



PRESENTATION OF

2020

HALF-YEAR RESULTS —



DISCLAIMER

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THE INFORMATION, TABLES AND FINANCIAL STATEMENTS INCLUDED IN THIS DOCUMENT, ESPECIALLY IN THE APPENDICES, REFLECT THE FINANCIAL INFORMATION AVAILABLE IN THE HALF-YEAR FINANCIAL REPORT AS CERTIFIED BY THE STATUTORY AUDITORS AND TO BE FILED WITH THE AMF.



M6 GROUP

PRESENTATION OF 2020 HALF-YEAR RESULTS

1. INTRODUCTION — **2.** OPERATIONS — **3.** FINANCIAL STATEMENTS — **4.** OUTLOOK

INTRODUCTION



A FIRST HALF-YEAR MARKED BY THE COVID-19 PANDEMIC

THE FRENCH ECONOMY IN LOCKDOWN



Record decline in advertising market

Consolidated revenue down

€157m

IMPLEMENTATION OF A COMPREHENSIVE SAVINGS PLAN



Drastic reduction in programming costs
(-€49m)

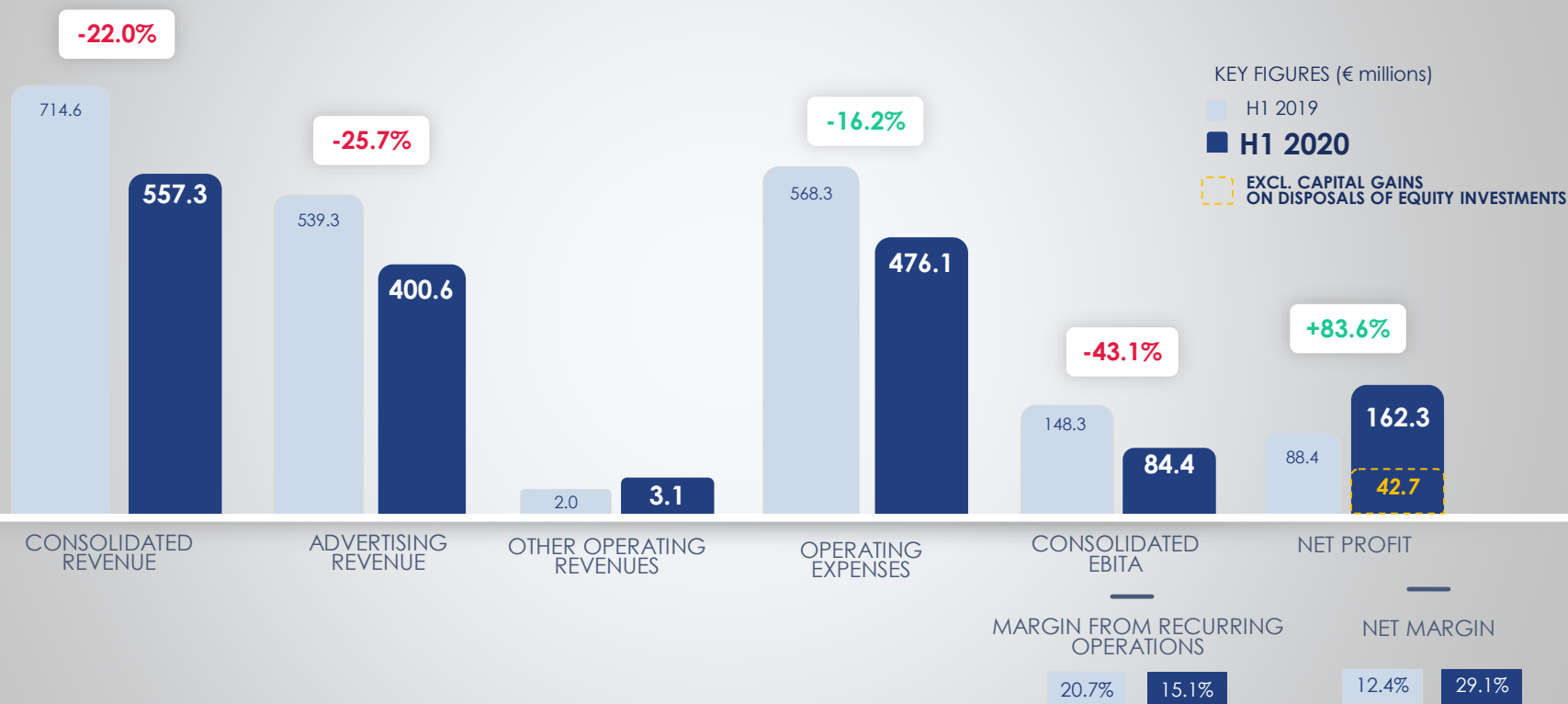
Efforts to reduce structure costs (-€43m)

Operating expenses down

€92m

**THANKS TO ITS OPERATIONAL AGILITY, THE GROUP HAS MANAGED TO OFFSET
59% OF THE DECLINE IN REVENUE THROUGH COST SAVINGS**

59% OF THE DECLINE IN SALES OFFSET BY COST SAVINGS



1. INTRODUCTION - KEY FIGURES

ALL ACTIVITIES IMPACTED BY THE PANDEMIC



* Including negative base effects related to the exit of iGral from the consolidation scope following its disposal in March 2010, and the end of the M6 mobile by Orange contract on 30 June 2019

1. INTRODUCTION

H1 2020: TWO MAJOR TRANSACTIONS



Global Savings Group

Strengthening the Group's positioning in digital marketing and technology

International expansion

M6 the leading shareholder in the new structure (43%)



The goal is to step up the Group's innovation capacity in streaming

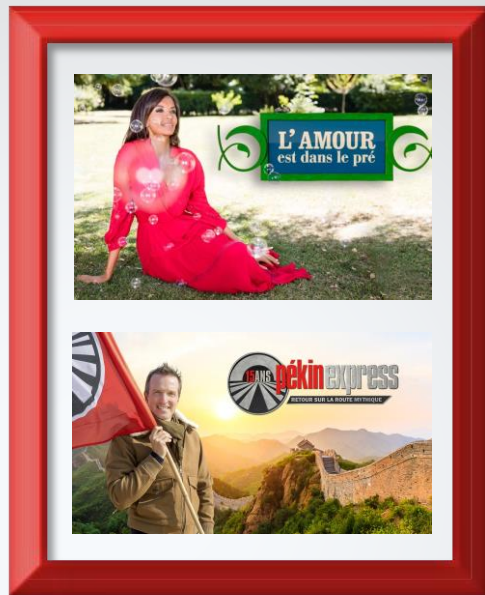
International expansion



H1 2020 CAPITAL GAINS ON DISPOSALS

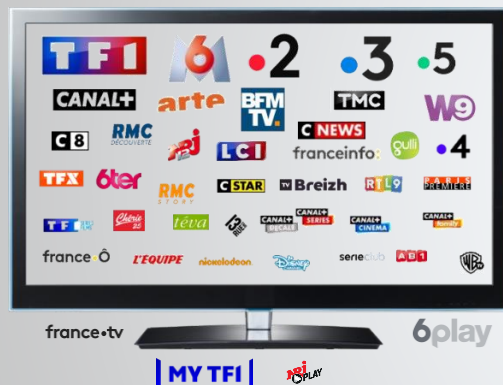
€119.6m

TELEVISION — AUDIENCE RATINGS



2. AUDIENCE RATINGS - TELEVISION

H1 2020: TV CONSUMPTION SOARED TO AN ALL-TIME HIGH, FAR AHEAD OF SVOD PLATFORMS



IVT 4+

3H56

+27 mins vs H1 2019

COVERAGE 4+

78%

+5pps vs H1 2019



IVT 15+

0H14

+6 mins vs H1 2019

COVERAGE 15+

9%

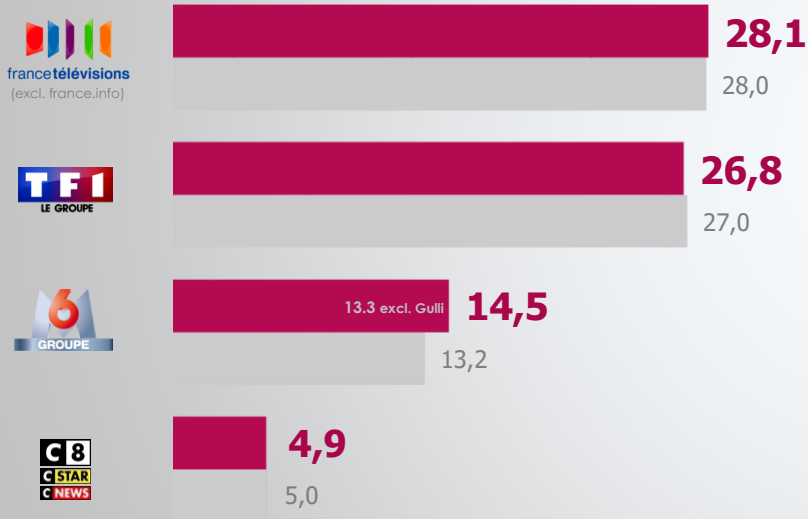
+4pps vs H1 2019

2. AUDIENCE RATINGS - TELEVISION

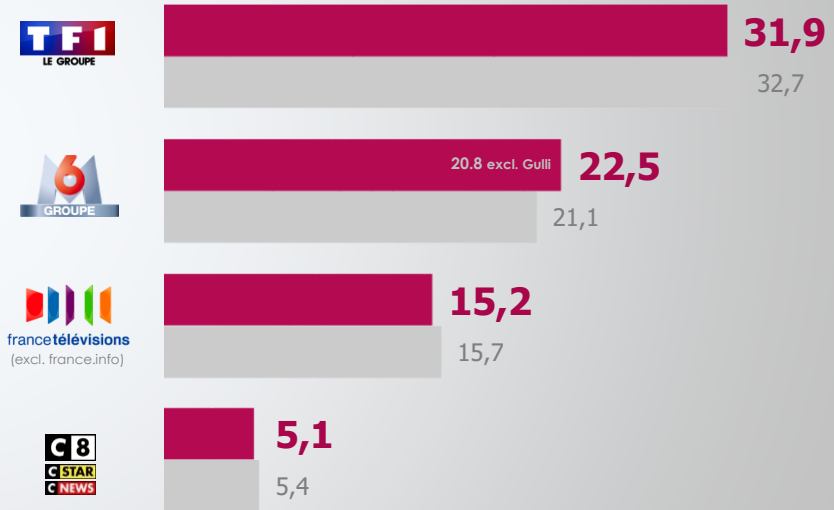
2020: M6, 2ND LARGEST GROUP ON THE COMMERCIAL TARGET

4+ AND WRP<50 AUDIENCE SHARES OF THE GROUPS (%)

4+ AUDIENCE SHARE (%)



WRP<50 AUDIENCE SHARE (%)

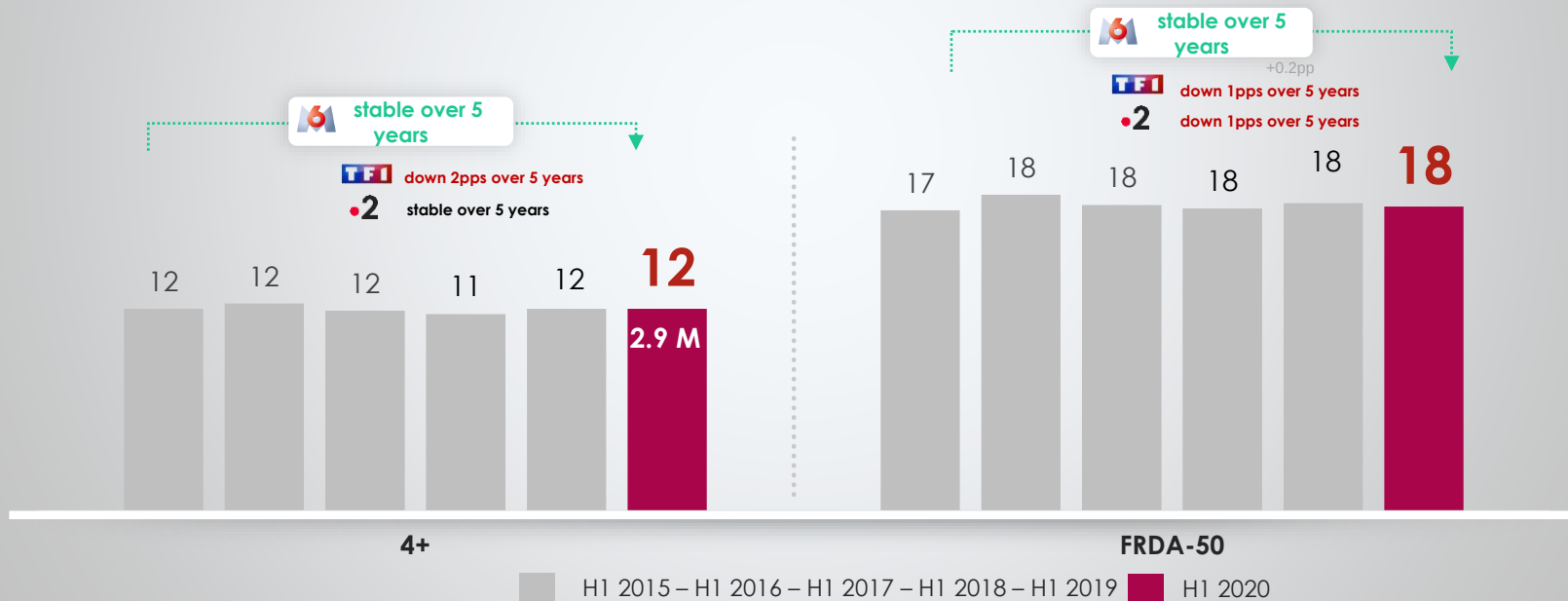


■ H1 2020 ■ H1 2019

2. AUDIENCE RATINGS - TELEVISION

H1 2020: IN PRIME TIME AND ACCESS PRIMETIME, M6 MAINTAINED ITS STRONG PERFORMANCE DUE TO THE POWER OF ITS BRANDS

AUDIENCE SHARE 4+ / WRP<50 (%) / AUDIENCE IN MILLIONS
7.45PM-10.30PM TIME SLOT





**BEST EVER SEASON EVER
FOR <50 YEARS**



BEST EVER PERFORMANCE

2. AUDIENCE RATINGS - TELEVISION

**M6'S LONG-
STANDING BRANDS
MORE POWERFUL
THAN EVER**



**BEST SEASON IN 15
YEARS FOR 4+ AND
UNDER 50S**



**BEST SEASON FOR
AUDIENCE FIGURES IN 8
YEARS**



**BEST EVER SEASON FOR
WRP<50**



**BEST SEASON FOR
WRP<50 AND UNDER 50S
IN 11 YEARS**

2. AUDIENCE RATINGS - TELEVISION



RECORD RATINGS FOR NEWS

LE **19**45

RECORD H1
IN 8 YEARS FOR UNDER 50S
IN 7 YEARS FOR 4+ AND IN AUDIENCE FIGURES

14% 4+ / 20% <50
3.2M

LE **12**45

HIGHEST EVER H1 AUDIENCE
2ND BEST H1 FOR 4+ / UNDER 50S

11% 4+ / 19% <50
1.6M

INNOVATIVE FORMATS MADE INTO SUCCESSES



TOUS EN CUISINE
2.0m

ACCESS PRIMETIME 7PM
7-year audience record
Highest WRP<50 level at 7pm in 5 years
(20%)



QUI VEUT ÊTRE MON ASSOCIÉ?
25% 25-34 year olds

PRIME TIME
Very popular with young adults
M6 leader for under 35s every Tuesday

— TELEVISION DTT AUDIENCE RATINGS

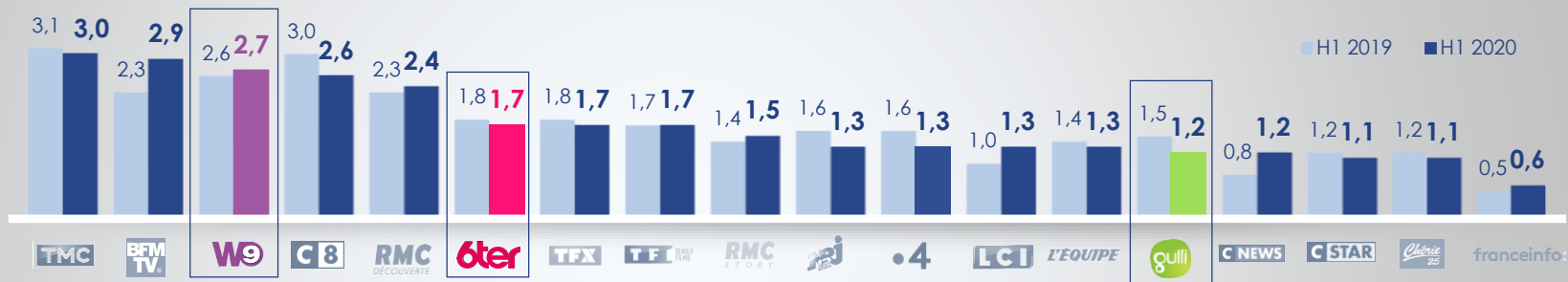
W9 6ter gulli



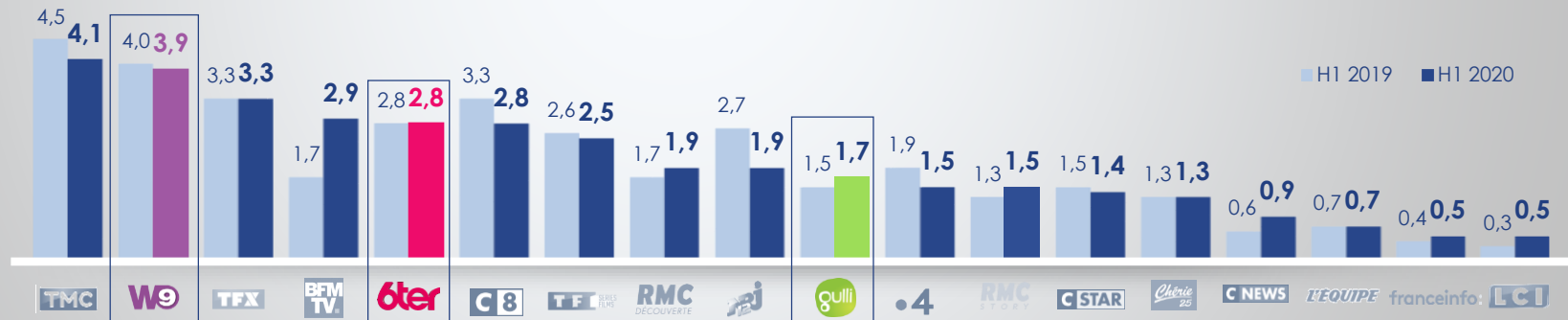
2. AUDIENCE RATINGS – DTT

W9 AND 6TER AMONG THE LEADING DTT CHANNELS ON THE COMMERCIAL TARGET

4+ AUDIENCE SHARE (%)



WRP <50 AUDIENCE SHARE (%)



H1 2020: THE GROUP'S DTT CHANNELS ARE IN GOOD SHAPE



W9 GREW YEAR ON YEAR (4+)

+0.1 PPS 4+ YEAR ON YEAR



**Best ever season
for WRP<50
7.4%**



**Highest audience
for an access prime time reality
TV episode
1.5M°**



CLIMAT : PEUT-ON ENCORE ÉVITER LE PIRE ?

**Most powerful
magazine offering
on DTT**



**5TH LARGEST DTT CHANNEL
ON THE COMMERCIAL TARGET**

STABLE YEAR ON YEAR
AMONG WRP<50



**DTT HD Leader
WRP<50
Access prime time
3.3% WRP<50**



**Successful prime time
launch**

**6ter DTT HD leader
WRP<50 and <50**



**Success of
THE SIMPSONS**

2.7% WRP<50

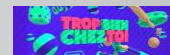


**NO.1 YOUTH CHANNEL
AMONG 4-10 / 4-14**

**Success of
family films**



**Record
audience
since 2014
1.0M°**



**"Learner Nation"
programmes proving
very popular
watched by 16.5m of 4+
incl. 3m children**

Boosting their timeslot

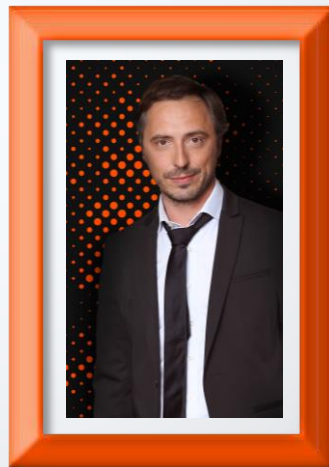


**Sunday night
+0.4pps WRP<50**



**Wednesday night
4.3% 4-10 y.o.**

TELEVISION — PAY TV CHANNELS AUDIENCE RATINGS



PARIS
PREMIERE

téva

2. TELEVISION – PAY-TV CHANNELS AUDIENCE RATINGS

H1 2020: PARIS PREMIÈRE AND TÉVA, 2 IN THE TOP 3 MOST POWERFUL PAY CHANNELS



PARIS PREMIÈRE AT A RECORD LEVEL AMONGST 4+ VIEWERS

N°1: the most watched pay channel with almost
13 million viewers each month
Best ever wave

H1 2020 audience share

4+

0.7%



Upper socio-
professionals

0.8%



TÉVA STILL THE CLEAR LEADER FOR PAY-TV CHANNELS AMONG FEMALE VIEWERS

N°1: among WRP<50 for the 19th consecutive wave
N°3: 3rd most watched pay channel with almost 9 million
viewers each month

H1 2020 audience share

4+

0.3%

WRP<50

0.6%



TELEVISION 6PLAY AUDIENCE RATINGS



6play

2. TELEVISION 6PLAY AUDIENCE RATINGS HIGH 6PLAY VIEWING FIGURES IN H1



1.2M active
daily users



715M videos
viewed over the half-year
=> **+15%** year on year

+43%
during the
lockdown



All-time record audience achieved on
Tuesday 14 April

6.2M
videos viewed

More than **2M**
active users



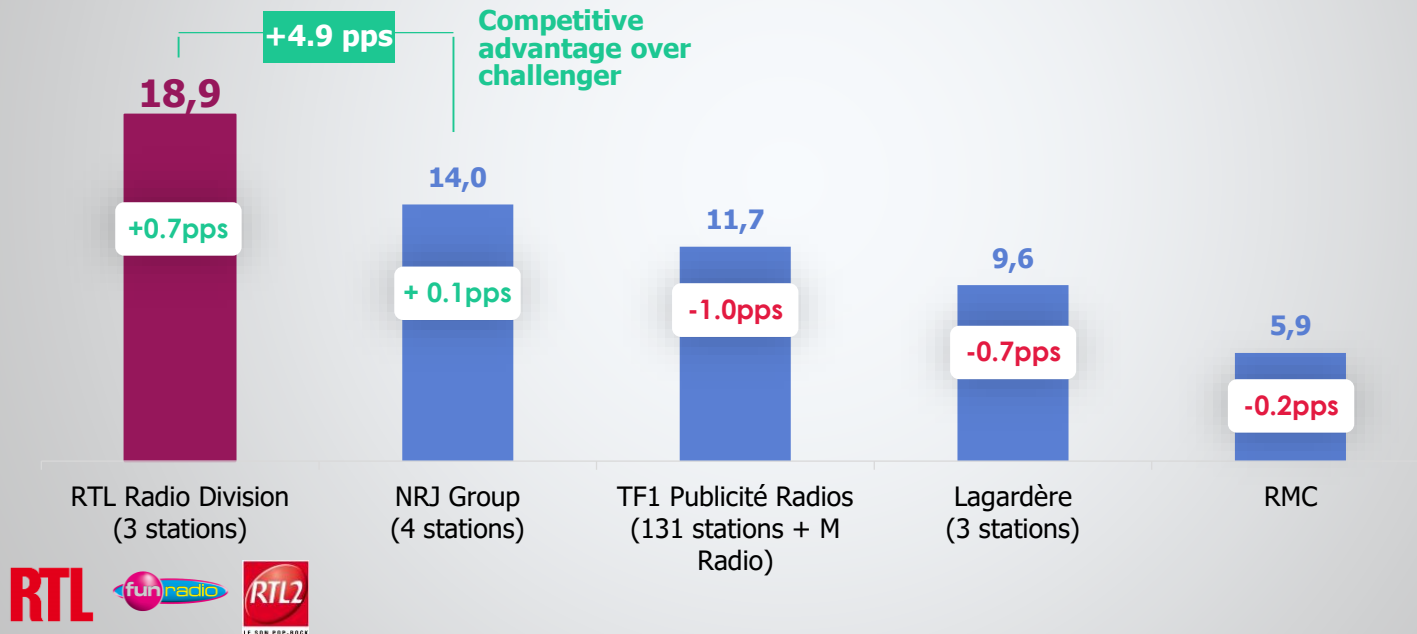
RADIO — AUDIENCE RATINGS



2. RADIO - AUDIENCE RATINGS

Q1 2020: M6 GROUP THE LEADING PRIVATE RADIO GROUP, STRONGEST YEAR-ON-YEAR GROWTH

AUDIENCE SHARES OF PRIVATE GROUPS (%)



POST-LOCKDOWN - VERY STRONG MOMENTUM FOR RADIO DIVISION



3.6% audience share
amongst 13+ listeners

RTL

13.4% audience share
amongst 13+ listeners

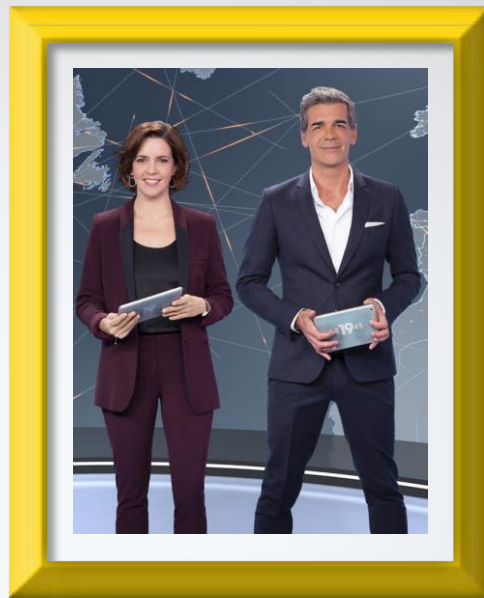
No.1
radio station in France
(+1 pps lead on France Inter)



2.6% audience share
amongst 13+ listeners

+6 percentage point competitive advantage over leading private challenger

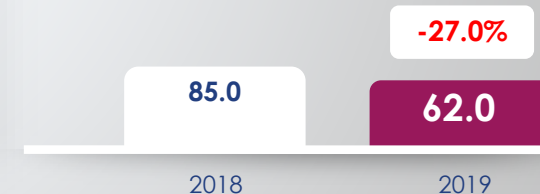
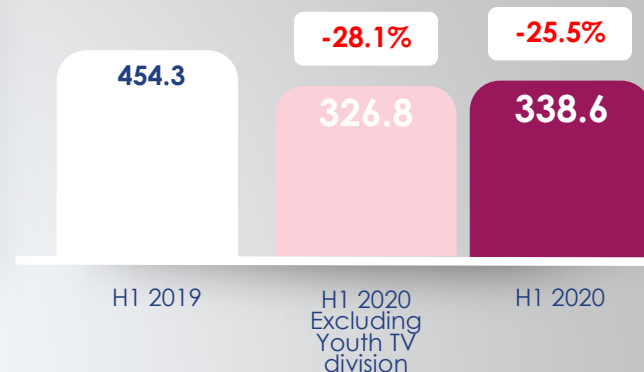
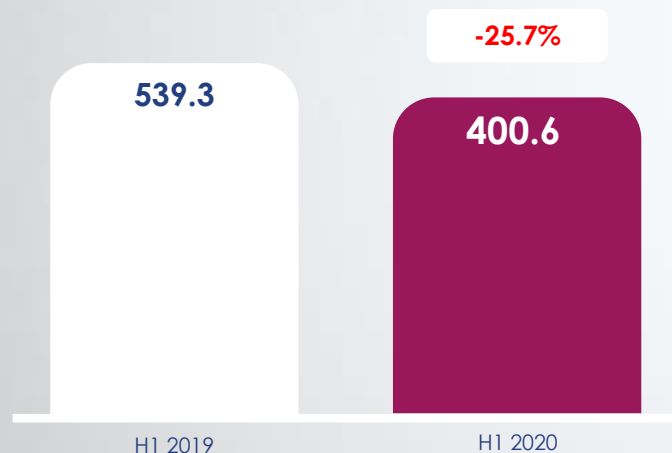
ADVERTISING MARKET



2. ADVERTISING MARKET

M6 GROUP'S ADVERTISING REVENUE IMPACTED BY THE PANDEMIC

M6 GROUP NET ADVERTISING REVENUES (€ MILLIONS)



TV & RADIO _ KEY FIGURES



2. TELEVISION – KEY FIGURES

64% OF THE FALL IN REVENUE OFFSET BY COST SAVINGS*

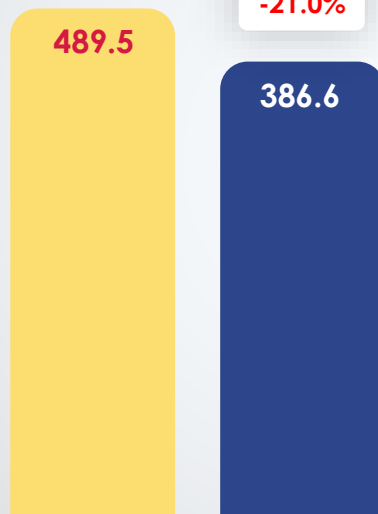


Decline in **advertising revenue**

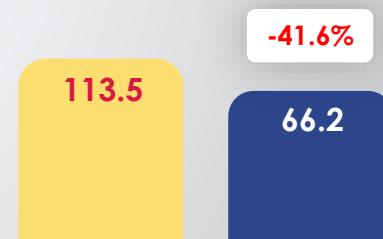


Massive cost savings plan on **programming costs**

REVENUE (€ M)



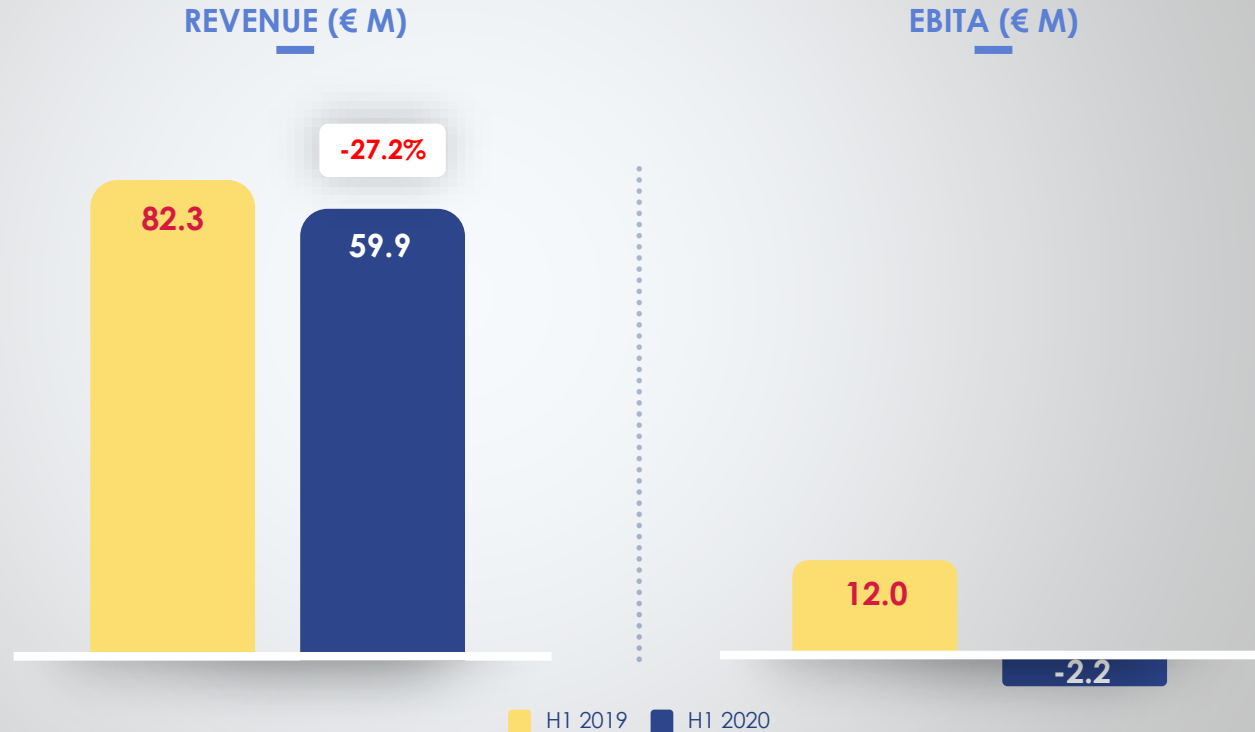
EBITA (€ M)



■ H1 2019 ■ H1 2020

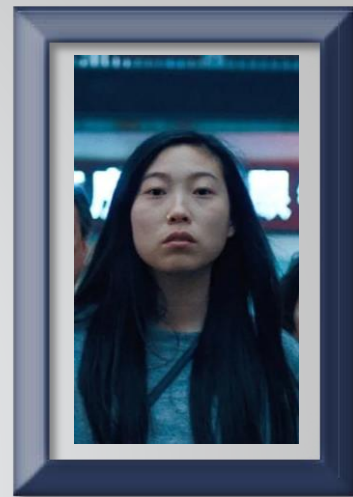
2. RADIO

37% OF THE FALL IN REVENUE OFFSET BY COST SAVINGS



Decline in advertising revenue

PRODUCTION & AUDIOVISUAL RIGHTS

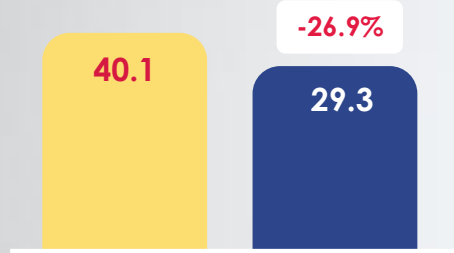


2. PRODUCTION & AUDIOVISUAL RIGHTS

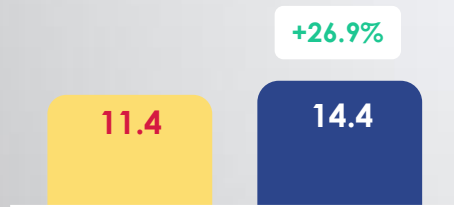
INCREASE IN PROFITABILITY DESPITE CLOSURE OF CINEMAS

REVENUE (€ M)

■ H1 2019
■ H1 2020



EBITA (€ M)



CINEMA

CINEMAS CLOSED FOR MORE THAN 3 MONTHS



GROUPE M6

1.6M

ADMISSIONS IN FRANCE (VS 4.7M IN H1 2019)



> 0.7M ADMISSIONS



> 0.6M ADMISSIONS

AUDIOVISUAL RIGHTS

EXTENSIVE CONSUMPTION OF FILM CATALOGUE BY TV CHANNELS AND VOD PLATFORMS DURING THE PANDEMIC



GROUPE M6



DIVERSIFICATIONS



2. OTHER DIVERSIFICATION

PROACTIVE TURNOVER OF THE DIVERSIFICATION PORTFOLIO

SINCE 1989: A NON-MEDIA INVESTMENT STRATEGY BACKED BY TELEVISION, GRADUALLY SOLD AND REINVESTED

100% from 1999 to 2018



Sold for €100m

100% from 1989 to 2020



Planned disposal + programme maintained

2016 to ...



Transfer to Global Saving Group

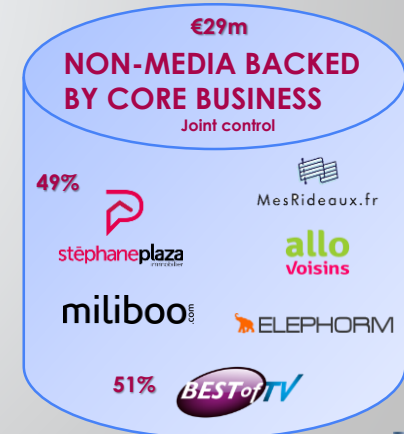
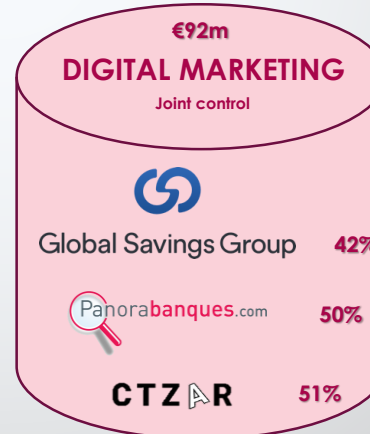
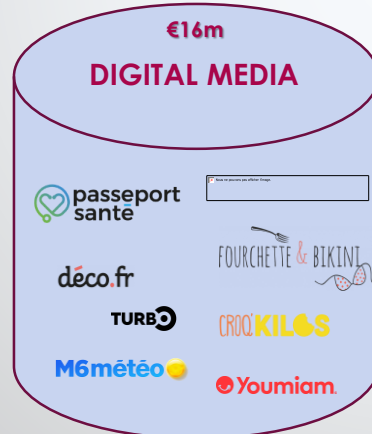
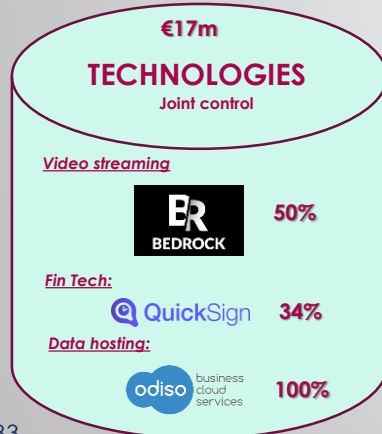
2010 to 2018



Revenue multiplied 10 fold and
Disposal for €40m



2020: AN EXTENSIVE PORTFOLIO OF HIGH POTENTIAL ASSETS VALUED AT €154M IN DIVERSIFIED MARKETS

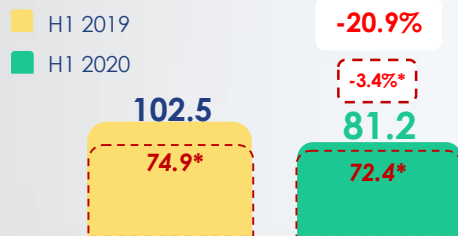


2. OTHER DIVERSIFICATION

EXCLUDING NEGATIVE BASE EFFECTS, STRONG RESILIENCE OF DIVERSIFICATION ACTIVITIES

SCOPE IMPACTS

REVENUE (€ M)



EBITA (€ M)



* Excl. iGraal and M6 mobile by Orange



CONTRACT
ENDED 30
JUNE 2019

Revenue
down
-€9.4 M

EBITA
down
-€9.4 M



SLIGHT DECLINE IN
REVENUE
INCREASE IN EBITA



Improvement in home shopping business during lockdown thanks to its extensive range of household products



Decline in business during lockdown due to the closure of numerous points of sale



DECLINE IN REVENUE*
INCREASE IN EBITA*



Despite high traffic, the advertising business suffered from the market downturn due to the pandemic



FINANCIAL STATEMENTS



3. FINANCIAL STATEMENTS

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

M6 Group	30 June 2019	30 June 2020	H1 2020 / H1 2019 change (€ millions)
Revenue	714.6	557.3	(157.2)
Other operating revenues	2.0	3.1	1.2
Total operating revenues	716.5	560.5	(156.1)
Materials and other operating expenses	(338.6)	(293.0)	45.6
Personnel costs (including profit sharing plan contributions)	(138.4)	(122.1)	16.3
Taxes and duties	(35.5)	(20.7)	14.8
Amortisation, depreciation and impairment charges (net of reversals)	(55.8)	(40.3)	15.4
Profit from recurring operations [EBITA]	148.3	84.4	(63.9)
Capital gains on disposal of subsidiaries	0.4	120.9	120.5
Operating income and expenses related to business combinations	(6.5)	(5.9)	0.6
Operating Profit [EBIT]	142.2	199.4	57.2
Net financial income/(expense)	(2.8)	(2.4)	0.4
Share of profit of joint ventures and associates	3.1	(3.0)	(6.1)
Profit before tax	142.5	194.0	51.5
Income tax	(53.8)	(31.7)	22.0
Net profit from continuing operations	88.7	162.3	73.5
Net profit/(loss) from operations sold	(0.3)	-	0.3
Net profit for the period	88.4	162.3	73.9
Attributable to the Group	88.4	162.3	73.9
Attributable to non-controlling interests	-	-	-
Net profit for the period before capital gains on disposals of equity investments	88.0	42.7	(45.3)

3. FINANCIAL STATEMENTS

CONDENSED BALANCE SHEET

M6 Group	31 December 2019	30 June 2020	2020 / 2019 change (€ millions)
Goodwill	366.5	356.0	(10.5)
Non-current assets	386.1	471.9	85.8
Current assets	859.6	792.0	(67.5)
Cash and cash equivalents	45.9	295.9	250.0
Assets held for sale ⁽¹⁾	49.2	-	(49.2)
TOTAL ASSETS	1,707.3	1,915.8	208.5
Group equity	772.9	941.2	168.3
Non-controlling interests	-	-	-
Non-current liabilities	234.9	232.9	(2.0)
Current liabilities	669.7	741.7	72.0
Liabilities associated with assets held for sale ⁽¹⁾	29.8	-	(29.8)
TOTAL EQUITY AND LIABILITIES	1,707.3	1,915.8	208.5

(1) In accordance with IFRS 5 – Non-current Assets Held for Sale and Discontinued Operations, the assets and liabilities of iGraal were presented in the consolidated statement of financial position at 31 December 2019 as “Assets or Liabilities associated with assets held for sale”

3. FINANCIAL STATEMENTS

CASH FLOW STATEMENT

M6 Group	30 June 2019	30 June 2020	H1 2020 / H1 2019 change (€ millions)
Self-financing capacity from operations	204.9	120.0	(85.0)
Operating WCR movements	(45.1)	36.2	81.4
Income tax	(42.4)	(42.6)	(0.3)
Cash flow from operating activities	117.4	113.5	(3.8)
Cash flow from investment activities	(43.3)	(3.6)	39.7
Recurring items	(42.8)	(30.6)	12.2
Non-recurring items	(0.5)	27.1	27.6
Cash flow from financing activities	(130.2)	140.3	270.5
Dividends paid	(125.8)	-	125.8
Equity transactions	0.0	(4.0)	(4.0)
Financing of M&A transactions	-	155.0	155.0
Lease repayments	(3.9)	(3.5)	0.4
Other	(0.5)	(7.2)	(6.7)
Translation effect on cash and cash equivalents	0.0	(0.2)	(0.3)
Net change in cash and cash equivalents	(56.1)	250.0	
Cash and cash equivalents - opening balance	132.8	45.9	(86.9)
Cash and cash equivalents - closing balance	76.8	295.9	219.1
Net cash and cash equivalents - closing balance	39.4	1.9	(37.5)

OUTLOOK



Recovering after
the pandemic

COVID-19

Increasing the
power of our
media

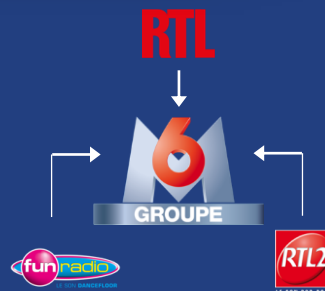
Implement the
synergies
programme
with the Youth
TV division

gulli

Successfully
launching Salto

salto

Continuing the
Radio/TV
integration



Rebalancing
the competition
conditions
between
international
and French
players

OUTLOOK

2020 CHALLENGES: CONTINUING TO STRENGTHEN THE GROUP IN ITS CORE BUSINESS

**QUESTIONS
& ANSWERS**
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