

March 11, 2009

**vivendi**

J.P. Morgan Credit Analyst Lunch

Philippe Capron  
*Member of the Management Board &  
Chief Financial Officer*

IMPORTANT NOTICE:  
Financial results for the fiscal year ended December 31, 2008  
Financial statements prepared under IFRS  
Investors are strongly urged to read the important disclaimer at the end of this presentation



vivendi

A world leader  
in communications and entertainment

#1 Video Games Worldwide

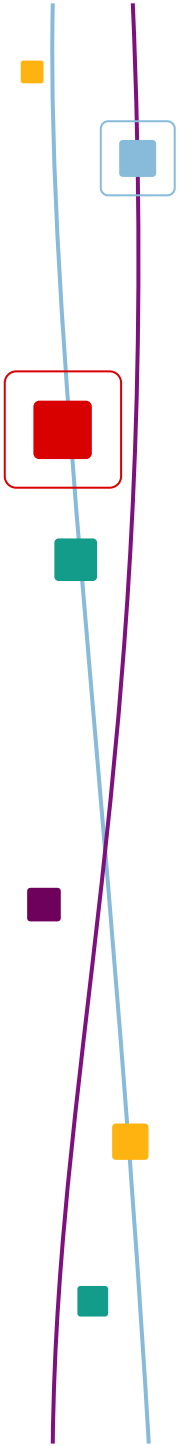
#1 Music Worldwide

#2 Telecoms France

#1 Telecoms Morocco

#1 Pay-TV France

# Vivendi Businesses



100%



UNIVERSAL  
UNIVERSAL MUSIC GROUP

#1 Worldwide in music


100%/65%



CANAL+  
GROUPE

#1 in pay-TV in France

56%



SFR

#2 Telco in France

53%



Maroc  
Telecom

#1 Telco in Morocco

54%\*



ACTIVISION | BLIZZARD™

#1 worldwide in video games

20%\*



NBC UNIVERSAL

A worldwide leader in entertainment

\* Based on shares outstanding



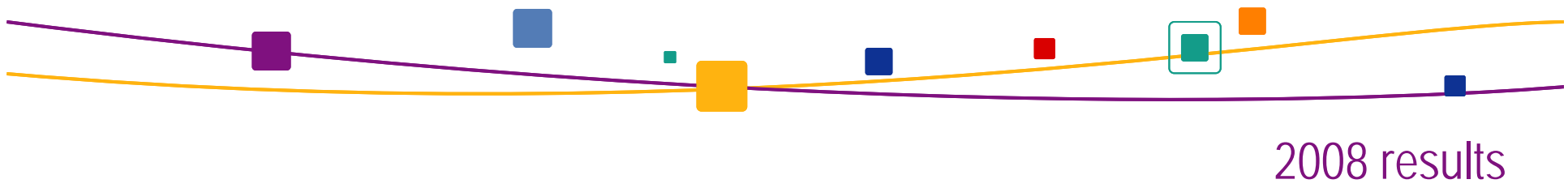
2008: Guidance achieved

- Vivendi maintained and achieved its initial guidance: 2008 result increased 8.4% at constant perimeter, i.e. excluding the impact of Neuf Cegetel and Activision Blizzard
- Vivendi is proposing a dividend of €1.40 per share to its shareholders (cash or stock, shareholder's choice)
- Vivendi completed two major transactions:
  - Activision Blizzard is up and running
  - SFR has integrated Neuf Cegetel to create the leading alternative operator in France



All 2008 priorities achieved

- Successful outcome of bidding process for football rights new contract by Canal+
- Close the merger to create Activision Blizzard
- Close the acquisition of Neuf Cegetel by SFR
- Focus on efficient execution of previously announced transactions
- Maintain strong operating performance
- €135m annual savings
- July 9, 2008
- At 100% since June 24, 2008
- Cost savings exceeding expectations (Canal+/TPS, UMG/BMGP ...)
- In line with initial guidance



2008 results

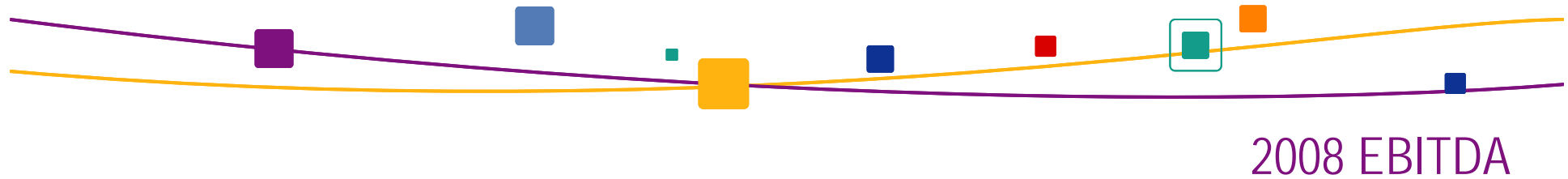
Including Neuf Cegetel and Activision Blizzard

|                        |          |        |
|------------------------|----------|--------|
| ■ Revenues:            | €25.4 bn | +17.2% |
| ■ EBITDA:              | €7.1 bn  | +13.1% |
| ■ EBITA:               | €5.0 bn  | +4.9%  |
| ■ Adjusted Net Income: | €2.7 bn  | -3.4%  |
| ■ CFFO:                | €5.1 bn  | +3.6%  |
| ■ Net Debt:            | €8.3 bn  |        |

At constant perimeter, excluding the impact of Neuf Cegetel and Activision Blizzard\*

|                        |       |
|------------------------|-------|
| ■ EBITA:               | +9.6% |
| ■ Adjusted Net Income: | +8.4% |

\* Please refer to slide 25



| <i>In euro millions - IFRS</i> | 2008 *       | 2007         | Change         |
|--------------------------------|--------------|--------------|----------------|
| Universal Music Group          | 778          | 735          | + 5.9%         |
| Canal+ Group                   | 744          | 628          | + 18.5%        |
| SFR                            | 3,958        | 3,431        | + 15.4%        |
| Maroc Telecom Group            | 1,554        | 1,397        | + 11.2%        |
| Activision Blizzard            | 190          | 234          | - 18.8%        |
| Holding / Others               | (116)        | (143)        | + 18.9%        |
| <b>Total Vivendi</b>           | <b>7,108</b> | <b>6,282</b> | <b>+ 13.1%</b> |

\* Includes Neuf Cegetel consolidated since April 15, 2008 and Activision consolidated since July 10, 2008

## 2008 EBITA

|  |                       | <i>In euro millions - IFRS</i> |              |               |                             |
|--|-----------------------|--------------------------------|--------------|---------------|-----------------------------|
|  |                       | 2008 *                         | 2007         | Change        | Change at constant currency |
| Restructuring costs<br>€(123)m                       | Universal Music Group | 686                            | 624          | + 9.9%        | + 11.6%                     |
|  | Canal+ Group          | 568                            | 400          | + 42.0%       | + 41.3%                     |
|  | SFR                   | 2,542                          | 2,517        | + 1.0%        | + 1.0%                      |
| Impact of change in deferred net revenues<br>€(416)m | Maroc Telecom Group   | 1,224                          | 1,091        | + 12.2%       | + 13.5%                     |
|  | Activision Blizzard   | 34                             | 181          | - 81.2%       | - 78.2%                     |
|  | Holding / Others      | (101)                          | (92)         | - 9.8%        | - 5.0%                      |
| Integration costs<br>€(122)m                         | <b>Total Vivendi</b>  | <b>4,953</b>                   | <b>4,721</b> | <b>+ 4.9%</b> | <b>+ 5.6%</b>               |

EBITA includes a reduction in share-based compensation costs (-€41m vs -€154m in 2007)

\* Includes Neuf Cegetel consolidated since April 15, 2008 and Activision consolidated since July 10, 2008





## Adjusted Net Income

*In euro millions - IFRS*

|                                 | 2008    | 2007    | Change  |          |
|---------------------------------|---------|---------|---------|----------|
|                                 |         |         |         | %        |
| 1 Revenues                      | 25,392  | 21,657  | + 3,735 | + 17.2%  |
| ■ 2 EBITA                       | 4,953   | 4,721   | + 232   | + 4.9%   |
| 3 Income from equity affiliates | 260     | 373     | - 113   | - 30.3%  |
| 4 Interest                      | (354)   | (166)   | - 188   | - 113.3% |
| 5 Income from investments       | 5       | 6       | - 1     | - 16.7%  |
| 6 Provision for income taxes    | (920)   | (881)   | - 39    | - 4.4%   |
| 7 Minority interests            | (1,209) | (1,221) | + 12    | + 1.0%   |
| ■ 8 Adjusted Net Income         | 2,735   | 2,832   | - 97    | - 3.4%   |

Full consolidation of Neuf Cegetel since April 15, 2008

In 2008, impact of Neuf Cegetel and Activision €(160)m

In 2007, + €25m capitalized interest tied to BMGP acquisition

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## 2009: Strong growth expected in Vivendi EBITA...

- Activision Blizzard: Benefit of synergies, strong slate, and larger *World of Warcraft* subscriber base
  
- UMG: Strong slate, growth of digital sales and new business models
  
- SFR ADSL & Fixed: Benefit of synergies, higher ADSL net adds market share
  
- Maroc Telecom Group: Further growth of mobile operations in Morocco, improved performances of Western African subsidiaries
  
- Canal+ Group: Full benefit of TPS synergies, including French soccer rights



... despite regulatory and global economic issues

- Activision Blizzard: Accounting impact of deferred revenues
- UMG: Still fighting piracy and declining physical sales
- SFR Mobile: New taxes, sharp reduction in mobile termination rates



## 2009 Business Outlook



- EBITA: Maintain EBITA at 2008 level at constant currency



- Revenues: Slight growth at constant currency
- EBITA: Around 10% increase



Assuming no further deterioration of economic environment

- Mobile: Pressure from regulators and new taxes
  - Service Revenues: slight growth
  - EBITDA: slight decrease despite stable opex\*, in a continuing competitive environment
- Broadband Internet & Fixed: A year of commercial relaunch
  - Revenues: slight growth excluding switched voice on a pro forma basis\*\*
  - EBITDA: slight decrease on a pro forma basis due to new taxes, restoration of organic growth and fiber deployment



- Revenues: Above +3% in Dirhams
- EBITA: Maintain EBITA margin at 47%



In US non-GAAP:

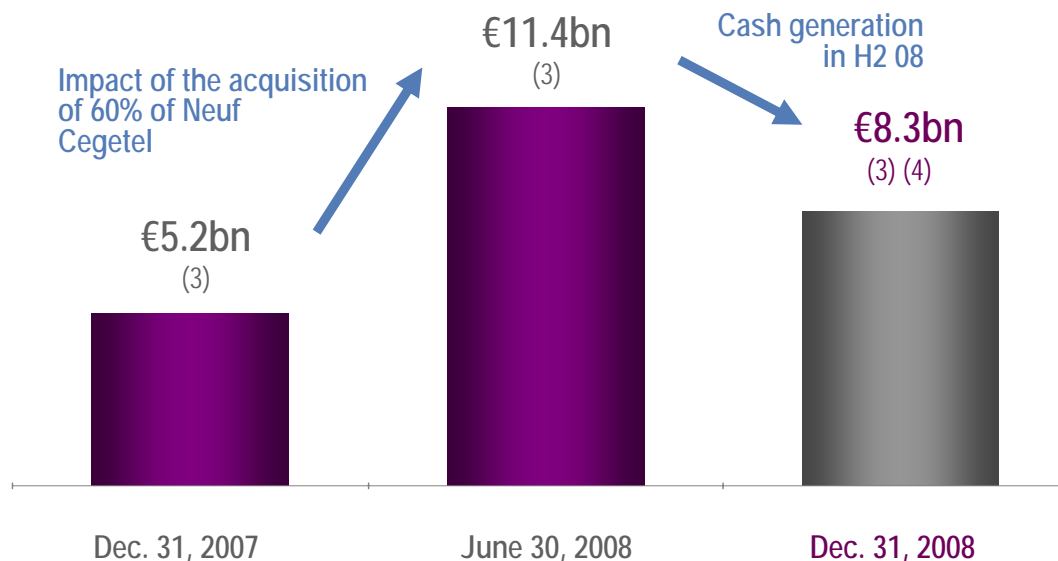
- Revenues: \$4.7bn including a negative impact of more than \$400m from a stronger dollar yoy
- Operating income: 26% operating margin

\* Excluding regulatory impacts, variable customer costs and interconnexion costs  
\*\* Pro forma illustrates the full consolidation of Neuf Cegetel from January 1, 2008

# Vivendi enjoys a strong financial position

- €5.2bn of undrawn facilities at the end of 2008 at Vivendi SA
- No significant debt reimbursement before 2012
- Strong free cash generation by each business
- Proportionate net debt/ Proportionate EBITDA ratio<sup>(1)</sup> significantly lower than the ratio provided in the bank agreements
- A quality rating: BBB stable / Baa2 stable <sup>(2)</sup>
- Controlled financing costs

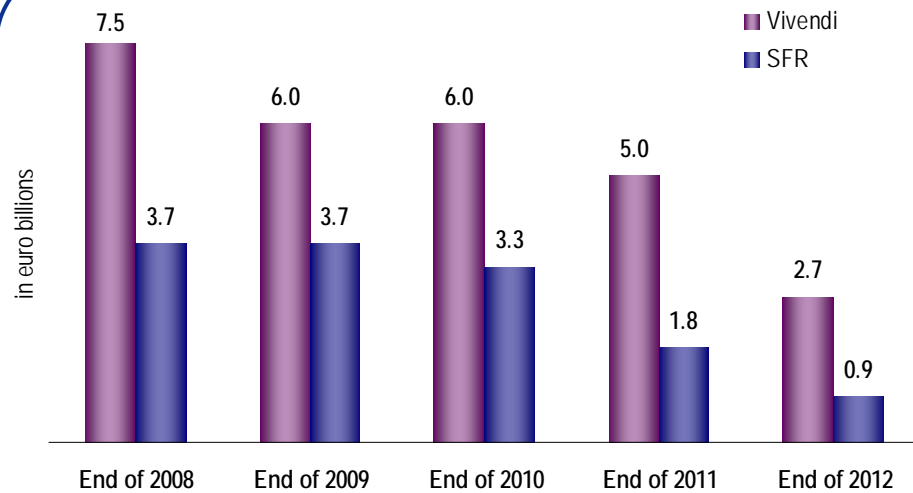
## Financial net debt (IFRS)



(1) Including the impacts of the acquisitions/ dispositions on a pro forma basis, as if these transactions had happened at the beginning of the period. See slide 48 for definition  
 (2) Standard & Poor's / Fitch Rating: BBB stable – Moody's: Baa2 stable  
 (3) Including the put option granted to TF1/M6 on 15% of Canal+ France, exercisable in February 2010 (€1.1bn at 2008 year end)  
 (4) Including Activision Blizzard's cash (€2.1bn as of December 31, 2008)

## Important credit lines up to 2011

### Amount of bank credit lines



Available undrawn facilities, net of commercial paper at the end of 2008:

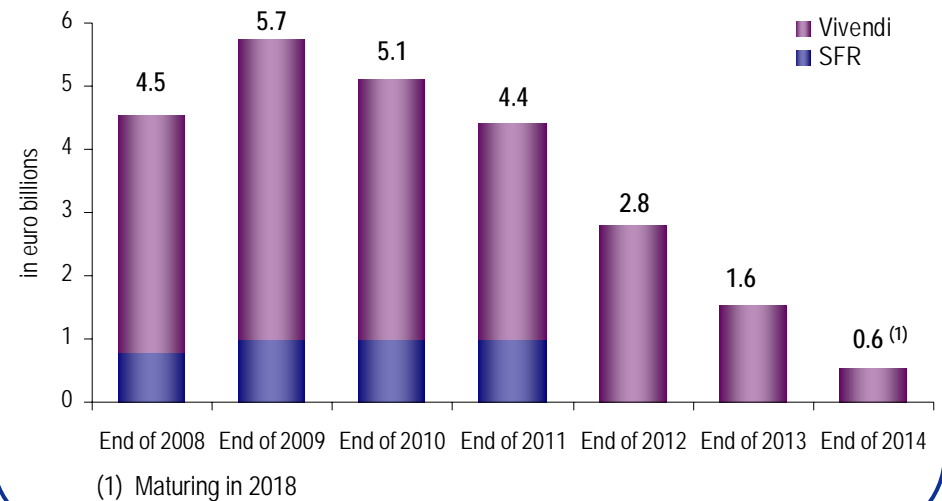
Vivendi SA: ~ €5.2bn

SFR: ~ €1.1bn

## No significant debt reimbursement before 2012

- At 2008 year end, the economic average term of the group's consolidated debt was 4.1 years
- After issuance of €1.4bn bonds in January 2009, 57% of outstanding gross debt in bonds

### Amount of bonds outstanding



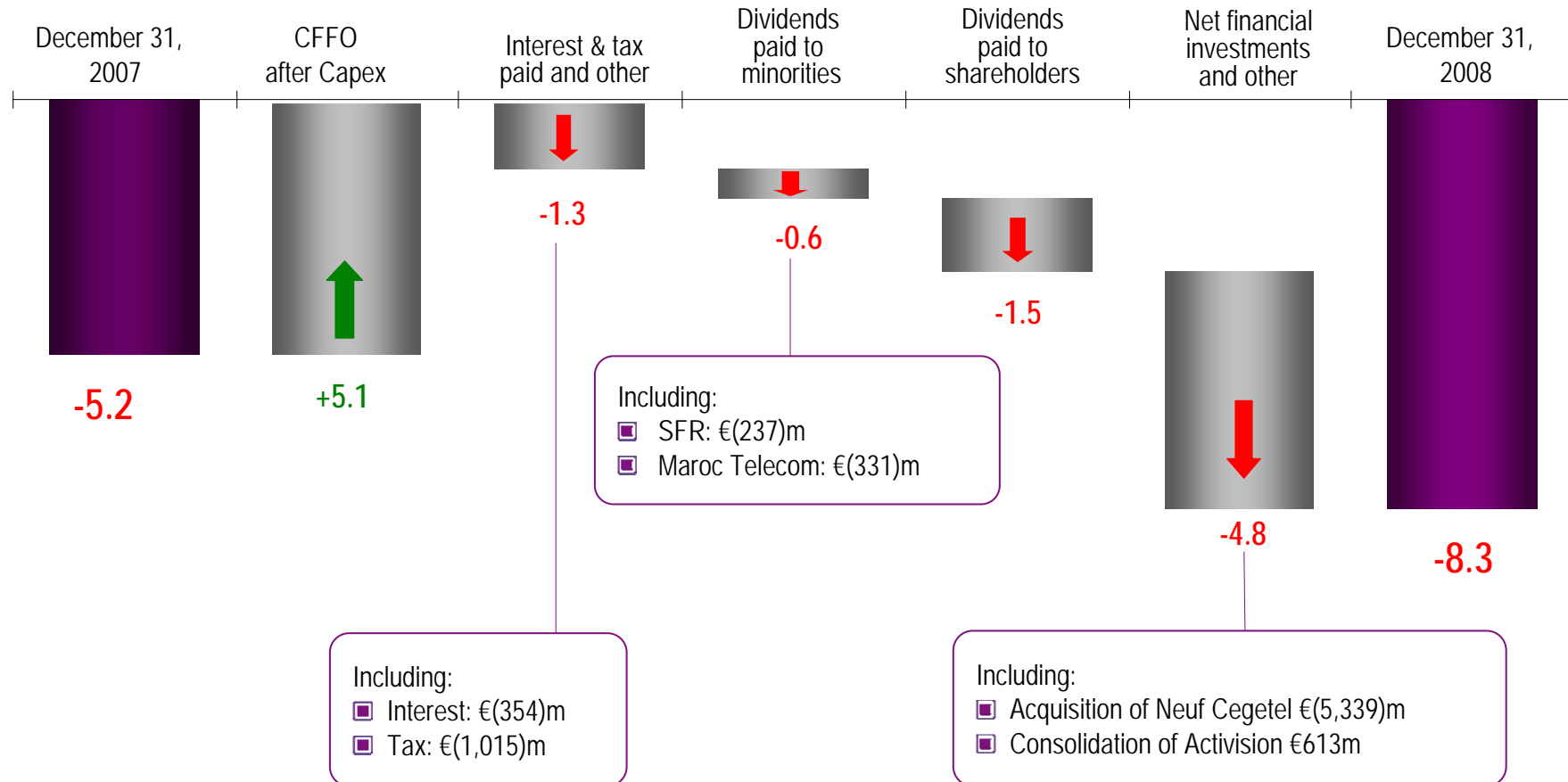


## Financing / Refinancing under very good conditions

- In February 2008, Vivendi obtained a €3.5bn syndicated loan
  - a €1.5bn tranche under a bridge loan converted into revolving loan, maturity August 2009
  - a €2bn tranche under a revolving facility, maturity 3 and 5 years
- In April 2008, Vivendi raised \$1,4bn through the issuance of US dollar notes: \$0.7bn maturity 2013, coupon 5.75% and \$0.7bn maturity 2018, coupon 6.63%
- In April 2008, SFR obtained an additional €0.2bn notes (maturity July 2012) under the same conditions as the €0.6bn notes issued in July 2005.
- In April 2008, consolidation of Neuf Cegetel net debt for €1.0bn. The financial covenants of this debt have been aligned with those of SFR financing agreements
- In January 2009, Vivendi issued a 5 year maturity €1bn bond with a coupon of 7.75% and a €200m tranche of its October 2006 €0.5bn bond (maturity October 2013) with a 7.74% yield
- In January 2009, SFR issued an additional €200m tranche of its €0.8bn notes (maturity July 2012) with a 5.24% yield

# Financial net debt evolution

In euro billions - IFRS







## Cash upstream from businesses

- **SFR:** distribution of the “maximum amount of profits available for distribution” (Shareholders’ Agreement) with quarterly advance payment
  - €1.8bn in dividends to Vivendi in 2006-2008 ; €420m in Q1 2009
  - As part of the agreement for the acquisition of Neuf Cegetel, Vodafone has agreed to reduce the SFR dividend over next 3 years from 2008 to repay a €3bn shareholder loan to Vivendi (€1bn in July 2009, €1bn in July 2010 and €1bn in December 2012), on top of the repayment of a €700m loan in December 2009
- **Maroc Telecom:** statutory minimum pay-out ratio of at least 50% of distributable profits
  - All excess cash distributed in 2006-2008: €1.1bn to Vivendi from dividends and capital decrease
  - In 2009 proposed dividend equal to 100% of 2008 distributable income, i.e. around €460m for Vivendi
- **Canal+ Group:** consolidation of 100% of the cash until end of 2010 through a cash pooling arrangement
  - No dividend before 2011
- **UMG:** consolidation of 100% of the cash through a cash pooling arrangement
- **Activision Blizzard:** dividend may be submitted to the majority of the Board members\*
- **NBC Universal:** agreement to distribute all excess cash flow on a quarterly basis
  - \$1.1bn in dividends to Vivendi in 2006-2008

\* Please refer to the 2007 Annual Report, page 190



## Solid Cash Flow generation

| CFFO before capex net |              |               |                                | CFFO         |              |               |
|-----------------------|--------------|---------------|--------------------------------|--------------|--------------|---------------|
| 2008                  | 2007         | Change        | <i>In euro millions - IFRS</i> | 2008         | 2007         | Change        |
| 555                   | 597          | - 7.0%        | Universal Music Group          | 521          | 559          | - 6.8%        |
| 592                   | 460          | + 28.7%       | Canal+ Group                   | 383          | 317          | + 20.8%       |
| 4,057                 | 3,571        | + 13.6%       | SFR                            | 2,752        | 2,551        | + 7.9%        |
| 1,455                 | 1,364        | + 6.7%        | Maroc Telecom Group            | 1,037        | 1,001        | + 3.6%        |
| 345                   | 339          | + 1.8%        | Activision Blizzard            | 313          | 283          | + 10.6%       |
| 294                   | 305          | - 3.6%        | Dividends from NBC Universal   | 294          | 305          | - 3.6%        |
| (242)                 | (129)        | - 87.6%       | Holding / Others               | (245)        | (135)        | - 81.5%       |
| <b>7,056</b>          | <b>6,507</b> | <b>+ 8.4%</b> | <b>Total Vivendi</b>           | <b>5,055</b> | <b>4,881</b> | <b>+ 3.6%</b> |

**Capex net:** €2,001m; + €375m, mainly due to the consolidation of Neuf Cegetel



## 2008 Proportionate CFFO

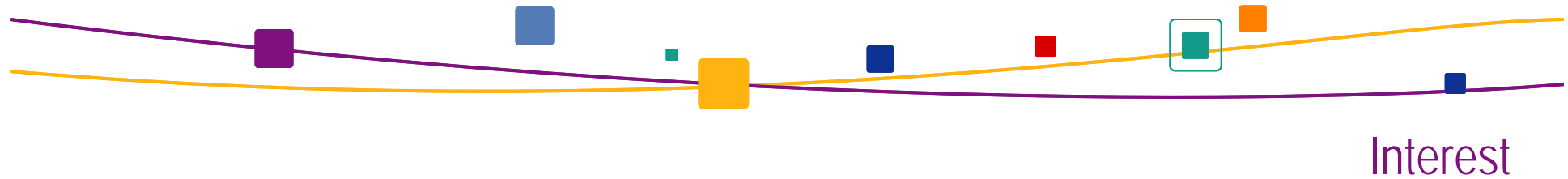
*In euro millions - IFRS*

|   | 2008         | 2007         | Change        |
|---|--------------|--------------|---------------|
| Universal Music Group                         | 521          | 559          | - 6.8%        |
| Canal+ Group                                  | 249          | 206          | + 20.9%       |
| SFR   | 1,541        | 1,429        | + 7.8%        |
| Maroc Telecom Group                           | 549          | 511          | + 7.4%        |
| Activision Blizzard                           | 222          | 283          | - 21.6%       |
| Dividends from NBC Universal Holding / Others | (245)        | (135)        | - 81.5%       |
| <b>Total Vivendi</b>                          | <b>3,131</b> | <b>3,158</b> | <b>- 0.9%</b> |

Proportionate CFFO is calculated by multiplying ownership of each entity to their CFFO

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*In euro millions (except where noted) - IFRS*

|   | 2008  | 2007  |
|---|-------|-------|
| ■ Interest  | (354) | (166) |
| ■ Interest expense on borrowings                                | (450) | (301) |
| Average interest rate on borrowings (%)                         | 4.69% | 4.18% |
| Average outstanding borrowings (in euro billions)               | 9.6   | 7.2   |
| ■ Capitalization of interest related to the acquisition of BMGP | -     | 25    |
| ■ Interest income from cash and cash equivalents                | 96    | 110   |
| Average interest income rate (%)                                | 3.72% | 4.07% |
| Average amount of cash equivalents (in euro billions)           | 2.6 * | 2.7   |

\* From July 10th, includes Activision Blizzard cash position (€1,831m as of that date)



## Active management of pension obligations

- Transfer of funded pension plans to insurance companies (mainly North America, United Kingdom)
- Very cautious policy to secure the pension plan assets, limiting exposure to financial markets

| <i>In euro millions</i> | 2008 | 2007 | 2006  | 2005  | 2004  |
|-------------------------|------|------|-------|-------|-------|
| Benefit obligations     | 482* | 780  | 1,319 | 1,376 | 1,276 |

- In 2008, no losses related to pension obligations
- Limited and controlled risk

\* Unfunded obligations for €293m



## In context of uncertainty about consumer spending, Vivendi can rely on unique assets

- Resilience due to subscription model and world-leading quality content and services
- Leadership position in each of its businesses, enhanced by major strategic initiatives with excellent execution
- Very strong operating margins enabling innovation in technology and marketing, to develop competitive advantages
- Solid balance sheet (commitment to BBB rating) and strong cash generation



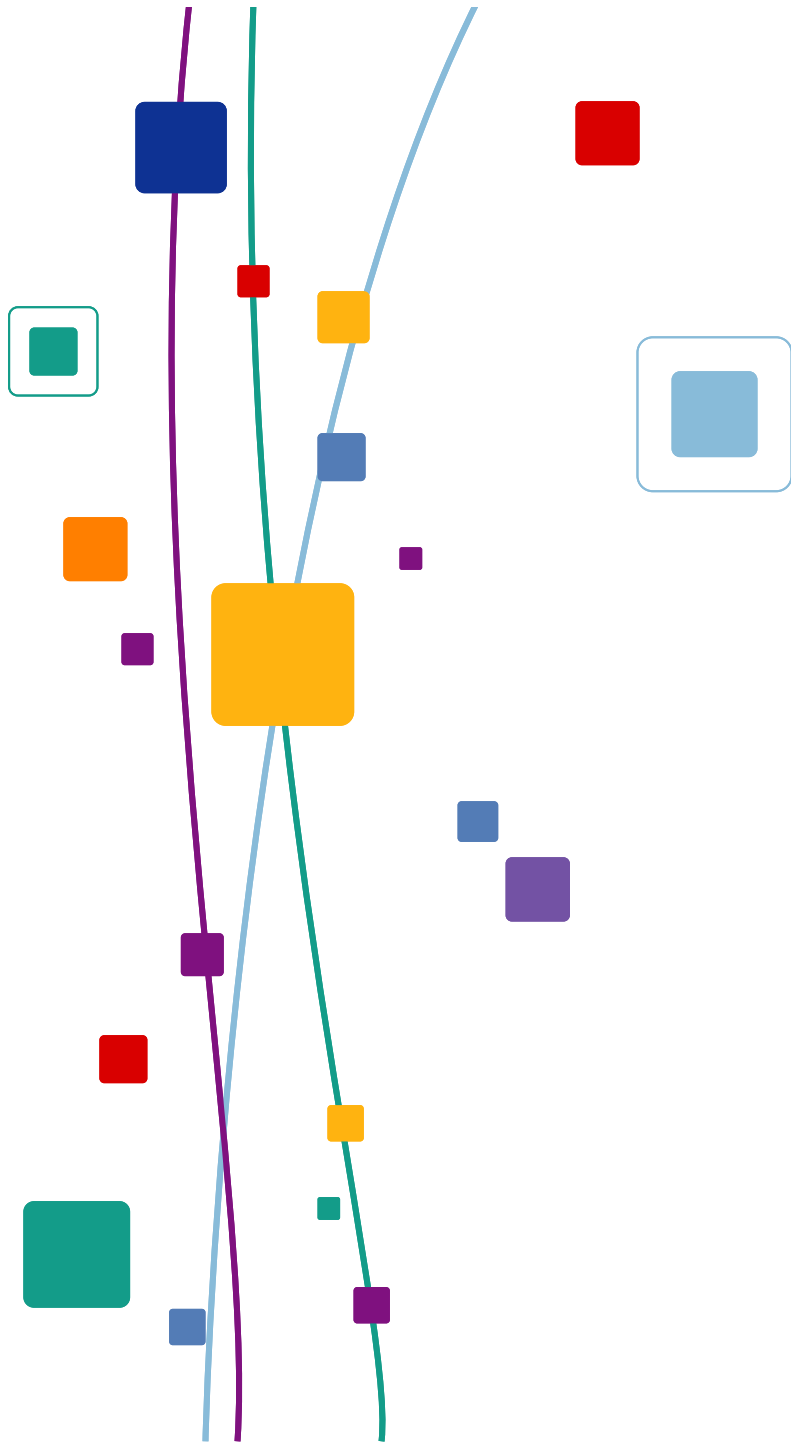
## We approach 2009 with confidence and vigilance

■ We are confident in our resilience and expect:

- Strong EBITA growth
- Solid earnings leading to another strong dividend, with a distribution rate of at least 50% of Adjusted Net Income

■ We remain vigilant in an unstable environment and committed to:

- Enhance competitiveness of our businesses through innovation
- Maximize cash flow generation in order to preserve our rating, our liquidity, and our ability to distribute dividends
- Focus on cost management



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Appendices





We have achieved our constant perimeter 2008 guidance...

| <i>In euro millions - IFRS</i>                       | 2008  | 2007  | Change                                    |
|--|-------|-------|---|
| Universal Music Group                                | 686   | 624   | +62                                       |
| Canal+ Group   | 568   | 400   | +168                                      |
| SFR Mobile   | 2,574 | 2,581 | -7  |
| Maroc Telecom Group                                  | 1,224 | 1,091 | +133                                      |
| Blizzard   | 450   | 345   | +105                                      |
| Holding / Others                                     | (101) | (91)  | -10                                       |
| <b>EBITA variation at constant perimeter</b>         |       |       | <b>+451</b> → <b>+9.6 % of 2007 EBITA</b> |
| Income from equity affiliates (mainly NBC Universal) |       |       | -52                                       |
| Interest   |       |       | -28                                       |
| Provision for income taxes                           |       |       | -69                                       |
| Minority interests                                   |       |       | -63                                       |
| <b>ANI variation at constant perimeter</b>           |       |       | <b>+239</b> → <b>+8.4 % of 2007 ANI</b>   |

Constant perimeter neutralizes the impact of the Neuf Cegetel and Activision acquisitions and the impact of the change in earnings of activities discontinued, transformed or sold (Broadband Internet and fixed-line activities of SFR and Sierra Entertainment), and excludes the impact of the changes in deferred net revenues (see slide 46)



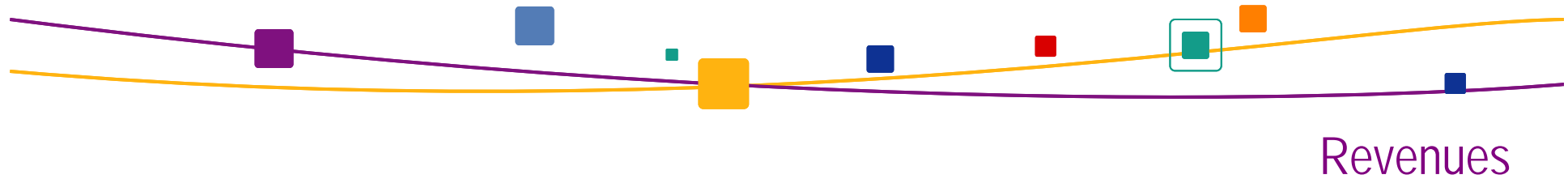
... thanks to strong performances in Q4

## EBITA

*In euro millions - IFRS*

|                       | Q4 2008*     | Q4 2007    | Change         |
|-----------------------|--------------|------------|----------------|
| Universal Music Group | 278          | 289        | - 3.8%         |
| Canal+ Group          | (53)         | (109)      | + 51.4%        |
| SFR                   | 576          | 451        | + 27.7%        |
| Maroc Telecom Group   | 311          | 240        | + 29.6%        |
| Activision Blizzard   | 1            | 21         | - 95.2%        |
| Holding / Others      | (8)          | (102)      | + 92.2%        |
| <b>Total Vivendi</b>  | <b>1,105</b> | <b>790</b> | <b>+ 39.9%</b> |

\* Includes Neuf Cegetel consolidated since April 15, 2008 and Activision consolidated since July 10, 2008



| 2008          | 2007          | Change         | Change at constant currency | <i>In euro millions - IFRS</i> | Q4 2008      | Q4 2007      | Change         | Change at constant currency |
|---------------|---------------|----------------|-----------------------------|--------------------------------|--------------|--------------|----------------|-----------------------------|
| 4,650         | 4,870         | - 4.5%         | - 0.2%                      | Universal Music Group          | 1,508        | 1,605        | - 6.0%         | - 7.8%                      |
| 4,554         | 4,363         | + 4.4%         | + 4.0%                      | Canal+ Group                   | 1,163        | 1,132        | + 2.7%         | + 2.8%                      |
| 11,553        | 9,018         | + 28.1%        | + 28.1%                     | SFR                            | 3,133        | 2,371        | + 32.1%        | + 32.1%                     |
| 2,601         | 2,456         | + 5.9%         | + 7.0%                      | Maroc Telecom Group            | 671          | 637          | + 5.3%         | + 3.5%                      |
| 2,091         | 1,018         | x 2.1          | x 2.1                       | Activision Blizzard            | 1,172        | 302          | x 3.9          | x 3.6                       |
| (57)          | (68)          | + 16.2%        | + 16.2%                     | Non Core and Others            | (32)         | (33)         | + 3.0%         | + 3.0%                      |
| <b>25,392</b> | <b>21,657</b> | <b>+ 17.2%</b> | <b>+ 18.3%</b>              | <b>Total Vivendi</b>           | <b>7,615</b> | <b>6,014</b> | <b>+ 26.6%</b> | <b>+ 24.6%</b>              |

Including the consolidation of the following entities:

- at UMG: Univision Music Group (May 5, 2008); BMG Music Publishing (May 25, 2007); and Sanctuary (August 2, 2007);
- at Canal+ Group: Kinowelt (April 2, 2008);
- at SFR: Neuf Cegetel (April 15, 2008); the fixed and ADSL activities of Tele2 France (July 20, 2007); and Debitel France (December 1, 2007);
- at Maroc Telecom Group: Gabon Telecom (March 1, 2007);
- Vivendi Games combined with Activision and renamed Activision Blizzard on July 9, 2008.



## Reconciliation of adjusted net income to net income

*In euro millions - IFRS*

|  | 2008         | 2007         |
|--|--------------|--------------|
| <b>Adjusted Net Income</b>   | <b>2,735</b> | <b>2,832</b> |
| Amortization and impairment losses of intangible assets acquired through business combinations | (693)        | (335)        |
| Other financial charges and income   | 579          | (83)         |
| - o/w consolidation gain following the creation of Activision Blizzard                         | 2,318        | -            |
| - o/w write-down of the minority stake in NBC Universal  | (1,503)      | -            |
| Provision for income taxes   | (131)        | 134          |
| Minority interests   | 113          | 77           |
| <b>Net Income, group share</b>   | <b>2,603</b> | <b>2,625</b> |



## Income from equity affiliates

*In euro millions (except where noted)  
IFRS*

|                               | 2008         | 2007         | % Growth |
|-------------------------------|--------------|--------------|----------|
| Income from equity affiliates | 260          | 373          | - 30.3%  |
| o/w NBC Universal in €        | 255          | 301          | - 15.3%  |
| <i>NBC Universal in \$</i>    | <i>\$375</i> | <i>\$410</i> | - 8.5%   |
| o/w Neuf Cegetel*             | 18           | 78           | - 76.9%  |

\* Neuf Cegetel has been fully consolidated since April 15, 2008



## Income tax

*In euro millions - IFRS*

|  | 2008                |                | 2007                |                |
|--|---------------------|----------------|---------------------|----------------|
|  | Adjusted net income | Net income     | Adjusted net income | Net income     |
| <b>Consolidated Global Profit Tax System</b>                   | <b>438</b>          | <b>60</b> *    | <b>552</b>          | <b>605</b>     |
| Current tax: savings for current year                          | 438                 | 438            | 552                 | 552            |
| Deferred tax: variation in expected savings (year n+1/ year n) | -                   | (378) *        | -                   | 53             |
| <b>Tax charge</b>  | <b>(1,358)</b>      | <b>(1,111)</b> | <b>(1,433)</b>      | <b>(1,352)</b> |
| <b>Provisions for income tax</b>                               | <b>(920)</b>        | <b>(1,051)</b> | <b>(881)</b>        | <b>(747)</b>   |
| <b>Taxes paid in cash</b>                                      |                     | <b>(1,015)</b> |                     | <b>(1,072)</b> |

\* Reflects the decline in the expected savings in 2009 following the anticipated utilization by SFR in 2009 of Neuf Cegetel's net operating losses carried forward



### ■ 2008 Revenues: -0.2%\* at €4,650m

- Increased revenues in publishing and artist services and merchandising offset by a 5% decline in recorded music
- Digital sales up 31% \*

### ■ 2008 EBITA: +11.6%\* to €686m

- Effective cost management
- Full year consolidation of BMG Music Publishing
- Higher license income including copyright settlements

### 2009 outlook:

- EBITA: Maintain EBITA at 2008 level at constant currency

### Successful rebalancing of sales:

- Full benefit of the integration of BMGP
- Integration of Sanctuary and expansion of Bravado
- Increase in digital sales
- Physical music sales\*\*: 60% of total revenues in 2008 vs 69% in 2007

### 2009 priorities:

- Maintain leadership and market share during the transition to digital
- Participate in a broader range of music revenue streams
- Maximize profitability through efficient cost management

\* At constant currency

\*\* Include the publishing revenues related to physical sales ("mechanical")



### Top-selling artists

| 2008                   | Million Units* |
|------------------------|----------------|
| <i>Mamma Mia! OST</i>  | 5.1            |
| <i>Duffy</i>           | 4.6            |
| <i>Amy Winehouse</i>   | 4.1            |
| <i>Lil' Wayne</i>      | 3.4            |
| <i>Rihanna</i>         | 3.4            |
| <b>Top - 5 Artists</b> | <b>20.6</b>    |

### 2009 Releases\*\*

#### 1st half of 2009

- U2
- Black Eyed Peas
- Eminem
- Lil' Wayne

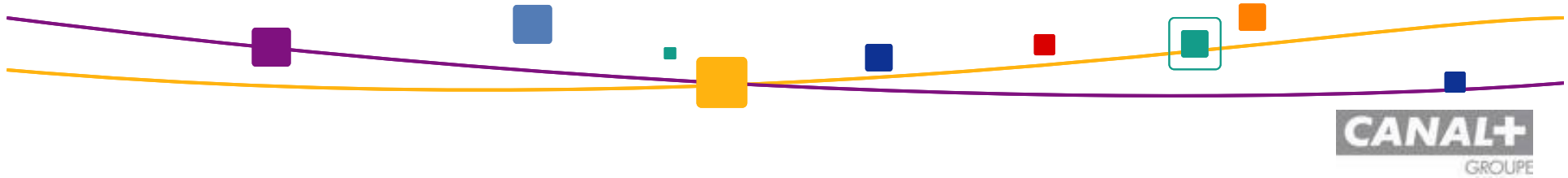
#### 2nd half of 2009

- Bon Jovi
- Dr Dre
- Scissor Sisters
- Nelly Furtado
- No Doubt
- Mariah Carey- Christmas album

| <i>In euro millions</i>         | 2008         | % Change at constant currency |
|---------------------------------|--------------|-------------------------------|
| Physical                        | 2,589        | -14.2%                        |
| Digital                         | 842          | 35.4%                         |
| License and Other               | 448          | -3.2%                         |
| <b>Recorded music</b>           | <b>3,879</b> | <b>-4.8%</b>                  |
| Artist services & merchandising | 173          | x2.8                          |
| Music Publishing                | 648          | 15.6%                         |
| Inter-co elimination            | (50)         | -41.9%                        |
| <b>Revenues</b>                 | <b>4,650</b> | <b>-0.2%</b>                  |
| Recorded music                  | 570          | 0.7%                          |
| Artist services & merchandising | 3            | -16.8%                        |
| Music Publishing                | 205          | 35.7%                         |
| <b>EBITDA</b>                   | <b>778</b>   | <b>8.2%</b>                   |

\* Physical and digital album sales  
 \*\* This is a tentative release schedule and it will change





■ **2008 Revenues: +4.4% to €4,554m**

- Canal+ France portfolio growth: 173k net adds before an adjustment of 126k\*
- Other activities, excluding Canal+ France : +14% at €701m
- Growth of advertising revenues reflecting higher ratings

■ **2008 EBITA: +42.0% to €568m**

- after transition costs of €68m in 2008
- Canal+ France: €150m synergies in 2008, including savings on ½ season of the French Ligue 1 rights
- Positive contribution to growth from all other activities

**2009 outlook:**

- Revenues: Slight growth\*\*
- EBITA: Around 10% increase

**Success of the TPS integration:**

- €300m synergies over 2007-2008  
With ½ season of French Ligue 1 in 2009, the target of €350m will be exceeded
- Successful technical migration of close to 1 million TPS subscribers
- TPS signal switched-off on December 31, 2008
- Transition costs: total of €336m < €350m planned

**2009 priorities:**

- Accelerate analog to digital migration
- Leverage recent innovations: + Le Cube (HD terminal with internet connection), USB key HD-DTT set-up box, Canal+ and CanalSat "à la demande"
- Adapt offers to suit the current economic environment

\* Resulting from the switch-off of the TPS signal and a change of scope in the portfolio to include viable contracts only  
\*\* At constant currency

### Canal+ France net portfolio (in thousands)\*

|                      | 2008          | 2007          |             |
|----------------------|---------------|---------------|-------------|
| <b>Subscriptions</b> | <b>10,591</b> | <b>10,544</b> | <b>+ 47</b> |
| o/w Canal+           | 5,265         | 5,320         |             |
| o/w CanalSat         | 5,326         | 5,224         |             |

+173 net additions  
before adjustment  
of 126\*\*

**Increase in digital subscriptions:**  
Canal+ Le Bouquet represented 81% of the total portfolio of Canal+ compared to 71% end of 2007

### 2008 Highlights

- StudioCanal ended 2008 with 7 movies exceeding 1 million theatrical admissions in France (out of 18 releases)
- Premium rights secured:  
Champions League                      Disney  
Polish Premier League                New Line
- League 1 international rights acquired and successfully marketed by Canal+ Events


| 2008     | ARPU  |
|----------|-------|
| Canal+   | €32.2 |
| CanalSat | €32.9 |

| 2008***                                    | Canal + / CanalSat |
|--|--------------------|
| Churn of the over-one-year subscriber base | 10.6%              |
| Average churn                              | 14.7%              |

*In euro millions - IFRS*

|                                     | 2008  | 2007  | Growth  |
|-------------------------------------|-------|-------|---------|
| Revenues                            | 4,554 | 4,363 | + 4.4%  |
| o/w Canal+ France                   | 3,853 | 3,747 | + 2.8%  |
| EBITA excluding restructuring costs | 636   | 490   | + 29.8% |
| o/w restructuring costs             | (68)  | (90)  | + 24.4% |
| EBITA                               | 568   | 400   | + 42.0% |
| CFFO                                | 383   | 317   | + 20.8% |

\* Individual and collective subscriptions at Canal+, CanalSat in metropolitan France, overseas territories and Africa  
 \*\* Resulting from the switch-off of the TPS signal and a change of scope in the portfolio to include viable contracts only  
 \*\*\* Excluding the impact of the 126k negative adjustment



## Creation of the new SFR: a strong player in all market segments

2008

- Very fast execution of the Neuf Cegetel acquisition leading to 100% ownership, and enabling full benefit of synergies
- Single brand
- Reinforced management team



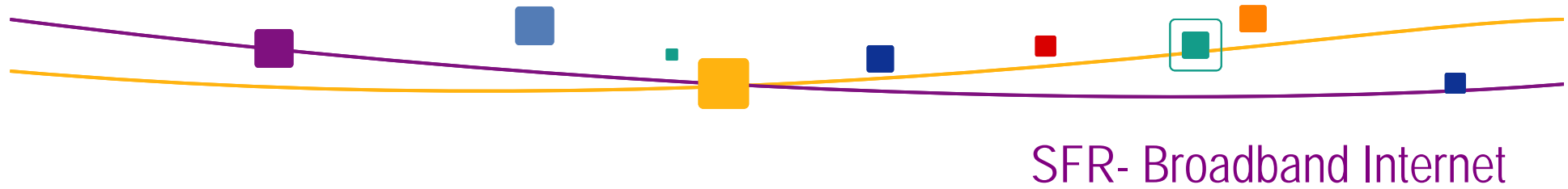
An action plan: **SFR**évolution

- Focus on operating efficiency, opex control and execution of synergies
- Differentiate through client satisfaction
- Further develop broadband and mobile Internet
- Leverage SFR retail network

Everything is set for 2009 and beyond

- Priority is implementation: 103 identified action plans to generate synergies
- Stable mobile opex\* before synergies
- Roll-out of the synergies: €250-300m expected by 2011

\* Excluding regulatory impacts, variable customer costs and interconnexion costs



- 149,000 net adds in Q4 2008, the highest level ever recorded, 27% market share

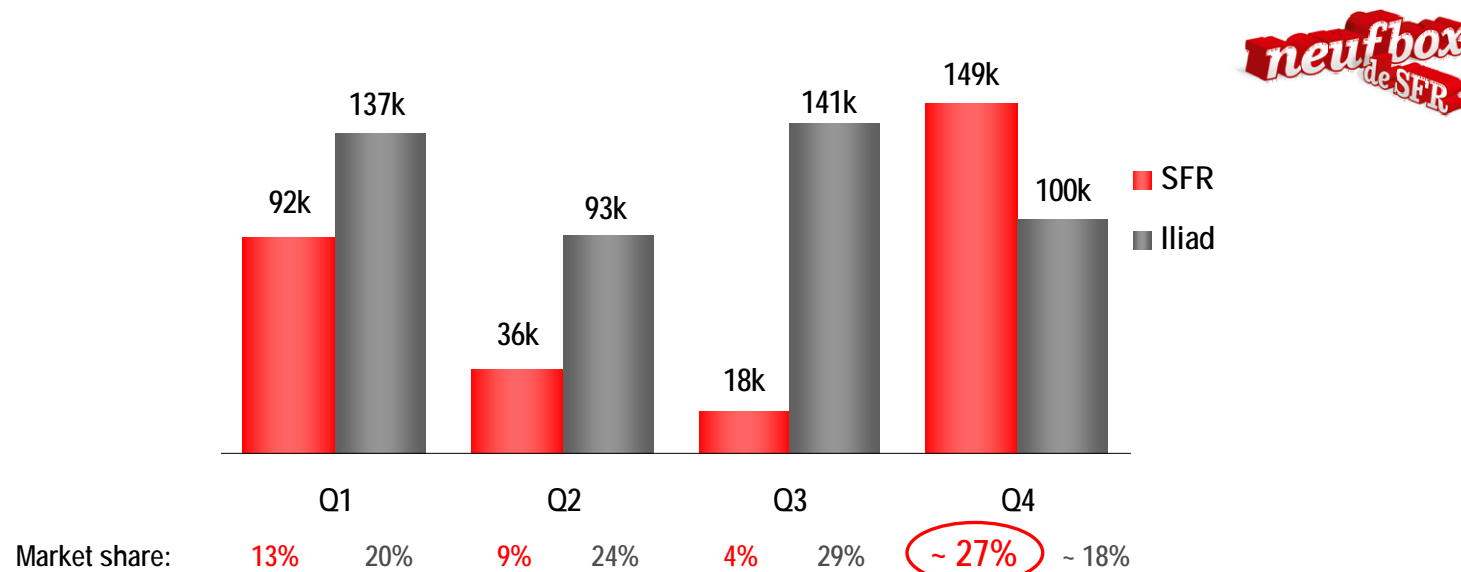
Market share in Broadband Internet net adds:

|      | Q1  | Q2  | Q3  | Q4   |
|------|-----|-----|-----|------|
| 2008 | 13% | 9%  | 4%  | ~27% |
| 2007 | 19% | 22% | 18% | 19%  |

- Acquired customer bases migration expected to end in Q3 2009
  - Focus on organic growth and service quality
- ➡ Expected net adds market share consistent with portfolio level by the end of 2009

## SFR- Broadband Internet

Broadband net adds: SFR vs Iliad



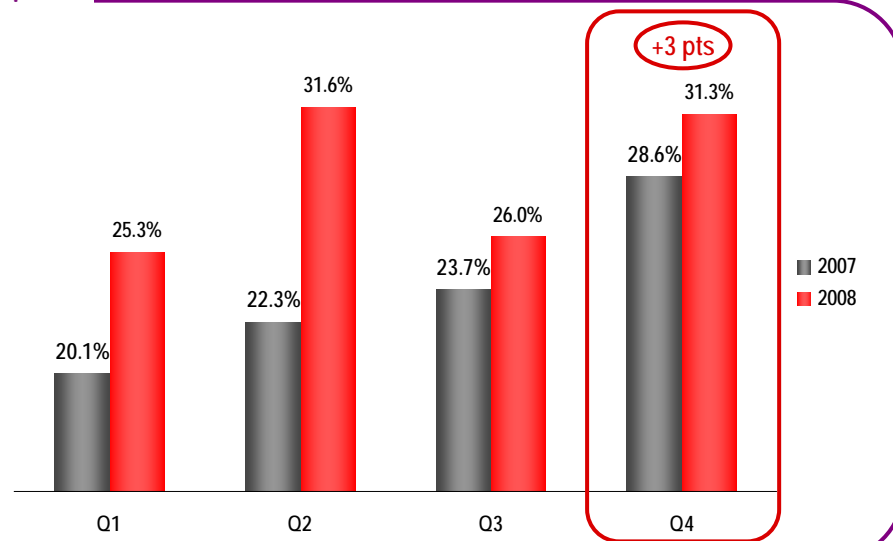
Very strong increase in broadband net adds since the launch of the neufbox in October  
Net adds market share above Iliad in Q4 2008

## SFR - Mobile

### Market share in postpaid net adds for SFR\*:

Fourth Quarter 2008 :

- Good performance in net adds, excellent on postpaid customers...
- ... combined with an increase in EBITDA



- **SFR ranked first** in the quality of mobile telecommunications networks in 2008 (5<sup>th</sup> year in a row) and on Data Internet Mobile\*\*
- **iPhone 3G**: available from SFR on April 8, 2009
- Continuous strong **regulatory pressure** in 2009:
  - 4th license to be granted mid-2009
  - Decrease in mobile termination rate: by 31% from July 1<sup>st</sup> 2009
  - New TV tax
  - The Châtel Law

\* Excluding Neuf Mobile and Debitel customers

\*\* SFR is ranked #1 in the 2008 annual survey on the quality of mobile telecommunication networks in France conducted by the ARCEP, ranking first or equal to first in 31 out of 37 criteria considered by ARCEP. In particular, SFR is ranked #1 for accessibility, reliability and medium debit of Mobile Internet Data network



■ **Mobile: 2008 EBITDA margin of 38.9% in a very competitive market**

- Service Revenues at €8,576m  
+4.1% before impact of regulated tariffs
- 13.6m of postpaid customers\* (+10.5%), at 69.1% of customer base (+3.6pts)
- EBITDA at €3,501m (+€27m on comparable basis\*\*)

■ **Broadband Internet & Fixed: Neuf Cegetel consolidated since April 15, 2008**

- Revenues of €2,882m, +4.2% on comparable basis\*\* and excluding switched voice thanks to mass market ADSL and Enterprise segments
- EBITDA at €457m

■ **2008 SFR EBITA at €2,542m, after €123m restructuring costs**

**2009 outlook: Assuming no further deterioration of economic environment**

■ **Mobile: Pressure from regulators and new taxes**

- Service Revenues: slight growth
- EBITDA: slight decrease despite stable opex\*\*\*, in a continuing competitive environment

■ **Broadband Internet & Fixed: A year of commercial relaunch**

- Revenues: slight growth excluding switched voice on a pro forma basis\*\*\*\*
- EBITDA: slight decrease on a pro forma basis due to new taxes, restoration of organic growth and fiber deployment

\* Including customers of the Debitel and Neuf Mobile offer since June 30, 2008 (438k as of that date)  
 \*\* Please refer to comparable basis definition on slide 41  
 \*\*\* Excluding regulatory impacts, variable customer costs and interconnexion costs  
 \*\*\*\* Pro forma illustrates the full consolidation of Neuf Cegetel from January 1, 2008

## MOBILE

|  | 2008   | 2007   | Change  |
|--|--------|--------|---------|
| Customers (in '000) *                              | 19,652 | 18,766 | + 4.7%  |
| Proportion of postpaid clients *                   | 69.1%  | 65.5%  | +3.6pts |
| 3G customers (in '000) *                           | 5,934  | 4,082  | + 45.4% |
| Market share on customer base (%) *                | 33.8%  | 33.9%  | -0.1pt  |
| Network market share (%)                           | 35.8%  | 36.1%  | -0.3pt  |
| 12-month rolling blended ARPU (€/year) **          | 428    | 440    | - 2.7%  |
| 12-month rolling postpaid ARPU (€/year) **         | 549    | 570    | - 3.7%  |
| 12-month rolling prepaid ARPU (€/year) **          | 180    | 191    | - 5.8%  |
| Net data revenues as a % of service revenues **    | 17.7%  | 13.7%  | +4.0pts |
| Postpaid customer acquisition costs (€/gross adds) | 211    | 214    | - 1.4%  |
| Prepaid customer acquisition costs (€/gross adds)  | 22     | 25     | - 8.6%  |
| Acquisition costs as a % of service revenues       | 7.4%   | 7.5%   | -0.1pt  |
| Retention costs as a % of service revenues         | 6.4%   | 5.3%   | +1.1pt  |
| Capex as a % of revenues                           | 9.6%   | 10.6%  | -1.0pt  |

## BROADBAND INTERNET AND FIXED

|  |       |       |         |
|--|-------|-------|---------|
| Broadband Internet EoP customer base (in '000) *** | 3,879 | 3,602 | + 7.7%  |
| Enterprise data links (in '000)                    | 194   | 173   | + 12.1% |

## SFR. Et le monde est à vous.

- Success of Illimythics offers: 1.4m customers at the end of 2008
- SFR, first music mobile downloading platform in France (10 million titles downloaded)
- Launch of the optic fiber neufbox in December; all TV channels are now broadcast with the MPEG-4 format

2007 broadband Internet and fixed are presented on a comparable basis. See slide 41

\* Including Neuf Mobile and Debitel customers since June 30, 2008 (438k at that date). Not including MVNO clients which are estimated at approximately 1,123k at end of Dec. 2008 vs. 1,213k at end of Dec. 2007

\*\* Including mobile terminations

\*\*\* As from September 30, 2008, broadband Internet customers are disclosed excluding Neuf Cegetel customers who subscribed but that are not activated.





## SFR: Detailed revenues

| IFRS<br>in euro millions                        | 2008<br>Actual |      | 2007<br>Actual* |      | %<br>Change | 2007<br>Comparable Basis** |      | % Change on<br>a Comparable<br>Basis ** |
|---|----------------|------|-----------------|------|-------------|----------------------------|------|---|
| <b>Outgoing revenues net of promotions</b>      | <b>6,953</b>   | 81%  | <b>6,771</b>    | 81%  | 2.7%        | <b>6,803</b>               | 81%  | 2.2%                                    |
| <b>Mobile incoming</b>                          | <b>897</b>     | 10%  | <b>844</b>      | 10%  | 6.3%        | <b>844</b>                 | 10%  |   |
| <b>Fixed incoming revenues</b>                  | <b>393</b>     | 5%   | <b>426</b>      | 5%   | -7.7%       | <b>426</b>                 | 5%   |   |
| <b>Roaming in</b>                               | <b>229</b>     | 3%   | <b>251</b>      | 3%   | -8.8%       | <b>251</b>                 | 3%   |   |
| <b>Network revenues</b>                         | <b>8,472</b>   |      | <b>8,292</b>    |      | 2.2%        | <b>8,324</b>               |      | 1.8%                                    |
| <b>Other mobile</b>                             | <b>104</b>     | 1%   | <b>99</b>       | 1%   | 5.1%        | <b>99</b>                  | 1%   |   |
| <b>Service revenues</b>                         | <b>8,576</b>   | 100% | <b>8,391</b>    | 100% | 2.2%        | <b>8,423</b>               | 100% | 1.8%                                    |
| <b>Equipment sales, net</b>                     | <b>414</b>     |      | <b>403</b>      |      | 2.7%        | <b>419</b>                 |      |   |
| <b>Total mobile revenues</b>                    | <b>8,990</b>   |      | <b>8,794</b>    |      | 2.2%        | <b>8,842</b>               |      | 1.7%                                    |
| <b>Broadband Internet and fixed revenues</b>    | <b>2,882</b>   |      | <b>233</b>      |      | x 12.4      | <b>2,888</b>               |      | -0.2%                                   |
| <b>Elimination of intersegment transactions</b> | <b>-319</b>    |      | <b>-9</b>       |      | x 35.4      | <b>-310</b>                |      |   |
| <b>Total SFR revenues</b>                       | <b>11,553</b>  |      | <b>9,018</b>    |      | 28.1%       | <b>11,420</b>              |      | 1.2%                                    |
| of which data revenues from mobile services     | 1,519          |      | 1,150           |      | 32.1%       | 1,150                      |      |   |

\* From 2008, mobile revenues and Broadband Internet and fixed revenues correspond to revenues before elimination of intercompany transactions within SFR. As a result, 2007 intercompany transactions within SFR have been reclassified to comply with this presentation.

\*\* Comparable basis mainly illustrates:

- (i) the full consolidation of the fixed and Broadband Internet activities of Tele2 France as if this acquisition had taken place on January 1, 2007
- (ii) the full consolidation of Neuf Cegetel and Club Internet as if this acquisition had taken place on April 15, 2007
- (iii) the restatement of 2007 figures in compliance with IFRIC 12 *Service Concession Arrangements*

- 2008 Revenues: €2,601m  
+6.2% at constant currency and constant perimeter\*  
due to the continued growth in the mobile revenues

- Mobile revenues: +8.9% at constant currency and constant perimeter
- Fixed and Internet: +1.1% at constant currency and constant perimeter

- 2008 EBITA margin at 47% (+2.6 pts)

- 2008 EBITA: €1,224m  
+13.6% at constant currency and constant perimeter

- Cost control, including acquisition costs, despite a more competitive environment
- Improvement of African subsidiaries' profitability

#### Continued increase in customer base:

- Mobile customers: 17.2m +12.0%
- Fixed customers: 1.5m +0.5%
- Internet customers: 0.5m +3.8%

#### 2009 priorities:

- Maintain leadership in Moroccan mobile
- Drive growth in African subsidiaries

#### 2009 outlook:

- Revenues: Above +3% in Dirhams
- EBITA: Maintain EBITA margin at 47%

\* Constant perimeter illustrates the consolidation of Gabon Telecom, consolidated since March 1, 2007, as if the transaction had occurred on January 1, 2007



## Maroc Telecom Group

| <i>In '000</i>             | 2008   | 2007   | Change  |
|----------------------------|--------|--------|---------|
| <b>MAROC TELECOM SA</b>    |        |        |         |
| Number of mobile customers | 14,456 | 13,327 | + 8.5%  |
| % Prepaid customers        | 96%    | 96%    |         |
| Market share (ANRT)        | 66%    | 67%    |         |
| ARPU (€/month)             | 8.7    | 9.7    | - 10.3% |
| Number of fixed lines*     | 1,299  | 1,336  | - 2.8%  |
| Total Internet access**    | 482    | 476    | + 1.3%  |
| <b>SUBSIDIARIES</b>        |        |        |         |
| Number of mobile customers | 2,728  | 2,015  | + 35.4% |
| Number of fixed lines      | 227    | 182    | + 24.7% |
| Internet customers         | 40     | 27     | + 48.1% |

| <i>In euro millions - IFRS</i> | 2008         | 2007         | Growth         | Constant currency |
|--------------------------------|--------------|--------------|----------------|-------------------|
| <b>Revenues</b>                | <b>2,601</b> | <b>2,456</b> | <b>+ 5.9%</b>  | <b>+ 7.0%</b>     |
| <i>Mobile</i>                  | <i>1,864</i> | <i>1,721</i> | <i>+ 8.3%</i>  | <i>+ 9.5%</i>     |
| <i>Fixed and Internet</i>      | <i>1,000</i> | <i>989</i>   | <i>+ 1.1%</i>  | <i>+ 2.2%</i>     |
| <i>Intercos</i>                | <i>(263)</i> | <i>(254)</i> | <i>-3.5%</i>   | <i>- 4.7%</i>     |
| <b>EBITDA</b>                  | <b>1,554</b> | <b>1,397</b> | <b>+ 11.2%</b> | <b>+ 12.6%</b>    |
| <i>Mobile</i>                  | <i>1,132</i> | <i>1,017</i> | <i>+ 11.3%</i> | <i>+ 12.6%</i>    |
| <i>Fixed and Internet</i>      | <i>422</i>   | <i>380</i>   | <i>+ 11.1%</i> | <i>+ 12.3%</i>    |
| <b>EBITA</b>                   | <b>1,224</b> | <b>1,091</b> | <b>+ 12.2%</b> | <b>+ 13.5%</b>    |
| <i>Mobile</i>                  | <i>943</i>   | <i>852</i>   | <i>+ 10.7%</i> | <i>+ 11.9%</i>    |
| <i>Fixed and Internet</i>      | <i>281</i>   | <i>239</i>   | <i>+ 17.6%</i> | <i>+ 19.3%</i>    |
| <b>CFFO</b>                    | <b>1,037</b> | <b>1,001</b> | <b>+ 3.6%</b>  |                   |

\* Maroc Telecom SA's fixed customer base is now displayed in numbers of equivalent lines. It was previously displayed in numbers of accesses.

\*\* Including narrowband and ADSL

■ **2008 Revenues: +26% to \$5bn on a US non-GAAP comparable basis and €2,091m in IFRS**

■ **Strong performances by the 3 leading owned franchises:**

- *Guitar Hero* and *Call of Duty* in the top-five best-selling franchises on the consoles across all platforms\*
- *World of Warcraft* exceeded 11.5 m subscribers  
*Wrath of the Lich King*: #1 PC title in N.A. and Europe

■ **2008 Operating income: \$1.2bn on a US non-GAAP comparable basis, 24% margin**

■ **2008 EBITA at €34m in IFRS which includes:**

- €(416)m impact of the net change in deferred net revenues
- €(127)m non-core operations losses
- €(122)m integration and restructuring costs

**Strong start for Activision Blizzard:**

- The largest and most profitable third-party publisher
- 2008 results exceeded financial goals for 2009, established when merger announced\*\*
- Increased synergy target to \$100-150m and tracking toward top end of range

**2009 priorities:**

- Continued focus on high-quality franchises
- Launch more products than ever before including games on 3 of the most successful proven franchises in the history of videogames
- Improve operating margins

**2009 outlook in US non-GAAP:**

- Revenues: \$4.7bn including a negative impact of more than \$400m from a stronger dollar yoy
- Operating income: 26% operating margin

Please refer to slide 49 for definitions and to the Activision Blizzard's press release and conference call dated February 11, 2009

\* According to The NPD Group, Charttrack and GfK  
 \*\* \$4.3bn US non-GAAP revenues and \$1.1bn US non-GAAP operating income

## US Non-GAAP comparable basis segment performance\*

| <i>In dollars millions</i>                 | 2008         | % Change     |
|--|--------------|--------------|
| Activision                                 | 3,279        | 32.6%        |
| Blizzard                                   | 1,343        | 21.3%        |
| Distribution                               | 410          | 0.5%         |
| <b>Net revenues of core operations</b>     | <b>5,032</b> | <b>26.2%</b> |
| Activision                                 | 469          | 14.1%        |
| Blizzard                                   | 704          | 23.9%        |
| Distribution                               | 27           | 80.0%        |
| <b>Operating income of core operations</b> | <b>1,200</b> | <b>20.7%</b> |

## 2009 Releases\*\*

### March 2009 1Q

- *Guitar Hero Metallica* Xbox, PS3, Wii in North America
- *Monsters vs. Aliens* worldwide on multiple platforms

### June 2009 2Q

- *X-Men Origins: Wolverine*
- *Transformers: Revenge of the Fallen*
- *Prototype* (third person open world/action game)
- *Ice Age 3*

### 2H 2009

- *DJ Hero*
- *Guitar Hero* Franchise
- *Call of Duty Modern Warfare 2 (Infinity Ward)*
- *Singularity* (first person action game)
- New racing IP from Bizarre Creations
- *Tony Hawk Game*
- *Wolfenstein*

## IFRS Actual

| <i>In euro millions</i>                | 2008         | % Change at constant currency |
|--|--------------|-------------------------------|
| Activision                             | 1,146        | x5.7                          |
| Blizzard                               | 770          | 0.0%                          |
| Distribution                           | 164          | na*                           |
| <b>Net revenues of core operations</b> | <b>2,080</b> | <b>x 2.1</b>                  |
| Non core operations                    | 11           | 71.4%                         |
| <b>Net Revenues</b>                    | <b>2,091</b> | <b>x 2.1</b>                  |
| Activision                             | (76)         | na*                           |
| Blizzard                               | 323          | -1.1%                         |
| Distribution                           | 15           | na*                           |
| <b>EBITA of core operations</b>        | <b>262</b>   | <b>-22.2%</b>                 |
| Non-core operations                    | (228)        | -38.2%                        |
| <b>EBITA</b>                           | <b>34</b>    | <b>-78.2%</b>                 |

\* na : not applicable

\* See slide 49

\*\* This is a tentative release schedule and subject to change

# Activision Blizzard - Reconciliation to 2008 IFRS Revenues

| <i>In millions</i>                                      |   | 2008           |
|---|---|----------------|
| US GAAP Basis   | Comparable Basis Net Revenues of Core Operations (a)                        | \$5,032        |
|   | Less: Activision operations prior to July 10, 2008                          | -\$1,310       |
|   | Non-GAAP Net Revenues of Core Operations                                    | \$3,722        |
|   | Less: Changes in deferred net revenues (b) (c )                             | -\$713         |
|   | Less: Net Revenues of Activision Blizzard's non-core exit operations        | \$17           |
|   | <b>Net Revenues in US GAAP as published by Activision Blizzard</b>          | <b>\$3,026</b> |
| <b>Reconciling differences between US GAAP and IFRS</b> |   | <b>-\$63</b>   |
|   | Effect of alignment of deferred net revenues balance with US GAAP (c)       | -\$63          |
| IFRS  | <b>Net Revenues in IFRS (in millions of dollars)</b>                        | <b>\$2,963</b> |
|   | Translation from dollars to euros   |                |
|   | <b>Net Revenues in IFRS (in millions of euros), as published by Vivendi</b> | <b>€2,091</b>  |

- (a) The comparable basis revenues include both Activision and Blizzard operations for the full year
- (b) As online functionality becomes a more important component of gameplay, certain of the company's online-enabled games for certain platforms contain a more-than-inconsequential separate service deliverable in addition to the product, and the company's performance obligations for these games extends beyond the sale of the games. Vendor-specific objective evidence of fair value does not exist for the online services, as the company does not plan to separately charge for this component of online-enabled games. As a result, the company recognizes in both US GAAP and IFRS all of the revenues from the sale of these games ratably over the estimated service period. In addition, the company defers the costs of sales of those titles to match revenues. This change has no impact on cash flows.
- (c) Following the merger of Activision and Vivendi Games in July, Activision Blizzard reviewed the accounting policies and principles of Vivendi Games and has determined that the revenues related to the sale of World of Warcraft boxed software, including the sale of expansion packs and other ancillary revenues, should be deferred and recognized ratably over the estimated customer life beginning upon activation of the software and delivery of the services. Accordingly, in Q3 2008, Activision Blizzard recorded this accounting change retroactively in its US GAAP financial statements. In Q4 2008, Vivendi changed the IFRS accounting treatment for the year ended December 31, 2008, to align it with that of US GAAP. As a result, Vivendi has recorded a cumulative catch-up adjustment through the current period statement of earnings to align Activision Blizzard's deferred revenue balance in IFRS with US GAAP .

# Activision Blizzard - Reconciliation to 2008 IFRS EBITA

| <i>In millions</i> |  | 2008    |
|--------------------|--|---------|
| US GAAP Basis      | Comparable basis Operating Income/(Loss) of Core Operations (a)                        | \$1,200 |
|                    | Less: Activision - operating income generated prior to July 10, 2008                   | -\$167  |
|                    | Non-GAAP Operating Income/(Loss) of Core Operations                                    | \$1,033 |
|                    | Less: Net changes in deferred net revenues and cost of sales (b)                       | -\$496  |
|                    | Less: Equity-based compensation expense  | -\$90   |
|                    | Less: Results of Activision Blizzard's non-core exit operations                        | -\$266  |
|                    | Less: One time costs related to the Vivendi transaction, integration and restructuring | -\$122  |
|                    | Less: Amortization of intangibles and purchase price accounting related adjustments    | -\$292  |
|                    | Operating Income/(Loss) under US GAAP as published by Activision Blizzard              | -\$233  |
|                    | Reconciling differences between US GAAP and IFRS                                       | -\$20   |
|                    | Effect of alignment of deferred net revenues balance with US GAAP (b)                  | -\$58   |
|                    | Equity-based compensation expense (c)  | \$30    |
|                    | One time costs related to the Vivendi transaction, integration and restructuring (d)   | \$0     |
|                    | Other  | \$8     |
| IFRS               | Operating income/(Loss) in IFRS  | -\$253  |
|                    | Less: Impairment of intangible assets acquired through business combinations           | \$7     |
|                    | Less: Amortization of intangible assets acquired through business combinations         | \$302   |
|                    | EBITA in IFRS (in millions of dollars)   | \$56    |
|                    | Translation from dollars to euros  |         |
|                    | EBITA in IFRS (in millions of euros), as published by Vivendi                          | €34     |

Included in EBITA and ANI

Elimination of items excluded from EBITA

- (a) The comparable basis revenues include both Activision and Blizzard operations for the full year
- (b) Please refer to explanation on slide 46
- (c) In IFRS, existing Activision stock options were neither re-measured at fair value nor allocated to the cost of the business combination at the closing date of the business combination; hence the incremental fair value recorded in US GAAP is reversed, net of costs capitalized.
- (d) Restructuring activities includes severance costs, facility exit costs, and balance-sheet write down and exit costs from the cancellation of projects. In IFRS, accrual for restructuring activities is recorded at the time the company is committed to the restructuring plan. In US GAAP, the corresponding expense is recorded on the basis of the actual timing of the restructuring activities.



## Glossary

› **Adjusted earnings before interest and income taxes (EBITA):** EBIT (defined as the difference between charges and income 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 of intangible assets acquired through business combinations.

› **Adjusted net income** includes the following items: EBITA, income from equity affiliates, interest, income from investments, including dividends received from unconsolidated interests as well as interest collected on loans to equity affiliate and unconsolidated interests, as well as taxes and minority interests related to these items. It does not include the following items: impairment losses of intangible assets acquired through business combinations, the amortization of intangibles acquired through business combinations, other financial charges and income, earnings from discontinued operations, provision for income taxes and minority interests relating to these adjustments, as well as non-recurring tax items (notably the change in deferred tax assets relating to the Consolidated Global Profit Tax System and the reversal of tax liabilities relating to risks extinguished over the period).

› **Proportionate net debt** is defined as Vivendi Financial Net Debt less the share of Financial Net Debt attributable to minority shareholders of SFR, Maroc Telecom Group and Activision Blizzard.

› **Proportionate EBITDA** is defined as Vivendi modified EBITDA less modified EBITDA attributable to minority shareholders of SFR, Maroc Telecom Group and Activision Blizzard plus the dividends received from entities that are not fully or proportionately consolidated.

› **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):** Capital expenditures, net of proceeds from property, plant and equipment and intangible assets.

› **Financial net debt** is calculated as the sum of long-term and short-term borrowings and other long-term and short-term financial liabilities as reported on the consolidated statement of financial position, less cash and cash equivalents as reported on the consolidated statement of financial position, as well as derivative instruments in assets and cash deposits backing financing (included in the Consolidated Statement of Financial Position under "financial assets").

› The percentage of change are compared with the same period of the previous accounting year, except particular mention.





## Activision Blizzard – standalone - definitions

### US Non-GAAP Financial Measures\*

Activision Blizzard provides net revenues, net income (loss), earnings (loss) per share and operating margin data and guidance both including (in accordance with US GAAP) and excluding (US Non-GAAP): the impact of the change in deferred net revenues and related costs of sales; the impact of expenses related to equity-based compensation costs; Activision Blizzard's non-core exit operations (which is the operating results of products and operations from the historical Vivendi Games, Inc. businesses that the company has exited or is winding down); one-time costs related to the business combination between Activision, Inc. and Vivendi Games, Inc. (including transaction costs, integration costs, and restructuring activities); the amortization of intangibles and the associated changes in cost of sales resulting from purchase price accounting adjustments from the business combination; and the associated tax benefits.

### Comparable basis

Comparable basis includes both Activision, Inc. and Vivendi Games from January 1st and is based on standalone US GAAP.

\* Information from Activision Blizzard's press release dated February 11, 2009 and speaks of that date

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