

Boulogne-Billancourt – February 19, 2014

**2013 ANNUAL RESULTS**  
**Consolidated revenue of €2,470 million (down 5.7%)**  
**Operating profit of €223.1 million (up 6.0%)**  
**Group audience share of 28.9% for 2013, up 1.8%**

The TF1 Board of Directors, chaired by Nonce Paolini, met on February 18, 2014 to adopt the financial statements for the year ended December 31, 2013. In accordance with IFRS 5, those financial statements present separately the contributions from Eurosport International, which is currently being sold.

To ensure comparability with previous releases and given that the sale of Eurosport International did not take place during the year ended December 31, 2013, this press release presents the full-year results on the basis of financial data before the adjustments required by IFRS 5.<sup>1</sup>

CONSOLIDATED FIGURES (€m)	Q4 2013	Q4 2012	Change €m	Change %	Full year 2013	Full year 2012	Change €m	Change %
<b>Revenue</b>	<b>724.3</b>	<b>767.7</b>	<b>(43.4)</b>	<b>-5.7%</b>	<b>2,470.3</b>	<b>2,620.6</b>	<b>(150.3)</b>	<b>-5.7%</b>
TF1 group advertising revenue	519.0	527.4	(8.4)	-1.6%	1,679.0	1,775.5	(96.5)	-5.4%
Revenue from other activities	205.3	240.3	(35.0)	-14.6%	791.3	845.1	(53.8)	-6.4%
<b>Current operating profit/(loss)</b>	<b>118.8</b>	<b>103.9</b>	<b>+14.9</b>	<b>+14.3%</b>	<b>223.1</b>	<b>258.1<sup>(1)</sup></b>	<b>(35.0)</b>	<b>-13.6%</b>
<b>Operating profit/(loss)</b>	<b>118.8</b>	<b>81.0<sup>(2)</sup></b>	<b>+37.8</b>	<b>+46.7%</b>	<b>223.1</b>	<b>210.4<sup>(1)(3)</sup></b>	<b>+12.7</b>	<b>+6.0%</b>
Cost of net debt	0.1	-	+0.1	ns	0.4	-	+0.4	ns
<b>Net profit/(loss)</b>	<b>80.0</b>	<b>49.8</b>	<b>+30.2</b>	<b>+60.6%</b>	<b>151.7</b>	<b>139.3</b>	<b>+12.4</b>	<b>+8.9%</b>
<b>Net profit/(loss) attributable to the Group</b>	<b>75.3</b>	<b>48.4</b>	<b>+26.9</b>	<b>+55.6%</b>	<b>137.0</b>	<b>136.0</b>	<b>+1.0</b>	<b>+0.7%</b>

(1) Includes a gain of €27.1m relating to a reimbursement of CNC tax

(2) Includes non-recurring costs of €22.9m relating to phase II of the optimisation plan

(3) Includes non-recurring costs of €47.7m relating to phase II of the optimisation plan and to the TF1 Vidéo job protection plan

TF1 group **consolidated revenue** for the year ended December 31, 2013 came to €2,470.3m (-5.7%).

This comprised:

- **Group advertising revenue** of €1,679.0m, (-5.4%), under tough economic conditions and intense competitive pressure;
- **revenue from other activities** of €791.3m (-6.4%).

2013 fourth-quarter revenue was €724.3m, down 5.7% year-on-year. The decline in Group advertising revenue was limited to 1.6%, while revenue from other activities slipped by 14.6%, largely as a result of weaker activity in the Consumer Products segment and in Content.

#### Operating profit of €223.1m

The Group posted a **current operating profit** of €223.1m, down €35.0m year-on-year. Bear in mind that in 2012, TF1 booked a gain of €27.1m on reimbursement of CNC taxes.

Ongoing efforts during 2013 to adapt the business model helped maintain the Group's profitability over the full year despite lower revenues.

Under phase II of the optimisation launched in 2012, the Group generated €41m of recurring savings in 2013: €22m on the cost of programmes at TF1, €10m on overheads, and €9m in productivity gains. These savings, on top of the €15m achieved in 2012, take to €56m the total recurring savings achieved since phase II of the optimisation plan was launched, out of the total commitment of €85m to be met by the end of 2014.

In the fourth quarter of 2013, current operating profit rose by €14.9m even though Group revenues fell by €43.4m. This means that thanks to the efforts made to adapt the business model, the Group was able to improve profitability for the third successive quarter, as current operating margin climbed to 16.4% versus 13.5% a year earlier.

<sup>1</sup> Note 6 to the consolidated financial statements provides a reconciliation between the financial data used in this press release and the financial results published by the Group.

In 2012, the Group booked €47.7m of non-recurring costs associated with phase II of the optimisation plan and the TF1 Vidéo job protection plan. Taking account of this, **operating profit** rose by €12.7m (+6.0%) in 2013 compared with 2012.

### Net profit attributable to the Group stable at €137.0m

Income tax expense for the year ended December 31, 2013 amounted to €73.4m, versus €70.5m a year earlier.

Overall, **net profit attributable to the Group** for 2013 was unchanged year-on-year at €137.0m.

### Analysis by segment

€m	Q1 2013	Q1 2012	Q2 2013	Q2 2012	Q3 2013	Q3 2012	Q4 2013	Q4 2012	FY 2013	FY 2012	Chg.
Broadcasting & Content	386.1	435.8	458.1	471.9	346.7	346.0	534.7	555.6	1,725.6	1,809.3	(83.7)
of which TV advertising	331.8	381.2	396.6	417.2	297.5	297.4	461.7	470.2	1,487.6	1,566.0	(78.4)
Consumer Products	54.2	67.2	46.4	52.7	47.7	47.4	56.8	73.0	205.1	240.3	(35.2)
Pay-TV	123.1	123.5	135.7	145.8	141.4	156.1	130.5	137.3	530.7	562.7	(32.0)
Holding Company & Other	2.2	2.1	2.2	2.2	2.2	2.2	2.3	1.8	8.9	8.3	+0.6
<b>Consolidated revenue</b>	<b>565.6</b>	<b>628.6</b>	<b>642.4</b>	<b>672.6</b>	<b>538.0</b>	<b>551.7</b>	<b>724.3</b>	<b>767.7</b>	<b>2,470.3</b>	<b>2,620.6</b>	<b>(150.3)</b>
Broadcasting & Content	(25.9)	38.3 <sup>(1)</sup>	54.5	52.0	2.7	(7.6)	70.3	77.4	101.6	160.1 <sup>(1)</sup>	(58.5)
of which cost of programmes	(258.2)	(259.0)	(233.3)	(252.3)	(199.7)	(228.3)	(255.5)	(264.8)	(946.7)	(1,004.4)	+57.7
Consumer Products	2.9	10.4	1.9	(0.5)	1.9	3.6	18.6	4.5	25.3	18.0	+7.3
Pay-TV	3.0	3.5	26.1	22.2	24.7	21.0	25.7	17.6	79.5	64.3	+15.2
Holding Company & Other	4.3	3.8	4.0	4.2	4.2	3.3	4.2	4.4	16.7	15.7	+1.0
<b>Current operating profit</b>	<b>(15.7)</b>	<b>56.0<sup>(1)</sup></b>	<b>86.5</b>	<b>77.9</b>	<b>33.5</b>	<b>20.3</b>	<b>118.8</b>	<b>103.9</b>	<b>223.1</b>	<b>258.1<sup>(1)</sup></b>	<b>(35.0)</b>

(1) Includes a gain of €27.1m relating to a reimbursement of CNC taxes

### *Broadcasting and Content* (Source : Médiamétrie)

In a broader competitive environment, the TF1 group, now France's leading broadcaster, managed to increase its audience share by 0.5 of a point (+1.8%), reaching 28.9% among individuals aged 4 and over.

The TF1 channel was the only mainstream channel to grow its audience share in 2013, to 22.8% among individuals aged 4 and over (+0.1 of a point). The channel also attracted a 25.2% audience share among "women aged under 50 purchasing decision-makers", widening the gap over its nearest rival in this target market by 0.5 of a point, to 9.0 points (versus 8.5 in 2012). TF1 ranked first across all genres and attracted 99 of the top 100 audience ratings in 2013, the third time the channel has achieved this feat since audience ratings began in 1989.

In an intensively competitive market, TMC remained the 5<sup>th</sup> most-watched channel in France and retained its historical position as market leader in DTT, with a 3.4% audience share among individuals aged 4 and over.

NT1 held its audience share steady at 2.1%, but made further progress among "women aged under 50 purchasing decision-makers", reaching 2.9% for this target market in 2013 (+7.4%).

HD1 ranked no.1 to end 2013 among the 6 new HD channels launched at end 2012, attracting audience share of 0.6% among individuals aged 4 and over and 0.8% among "women aged under 50 purchasing decision-makers".

Revenue for the **Broadcasting and Content** segment was down 4.6% at €1,725.6m.

Advertising revenue for the Group's four free-to-air channels slipped by 5.0% to €1,487.6m, as increased supply combined with contracting demand put strong pressure on prices through the year. After an 8.8% fall in the first half, advertising revenue for the Group's 4 free-to-air channels nonetheless stabilised in the third quarter and fell by only 1.8% in the fourth.

Other revenue for the Broadcasting and Content segment fell year-on-year, with the dynamism of digital and radio partially offsetting declining revenue at Metro France and in Content activities.

The **cost of programmes** for the Group's channels during 2013 (including the launch of HD1) amounted to €946.7m, compared with €1,004.4m a year earlier, a substantial saving of €57.7m.

Bear in mind that TF1 screened 9 matches in the UEFA Euro 2012 football tournament, at a cost of €24.2m. So even excluding major sporting events, the cost of programmes in 2013 still showed a major saving of €33.5m, of which €22.0m can be regarded as recurring. The savings made on the TF1 channel more than cancelled out the cost of strengthening the schedules at TMC and NT1, and the launch of HD1.

Current operating profit for the Broadcasting & Content segment for the year ended December 31, 2013 came to €101.6m, compared with €160.1m a year earlier, a fall of €58.5m.

### **Consumer Products**

2013 revenue for the **Consumer Products** segment was €205.1m, 14.6% lower than in 2012.

This fall was largely due to the Video business (boosted in 2012 by the successful release of the movie *Intouchables*) and to the Home Shopping business, where orders were down in 2013 and the Place des Tendances business was sold at end 2013. TF1 Entreprises posted 8.3% revenue growth driven by buoyant trading, especially in music publishing and licences.

The segment's current operating profit rose by €7.3m to €25.3m in 2013. The 2013 figure includes a non-recurring gain on the sale of Place des Tendances.

### **Pay-TV**

Revenue for the **Pay-TV segment** for the year ended December 31, 2013 was down 5.7% at €530.7m.

In 2013, Eurosport group revenue for the year fell by €22.2m (-4.7%) to €452.9m. This was due to a year-on-year drop in non-advertising revenue reflecting difficulties in the Spanish and Scandinavian markets, partly offset by the channel's success in Eastern and Central Europe and by the expansion of Eurosport Asia-Pacific. Advertising revenue at Eurosport fell year-on-year, on tough comparatives due to a strong sporting calendar in 2012 (the UEFA Euro 2012 football tournament and the London Olympics).

Nevertheless, Eurosport recorded improved profitability, with current operating profit €18.2m higher than in 2012 at €81.8m. Operating margin climbed to 18.1% in 2013 (up 4.7 points year-on-year).

The French pay-TV theme channels saw revenue fall by 11.2% in 2013, to €77.8m. These channels faced challenging conditions in 2013, with a broader range of competing offers and a sluggish economy that weighed on the advertising market.

The business made a current operating loss of €2.3m in 2013, versus a profit of €0.7m in 2012. Efforts to improve the cost base helped offset part of the decline in revenues during 2013.

### **Very robust financial position maintained**

The TF1 group strengthened its financial position in 2013. As of December 31, 2013, shareholders' equity attributable to the TF1 group stood at €1,711.4m, out of a balance sheet total of €3,529.8m. The Group had net surplus cash of €255.5m at the end of December 2013, €19.2m more than at the end of the previous year.

### Dividend of €0.55 per share

The Board will ask the Annual General Meeting, called for April 17, 2014, to approve a dividend of €0.55 per share. The ex-date is April 24, 2014, the date of record is April 28, 2014, and the payment date is April 29, 2014.

### Outlook

In a gloomy economic climate, with no signs of recovery and visibility still poor, the net television advertising market could see a contraction in 2014.

For the TF1 group, 2014 will also be marked by two exceptional events:

- the Football World Cup, which will be a must-see event, but the rights for which (acquired in 2005 for €130m) will be a drag on profitability;
- the probable sale of a 31% stake of Eurosport International to Discovery Communications, after the sale of a first stake of 20 % which took place in 2012.

Building on a robust financial position, the TF1 group remains fully committed to continuing its transformation by:

- continuing to adapt its core business;
- completing phase II of the optimisation plan, with a target of €29m of recurring savings still to be achieved by end 2014;
- prioritising growth, allied with prudence and determination.

### Executive compensation

In accordance with the AFEP-MEDEF recommendations, information about executive compensation is being published today on our corporate website [www.groupe-tf1.fr](http://www.groupe-tf1.fr), go to Finance / Governance / Compensation corporate officers.

The financial statements have been audited, and an unqualified audit report has been issued by the auditors.  
Find the full financial statements and notes at [www.groupe-tf1.fr](http://www.groupe-tf1.fr).

The analyst meeting presenting our results will be streamed on the internet on February 19, 2014 from 11.00 am Paris time at [www.groupe-tf1.fr](http://www.groupe-tf1.fr).

During 2013, TF1 group changed the way it presents segment information.  
Find out more about these changes at <http://www.groupe-tf1.fr/>.



**LE GROUPE**

Financial Report

2013

# Contents

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# Results

## Financial indicators

The results below are presented in accordance with the new operating segment structure adopted by the TF1 group. For a definition of each of these segments, refer to Note 2.27 ("Operating segments") to the consolidated financial statements. Historical revenue and operating profit figures are available on the TF1 group's corporate website at <http://www.groupe-tf1.fr/en/finance/financial-results-publications/investors-presentation/investors-presentation-6282366-843.html>. For details of how consolidated entities are allocated to the various operating segments, refer to Note 37 ("Scope of consolidation") to the consolidated financial statements.

These key figures are extracted from TF1 consolidated financial data, before the adjustments required by IFRS 5. It takes into account the results from Eurosport International entities.

€ million	2013	2012
<b>Consolidated revenue</b>	<b>2,470.3</b>	2,620.6
Group advertising revenue	1,679.0	1,775.5
Revenue from other activities	791.3	845.1
Current operating profit	<b>223.1</b>	<b>258.1</b> <sup>(1)</sup>
Operating profit	<b>223.1</b>	<b>210.4</b> <sup>(1)</sup>
Net profit attributable to the Group	<b>137.0</b>	<b>136.0</b>
Operating cash flow <sup>(2)</sup>	<b>260.8</b>	<b>277.0</b>
Shareholders' equity attributable to the Group	<b>1,711.4</b>	<b>1,684.8</b>
Net surplus cash (+) / Net debt (-)	<b>255.5</b>	<b>236.3</b>
Basic earnings per share (€)	<b>0.65</b>	<b>0.65</b>
Diluted earnings per share (€)	<b>0.65</b>	<b>0.64</b>

(1) Includes a gain of €27.1 million relating to reimbursement of CNC taxes

(2) Before cost of net debt and income taxes.

	2013	2012
Weighted average number of shares outstanding ('000)	<b>210,645</b>	210,716
Closing share price at end of period (€)	<b>14.0</b>	8.9
Market capitalisation at end of period (€bn)	<b>3.0</b>	1.9

## Income statement contributions by segment

€ million	Revenue*		Current operating profit/(loss)*	
	2013	2012	2013	2012
<b>Broadcasting and Content</b>	<b>1,725.6</b>	<b>1,809.3</b>	<b>101.6</b>	<b>160.1*</b>
Broadcasting	1,654.9	1,737.8	92.8	154.9*
Content	70.7	71.5	8.8	5.2
<b>Consumer Products</b>	<b>205.1</b>	<b>240.3</b>	<b>25.3</b>	<b>18.0</b>
TF1 Vidéo	58.0	84.1	0.8	0.3
Home Shopping	85.5	99.3	14.2	6.8
TF1 Entreprises	61.6	56.9	10.3	10.9
<b>Pay-TV</b>	<b>530.7</b>	<b>562.7</b>	<b>79.5</b>	<b>64.3</b>
Eurosport group	452.9	475.1	81.8	63.6
<i>o/w Eurosport International</i>	<i>385,8</i>	<i>406,0</i>	<i>76,6</i>	<i>57,8</i>
Theme channels France	77.8	87.6	(2.3)	0.7
<b>Holding company &amp; other</b>	<b>8.9</b>	<b>8.3</b>	<b>16.7</b>	<b>15.7</b>
<b>TOTAL</b>	<b>2,470.3</b>	<b>2,620.6</b>	<b>223.1</b>	<b>258.1*</b>

\* includes a gain of €27.1 million relating to reimbursement of CNC taxes

## Breakdown of Group advertising revenue

€ million	Contributions to Group advertising revenue*	
	2013	2012
<b>Broadcasting &amp; Content advertising</b>	<b>1,571.3</b>	<b>1,649.7</b>
Television	1,487.6	1,566.0
Other media	83.7	83.7
<b>Pay-TV advertising</b>	<b>107.7</b>	<b>125.8</b>
Eurosport Group	90.2	98.6
<i>o/w Eurosport International</i>	<i>81,2</i>	<i>88,8</i>
Theme Channels France	17.5	27.2
<b>GROUP ADVERTISING REVENUE</b>	<b>1,679.0</b>	<b>1,775.5</b>



## Cost of programmes by type

The figures presented below relate to the cost of programmes for the TF1 Group's four free-to-air channels (TF1, TMC, NT1 and HD1). The definition of this indicator differs from the previously-reported indicator, "programming costs", which was presented solely for the TF1 channel. For details of this change refer to the TF1 group's corporate website at [www.groupe-tf1.fr/finance](http://www.groupe-tf1.fr/finance).

€ million	2013	2012
<b>Total cost of programmes</b>	<b>946.7</b>	<b>1,004.4</b>
<i>Major sporting events</i>	-	24.2
<b>Total excluding major sporting events</b>	<b>946.7</b>	<b>980.2</b>
Entertainment/Gameshows/Magazines	285.1	294.3
Drama/TV movies/Series/Plays	321.9	312.7
Sport (excluding major sporting events)	60.4	101.0
News	100.8	107.6
Films	161.8	148.1
Children's programmes	16.7	16.5

# Key events of 2013

## January

**January 9, 2013:** TF1 is a partner of the 24<sup>th</sup> *Pièces Jaunes* charity campaign (which raises money for sick children) between January 9 and February 16, 2013.

**January 17, 2013:** MYTF1 unveils Connect, a new user experience that offers synchronised second-screen TV viewing via smartphone, tablet or PC. Launched on February 2 to coincide with the new season of *The Voice*, Connect marks a major new phase in TF1's digital development.

**January 19, 2013:** Two films co-produced by TF1 Films Production – *Mariage à l'anglaise* and *La cage dorée* – receive awards at the 16<sup>th</sup> annual Alpe d'Huez Comedy Film Festival.

## February

**February 5, 2013:** At the 8<sup>th</sup> *Globes de Cristal* ceremony, held at the Paris Lido, the show *1789, les amants de la Bastille* is awarded the "Globe de Cristal" for best musical comedy of the year.

**February 14, 2013:** In the 15<sup>th</sup> annual Qualiweb awards, organised by the Cocald Conseil market research consultancy, TF1 wins first prize in the "News & Media" category for the second year running, for the quality of its relationship with TV viewers and internet users via the "TF1&Vous" platform.

**February 18, 2013:** TF1 teams up with "Reporters d'espoirs", a not-for-profit organisation, to bring viewers a series of reports about original, socially useful regional initiatives.

**February 25, 2013:** The TF1 group's news site is rebranded as MYTF1News, reflecting a more distinctive positioning.

**February 25, 2013:** The only media group to have been awarded the "Diversity" label (in December 2010), TF1 was subject to a diversity audit from November 26 to 30, 2012. In their report, the audit team from Afnor Certification highlighted the effectiveness of the Group's equality and anti-discrimination procedures.

## March

**March 1, 2013:** TF1 Publicité draws on the data expertise of Weborama to offer its advertisers a behavioural targeting solution.

Since mid-February 2013, advertisers wishing to communicate via catch-up on TF1, HD1, Eurosport and WAT.tv have been able to apply behavioural targeting as part of their "instream" campaigns.

**March 4, 2013:** The Disneyland Paris theme park, and its advertising agency Optimedia, mark the park's anniversary with a special TV campaign devised by TF1 Publicité using the new Connect technology developed by MYTF1.

**March 8, 2013:** eurosport.com achieves its best digital performance yet, averaging 5.7 million daily visitors in February.

This new high combines 4.1 million daily internet visitors and 1.6 million daily mobile users. Another record was set in February for France, with over 600,000 daily mobile visitors.

**March 22, 2013:** *La Médiasphère*, LCI's media show presented by Julien Arnaud, celebrated its 100th edition. To mark the occasion, the team visited Dallas to record a special one-off show at the famous Southfork ranch, the location for the 1980s cult series.

**March 26, 2013:** As part of phase 2 of the rollout of the six new DTT channels, HD1 is now being screened in the Grand Ouest region of France. The channel is now potentially accessible to 47% of the French population.

**March 26, 2013:** The multi-channel control room at Boulogne, which has been broadcasting HD1 since its launch, welcomes TV Breizh on board.

**March 30, 2013:** Building on the success of the Têleshopping stores in Paris and Lyon, a third store opens for business at O'Parinor, the biggest shopping mall in the northern suburbs of Paris. This opening marks an important step forward in the multi-channel development of TF1's home shopping activities.

## April

**April 22, 2013:** The three TF1 theme channels (Ushuaïa TV, Stylia and Histoire), which were previously transmitted from the Lorient site, are now being transmitted from Boulogne.

**April 25, 2013:** Laurent-Eric Le Lay is appointed Chief Executive Officer of TF1 Publicité with effect from June 1.

**April 29, 2013:** At its April 26 meeting, the Board of Directors of the Eurosport group decide to appoint Philippe Denery as Chairman and Jean-Thierry Augustin as Chief Executive Officer of the Eurosport group. Philippe Denery also retains his role as Executive Vice President, Group Finances at TF1.

## May

**May 12, 2013:** HD1 attracts its highest audience ever with the screening of the movie *Gladiator*, drawing 458,000 viewers.

**May 22, 2013:** Connect, the synchronised second-screen TV experience, is extended to include news content. By clicking on the Connect tab in the MYTF1News app, online viewers can access in-depth coverage on some of the topics covered in the lunchtime and evening TV news bulletins.

**May 29, 2013:** the Metro newspaper changes its name, and now provides an "all media" news offering under the Metronews banner.

**May 30, 2013:** The TF1 Management Committee agrees a package of cost-cutting measures to be implemented on either June 1 or July 1, 2013.

## June

**June 3, 2013:** From June 3 to June 9, the news teams at TF1, LCI, MYTF1News and Metronews give a boost to the employment market with the launch of the 7<sup>th</sup> "Jobs Week" (*Une semaine pour l'emploi*). Since this initiative was first launched in 2009, it has helped more than 15,000 people find a job. Encouraged by these figures, the TF1 group has decided to continue this positive initiative.

**June 10, 2013:** HD1 broadcasts its first original production, *Ma Meuf*, a short programme with 60 3-minute episodes produced by Calt.

**June 13, 2013:** At the 2<sup>nd</sup> Social Media Awards in Paris, TF1 is named "best social TV channel" for its shows *NRJ Music Awards*, *The Voice*, *Les Enfoirés* and *Miss France*.

**June 19, 2013:** MYTF1VOD organises the first-ever VODAYS session at the TF1 auditorium, in the presence of 50 journalists and rights-holders, giving an opportunity for MYTF1VOD to present its new developments and outline its ambitions.

**June 26, 2013:** At the *Enfance Majuscule* media awards, *Cécile et Kevin* wins the award for the best children's programme. This mini-series was produced by Made in PM and TF1 in partnership with UNICEF, and uses humour to address the issue of prejudice against minority groups within schools.

**June 28, 2013:** TMC enjoys its best-ever ratings for a football match, with 1.9 million viewers for the Spain/Italy FIFA Confederations Cup match. This competition was broadcast exclusively on TMC from June 15 to June 30.

## July

**July 8, 2013:** Kaptainmusic.com, the TF1 Group's music library set up by Une Musique/TF1 Entreprises, is launched.

**July 11, 2013:** A public/private partnership agreement is signed between a consortium led by Bouygues and the General Council of the Hauts-de-Seine region to build and operate the future "Cité musicale" on the Ile Séguin in Boulogne. TF1 Entreprises will be responsible for managing and operating the site.

## August

**August 19, 2013:** NT1 starts to broadcast *VDM*, a humorous short programme based on real-life stories from the successful *viudemerde.fr* website.

## September

**September 4, 2013:** Meltygroup (France's leading youth-oriented web-based media group) combines with WAT.tv (the TF1 online video platform) to announce an alliance designed to create the most powerful and complete web-based media offering yet for the 15-34 age bracket.

**September 5, 2013:** *The Voice* is awarded the "Grand Prix des Médias" prize by the CB News trade journal. This is the first time in 15 years that an individual programme has received this award, which usually goes to a media group. *The Voice* also won two other prizes: best unscripted TV entertainment show, and best multi-screen programme or vehicle.

## 2013 | Key Events

**September 5, 2013:** TF1 Publicité and Twitter sign a commercial partnership agreement, the first of its kind in France, involving Twitter Amplify. The deal allows advertisers to sponsor videos of TF1 programmes, thereby increasing their viral footprint on the social network via sponsored tweets. The arrangement enables TF1 Publicité and Twitter to offer brands the opportunity to strengthen their association with a programme while benefiting from its social resonance on Twitter.

**September 14, 2013:** The jury at the 15<sup>th</sup> La Rochelle TV Drama Festival, chaired by the actor and director Alexandre Astier, awarded 3 prizes to TF1: best series for *Profilage*, best new series for *Falco*, and best music for *Nom de code Rose*.

**September 26, 2013:** According to the One 2012/2013 survey, Metronews has 2,866,000 readers, up 2.2% on the One 2012 survey, representing the strongest growth in readership among news freesheets.

**September 28, 2013:** Eurosport and Discovery Communications finalise their first programming agreement: *Eurosport on Velocity*, a new motor sports highlights show screened between 1 p.m. and 3 p.m. on Saturdays on Discovery's Velocity channel, a leading U.S. network targeting a high-end male audience.

### October

**October 7, 2013:** For the third year running, both the lunchtime news fronted by Jean-Pierre Pernaut and MYTF1News put their programmes at the service of "SOS Villages" (which fights rural depopulation) over a two-week period.

### November

**November 5, 2013:** The TF1 group sells its 80% holding in Place des Tendances, an e-shopping website owned through its subsidiary Téléshopping, to Printemps Holding France SAS.

**November 18, 2013:** The France-Ukraine football match attracts 13.6 million viewers, peaking at 18 million, the second best audience figure for 2013 (all channels combined). It is also a record night for MYTF1 Connect with 615,000 connections live and on social networks, and more than 1.2 million comments posted on Twitter.

**November 20, 2013:** The TF1 and Discovery Communications groups indicate that they are starting discussions to decide whether Discovery will early exercise its Eurosport call option.

### December

**December 10, 2013:** TF1 wins three prizes in the Social Media Awards organised by NPA Conseil, rewarding the Group's social TV strategy. The 2012 winner Nikos Aliagas is again "Digital Personality of the year". The French "Strictly Come Dancing" (*Danse avec les Stars*) wins the prize for the best prime time digital footprint. "The Voice and Cacharel" wins the UDECAM prize for the best digital advertising.

**December 14, 2013:** With more than 2.1 million tweets posted by viewers, the NRJ Music Awards record the highest ever number of tweets in France for a single programme.

**December 20, 2013:** TF1 Publicité and Discovery Communications sign an agreement formalising the takeover of Discovery Channel and Discovery Science channels advertising airtime sales in France by TF1 Publicité from January 1, 2014. These channels thereby become part of the portfolio of theme channels sold by TF1 Publicité.

**December 23, 2013:** Following the UEFA invitation to submit offers, TF1 is named official broadcaster of French national football team matches from September 2014 until the 2018 FIFA World Cup. The channel will have exclusive rights to carry live coverage of all the team's friendlies and qualifiers – about ten matches per season.

# Management Review

Boulogne-Billancourt, February 18, 2014

## Changes in accounting policy

TF1 has not made any changes in accounting policy during 2013 other than those required to comply with new or amended IFRS requirements applicable on or after January 1, 2013 (see note 2-2-1 to the financial statements), which have no impact on the financial statements.

## Changes in presentation

TF1 changed the way it presents its segment information during 2013 (cf. notes 1, 2 and 6 to the financial statements).

In accordance with IFRS 5, the 2013 financial statements present separately the contributions from Eurosport International, which is currently being sold. To ensure comparability with previous releases and given that the sale of Eurosport International did not take place during the year ended December 31, 2013, this press release presents the full-year results on the basis of financial data before the adjustments required by IFRS 5. Note 6 to the consolidated financial statements provides a reconciliation between the financial data used in this press release and the financial results published by the Group.

## 1. Financial Performance

### 1.1. Revenue

**For the year ended December 31, 2013**, consolidated revenue amounted to €2,470.3 million, a year-on-year fall of €150.3 million (down 5.7%).

**Advertising revenue** was €1,679.0 million, 5.4% less than in 2012.

It comprised:

- €1,487.6 million for the Group's 4 free-to-air channels (down 5.0%), reflecting very tough economic conditions and price erosion due to intense competitive pressure. However, the Group successfully adapted its commercial policy during the course of the year, such that revenue for the 4 free-to-air channels – which fell by 8.8% in the first half of 2013 (13.0% in the first quarter and 4.9% in the second quarter) – fell by only 1.1% in the second half (stable in the third quarter of 2013 and down 1.8% in the fourth quarter).

- €83.7 million for other Broadcasting and Content segment media, flat year-on-year. Dynamic performances from internet advertising (e-TF1) and from TF1 Publicité's third-party airtime sales (especially the radio business) offset lower advertising revenue at Metro France.
- €107.7 million for Pay-TV segment media, 14.4% lower than in 2012. This drop was due partly to lower advertising revenue at the French pay-TV channels in tough economic conditions, and partly to a reduction in advertising revenue at the Eurosport group due to different seasonal advertising patterns in 2013 versus 2012 (when the Olympic Games and the UEFA Euro 2012 football tournament were shown).

**Non-advertising revenue** for the year to December 31, 2013 was €791.3 million, a drop of 6.4% versus 2012 (down €53.8 million). The Consumer Products division saw revenue fall by €35.2 million. Higher revenue at TF1 Entreprises only partially offset the slippage at TF1 Vidéo (high comparative base owing to the success of *Intouchables* in 2012) and Home Shopping. Eurosport's non-advertising revenue was 3.7% lower, while Content revenue was down 1.1%.

**In the fourth quarter of 2013**, consolidated revenue was €724.3 million, a fall of 5.7%.

Over this period, the Group's advertising revenue was €519.0 million, 1.6% less than in the fourth quarter of 2012.

It comprised:

- €461.7 million of advertising revenue for the Group's 4 free-to-air channels (down 1.8% year-on-year);
- €27.2 million of advertising revenue for other Broadcasting and Content segment media, down 4.6% year-on-year, largely due to declining revenue at Metro France;
- €30.1 million advertising revenue for Pay-TV segment media, up 4.9% on the fourth quarter of 2012.

Non-advertising revenue for the fourth quarter of 2013 was €205.3 million, a 14.6% decline on the same period of 2012. The fall is mainly due to lower revenue for the Consumer Products division (down 22.2% year-on-year, partly caused by the deconsolidation of Place des Tendances on November 5, 2013) and the 8.6% drop in Eurosport group's non-advertising revenue.

### 1.2. Cost of programmes and other operating income and expenses

Phase II of the optimisation plan, launched in 2012, generated €41 million of recurring savings in 2013. These comprised €22 million on the cost of TF1 programmes, €10 million on overheads and €9 million in productivity gains. These savings, added to the €15 million generated in 2012, add up to €56 million of recurring savings achieved since the optimisation plan began, out of the €85 million TF1 is committed to achieve by the end of 2014. The Group has already committed to cutting overheads by a further €17 million, and needs to generate savings of €29 million in 2014, of which €10 million will come from the cost of programmes at TF1 and €19 million from productivity savings.

The cost of programmes for the TF1 group's 4 free-to-air channels reached €946.7 million for the year to December 31, 2013, against €1,004.4 million a year earlier, a fall of €57.7 million year-on-year.

Excluding major sporting events, the cost of programmes fell by €33.5 million, reflecting the fact that TF1 screened 9 matches from the UEFA Euro 2012 football tournament in 2012 at a cost of €24.2 million.

These figures show that the TF1 channel made substantial savings, since the cost of programmes for 2013 includes HD1 (launched at the end of December 2012) and the strengthening of TMC and NT1 programme schedules in response to increased competition in digital terrestrial television.

Other expenses and depreciation, amortisation, provisions and impairment were €57.6 million lower in 2013 than in 2012. Bear in mind that in 2012 the figure included a gain of €27.1 million from reimbursement of CNC (National Centre for Cinematography) taxes booked in the first quarter. The 2013 figure includes the gain from the sale of Place des Tendances, and a provision relating to the sale of some of the 2014 FIFA World Cup rights, booked in the fourth quarter of 2013.

### 1.3. Current operating profit

The TF1 group made a current operating profit of €223.1 million in 2013, versus €258.1 million for the previous year. Although this represents a €35.0 million year-on-year drop, bear in mind that revenue fell by €150.3 million over the same period. The 2013 figure includes the gain from the sale of Place des Tendances, and a provision relating to the sale of some of the 2014 FIFA World Cup rights, booked in the fourth quarter of 2013.

In the final quarter of 2013, the adaptation measures introduced by the Group continued to pay off, and profitability improved for the third quarter running. Current operating profit rose by €14.9 million to €118.8 million (up 14.3%), even though revenue fell by €43.4 million (down 5.7%). Current operating margin was 16.4%, against 13.5% in the fourth quarter of 2012, an increase of 2.9 pts year-on-year.

### 1.4. Operating profit

The Group posted a €223.1 million operating profit for the year to December 31, 2013, up €12.7 million on 2012. Operating margin was 9.0%, versus 8.0% a year earlier.

Bear in mind that 2012 operating profit included non-recurring costs of €47.7 million related to phase II of the optimisation plan and to the TF1 Vidéo job protection plan.

### 1.5. Net profit

Cost of net debt for the year to December 31, 2013 was positive at €0.4 million.

Other financial income and expenses showed net income of €0.8 million in 2013, versus €5.8 million a year earlier. Bear in mind that the 2012 second-quarter figure included the fair value remeasurement of the call option over TF1's 33.5% equity interest in Groupe AB granted to Claude Berda in June 2010.

Income tax expense amounted to €73.4 million in 2013, versus €70.5 million in 2012.

Associates contributed net income of €0.8 million, up €7.2 million, thanks to a better performance from Groupe AB and the Q1 2013 sale to Groupe AB of WBTV, which was loss-making in 2012.

Net profit attributable to non-controlling interests was €14.7 million in the year to December 31, 2013, versus €3.3 million a year earlier. This rise was due mainly to the Discovery Communications group having acquired an equity interest in

Eurosport and a number of French pay-TV channels in December 2012.

Overall, the Group's net profit for the year to December 31, 2013 reached €137.0 million, versus €136.0 million a year earlier.

Net profit attributable to the Group for the fourth quarter of 2013 came to €75.3 million, versus €48.4 million a year earlier.

#### **1.6. Financial position**

Shareholders' equity attributable to the Group as of December 31, 2013 was €1,711.4 million, out of a balance sheet total of €3,529.8 million.

The net cash surplus at end December 2013 was €255.5 million, compared with €236.3 million at December 31, 2012.

The Group had confirmed bilateral credit facilities totalling €1,025.0 million with various banks.

None of these facilities was drawn down at the end of the period.

The facilities are renewed regularly as they expire, so that the Group has sufficient liquidity at all times.

Consequently, the financial position of the TF1 group remains very healthy.

#### **1.7. Dividend**

The Board asks the Combined General Meeting, called for April 17, 2014, to approve a dividend of €0.55 per share, representing a yield of 5.2% on the basis of the average TF1 share price over 2013 (€10.5). The ex-date will be April 24, the date of record will be April 28, and the payment date will be April 29.

#### **1.8. Human Resources update**

As at December 31, 2013, the TF1 group had 3,451 permanent contract employees, including 687 employees at Eurosport International, compared with 3,680 at end 2012

#### **1.9. Corporate governance**

Janine Langlois-Glandier's term of office as a Director expires at the end of the General Meeting of April 17, 2014. Following the recommendations of the Selection Committee, the Board will ask the shareholders to approve her reappointment for a two-year term, i.e. until the General Meeting called to approve the 2015 financial statements.

In addition, the terms of office of the two employee representatives on the Board, Jean-

Pierre Pernaut and Fanny Chabirand, expire in 2014. As required by law, the employee representatives on the Board will be directly elected by TF1 employees before the next General Meeting. The elections will take place on April 3, 2014. The General Meeting of April 17, 2014 will be informed of the names of the

employee representatives elected for two years by the electoral colleges and will formally note their election and appointment as employee representatives on the Board.

#### **1.10. Stock market performance**

On December 31, 2013, TF1 shares closed at a price of €14.01, 58.3% higher than on December 31, 2012.

Over the same period, the CAC 40 gained 18.0% and the SBF 120 gained 19.5%.

The market capitalisation of the TF1 group at December 31, 2013 was €3.0 billion, compared with €1.9 billion at end December 2012.

### 1.11. Share ownership

	Situation at December 31, 2013		
	Number of shares	% of share capital	% of voting rights
<b>Bouygues</b>	<b>91,946,297</b>	<b>43.5%</b>	<b>43.5%</b>
<b>TF1 employees</b>	<b>14,707,698</b>	<b>7.0%</b>	<b>7.0%</b>
<i>via the FCPE TF1 fund</i>	14,543,101	6.9%	6.9%
<i>as registered shareholders</i>	164,597	0.1%	0.1%
<b>Free float – rest of world (2)</b>	<b>78,671,183</b>	<b>37.2%</b>	<b>37.2%</b>
<b>Free float – France (1) (2)</b>	<b>25,934,835</b>	<b>12.3%</b>	<b>12.3%</b>
<b>Treasury shares</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Total</b>	<b>211,260,013</b>	<b>100.0%</b>	<b>100.0%</b>

	Situation at December 31, 2012		
	Number of shares	% of share capital	% of voting rights
<b>Bouygues</b>	<b>91,946,297</b>	<b>43.7%</b>	<b>43.7%</b>
<b>TF1 employees</b>	<b>15,261,434</b>	<b>7.2%</b>	<b>7.2%</b>
<i>via the FCPE TF1 fund</i>	15,176,013	7.2%	7.2%
<i>as registered shareholders</i>	85,421	0.0%	0.0%
<b>Free float – rest of world (2)</b>	<b>76,846,349</b>	<b>36.5%</b>	<b>36.5%</b>
<b>Free float – France (1) (2)</b>	<b>26,570,241</b>	<b>12.6%</b>	<b>12.6%</b>
<b>Treasury shares</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Total</b>	<b>210,624,321</b>	<b>100.0%</b>	<b>100.0%</b>

	Situation at December 31, 2011		
	Number of shares	% of share capital	% of voting rights
<b>Bouygues</b>	<b>91,946,297</b>	<b>43.6%</b>	<b>43.6%</b>
<b>TF1 employees</b>	<b>13,159,913</b>	<b>6.2%</b>	<b>6.2%</b>
<i>via the FCPE TF1 fund</i>	13,071,427	6.2%	6.2%
<i>as registered shareholders</i>	88,486	0.0%	0.0%
<b>Free float – rest of world (2)</b>	<b>76,953,711</b>	<b>36.5%</b>	<b>36.5%</b>
<b>Free float – France (1) (2)</b>	<b>28,873,082</b>	<b>13.7%</b>	<b>13.7%</b>
<b>Treasury shares</b>	<b>100,000</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Total</b>	<b>211,033,003</b>	<b>100.0%</b>	<b>100.0%</b>

(1) includes unidentified holders of bearer shares  
(2) estimates based on Euroclear statements

There is no material difference between the total number of theoretical voting rights and the total number of votes exercisable at General Meetings.

### 1.12. Movements in share capital

A total of 1,004,376 shares have been issued in 2013 as a result of the exercise of share options. TF1 also carried out buybacks of 368,684 of its own shares. The Board of Directors has decided to cancel these shares in 2013.

After taking these factors into account, the number of shares and the number of voting rights is 211,260,013. The share capital is €42,252,002.6.

The Board of Directors has also noted the exercise of 34,500 share options between January 1, 2013 and February 18, 2014.

### 1.13. Post balance sheet events

Further to the agreements signed on January 21, 2014, Discovery Communications is shortly to acquire an additional 31% equity interest in Eurosport SAS (see §1 of the notes to the consolidated financial statements).



## 2. Analysis by segment

### BROADCASTING AND CONTENT

Revenue (€m)	2013	2012	Chg. %
<b>Broadcasting</b>	<b>1,654.9</b>	<b>1,737.8</b>	<b>-4.8%</b>
Advertising - TV	1,487.6	1,566.0	-5.0%
Advertising – other media	83.7	83.7	=
Other revenue	83.6	88.1	-5.1%
<b>Content</b>	<b>70.7</b>	<b>71.5</b>	<b>-1.1%</b>
<b>Broadcasting &amp; Content</b>	<b>1,725.6</b>	<b>1,809.3</b>	<b>-4.6%</b>

Current operating profit (€m)	2013	2012	Chg. €m
<b>Broadcasting</b>	<b>92.8</b>	<b>154.9</b>	<b>(62.1)</b>
<b>Content</b>	<b>8.8</b>	<b>5.2</b>	<b>+3.6</b>
<b>Broadcasting &amp; Content</b>	<b>101.6</b>	<b>160.1</b>	<b>(58.5)</b>

The Broadcasting & Content segment posted revenue of €1,725.6 million, down 4.6% (€83.7 million) year-on-year.

The segment made a current operating profit of €101.6 million, versus €160.1 million in the year to December 31, 2012 (down €58.5 million), though the 2012 figure included a gain of €27.1 million from reimbursement of CNC taxes. The 2013 figure includes a provision for the sale of some of the rights to the FIFA World Cup, booked in the fourth quarter of 2013.

In the final quarter of 2013, Broadcasting & Content segment revenue was €534.7 million, a fall of €20.9 million (down 3.8%). The drop in current operating profit was limited to €7.1 million, at €70.3 million. Operating margin therefore held up at 13.1%, compared with 13.9% a year earlier.

#### 2.1.1. Broadcasting

Broadcasting revenue to end 2013 declined by 4.8% (down €82.9 million) to €1,654.9 million. The figure comprises advertising revenues of €1,487.6 million for the Group's 4 free-to-air channels (down 5.0%) and €83.7 million for other media (stable year-on-year), and non-advertising revenue of €83.6 million (down 5.1%).

Current operating profit was €92.8 million, down €62.1 million on 2012, when a €27.1 million gain on reimbursement of CNC taxes was booked. The 2013 figure includes a provision for the sale of some of the rights to the FIFA World Cup, booked in the fourth quarter of 2013.

#### Advertising revenue<sup>1</sup>

Gross plurimedia advertising spend increased by 2.3% in 2013 to €27.3 billion.

- Television remains the no.1 medium in terms of advertising spend, with market share up 1.4 year-on-year to 35.1%, driven by a 6.6% rise in gross advertising spend in the period to €9.6 billion. Gross advertising spend on free-to-air DTT recorded further growth (+15.3%), thanks mainly to the 6 new HD DTT channels launched in December 2012. Gross spend on established channels rose by 4.3%. Revenues for cable and satellite channels fell sharply, by 7.1%.
- Print media still ranks second behind TV in France, with gross advertising revenue of €7.5 billion, 1.1% lower than in 2012.
- Radio managed to increase gross advertising revenue by 7.5% to €4.6 billion.
- Outdoor advertising gross revenue was down 8.2% year-on-year at €2.7 billion.
- Internet gross advertising revenue fell slightly, by 0.4%, to €2.5 billion.
- Finally, cinema gross advertising revenue advanced by 10.3% to €420.1 million.

Gross revenue for the free-to-air channels of the TF1 group was up 5.0% in 2013 versus 2012.

Trends in gross advertising spend by sector for these 4 channels for 2013 were as follows<sup>2</sup>:

<sup>1</sup> Plurimedia spend excluding sponsorship 2013 (6 media)

<sup>2</sup> Source: Kantar Media – January-December 2013



Advertising revenue for the Group's 4 free-to-air channels fell by 5.0% in 2013, but advertising revenue from other media was stable, thanks to growth in digital advertising and in TF1 Publicité third-party advertising airtime sales, offsetting lower revenue for Metro France.

After two quarters of declining advertising revenue for the Group's 4 free-to-air channels (down 13.0% and 4.9% respectively), the picture stabilised at zero growth in the third quarter and only a 1.8% fall in the fourth quarter.

Gross advertising market share in 2013 was 35.1%, down 1.4 points on 2012 for TF1 channel.

Advertising revenue from other media fell by 4.6% in the final quarter of 2013, after rising by 2.4% in the first nine months of the year, hit by lower revenue at Metro France.

- **Free-to-air broadcasting**

### Market

Sales of televisions beat all records on completion of the transition to full digital in 2011, with 8.7 million units sold. Sales are now gradually returning to their previous level, with 5.7 million units sold in 2013<sup>1</sup>.

Average daily TV viewing time remained high in 2013 at 3 hours, 46 minutes for individuals aged 4 and over, 4 minutes less than in 2012. For the target audience of "women aged under 50 purchasing decision-makers", the figure was 3 hours and 49 minutes, 9 minutes less than in 2012.

The 6 new DTT HD channels launched on December 12, 2012 were accessible to over 67% of the French population on December 31, 2013. As of that date, these channels had a combined audience share of 2.3% among individuals aged 4 and over, and of 3.1% among "women aged under 50 purchasing decision-makers".

### Audiences

In this more competitive marketplace, the TF1 group is for the first time the leading French broadcaster. The Group is striving successfully to provide its 4 channels with the most complementary and relevant range of programmes possible.

The combined audience share of the Group's 4 free-to-air channels to end December 2013 was 23.9% among individuals aged 4 and over, a rise of 0.5 of a point (or 1.8%) on 2012. For "women aged under 50 purchasing decision-makers", the combined audience share was 32.6%, versus 32.2% to end December 2012 (a 1.2% increase).

### TF1

The TF1 channel was the only major French channel to increase its audience share to end 2013, reaching 22.8% for individuals aged 4 and over (versus 22.7% to end 2012). Among "women aged under 50 purchasing decision-makers", the audience share was 25.2%, 0.3 of a point lower than at end 2012 (a fall of 1.2%). TF1 has therefore increased its lead over its nearest private sector rival to 12.2 points for individuals aged 4 and over (versus 11.5 points to the end of 2012) and 9.0 points for "women aged under 50 purchasing decision-makers" (versus 8.5 points). This performance reflects the channel's ability to deliver innovative, unmissable programmes.

These figures confirm TF1's unique position and status as the must-see channel. It recorded 99 of the 100 best audiences of 2013 (all programmes combined). It also achieved the best audience (all channels combined) with 13.6 million viewers for *Le spectacle des Enfoirés* (on March 15), again beating its previous record. TF1 achieved audiences of 8 million on 51 occasions; it was the only channel to attract more than 9 million viewers (which it did on 14 occasions), and 3 programmes were watched by over 10 million viewers.

The average prime time audience for the TF1 channel in 2013 was 6.0 million; it was the most-watched channel in 9 out of 10 evenings.

Innovation is enabling the channel to refresh its strong brands and increase the number of regular viewers. The editorial policy adopted by TF1, based on a popular, must-see offer, has propelled the channel into no.1 position in all the programme genres it offers, helping it achieve:

<sup>1</sup> GfK Retail & Technology – Annual sales in volume.

- 99 of the 100 best audiences for TV news.

TF1's *Journaux Télévisés* are still Europe's most popular news programmes. Efforts to modernise the Group's news output are bearing fruit, with the audience shares for televised news programmes up sharply to end 2013: audience share for the lunchtime news bulletin rose by 1.2 points to 44.0% for individuals aged 4 and over, while the evening news bulletin reached 27.4% of this audience (up 0.7 of a point year-on-year). TF1's news bulletins increased their lead over their closest rival, which widened to 3.7 million viewers for the lunchtime bulletin (up 0.3 million year-on-year) and to 1.8 million for the evening bulletin (up 0.3 million).

- 94 of the 100 best audiences for American series

Two series were successfully launched this year: *Unforgettable* and *Person of interest*, which drew up to 9.0 million and 7.5 million viewers respectively. Series like *Mentalist* and *Criminal Minds* (French title: *Esprit Criminels*) also posted very good audience figures (peaking at 9.4 million and 8.5 million respectively).

- 87 of the 100 best audiences for French drama

*Profilage* enjoyed a record season, with a peak of over 8.2 million viewers. The audience for drama grew by 500,000 from one season to the next. *Nos Chers Voisins* attracted up to 8.2 million viewers and *Pep's* up to 8.7 million.

- 78 of the 100 best audiences for entertainment and magazines

*Les Enfoirés* attracted 13.6 million viewers on March 15.

*The Voice* was also a great success, bringing in up to 9.6 million viewers in its second season. Finally, *Canteloup* attracted up to 9.9 million viewers, a record for the programme.

- 57 of the 100 best audiences for movies

TF1 recorded the best audience for a movie since November 2010 with *Rien à déclarer* (10.0 million). *Avatar* had 9.7 million viewers.

Finally, the France v. Ukraine football match broadcast on November 19, 2013 achieved a TV audience of 13.6 million, the highest figure for a qualifier since 1993.

## TMC

In an intensely competitive environment, TMC had audience share of 3.4% among individuals aged 4 and over in 2013 (down 0.2 of a point year-on-year), rising to 3.7% among "women aged under 50 purchasing decision-makers" (versus 4.0% a year earlier).

TMC once again ranked as the no.5 channel nationwide in 2013 and is still no.1 among DTT channels with individuals aged 4 and over. In the evening slot, it is the nation's fourth most popular channel among "women aged under 50 purchasing decision-makers".

The channel enjoyed an average prime time audience of 800,000, stable year-on-year. Prime-time movies proved to be particularly popular, and TMC was the best performing of the DTT channels, averaging 1.0 million viewers. TMC had the highest audience figure for a DTT channel in 2013 for *Despicable Me* (French title: *Moi, moche et méchant* (2.3 million viewers). TMC also broadcast the 2013 FIFA Confederations Cup, with 1.9 million viewers watching the Spain/Italy semi-final on June 27.

TMC also achieved the highest audience figure for a DTT magazine programme with *90' enquêtes* (1.4 million viewers), and in the autumn of 2013 launched the magazine programme *Sans Aucun Doute*, which attracted up to 700,000 viewers in access prime time.

## NT1

NT1 again posted strong year-on-year growth to end December 2013 among "women aged under 50 purchasing decision-makers", as audience share reached 2.9% (up 7.4%). Among individuals aged 4 and over, audience share was stable year-on-year at 2.1%. These figures show that NT1 is proving resilient in the face of increased competitive pressure. The channel had an average prime time audience of 500,000 (versus 600,000 a year earlier).

NT1 attracted particularly high ratings for the reality show *Bachelor* (reaching 1.3 million viewers in prime time and 9% audience share among "women aged under 50 purchasing decision-makers"). NT1 also demonstrated the pulling power of its movie offer with 1.5 million viewers for *X-Men: The Last Stand* (French title: *X-men, l'affrontement final*) and of successful American series such as *Vampire Diaries* and *The Walking Dead*.

## HD1

Launched on December 12, 2012, HD1 is the TF1 group's fourth free-to-air channel. Devoted to all forms of narrative, the channel was accessible to over 67% of the French population as of December 31, 2013.

At end 2013, HD1 was market leader among the 6 new HD channels launched in late 2012. In 2013, the channel achieved audience share of 0.6% among individuals aged 4 and over, and 0.8% among "women aged under 50 purchasing decision-makers".

The channel had an average prime-time audience of 141,000 and attracted the highest viewing of any of the 6 new HD DTT channels in 2013 with the movie "*Braquage à l'italienne*" (*The Italian Job*) peaking at 494,000. HD1 also has the strongest brand recognition of these 6 channels<sup>1</sup>.

Month after month, HD1 is building on the success of its launch, and adding further audience share.

- **e-TF1**

e-TF1, the TF1 group's digital subsidiary, continued to innovate during 2013 via the launch of MYTF1 Connect, a live second-screen extension to MYTF1 and MYTF1News, and an ambitious new version of the MYTF1News site.

Online video once again performed very well on MYTF1.fr and Wat.tv. The TF1 group is the leading French media group in terms of time spent on video, ranking alongside the multinational giants<sup>2</sup>, with over 9 million unique visitors watching an average of around 1 hour 10 minutes of videos per month.

The MYTF1 app is also going from strength to strength, with over 8.0 million downloads to end December 2013<sup>3</sup>.

There was no let-up in the momentum of e-TF1 during 2013, with revenue up 1.3% year-on-year at €102.6 million.

This good performance was driven not only by higher revenue from online advertising, but also by a further rise in non-advertising revenue.

Topline growth coupled with ongoing cost control helped e-TF1 post current operating profit of €21.1 million to end 2013 (compared with €18.3 million a year earlier), taking current operating margin to 20.6% (versus 18.1% a year earlier, a rise of 2.5 points).

The success of e-TF1, in terms of both consumption and profitability, is a clear vindication of the TF1 group's digital strategy.

- **Other media**

### Metro France

The print media advertising market contracted by 1.1% versus 2012<sup>4</sup>. Daily freesheets saw gross revenue drop by 1.8%<sup>5</sup>.

Metro France continued to transform its model: on May 29, 2013 it changed its name, launching an "all media" news offer under the Metronews banner.

Metronews is the 2<sup>nd</sup> most-read daily newspaper in France, with nearly 2.9 million readers. The strategy adopted at the start of 2012 is paying off in terms of readership, with a significant increase of 2.2% since the last survey, thanks to the geographical rollout and the reverse publishing policy. The audience for the Metronews.fr site broke through the 3 million unique visitor mark in November 2013, reaching 3,108,000, a rise of 94% year-on-year<sup>6</sup>.

Given the contraction in the print media market and strong competition, Metro France saw revenue and current operating profit fall in 2013.

<sup>1</sup> Brand recognition observatory: add-on channels, 2013 wave, CSA

<sup>2</sup> Source: Médiamétrie NetRatings – November 2013

<sup>3</sup> Source: XiTi, estat Médiamétrie, iTunes Connect, Google Play

<sup>4</sup> Source: Etude One 2012-2013 (July 1, 2012 – June 30, 2013)

<sup>5</sup> Source: AdExpress / Metronews Universe

<sup>6</sup> Source: NNR panel – November 2013 - UV ('000) – All localities

## TF1 Publicité (third-party advertising sales)

The third-party advertising airtime sales business continued to expand, with new additions both in radio (M FM) and TV (BeIN SPORT, Numéro 23).

### 2.1.2. Content

Revenue for the Content business was down slightly by 1.1% at €70.7 million to end 2013, with good performances by TF1 Production and TF1 Films Production outweighed by the fall-off in revenue at TF1 Droits Audiovisuels. Current operating profit for 2013 was €8.8 million, versus €5.2 million a year earlier.

#### Movie market<sup>1</sup>

Cinema footfall reached 192.8 million in 2013, down 5.3% year-on-year. For the last four years footfall has been over 200 million.

The market share of French movies fell sharply to 33.3% in 2013, against 40.3% for 2012.

- **TF1 Films Production<sup>2</sup>**

In 2013, TF1 Films Production co-produced 19 movies shown on cinema screens, against 14 in 2012. Of these, 7 had exceeded the 1 million admissions mark by December 31 (against 8 in 2012).

Movie	General release date	No. of admissions 2013 (in millions)
BOULE & BILL	27/02/2013	2.0
20 ANS D'ECART	06/03/2013	1.4
JAPPELOUP	13/03/2013	1.8
LES GAMINS	17/04/2013	1.6
LES PROFS	17/04/2013	4.0
LA CAGE DOREE	24/04/2013	1.2
EYJAFJALLOJOKULL	23/10/2013	1.8

Co-production revenues rose as a result.

- **TF1 Droits Audiovisuels**

TF1 Droits Audiovisuels saw revenue fall to end 2013. 10 movies went on general release during 2013, compared with 15 a year earlier. However, TF1 Droits Audiovisuels did distribute the movie *Les Profs*, which was the best performing French movie of 2013, with 4.0 million admissions.

Current operating profit increased, thanks to strong sales for the movie catalogue and series.

- **TF1 Production**

TF1 Production posted a slight year-on-year rise in revenue in 2013.

TF1 Production produced *Splash* and a scripted reality show (*Petits secrets entre voisins*) for TF1 channels and delivered the new *Crossing Lines* series to TF1 in the third quarter of 2013. It was TF1 Production that handled the production of the UEFA Euro 2012 football tournament.

Cost containment measures meant that current operating profit rose proportionately more than revenue during the period.

## 2.2. CONSUMER PRODUCTS

Revenue (€m)	2013	2012	Chg. %
TF1 Vidéo	58.0	84.1	-31.0%
Home shopping	85.5	99.3	-13.9%
TF1 Entreprises	61.6	56.9	+8.3%
<b>Consumer Products</b>	<b>205.1</b>	<b>240.3</b>	<b>-14.6%</b>

Current operating profit (€m)	2013	2012	Chg €m
TF1 Vidéo	0.8	0.3	+0.5
Home shopping	14.2	6.8	+7.4
TF1 Entreprises	10.3	10.9	(0.6)
<b>Consumer Products</b>	<b>25.3</b>	<b>18.0</b>	<b>+7.3</b>

Revenue for the Consumer Products division fell by 14.6% to €205.1 million, and current operating profit was €7.3 million higher at €25.3 million. The

<sup>1</sup> Source: CNC

<sup>2</sup> Source: Ecran Total

division's results incorporate the effects of the sale of Place des Tendances which was deconsolidated on November 5, 2013.

### 2.2.1. TF1 Vidéo<sup>1</sup>

The Video market again contracted sharply in 2013. The physical video market declined by 16.7% by volume and 14.1% by value to €929.1 million. The main reasons for this were falls of 18.8% in revenues from DVD sales to €724.2 million and of 8.5% from Blu-ray sales to €204.9 million. Blu-ray represented 22.1% of video sales revenue in 2013, against 20.1% in 2012. The VoD market also contracted in 2013.

In this very tough market, TF1 Vidéo posted revenue of €58.0 million, compared with €84.1 million in 2012. This €26.1 million reduction was largely due to the success of the movie *Intouchables*, which went on general release in 2012 and had a massively big impact on that year's results. New movies launched in 2013 did not have the same success as the star performers of 2012 like *Polisse*, *Foresty Party* and *la Vérité si je mens 3*. Bear in mind also the good performances from MYTF1VOD, which managed to introduce an ambitious strategy in 2013 in a market where there is heavy competition from illegal downloads. The number of sessions sold in 2013 was up 21% by volume year-on-year.

Current operating profit for the Video business rose by €0.5 million to €0.8 million. Bear in mind that although 2012 current operating profit was boosted by the performance of *Intouchables*, the effect was partially offset by restructuring costs under the job protection plan.

### 2.2.2. Home Shopping<sup>2</sup>

Internet sales continued to grow in 2013. Overall, French consumers carried out more than 600 million transactions online during 2013, worth €51.1 billion. Total sales were up 13.5% year-on-year, while the number of transactions leapt by 17.5%.

The Home Shopping business generated revenue of €85.5 million in 2013, versus €99.3 million a year earlier, a fall of 13.9%. In an economic environment characterised by sluggish consumer spending, this fall was attributable mainly to reduced order volumes for the flagship Téléshopping brand, a less favourable product mix, and weaker revenue for the Infomercials activity. In addition, Place des Tendances has not

been included in the consolidation since November 5, 2013.

Current operating profit reached €14.2 million in 2013, versus €6.8 million in 2012. The 2013 figure includes a non-recurring gain on the sale of Place des Tendances.

### 2.2.3. TF1 Entreprises

TF1 Entreprises posted revenue of €61.6 million in 2013, up 8.3% on the previous year.

The current operating profit of TF1 Entreprises was €10.3 million, down slightly by €0.6 million on 2012.

All departments of the subsidiary performed well:

#### Games<sup>3</sup>

The games market has been stable in 2013 (-0.3%).

TF1 Entreprises continued to grow its games business. *Boom boom Balloon* won the prize for the best new children's game at the 2013 "Grand Prix du Jouet" awards. TF1 Entreprises' market share fell to 7.0%, from 7.4% in 2012.

#### Music<sup>4</sup>

After contracting for 12 years running, the music market grew by 2.3% to €603.2 million. Physical sales were 1.0% higher, while the digital market increased by 0.5% to €125 million, representing 25.5% of sales. Associated rights were up 8.9%.

Against this background, TF1 Entreprises had a very fine year, driven both by its own productions and co-productions (*Thérèse*, *Les Stentors*, etc.), the success of partnerships (*Céline Dion*, *Johnny Hallyday*, etc.), co-produced live shows (*Disney on Ice*, *Cirques phénix*), and show production (*Stars 80*, *The Voice* roadshow, etc.).

#### Licences

TF1 Entreprises continued to exploit its licence portfolio effectively (*Mille Bornes*, *Hello Kitty*), including some spin-offs from TF1 channel programming (*The Voice*, *Masterchef*).

#### Publishing

Since 2011, TF1 Entreprises has been developing successful collections like the *Tintin* figurines (more than 2 million sold) and *Barbapapa*, and

<sup>1</sup> CNC-GfK 2013 Physical Video Barometer

<sup>2</sup> Fevad e-commerce review – France 2013

<sup>3</sup> Source: The NPD Group

<sup>4</sup> Source: SNEP (Syndicat National de l'édition Phonographique)

has been expanding abroad with the *Laurel and Hardy* collection in Germany, and *DC Chess* in New Zealand and Great Britain.

Finally, in 2013 TF1 Entreprises set up a structure to operate venues in the entertainment hub being created in the Cité Musicale on the Ile Seguin near Paris, due to be inaugurated at end 2016.

### 2.3. PAY-TV

Revenue (€m)	2013	2012	Chg. %
<b>Eurosport group*</b>	<b>452.9</b>	<b>475.1</b>	<b>-4.7%</b>
Advertising	90.2	98.6	-8.5%
Other revenue	362.7	376.5	-3.7%
<b>Theme channels France</b>	<b>77.8</b>	<b>87.6</b>	<b>-11.2%</b>
Advertising	17.5	27.2	-35.7%
Other revenue	60.3	60.4	-0.2%
<b>Pay-TV</b>	<b>530.7</b>	<b>562.7</b>	<b>-5.7%</b>
*o/w Eurosport International	385.8	406.0	(20,2)
o/w advertising	81,2	88,8	(7,6)
o/w other revenues	304,6	317,2	(12,6)

Current operating profit (€m)	2013	2012	Chg. €m
<b>Eurosport group*</b>	<b>81.8</b>	<b>63.6</b>	<b>+18.2</b>
<b>Theme channels France</b>	<b>(2.3)</b>	<b>0.7</b>	<b>(3.0)</b>
<b>Pay-TV</b>	<b>79.5</b>	<b>64.3</b>	<b>+15.2</b>
*o/w Eurosport International	76,6	57,8	+18,8

Pay-TV segment revenue for 2013 was €530.7 million, down 5.7%.

Current operating profit was sharply higher at €79.5 million, against €64.3 million in 2012 (up €15.2 million).

#### 2.3.1. Eurosport group

Eurosport group revenue was down €22.2 million (or 4.7%) year-on-year at €452.9 million.

Non-advertising revenue was 3.7% lower year-on-year, at €362.7 million, due to difficulties in the Spanish market and in Scandinavia, partially offset by the channel's success in Eastern and Central Europe and the growth of Eurosport Asia-Pacific.

The strong sporting calendar of 2012 (UEFA Euro 2012 football tournament and the London

Olympics) proved a tough comparative. As a result, Eurosport's advertising revenue fell by 8.5% year-on-year in 2013 to €90.2 million (after a 15.6% rise in 2012).

Profitability at Eurosport is continuing to improve, with current operating profit rising by €18.2 million year-on-year to €81.8 million. Operating margin was 18.1% in 2013, up 4.7 points year-on-year.

In the fourth quarter of 2013, Eurosport revenue fell 3.4% to €110.4 million.

Current operating profit rose by €10.0 million to €27.1 million thanks to very good cost control, giving operating margin of 24.5%, versus 15.0% in the fourth quarter of 2012.

#### Operating performance

At end 2013, the Eurosport channel was being received by 132.8 million households in Europe, 1.0 million more than at end 2012. The number of paying households was up 0.3%.

The HD rollout continued, extending to 32.2 million homes (up 32.5%). Eurosport 2 is now received by 68.1 million households (up 8.8%) and Eurosport 2 HD by 16.6 million households (up 59.6%). Eurosport Asia-Pacific is available to 9.3 million households, against 7.6 million at end 2012. Eurosportnews is received by 2.4 million households.

In a market that remains fragmented, TV audiences contracted slightly, by 0.8%, though this is to be seen in the light of the rich sporting calendar in 2012, with the London Olympics in the summer. However, the decline in audiences during 2013 was limited, thanks to a strong winter sports season and the other stalwarts of Group channels (Alpine skiing World Championships, Roland Garros, African Cup of Nations, etc.).

Internet audiences also grew, placing Eurosport in the top flight of sport programming networks<sup>1</sup>. With 14 local versions on its website, the Eurosport network was attracting an average of 3.7 million unique visitors to end December 2013<sup>2</sup>, up 12.2% year-on-year.

During 2013, the partnership launched at end 2012 with Discovery Communications fed through into a number of operational and organisational initiatives. In addition, TF1 and Discovery Communications signed an agreement in January 2014 under which Discovery was to become the

<sup>1</sup> Source: ComScore Networks, 1<sup>st</sup> site in Europe with 17.5 m UV in November 2013

<sup>2</sup> Source: Nedstats, UV cookies on Internet

majority shareholder of Eurosport International in the near future.

### 2.3.2. Theme channels France<sup>1</sup>

At a time when the range of free-to-air channels in France is increasing, pay-TV channels as a whole had a 10.8% audience share to end September 2013, down 0.4 of a point year-on-year.

TF1 theme channel revenue for 2013 was €77.8 million, down 11.2% year-on-year, reflecting a €9.7 million reduction in advertising revenue.

The division posted a current operating loss for 2013 of €2.3 million, against a profit of 0.7 million in 2012. The improvement in the cost base, particularly on LCI and the Découverte division channels, has to some extent offset the drop in revenue in 2013.

- **LCI**

LCI is maintaining an editorial stance focused on analysis and explanation of news stories. The channel also continues to offer strong brands like Le Club LCI. In response to falling advertising revenue, LCI is continuing to adjust its cost base.

- **TV Breizh**

TV Breizh confirmed its position as the leading general interest mini-channel on cable and satellite, with audience share of 1.2% among individuals aged 4 and over, rising to 1.4% among “women aged under 50 purchasing decision-makers”.

Since March 2013, the channel has been transmitted from the TF1 site in Boulogne, rather than its historical base in Lorient.

In a tough competitive and economic context, TV Breizh reported a fall in both revenue and operating profit in 2013.

- **Histoire, Ushuaïa, Stylia<sup>2</sup>**

Since April 2013, the Découverte channels have also been transmitted from the TF1 site in Boulogne rather than from their historical base in Lorient.

Ushuaïa TV is maintaining its editorial policy, with the emphasis on adventure and discovery; this policy is paying off, with the channel enjoying the

highest brand recognition in the discovery/lifestyle segment.

Histoire is continuing to focus on its editorial policy and on building awareness of its brand as the benchmark history channel on cable, satellite and ADSL. The channel has moved up one place to 6<sup>th</sup> in the brand recognition rankings for the discovery/lifestyle segment.

Finally, Stylia continues to base its editorial policy on women’s lifestyle issues.

The division’s revenues are proving resilient in a challenging market, and cutting the cost base has helped the division improve margins substantially.

- **TF6 and Serieclub**

Full-year revenue and current operating profit for these two channels – owned 50/50 by TF1 and M6 – were down year-on-year.

TF6 continues to add new first-run series and new entertainment shows. The channel’s audience share is 0.6% among individuals aged 4 and over, rising to 1.3% among “women aged under 50 purchasing decision-makers”.

Serieclub has been pulling in excellent audiences thanks to ambitious scheduling of first-run series, and is one of the fastest-growing French pay-TV channel among “women aged under 50 purchasing decision-makers”. The channel has a 1.1% share of this audience (versus 0.8% a year earlier). Among individuals aged 4 and over, the audience share also increased (by 0.1 of a point, to 0.6%).

<sup>1</sup> Source: Médiamat<sup>1</sup>Thématik (25 January 2013 – June 2013 wave) Pay-TV universe

<sup>2</sup> Brand recognition observatory: add-on channels, 2013 wave, CSA Institute



#### 2.4. Holding company and other

Revenue (€m)	2013	2012	Chg. %
Holding company & other	8.9	8.3	+7.2%

Current operating profit (€m)	2013	2012	Chg. €m
Holding company & other	16.7	15.7	+1.0

The “Holding company & other” segment, which includes the Group’s property and transmission entities, posted revenue of €8.9 million (up 7.2%) and current operating profit of €16.7 million (an increase of €1.0 million).

The bulk of this segment’s revenue is generated internally. However, its current operating profit includes all margin generated by entities in the segment.

### 3. Corporate social responsibility

#### 3.1. Dialogue and solidarity

##### Job opportunities via the 2013 Enterprise Foundation campaign

In September, the TF1 Enterprise Foundation welcomed the 13 candidates selected to join the 6<sup>th</sup> annual intake. The Foundation's main aim is to provide training and jobs in the audiovisual industry via a range of initiatives targeted at applicants from deprived neighbourhoods.

##### Supporting the economic, social and cultural development of deprived neighbourhoods

On June 20, 2013, the TF1 group signed up to the "Business & Neighbourhoods" (Entreprises et Quartiers) charter in the presence of François Lamy, the minister with responsibility for cities. The aim is to promote jobs and economic development in deprived neighbourhoods. By signing up to the charter, the TF1 group – represented by Arnaud Bosom (Executive Vice President Human Resources and Organisation) and Samira Djouadi (chief representative of the TF1 Enterprise Foundation) – is committing to promoting access to jobs for people from deprived neighbourhoods, and also to supporting the economic, social and cultural development of these neighbourhoods.

##### Overview of solidarity campaigns at end-September 2013

Between October 1, 2012 and September 30, 2013, the TF1 group devoted substantial screen time to charities, in terms of both programming and advertising airtime. This media access, gifted as part of the Group's sponsorship program, represents an amount of €38 million injected directly or indirectly into the French charity sector, consisting of:

- donations in kind: screen time, technical services, production of adverts, and gifts of equipment;
- cash donations: proceeds from games tied into TV specials screened on the TF1 channel, donated to charities and a few charitable foundations selected by the Solidarity Committee (the TF1, Nicolas Hulot and Bouygues Foundations).

In total, the Group provided support to 131 charities, and 248 were mentioned in reports on the channel's news or magazine programmes.

#### 3.2. Career development and employment

##### Sandwich courses: helping disabled people into employment

In partnership with Cap Emploi, TF1 has launched an initiative to recruit disabled people (students, and adults retraining for a new career) for work experience. In September, five people (aged 21 to 50) joined the Group on vocational training contracts of 12 to 24 months. Participants are offered opportunities in a range of fields, from technical to audiovisual production and from marketing to administration. The "Actions Handicap" team will help successful candidates plan their career path, in particular by helping them choose the right college and course (which will be funded by TF1).

##### TF1 staff tackle illiteracy

TF1 is a founder member of B'A'ba Solidarité, a not-for-profit organisation fighting illiteracy in the corporate world. B'A'ba Solidarité is asking TF1 staff to volunteer to help employees of the Group's cleaning contractor learn French, or improve their French, via tuition and one-to-one support. In March 2013, 30 TF1 employees responded by committing to provide their support until the training is completed in February 2014.

##### TF1 and LCI launch the "Grand Prix Patrick Bourrat"

Open to students at the thirteen French journalism schools accredited by the profession, this prize has enabled the two best news editors and two best news reporters to secure fixed-term contracts at TF1 and LCI. The prize emphasises the value of communication, testimony and experience, in line with what Patrick Bourrat (a star reporter at TF1, who died in the line of duty in Kuwait on December 22, 2002) would have wanted.

##### Disabled people's job week: TF1 employees take centre stage

To mark "Disabled People's Job Week", which ran from November 18 to 24, 2013, the Disability Action Group and the in-house communications department put on a series of sketches featuring able-bodied or disabled staff selected via internal auditions. The aim of this sketch series, entitled "No More and No Less", was to take a humorous look at prejudices around the issue of disability. TF1 journalists and presenters joined in the sketches, which also featured cameos from members of the senior management team including the Chairman, Nonce Paolini.

### 3.3. Environment

#### **Jo, the first-ever carbon-neutral international production**

Atlantique Productions (subsidiary of Lagardère Entertainment) and TF1 have joined forces to make *Jo* – screened on TF1 on April 25 – the first-ever carbon-neutral production. TF1, a founding partner of the Ecoprod collective, retained expert consultants during shooting to advise on the environmental footprint and measure carbon emissions. The series producers decided to offset the residual CO<sub>2</sub> emissions from the shooting by buying carbon credits, involving a financial contribution to environment- and biodiversity-friendly projects suggested by EcoAct, a partner of Ecoprod. Scheduled for broadcast on the TF1 channel on April 25, and then for transmission on international channels, this production should provide a template for a growing number of producers building eco-design into their shoots.

### 3.4. Responsible Purchasing

#### **Award for the Purchasing Department**

The TF1 group's Purchasing Department was awarded the prize for "Responsible Purchasing and Diversity" at the 2013 Trophées des Achats awards, organised by the French federation of managers and buyers. The TF1 group obtained the "Responsible Supplier Relations" label on January 27<sup>th</sup> 2014 awarded to French companies having demonstrated lasting and well-balanced relations with their suppliers.

## Outlook

In a gloomy economic climate, with no signs of recovery and visibility still poor, the net television advertising market could see a contraction in 2014.

For the TF1 group, 2014 will also be marked by two exceptional events:

- the Football World Cup, which will be a must-see event, but the rights for which (acquired in 2005 for €130m) will be a drag on profitability;
- the probable sale of a 31% stake of Eurosport International to Discovery Communications, after the sale of a first stake of 20 % which took place in 2012.

Building on a robust financial position, the TF1 group remains fully committed to continuing its transformation by:

- continuing to adapt its core business;
- completing phase II of the optimisation plan, with a target of €29m of recurring savings still to be achieved by end 2014;
- prioritising growth, allied with prudence and determination.

# 2013 consolidated financial statements

## Consolidated balance sheet

ASSETS (€ million)	Notes	Dec. 31, 2013	Dec. 31, 2012
<b>Goodwill</b>	7	<b>482.5</b>	<b>874.3</b>
<b>Intangible assets</b>		<b>108.8</b>	<b>129.8</b>
Audiovisual rights	8.1	48.0	55.2
Other intangible assets	8.2	60.8	74.6
<b>Property, plant and equipment</b>	9	<b>190.2</b>	<b>216.8</b>
<b>Investments in associates</b>	10	<b>81.9</b>	<b>161.1</b>
<b>Non-current financial assets</b>	12.1	<b>17.6</b>	<b>15.8</b>
<b>Non-current tax assets</b>	27.2.2	<b>-</b>	<b>10.6</b>
<b>Total non-current assets</b>		<b>881.0</b>	<b>1,408.4</b>
<b>Inventories</b>		<b>682.3</b>	<b>632.1</b>
Programmes and broadcasting rights	11	666.3	615.2
Other inventories		16.0	16.9
<b>Trade and other debtors</b>	12.4	<b>1,129.5</b>	<b>1,302.0</b>
<b>Current tax assets</b>		<b>31.9</b>	<b>14.5</b>
<b>Other current financial assets</b>	12	<b>-</b>	<b>2.1</b>
<b>Cash and cash equivalents</b>	12.5	<b>288.9</b>	<b>258.7</b>
<b>Total current assets</b>		<b>2,132.6</b>	<b>2,209.4</b>
<b>Assets of held-for-sale operations</b>	4	<b>645.6</b>	<b>-</b>
<b>TOTAL ASSETS</b>		<b>3,659.2</b>	<b>3,617.8</b>
<i>Net surplus cash of continuing operations</i>		<b>188.3</b>	<b>236.3</b>
<i>Net surplus cash of held-for-sale operations</i>		<b>67.2</b>	

## Consolidated balance sheet (continued)

SHAREHOLDERS' EQUITY AND LIABILITIES (€million)	Note	Dec. 31, 2013	Dec. 31, 2012
Share capital		42.2	42.1
Share premium and reserves		1,532.2	1,506.7
Net profit for the period attributable to the Group		137.0	136.0
<b>Shareholders' equity attributable to the Group</b>		<b>1,711.4</b>	<b>1,684.8</b>
Non-controlling interests		130.5	117.0
<b>Total shareholders' equity</b>	13	<b>1,841.9</b>	<b>1,801.8</b>
<b>Non-current debt</b>	14 & 15	<b>1.2</b>	<b>13.6</b>
<b>Non-current provisions</b>	16.1	<b>40.9</b>	<b>39.3</b>
<b>Non-current tax liabilities</b>	27.2.2	<b>8.9</b>	<b>9.8</b>
<b>Total non-current liabilities</b>		<b>51.0</b>	<b>62.7</b>
<b>Current debt</b>	15	<b>99.4</b>	<b>8.8</b>
<b>Trade and other creditors</b>	14.3	<b>1,450.8</b>	<b>1,687.2</b>
<b>Current provisions</b>	16.2	<b>30.4</b>	<b>53.5</b>
<b>Current tax liabilities</b>		<b>16.2</b>	<b>2.9</b>
<b>Other current financial liabilities</b>	14	<b>3.8</b>	<b>0.9</b>
<b>Total current liabilities</b>		<b>1,600.6</b>	<b>1,753.3</b>
<b>Liabilities of held-for-sale operations</b>	4	<b>165.7</b>	<b>-</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>		<b>3,659.2</b>	<b>3,617.8</b>

## Consolidated income statement

(€ million)	Note	2013	2012 <sup>(a)</sup>
Advertising revenue		1,597.7	1,686.8
Other revenue		487.4	528.4
<b>Revenue</b>	<b>17</b>	<b>2,085.1</b>	<b>2,215.2</b>
Other income from operations		0.2	0.4
Purchases consumed and changes in inventory	18	(981.8)	(1,048.5)
Staff costs	19	(353.2)	(352.9)
External expenses	20	(373.0)	(396.0)
Taxes other than income taxes	21	(131.6)	(142.1)
Depreciation and amortisation, net		(61.6)	(65.6)
Provisions and impairment, net		(32.8)	(10.0)
Other current operating income	22	99.9	121.2
Other current operating expenses	22	(104.7)	(121.4)
<b>Current operating profit/(loss)</b>		<b>146.5</b>	<b>200.3</b>
Non-current operating income	23	-	-
Non-current operating expenses	23	-	(46.4)
<b>Operating profit/(loss)</b>		<b>146.5</b>	<b>153.9</b>
Income associated with net debt	24	0.6	3.1
Expenses associated with net debt	24	(0.2)	(0.6)
<b>Cost of net debt</b>		<b>0.4</b>	<b>2.5</b>
Other financial income	25	2.9	7.6
Other financial expenses	25	(2.1)	(1.7)
Income tax expense	27	(45.3)	(52.1)
Share of profits/(losses) of associates	10	0.8	(6.4)
<b>Net profit/(loss) from continuing operations</b>		<b>103.2</b>	<b>103.8</b>
<b>Net profit/(loss) from discontinued or held-for-sale operations</b>	<b>4</b>	<b>48.5</b>	<b>35.5</b>
<b>Net profit/(loss)</b>		<b>151.7</b>	<b>139.3</b>
<b>attributable to the Group:</b>		<b>137.0</b>	<b>136.0</b>
Net profit/(loss) from continuing operations		98.2	100.5
Net profit/(loss) from discontinued or held-for-sale operations		38.8	35.5
<b>attributable to non-controlling interests:</b>		<b>14.7</b>	<b>3.3</b>
Net profit/(loss) from continuing operations		5.0	3.3
Net profit/(loss) from discontinued or held-for-sale operations		9.7	-
Weighted average number of shares outstanding (in '000)		210,645	210,716
Basic earnings per share from continuing operations (€)	28	0.47	0.48
Diluted earnings per share from continuing operations (€)	28	0.47	0.47
Basic earnings per share from held-for-sale operations (€)	28	0.18	0.17
Diluted earnings per share from held-for-sale operations (€)	28	0.18	0.17

(a) In accordance with IFRS 5 (see Note 4), the presentation of the 2012 income statement as published in February 2013 has been changed in order to show results from discontinued or held-for-sale operations separately.

## Statement of recognised income and expense

(€million)	2013	2012
<b>Consolidated net profit for the period</b>	<b>151.7</b>	<b>139.3</b>
<b>Items not reclassifiable to profit or loss</b>		
Actuarial gains/losses on employee benefits	(3.0)	(7.2)
Net tax effect of equity items not reclassifiable to profit or loss	1.0	2.5
Share of non-reclassifiable income and expense of associates recognised in equity	-	-
<b>Items reclassifiable to profit or loss</b>		
Remeasurement of hedging instruments <sup>(1)</sup>	(5.7)	(3.8)
Remeasurement of available-for-sale financial assets	-	-
Change in cumulative translation adjustment of controlled entities	-	0.1
Net tax effect of equity items reclassifiable to profit or loss	2.1	1.4
Share of reclassifiable income and expense of associates recognised in equity	-	-
<b>Income and expense recognised directly in equity <sup>(2)</sup></b>	<b>(5.6)</b>	<b>(7.0)</b>
<b>Total recognised income and expense</b>	<b>146.1</b>	<b>132.3</b>
<i>attributable to the Group</i>	131.4	129.0
<i>attributable to non-controlling interests</i>	14.7	3.3

<sup>(1)</sup> Includes amounts reclassified to profit or loss: -€2.0 million in 2013, -€2.6 million in 2012

<sup>(2)</sup> Includes -€0.2 million relating to discontinued or held-for sale operations in both 2013 and 2012



## Consolidated statement of change in equity

(€ million)	Share capital	Share premium	Treasury shares	Reserves	Income and expense recognised directly in equity	Share-holders' equity attributable to the Group	Non-controlling interests	Total share-holders' equity
<b>BALANCE AT DECEMBER 31, 2011</b>	<b>42.2</b>	<b>-</b>	<b>(0.7)</b>	<b>1,526.8</b>	<b>6.8</b>	<b>1,575.1</b>	<b>12.1</b>	<b>1,587.2</b>
Capital increase (share options exercised)	-	-	-	-	-	-	-	-
Share-based payment	-	-	-	0.7	-	0.7	-	0.7
Purchase of treasury shares	-	-	(2.3)	-	-	(2.3)	-	(2.3)
Cancellation of treasury shares	(0.1)	-	3.0	(3.0)	-	(0.1)	-	(0.1)
Dividends paid	-	-	-	(116.0)	-	(116.0)	(1.0)	(117.0)
Other transactions with shareholders	-	-	-	93.0	-	93.0	102.6	195.6
<b>Total transactions with shareholders</b>	<b>(0.1)</b>	<b>-</b>	<b>0.7</b>	<b>(25.3)</b>	<b>-</b>	<b>(24.7)</b>	<b>101.6</b>	<b>76.9</b>
<b>Consolidated net profit for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>136.0</b>	<b>-</b>	<b>136.0</b>	<b>3.3</b>	<b>139.3</b>
<b>Income &amp; expense recognised directly in equity</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(7.0)</b>	<b>(7.0)</b>	<b>-</b>	<b>(7.0)</b>
Other movements (changes in accounting policy, changes in scope of consolidation, other changes)	-	-	-	5.4	-	5.4	-	5.4
<b>BALANCE AT DECEMBER 31, 2012</b>	<b>42.1</b>	<b>-</b>	<b>-</b>	<b>1,642.9</b>	<b>(0.2)</b>	<b>1,684.8</b>	<b>117.0</b>	<b>1,801.8</b>
Capital increase (share options exercised)	0.2	5.8	-	-	-	6.0	-	6.0
Share-based payment	-	-	-	0.6	-	0.6	-	0.6
Purchase of treasury shares	-	-	(3.3)	-	-	(3.3)	-	(3.3)
Cancellation of treasury shares	(0.1)	-	3.3	(3.3)	-	(0.1)	-	(0.1)
Dividends paid	-	-	-	(115.6)	-	(115.6)	(1.2)	(116.8)
Other transactions with shareholders	-	-	-	7.6	-	7.6	-	7.6
<b>Total transactions with shareholders</b>	<b>0.1</b>	<b>5.8</b>	<b>-</b>	<b>(110.7)</b>	<b>-</b>	<b>(104.8)</b>	<b>(1.2)</b>	<b>(106.0)</b>
<b>Consolidated net profit for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>137.0</b>	<b>-</b>	<b>137.0</b>	<b>14.7</b>	<b>151.7</b>
<b>Income &amp; expense recognised directly in equity</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(5.6)</b>	<b>(5.6)</b>	<b>-</b>	<b>(5.6)</b>
Other movements (changes in accounting policy, changes in scope of consolidation, other changes)	-	-	-	-	-	-	-	-
<b>BALANCE AT DECEMBER 31, 2013</b>	<b>42.2</b>	<b>5.8</b>	<b>-</b>	<b>1,669.2</b>	<b>(5.8)</b>	<b>1,711.4</b>	<b>130.5</b>	<b>1,841.9</b>

See Note 13, "Consolidated shareholders' equity", for a breakdown of these changes

## CONSOLIDATED CASH FLOW STATEMENT

(€ million)	Note	2013	2012 <sup>(a)</sup>
Consolidated net profit (including non-controlling interests)		103.2	103.8
Depreciation, amortisation, provisions and impairment (excluding current assets)		65.0	69.5
<i>Intangible assets and goodwill</i>		39.0	44.7
<i>Property, plant and equipment</i>		23.9	24.7
<i>Financial assets</i>		-	(0.2)
<i>Non-current provisions</i>		2.1	0.3
Other non-cash income and expenses		(14.2)	(9.2)
Effect of fair value remeasurement		(0.8)	(5.2)
Share-based payment		0.6	0.7
Net (gain)/loss on asset disposals		(18.3)	0.4
Share of (profits)/losses and dividends of associates		(0.8)	6.4
Dividend income from non-consolidated companies		(1.0)	(1.2)
<b>Sub-total</b>		<b>133.7</b>	<b>165.2</b>
Cost of net debt		(0.4)	(2.5)
Income tax expense (including deferred taxes)		45.3	52.1
<b>Operating cash flow</b>		<b>178.6</b>	<b>214.8</b>
Income taxes (paid)/reimbursed		(49.0)	(70.0)
Change in operating working capital needs		(70.3)	56.7
<b>Net cash generated by/(used in) operating activities</b>		<b>59.3</b>	<b>201.5</b>
Cash outflows on acquisitions of property, plant and equipment and intangible assets		(51.6)	(46.3)
Cash inflows from disposals of property, plant and equipment and intangible assets		2.0	1.0
Cash outflows on acquisitions of financial assets		(3.4)	(3.4)
Cash inflows from disposals of financial assets		1.8	0.1
Effect of changes in scope of consolidation	29.3	6.0	106.4
<i>Purchase price of investments in consolidated activities</i>		-	(6.4)
<i>Proceeds from disposals of investments in consolidated activities</i>		6.0	112.8
<i>Net liabilities related to consolidated activities</i>		-	-
<i>Other cash effects of changes in scope of consolidation</i>		-	-
Dividends received		1.0	4.3
Other cash flows relating to investing activities	29.2	53.3	(0.1)
<b>Net cash generated by/(used in) investing activities</b>		<b>9.1</b>	<b>62.0</b>
Cash received on exercise of share options		6.0	-
Purchases and sales of treasury shares		(3.3)	(2.3)
Other transactions between shareholders	29.4	-	79.5
Dividends paid during the year		(116.8)	(117.0)
Cash inflows from new debt contracted	29.5	0.2	101.4
Repayment of debt (including finance leases)	29.5	(4.6)	(4.7)
Net interest paid (including finance leases)		0.4	2.5
<b>Net cash generated by/(used in) financing activities</b>		<b>(118.1)</b>	<b>59.4</b>
<b>CHANGE IN CASH POSITION OF CONTINUING OPERATIONS</b>		<b>(49.7)</b>	<b>322.9</b>
<b>Cash position at start of period</b>		<b>240.5</b>	<b>(82.4)</b>
Change in cash position during the period	29.1	(49.7)	322.9
<b>Cash position at end of period</b>	29.1	<b>190.8</b>	<b>240.5</b>
<i>(a) In accordance with IFRS 5 (see Note 4), the presentation of the 2012 cash flow statement as published in February 2013 has been changed in order to show cash flows from held-for-sale operations separately.</i>			
		<b>2013</b>	<b>2012</b>
<b>Cash position at start of period – Discontinued or held-for-sale operations</b>	4	<b>13.9</b>	<b>64.2</b>
Change in cash position – Discontinued or held-for-sale operations <sup>(b)</sup>	4	55.7	(50.3)
<b>Cash position at end of period – Discontinued or held-for-sale operations</b>	4	<b>69.6</b>	<b>13.9</b>
<i>(b) The detail is presented in note 4 – held for sale operations</i>			

## Notes to the consolidated financial statements

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The notes to the consolidated financial statements are included in the full version of the financial statements, and are available on the TF1 corporate website via the following link:

<http://www.groupe-tf1.fr/en/finance/financial-results-publications/financial-reports/2013-7959324-843.html>

## Diary Dates

- **April 17, 2014:** Shareholders' Annual General Meeting
- **April 24, 2014:** Ex-date for 2013 dividend
- **April 29, 2014:** Payment date for 2013 dividend
- **April 30, 2014:** 2014 first-quarter revenue and financial statements
- **July 24, 2014:** 2014 first-half revenue and financial statements
- **October 29, 2014:** 2014 nine-month revenue and financial statements

These dates may be subject to change.

**Télévision Française 1**

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