

# Sogecable

BBVA

Madrid, April 19th 2007

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DIGITAL+  
CANAL+

cuatro

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This presentation might contain or imply future expectations on the evolution of Company operations, which are subject to risks, uncertainties, market conditions and other drivers different from the ones shown herein. Additional information on Sogecable's development is available at [www.sogecable.com](http://www.sogecable.com). However, there is no guarantee that the conclusions based on expectations and estimates will be fulfilled in the future. Our results may differ significantly from the estimates based on data inferred in this presentation.

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# DIGITAL+

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DIGITAL+  
CANAL+

cuatro

Digital satellite multi channel service

More than 100 channels,  
PPV & services

Exclusive distributor of premium contents in Spain

Wide range of alternatives for all segments



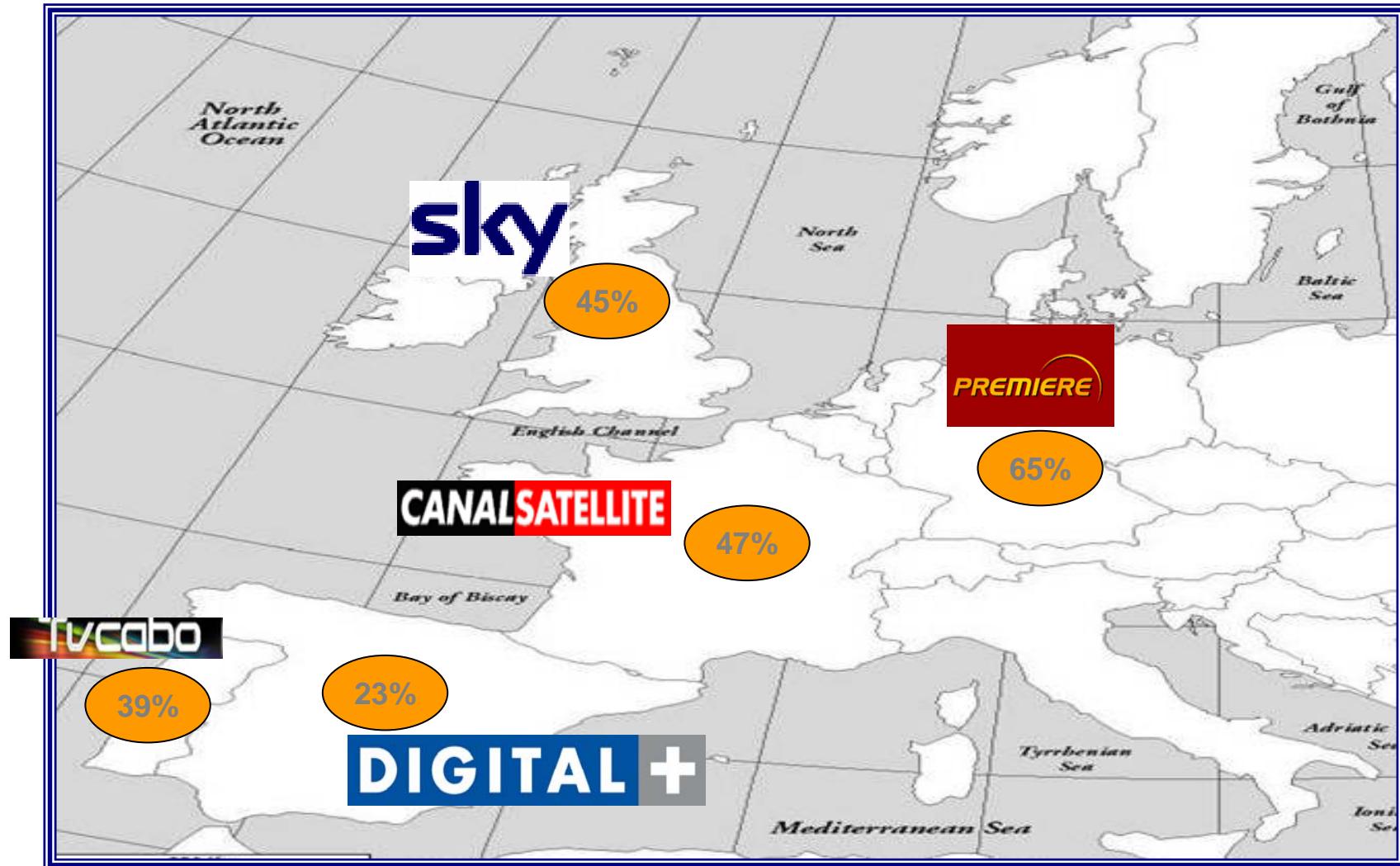
€1.078 bn in subscriber turnover in 2006

2,065,000 subscribers @ €47.9 ARPU

€1.078 bn in subscriber turnover in 2006

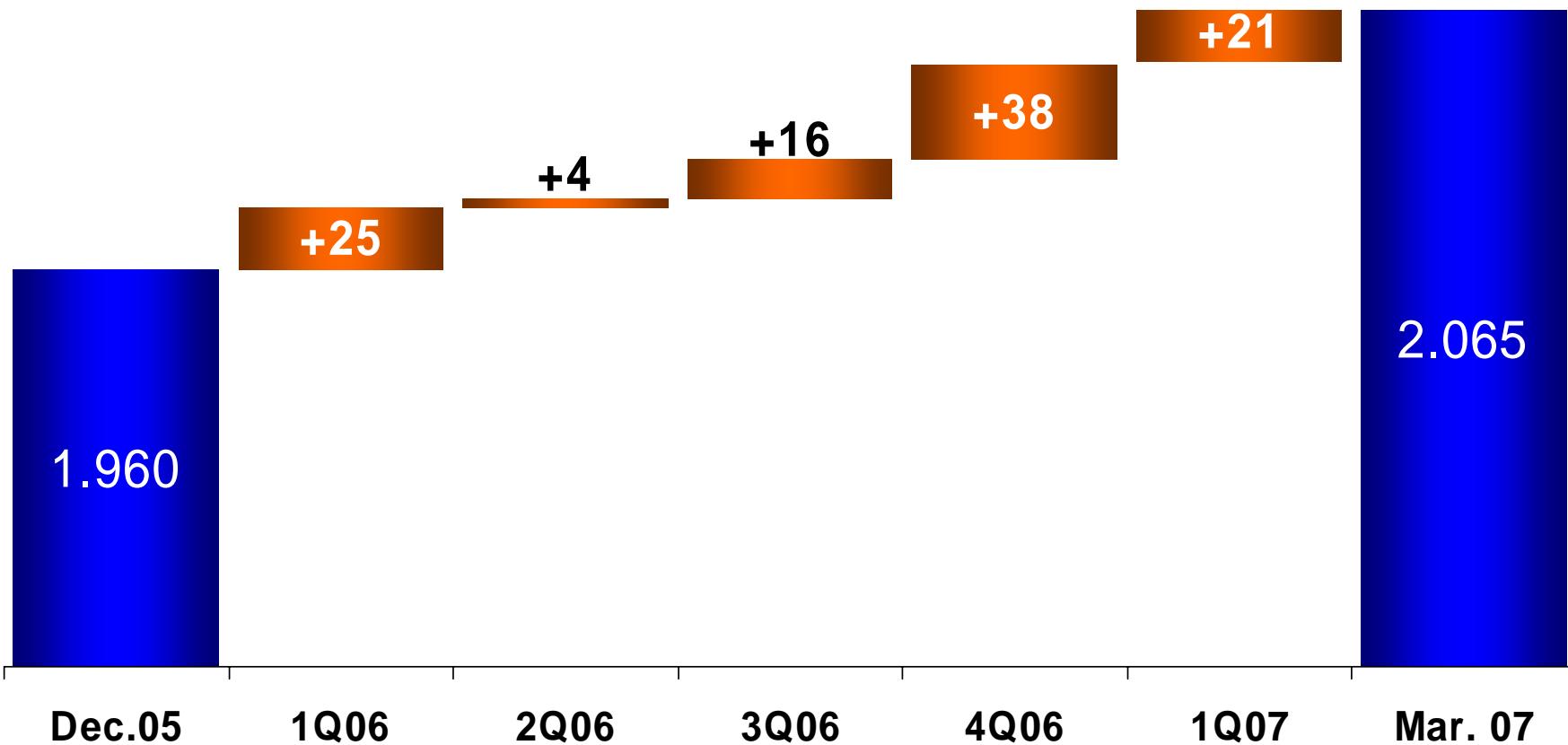
€308.0m EBITDA & €110.0M EBIT in Pay-TV in 2006

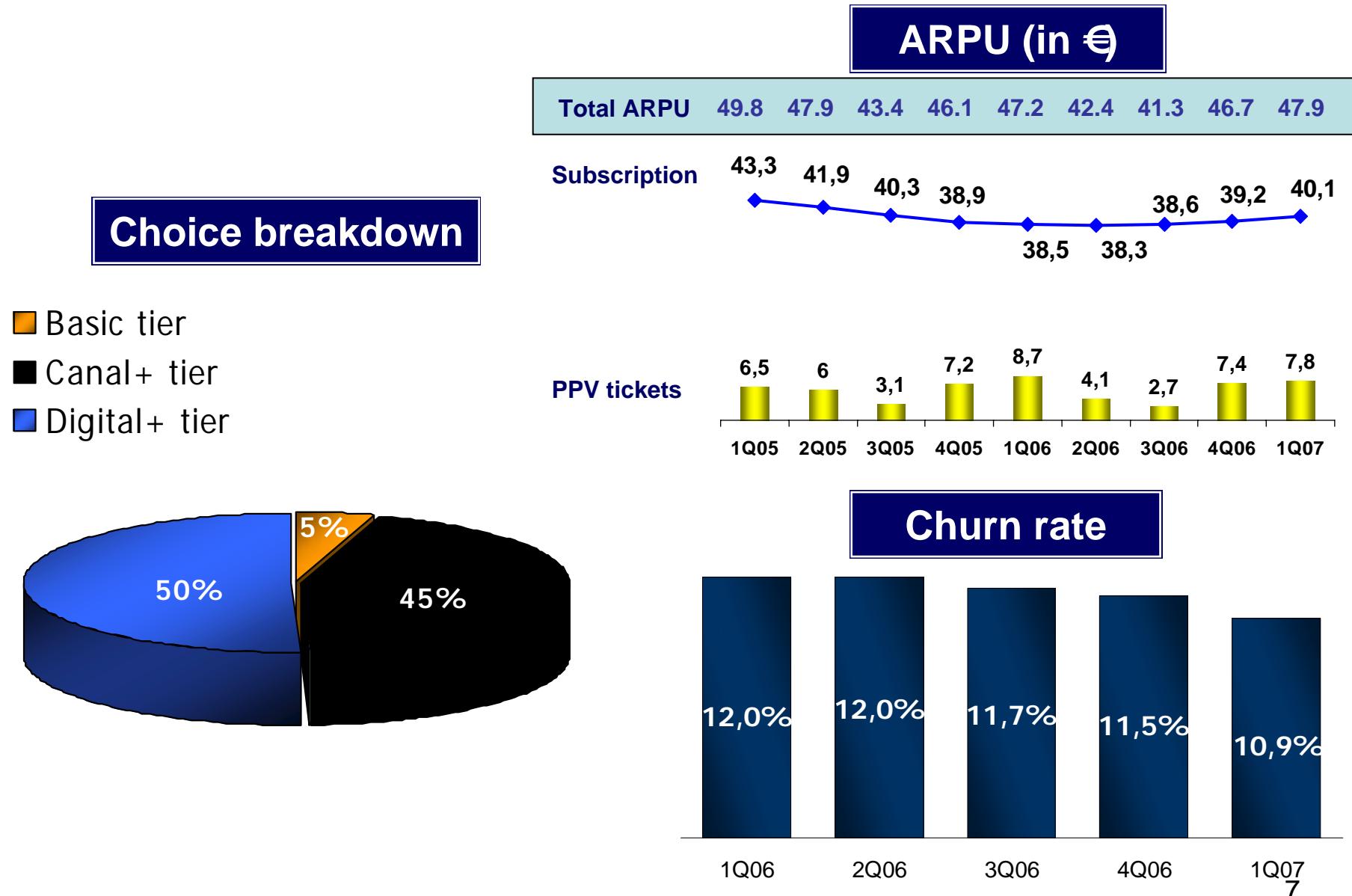


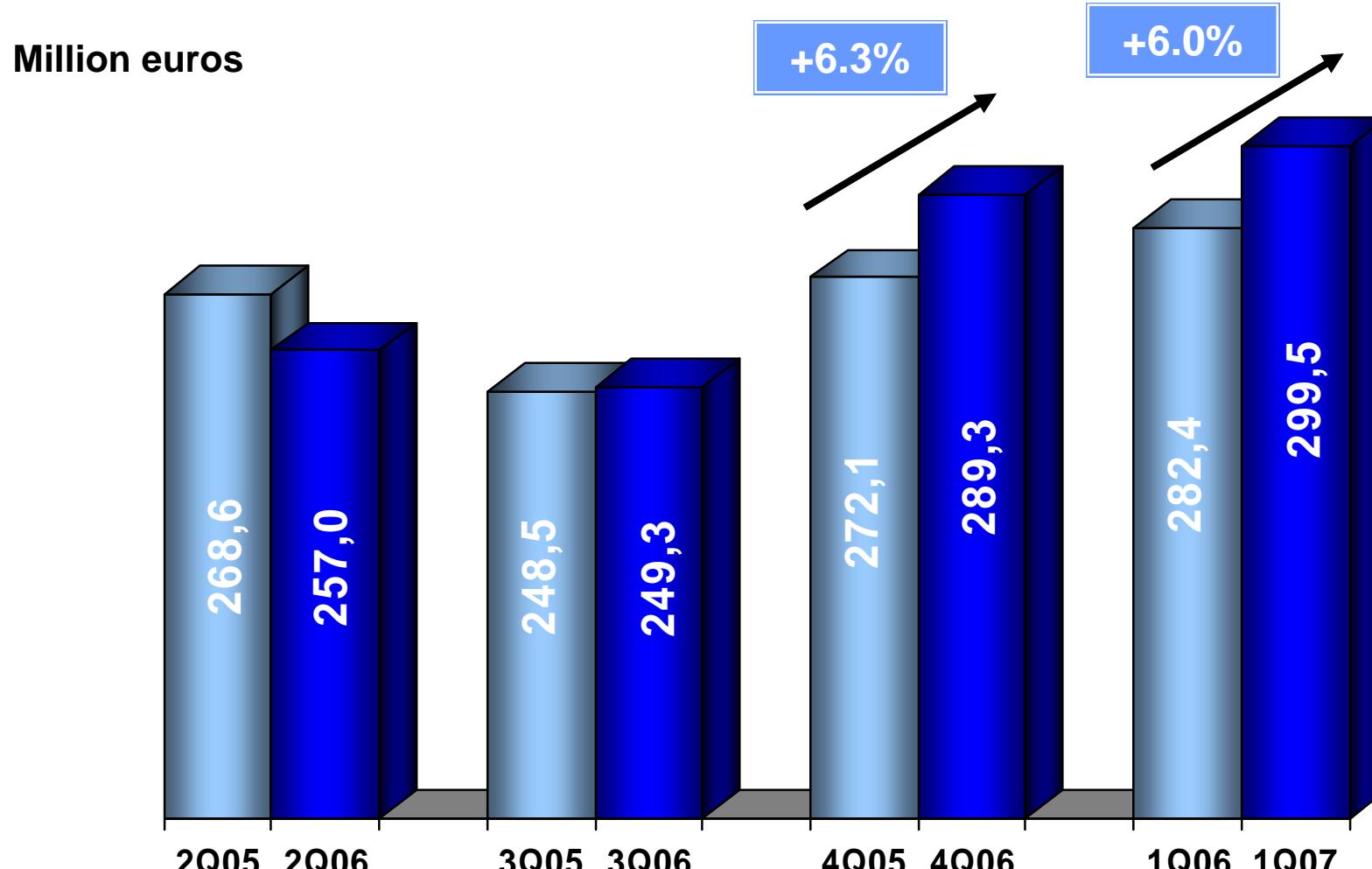


Pay-TV penetration rates by country

Source: Sogecable estimates 5

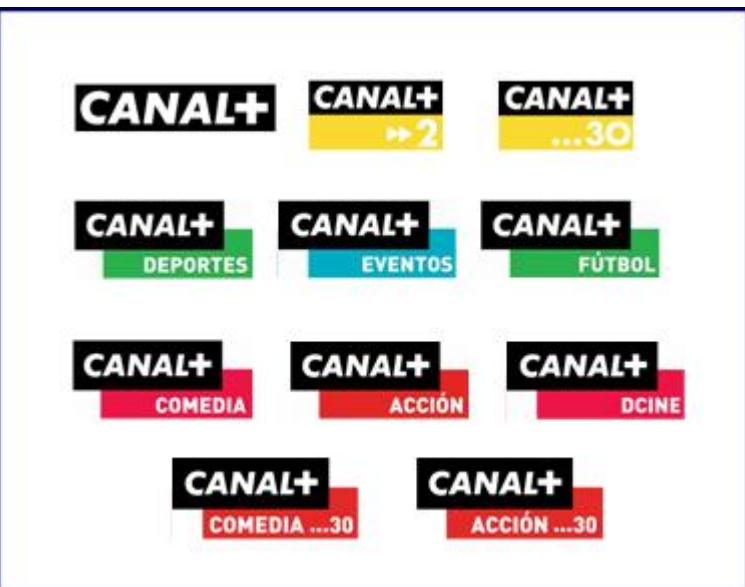
*(Thousands of subscribers)*





Price increases in  
December 2006

## New Canal+ offer



## New channels



- Higher visibility for customers
- Content improvement
- Friendly navigation on EPG

## New EPG



## Sports



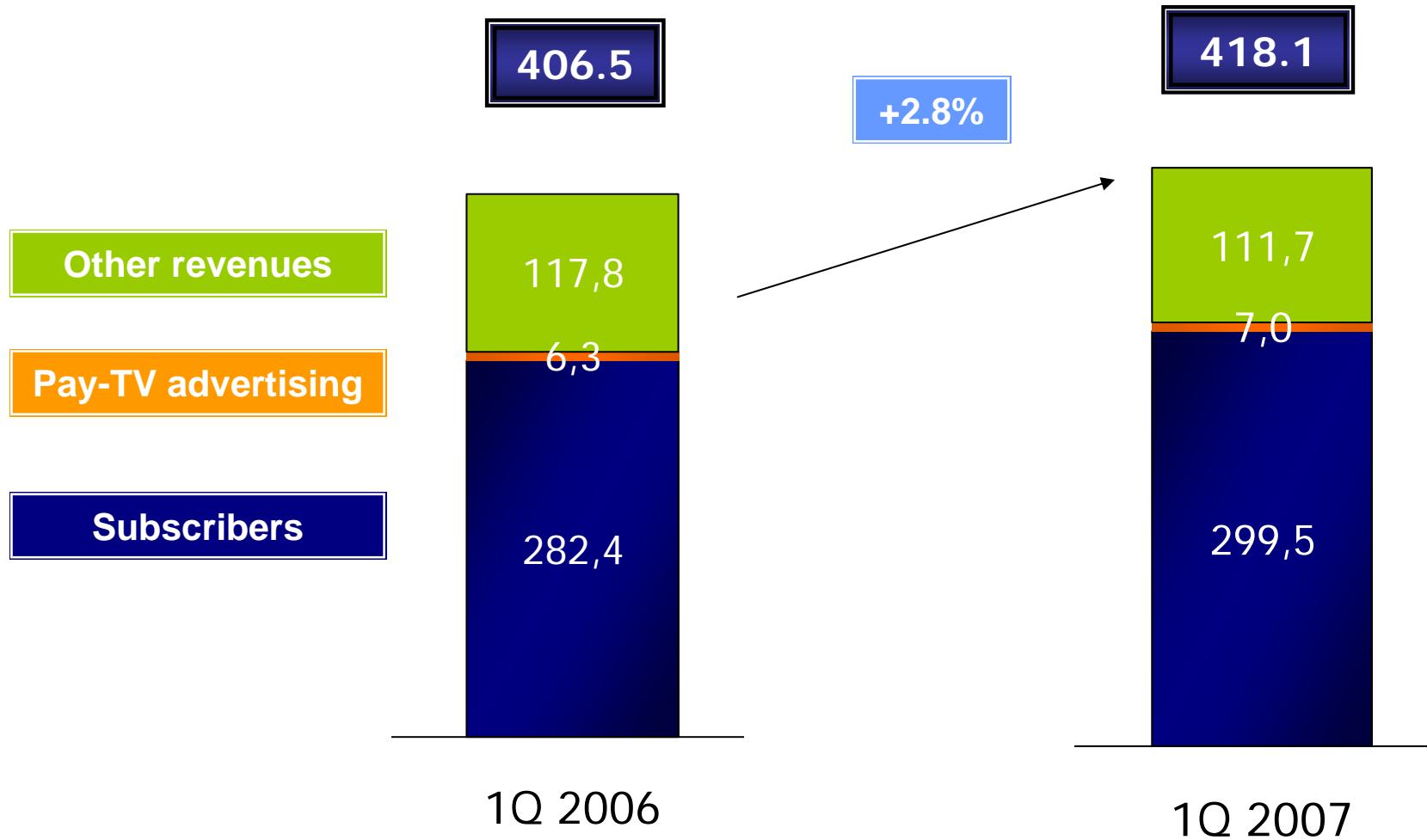
- Football rights secured 2006-09:
  - Spanish League
  - Spanish Cup
  - Champions League
- Content exclusivity extended

## Films

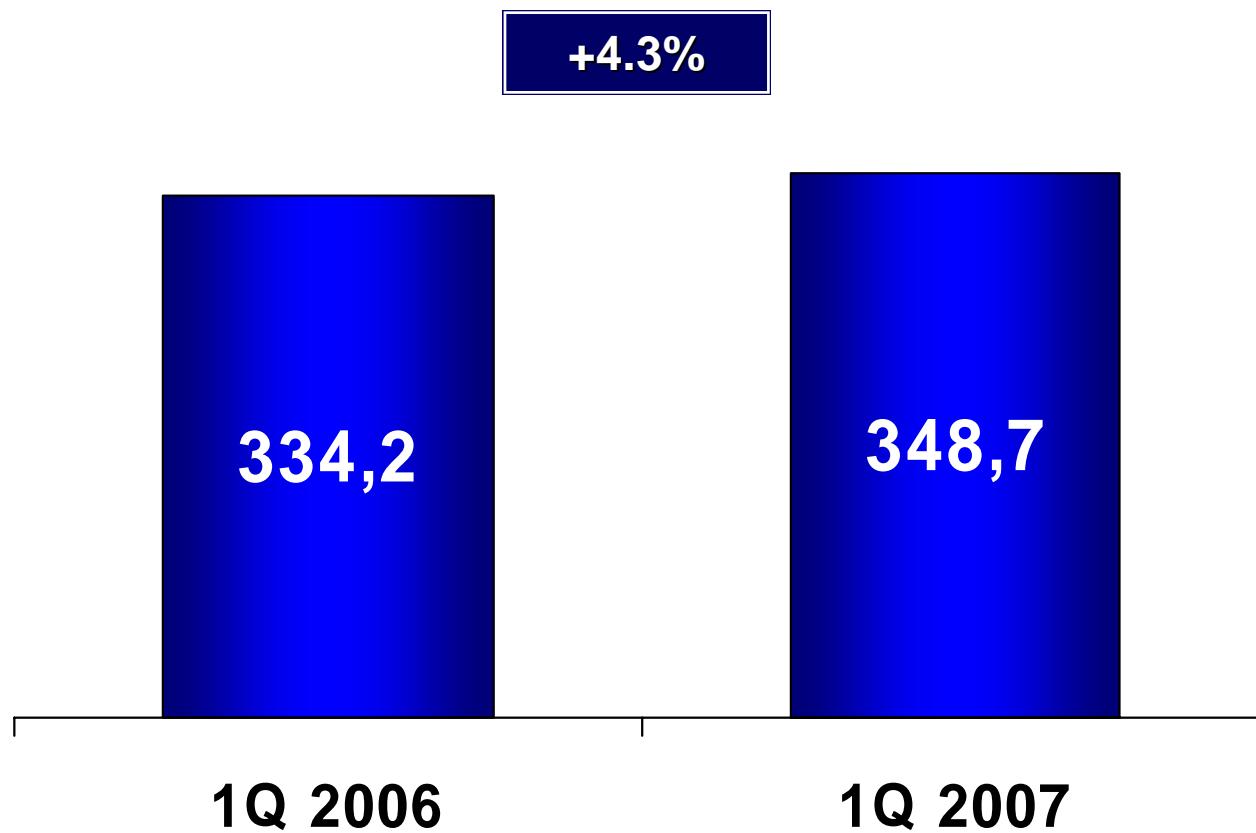


- Film exploitation expected to evolve according to market conditions
- Exclusive pay-tv content from all US major studios

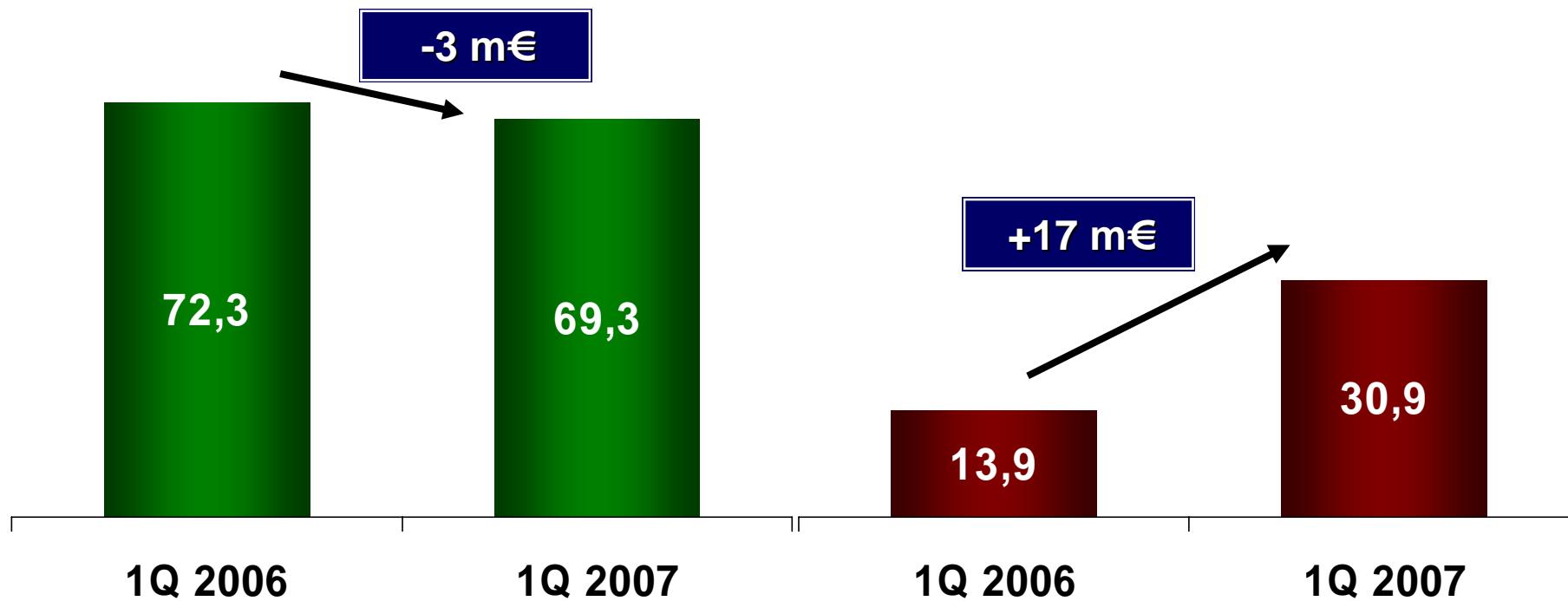
Million euros



Million euros



Million euros

**EBITDA****EBIT**

- Wide leadership in pay-TV market share
- Round offer for all market segments
- Exclusive holder of key premium contents for pay-TV
- Solid subscriber base with significant ARPU generation
- Wide leadership in pay-tv market revenues
- To benefit from expected market conditions

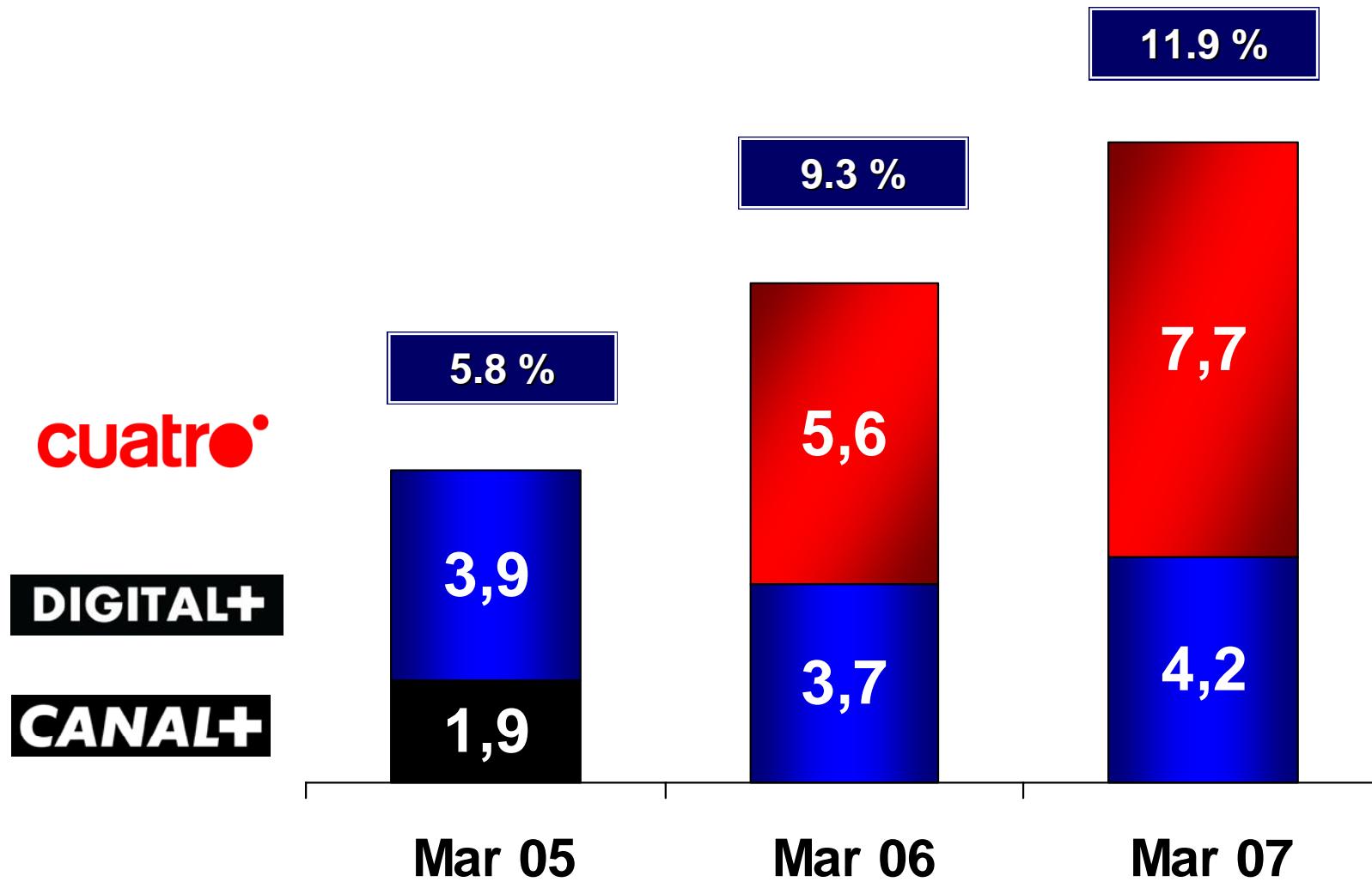
2007 to grow subscriber base & increase profitability

# cuatro

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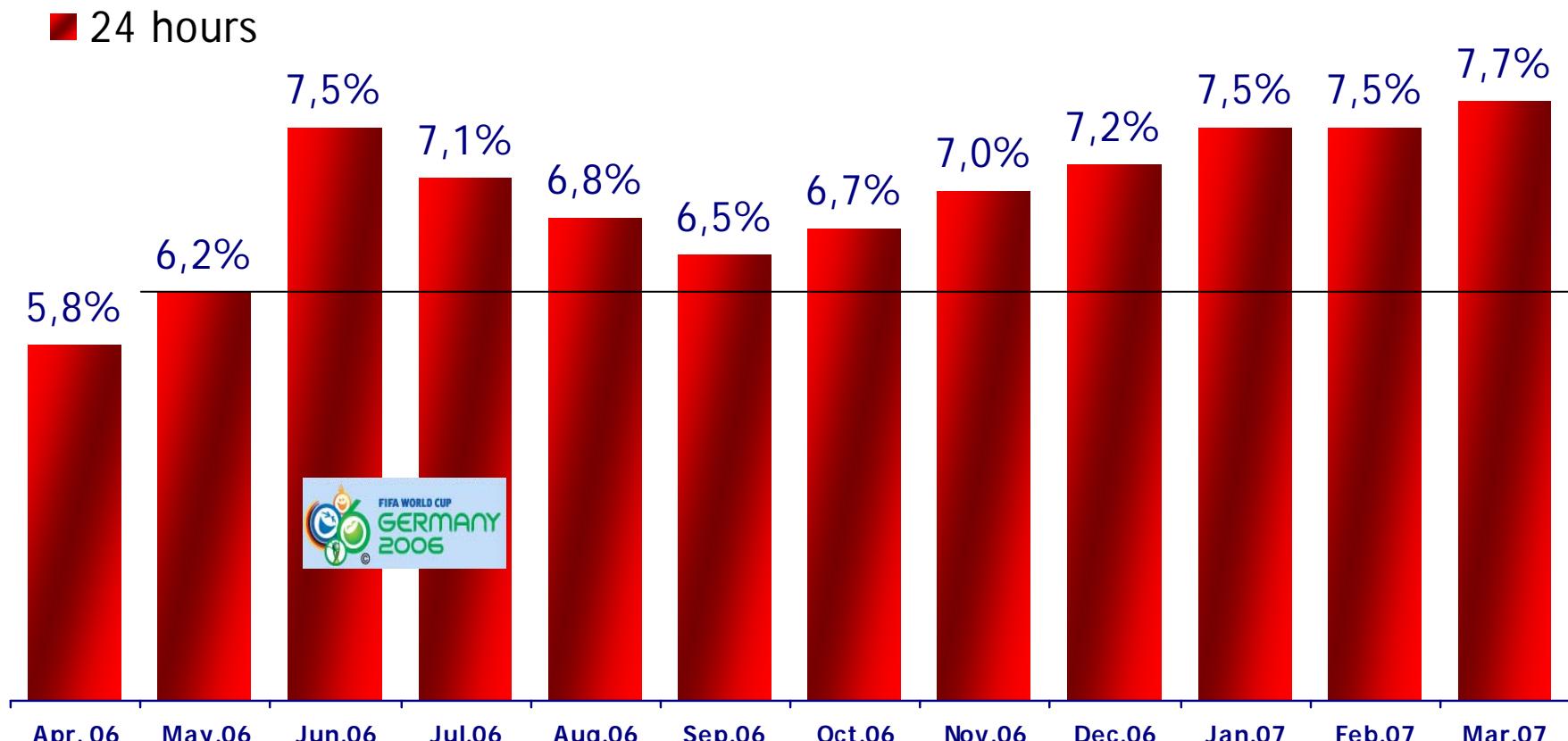
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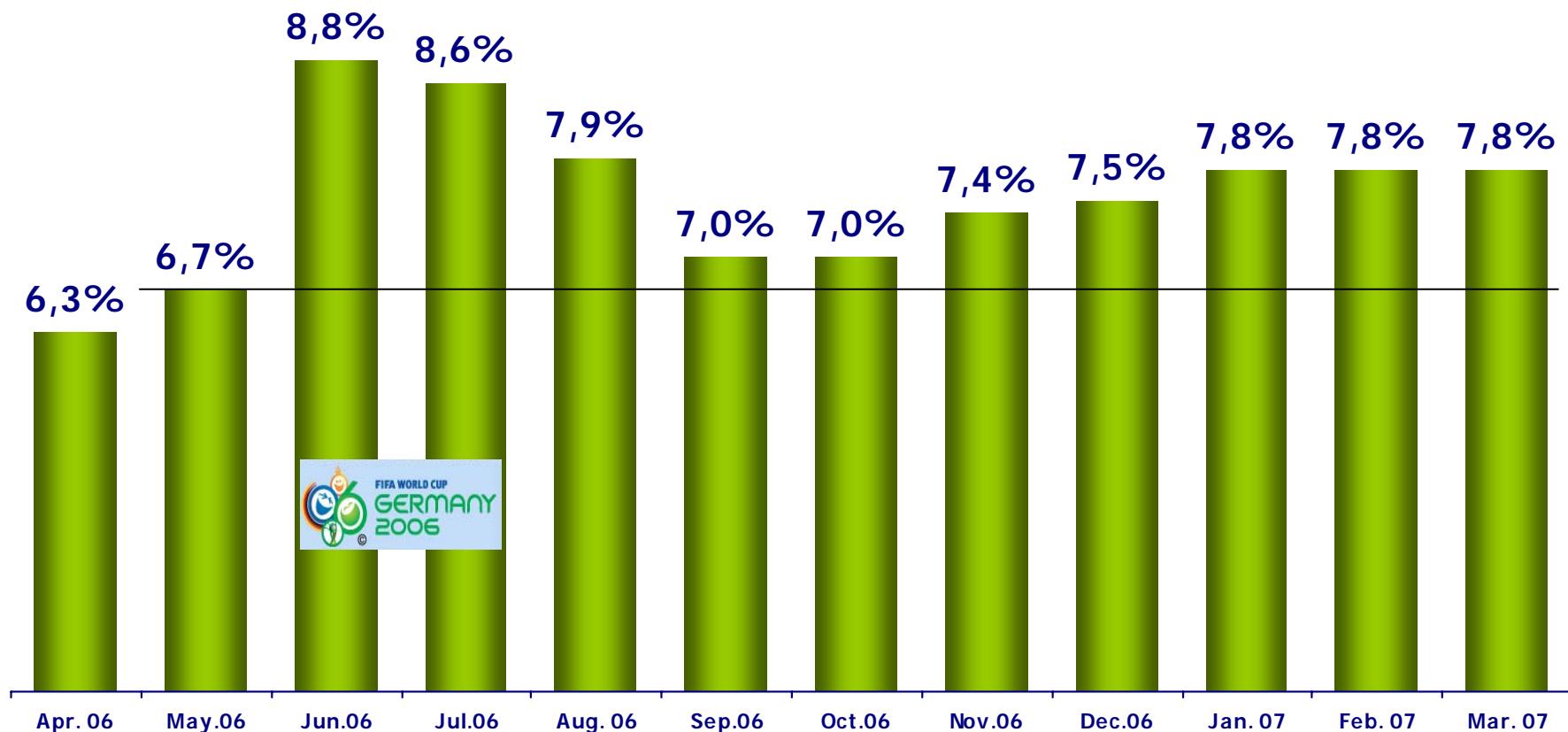
Source: Sofres

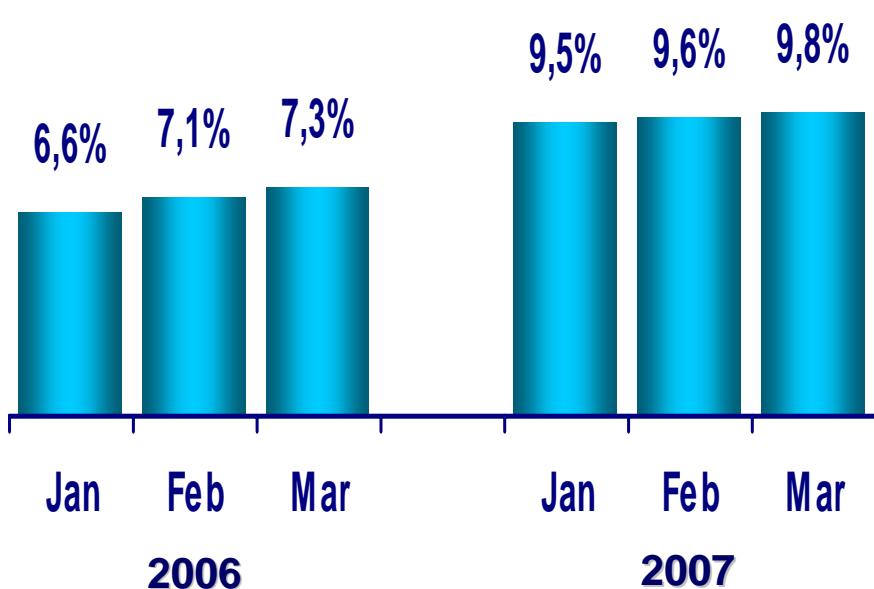
16



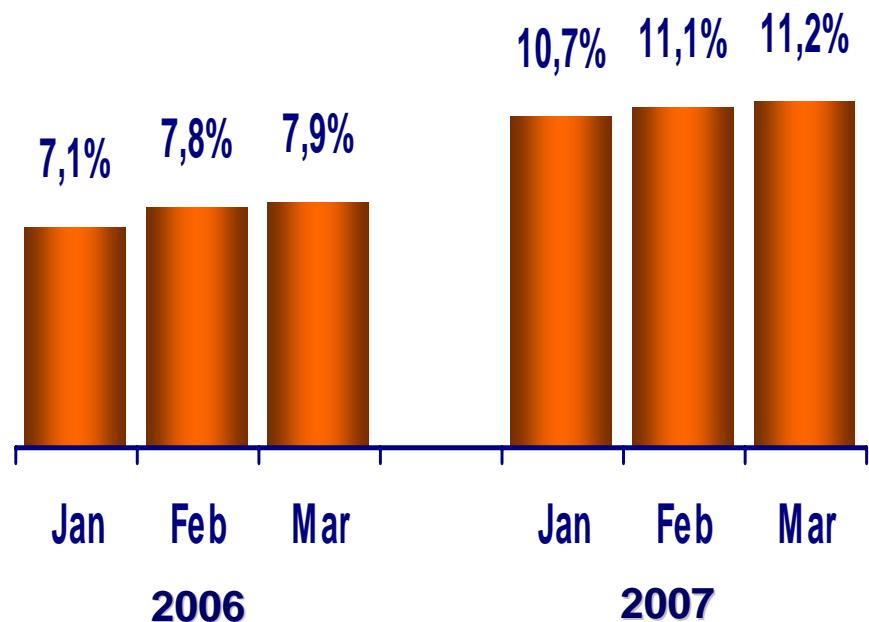
Source: Sofres

■ Prime time (20.30-24.00)

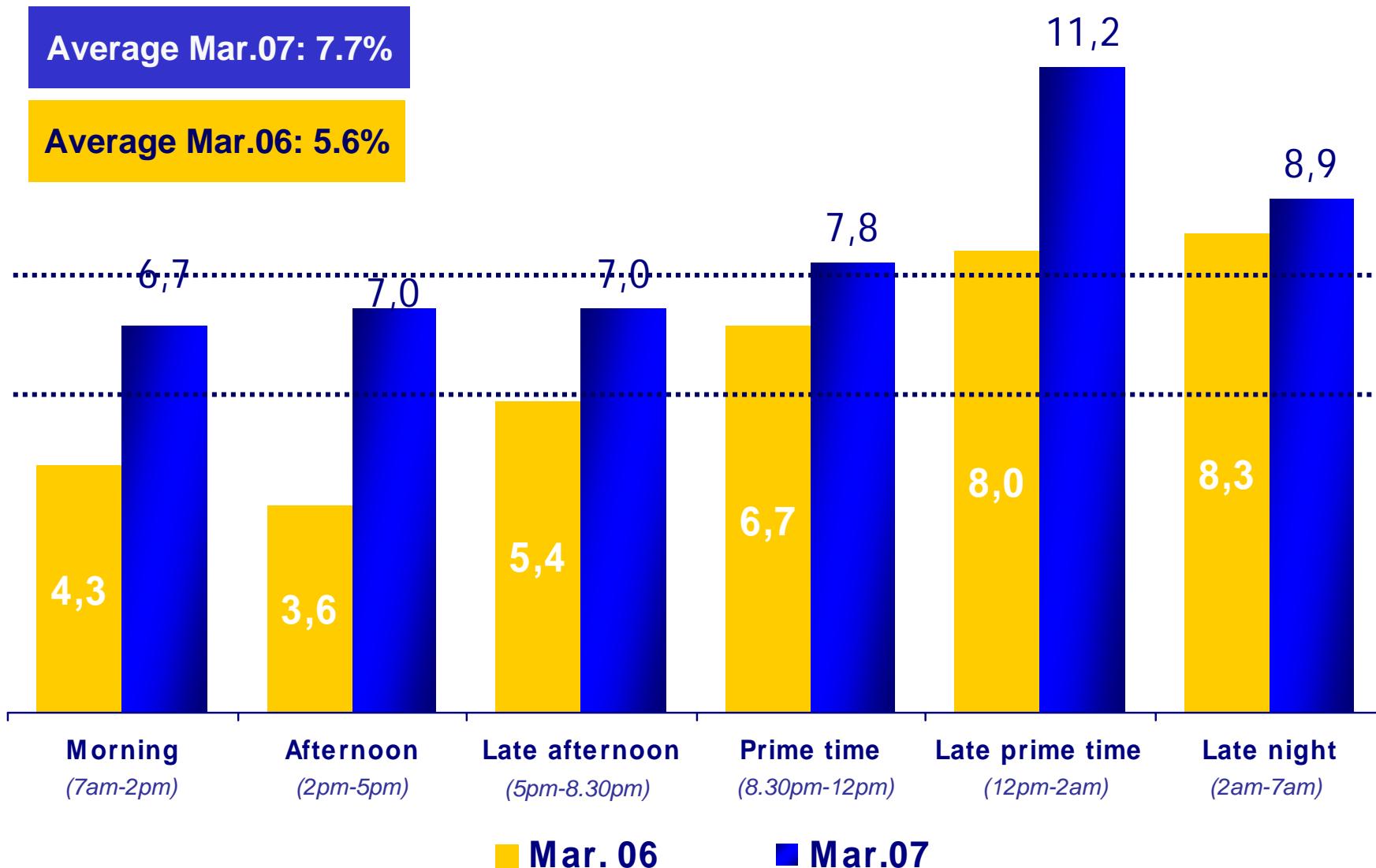


Commercial target

(Individuals 16-54, all classes ex-lowest, living in towns over 10,000).

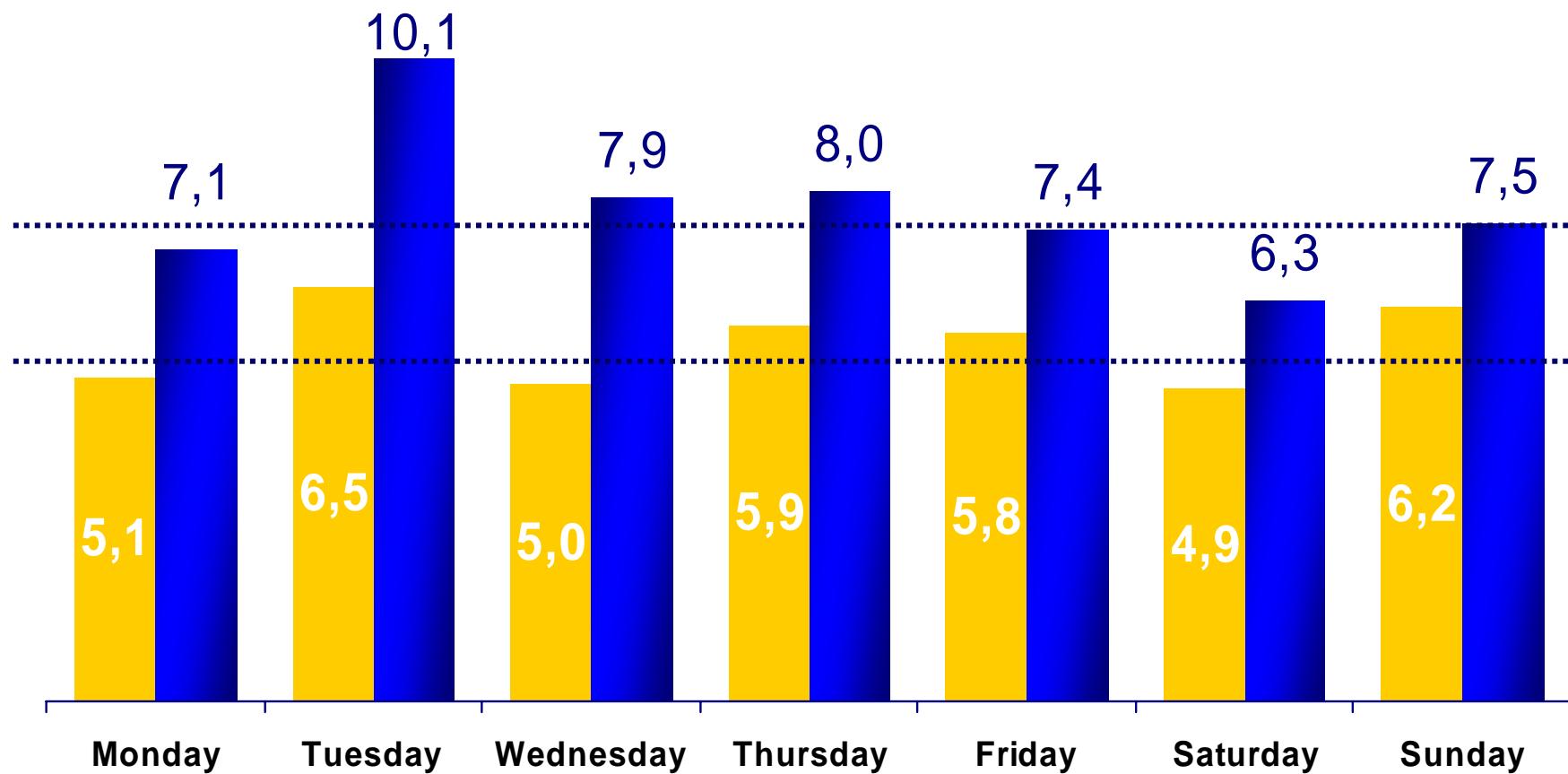
Core commercial target

(Individuals 16-54, all classes ex-lowest, living in towns over 50,000).



Average Mar.07: 7.7 %

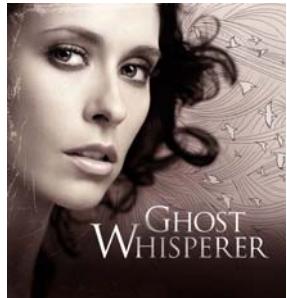
Average Mar.06: 5.6%



**cuatro**

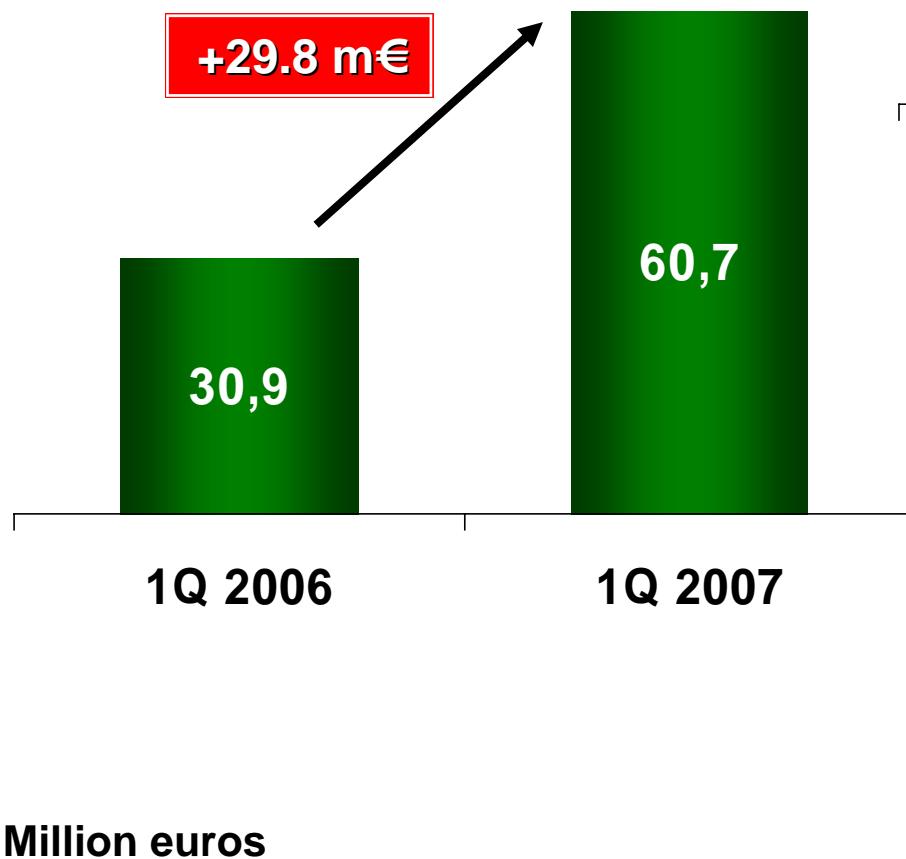
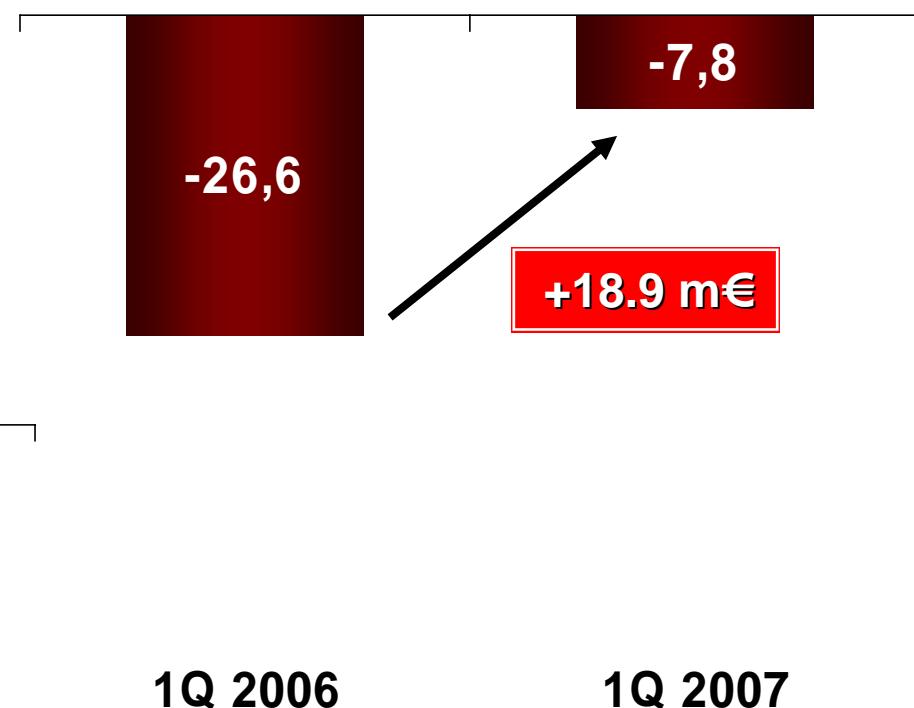
Steady distribution through the week

Monday to Friday



Coming up soon...



**Revenues****EBIT**

- Growing audience of **cuatro** in all commercial segments
- First monthly profits achieved in March 2007
- Strong increase in revenue generation
- Significant improvement in financials expected

2007 to continue growing in the market

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cuatro<sup>24</sup>