

the
Leading European
Entertainment Network



**Full year
results 2008**

12 March 2009
Gerhard Zeiler &
Elmar Heggen

Agenda



- **Introduction**

- **Business Review**
- **Financial Review**
- **Outlook**

**Leading European
Entertainment Network**

RTL Group Full Year Highlights 2008

+1.2%

Revenue
EUR 5.8 billion

+2.0%

Reported EBITA
EUR 916 million

EBITA margin
15.9%

+2.6%

Revenue up
on underlying basis

Record results from
Mediengruppe
RTL Deutschland
and FremantleMedia

Strong cash
conversion: **114%**
Net cash position:
EUR 876 million

► RTL Group reports another year of growth

Agenda



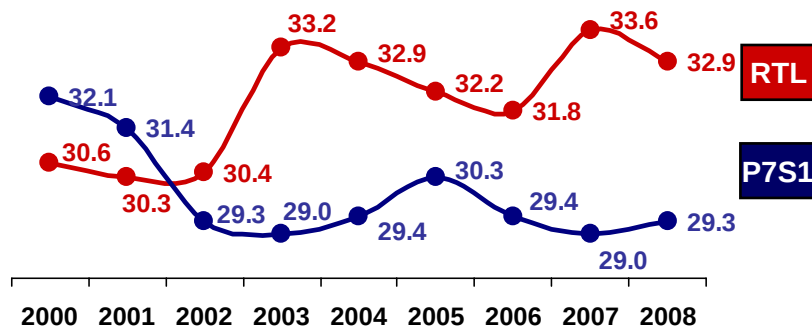
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- **Business Review**
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**Leading European
Entertainment Network**

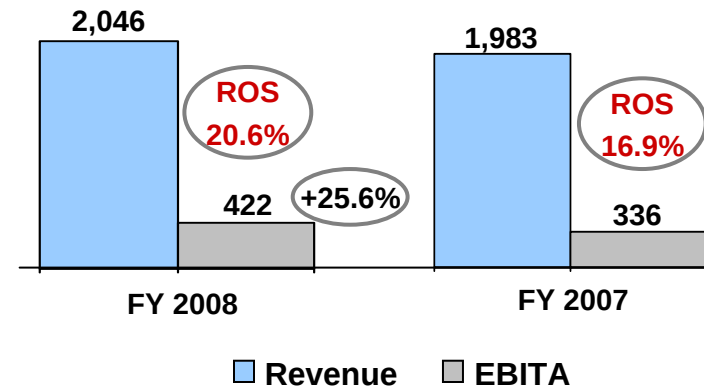
Profit Centre Mediengruppe RTL Deutschland – Full Year Results 2008



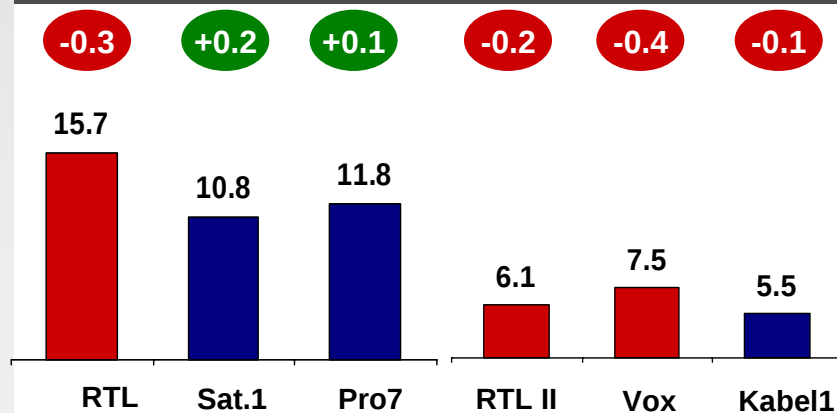
Audience share (14-49) in %



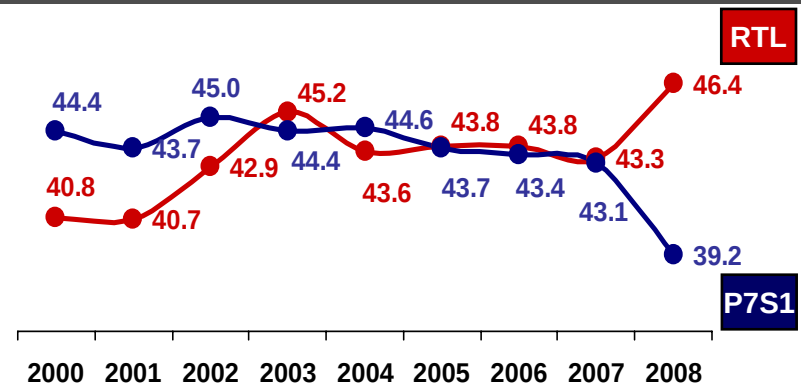
Key financials (in EUR million)



Audience share (14-49) in %



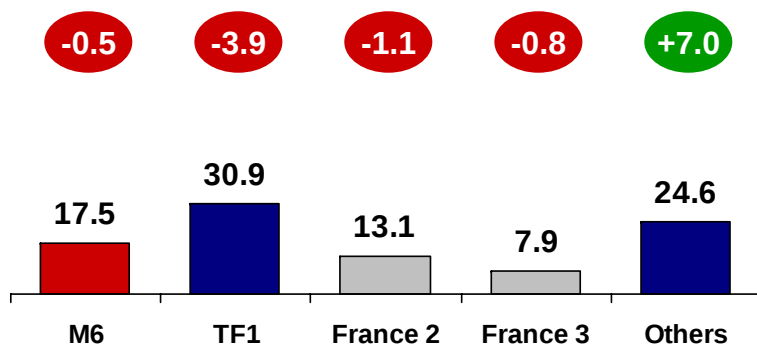
Share of net advertising market (%)



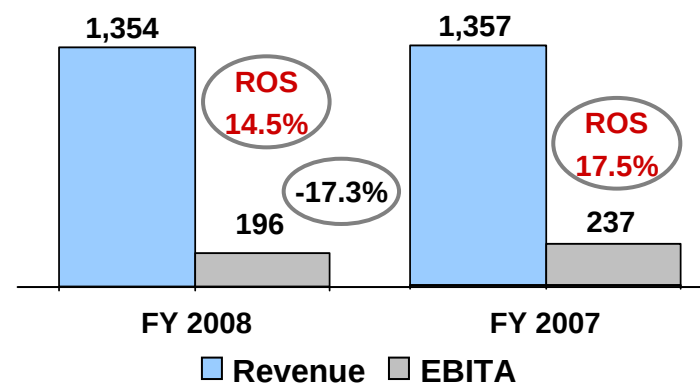
Source: GfK, ZAW and RTL Group estimates

Profit Centre M6 – Full Year Results 2008

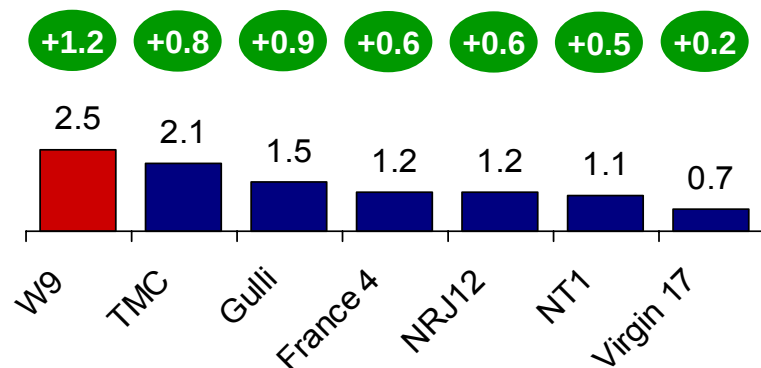
Audience share (housewives < 50) in %



Key financials (in EUR million)

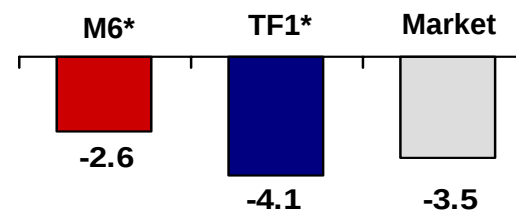


W9 (housewives < 50) in %



Advertising market (%)

Net ad development FY 2008 vs. FY 2007

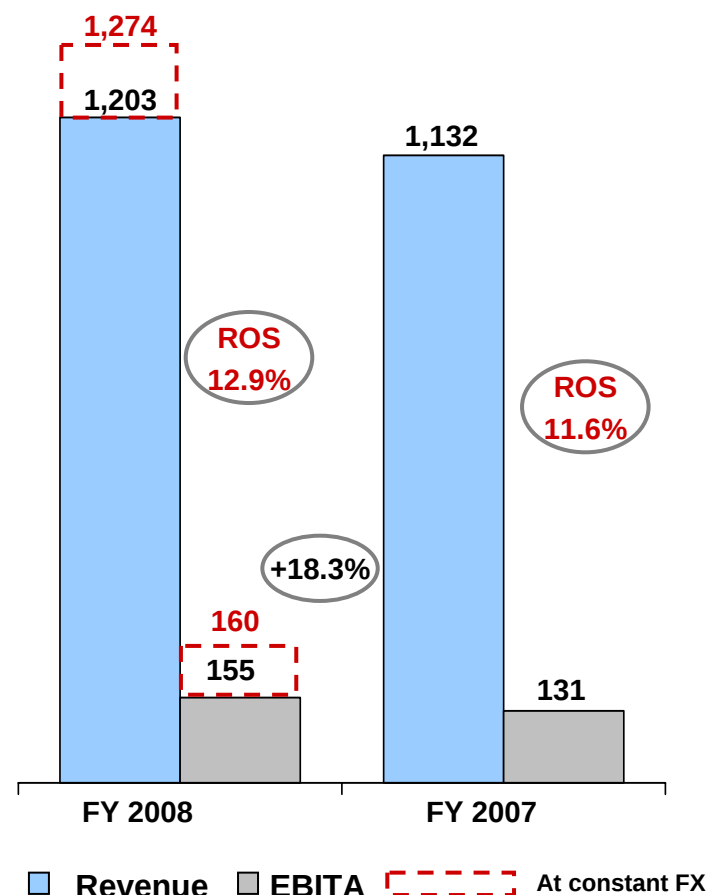


Profit Centre FremantleMedia – Full Year Results 2008

Key facts 2008

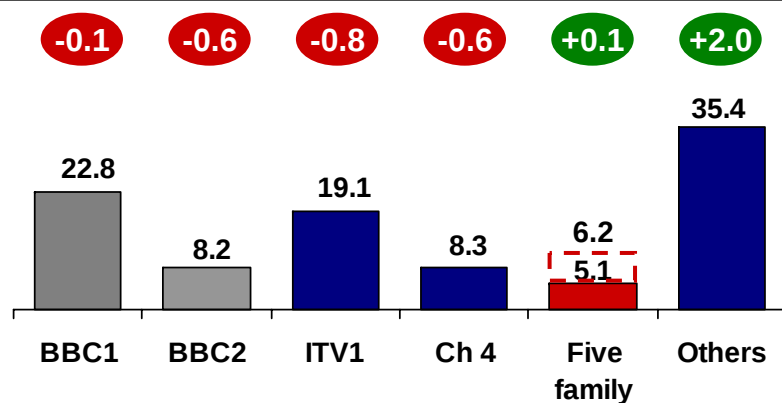
- Currency effects (strong EUR) have negative impact on revenue and EBITA of EUR 71 million and EUR 5 million respectively
- Operational performance remains strong, driven by international prime time hit formats
- Excellent performance from US business
- Existing formats such as “Idols” and “Got Talent” continue to perform well. The game show “Hole in the Wall” has become FremantleMedia’s fastest ever international roll-out having already been sold to 32 countries

Key financials (in EUR million)

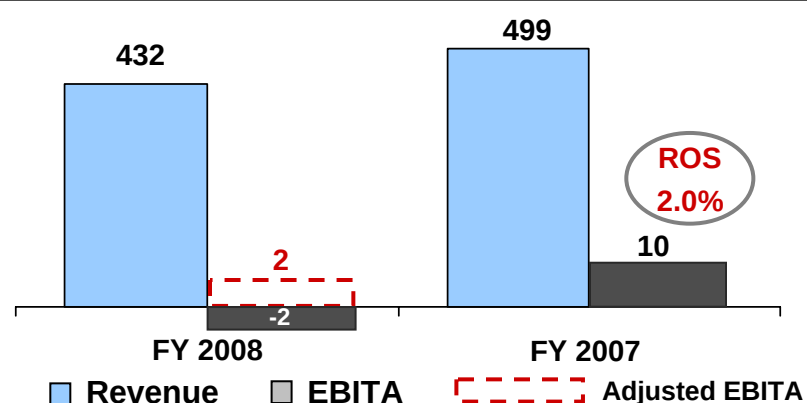


Profit Centre Five – Full Year Results 2008

Share of adult viewing (all day) in %

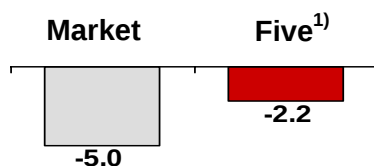


Five family key financials (in EUR million)

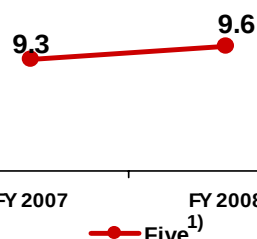


Net advertising market (%)

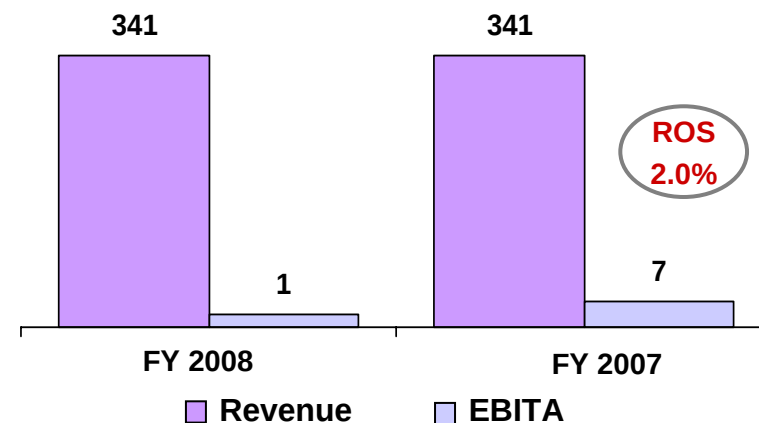
Net ad development FY 2008 vs. FY 2007



Net ad share



Five family key financials* (in GBP million)



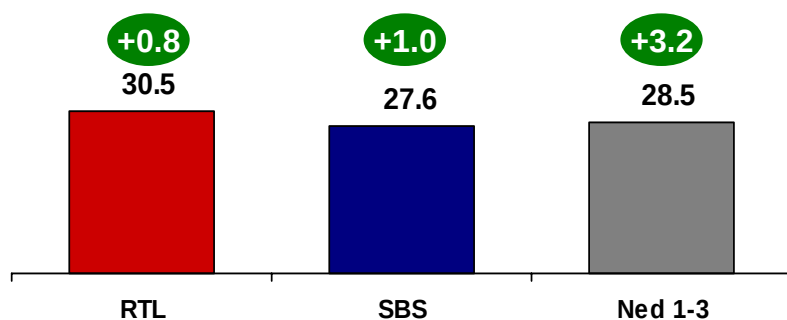
1) Five family spot advertising revenue
Source: BARB, ITC

* Results adjusted for restructuring costs

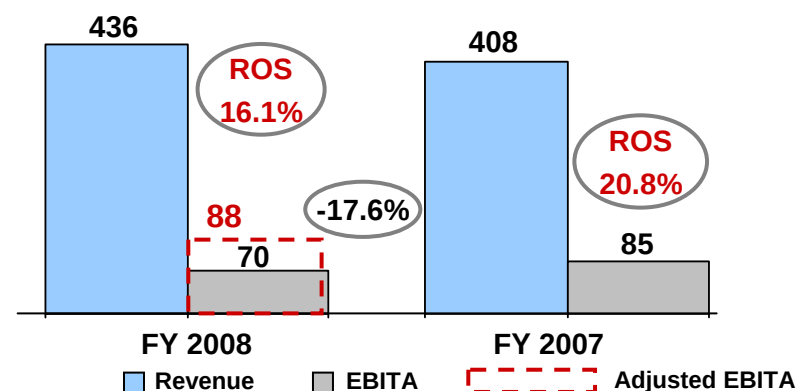
Profit Centre Netherlands – Full Year Results 2008

Audience share (shp 20-49, primetime) in%

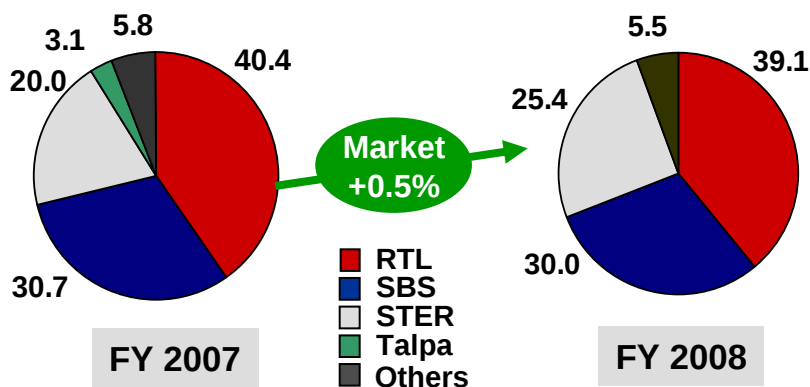
Families of channels:



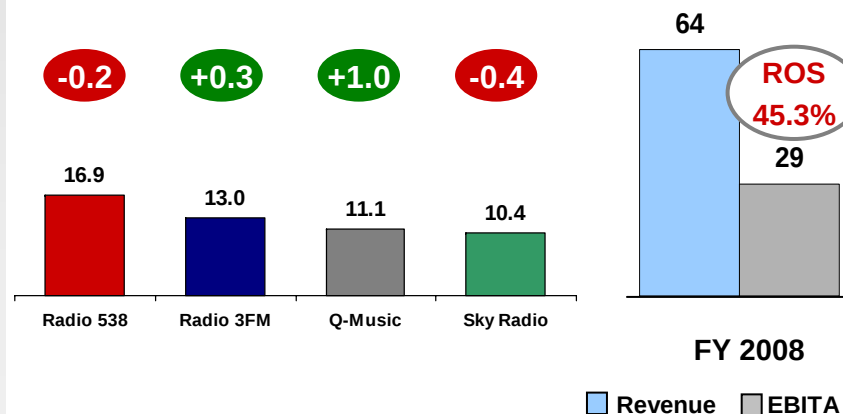
Key financials (in EUR million)



Share of net advertising market (%)¹⁾



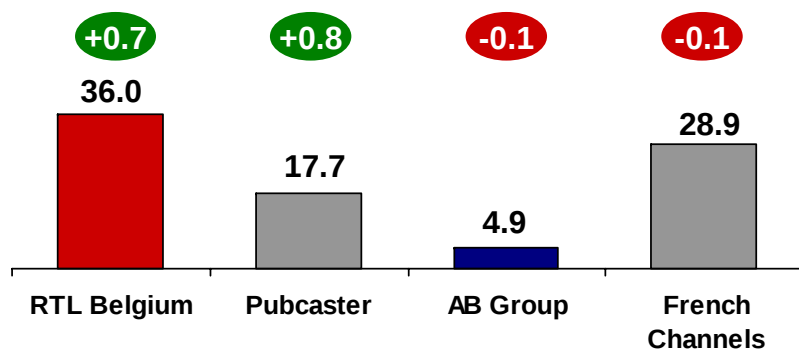
Radio 538 – audience share (20-49) and financials



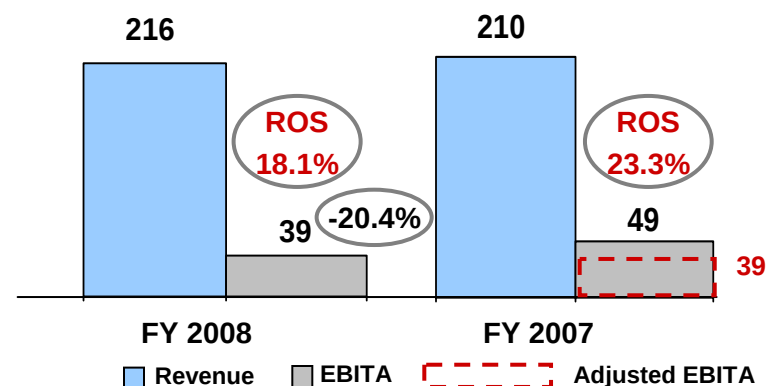
1) Source : RTL Group estimates

Profit Centre Belgium – Full Year Results 2008

Audience share (shp 18-54, primetime) in %¹⁾

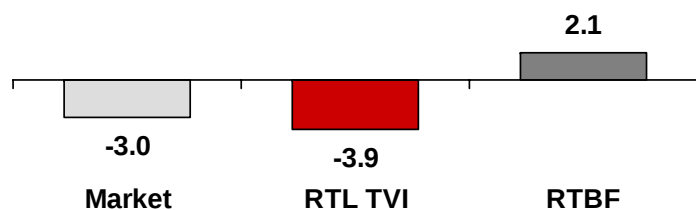


Key financials (in EUR million)



Net ad development (%)

FY 2008 vs. FY 2007



Key facts 2008

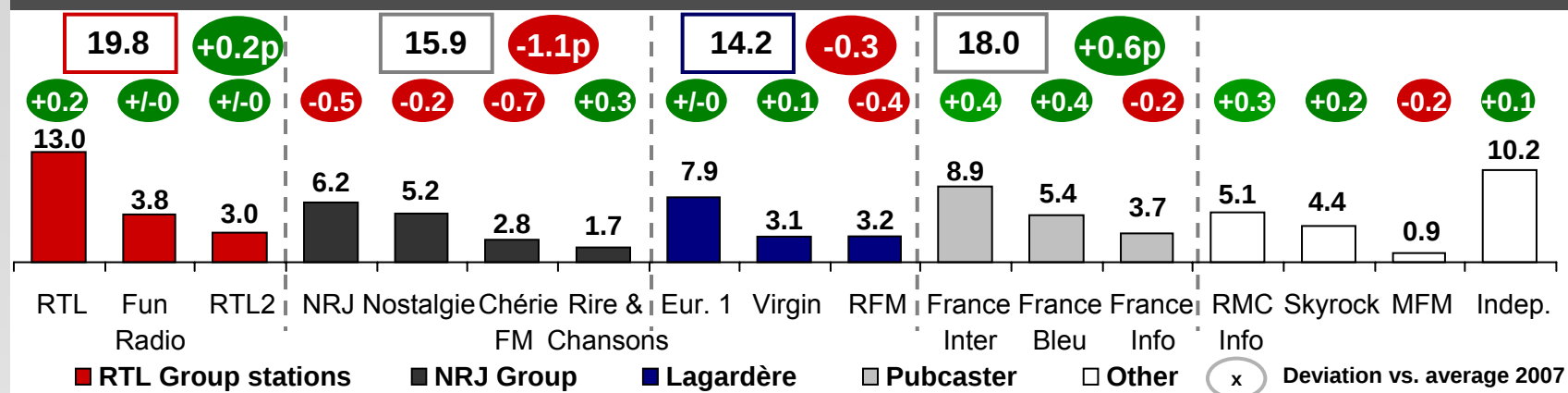
- Increased audience share
- EBITA down year on year solely as a result of EUR 10 million profit on disposal recorded in 2007

Source: Audimetrie

1) CIM MDB South, TVi estimates

Profit Centre Radio France – Full Year Results 2008

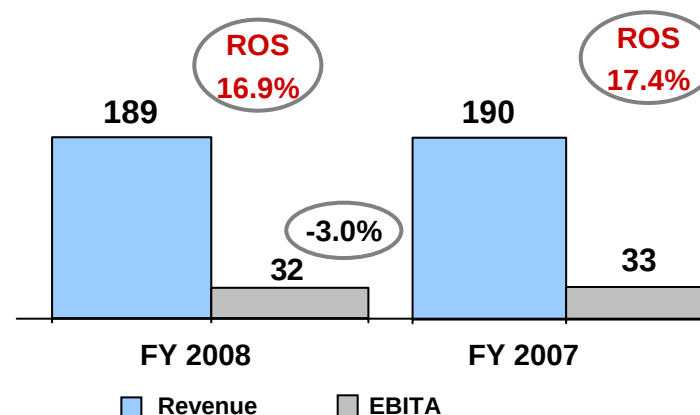
Average audience share 2008 (13+, 5-24h, Mon - Fri) in %



Key facts 2008

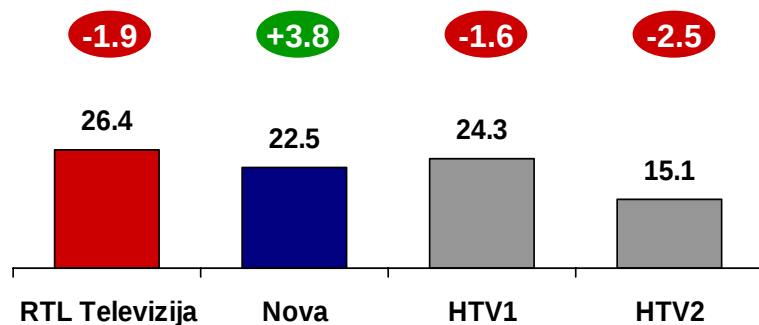
- RTL family maintains audience market leadership
- Advertising market share improved to 28.4 per cent, up 0.6 percentage points
- Out-performing in a market estimated to be down 5.1%

Key financials (in EUR million)

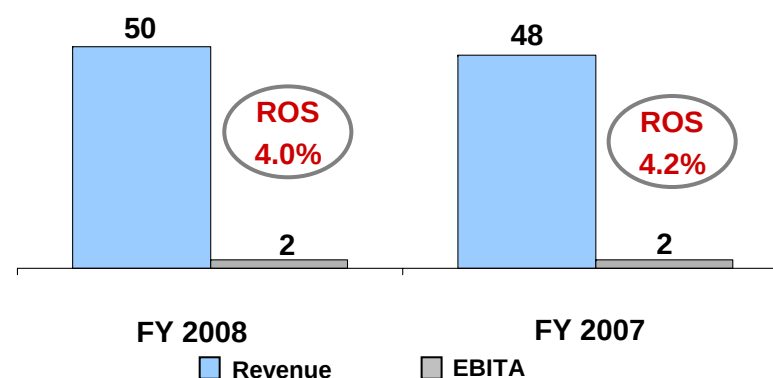


Profit Centre RTL Televizija – Full Year Results 2008

Audience share (18-49, all day) in %

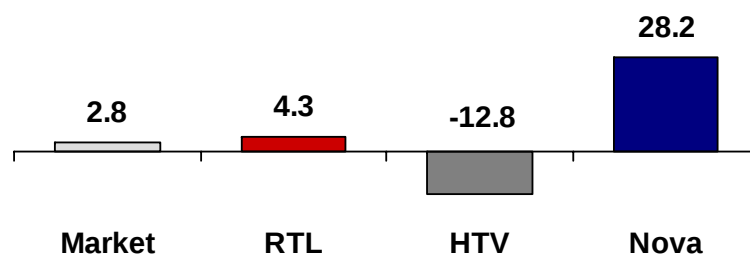


Key financials (in EUR million)

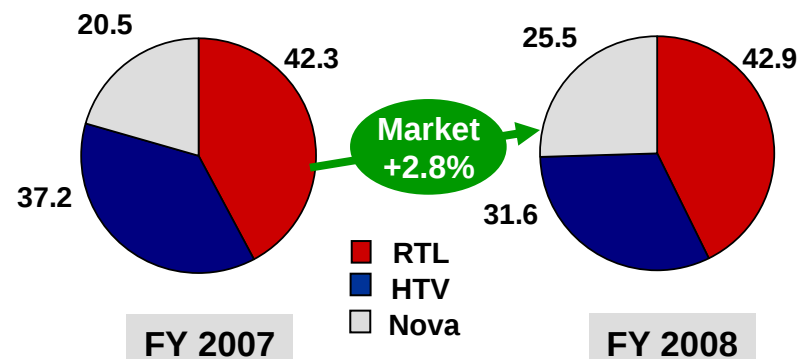


Net ad development (%)

FY 2008 vs. FY 2007



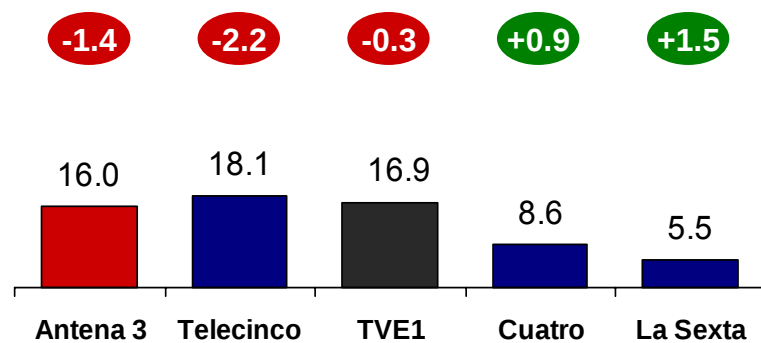
Share of net advertising market (%)¹⁾



1) Source : RTL Group estimates

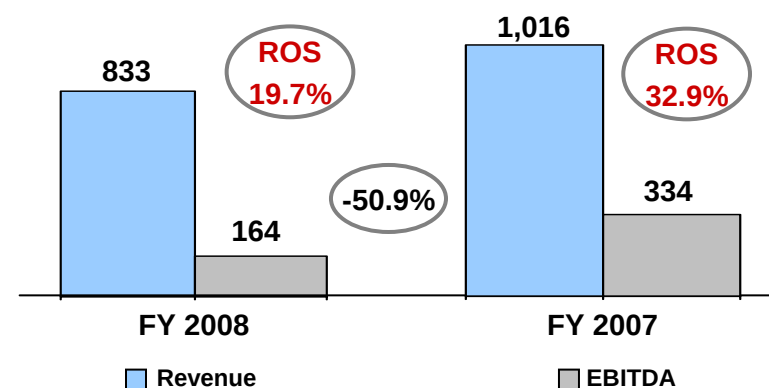
Profit Centre Antena 3 – Full Year Results 2008

Audience share (4+, all day) in %



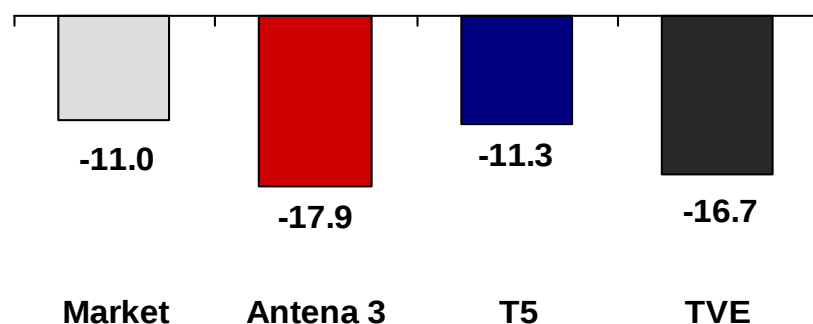
Key financials (in EUR million)

100% view



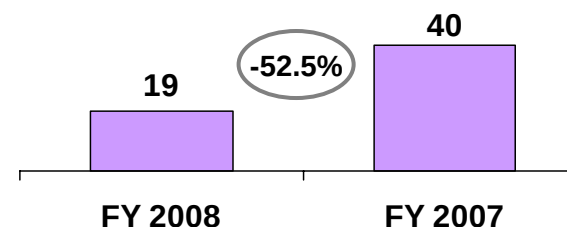
Net ad development (%)

FY 2008 vs. FY 2007



Key financials (in EUR million)

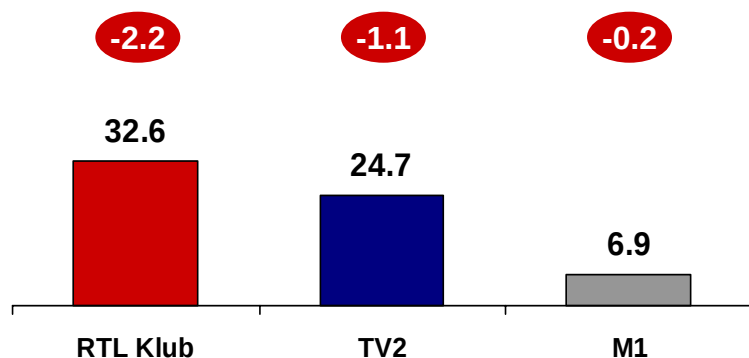
Group contribution



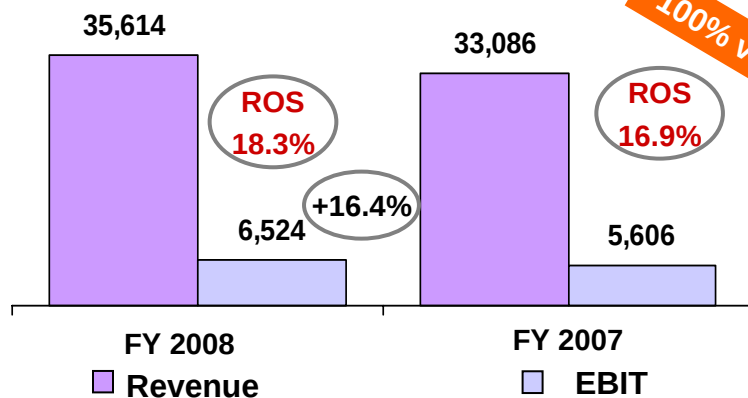
Profit Centre RTL Klub and Ren TV – Full Year Results 2008

RTL Klub (Hungary)

Audience share (18-49, primetime) in %

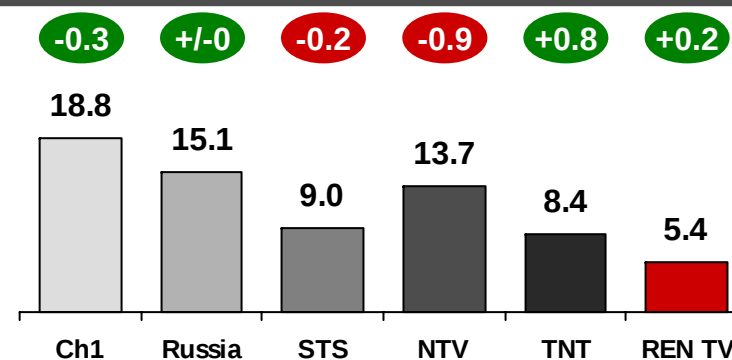


Key financials (in HUF million)

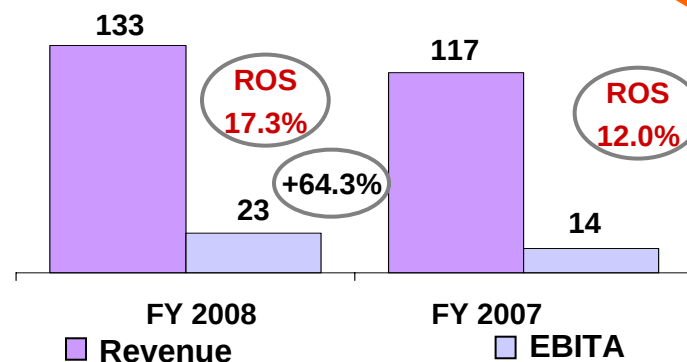


Ren TV (Russia)

Audience share (18-54, all day) in %



Key financials (in EUR million)



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Review of results 31 December 2008 (1/2)



In EUR million

	Full Year to December 2008	Full Year to December 2007	Per cent change
Revenue	5,774	5,707	+1.2
Reported EBITA	916	898	+2.0
Restructuring charges and similar	32	(3)	
Start-up losses	23	38	
Adjusted EBITA	971	933	+4.1
Reported EBITA margin (%)	15.9	15.7	+0.2pp
Adjusted EBITA margin (%)	16.8	16.3	+0.5pp

Review of results 31 December 2008 (2/2)



In EUR million

	Full Year to December 2008	Full Year to December 2007	Per cent change
Reported EBITA	916	898	+2.0
Impairment of goodwill and amortisation of fair values	(407)	(152)	
(Loss) / Gain from sale of subsidiaries, joint ventures and other investments	(9)	76	
Net financial income	28	22	
Income tax expense	(232)	(170)	
Profit for the year	<u>296</u>	<u>674</u>	
Attributable to:			
Minority Interest	102	111	
Profit for the year attributable to RTL Group shareholders	194	563	
Adjusted EPS	3.87	3.54	+9.3

Cash flow statement as of 31 December 2008



In EUR million

	Full Year to December 2008	Full Year to December 2007
Net cash flow from operating activities	1,065	860
Add: Income tax paid	135	256
Less: Acquisition of assets, net	(158)	(124)
Equals: Reported free cash flow (FCF)	1,042	992
Acquisition of subsidiaries and JVs, net of cash acquired	(151)	57
Disposal of subsidiaries and JVs, net of cash	(5)	3
Other financial assets (deposit excluded), net	(85)	117
Net interest received	34	16
Income tax paid	(135)	(256)
Dividends paid	(856)	(537)
<u>Cash generated</u>	<u>(156)</u>	<u>392</u>
Reported EBITA	916	898
EBITA conversion (FCF/EBITA)	114%	110%

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- Highlights
- Business Review
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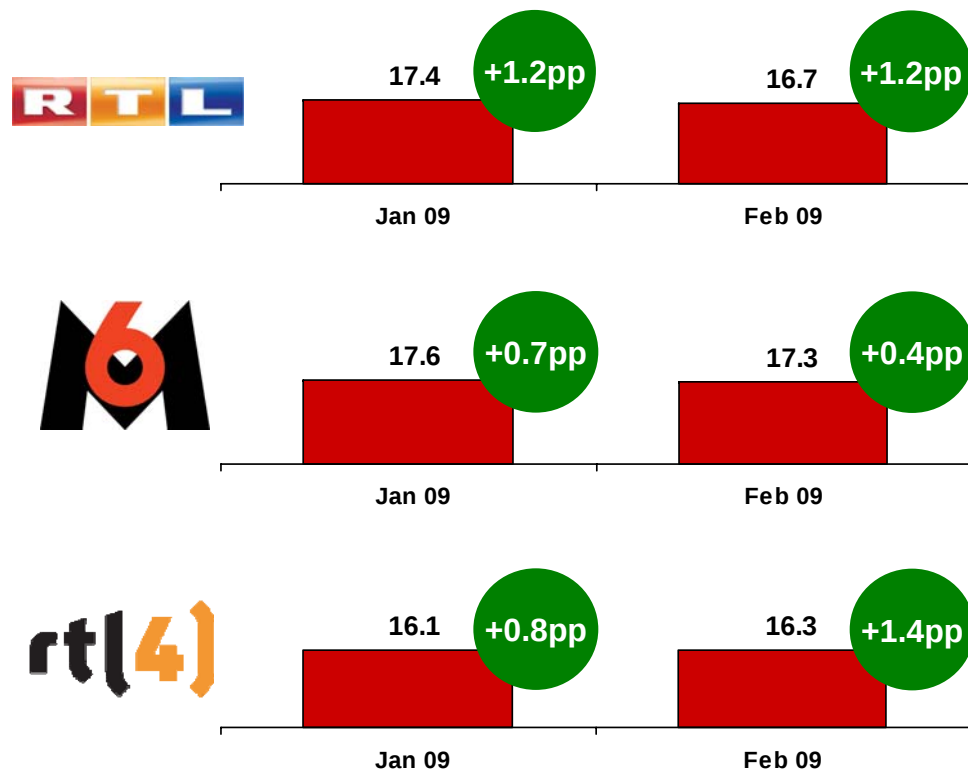
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- ▶ **Visibility extremely low**
- ▶ **Cost cutting measures are taking place in all operations**
- ▶ **State of advertising markets means full year guidance impossible to give at this stage**

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Audience performance

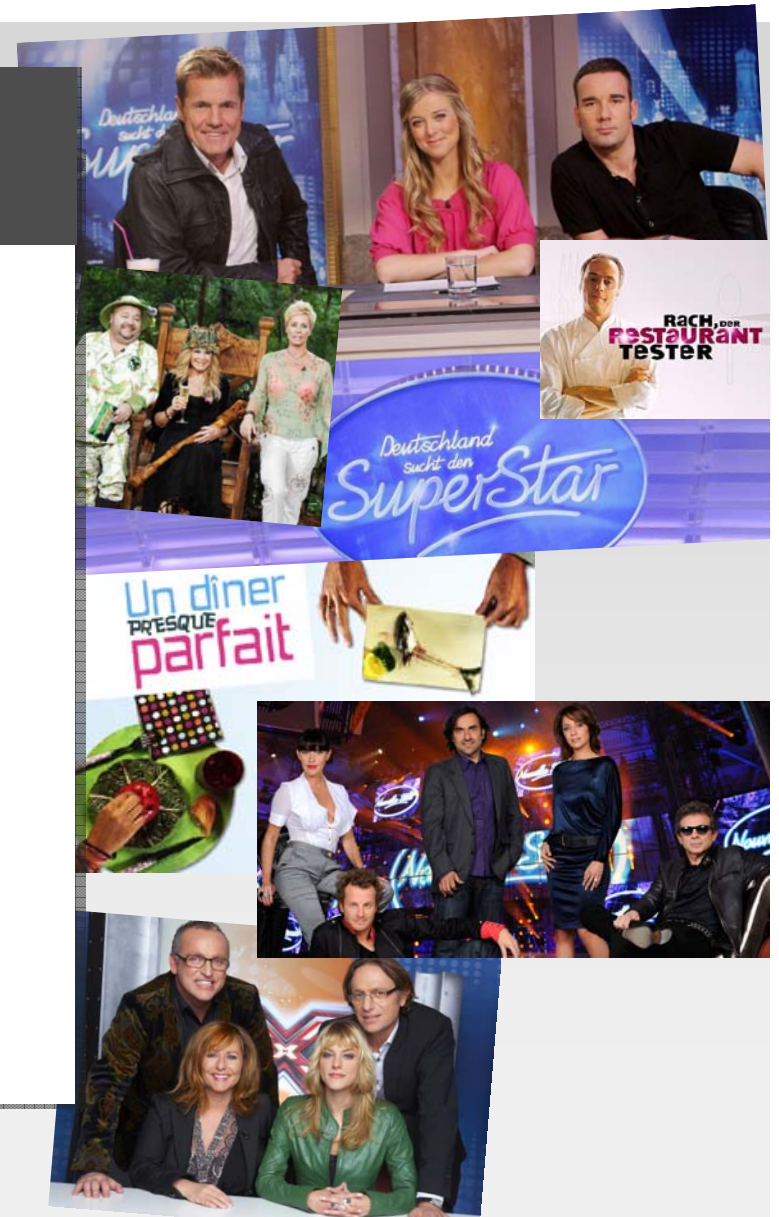
Flagship channels with powerful start in 2009



Target groups

Germany: 14–49 / France: housewives < 50 / The Netherlands: shoppers 20–49 (18–24h)

xx Deviation versus 2008



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**Full Year
results 2008**

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