



4.2 M UV

achetez facile.com

1.6 M UV



### FINANCIAL STATEMENTS

# GROUPE

#### **Condensed consolidated Balance Sheet**

€M	31 December 2008	30 June 2009	Change (M€)
Goodwill	83.0	82.8	(0.2)
Non-current assets	665.9	294.2	(371.7)
Current assets	651.3	1 020.0	368.7
Cash and cash equivalents	40.5	33.5	(7.0)
TOTAL ASSETS	1 440.7	1 430.5	(10.2)
Equity	795.1	767.4	(27.7)
Minority interests	(0.1)	(0.2)	(0.9)
Non current liabilities	38.0	36.6	(1.4)
Current liabilities	607.7	626.7	19.0
TOTAL EQUITY AND LIABILITIES	1 440.7	1 430.5	(10.2)





#### Condensed consolidated Cash Flow Statement

In M€			
Cash Flow Statement	30 June 2008	30 June 2009	Change (M€)
Cash Flow from operations (self-financing capability) WCR movements Taxes	144.0 (8.4) (39.3)	148.9 (27.4) (21.5)	4.9 (19.0) 17.8
Cash flow from operating activities	96.3	100.0	3.7
Cash flow from investing activities	(68.8)	(32.8)	36.0
Cash flow from financing activities	(90.4)	(74.2)	16.2
Net change in cash and cash equivalents	(62.9)	(7.0)	
Cash and cash equivalents - opening balance Cash and cash equivalents - closing balance	89.1 26.2	40.5 33.5	(48.7) 7.3
Net cash position at closing	(41.2)	(8.3)	32.9

## 5

## APPENDICES



#### Summarized consolidated Income Statement



€ Million	30/06/2009	30/06/2008	2009 / 2008 (€ milion)	change (%)
M6 TV Network				
Revenues - advertising revenues	315.2	367.1	(51.9)	-14.1%
Total revenues	3.0	3.1	(0.1)	-1.8%
(EBITA)	74.0	79.7	(5.7)	-7.1%
Digital Channels				
Revenues	70.5	63.0	7.5	12.0%
(EBITA)	12.1	7.7	4.4	56.3%
Diversification & Audiovisual Rights				
Revenues	289.5	275.9	13.6	4.9%
(EBITA)	22.6	21.5	1.1	5.1%
Other revenues	0.1	0.1	0.0	42.5%
Revenues from continuing operations	678.3	709.1	(30.7)	-4.3%
Eliminations and unallocated items	(1.3)	(2.4)	1.1	-47.3%
EBITA from continuing operations	107.5	106.5	1.0	0.9%
Brand amortisation charges & Impairment of non-amortisable assets	(0.7)	(0.5)	(0.2)	
Capital gains on the disposal of non-current assets	(0.0)	1.8	(1.8)	
Operating profit (EBIT) from continuing operations	106.8	107.9	(1.0)	-1.0%
Net financial income/ (expenses) from continuing operations	0.1	1.5	(1.5)	
Fair value movement of the Canal+ France asset	10.5	9.9	0.6	
Share of associates' net profit	(0.4)	(1.3)	0.9	
Profit before tax from continuing operations	116.9	118.0	(1.1)	-0.9%
Income tax on continuing operations	(36.9)	(38.8)	1.8	
Net profit from continuing operations	80.0	79.2	0.8	1.0%
Net profit (loss) from discontinued operations	-	-	-	
Net profit	80.0	79.2	0.8	1.0%
Minority interests	0.1	0.0	0.0	
Net profit - Group share	80.1	79.3	0.8	1.0%



#### Contribution by segment : M6 TV Network



	30/06/2009				06/2008		change 2009/2008		
€Million	Business segment total sales	External sales	EBITA	Business segment total sales	External sales	EBITA	segment total sales	External sales	EBITA
M6 TV channel*	353.7	315.9	73.8	410.3	368.2	79.7	(56.5)	(52.4)	(5.8)
Audiovisual and film production subsidiaries	54.5	2.3	0.2	51.9	1.9	(0.0)	2.6	0.4	0.2
Intra-group eliminations	(73.1)	-	-	(75.5)	-	-	2.4	-	-
Total M6 Network	335.2	318.2	74.0	386.7	370.2	79.7	(51.5)	(52.0)	(5.6)

<sup>\*</sup> including M6 Publicité (advertising agency)



#### Analytical M6 TV network contribution



€ Million	30/06/2009	30/06/2008	2009 / 2008 (€ milion)	change (%)
Sales - external advertising revenues Sales - intra-Group advertising revenue Advertising agency cost (M6's share), taxes and royalties, broadcasting costs	315.2 3.9 (64.9)	367.1 3.4 (65.6)	(51.9) 0.5 0.7	-14.1% 15.7% -1.1%
Free-to-Air net revenues	254.2	304.9	(50.7)	-16.6%
Programming costs	(148.4)	(194.5)	46.1	-23.7%
Gross margin on programming as % of sales	105.8 41.6%	110.4 36.2%	(4.6)	-4.2%
Other revenues / (expenses) / Contribution	(31.7)	(30.7)	(1.0)	3.4%
M6 TV Network EBITA	74.0	79.7	(5.6)	-7.1%



### Digital channels, Diversification and audiovisual rights contribution



	30/06/2009			30/06/2008			change 2009/2008			
€Million	Business segment total sales	External sales	EBITA	Business segment total sales	External sales	EBITA	Business segment total sales	External sales	EBITA	
Digital Channels	71.2	70.5	12.1	63.8	63.0	7.7	7.4	7.5	4.4	NOW.

		30/06/2009			30/06/2008		cha	nge 2009/20	800
€ Million	Business segment total sales	External sales	EBITA	Business segment total sales	External sales	EBITA	Business segment total sales	External sales	EBITA
Audiovisual Rights	55.4	46.1	(0.0)	44.7	37.8	(1.2)	10.7	8.3	1.2
Interactions	19.0	16.8	0.1	21.0	18.4	1.0	(2.0)	(1.7)	(1.0)
Distance-selling	131.0	126.9	4.3	142.3	137.4	3.9	(11.3)	(10.5)	0.4
Interactivity	50.5	44.2	11.3	48.5	41.4	11.6	2.0	2.8	(0.4)
FCGB	56.2	55.5	7.0	41.0	40.9	6.2	15.2	14.6	0.9
Intra-Group eliminations	(7.8)	-	-	(8.6)	-	-	0.7	-	-
Total Diversification & Audiovisual Rights	304.2	289.5	22.6	288.9	275.9	21.5	15.2	13.6	1.1



QUESTIONS & ANSWERS