

vivendi



# CREDIT INVESTOR PRESENTATION

Paris – May 18, 2016

# IMPORTANT LEGAL DISCLAIMERS

This presentation has been prepared solely for the purpose of providing information about Vivendi (“the Company”) and its consolidated subsidiaries (the “Group”). Recipients should not rely solely on the information contained herein when making any investment decision. This presentation should not be construed in any manner as a recommendation by the Company to any reader of this presentation.

Each recipient of this presentation agrees that all of the information contained in this presentation is confidential, that the recipient will treat information confidentially, and that the recipient will not directly or indirectly duplicate or disclose this information without the prior written consent of the Company.

The information contained in this presentation has been prepared to assist interested parties in making their own evaluation of the Company and the Group and does not aim or purport to be comprehensive in nature or to necessarily contain all of the information that the recipient may desire or require to make an investment decision. This presentation must be read in conjunction with publicly available information regarding the Company and the Group.

This presentation contains certain statements that are forward-looking in nature, including statements with respect to the Company’s and the Group’s business strategies, outlook, expansion and growth of operations, trends in the businesses, competitive advantages, technological and regulatory changes, information on exchange rate risk, projections regarding the payment of dividends, distributions and share repurchases as well as the impact of certain transactions, and generally any statements preceded by, followed by or that include the words “believe”, “expect”, “project”, “anticipate”, “seek”, “estimate” or similar expressions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside our control, including but not limited to the risks related to antitrust and other regulatory approvals as well as any other approvals which may be required in connection with certain transactions and the risks described in the documents Vivendi filed with the *Autorité des Marchés Financiers* (French securities regulator), which are also available in English on Vivendi’s website ([www.vivendi.com](http://www.vivendi.com)). Investors and security holders may obtain a free copy of documents filed by the Company with the *Autorité des Marchés Financiers* at [www.amf-france.org](http://www.amf-france.org), or directly from the Company. Potential investors are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date hereof.

Neither the Company nor its representatives, affiliates or advisors makes any representation, warranty or undertaking, express or implied as to the quality, accuracy and completeness of the information contained in this presentation. No liability whatsoever is accepted by the Company or any of its affiliated company, nor any of their respective directors, officers, employees, agents, representatives or advisors as to the quality, accuracy, or completeness or otherwise of the information contained in this presentation or as to the reasonableness of any assumptions contained herein or any other information made available (whether in writing or orally) to the recipient. The Company shall not have any obligation to update any such information or to correct any inaccuracies therein or omissions therefrom which may become apparent.

This presentation does not constitute or form part of, and should not be construed as, an offer or invitation to sell securities of the Group, or the solicitation of an offer to subscribe for or purchase securities of the Group, and nothing contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever. Any decision to purchase any securities of the Group should be made solely on the basis of the information to be contained in the offering memorandum produced in connection with the offering of such securities. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Group and the nature of the securities before taking any investment decision with respect to securities of the Group. The offering memorandum may contain information different from or additional to the information contained herein.

With respect to each Member State of the European Economic Area (the “Relevant Member State”) which has implemented the Directive 2003/71/EC of the European Parliament and the Council of November 4, 2003, as amended and as implemented in each Member State of the European Economic Area (the “Prospectus Directive”), this presentation is directed only at any legal entity which is a qualified investor as defined in the Prospectus Directive. These restrictions with respect to any Relevant Member State apply in addition to any other restrictions which may be applicable in the Relevant Member State who has implemented the Prospectus Directive. Any person in the EEA who receives this document will be deemed to have represented and agreed that it is a Qualified Investor. Any such recipient will also be deemed to have represented and agreed that it has not received this document on behalf of persons in the EEA other than Qualified Investors. Vivendi will rely upon the truth and accuracy of the foregoing representations and agreements.

# IMPORTANT LEGAL DISCLAIMERS (continued)

This presentation may be made available in France only to (a) persons providing investment services relating to portfolio management for the account of third parties (*personnes fournissant le service d'investissement de gestion de portefeuille pour compte de tiers*), and/or (b) qualified investors (*investisseurs qualifiés*), other than individuals, acting for their own account, as defined in, and in accordance with, Articles L.411-1, L.411-2 and D.411-1 of the French Code monétaire et financier.

The securities mentioned herein have not been and will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act"), or with any securities regulatory authority of any state or other jurisdiction of the United States. In accordance with U.S. laws, and subject to certain exceptions, such securities may not be offered or sold, directly or indirectly, within the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S under the Securities Act), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Vivendi does not intend to register any portion of the planned offering in the United States or to conduct a public offering of securities in the United States.

The communication of the attached Preliminary Prospectus and any other documents or materials relating to the Notes is not being made by, and the attached Preliminary Prospectus and such documents and/or materials have not been approved by, an authorised person for the purposes of section 21 of the Financial Services and Markets Act 2000, as amended ("FSMA"). Accordingly, the attached Preliminary Prospectus and such documents and/or materials are not being distributed to, and must not be passed to, persons in the United Kingdom save in circumstances where section 21(1) of FSMA does not apply. The communication of this presentation is only being made to those persons in the United Kingdom who are (i) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000, as amended ("FSMA") (Financial Promotion) Order 2005 (the "Order"); (ii) high net worth companies, and other persons to whom it may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order (all such persons together being referred to as "relevant persons"); or (iii) persons falling within Article 43 of the Order. This presentation is directed only to relevant persons and must not be acted on or relied on by persons who are not relevant persons.

The distribution of this presentation and any information contained therein in certain jurisdictions may be restricted by law and persons into whose possession this document comes should make themselves aware of the existence of, and observe, any such restriction. In particular, neither this document, nor any part of it may be distributed, directly or indirectly, in the United States, Canada, Australia or Japan.

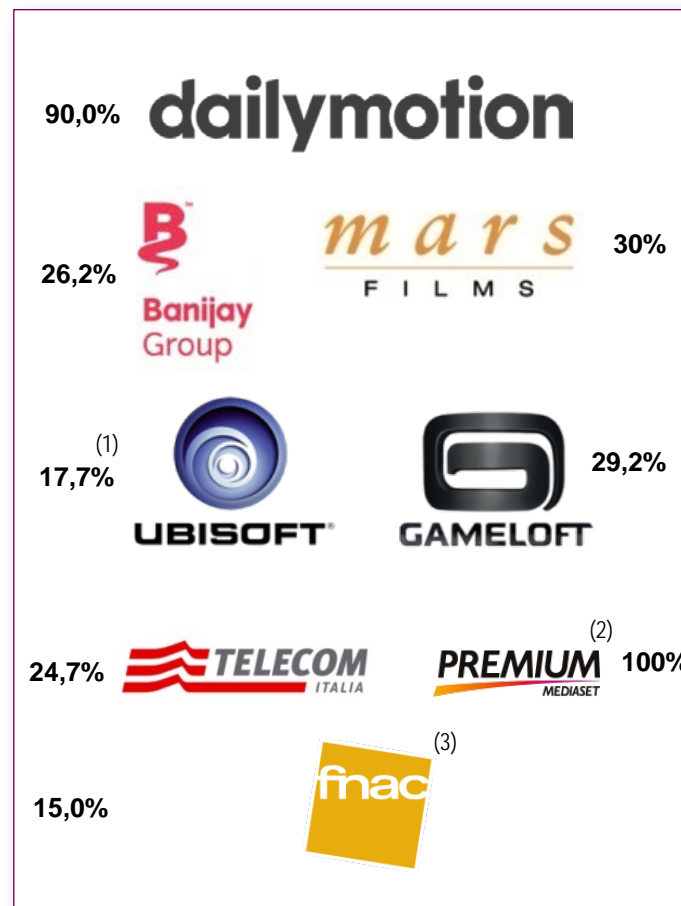
Un-sponsored ADRs. Vivendi does not sponsor an American Depositary Receipt (ADR) facility in respect of its shares. Any ADR facility currently in existence is "un-sponsored" and has no ties whatsoever to Vivendi. Vivendi disclaims any liability in respect of any such facility.

# Vivendi's profile

## The Group's three pillars



## New initiatives



## Key figures 2015

Headcount	16,395
Countries	60
Revenues	€10.8bn
Income from oper.	€1,061m
Adjusted net income	€697m
Dividend	€3/share
Market cap. (4)	€22.5bn

# A leading integrated media and content Group

Vivendi possesses...

3 major assets  
with leading positions



Financial resources

Time

in order to...

Continuously invest in  
our businesses

Make  
Bolt-on acquisitions

Seek opportunistic investments  
with financial discipline

and follow two paths...

Production of  
exclusive content



Acceleration of a global  
distribution of content

**dailymotion**

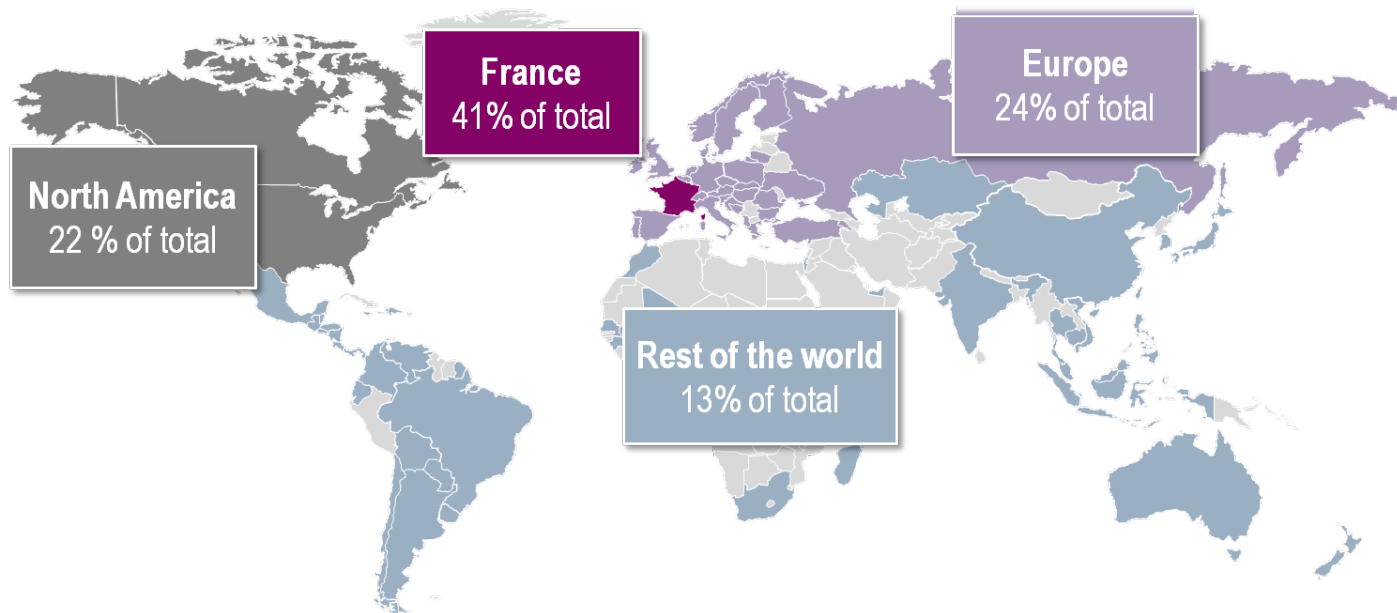


to achieve one  
objective

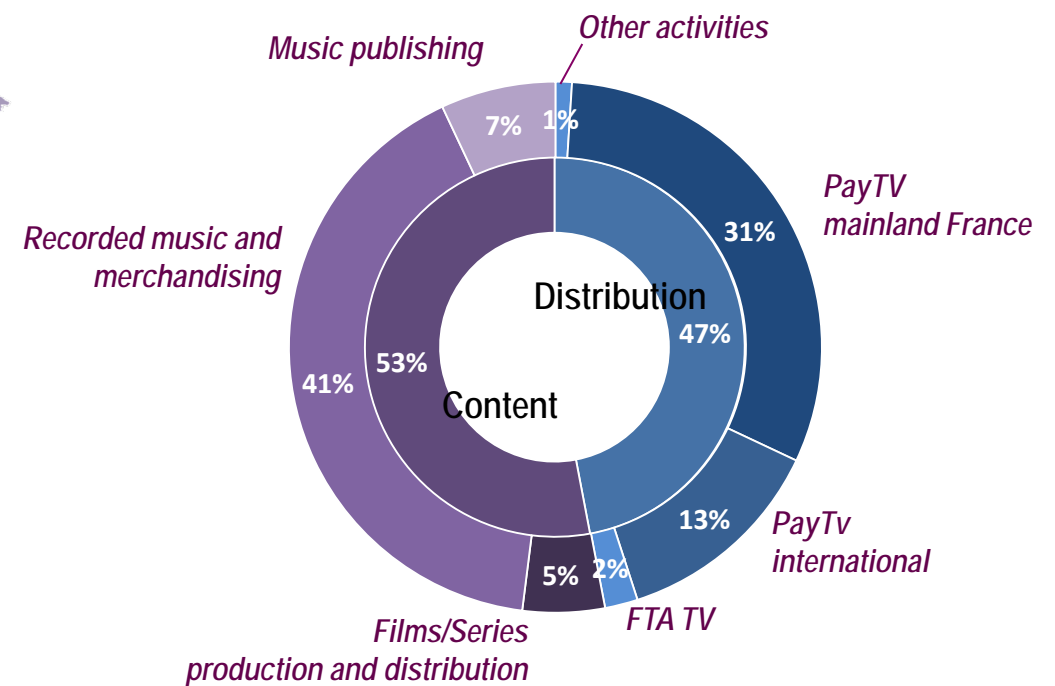
Value creation

# A world-class European media group

## Revenues by geographic region (2015)

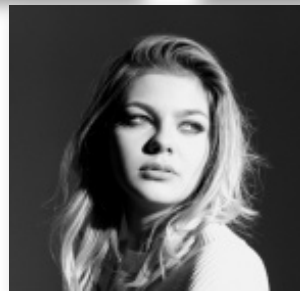
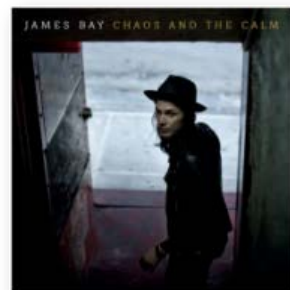
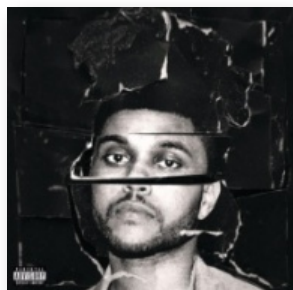


## Revenues by activity (2015)

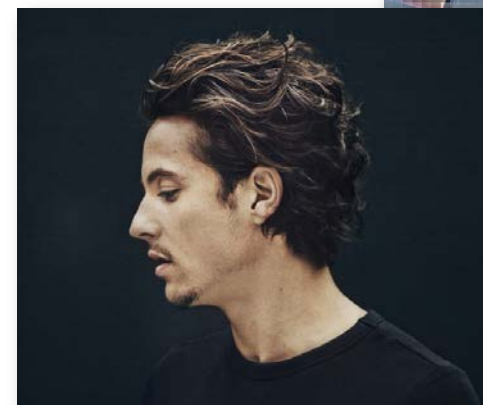


# UMG : Reinforced leadership in music

- UMG is #1 worldwide in recorded music with 34%\* market share
- Around 50 labels spanning the full musical spectrum
- Albums among the 2015 top sellers



Sam Smith - 2016 Oscars



Nekfeu -  
2016 Victoires de la Musique

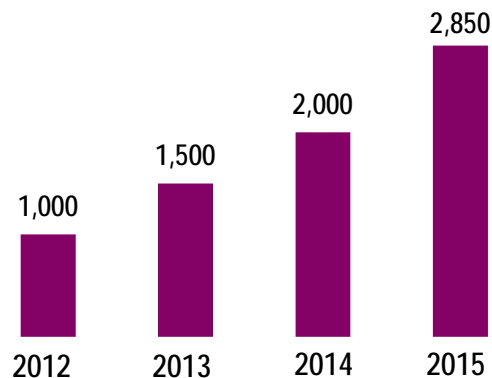


Taylor Swift - 2016 Grammy Awards

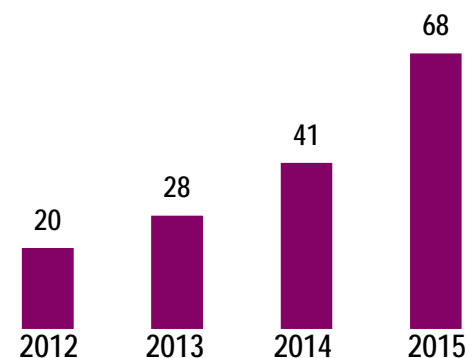
# UMG at the forefront of the digital transformation

## ■ Streaming: the new growth driver in the music industry

Revenues from streaming worldwide\*  
(in US\$ millions)



Paying streaming subscribers worldwide\*  
(in millions)

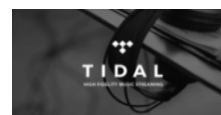


## ■ UMG partners with the leading streaming platforms

➤ Combined free/pay model



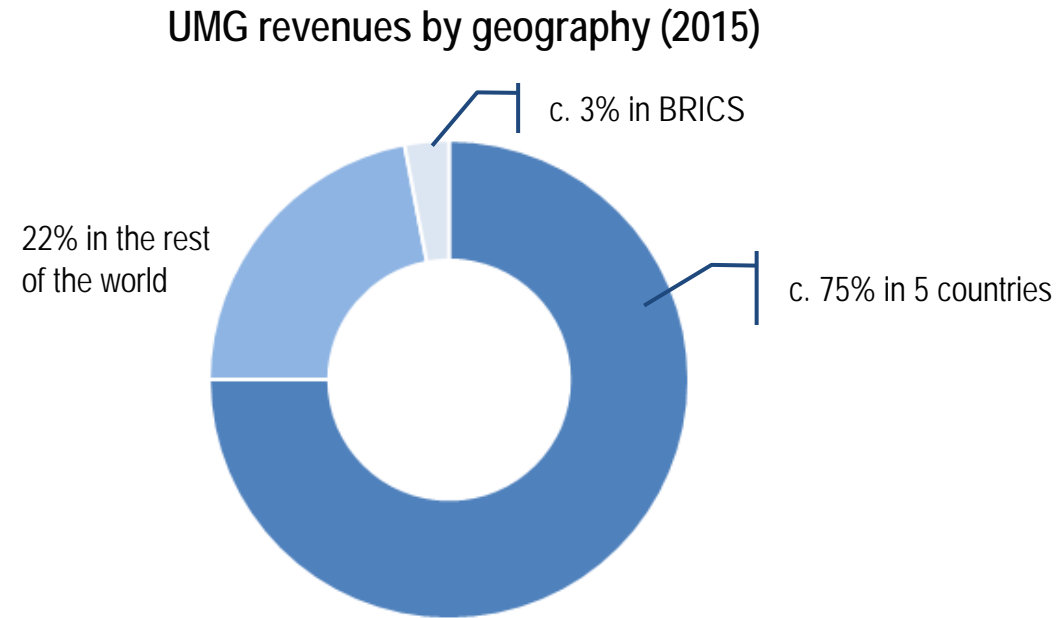
➤ Paid-subscriptions-only model





# UMG: growth opportunities in new territories

- The music industry is concentrated in a handful of mature markets\*



- Promising development prospects, **especially via partnerships with telecom operators**

# Canal + Group: television activities supported by international development

## ■ France

- Fierce competition in the pay-TV segment



- A growing free-to-air segment

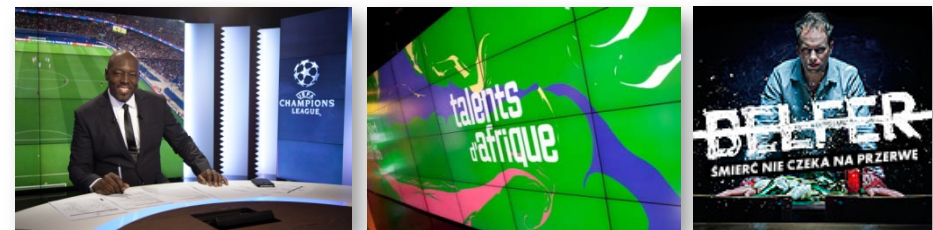


## ■ RoW

- 5.5 million subscribers in 4 large markets including Africa

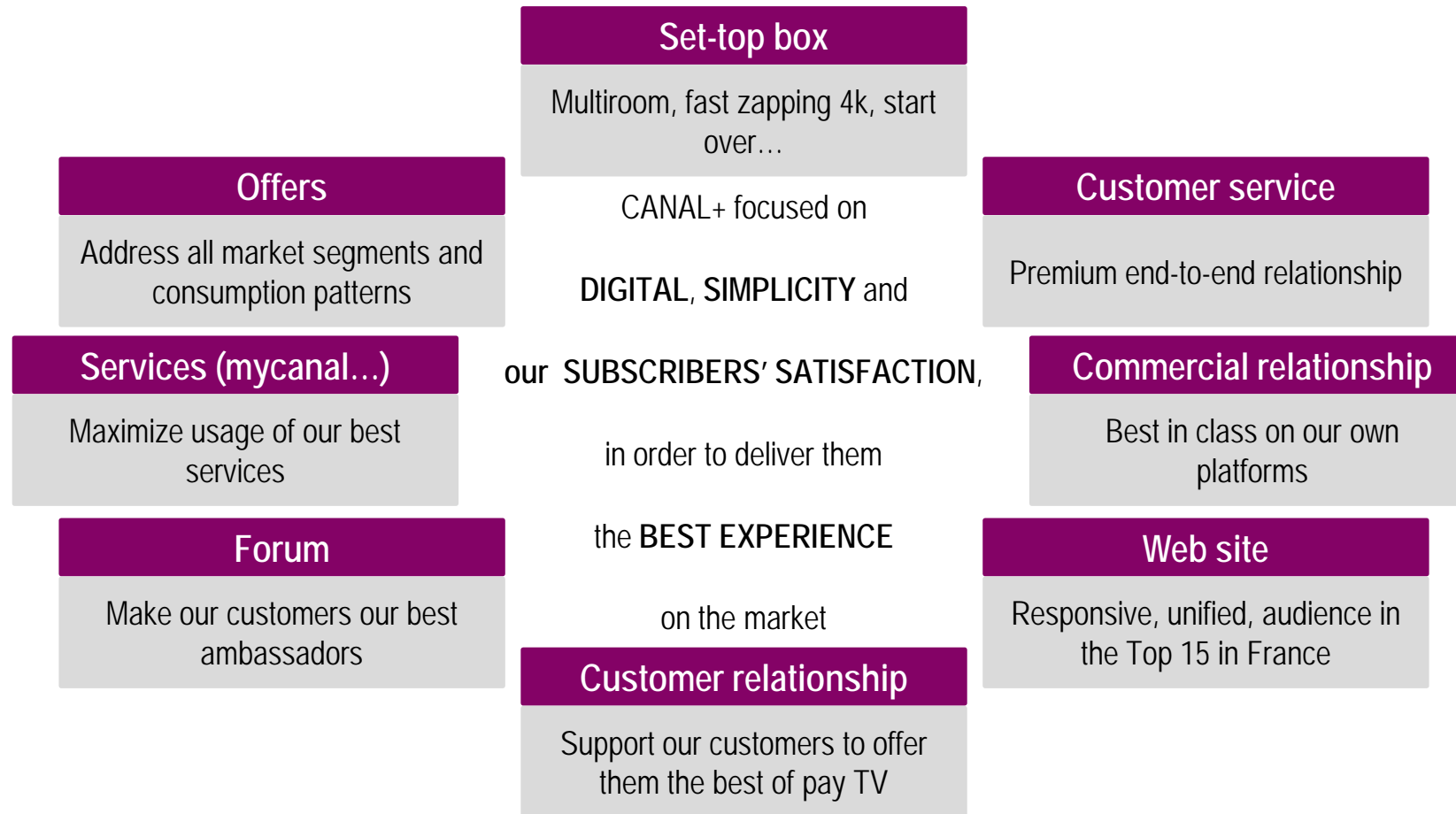


- Content tailored to each market



# Canal+ France: execution of an extensive transformation plan

- The need to address all market segments and consumption patterns and redesign the customer experience



- Exclusive distribution agreement with beIN Sports: decision of the Competition Authority expected soon

# Canal + Group: key player and partner for cinema

- Studiocanal is Europe's #1 film studio
- A catalog of popular box-office hits
- Invests €800 million in French and international cinema each year



# Vivendi Village: a family of high-potential small companies

- Companies providing **digital services** and/or specializing in **live entertainment and talents**
- The same **entrepreneurial spirit**
- **A lab for ideas** and an opportunity to experiment



# Vivendi Village: a family of high-potential small companies

## vivendi ticketing

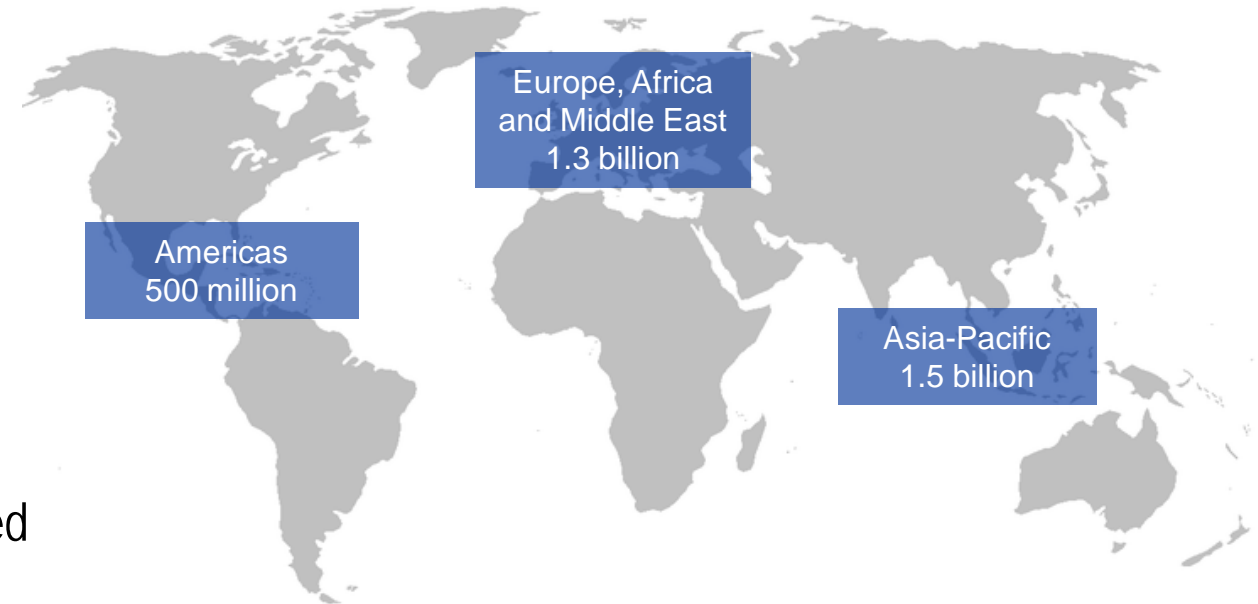


# Best-in-class platforms to fast-track distribution

## ■ Dailymotion

- France's #1\* website and one of the world's leading digital platforms: **300 million people watch 3.5 billion videos each month\***
- **International presence:** large audiences in Latin America and Asia
- Original and distinctive content and formats developed with UMG and Canal+ Group have generated **150% audience growth since September 2015**

### Dailymotion's audience



# Investing in videogames

- **Videogame** segment is one of the most dynamic in the media industry
- **Mobile gaming** is growing fast (c. 1/3 of videogame industry revenue)
- **Gameloft and Ubisoft** are in line with Vivendi's strategy





# Investing in content production companies

## ■ The goal: produce our own content and increase international productions

- **Banijay Group**, one of the world's largest independent television production and distribution companies, resulting from the merger between Banijay and Zodiak Media
- **Mars Films**, a leading French film producer and distributor
- **Guilty Party**, a new television and film production company based in the UK
- **Studio+**, the first to offer digital mini-series created specifically for mobile devices
- **Bambu Producciones**, one of the most creative TV production companies in Spain
- **IRoko**, world's largest online platform for African entertainment



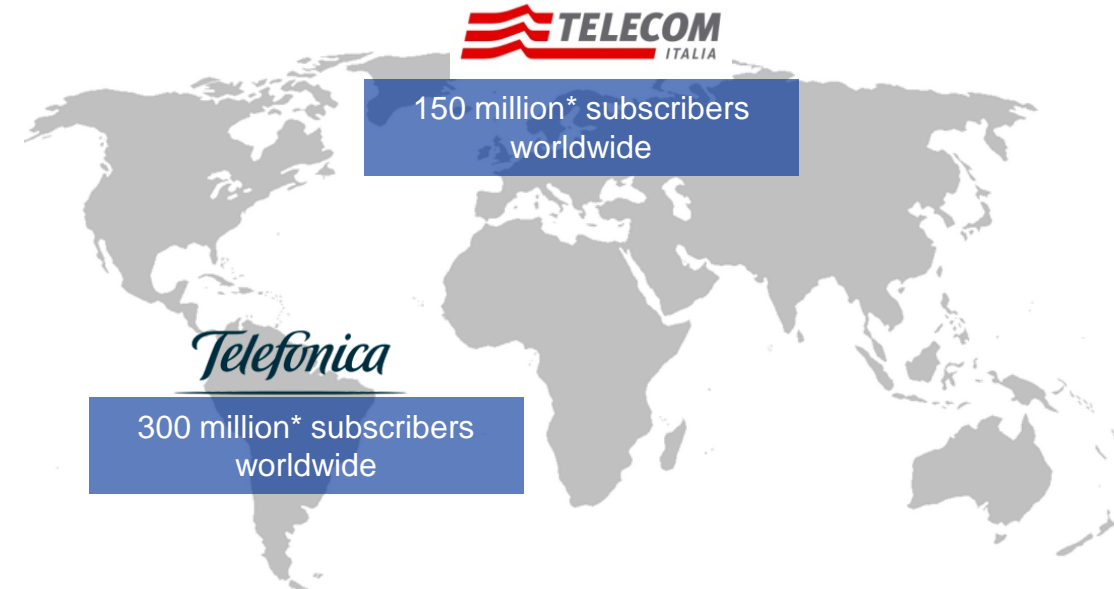
# Partnerships with telecom operators

## ■ Telecom Italia

- A foothold in a market where we share the same Latin culture
- Support Telecom Italia over the long term in its development projects

## ■ Telefonica

- Expand Vivendi's content distribution network
- Launch Studio+ in Latin America this fall



# High ambitions for Pay-TV in Southern Europe

- A strategic and industrial partnership with Mediaset
- **The terms\***: exchange 3.5% of Vivendi's share capital for 3.5% of Mediaset's share capital and 100% of Mediaset Premium's share capital
- A partnership with a two-fold goal:
  - Produce and distribute best-in-class TV content together
  - Create a world-class OTT platform



# Stepping up our presence in cultural content distribution

- A plan to team up with Fnac\*, a trendsetting distributor of cultural and leisure goods
- A partnership to create long-term value:
  - Promote Vivendi's cultural content via distribution partnerships
  - Deepen cooperation around live entertainment and ticketing
  - Preferential access to digital services for both groups' customers
  - Accelerate Groupe Fnac's international expansion
- Two Vivendi representatives appointed to Groupe Fnac's Board of Directors
- General meeting will take place on May 24th, 2016



**vivendi**

# Consolidated Financial Statements

# 2015 key results

		% change year-on-year	% underlying change* year-on-year
▪ Revenues:	€ 10,762 m	+ 6.7 %	+ 1.4 %
<b><u>IFRS</u></b>			
▪ EBIT:	€ 1,231 m	+ 67.2 %	
▪ Net Income, group share:	€ 1,932 m	- 59.3 %	
<b><u>Adjusted measures**</u></b>			
▪ Income from operations:	€ 1,061 m	- 4.3 %	- 5.9 %
▪ EBITA:	€ 942 m	- 5.7 %	- 7.4 %
▪ Adjusted Net Income:	€ 697 m	+ 11.3 %	
<b><u>Cash**</u></b>			
▪ Cash Flow From Operations:	€ 892 m	+ 5.9 %	
▪ Net cash position:	€ 6.4 bn	vs. € 4.6 bn year end 2014	

# Universal Music Group

<i>In euro millions - IFRS</i>	2014	2015	Change	Constant perimeter and constant currency *
<b>Revenues</b>	<b>4,557</b>	<b>5,108</b>	<b>+ 12.1%</b>	<b>+ 2.7%</b>
Recorded music	3,688	4,113	+ 11.5%	+ 2.4%
Music Publishing	673	756	+ 12.4%	+ 3.0%
Merchandising & Other	232	276	+ 19.1%	+ 3.5%
Intercompany Elimination	(36)	(37)		
<b>Income from operations</b>	<b>606</b>	<b>626</b>	<b>+ 3.2%</b>	<b>- 0.6%</b>
<i>Income from operations margin</i>	<i>13.3%</i>	<i>12.3%</i>	<i>-1.0pt</i>	<i>-0.4pt</i>
Charges related to equity-settled share-based compensation plans	(2)	(5)		
Other special items excluded from income from operations (including transition and restructuring costs)	(39)	(28)		
<b>EBITA</b>	<b>565</b>	<b>593</b>	<b>+ 5.0%</b>	<b>+ 1.0%</b>

## HIGHLIGHTS

- Revenues up 2.7%\* driven by growth in all segments.
- Recorded music revenues up 2.4%\* thanks to growth in subscription and streaming:
  - Significant growth in subscription and streaming revenues more than offset decline in physical and download revenues;
  - Subscription and streaming up c. 43%\* in 2015, accounting for c. 52% of digital revenues in H2 2015, while download revenues down c. 13%\* in 2015;
  - Subscription and streaming accounted for c. 52% of digital revenues in H2 2015;
  - Revenues also benefitted from legal settlements.
- Music publishing grew by 3.0%\* largely thanks to streaming and subscription growth, while performance and synchronization revenue also grew.
- Income from operations slightly down 0.6%\*.
- As % of revenues, Income from operations margin up +0.1pt\* excluding one time items\*\*.
- Restructuring charges of €51m in 2015.

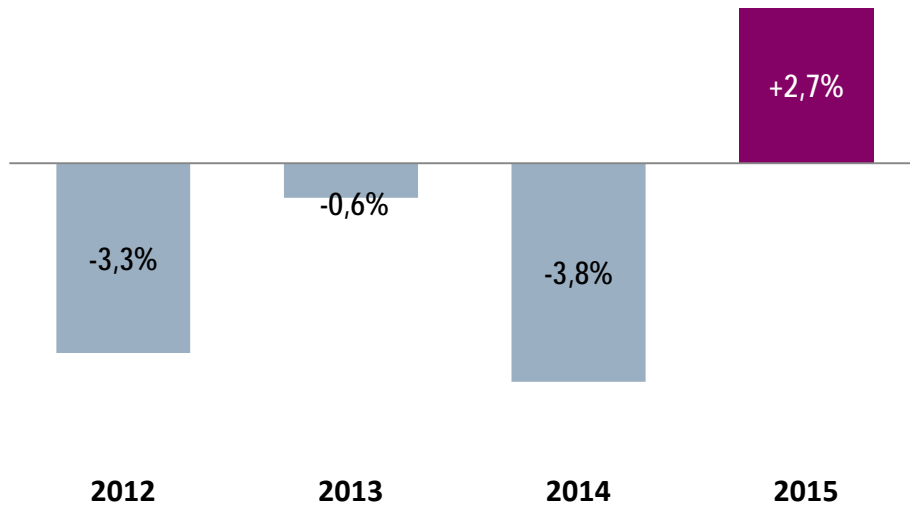
\* At constant currency and perimeter.

\*\* 2015 OTIs correspond to legal settlements included in Revenues for €56m but excluded from Income from operations and 2014 OTI corresponds to a reversal of provisions included in Income from operations for €19m

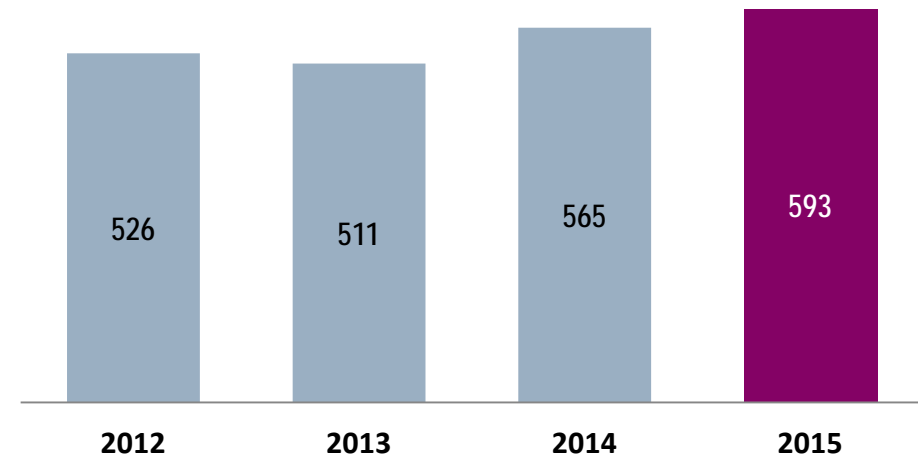
# Universal Music Group

## ■ UMG resumes growth and EBITA increase

Change in revenue\*



EBITA (in euro millions)





# Outlook

## UNIVERSAL MUSIC GROUP

- We continue to see positive momentum in the business, driven by ongoing growth in streaming and subscription and tempered by continued declines in download and physical, leading to a reasonable increase in results this year – and enhanced results from 2017 and onwards.

# Canal+ Group

<i>In euro millions - IFRS</i>	2014	2015	Change	Constant perimeter and constant currency *
<b>Revenues</b>	<b>5,456</b>	<b>5,513</b>	<b>+ 1.1%</b>	<b>+ 0.2%</b>
Pay-TV Mainland France	3,454	3,383	- 2.1%	- 2.1%
Pay-TV International	1,273	1,364	+ 7.2%	+ 4.7%
<i>o/w Poland</i>	515	500	- 2.8%	- 2.5%
<i>Overseas</i>	406	413	+ 1.7%	+ 1.9%
<i>Africa</i>	312	400	+ 28.2%	+ 20.0%
<i>Vietnam</i>	40	51	+ 29.3%	+ 11.1%
Free-to-Air TV Mainland France	196	203	+ 3.3%	+ 3.3%
Studiocanal	533	563	+ 5.7%	+ 2.3%
<b>Income from operations</b>	<b>618</b>	<b>542</b>	<b>- 12.2%</b>	<b>- 13.1%</b>
<i>Income from operations margin</i>	11.3%	9.8%	-1.5pt	
Charges related to equity-settled share-based compensation plans	(3)	(3)		
Other special items excluded from income from operations (including transition and restructuring costs)	(32)	(85)		
<b>EBITA</b>	<b>583</b>	<b>454</b>	<b>- 22.1%</b>	<b>- 23.0%</b>

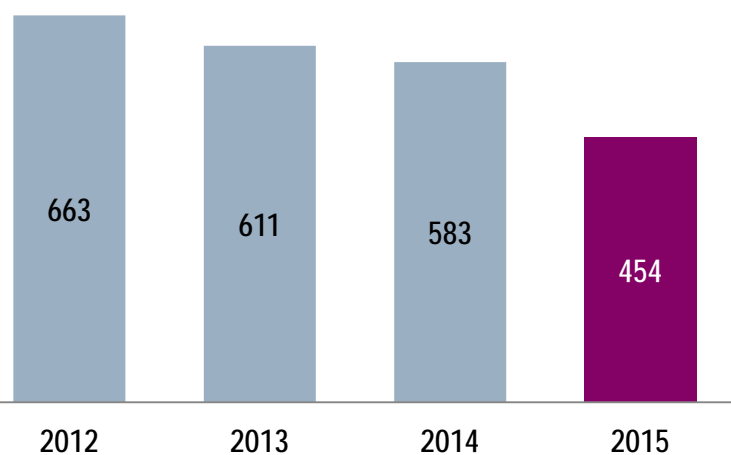
## HIGHLIGHTS

- Revenues up 0.2%\*:
  - Pay-TV revenues decreased in mainland France -due to a decline in the committed subscriber base;
  - Although FTA TV revenues were up 3.3%, driven by increased audiences mainly at D8 which reached 3.4% in 2015, FTA TV is still facing a very tough French ad-market;
  - International operations benefited from continued strong portfolio growth in Africa reaching more than 2m individual subscribers at year-end;
  - Studiocanal revenues increased notably thanks to the success of *Paddington*, *Imitation Game* and *Shaun the Sheep* and the solid performance of *Legend*, released in September in the UK.
- Income from operations down €76m mainly due to a decrease in Pay-TV revenues in mainland France as well as increased investment in content and in sports rights, and a positive one time item in 2014.
- Restructuring charges of €47m and negative one time items of €38m in 2015.

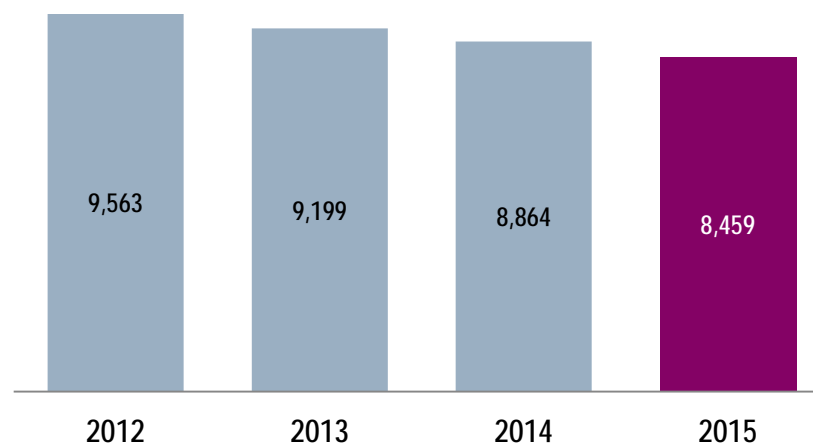
# Canal+ Group: get Canal+ channels in mainland France back on track

- **Fiercer competition** from national and international newcomers
- **Inflated costs** for sports rights
- **An eroding subscriber** base in France

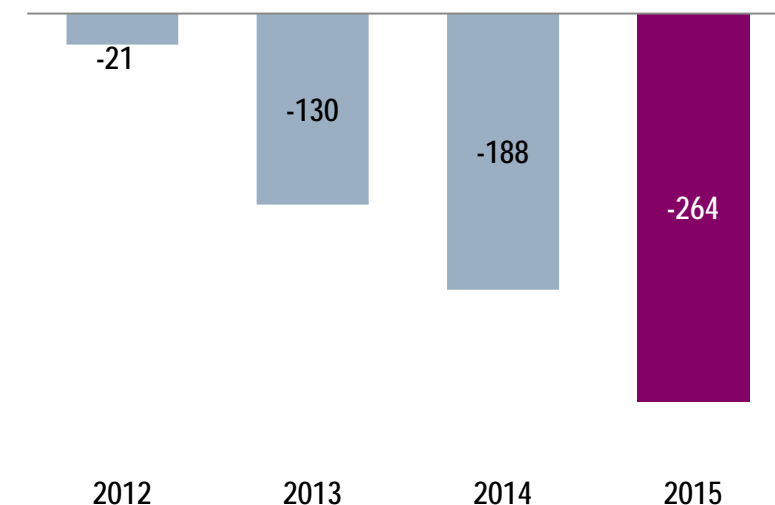
Canal+ Group  
EBITA (in euro millions)



Subscriptions\* in Mainland France



Canal+ channels\*\* in France  
EBITA (in euro millions)



# Outlook

## CANAL+ GROUP

- To stop the losses at the Canal+ channels\* in France which could lead to a significant decline in the operating results in 2016, we will implement a transformation plan with the objective, for the Canal+ channels\* in France, of reaching breakeven in 2018 and of achieving a level of profitability similar to that of the best European players in the sector in the medium term.

# Other businesses and Corporate

## VIVENDI VILLAGE

<i>In euro millions - IFRS</i>	2014	2015	Change	Constant perimeter and constant currency *
Revenues	96	100	+ 3.5%	- 9.6%
Income from operations	(34)	10	na	na
EBITA	(79)	9	na	na

## NEW INITIATIVES

<i>In euro millions - IFRS</i>	2014	2015	Change	Constant perimeter and constant currency *
Revenues	-	43		
Income from operations	-	(18)		
EBITA	-	(20)		

## CORPORATE

<i>In euro millions - IFRS</i>	2014	2015	Change	Constant perimeter and constant currency *
Income from operations	(82)	(99)		
EBITA	(70)	(94)		

## HIGHLIGHTS

### Vivendi Village

- Improvement in Income from operations and EBITA largely as a result of the Watchever transformation plan initiated in 2014 and satisfactory performances of the other activities.

### New Initiatives

- Start up costs for new projects.
- New Initiatives business segment brings together:
  - Vivendi Contents which acquired 100% of Flab Prod and la Parisienne d'Images (renamed Studio+) during the first half of 2015;
  - Dailymotion (as from June 30, 2015).

### Corporate

- FY 2015 EBITA impacted by:
  - Lower management fees received as a result of the divestiture of SFR and Maroc Telecom;
  - Stable recurring personnel costs;
  - Higher legal fees, share-based compensation charges and new businesses set-up costs.

# Adjusted profit and loss

<i>In euro millions</i>	2014	2015	%	Constant perimeter and constant currency
Revenues	10,089	10,762	+ 6.7%	+ 1.4%
Income from operations	1,108	1,061	- 4.3%	- 5.9%
EBITA	999	942	- 5.7%	- 7.4%
Income from equity affiliates	(18)	(10)		
Income from investments	3	52		
Interest	(96)	(30)		
Provision for income taxes	(200)	(199)		
Non-controlling interests	(62)	(58)		
<b>Adjusted Net Income</b>	<b>626</b>	<b>697</b>	<b>+ 11.3%</b>	

# Consolidated profit and loss (IFRS)

<i>In euro millions</i>	2014	2015	%
<b>Revenues</b>	<b>10,089</b>	<b>10,762</b>	<b>+ 6.7%</b>
Cost of revenues	(6,121)	(6,555)	
Selling, general and administrative expenses excluding amortization of intangible assets acquired through business combinations	(2,865)	(3,163)	
Restructuring charges	(104)	(102)	
Amortization and depreciation on intangible assets acquired through business combinations	(436)	(411)	
Other income & charges	173	700	
<b>EBIT</b>	<b>736</b>	<b>1,231</b>	<b>+ 67.2%</b>
Income from equity affiliates	(18)	(10)	
Interest	(96)	(30)	
Income from investments	3	52	
Other financial income and charges	(732)	(57)	
Provision for income taxes	(130)	(441)	
Earnings from discontinued operations	5,262	1,233	
Non-controlling interests	(281)	(46)	
<b>Earnings attributable to Vivendi SA shareowners</b>	<b>4,744</b>	<b>1,932</b>	<b>- 59.3%</b>
<i>of which earnings from continuing operations attributable to Vivendi SA shareowners</i>	<i>(290)</i>	<i>699</i>	<i>na</i>

# Consolidated balance sheet

In euro millions

Assets	December 31, 2015	March 31, 2016
Goodwill	10,177	10,004
Intangible and tangible assets	4,335	4,075
Financial investments	7,543	5,894
Net deferred tax assets	-	13
Net cash position	6,422	4,810
<b>Total</b>	<b>28,477</b>	<b>24,796</b>

Equity and Liabilities	December 31, 2015	March 31, 2016
Consolidated equity *	21,086	19,954
Provisions	3,042	2,016
Working capital requirements and other	4,266	2,826
Net deferred tax liabilities	83	-
<b>Total</b>	<b>28,477</b>	<b>24,796</b>

As at March 31, 2016, Financial investments included mainly:

- Telecom Italia (24.7% interest\*\*): € 3.7bn
- Telefonica (0.95% interest): € 0.5bn
- Ubisoft (16.23% interest): € 0.5bn
- Gameloft (29.21% interest): € 0.2bn
- Banijay Group (26.2% interest): € 0.3bn \*\*\*



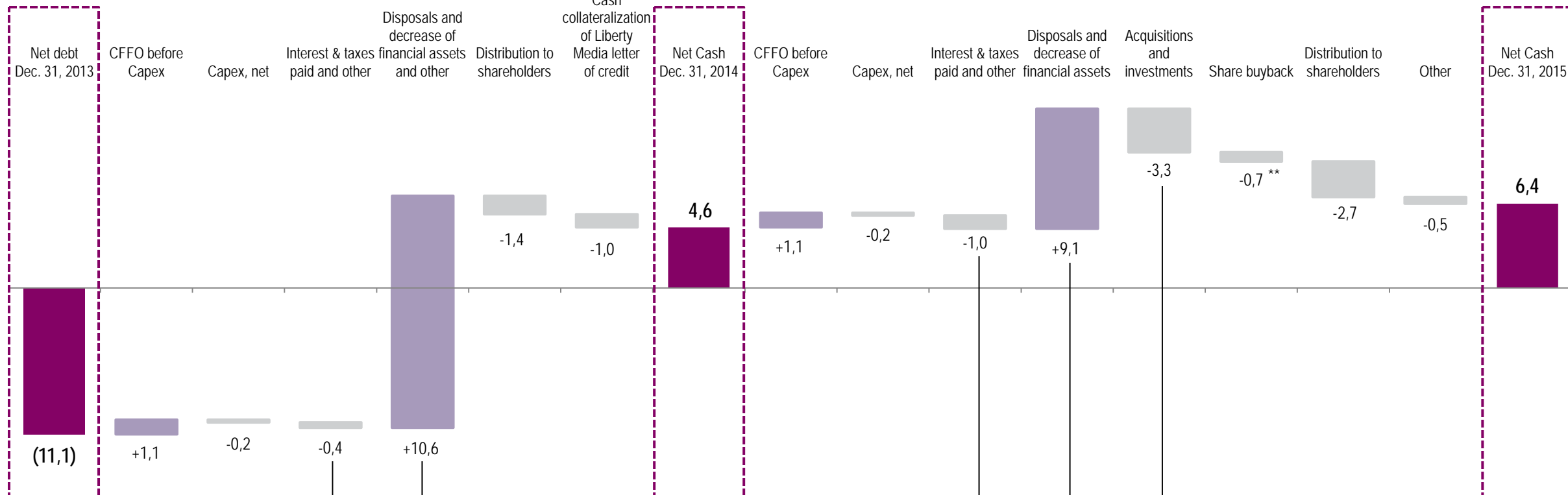
# Cash flow from operations (CFFO)

*In euro millions*

CFFO before capex, net				CFFO		
2014	2015	Change	<i>In euro millions</i>	2014	2015	Change
471	620	+ 31.5%	Universal Music Group	425	567	+ 33.3%
721	653	- 9.4%	Canal+ Group	531	472	- 11.1%
(37)	(3)	+ 92.8%	Vivendi Village	(44)	(10)	+ 78.6%
-	(18)		New Initiatives	-	(22)	
(69)	(114)		Corporate	(69)	(115)	
<b>1,086</b>	<b>1,138</b>	<b>+ 4.8%</b>	<b>Total Vivendi</b>	<b>843</b>	<b>892</b>	<b>+ 5.9%</b>

# Net cash at year-end 2015

In euro billions



Including

- Interest paid: €-96m
- Taxes received: €+280m
- Premium paid/make-whole paid to bondholders: €-642m

Including

- SFR: €+13.2bn
- Maroc Telecom: €+4.1bn
- Activision Blizzard: €+0.6bn

Including

- Interest paid: €-30m
- Taxes paid: €-1,037m

Including

- GVT: €+4.2bn
- 20% of Numericable-SFR: €+3.8bn\*
- 4% of Vivo: €+0.8bn
- TVN: €+0.3bn

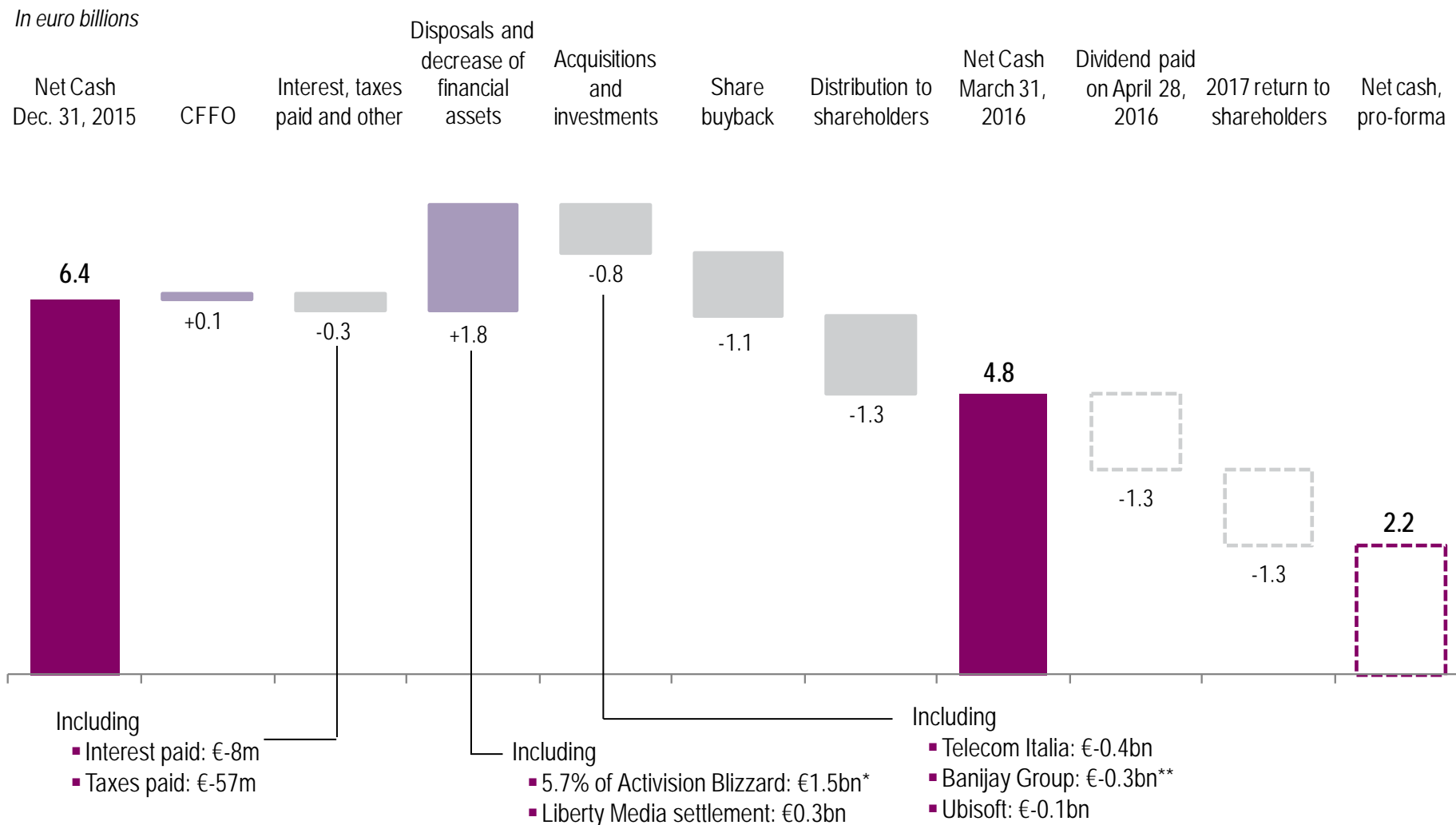
Including

- Telecom Italia: €-2.0bn
- Dailymotion: €-0.3bn
- SECP: €-0.5bn
- Gameloft: €-0.1bn
- Ubisoft: €-0.4bn

\* Including the price adjustment of € -116m

\*\* Of which €193m linked to the commitment related to the mandate given on share buyback program until Jan. 13, 2016

# Net cash at March-end 2016

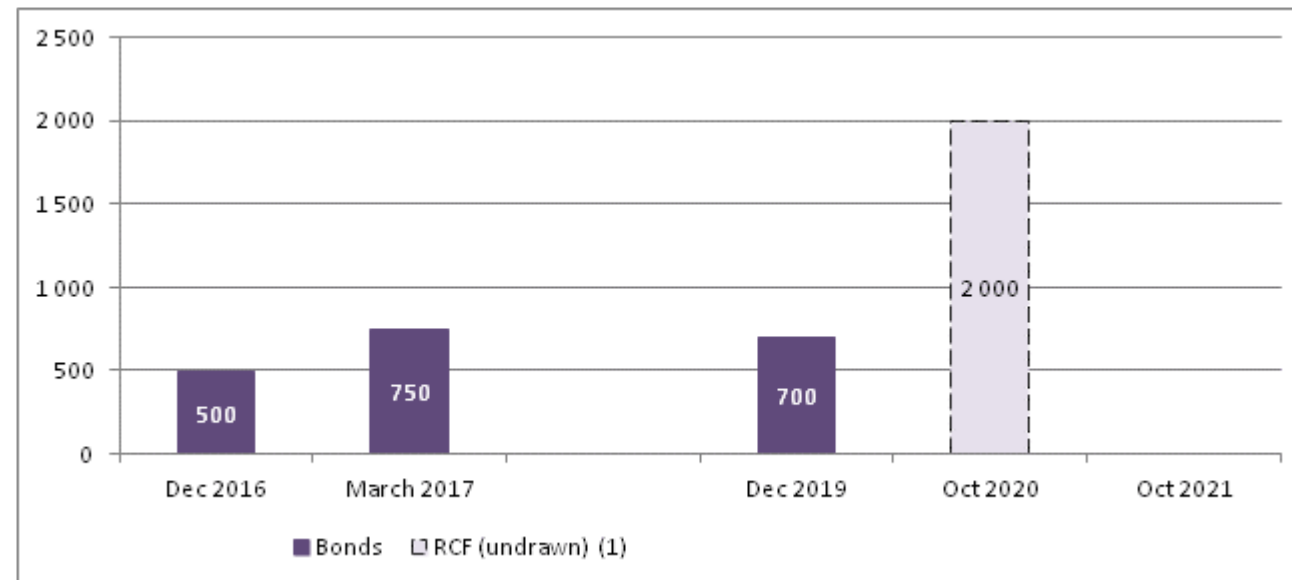


\* Of which €0.5bn related to unwinding of the hedging instrument on AB shares

\*\* Of which €100m related to the acquisition of the 26% interest in Banijay Group and €190m related to the ORAN subscribed by Vivendi

# Net Cash Position as of March 31, 2016 and Bond debt maturity profile

		<i>In euro millions</i>
Cash		244
Term deposits, interest-bearing current accounts, and MTN		2 326
Money market funds		3 802
Cash and cash equivalents		6 372
Term deposits, interest-bearing current accounts, and MTN		208
Bond funds		172
Cash management financial assets		380
<b>Cash Position</b>		<b>6 752</b>
Derivative financial instruments in assets		117
Cash deposits (*)		440
Vivendi SA's bonds		-1 950
Share repurchase program		-223
Commitments to purchase non-controlling interests		-100
Other financial liabilities		-226
<b>Borrowings and other financial items</b>		<b>-1 942</b>
<b>Net Cash Position</b>		<b>4 810</b>



(1) +1 year possible extension to 2021

- Around 96% of the cash position centralized at Vivendi SA level
- Cash invested in :
  - ✓ mutual funds with low risk class (1 or 2 ) as defined by ESMA
  - ✓ selected highly rated commercial banks (at least A-)

# Prudent financial policy with a focus on liquidity

## Rationale for a potential bond issue

- General business purpose
- Incl. opportunistic refinancing of the two bonds maturing in Dec 2016 (500 M€) and in March 2017 (750 M€) due to optimal market conditions
- Increase the average maturity of gross debt
- BBB / Baa2 rating

## Strong liquidity:

- Net cash at the end of March 2016: €4.8 bn (€2.2 bn proforma after €1,3 bn dividend paid in April 2016 and €1.3 bn return to shareholders in H1 2017)
- €2.0 bn undrawn Revolving Credit Facility maturing in October 2020 (+1 year possible extension)  
Financial covenant: consolidated net debt not exceeding 3 x consolidated EBITDA
- Optimized centralized cash pooling (96,6% as of Dec 31, 2015)

# Return to shareholders

- Since 2014, Vivendi has paid dividends in the aggregate amount of €6.6 billion...
  - 1 euro per share in 2014
  - 2 euros per share in 2015\*
  - 1 euro per share in February 2016\*\*
  - 1 euro per share on April 28, 2016
- ... and to return an additional €1.3 billion in 2017.
- Afterwards, pay-out ratio should be in line with Vivendi peers in medias.
- As of today, under the authorization given by the 2015 AGM, Vivendi has already bought 99 million of its own shares, representing 7.2% of its share capital, for a total amount of €1.8 billion euros.

# Glossary

The non-GAAP measures defined below should be considered in addition to, and not as a substitute for, other GAAP measures of operating and financial performance and Vivendi considers this to be relevant indicators of the group's operating and financial performance. Moreover, it should be noted that other companies may have different definitions and calculations for these indicators from Vivendi thereby affecting comparability.

**Adjusted earnings before interest and income taxes (EBITA):** As defined by Vivendi, EBITA corresponds to EBIT (defined as the difference between income and charges that do not result from financial activities, equity affiliates, discontinued operations and tax) before the amortization of intangible assets acquired through business combinations and the impairment losses on goodwill and other intangibles acquired through business combinations, and other income and charges related to financial investing transactions and to transactions with shareowners (except if directly recognized in equity).

**Income from operations:** As defined by Vivendi, income from operations is calculated as EBITA before share-based compensation costs related to equity-settled plans, and special items due to their unusual nature or particular significance.

**Adjusted net income (ANI)** includes the following items: EBITA, income from equity affiliates, interest, income from investments, as well as taxes and non-controlling interests related to these items. It does not include the following items: the amortization of intangible assets acquired through business combinations, the impairment losses on goodwill and other intangible assets acquired through business combinations, other income and charges related to financial investing transactions and to transactions with shareowners (except if directly recognized in equity), other financial charges and income, earnings from discontinued operations, provisions for income taxes and adjustments attributable to non-controlling interests, as well as non-recurring tax items (notably the changes in deferred tax assets pursuant to the Vivendi SA's tax group and Consolidated Global Profit Tax Systems and reversal of tax liabilities relating to risks extinguished over the period).

**Cash flow from operations (CFFO):** Net cash provided by operating activities after capital expenditures net, dividends received from equity affiliates and unconsolidated companies and before income taxes paid.

**Capital expenditures net (Capex, net):** Cash used for capital expenditures, net of proceeds from sales of property, plant and equipment, and intangible assets.

**Net Cash Position:** Net Cash Position is calculated as the sum of cash and cash equivalents, cash management financials assets, as well as derivative financial instruments in assets and cash deposits backing borrowings, less long-term and short-term borrowings and other financial liabilities.

The percentages of change are compared to the same period of the previous accounting year, unless otherwise stated.