## ANTENA 3 1H09 RESULTS PRESENTATION

Madrid, 30th July 2009



## Highlights

- Spanish TV Ad market down -30% in 1H09, in line with Total Ad market (-29%)
- Antena 3's TV and radio businesses outperformed market
- Leadership in Commercial Target in the main channel
- Leadership in DTT channels
- Successful strategy on DTT channels by bundling advertising
- Total OPEX decreased by -2.8%, in line with 2009 guidance
- Antena 3 Group reports 46 M€ as 1H09 EBITDA
- Antena 3.0, a three-screen model, launched in May
- New stated-owned TV financing model approved

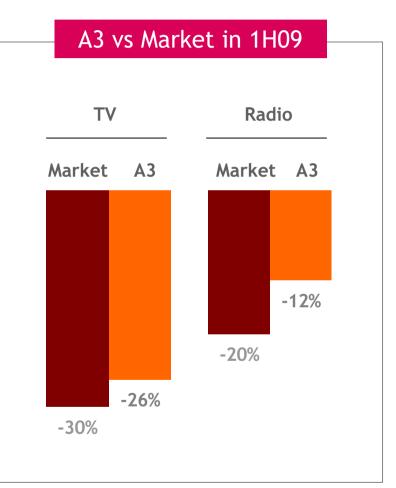
# **1H09 Financial Summary**



### Advertising market in Spain

- → TV Advertising Market declined by 30% in 1H09
- Antena 3´s TV and radio businesses better than the market

Ad Market 1H	09 vs 1H08
Media	Growth%
TV	-30.0%
Press	-33.1%
Radio	-19.9%
Magazines	-37.7%
Internet	+2.6%
Outdoor	-22.8%
Sunday suppl.	-42.4%
Cinema	-47.6%
Total	-29.2%

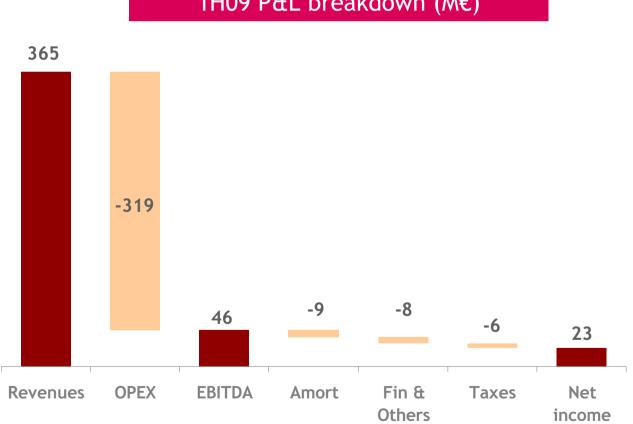


Source: Infoadex



### Antena 3 Group

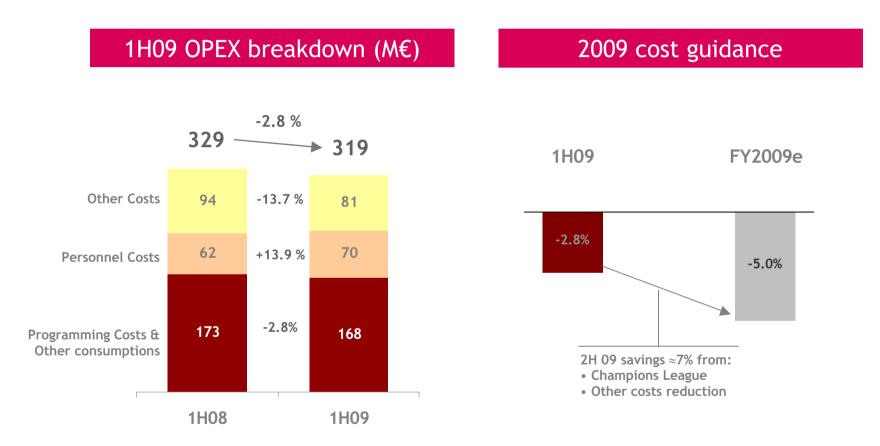
- → Total revenues reached 365 M€ in 1H09, down by 23.4%
- → OPEX of 319 M€, a -2.8% reduction



1H09 P&L breakdown (M€)

### Antena 3 Group

OPEX reduction is mainly explained by savings in Other costs (-14%) & programming (-3%)



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# Antena 3 Group

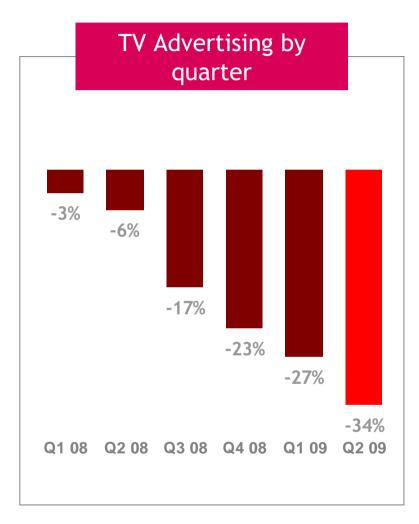
#### → Cash flow

€ mill	1H09	
Net debt at December 31st 2008	140.4	
FFO Net investment	16.4 -15.4	
Dividends	-24.1	
Others	-38.5	
Net debt at June 30 <sup>th</sup> 2009	202.0	



### TV Advertising market in Spain

→ Sharp decline in every sector



TV Advertising Market by sector 1H09 vs 1H08				
Sector	Weight	YoYe		
Beauty	16%	-22%		
Food	14%	-30%		
Automotive	13%	-48%		
Telecom&Internet	10%	-29%		
Retail distribution	10%	-6%		
Finance	8%	-18%		
Culture&Education	6%	-40%		
Others	23%	-35%		
Total	100%	-30%		

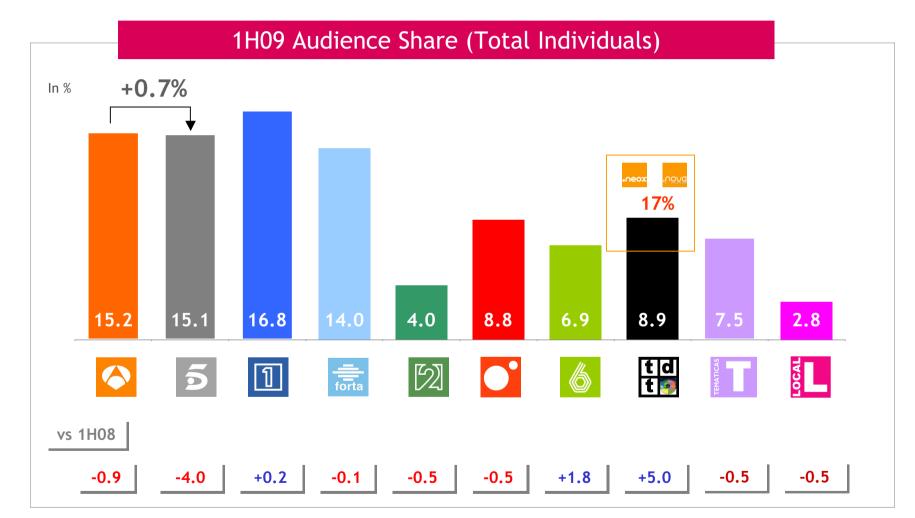
Source: Internal estimates A3

Source: Internal Estimates A3



## **TV** Audience Share

First position among the private TV players

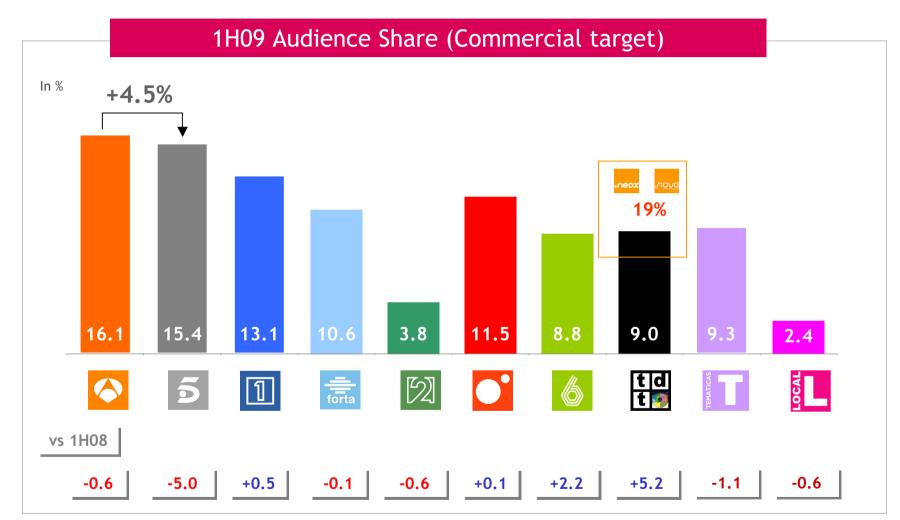


Share: 24h Total Individuals Source: TNS Sofres



### **TV** Audience Share

#### Antena 3 leads Commercial Target in 1H09

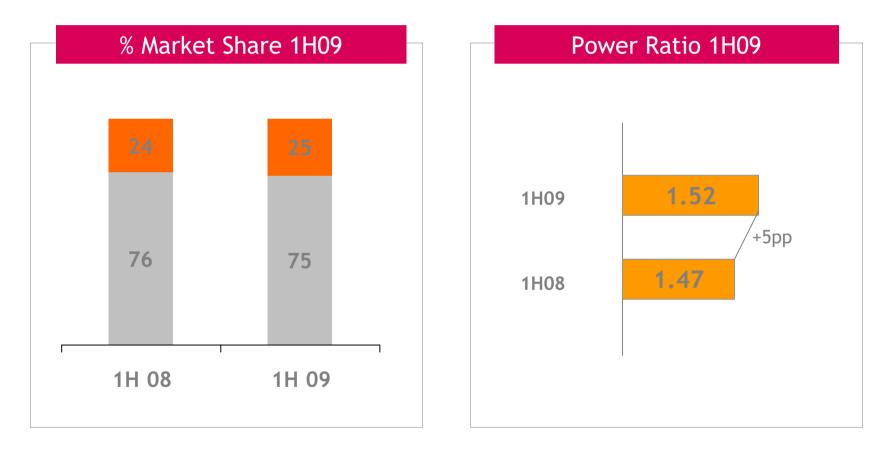


24h, Share: 16-54 yrs. Up to 10,000 inhabitants Source: TNS Sofres



### TV Advertising market share

- → A3TV's ad market share reaches 25%
- Power ratio improves by +5pp

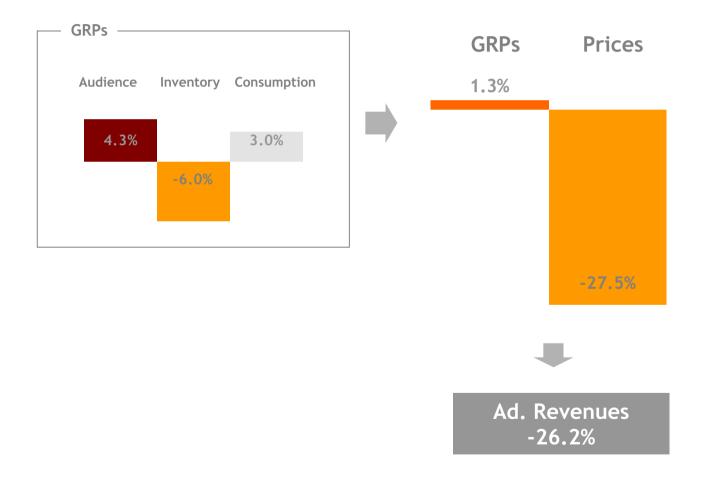


Source: Internal Estimates A3



# TV Advertising revenues breakdown

#### 1H 09 Key factors





# Television

### Financials (IFRS)

€ mill	1H09	1H08	<u>YoY</u>
Net Revenues	312.8	416.2	-24.9%
<b>EBITDA</b> EBITDA margin	<b>37.8</b> 12.1%	<b>131.2</b> <i>31.5%</i>	-71.2%
<b>Net profit</b> Net Profit margin	<b>19.2</b> 6.1%	<b>75.8</b> 18.2%	-74.8%



## **Television Revenues**

Financials (IFRS)

<u>YoY</u>
6.2%
6.0%
<b>5.8</b> %
4.3%
4.9%

# Television Costs

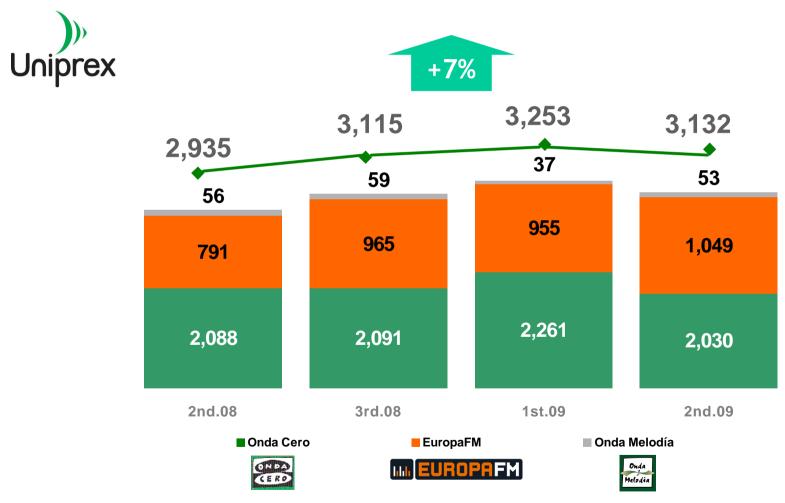
Financials (IFRS)

€ mill	1H09	1H08	<u>YoY</u>	
Programming Costs	160.5	167.9	-4.4%	
Personnel Costs	45.1	36.3	+24.2%	
Other Costs	69.4	80.8	-14.1%	
Total OPEX	274.9	285.0	-3.5%	



## Radio audience share

> Uniprex has increased the number of listeners by 7% in the last 12 months



Source: EGM Surveys Monday to Friday (.000)



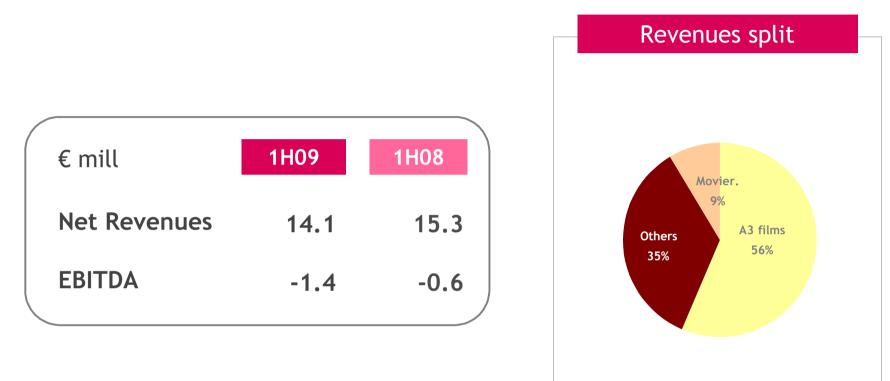
# Radio

### Financials (IFRS)

€ mill	1H09	1H08	<u>YoY</u>
Advertising Sales	45.8	52.2	-12.4%
Net Revenues	47.2	52.8	-10.6%
EBITDA	12.3	16.6	-25.7%
EBITDA margin	26.1%	31.4%	
Net profit	7.5	10.1	-25.8%
Net Profit margin	15.8%	<b>19.1</b> %	

### **Contribution Other Subsidiaries**

### Financials (IFRS)



Source: Antena 3

Contribution to consolidated group

Mainly represents the business lines Movierecord, Antena 3 Films, Antena 3 Editorial (Música Aparte)

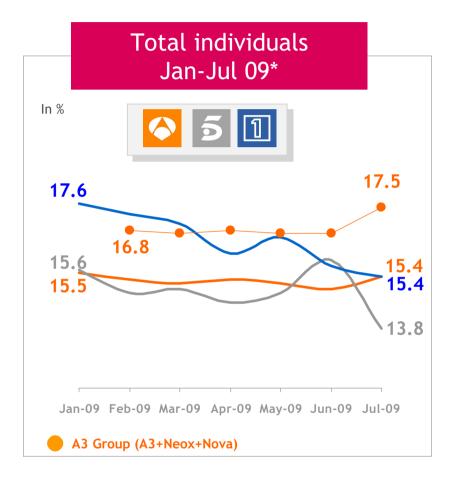


# **Business Analysis**



### DTT: 24 h Audience Performance

→ Leadership in Commercial Target



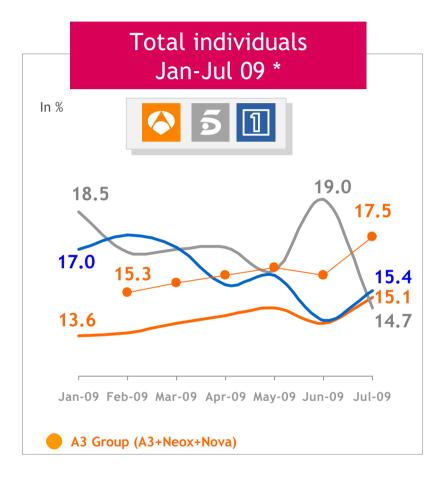
\*Source: TNS Sofres (closing date: 28<sup>th</sup> july 2009) 24h Total individuals: 4+ Commercial Target: 16-54 yrs. Up to 10,000 inhabitants





### DTT: Prime Time Audience Performance

#### Improving trend in Prime Time



Source: TNS Sofres (closing date: 28<sup>th</sup> july 2009) Prime Time: From 20:30 to 24:00h Total individuals: 4+ Commercial Target: 16-54 yrs. Up to 10,000 inhabitants



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### Contents

#### Contents based on own production with satisfactory audience share

**TV MOVIES** 

#### **SPANISH FICTION**



#### ENTERTAINMENT

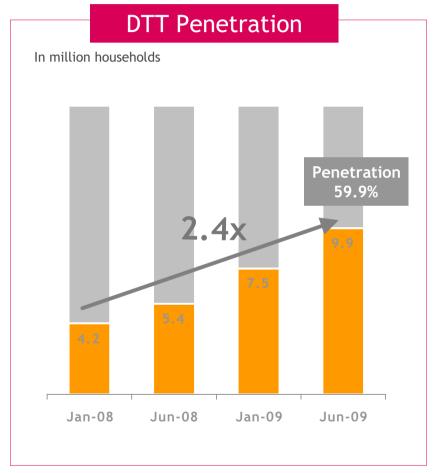


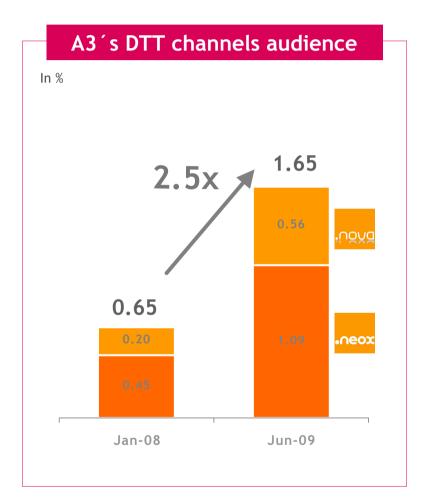
Source: TNS Sofres. Total Individuals:4+. January-Jun 2009



## DTT Penetration in Spain vs A3's DTT channels

Antena 3's digital channels growing more than DTT penetration

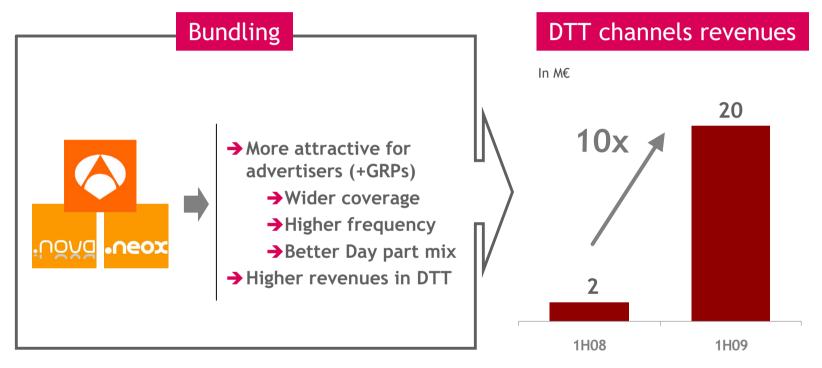




Source : TNS Sofres

## DTT: Advertising bundling

 Unique simultaneous advertising across the three channels, as of 1st February 2009

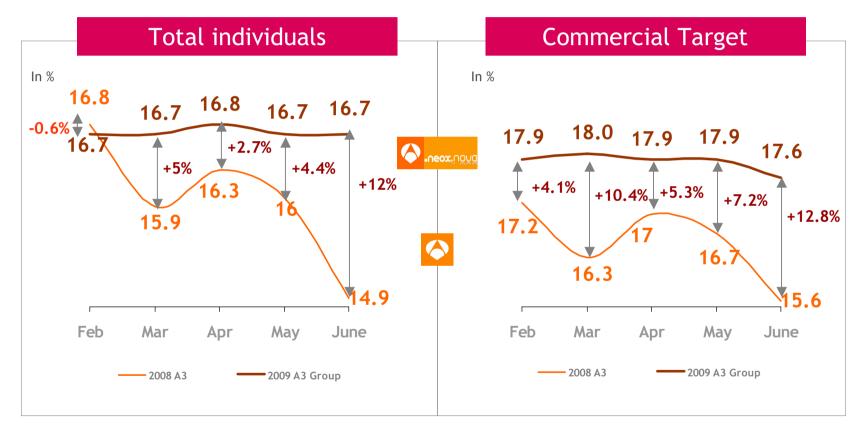


Source: Antena 3 estimates



### DTT: Advertising bundling

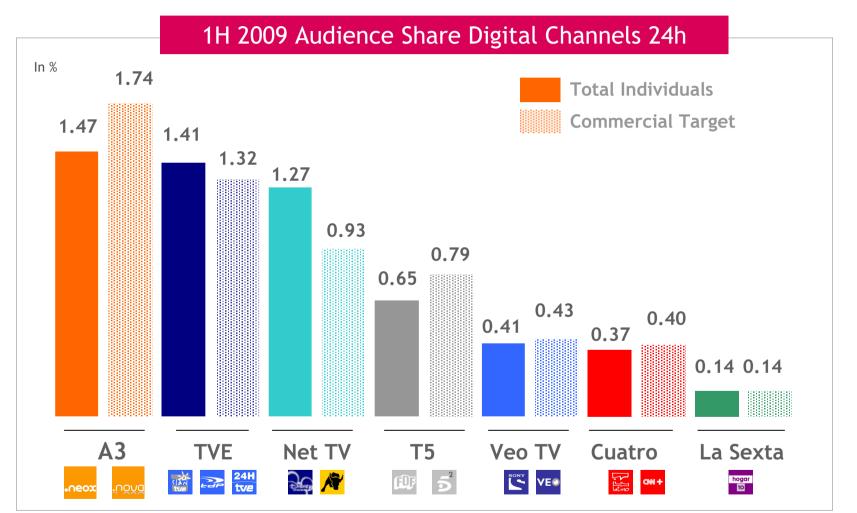
Relevant audience for advertisers: A3 Group ´s audience share



Source: TNS Sofres 24h Total individuals: 4+ Commercial Target: 16-54 yrs. Up to 10,000 inhabitants

## DTT channels overview

- → A3 Group leads the DTT offer in 2009
- > The only player to monetise its audience share through advertising bundling

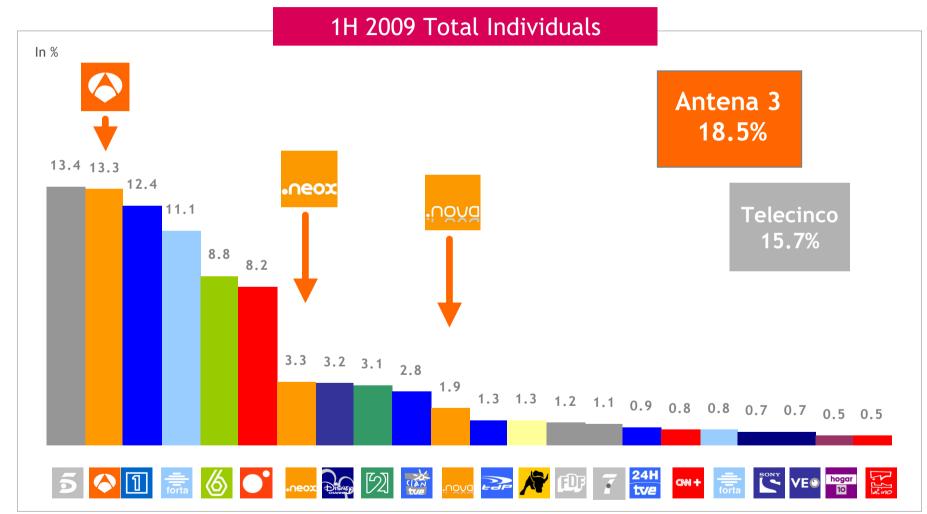


Source: TNS Sofres 24h, Total Individuals: 4+, Commercial Target: 16-54 yrs. Up to 10,000 inhabitants



### DTT household

> In a DTT household, A3 Group holds the leadership among TV private players

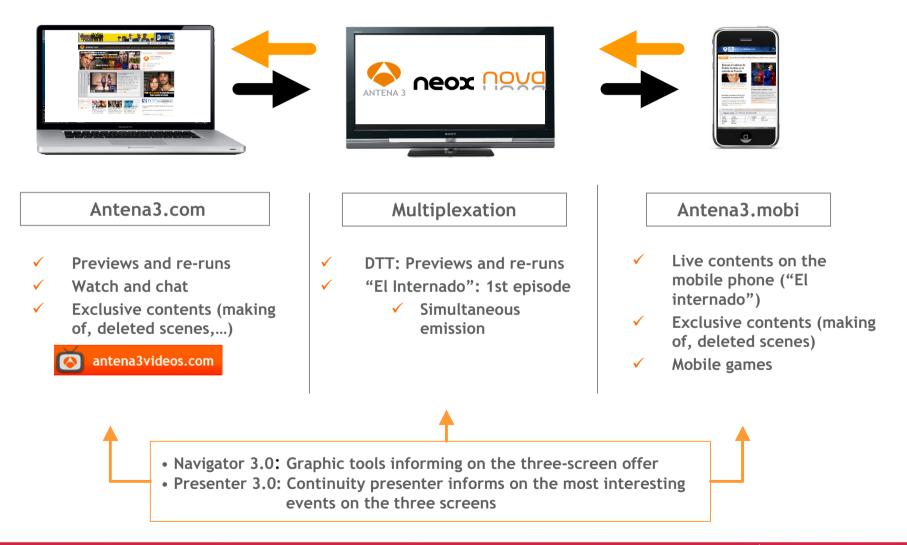


Source : TNS Sofres Share DTT (DTT: 100).24h, Total individuals 4+



### Antena 3.0: A Three-screen model

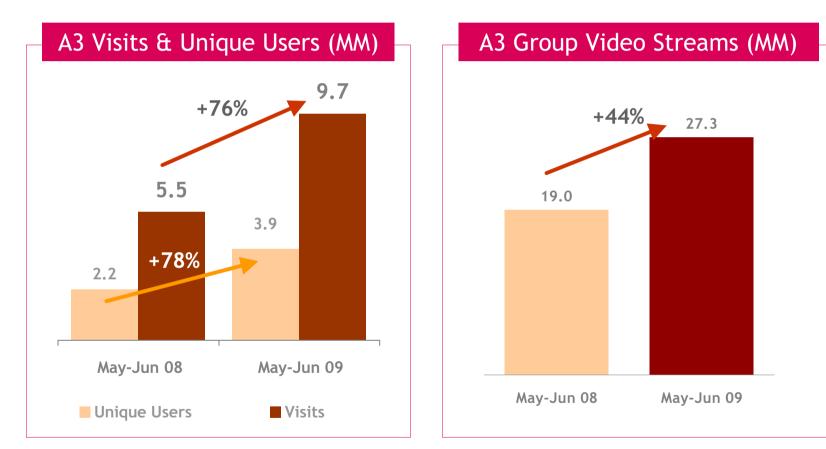
Antena 3.0: Launched May 2009





### Antena 3.0: Internet

Website redesign based on Antena 3.0 strategy boosts visits, unique users and video streams



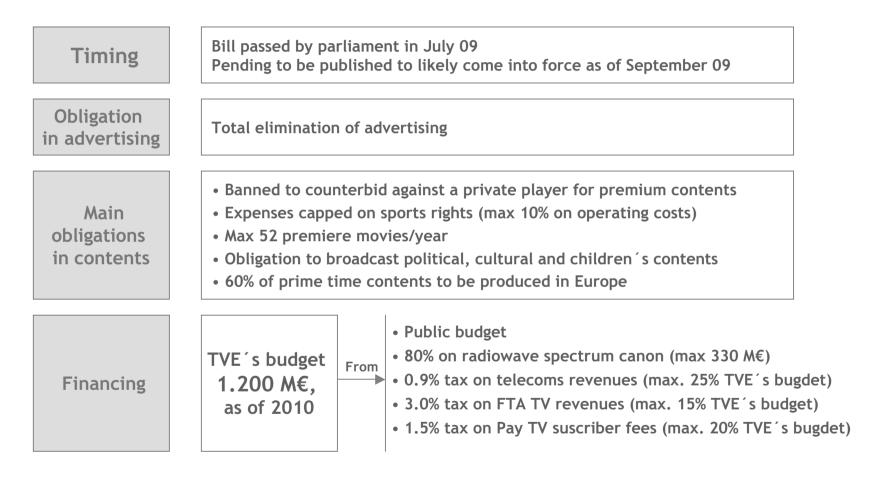
Source: Akamai, Flumotion, Admotion, Youtube



Source: OJD/Nielsen Market Intelligence

### Changes in regulation: TVE

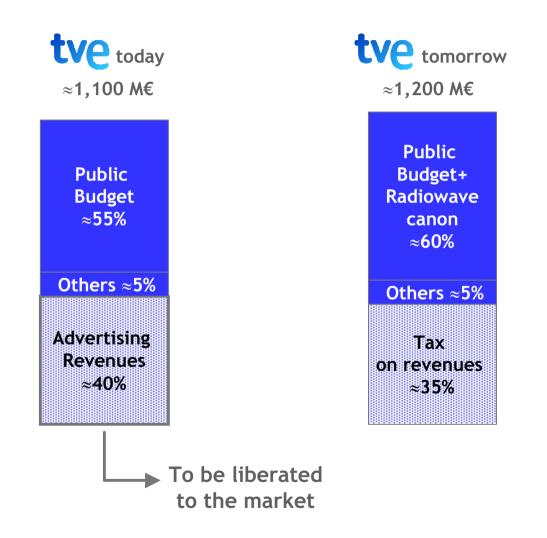
#### New state-owned TV financing model:





### Changes in regulation: TVE

New state-owned TV financing model:





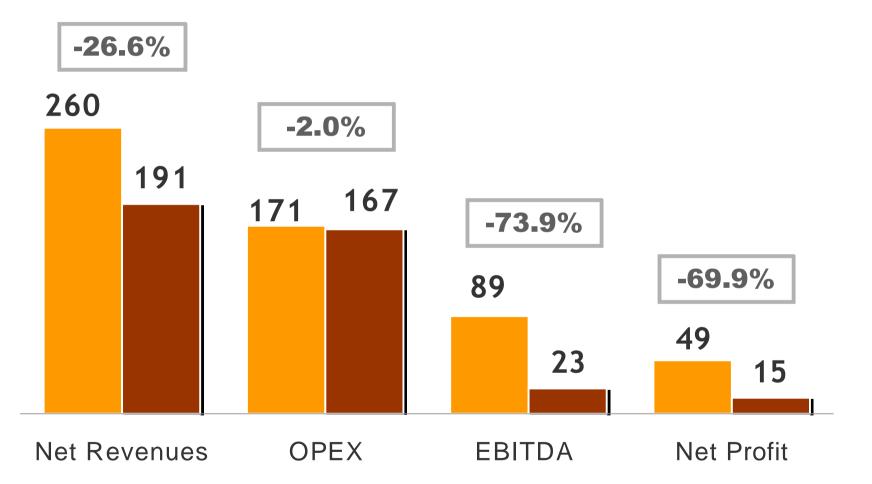
# Back Up Slides



### Consolidated Group (IFRS)

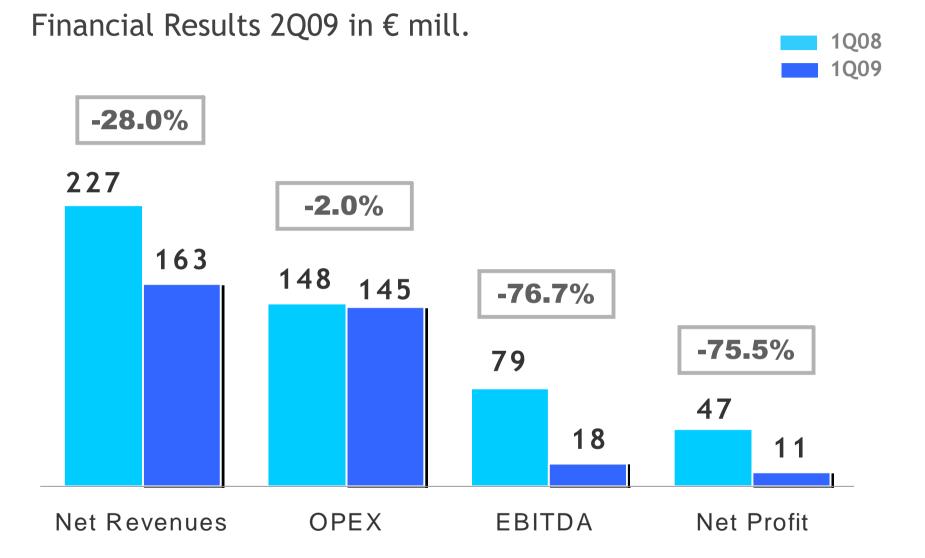
### Financial Results 2Q09 in € mill.







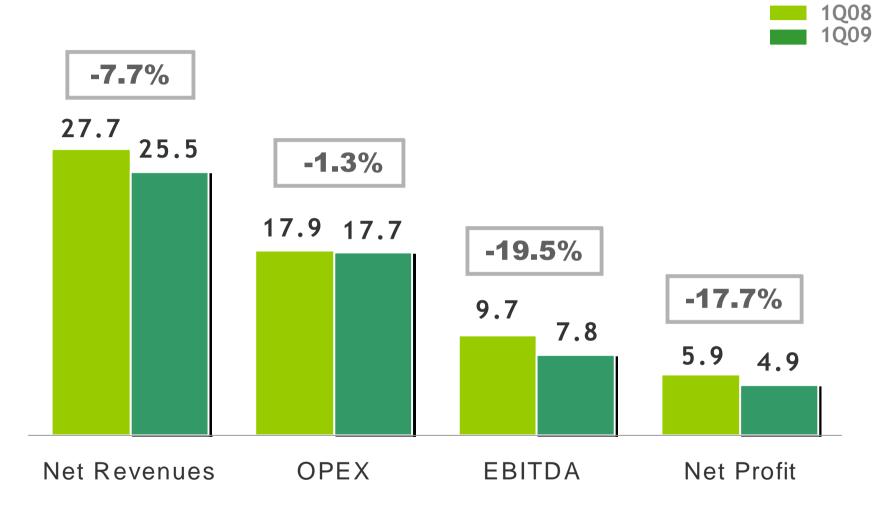
# Television (IFRS)





## Radio (IFRS)

### Financial Results 2Q09 in € mill.





### Radio

### Financials (IFRS). Proforma. Consolidated Radio Group 2008

€ mill	1Q08	2Q08	3Q08	4Q08	FY2008
Net Revenues	25.2	27.6	18.4	24.7	95.9
OPEX	18.4	17.9	16.8	18.4	71.4
EBITDA	6.8	9.7	1.6	6.3	24.5
Net profit	4.1	5.9	0.6	4.0	14.6

Includes Uniprex, UIR, RKOR and minor radio subsidiaries Source: Antena 3



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