

Sogecable

Morgan Stanley TMT Conference

Barcelona, November 14th 2007

DIGITAL+
CANAL+

cuatro

This document might contain or imply forward-looking statements with respect to Sogecable's financial condition, results of operations and business, and management's strategy, plans and objectives for Sogecable. These statements may include, without limitation, those that express forecasts, expectations and projections with regard to the potential for growth of pay-TV and free-to-air operations, revenue, profitability and margin growth, and cash flow generation.

The statements contained in this document are not guarantees of future performance and are subject to risks, uncertainties, market conditions and other drivers different from the ones shown herein, some of which are beyond Sogecable's control, are difficult to predict and could cause actual results to differ materially from those expressed or implied in the forward-looking statements. These factors include, but are not limited to, the fact that Sogecable operates in a highly competitive environment, the effects of government regulation upon its activities, its reliance on technology, its ability to continue to obtain exclusive rights to contents and to communicate and market its services effectively.

Additional information on Sogecable's development is available at www.sogecable.com. All forward-looking statements are based on information known to Sogecable on the date hereof. Sogecable undertakes no obligation publicly to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

1990



Sogecable launched pay-TV in Spain
(analogue terrestrial)

1997



Sogecable launched multi-channel pay-TV in Spain
(digital satellite)

2003



Sogecable took over its main competitor
TEF became shareholder of Sogecable

2005



Terrestrial frequency swapped into FTV

2007



Sogecable & TEF to launch a joint triple play offer
Relevant audience & operational performance

DIGITAL+

2,046,000 digital satellite subscribers

Extensive content leadership in Spanish pay-TV

€ 41.4 / month ARPU. Churn rate at 11.8% (12-month rolling)

22.4% EBITDA margin (9m07) and significant cash-flow generation

cuatro

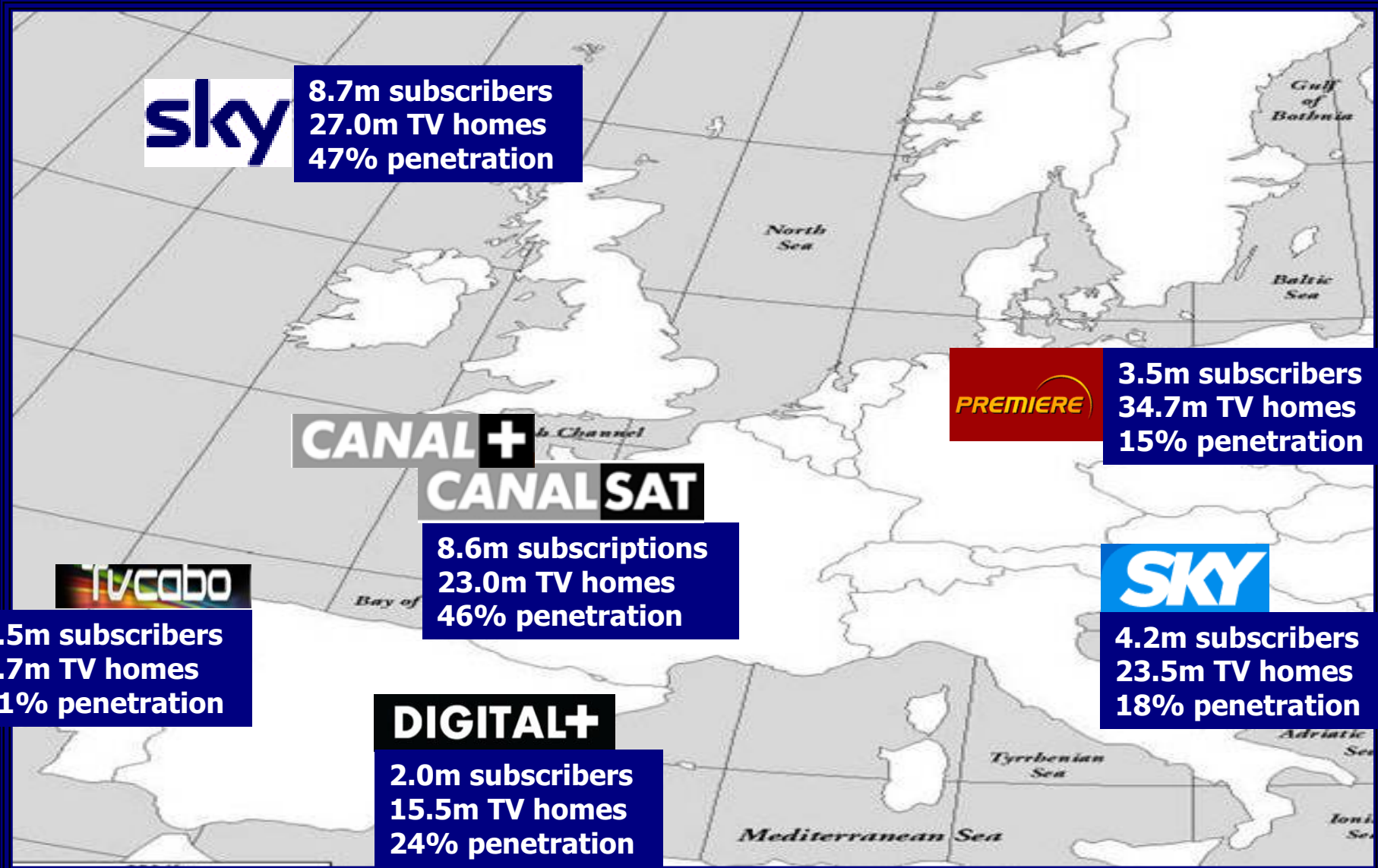
Most successful FTV launch in Europe in years

7.6% average audience share in Spain's € 3bn market (24-h 9m07)

Premium audience profile benefiting commercial exploitation

Approaching break-even in second year of operations

DIGITAL+ Among European leading Pay-TV operators



Source: Company data & Sogecable estimates

1989

Only two national state-owned FTV stations. No pay-TV services

1990

Sogecable launched **CANAL+**

1997

Sogecable launched multi-channel. TEF entered in pay-TV

1999

Cable licenses awarded

2000 - 2002

Pay-TV DTT launch & collapse

2003

Satellite pay-TV consolidation **DIGITAL+**

2004

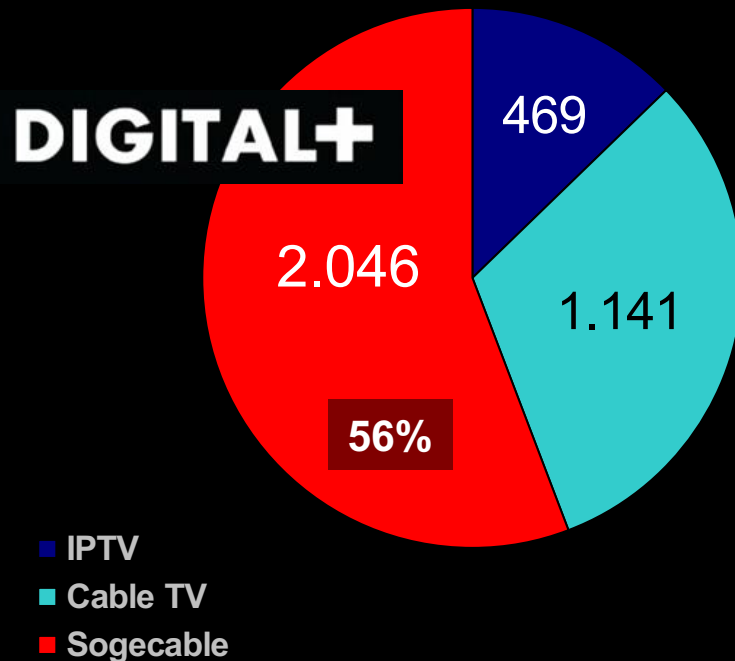
Cable consolidation. IPTV launched by TEF

2005

Sogecable's full subscriber migration to digital satellite

DIGITAL+ Spain pay-TV market

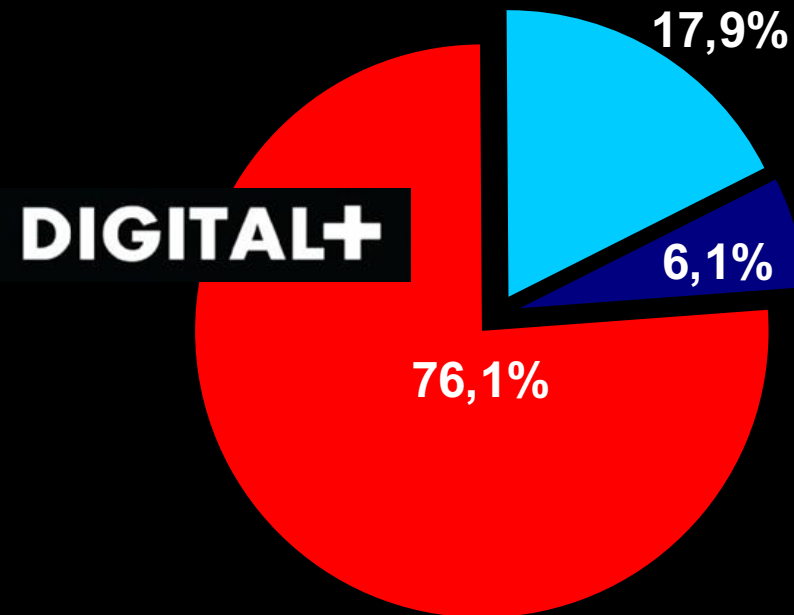
Pay-TV market



(Thousands of Subscribers)

Source: CMT statistics as of June 30th 2007
Digital+ data as of September 30th 2007

Market share in revenues



Source: CMT statistics as of June 30th 2007
(Subscriber revenues as % of total market)

DIGITAL+

Wide leadership in premium contents

Premium sports



In-house production



Hollywood films



US Studio channels

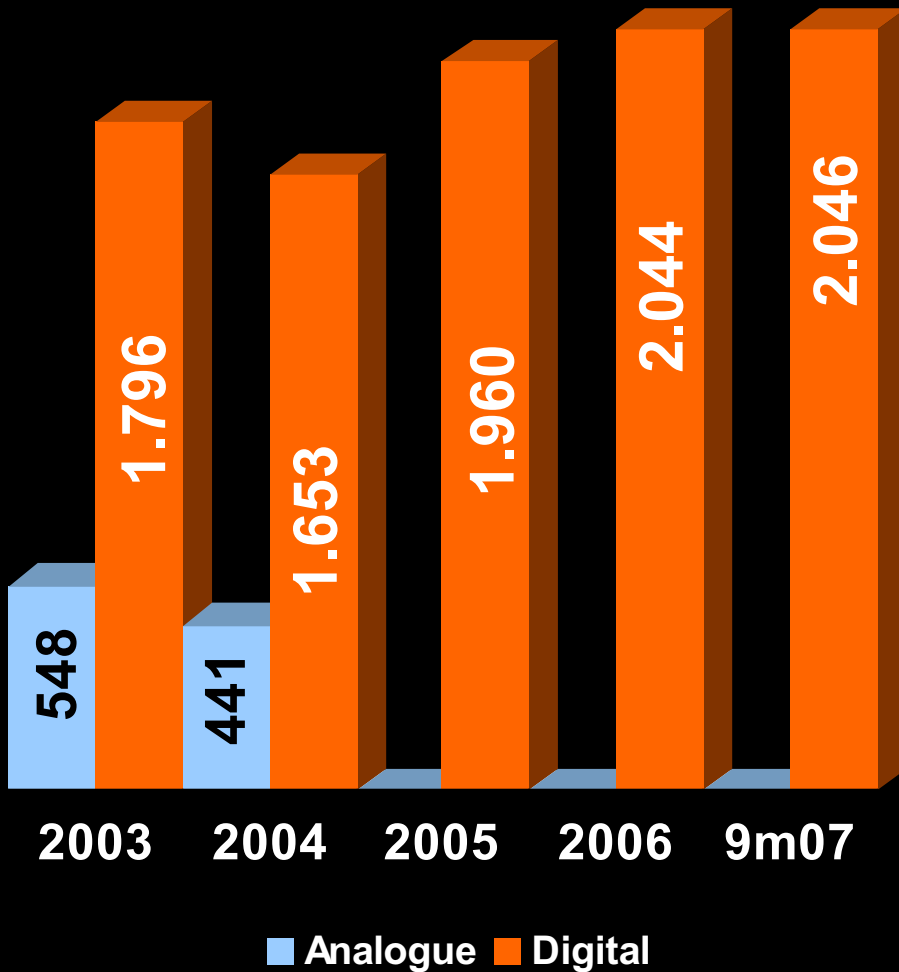


Segmented choice

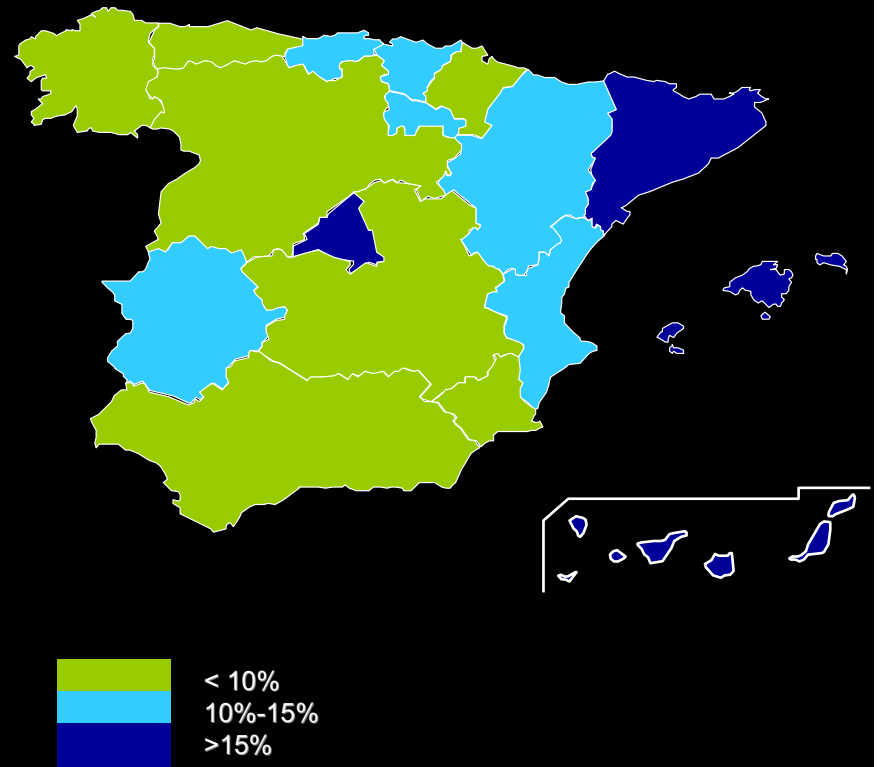


DIGITAL+ Pay-TV undisputed leadership

Subscriber evolution



Subscriber breakdown



(Subscriber base as of September 30th 2007)

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A wide commercial offer for all tastes

Current subscription choice



€ 19.95



€ 25.95



€ 29.95

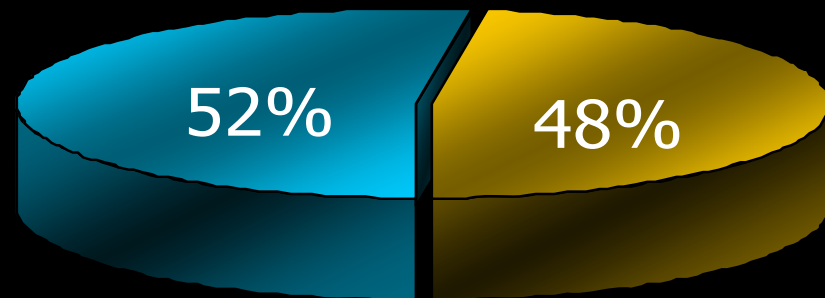


€ 46.95



€ 59.95

Subscriber base breakdown



- Choices below €45
- Choices above €45

(Retail prices including 7% VAT)

(As of September 30th 2007)

Sogecable

New joint triple-play offer

Telefonica

&

Sogecable

Nationwide joint triple-play service to be launched next month: **TRIO+**

Trio+ to combine *Telefonica* Duo (ADSL+voice) & satellite pay-TV **DIGITAL+**

Satellite to enhance triple play coverage

Separate billing, installation & customer management services

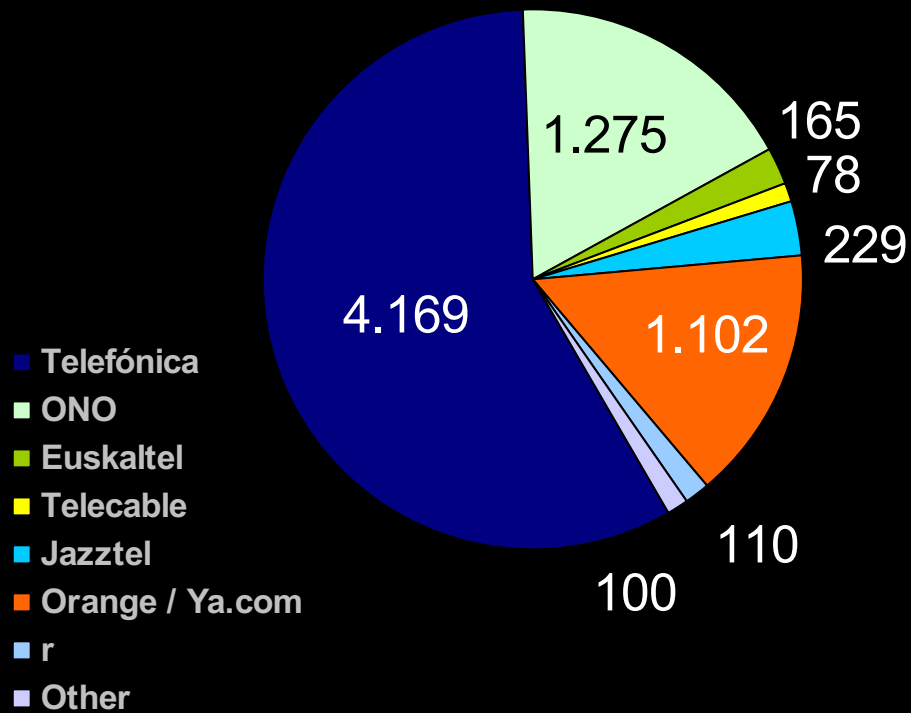
Marketing initiatives on both current subscriber bases agreed

Trio+ to be offered through both commercial networks

Combined content acquisition deal with *Telefonica* to bring synergies for both parties

DIGITAL+ Spain broadband market

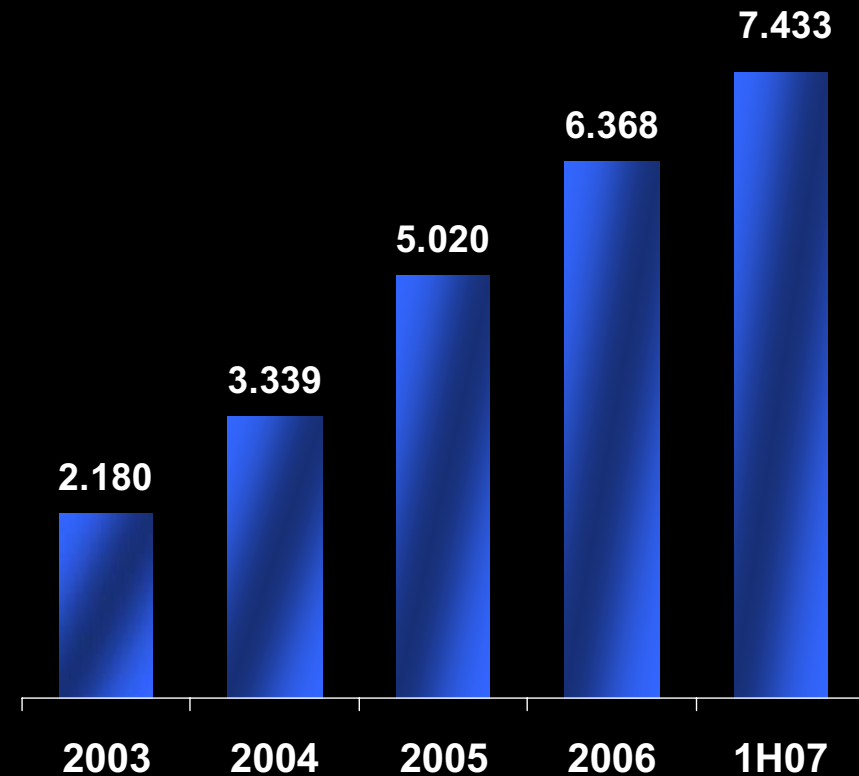
Broadband market operators

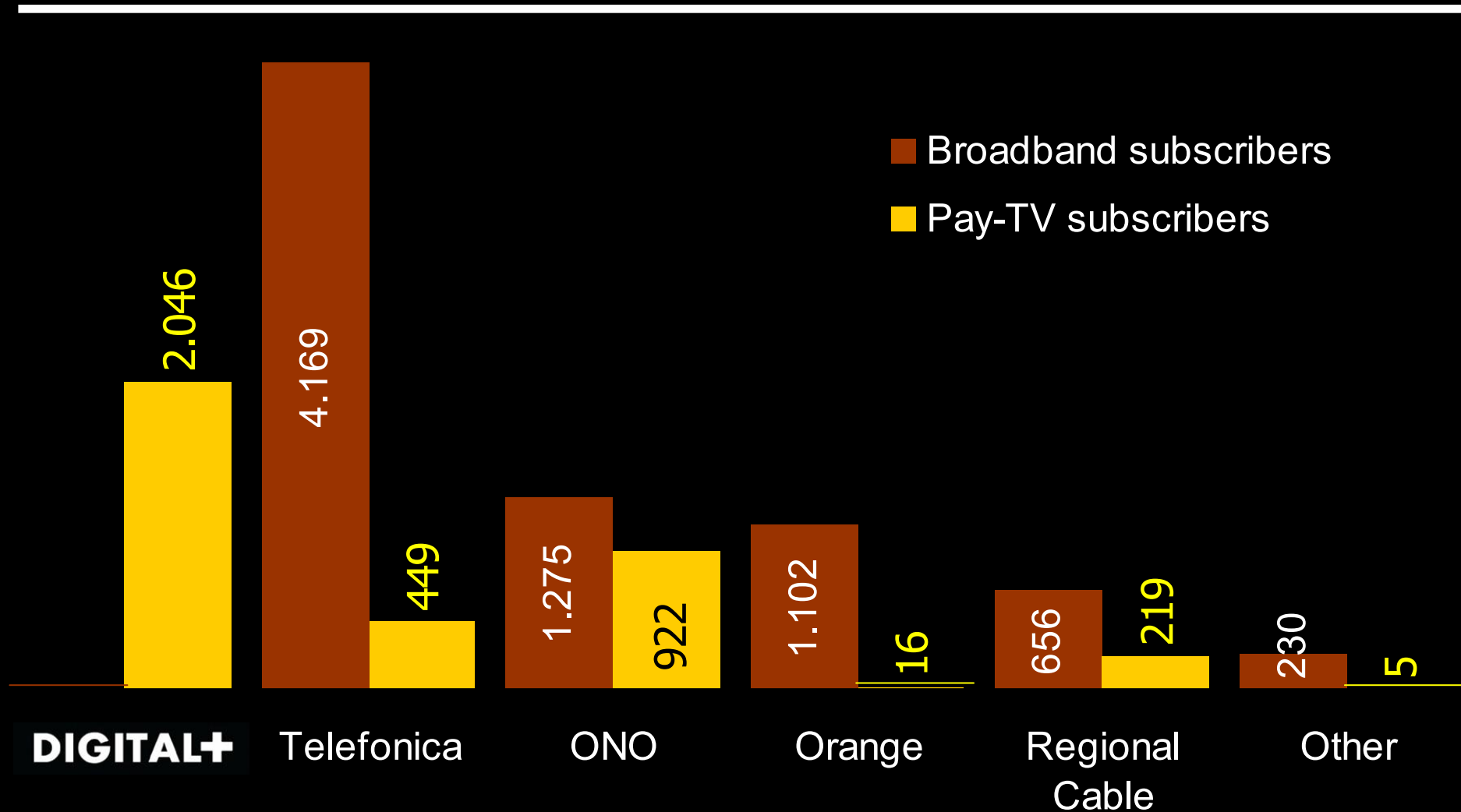


(Thousands of customers)

Source: CMT statistics as of June 30th 2007

Broadband evolution



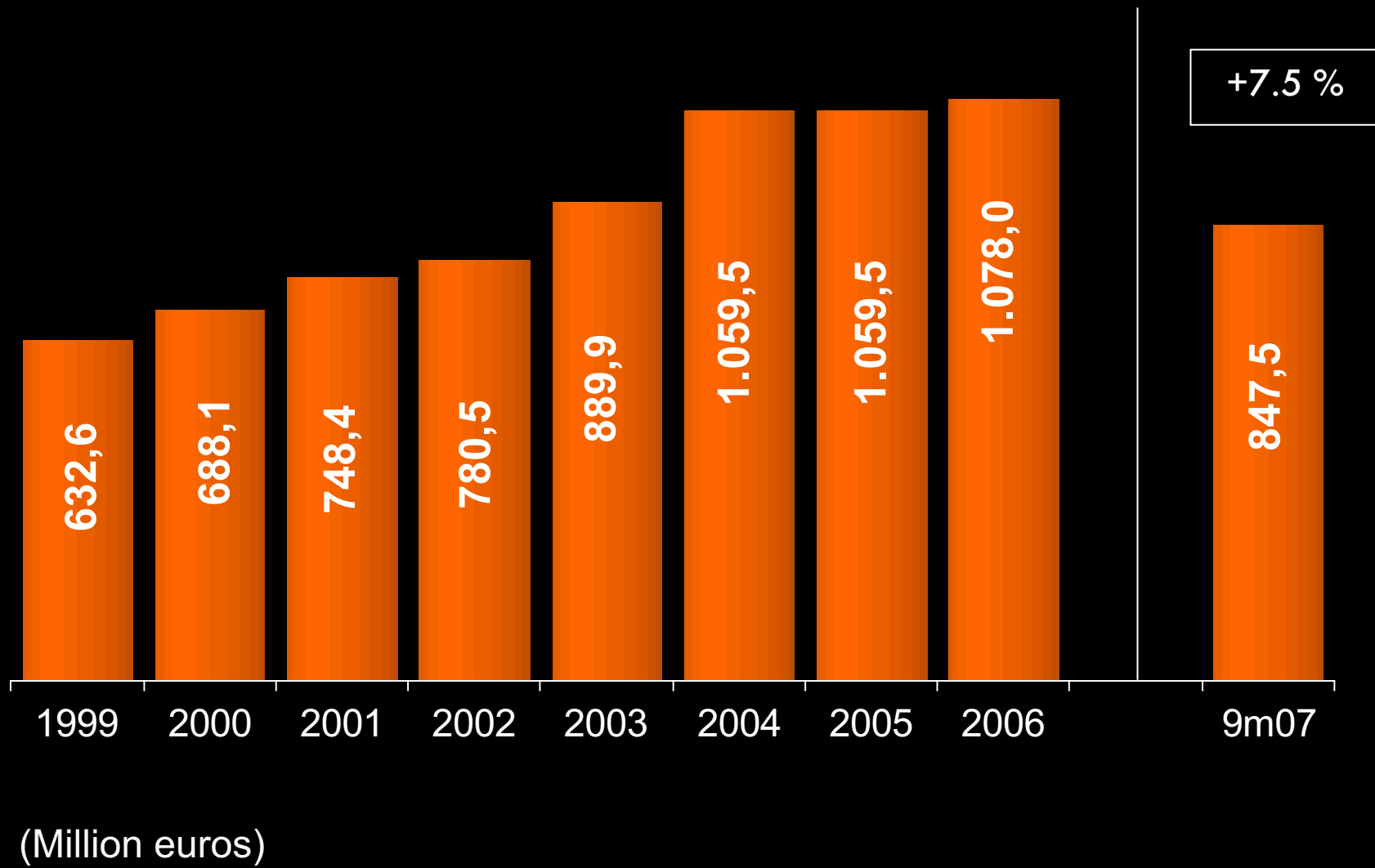


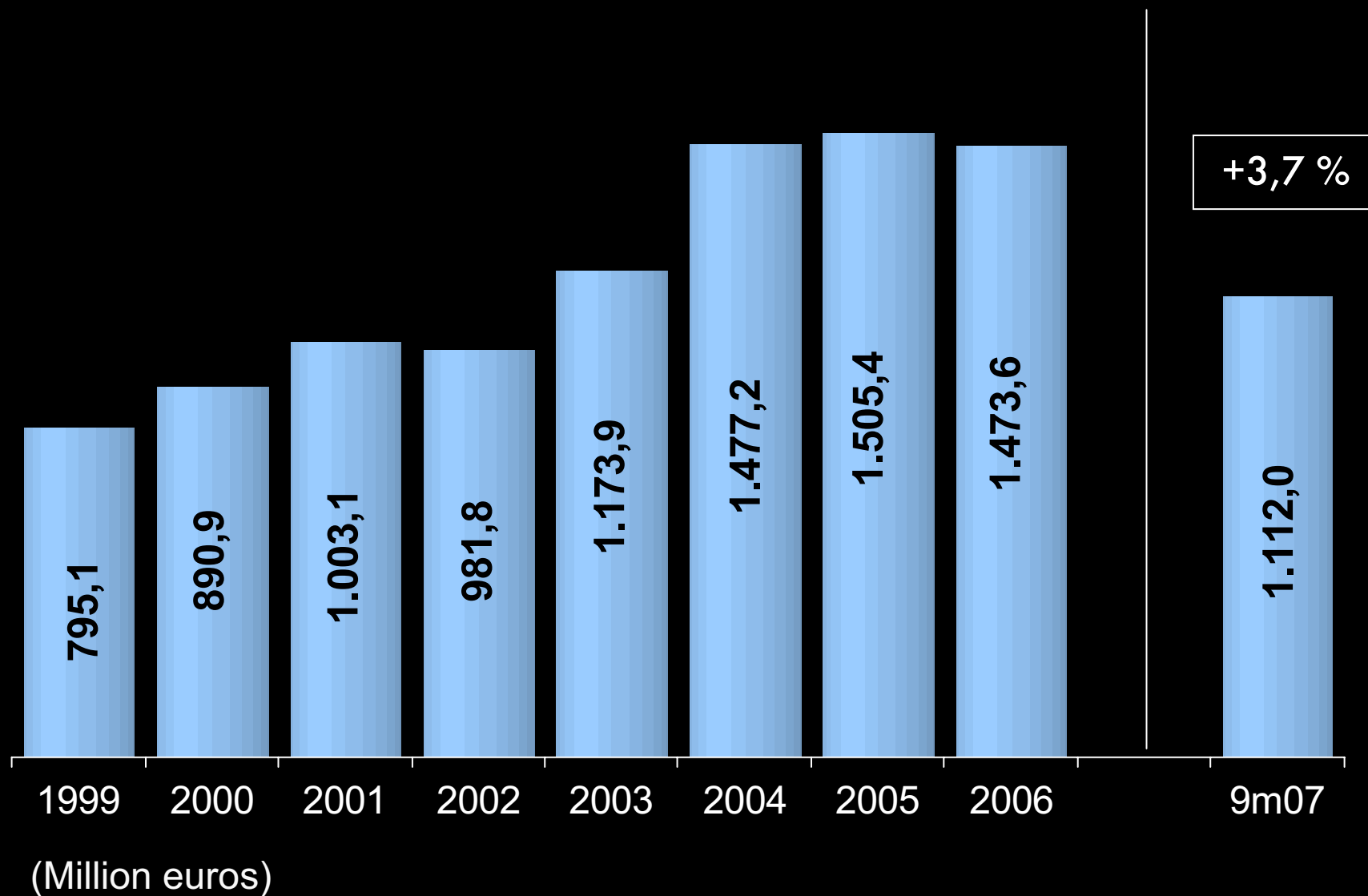
(Thousands of customers)

Source: CMT statistics as of June 30th 2007

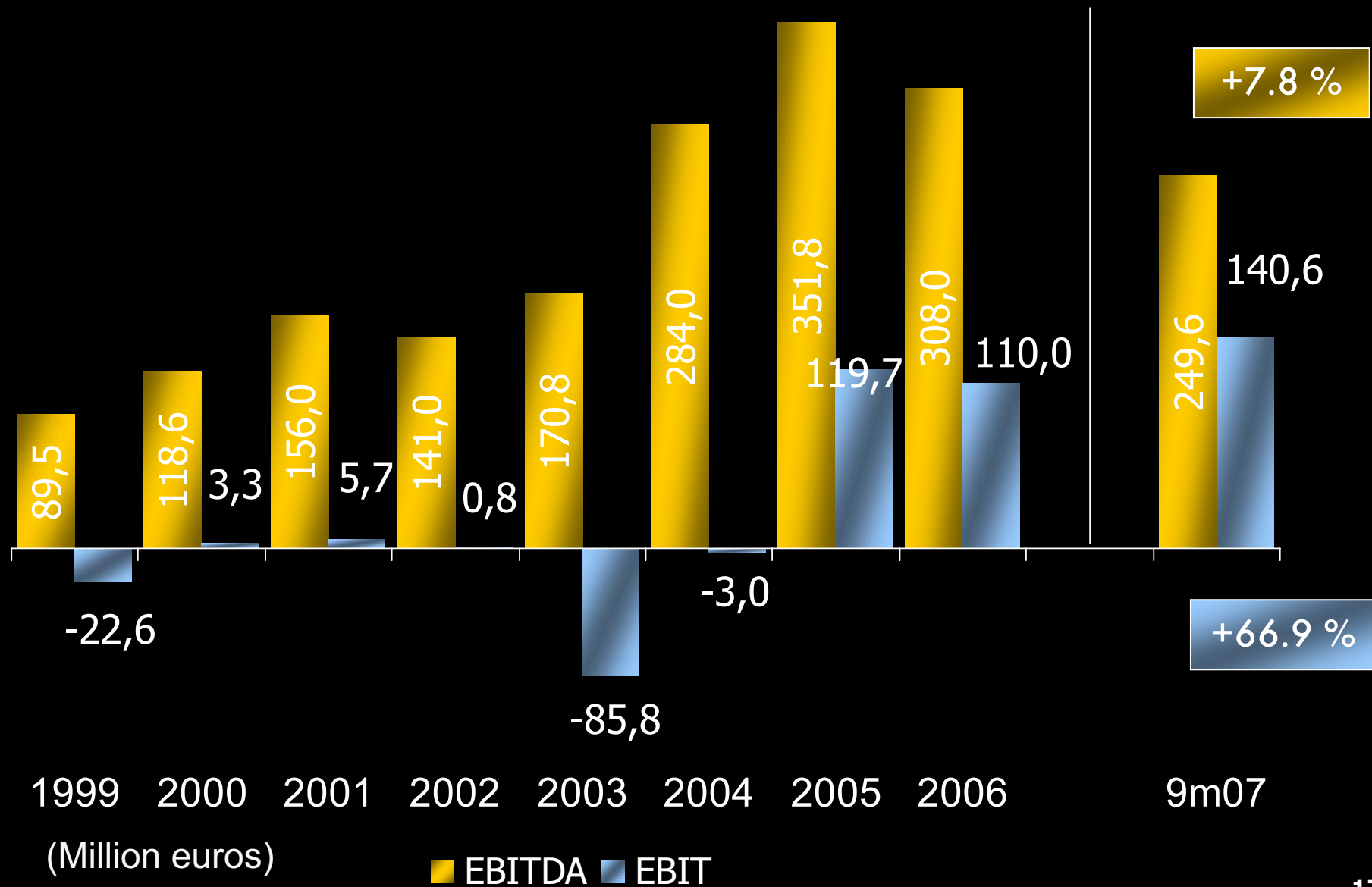
Digital+ data as of September 30th 2007

DIGITAL+ Subscriber revenue evolution





DIGITAL+ EBITDA & EBIT evolution



1956

First television broadcast in Spain. TVE launched first channel

1966

TVE launched second channel

1982-1989

FTV regional public channels started gradually

1989

Two nationwide licences for private FTV channels awarded

2002

Start of DTT simulcast for analogue FTV stations

2005

Sogecable launched **cuatro**. DTT channels launched

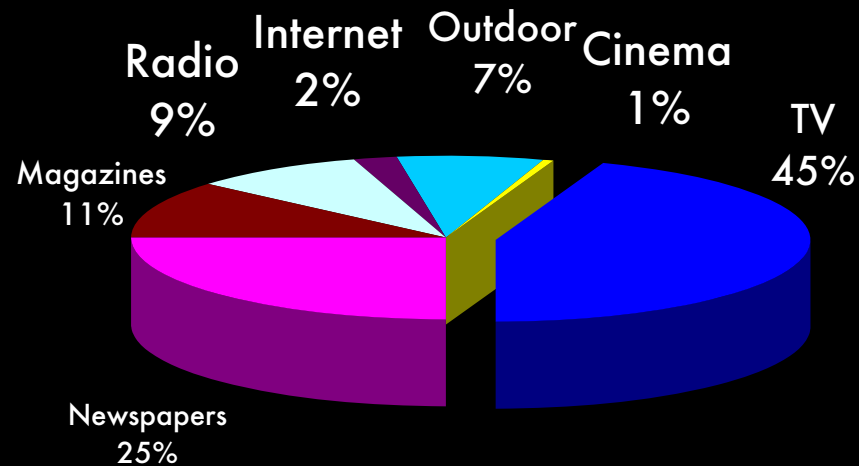
2006

New FTV channel awarded with restricted analogue coverage

2010

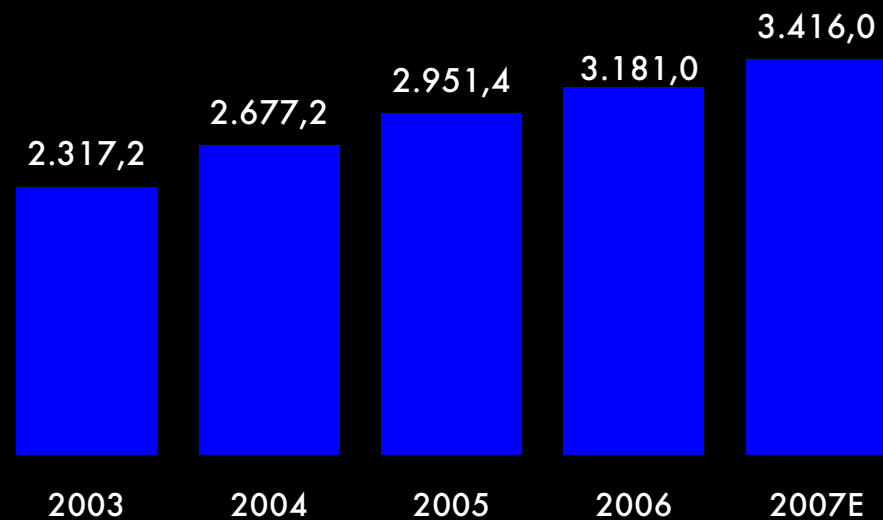
End of analogue FTV transmission

Spain's advertising market 2006



Source: Infoadex

TV advertising market evolution



(Million euros)

Source: Infoadex

Forecast: Cheuvreux



Audience fragmentation process

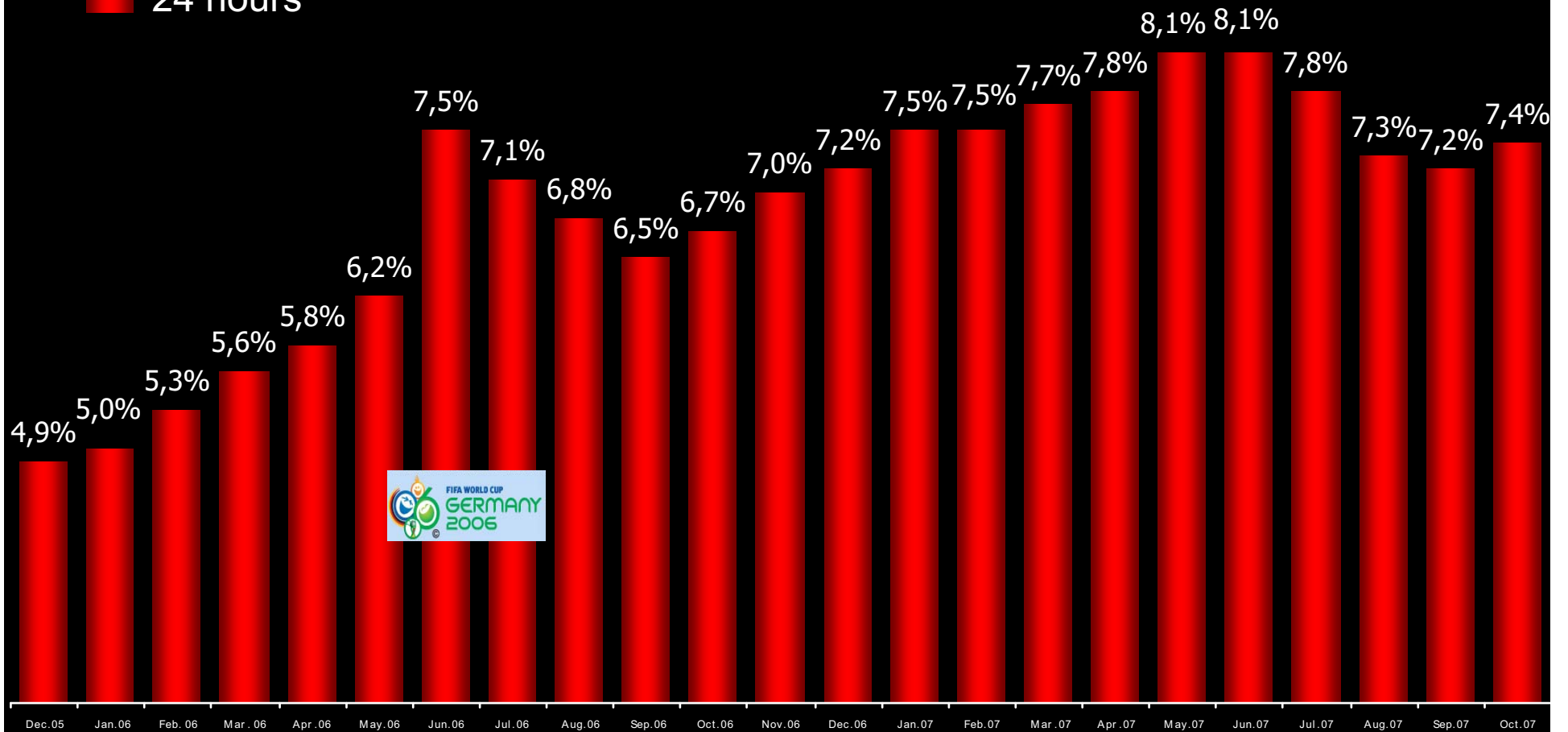
	October 2005		October 2006		October 2007
	25.6%	TVE	23.1%		21.5%
87.0%	22.7%	Telecinco	21.6%	77.8%	21.5%
	21.9%	Antena 3	18.3%		16.2%
	16.9%	Regional	14.8%		15.1%
	-	cuatro	6.7%		7.4%
	3.4%	DIGITAL+	4.1%		4.2%
13.0%	1.8%	CANAL+	-	22.2%	-
	-	laSexta	2.5%		4.5%
	7.7%	Others	8.9%		9.6%
					25.7%

Source: TNS Sofres



Steady audience growth

■ 24 hours

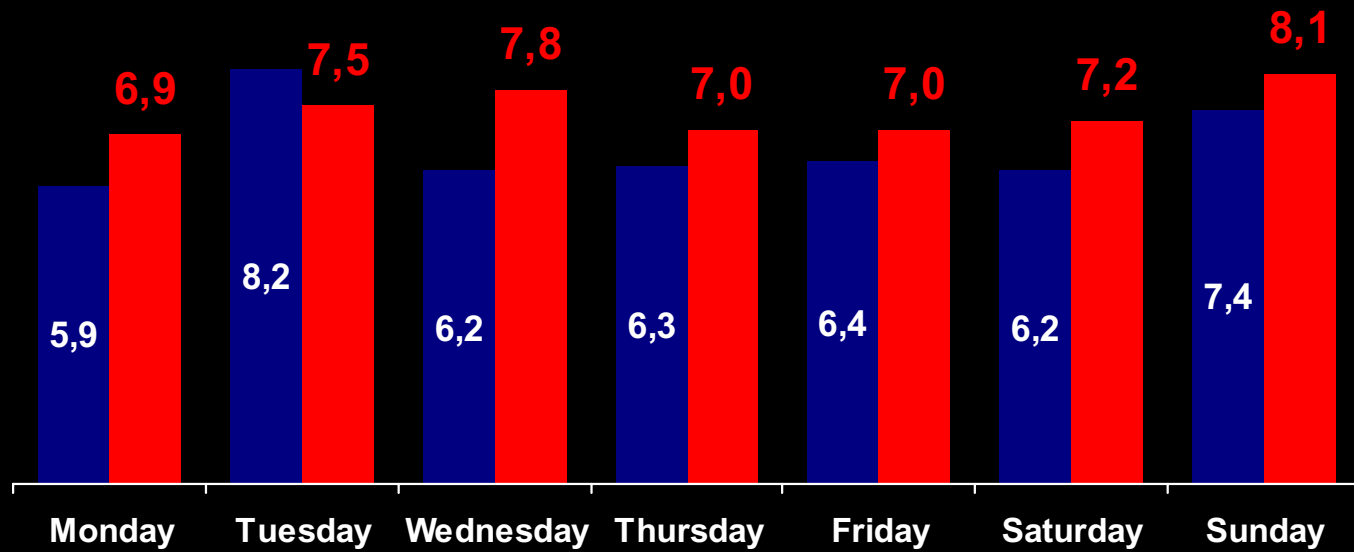


Source: TNS Sofres



Growth all across the channel

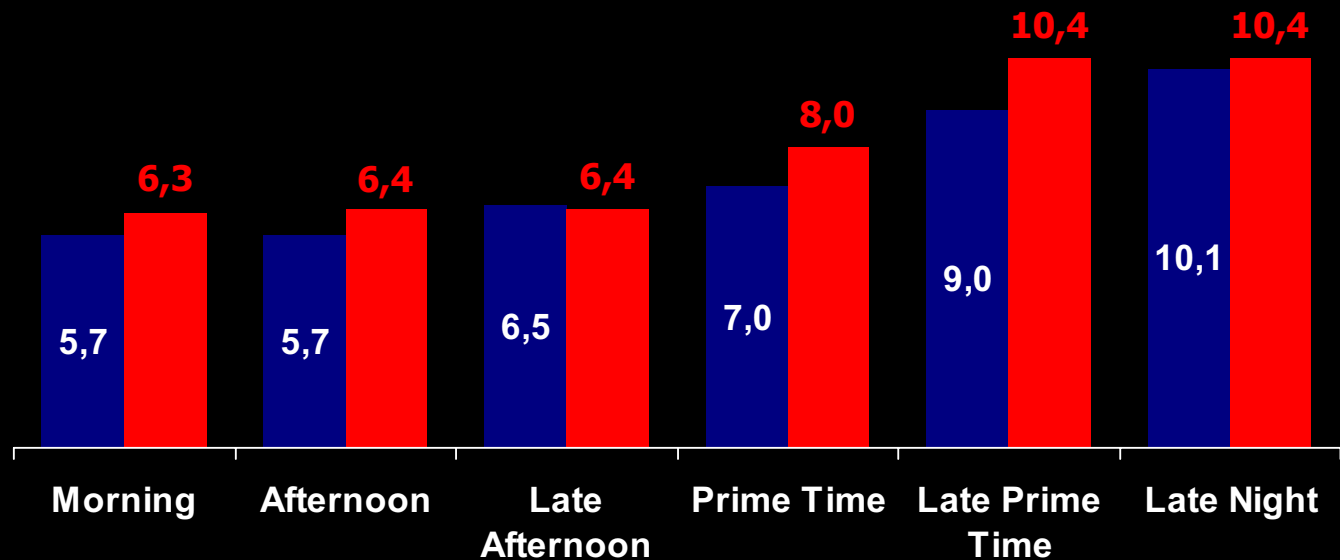
Breakdown by days



Average Oct.07 : 7.4%

Average Oct.06: 6.7%

Breakdown by time-frame



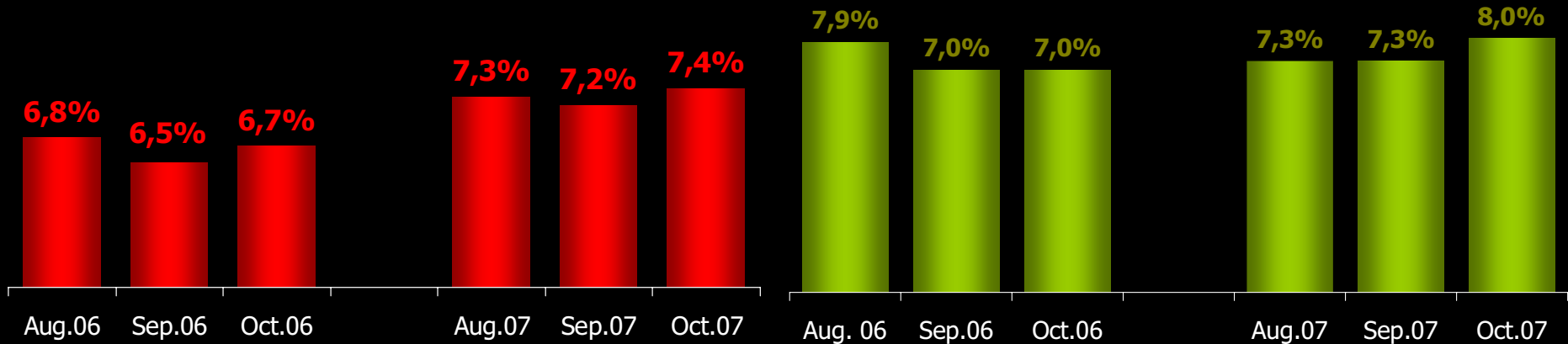
Source: TNS Sofres



Improvements in all commercial rates

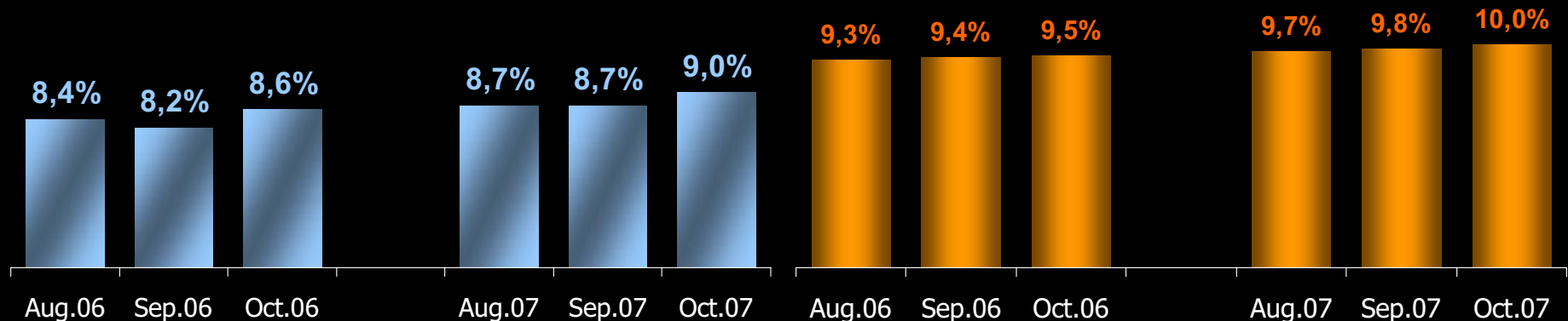
24 hours

Prime Time (20.30-24.00)



Commercial target

Core commercial target



Source: TNS Sofres

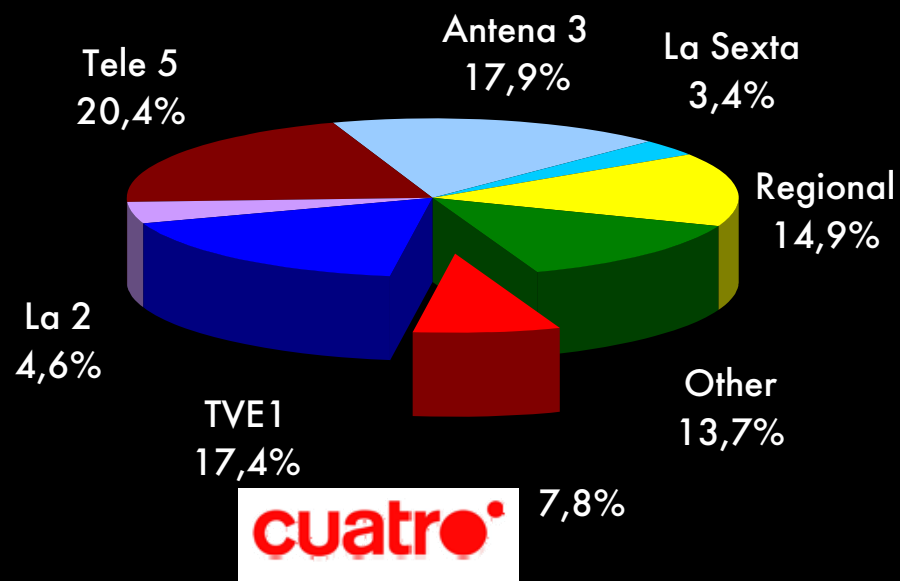
Commercial target: Individuals 16-54, all classes ex-lowest, living in towns over 10k

Core commercial target: Individuals 16-44, all classes ex-lowest, living in towns over 50k 23

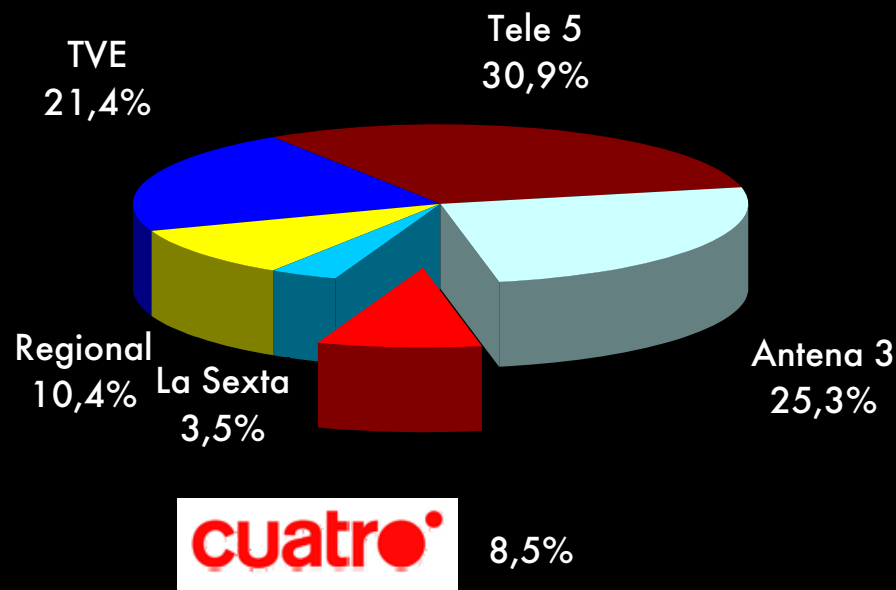


Audience shares and revenue translation 1H07

Average audience share 1H07

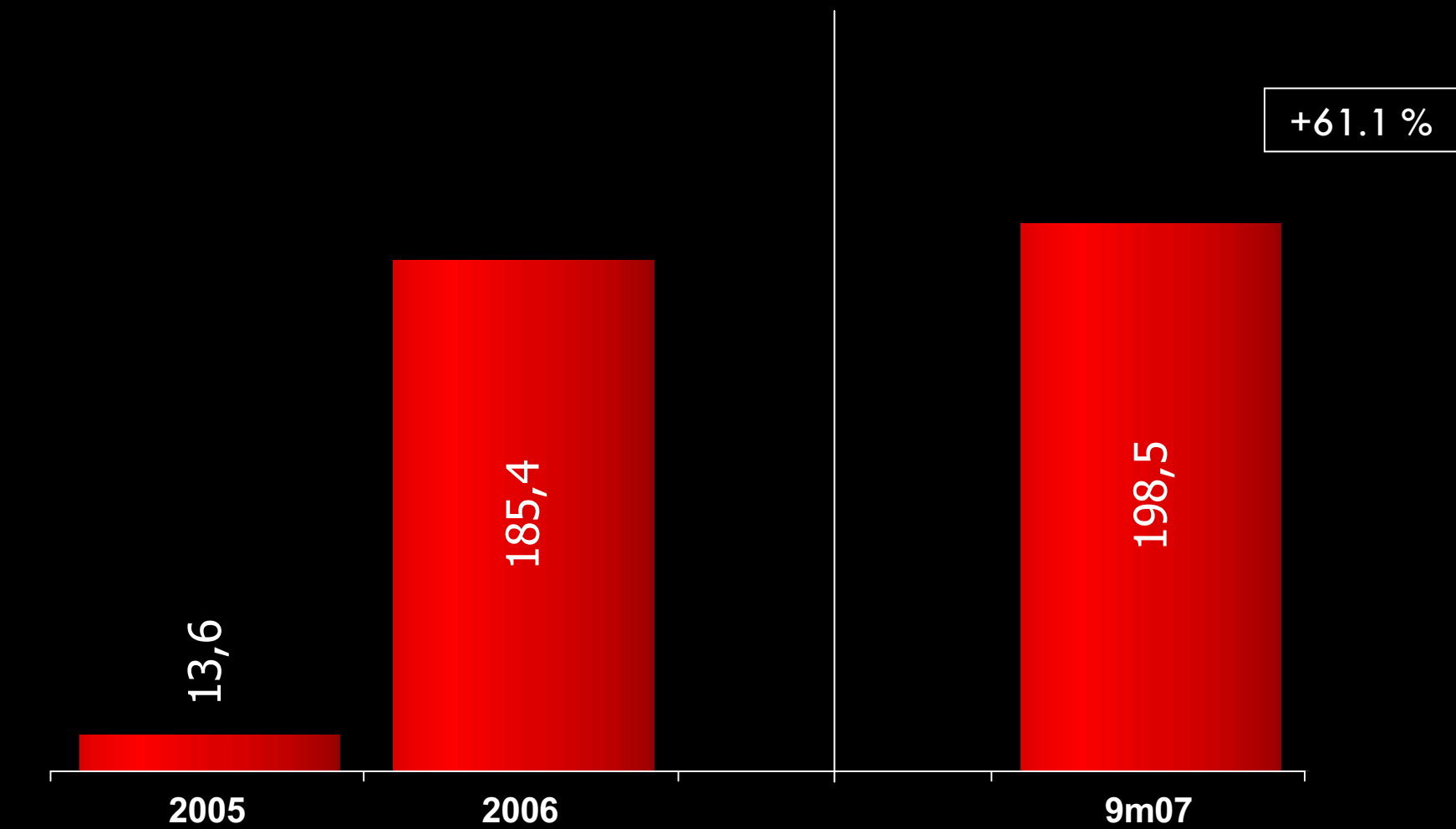


Advertising share 1H07

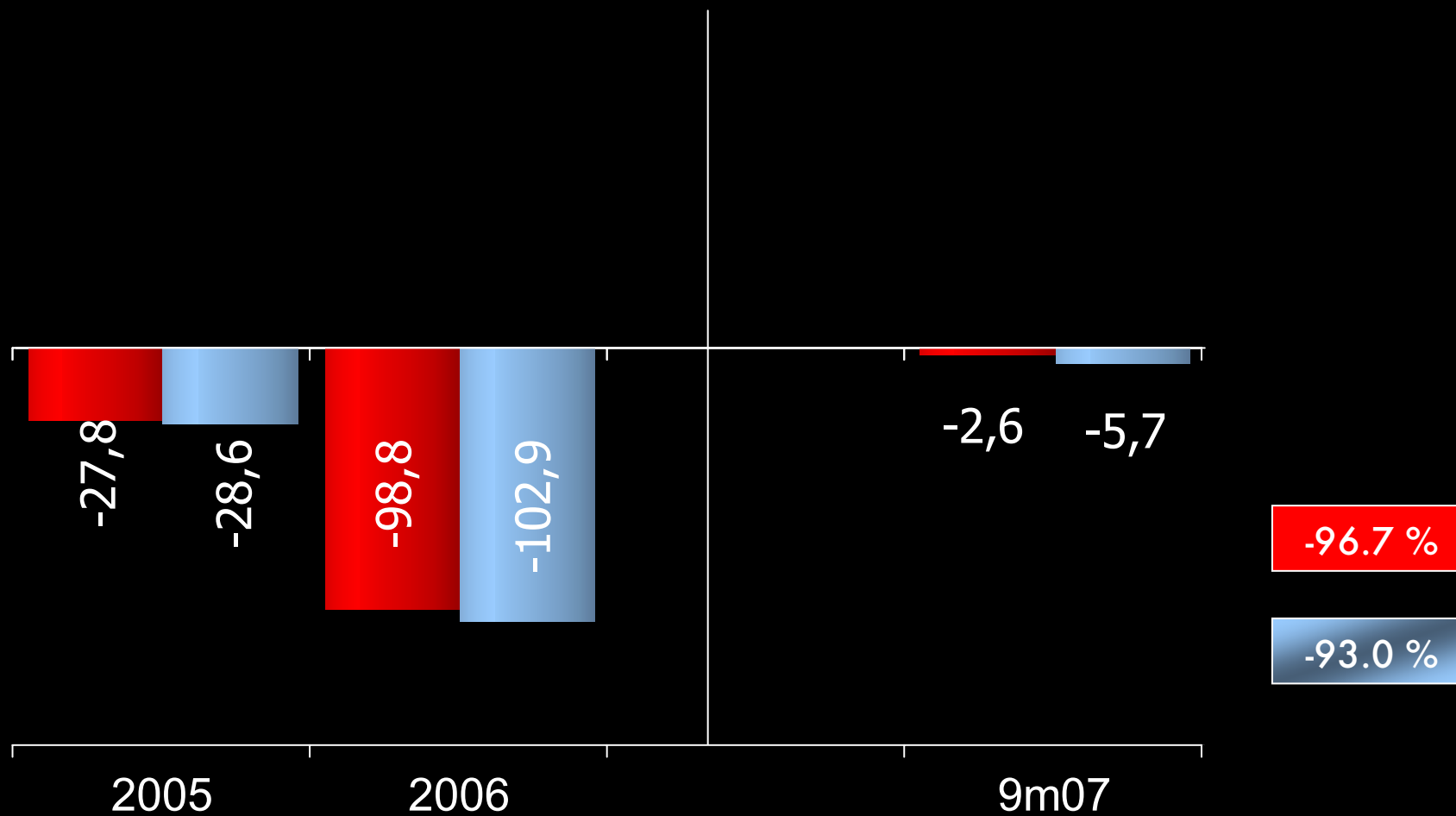


Source: TNS Sofres

Source: Infoadex report as of 1H07



(Million euros)

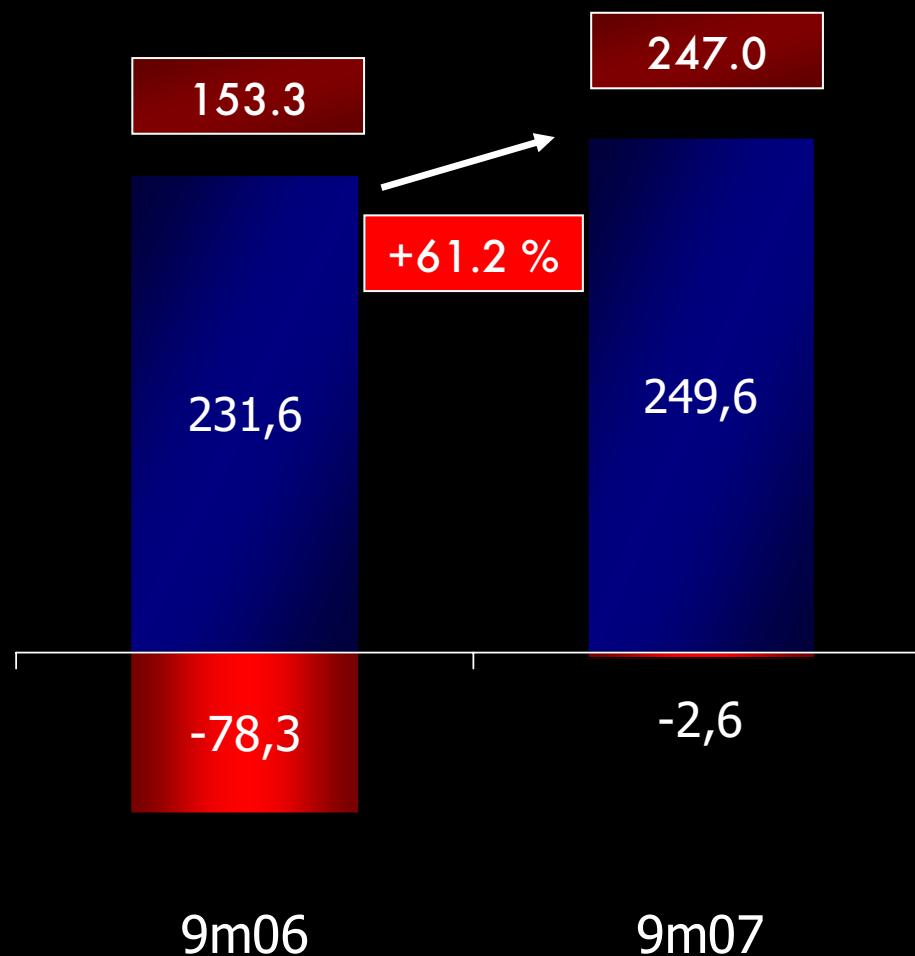
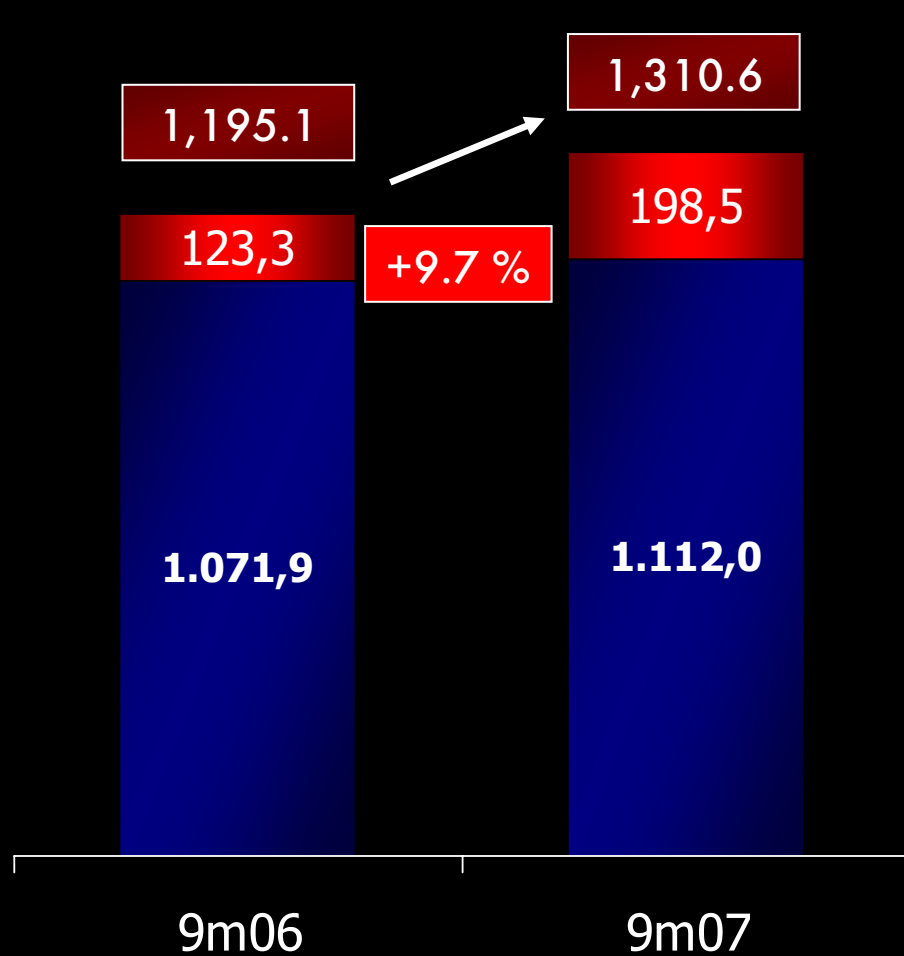


(Million euros)

■ EBITDA ■ EBIT

Consolidated turnover evolution

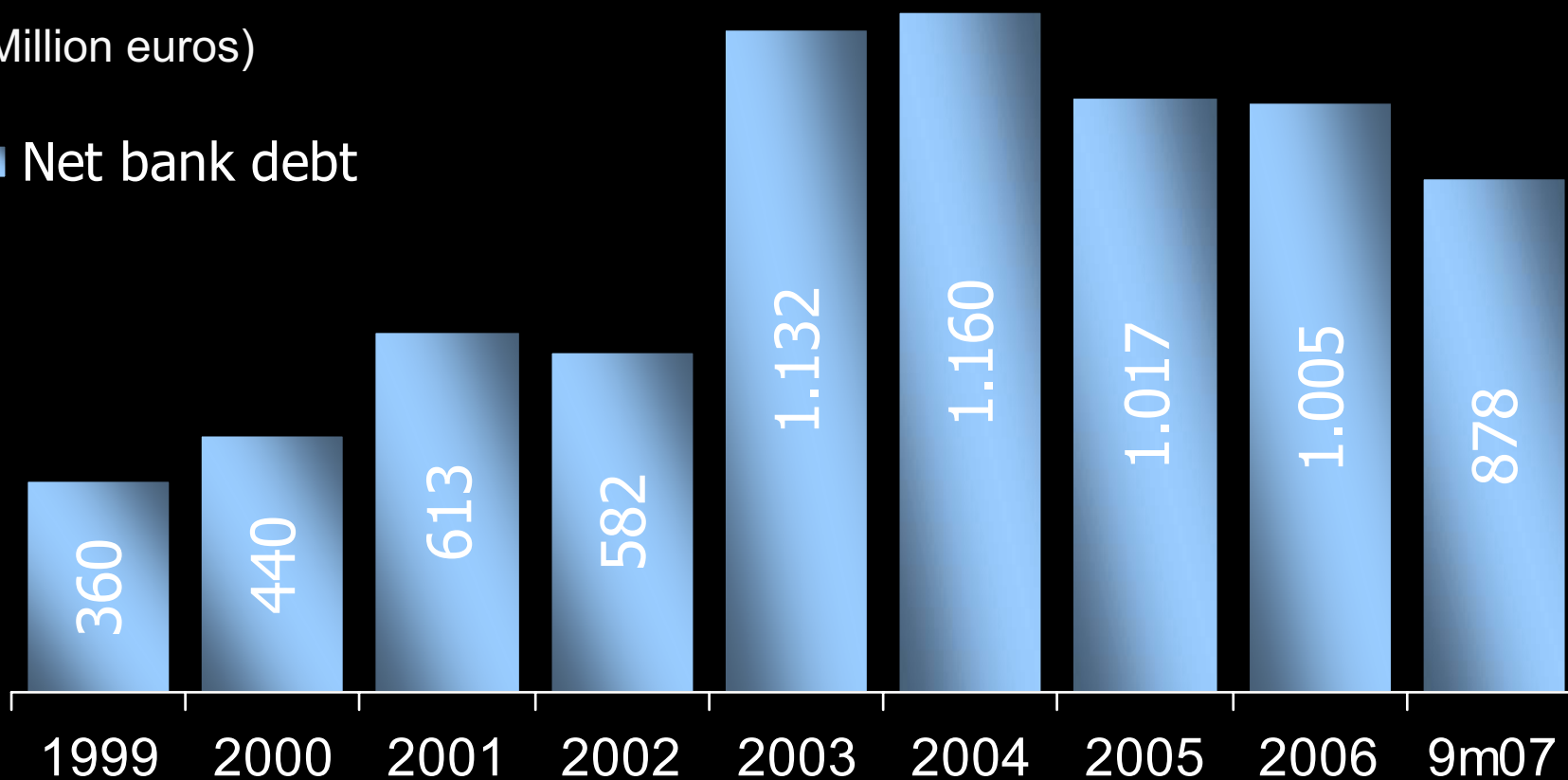
Consolidated EBITDA evolution



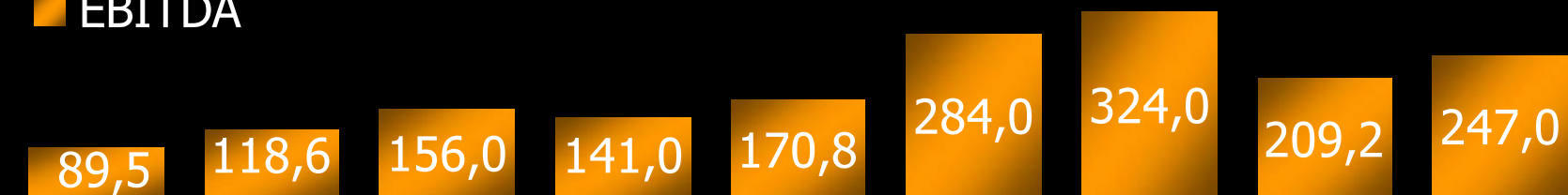
(Million euros)

(Million euros)

■ Net bank debt



■ EBITDA



DIGITAL+

56% market share in subscribers

Unique round offer in Spain's pay-TV market

76% market share in revenues

Unique premium Spanish pay-TV

Promising new segments to grow

New player in triple-play services with TEF

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7.6% average audience share

Approaching profitability

8.5% advertising share

Important growth opportunity

Sogecable

Strong financial position and cash generation

Focus on delivering growth

Sogecable

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