



The Premium Review

Société Générale conference

Paris, December 2, 2005





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M6 group overview

Free-to-Air Television



Programming

Audiences and
ratings

Advertising trends
and changes

Diversification



Strength of the brand

New sources of growth

New sources of profits

Pay TV and thematic channels



Roll-out of DTT

Change in competitive
environment

Change in technology

Key facts



Free-to-Air



M6 FTA strategy

Short – term environment

- Bearish economic environment and weakness of consumer spending
- Regulatory changes for FMCG & Food sector advertisers (Bercy agreements, Galland law, anti-obesity law)

Long – term outlook and opportunities

- Opening of TV advertising to retail from 1st january 2007
- Modification of European Directive « Television without Frontier » : deregulation of advertising limitations
- Continuous increase of TV consumption
- French TV ad. Expenditures still below european average

M6 strategy : the virtuous circle of power

- Programming to reinforce M6 as a generalist channel and propose more powerful ad. breaks
- Attract new advertisers and increase the brand coverage
- Discount / GRP as a competitive edge
- Positive price effect allowing growth even when volumes don't sustain the market



M6 programming strategy towards a generalist channel

Exclusivity
Top
series



A family orientated
programming

Innovation
Coaching,
humour



Gathering an
enlarged audience



Events
Blockbusters,
sports



Reinforcing the status of a
generalist channel



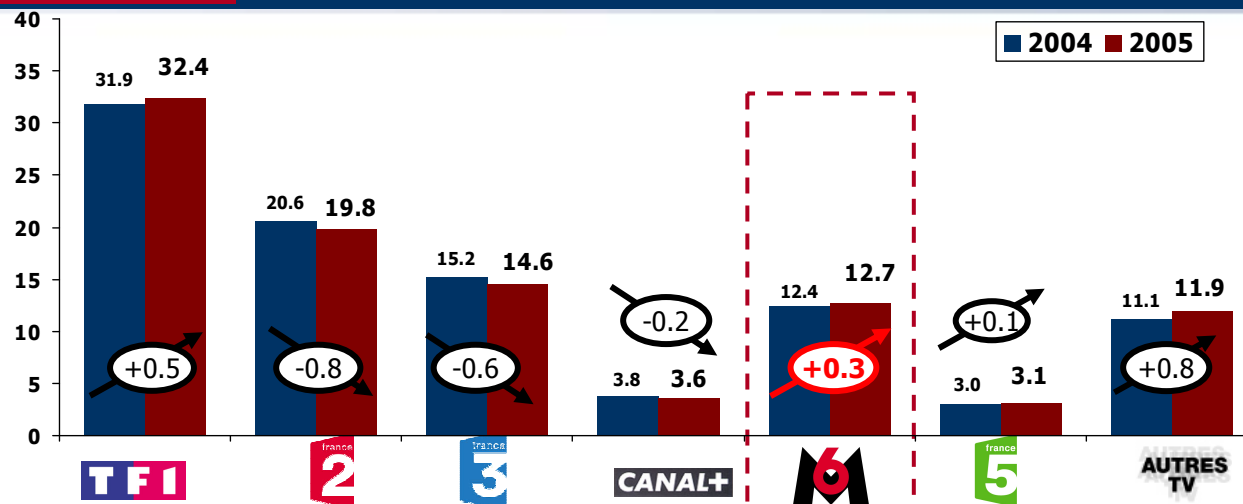
Power
Information,
entertainment



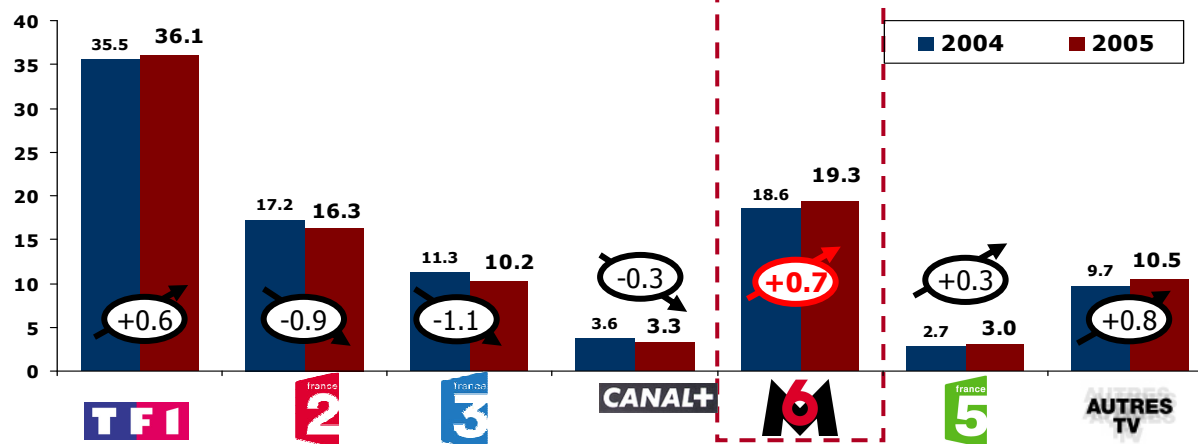
Next to come in 2006



M6 ratings keep improving



**M6 gains
0.3 pt on + 4 y-o individuals**

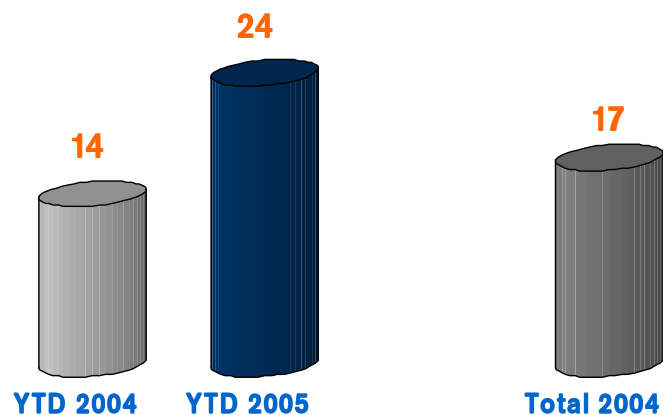


**M6 gains 0.7 pt
on Housewives < 50 y-o,
posting the best increase
of all networks**

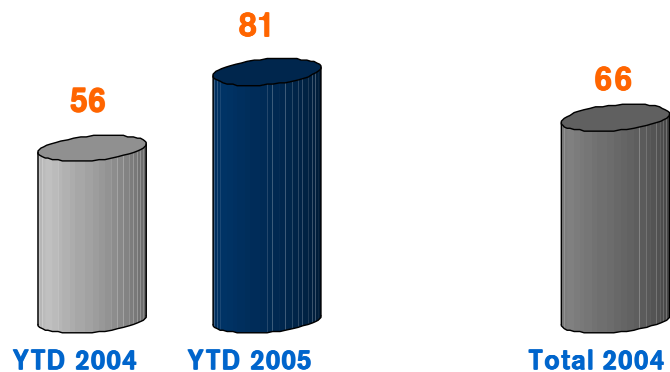


More powerful evenings More powerful advertising breaks

Number of Prime Times over 5.0 million viewers

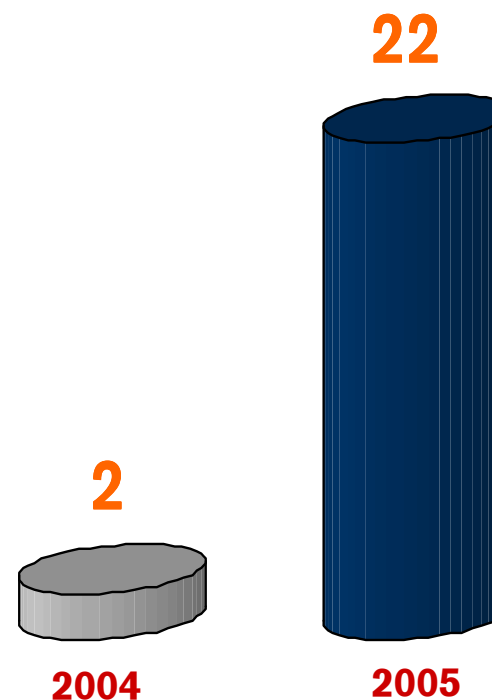


Number of Prime Times over 4.0 million viewers



1 prime time out of 4 gathers more than 4 million viewers

Number of slots > 14 GRP
on Housewives < 50 y-o



M6 has proposed 22 advertising slots over 14 GRP on Housewives < 50 y-o in 2005 (weeks 1 to 46)



M6's advertising environment

Increased average ad rates for 

M6 gross advertising revenues change
H1 2005 versus H1 2004

Rate effect

+6.2%

Volume effect

-4.2%

+1.7%

Increased ad market share for 

January – November 2004

January – November 2005

22.1%

+ 1 pt

23.1%



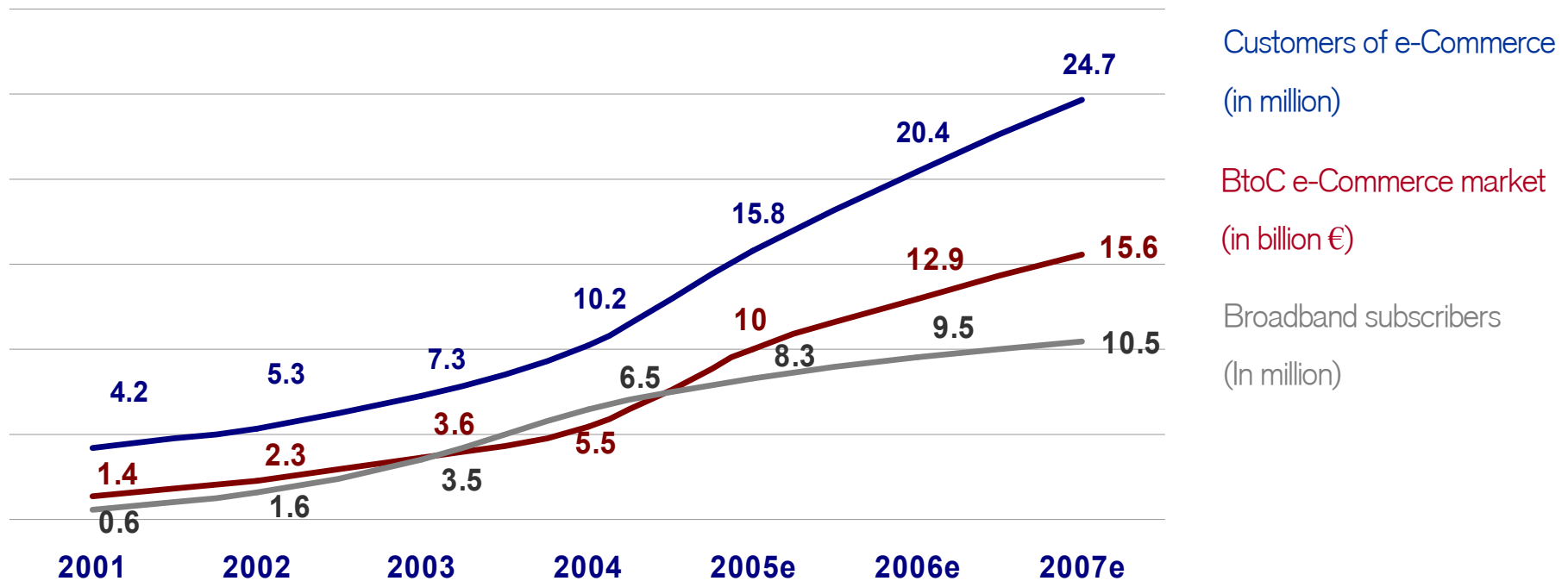
Diversification



**Distance Selling : an innovative « e & t –
commerce » combination**



French e-Commerce a fast-growing market



- **e-Commerce is a fast-growing market, driven by**
 - ✓ Increasing number of broadband subscribers,
 - ✓ Change in buying habits, increased confidence in e-commerce transactions
- **In France, 1 web user out of 2, i.e 12 million people, has already made a purchase on Internet (H1 2005)**
- **Market size of BtoC should increase from 5.5 bn € in 2004 to 10 bn € in 2005**

Source : Acsel, FEVAD, ARCEP, M6 estimates



Mistergooddeal.com

a Top 10 e-Commerce player

Top 10 of BtoC e-commerce websites

Source : FEVAD – Mediametrie//Netratings – August 2005

Rank	Brand	Unique audience (000)	Penetration rate (%)	Unique audience growth vs. August 2004 (%)
1	eBay	4,949	26.58	30.1%
2	Fnac	3,896	20.92	54.4%
3	Cdiscount.com	3,511	18.85	12.3%
4	Alapage	2,923	15.7	73.7%
5	La Redoute	2,790	14.98	124.8%
6	Amazon	2,766	14.86	55.2%
7	PriceMinister	2,442	13.12	62.4%
8	Rue du Commerce	1,521	8.17	18.6%
9	Camif	1,491	8.01	n.d
10	Mistergooddeal	1,474	7.92	123.3%

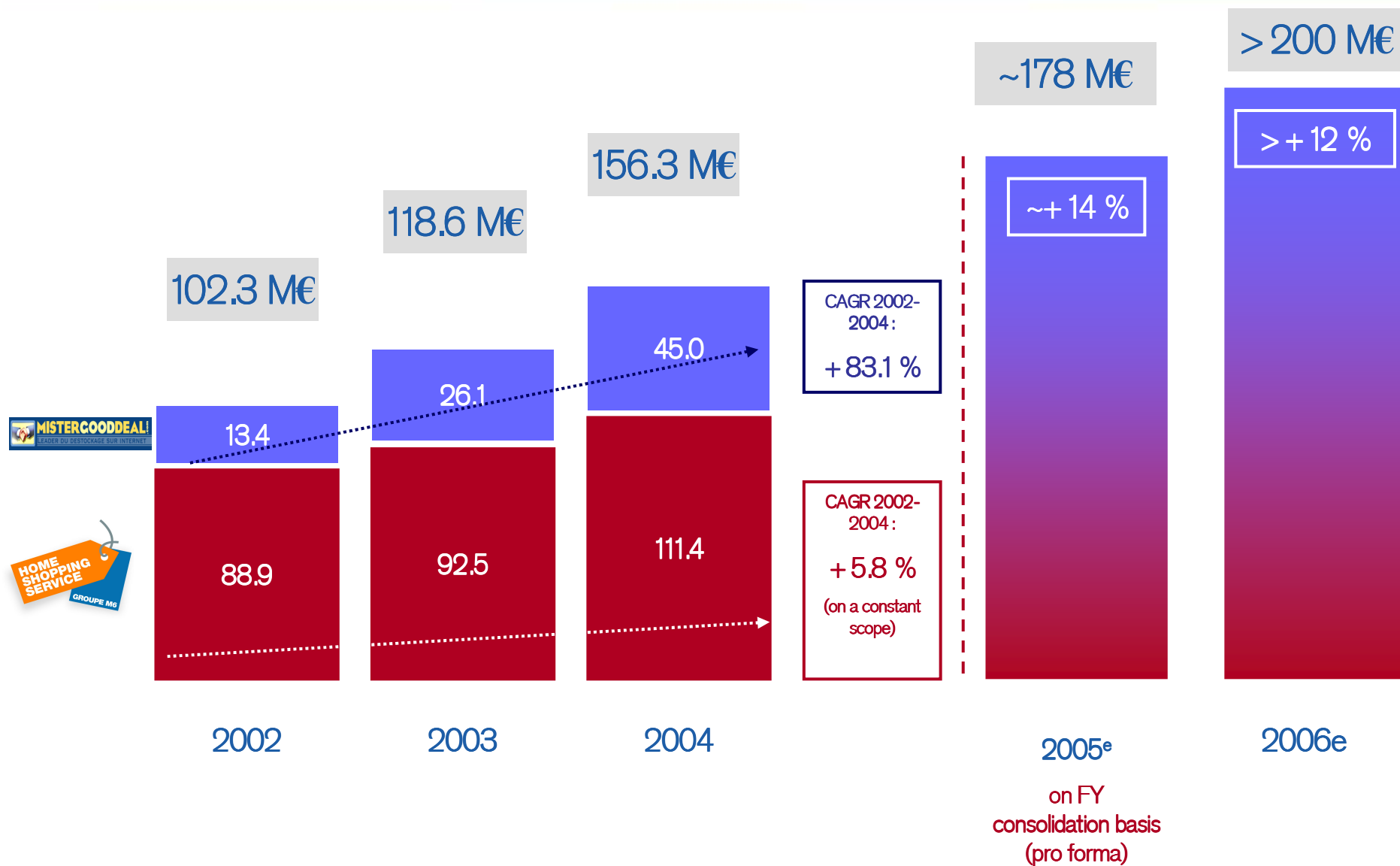
Key facts on Mistergooddeal.com

- BtoC website, leader in discount on best name-brands from excess inventory
- More than 6000 references in electronic household appliances, electronics, computers, telephones, gardening,...
- 100 000 to 150 000 daily unique audience
- Launched in 2000, profitable since 2003
- Know-how and professionalism in purchase, logistics, customer service
- High growth trends : +45 % in sales for 2005e





HSS and Mistergooddeal.com





Same business, complementary products, distribution channels and targets



Business Model

B to C



Know-how & experience

Products offer

Consumer products

- ▶ Innovative products
- ▶ Mainly no brands

- ▶ Discounted products
- ▶ Name-Brand products



Complementary products

Distribution channels



- ▶ Television
- ▶ Catalogues
- ▶ Internet and Mobile



- ▶ Internet



A real multi channel distribution player

Targets

- ▶ Housewives under 50 y-o

- ▶ 20 - 40 years old



Complementary targets



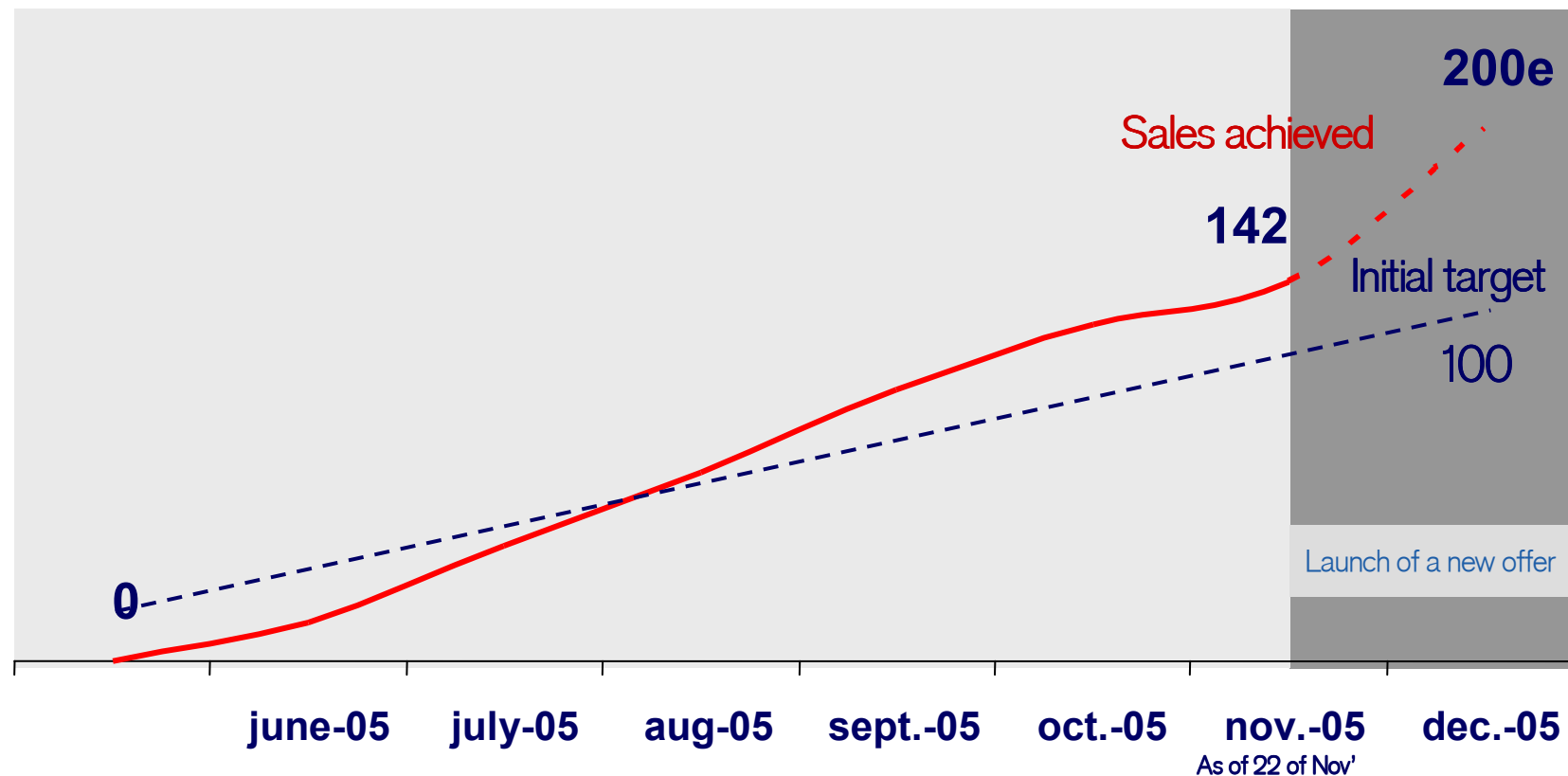
M6 Mobile



M6 Mobile : Initial targets achieved, a commercial success



Trend of M6 Mobile sales (in '000 units)



Subscribers target for 2005 :

Initial target: 100 000 subs by the end of December

New target : 200 000 subs



M6 Mobile : a dedicated product offer



M6 Mobile by Orange : reinforcement of the product offer

First offer

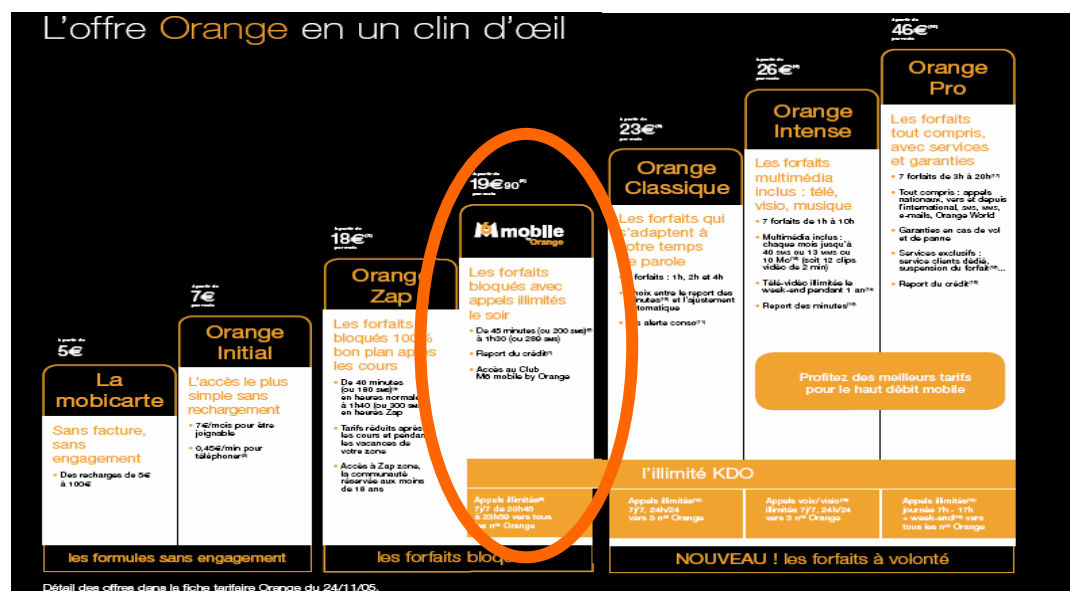
- ✓ Launched on the 11 of June 2005

New offer launched on the 15th of November

- ✓ Creation of a line-up of contracts
- ✓ Increased content (unlimited access to M6 Music Hits)
- ✓ A wide choice of handsets with video access
- ✓ New channels of distribution



28,90 € / month



19,90 € / month

Up to 45 minutes
or
200 sms
24/7

Up to 1H30
or
290 sms
24/7

Unlimited calls from 8:45 to 00:00 pm
to all Orange et M6 mobile subs'



Digital and Pay TV

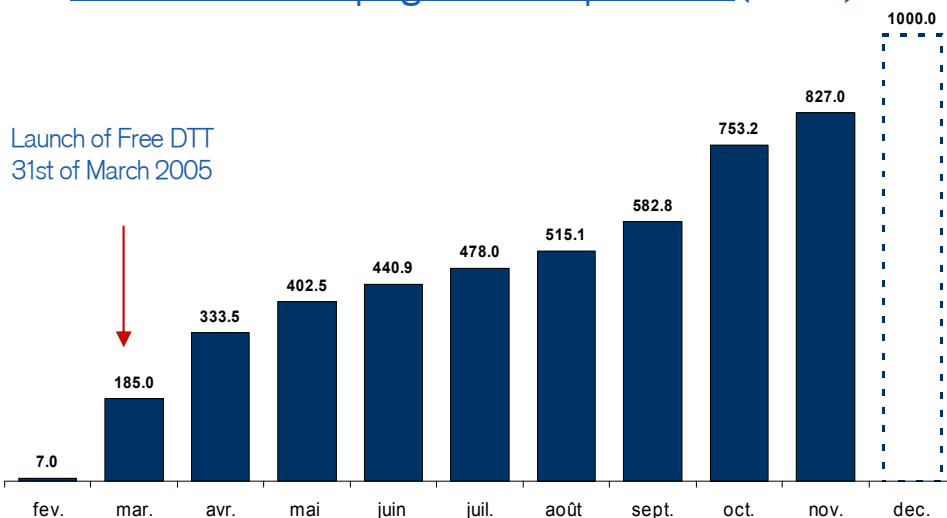


Focus on DTT



DTT penetration & coverage

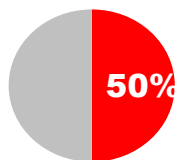
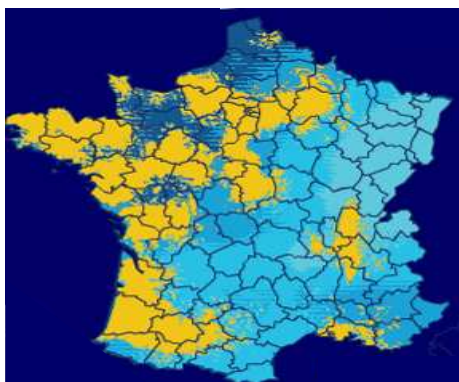
Total sales of Mpeg-2 set-top boxes (in thd)



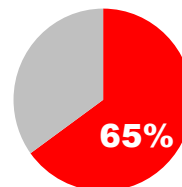
Source: GFK, 800 sales point As of 13 of Nov'

- Launch of free DTT : 31st of March, 2005
- The goal of 1 million set-top boxes is likely to be reached at the end of 2005
- Launch of new free channels from Sept'2005
- Launch of Pay DTT end of 2005 - beginning of 2006

1st sept 2005

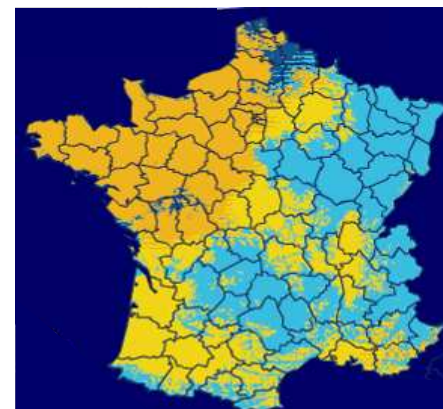


Coverage area



Next Step

June 2006





Landscape of DTT channel as of Nov'2005

Channels launched on DTT on March 2005

- Existing national analogue channels



- Former cable or DTH channels



- New free channels



Free channels launched after September 2005

- 14 October:  **TELE**
✓ Former cable & DTH channel

- 17 October:  **EUROPE 2 TV**
✓ New channel

- 18 November:  **gulli**
✓ New channel

- 28 November :  **BFM TV**
✓ New channel

Pay channels to be launched

- Cable and DTH channels

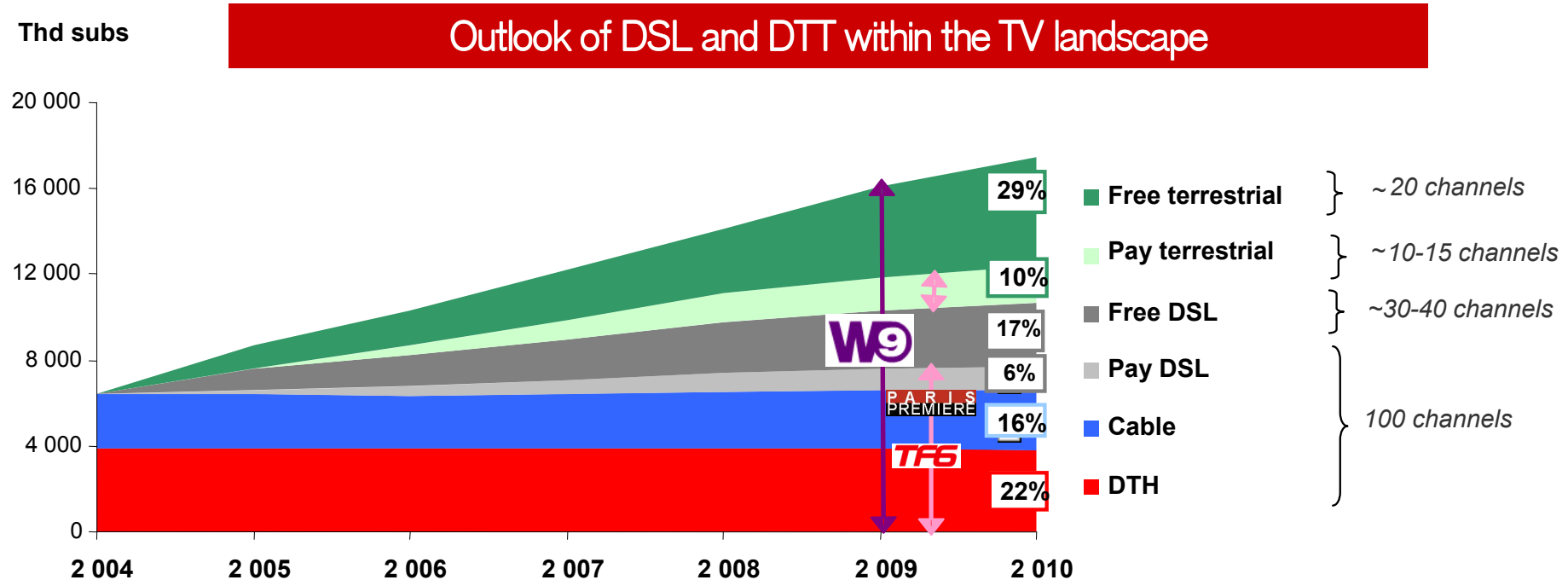


- Pay channels to be proposed

- ✓ 21 Nov: launch of Canal+ offer
- ✓ January 2006 : launch of TPS offer



Changes in french multi-channels environment Outlook 2004-2010



- A multi-channel market driven by DSL and DTT
- A growth mainly sustained by free offers
- End of 2010, W9 will be initialised on 17 million of households



Appendix



H1 2005

Simplified IFRS Consolidated Income Statement

M€

Consolidated Income Statement

H1 2004

H1 2005

% Change

Sales

632.5

643.6

+1.8%

Other operating revenues

23.6

27.1

+14.8%

M6 programming costs

(125.0)

(127.3)

+1.8%

Other external supplies and services

(23.8)

(23.3)

-2.1%

Other personnel costs

(74.2)

(75.9)

+2.3%

All other operating costs

(295.5)

(308.9)

+4.5%

EBITA (Gross operating profit)

138.4

136.2

-1.6%

EBIT (Operating profit)

137.6

135.3

-1.6%

Net financial income

0.8

2.0

n/a

Income tax

(52.6)

(49.5)

-5.9%

Share of associates' results

(0.5)

(0.3)

n/a

Minority interest

(0.4)

(0.3)

n/a

NET PROFIT (GROUP SHARE)

84.9

87.2

+2.6%

NET PROFIT, French Accounting Standards

90.3



9-month 2005 revenues

in M€	2004	2005	% change
M6 advertising	327.4	333.4	+1.8%
Other activities	305.0	310.2	+1.7%
H1 consolidated revenues	632.5	643.7	+1.8%
M6 advertising	115.8	117.9	+1.8%
Other activities	134.8	150.9	+11.9%
Q3 consolidated revenues	250.6	268.8	+7.3%
M6 advertising	443.2	451.3	+1.8%
Other activities	439.9	461.2	+4.8%
9 month consolidated revenues	883.1	912.5	+3.3%