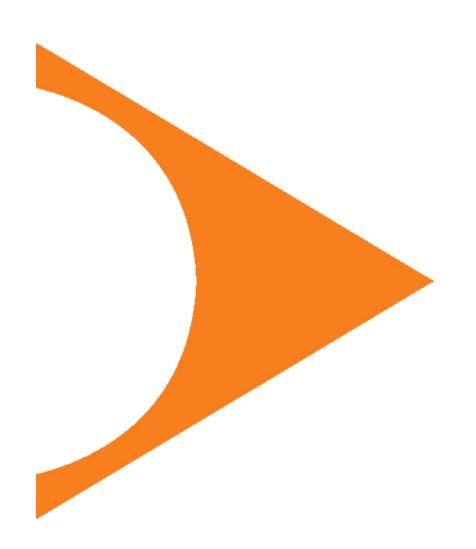
# Antena 3 Group





# 2006 First Half Results

Madrid, 17th of July 2006



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# Antena 3 Group

Financials (IFRS)

€ mill	1H06	1H05	<u>YoY</u>
Net Revenues	540.5	511.8	5.6%
EBITDA  EBITDA margin	<b>212.0</b> 39.2%	198.7 38.8%	6.7%
Net profit Net Profit margin	133.4 24.7%	123.9 24.2%	7.7%

# Antena 3 Group



#### Cost Structure (IFRS) including Unipublic

€ mill	1H06	1H05	<u>YoY</u>
Programming Costs & other consumptions	155.5	144.7	7.5%
Personnel Costs	78.6	72.6	8.4%
Author Rights	19.0	17.1	11.1%
Other Costs	75.4	78.7	-4.3%
Total OPEX	328.5	313.1	4.9%

# Antena 3 Group Cash Flow Statement (€ mill)



Profit Before Taxes	199,8
Reconciliation of profit to cash flow from operations	30,6
Depreciation and amortisation charges	10,4
Provisions	17,3
Accrued Financial Costs	3,1
Minority Interests	(0,2)
(Increase)/Decrease in Working Capital	(85,3)
Extraordinary Payments	(190,1)
Income tax received/(paid)	(12,4)
CASH FLOW FROM OPERATIONS	(57,4)
Investments	(15,1)
Disposals	1,2
CASH FLOW FROM INVESTMENT ACTIVITIES	(13,9)
Cash financial (costs)/incomes	(18,0)
Dividends payed	(94,0)
Purchase of Treasury Shares	(4,4)
CASH FLOW FROM FINANCING ACTIVITIES	(116,4)
Increase/(Decrease) of cash during the period	(187,8)
Initial Cash Position (31/12/05)	137,5
NET CASH/(DEBT) AT PERIOD END	<b>(50,2)</b> 5

### Antena 3 Group



#### Advertising market overview



- → The conventional advertising market grows by 5.5% during 1H06
- → Antena 3 Group increases its gross ad revenues ahead of the market by by 6.2%.

Ad market performance 1H06 vs 1H05		
TV	7.4%	
Radio	4.9%	
Internet	21.0%	
Cinema	0.0%	
Free Press	12.0%	
Newspaper	2.5%	
Magazines	1.2%	
Outdoor	2.3%	
Sunday supplem.	2.1%	

Source: Antena 3 Estimates



Financials (Spanish GAAP)

€ mill	1H06	1H05	YoY
Net Revenues	475.8	454.2	4.8%
EBITDA  EBITDA margin	196.8 41.4%	188.1 41.4%	4.6%
Net profit Net Profit margin	129.8 27.3%	118.4 26.1%	9.6%

#### **Television Revenues**



Financials (Spanish GAAP)

	€ mill	1H06	1H05	<u>YoY</u>	
	Gross advertising sales	460.1	433.0	6.3%	
	Discounts	-20.4	-17.6	16.4%	
	Net advertising sales	439.7	415.5	5.8%	
	Other net revenues	36.1	38.7	-6.7%	
	<b>Total Net Revenues</b>	475.8	454.2	4.8%	
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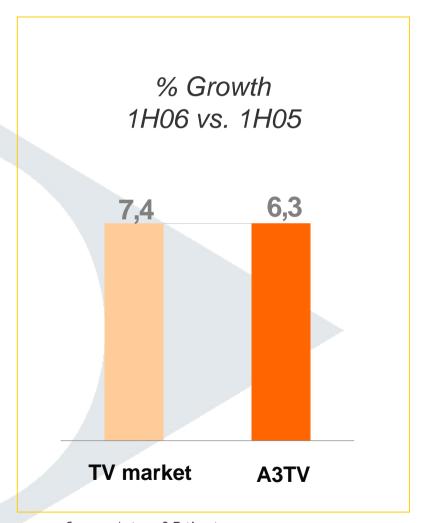
## **Television Costs**



Financials (Spanish GAAP)

€ mill	1H06	1H05	<u>YoY</u>	
Programming Costs	150.1	141.2	6.3%	
Personnel Costs	54.8	51.5	6.4%	
Author Rights	17.4	15.7	10.7%	
Other Costs	56.6	57.7	-1.9%	
Total OPEX	279.0	266.1	4.9%	

#### Advertising Market



Sector	Weight <sup>1</sup>	YoY
Automotive	17%	7.8%
Food	16%	4.0%
Beauty&Hygiene	12%	7.8%
Culture&Education	10%	27.5%
Telecoms&Internet	8%	-12.4%
Finance	<b>7</b> %	19.5%
Beverages	6%	14.0%

1 Weight according to Total TV. Adults

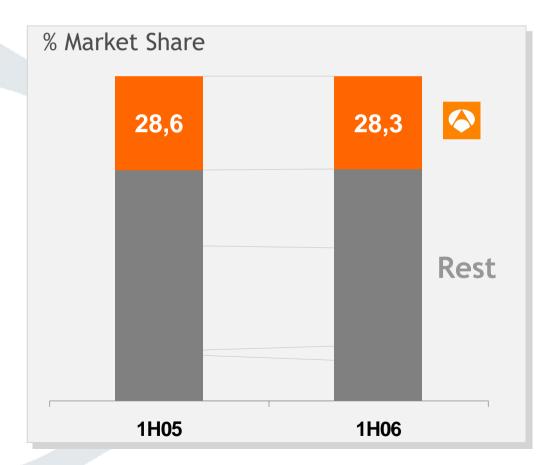
Source: A3 Estimates

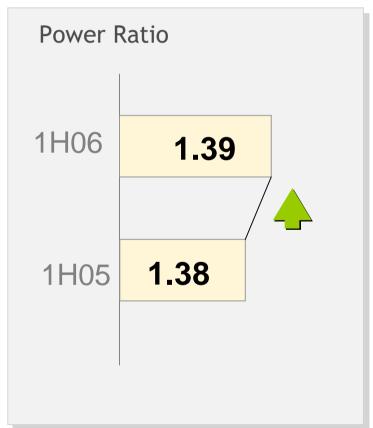
Source: Antena 3 Estimates



#### Advertising market

→ A3TV defends its ad market share and increases further its power ratio





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#### Audience Performance



#### All Individuals

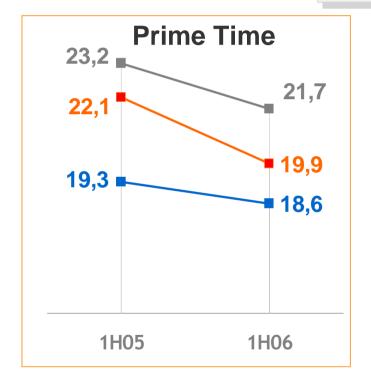
→ Antena 3 TV's overall audience share stays almost flat y-o-y











Source: Sofres

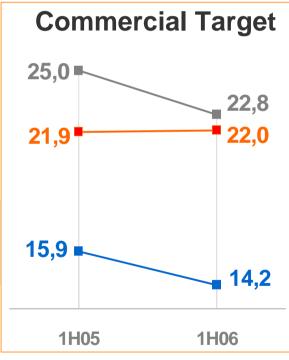
**-2.2** 

# Audience Performance 24 Hours

→ A3TV performs particularly well in the Family Target, consistent with its content strategy









**0.3** 

**0.1** 

**1.8** 

#### Audience Performance



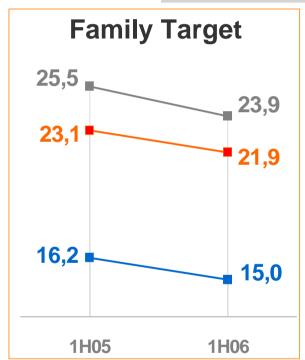
Prime Time

→ The three big national networks experience certain erosion of their Prime time audience shares

















#### Content Mix and its audience share performance

Movies

18.8%





Fiction

22.3%









**Entertainment** 

22.3%













**Telenovelas** 

20.4%











News

23.2%





## Radio



#### Financials (Spanish GAAP)

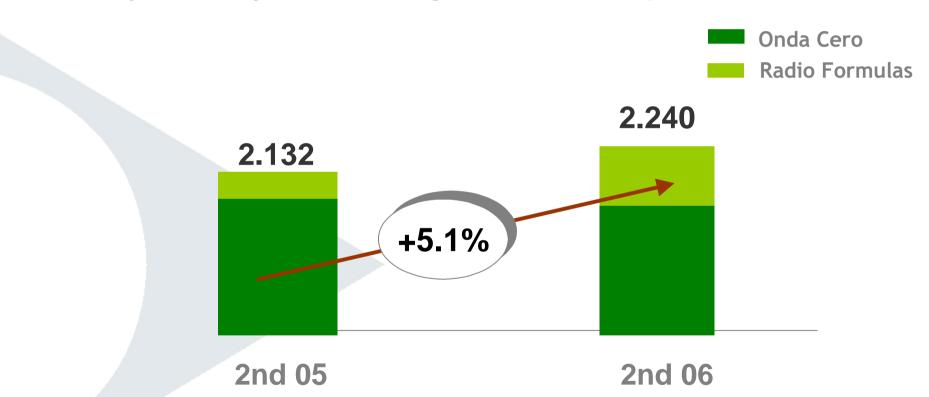
€ mill	1H06	1H05	YoY
Net Revenues	53.1	51.0	4.1%
EBITDA  EBITDA margin	<b>15.7</b> 29.6%	13.5 26.4%	17.0%
Net profit Net Profit margin	<b>12.6</b> 23.7%	<b>7.0</b> <i>13.7</i> %	79.6%

#### Radio



Audience share performance

→ With Onda Cero's listener base consolidated, audience growth is mainly driven by an increasing number of Europa FM listeners



# Contribution Other Subsidiaries



Financials (IFRS)

€ mill	1H06**	1H05*	<u>YoY</u>	
Net Revenues	16.2	14.1	14.7%	
EBITDA  EBITDA margin	<b>-0.9</b> n/a	<b>- 1.8</b> n/a	48.9%	
<b>Net profit</b> <i>Net Profit margin</i>	<b>-2.6</b> n/a	<b>- 1.9</b> n/a	40.2%	

Source: Antena 3

Contribution to consolidated group

<sup>\* 1</sup>H05 Mainly includes Movierecord, Ensueño Films and Antena 3 Editorial (Unipublic one month)

<sup>\*\* 1</sup>H06 Mainly includes Movierecord, Ensueño Films, Antena 3 Editorial and Unipublic

# Movierecord and Unipublic



- → Movierecord hits 'break-even'!
- → Unipublic reports a rather irrelevant first half due to the seasonality of its businesses

€ mill	Movierecord	Unipublic
Net Revenues	9.8	3.2
EBITDA  EBITDA margin	<b>0.5 5.6</b> %	-1.8 n/a
<b>Net Profit</b> <i>Net Profit margin</i>	<b>0.1</b> 1.4%	-1.4 n/a

Source: Antena 3. Contribution of Movierecord and Unipublic to the Consolidated P&L Account

# Financial results 2Q06



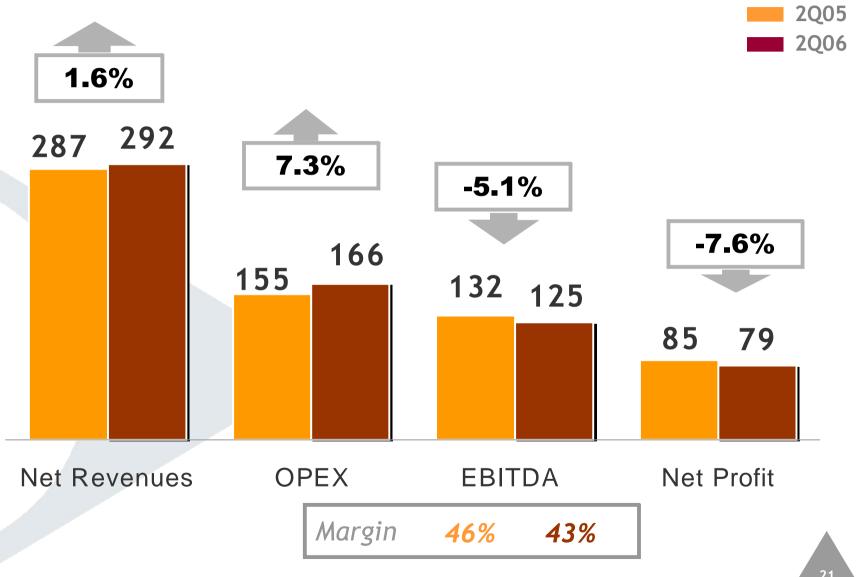




# Consolidated Group (IFRS)

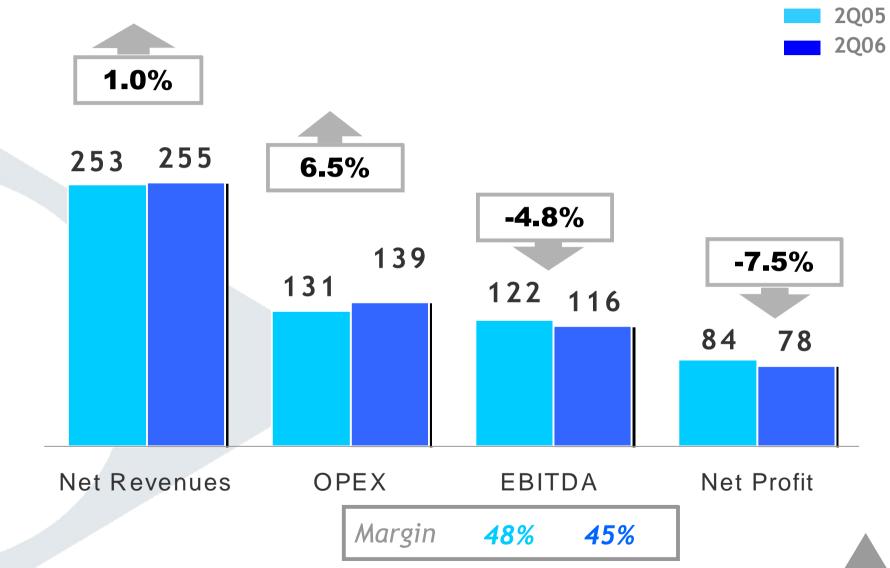


Financial Results 2Q06 € mill.





Financial Results 2Q06 in € mill.



#### Radio



Financial Results 2Q06 in € mill.

