

**vivendi**

**CA Cheuvreux Spring European  
Large CAP Conference**

30th March 2007

**Jacques Espinasse**

*Member of the Management Board &  
Chief Financial Officer*

# Vivendi: first class assets...

## vivendi



#1 Worldwide in Music  
100%



100%  
Canal+ France: #1 pay-TV  
65%



#2 French Mobile operator  
56%

40.5% of n9ufcegetel



#1 in Morocco's Fixed,  
Mobile & Internet  
51%



#1 Worldwide in  
Online Games  
100%



Leading worldwide  
entertainment company  
20%

## vivendi

- Adjusted Net Income: €2.6bn, up 17.9%
- EBITA: €4.4bn, up 9.6% on a comparable basis
- Cash Flow From Operations: €4.5bn, up 7.4%
- Dividend proposal: €1.20 per share, up 20% with a distribution rate of 53% of the adjusted net income per share of €2.27

## 2007 outlook

- Adjusted Net Income: At least €2.7 billion <sup>(1)</sup>
- Dividend: Distribution rate of at least 50% of Adjusted Net Income

## 2011 goal confirmed

- Adjusted Net Income: Between €3.5 - €4 billion<sup>2</sup>
- Dividend: Distribution rate of at least 50% of the Adjusted Net Income

(1) After transition costs related to the Canal+ TPS deal

(2) Assumes that all deferred tax assets will have been utilized by the end of 2010

# ENTERTAINMENT. IT'S VITAL.

Entertainment. It's as vital as eating, drinking and sleeping. As children, we play as naturally as we breathe. As adults, we thrive on music, images, shows and exchanging with others. Vivendi is investing all of its energy and talent to bring you the wonders of entertainment. Our companies, Universal Music Group, Canal+ Group, SFR, Maroc Telecom, Vivendi Games - all leaders in their respective fields - are part of this adventure.



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music, television, cinema, mobile, internet, games

- 
- Reinforce our positions in entertainment: music, television, cinema, mobile, internet and games
  - Capitalize on consumer demand for mobility and broadband
  - Benefit from the global transition to digital by creating and distributing innovative services
  - Enhance our business model focused on consumers and subscriptions
  - Provide greater financial resources to our businesses, than they could have on a stand alone basis, in order to facilitate:
    - ▣ Investments in organic growth
    - ▣ Investments in external growth based on multi-criteria analyses:
      - Impact on earnings per share
      - Cash generation
      - Return on capital employed in relation with the level of risk

## Continuous improvement in the Group's performance

<i>In euro millions - IFRS</i>	2006	2005	2004
Revenues	20,044	19,484	17,883
EBITA	4,370	3,985	3,504
<b>EBITA margin (EBITA/Revenues)</b>	<b>21.8%</b>	<b>20.5%</b>	<b>19.6%</b>
Adjusted Net Income	2,614	2,218	1,498
<b>ANI / Revenues</b>	<b>13.0%</b>	<b>11.4%</b>	<b>8.4%</b>
Cash Flow From Operations before capex, net	6,111	5,448	5,358
<b>Financial Investments and Capital Expenditures, net</b>	<b>5,526</b>	<b>2,772</b>	<b>1,398</b>
Dividends paid as for previous fiscal year	1,152	689	-

Since January 2006, more than €6 billion in investments committed; contribute to growth

- Maintain a high level of Capex in our businesses: more than €1.6 billion
- UMG: Acquisition of BMG Music Publishing, in process <sup>(1),(2)</sup>
- Canal+: Close of the Canal+/TPS deal on January 4, 2007
- SFR: Increase in NeufCegetel's capital from 28.2% to 40.5%; Acquisition of Télé2 France's fixed and DSL businesses, in process<sup>(1)</sup>
- Maroc Telecom: Acquisition of 51% of Onatel, Burkina Faso's main operator; Acquisition of 51% of Gabon Telecom , in February 2007
- Minority interest: Buyback of Matsushita Electric Industrial's participation to own 100% of Universal Music and 20% of NBCU

(1) Awaiting approval by the European competition authorities

(2) Acquisition has been approved by the American and Australian competition authorities



# Significant financial events



■ **DuPont litigation resolved**

■ **Media interests in North America reorganized**

■ **Improvement of liquidity agreements with GE** and maintain our investment in NBCU in 2007 in anticipation of future value creation

■ **Vivendi's delisting from the NYSE** and deregistration from the SEC, while maintaining high standards of governance and financial communication

■ Exit from almost all **Real Estate** operations and investments in this sector

# Increase in Adjusted Net Income

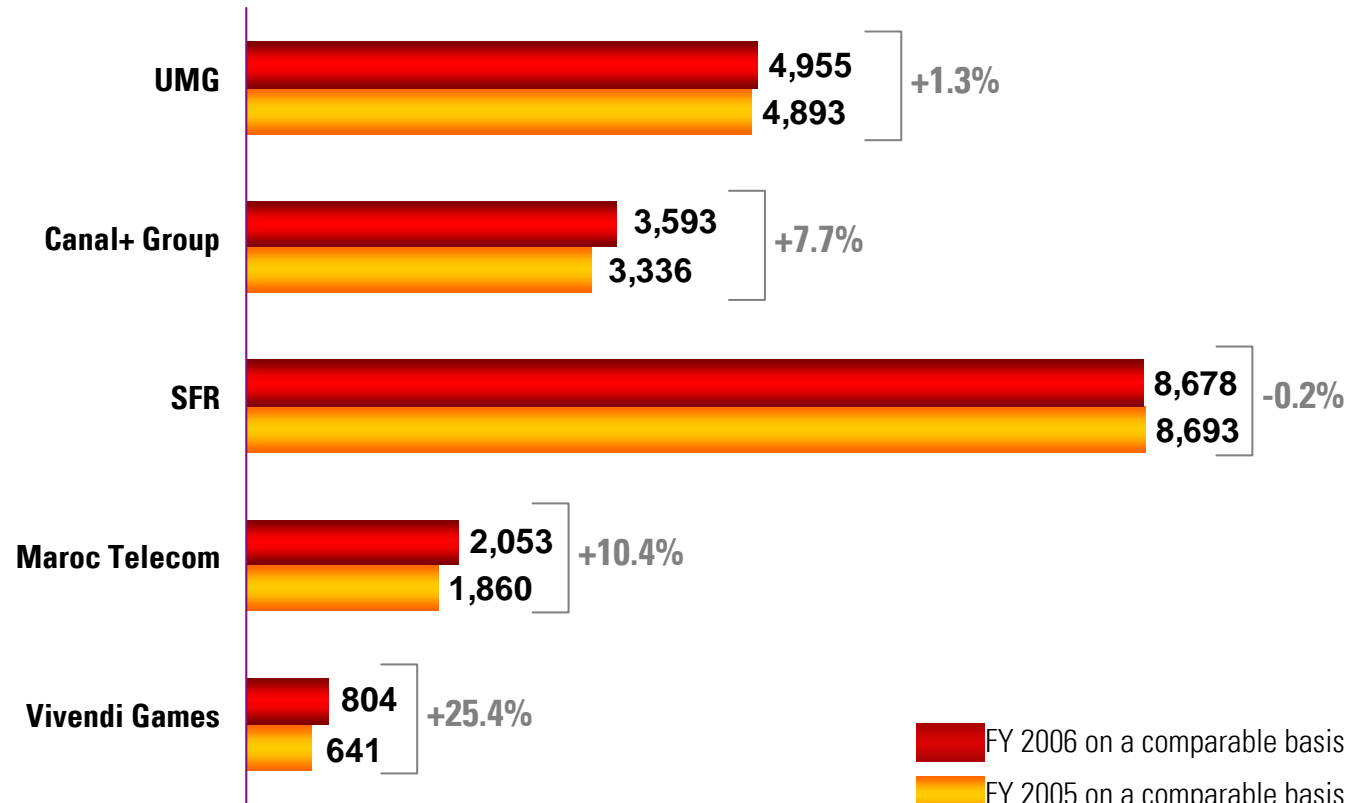
**In 2006, Adjusted net income, increased by 17.9% to €2,614 million, versus €2,218 million in 2005**

**This increase of €396 million is due to:**

- + €385M:** Increase in EBITA of 9.7% after the €177m charge related to the Canal+/TPS combination, i.e €562m increase before this charge
- + €11M:** Increase in income from equity affiliates
- + €15M:** Reduction in interest expense
- + €99M:** Reduction in tax expense
- €21M:** Decrease in income from investments
- €93M:** Increase in minority interests

# 2006 Revenues

**Consolidated revenues 2006**  
**As published:**  
**€20,044m**  
**On a comparable basis:**  
**€20,007m€**  
**+3.3% compared to 2005**



■ FY 2006 on a comparable basis  
 ■ FY 2005 on a comparable basis

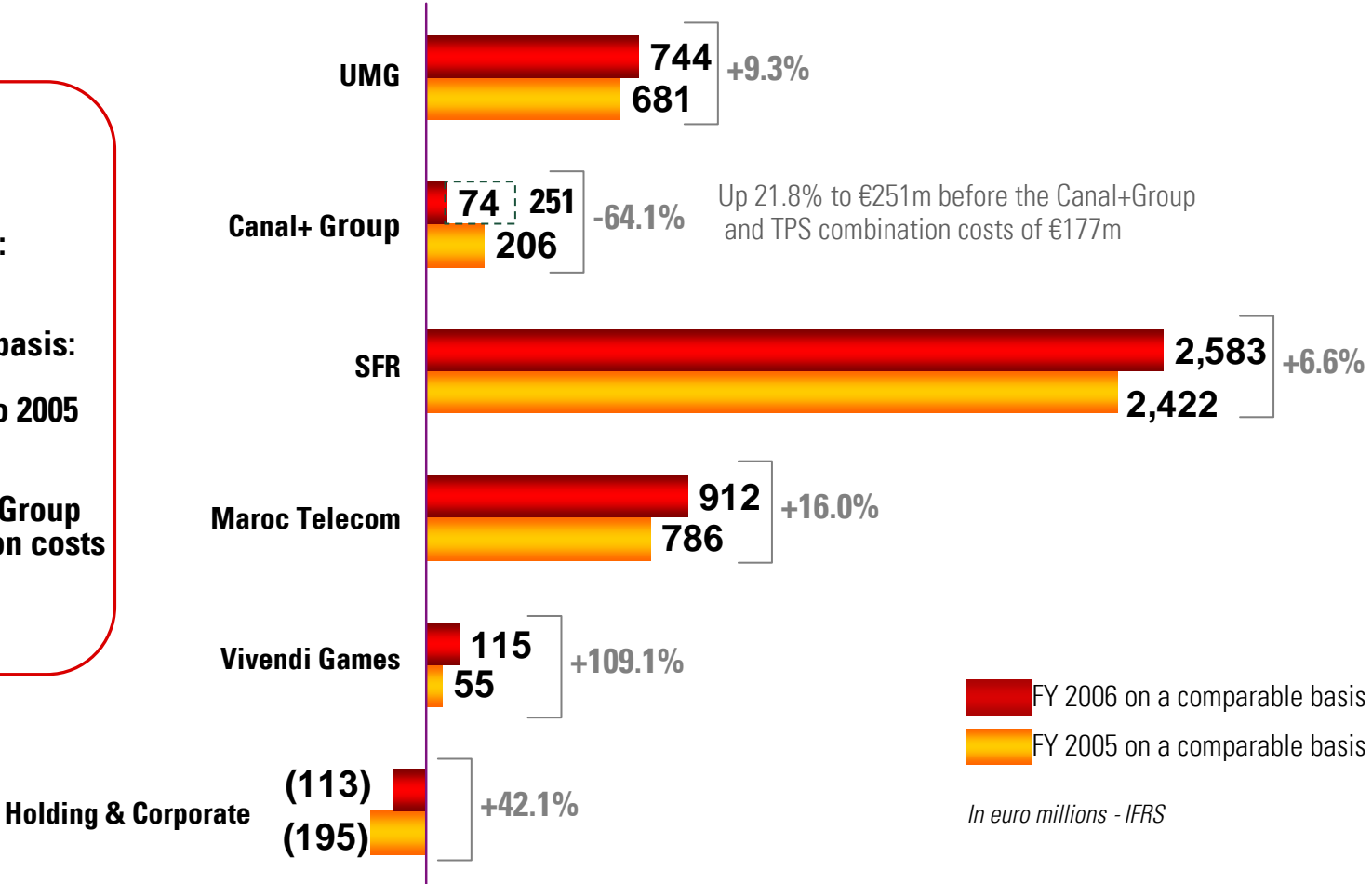
*In euro millions - IFRS*

# 2006 EBITA

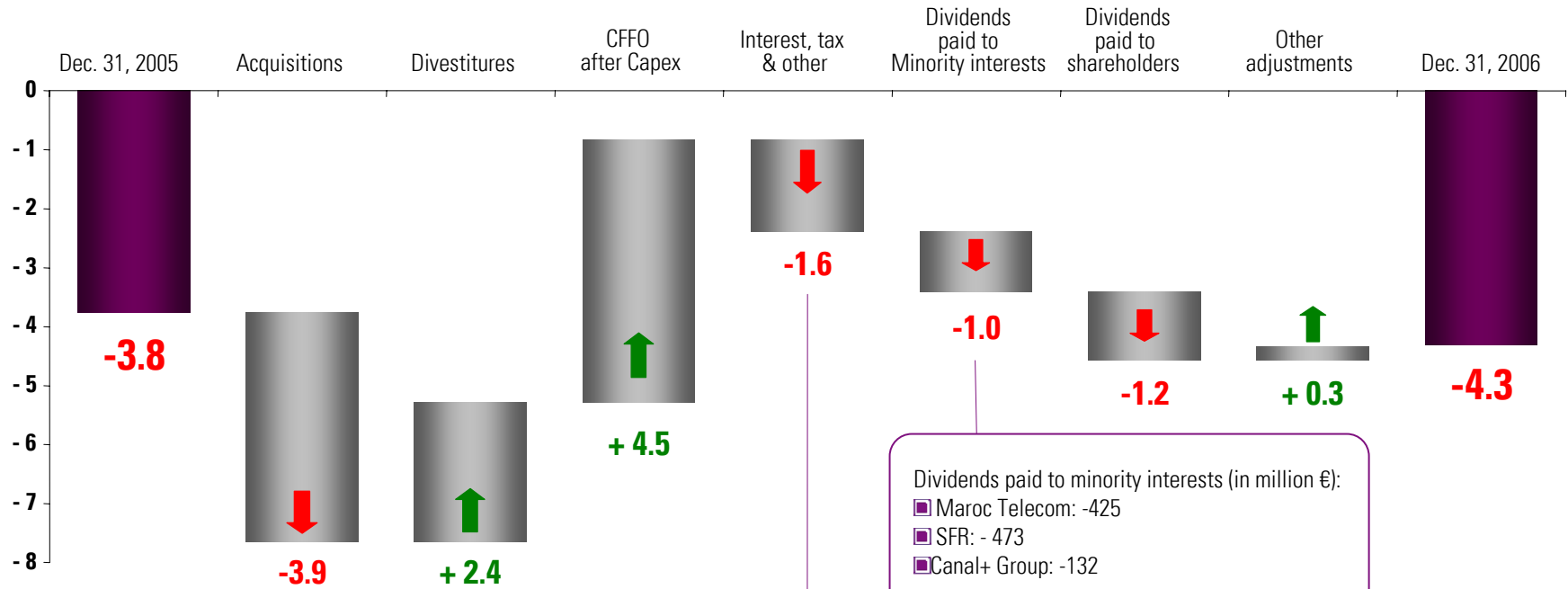
**EBITA 2006**  
**As published:**  
**€4,370m**

**On a comparable basis:**  
**€4,369m**  
**+9.6% compared to 2005**

**+14.0%**  
**before the Canal+Group**  
**and TPS combination costs**



# Net debt evolution in 2006



Including (in million €):

- BMG Publishing: -1,639
- Onatel: -220
- NeufCegetel: -626
- MEI minority interests: -964
- Advance to TF1 and M6: -150
- Other: -268

Including (in million €):

- Véolia: +861
- DuPont shares: +534
- Canal+France (9.82%)\*: +469
- Other: +490

Dividends paid to minority interests (in million €):

- Maroc Telecom: -425
- SFR: -473
- Canal+ Group: -132

Including (in million €):

- Income tax cash: -1,381 including DuPont shares: -521
- Net interest paid: -203

In billion euros - IFRS

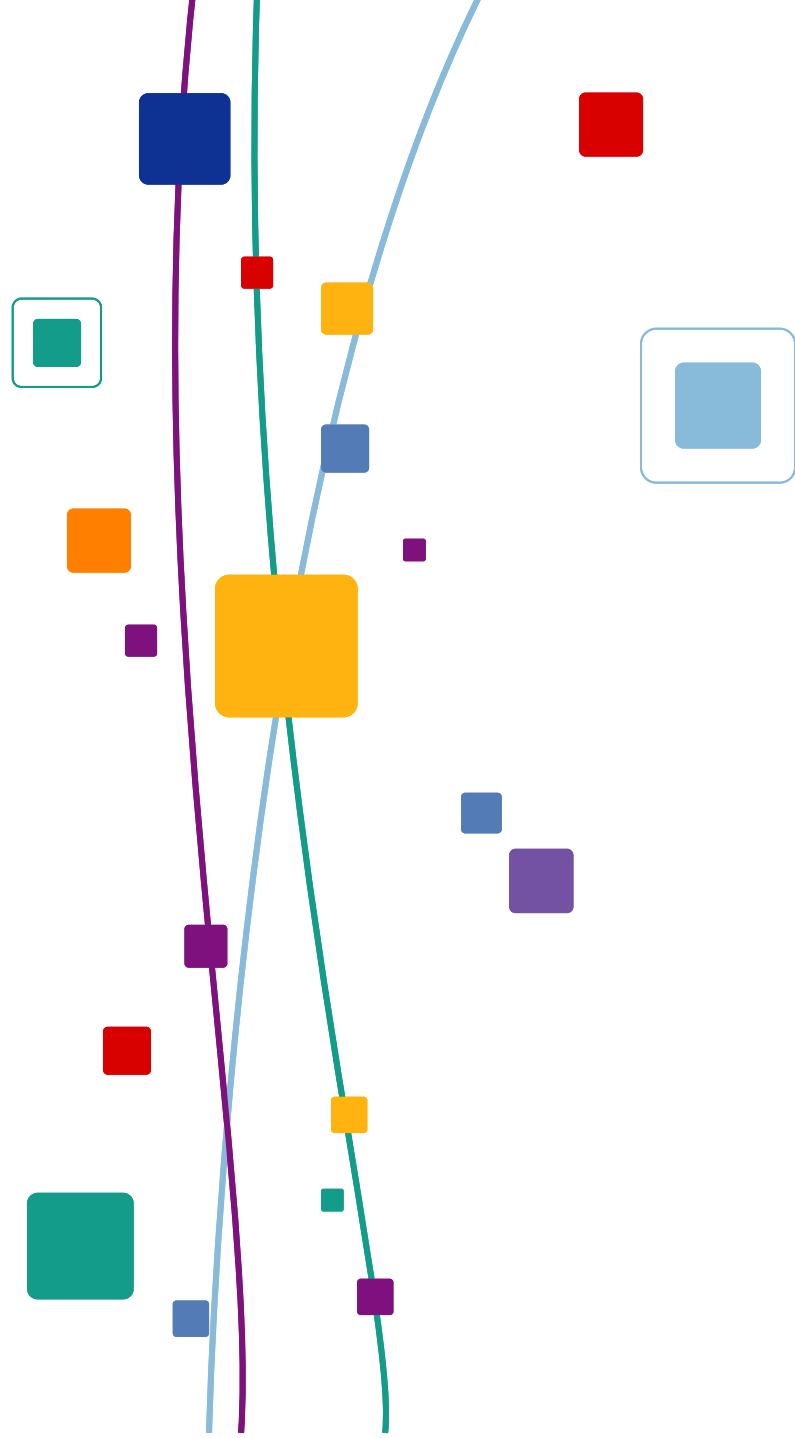
\*Canal+France before the contribution of TPS and the 34% stake in CanalSat owned by Lagardère

## Increased Cash flow from operations despite strong capex growth

- CFFO before Capex, net **up 12.2%** to €6,111m compared to €5,448m in 2005
- **Capex, net up 27.4%** to €1,645m
- **+7.4% increase of CFFO after capex, net** to €4,466m in 2006 compared to €4,157m in 2005

<i>In euro millions IFRS</i>	CFFO before capex, net 2006	<b>Growth VS 2005</b>
UMG	764	<b>14.4%</b>
Canal+ Group	402	<b>19.6%</b>
SFR	3,563	<b>11.7%</b>
Maroc Telecom	1,198	<b>20.6%</b>
Vivendi Games	191	<b>21.7%</b>
Dividend NBCU	262	<b>-24.3%</b>
Holding/Non Core	(269)	<b>10.7%</b>
Total	6,111	<b>12.2%</b>

<i>In euro millions IFRS</i>	<b>Capex net 2006</b>	<b>Capex net 2005</b>
UMG	<b>44</b>	68
Canal+ Group	<b>141</b>	51
SFR	<b>1,133</b>	923
Maroc Telecom	<b>255</b>	238
Vivendi Games	<b>76</b>	30
Holding/Non Core	<b>(4)</b>	(19)
Total	<b>1,645</b>	1,291



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2006 Results  
& 2007 Outlook by Business

# UMG: initiatives for growth



## ■ **New revenue streams**

- Strong digital sales growth: +84%
- Numerous initiatives, on the Internet and on mobile phones, to multiply the distribution of our artists' repertoire  
IMF, Amp'd, Agreements with YouTube, Microsoft, Qtrax...

## ■ **Investments, enrichment of content**

- BMG Music Publishing acquisition which will enhance UMG's position in Publishing, in process <sup>(1)</sup>
- Acquisition of the Vale Music label in Spain and the Arsenal Music label in Brazil
- UMG increases its investment in developing artists and creating hits

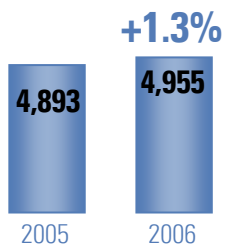
(1) Acquisition has been approved by the American and Australian competition authorities. Awaiting approval by the European competition authorities



On a comparable basis  
In euro millions- IFRS

## 2006: Universal Music Group

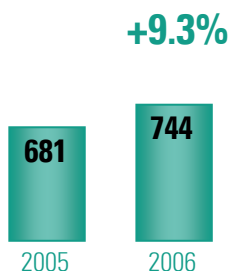
### Revenues



- Strong sales growth in the U.K. and Japan
- Strong growth in digital sales, higher license income in the U.S. and increased revenues by music publishing (+3.6%)
- Payments received in connection with legal settlements (e.g. Napster and Kazaa)

Digital Sales:  
**+84%**

### EBITA



- Growth in sales
- Recovery of €50m cash deposit in the TVT matter and the net amount received in connection with the settlement of the Napster litigation
- Increased artist and repertoire (A&R) costs

### 2007 Outlook

*At constant perimeter, excluding BMG Publishing*

- **Revenues:** Remain stable or slight growth in constant currency despite a difficult market. Strong release schedule and digital sales growth are expected
- **EBITA:** A slight decline from 2006 which benefited from several non-recurring items

# Groupe Canal+: initiatives for growth



## ■ Investments in external growth

- Acquisition of TPS and creation of Canal+ France
- StudioCanal acquires Optimum Releasing, a U.K. based film distributor

## ■ Investments in content

- About €2bn of investments in programs

## ■ Investment in recruitments

- 1.15 million gross recruitments in 2006 for Canal+ France (excluding TPS)
- Successful launch of Pay-DTT

## ■ Seizing opportunities with digital

- Higher proportion of digital subscriptions:  
Subscriptions to Canal+ Le Bouquet represent 61% of total portfolio vs. 52% in 2005
- Development of VOD with Canalplay on PC and TV
- Joint offers with SFR (Canal+ Mobile, i>TéléFlash, DVB-H tests)

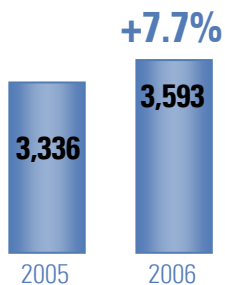
## ■ Preparing the future with the law: "Télévision du futur"

- Conversion of all TV households to digital by 2011
- Broaden access to mobile TV and High Definition TV

On a comparable basis  
In euro millions - IFRS

## 2006: Canal+ Group

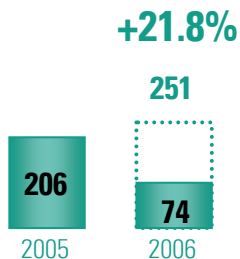
### Revenues



- Canal+ France\*: +8.9%
  - 4% growth in the subscription portfolio and above 3% increase in the revenue per subscriber (ARPU) of Canal+ and CanalSat
  - Increase in the proportion of digital subscriptions
- Other operations: +2.2%
  - Poland +13%, StudioCanal -5%

**8.8 million**  
Subscriptions\*\*  
**+348,000**

### EBITA



- Up 21.8% to reach €251m, before the transition costs of €177m
- Canal+ France\*: +46%, before the transition costs, despite higher Ligue 1 soccer costs (up €143m vs. 2005)

### 2007 Outlook

- Revenues:** Between €4,350m and €4,450m
- EBITA :** Above €350m  
Before the transition costs linked to the TPS merger (about €150m in 2007)

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\*At constant perimeter, excluding TPS

\*\* Individual and collective subscriptions to Canal+ and CanalSat in mainland France, overseas territories and Africa, excluding TPS

# Margin improvement of Pay TV in France

2006-2010

## Growth in revenue

<i>CANAL+ France Portfolio</i>	<i>+ 1.3m</i>
<i>ARPU</i>	<i>&gt; 5%</i>
<i>StudioCanal, Cyfra+, I&gt;télé</i>	<i>&gt; €230m in growth</i>

**Revenue > €5 billion**

## Cost-cutting

<i>Distribution</i>	<i>€50–75m</i>
<i>Technology, broadcasting &amp; structure</i>	<i>€50–75m</i>
<i>Programs</i>	<i>€200–250m</i>

**Savings >€350m**

2010 EBITA > €1 billion

# SFR: initiatives for growth



- **Continued growth of the subscriber base:** + 685,000 customers

- Growth of 18% in carried traffic

- **SFR 3G:**

65% of the population covered by our 3G+/HSDPA network (higher speed)

Development of services and success of applications for Enterprises including the BlackBerry®

- **Development of SFR as a media:**

New image, new look.

Promotion of downloads of music and games



- **Launch of Happy Zone:**

Unlimited calls to fixed lines from home and nearby and preparation of a DSL offer to be launched in April 2007 as a complement

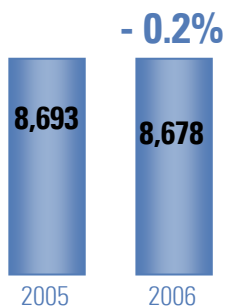
- SFR obtains Wimax license in Paris and surrounding areas and in South of France and wins the license granted by the city of Paris for free WIFI

- Increased stake in NeufCegetel from 28% to 40.5%

On a comparable basis  
In euro millions- IFRS

2006: SFR

## Revenues

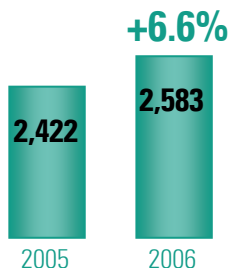


- Excluding the impacts of the regulated tariff cut\*, SFR revenues would have increased by 4.3%
- Mobile revenues up 0.5%
- Increase in usage of voice (+10.5%) and of data (+10.4%)
- Growth of the customer base: +4.0%

\*In 2006, a 24% cut of mobile voice termination rates and a 19% cut of SMS termination rates followed by an additional 30% cut in mid-September

**17.9 million**  
Clients  
**+685,000**

## EBITA



- 7.3% EBITA growth and 8% EBITDA growth excluding €16m of development costs for the DSL offer
- EBITA margin: 29.8%, consistent with the guidance
- Reduction of 0.7 percentage point of the portion of customer acquisition and retention costs in network revenues and strict control of other costs
- Since April 2006, a new tax of 1% on GSM license revenues

## 2007 Outlook

- Revenues for mobile:** Slight decline, despite the strong regulated price cut (21% cut of voice termination rates)
- EBITDA:**
  - Mobile: Stable margin rate (Reminder: 36.9% in 2005 and 39.9% in 2006)
  - DSL: Operating losses related to development and launch costs of the DSL offer
- EBITA:** Slight decline in margin rate also due to the increase in depreciation
- CFFO:** Stable

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# Maroc Telecom: initiatives for growth

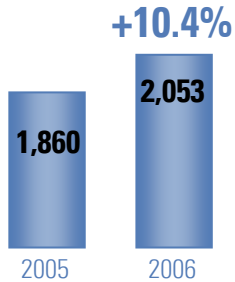


- **Increased mobile market share despite competition:**  
+2.5 million mobile clients in 2006 (+30%)
- Stabilization of the fixed lines activities with an unlimited offer
- **Rapid penetration of DSL:**  
A base of almost 390,000 fixed lines in 2006 (+59%) and launch of a TV-DSL offer in cooperation with Canal+
- **3 initiatives abroad:**
  - Launch of a MVNO MobiSud in France (with SFR) and soon in Belgium
  - Acquisition of 51% of Onatel, Burkina Faso's largest operator
  - Acquisition of 51% of Gabon Telecom

On a comparable basis  
In euro millions- IFRS

## 2006: Maroc Telecom

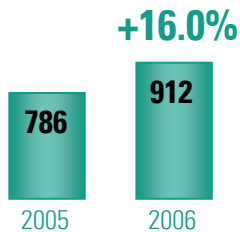
### Revenues



- Mobile: up 15.3% to reach €1,333m, driven by the strong growth of the customer base
- DSL customer base: a strong growth of 58.7%
- Fixed & Internet activities: +5.8%

**10.7 million**  
Mobile clients  
**+30%**

### EBITA



- EBITA margin: 44.4%
- Control of acquisition costs and operational expenses
- Includes a €30m provision for a new voluntary departure plan (comparable to the provision accrued in 2005)
- Mobile activities: up 28.3% to €627m

### 2007 Outlook

*At constant perimeter, excluding Onatel and Gabon Telecom*

- **Revenues:** Growth of more than 6%
- **EBITA:** Growth of more than 10%



# Vivendi Games: initiatives for growth



## ■ **Exceptional and lasting success of *World of Warcraft*:**

- From 5 million paying clients in 2005 to 8 million in 2006  
8.5 million in early March 2007
- Real success with the launch of the expansion pack: *The Burning Crusade*  
2.4 million copies sold in one day  
3.5 million copies sold within one month, following its mid-January 2007 launch
- New version in Spanish

## ■ **Creation of two new divisions in growth sectors:**

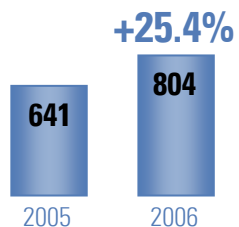
Sierra Online and Vivendi Games Mobile

- Opportunistic acquisitions of development studios in the U.S., China and Chile to enhance our development capabilities with cutting edge technologies
- Success of two new franchises: *Scarface* and *F.E.A.R*

On a comparable basis  
In euro millions- IFRS

## 2006: Vivendi Games

### Revenues



- Continued worldwide success of *World of Warcraft*
- Successful release of *Scarface: The World is Yours* and other PC/Console games

More than **8 million**  
Paying clients to  
**World  
of Warcraft**

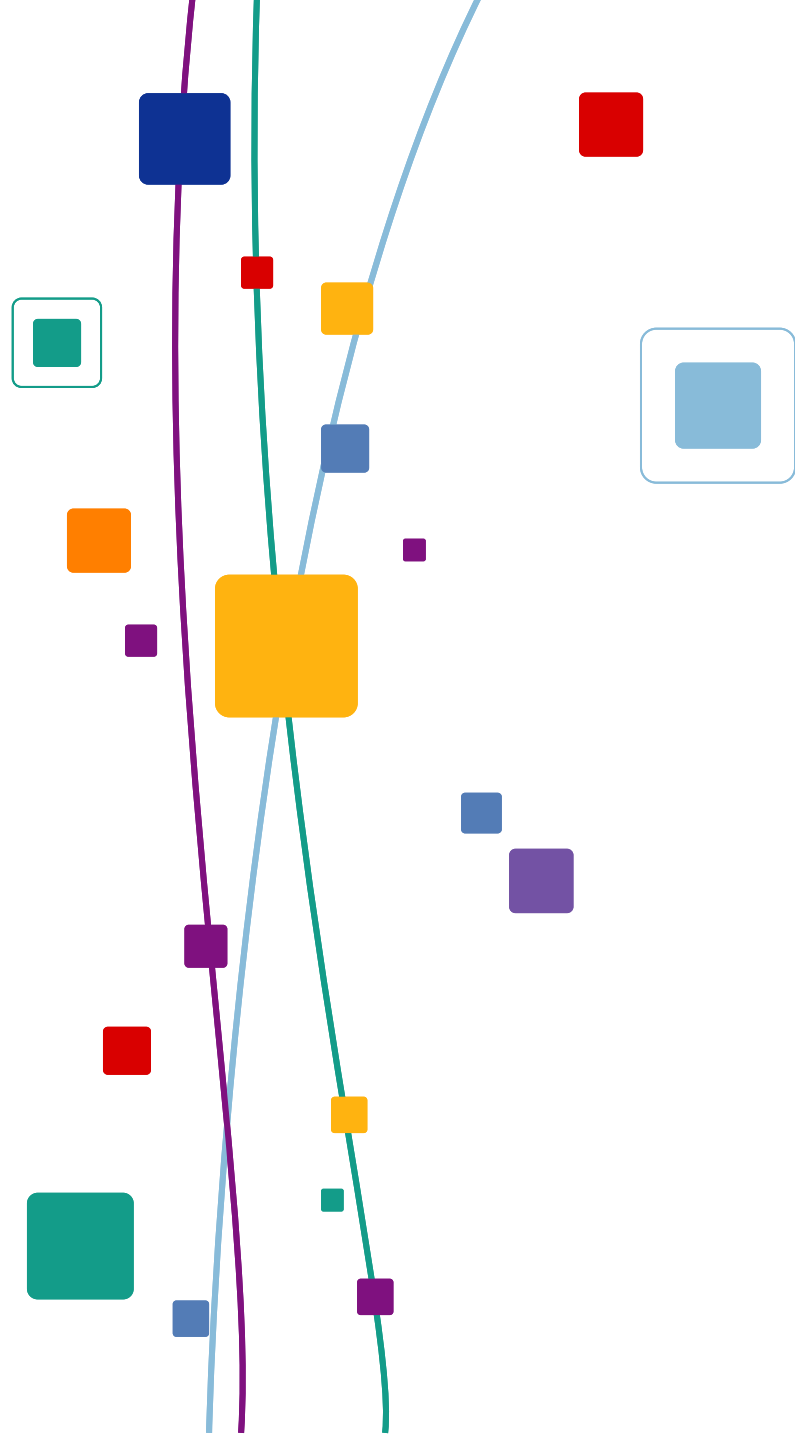
### EBITA



- Revenue growth
- Sales mix with higher margins
- Including investment costs in Sierra Online and Vivendi Games Mobile Divisions

### 2007 Outlook

- Revenues:** Growth of at least 20%
- EBITA :** Even faster increase than revenue growth








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Appendices

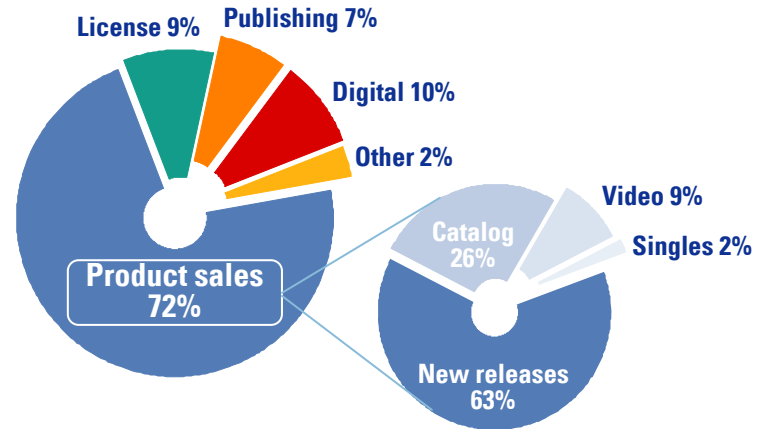
# Universal Music Group: 2006 Key Metrics

## Top-selling artists

FY 2006	Million Units*	
<b>U2</b>	<b>3.7</b>	
<b>Andrea Bocelli</b>	<b>3.4</b>	
<b>Snow Patrol</b>	<b>3.4</b>	
<b>The Pussycat Dolls</b>	<b>3.3</b>	
<b>Nelly Furtado</b>	<b>3.2</b>	

\* Physical sales only

## 2006 Sales



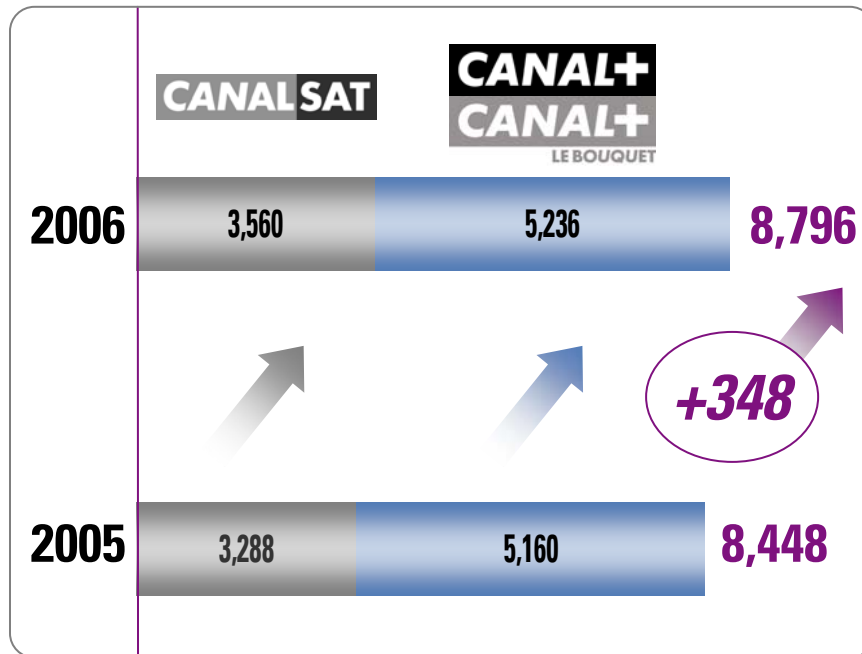
## Album Market Share Data

	2005			2006		
	UMG	<b>UMG</b>	SBMG	WMG	EMI	Other
U.S. Soundscan Data	31.7%	<b>31.6%</b>	27.4%	18.1%	10.2%	12.6%
U.K. Official Chart Co.	25.4%	<b>29.9%</b>	20.2%	11.3%	17.9%	20.7%

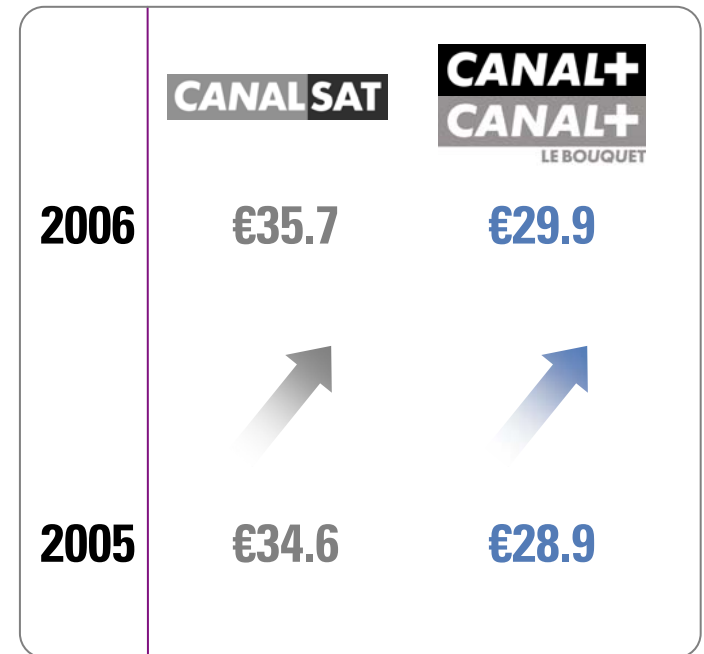
Note: The U.S. Soundscan data includes digital sales, the U.K. Official Chart Company data does not include digital sales. In 2006 UMG's U.K. market share data including digital sales per the U.K. Official Chart Company was 30.0%

# Canal+ Group: 2006 Key Metrics

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



## ARPU\*\*



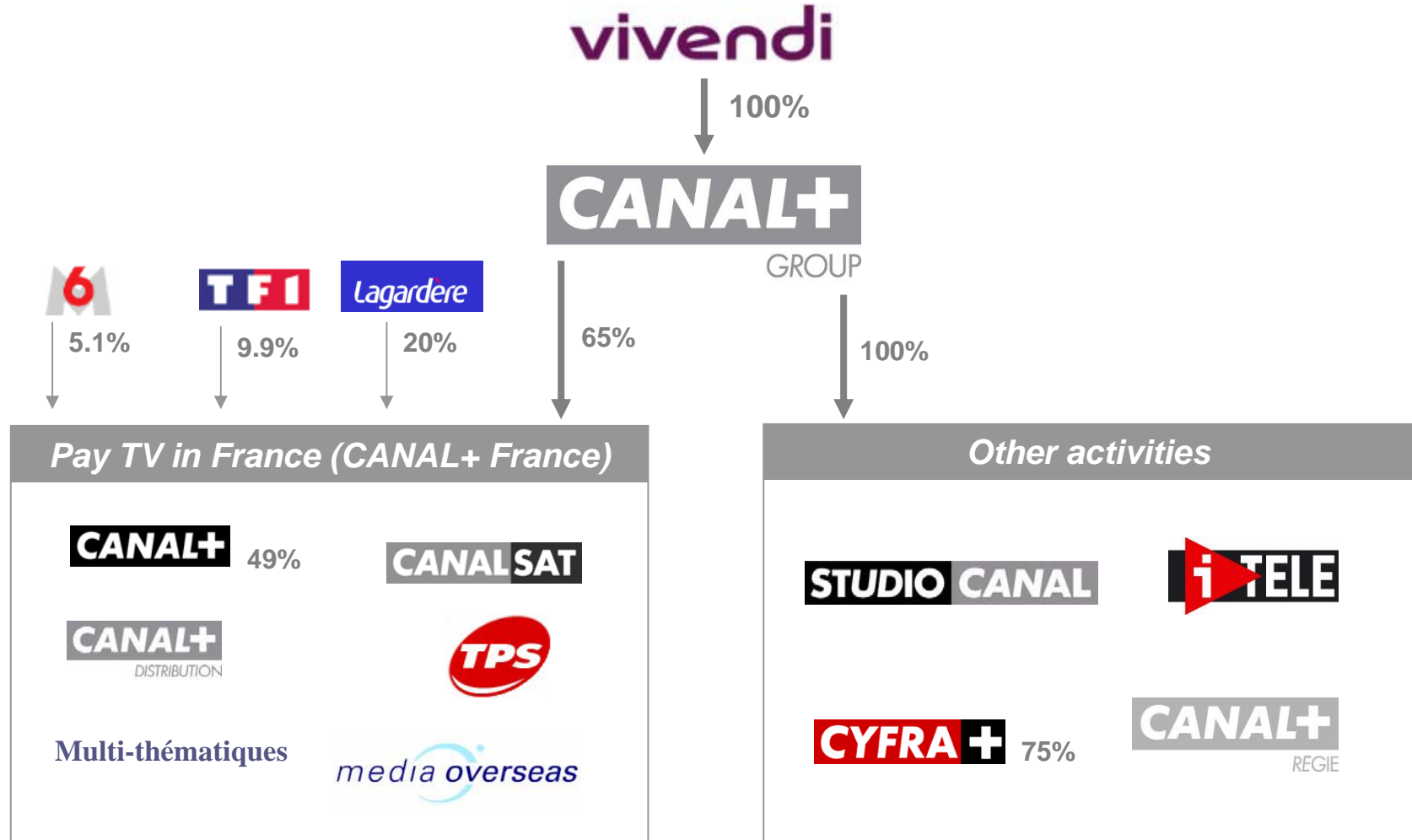
**Higher proportion of digital subscriptions: at the end of December 2006, subscriptions to Canal+ Le Bouquet represented 61% of the total portfolio vs. 52% at the end of December 2005.**

■ CANALSAT  
■ CANAL+

\* Individual and collective subscriptions to Canal+ and CanalSat in mainland France, overseas territories and Africa, excluding TPS

\*\*Individual subscriptions in Mainland France

# Canal+ Group: Overview



## SFR: 2006 Key Metrics

<i>(As of end-December, Including SRR)</i>	<b>FY 2006</b>	<b>FY 2005</b>	<b>Growth</b>
Customers (in '000) *	<b>17,883</b>	<b>17,198</b>	<b>+4.0%</b>
Vodafone live! customers (in '000) *	<b>6,497</b>	<b>4,785</b>	<b>+35.8%</b>
3G customers (in '000) *	<b>2,686</b>	<b>1,003</b>	<b>+167.8%</b>
Market share on customer base (%) *	<b>34.6%</b>	<b>35.8%</b>	<b>-1.2pt</b>
12-month rolling blended ARPU (€/year) **	<b>455</b>	<b>485</b>	<b>-6.2%</b>
12-month rolling postpaid ARPU (€/year) **	<b>596</b>	<b>648</b>	<b>-8.0%</b>
12-month rolling prepaid ARPU (€/year) **	<b>202</b>	<b>218</b>	<b>-7.3%</b>
Proportion of postpaid customers *	<b>65.0%</b>	<b>63.3%</b>	<b>+1.7pt</b>
Voice usage (minutes / month / customers) *	<b>327</b>	<b>296</b>	<b>+10.5%</b>
Traffic (in billions of minutes)	<b>68.3</b>	<b>57.7</b>	<b>+18.3%</b>
Number of SMS sent (in billions)	<b>6.3</b>	<b>5.4</b>	<b>+17.4%</b>
Number of MMS sent (in millions)	<b>168</b>	<b>98</b>	<b>+70.8%</b>
Net data revenues as a % of network revenues (%) **	<b>12.9%</b>	<b>11.7%</b>	<b>+1.2pt</b>
Prepaid customer acquisition costs (€/gross adds)	<b>23</b>	<b>24</b>	<b>-4.2%</b>
Postpaid customer acquisition costs (€/gross adds)	<b>193*</b>	<b>174</b>	<b>+10.9%</b>
Acquisition costs as a % of network revenues (%)	<b>6.1%</b>	<b>6.3%</b>	<b>-0.2pt</b>
Retention costs as a % of network revenues (%)	<b>4.8%</b>	<b>5.3%</b>	<b>-0.5pt</b>



\* Excluding wholesale customers (MVNO); \*\* Including mobile termination

# Mobile Voice revenues per minute in Europe

■ Voice revenues per minute (€mn)	Q4 06
Switzerland	0,25
Germany	0,19
Belgium	0,18
Netherlands	0,18
Spain	0,17
Italy	0,17
Greece	0,16
Norway	0,16
Portugal	0,16
UK	0,16
Austria	0,15
Ireland	0,15
Denmark	0,14
France	0,13
Sweden	0,12
Finland	0,09

Source : Merrill Lynch, European Matrix



# Maroc Telecom: 2006 Key Metrics

<i>(Excluding Mauritel)</i>	<b>FY 2006</b>	<b>FY 2005</b>	<b>Growth</b>
Number of fixed lines (in '000)	<b>1,266</b>	<b>1,341</b>	<b>-5.6%</b>
Total Internet access (in '000)	<b>391</b>	<b>252</b>	<b>+55.2%</b>
Including DSL access (in '000)	<b>384</b>	<b>242</b>	<b>+58.7%</b>
Number of mobile customers (in '000)	<b>10,707</b>	<b>8,237</b>	<b>+30.0%</b>
Prepaid customers (in '000)	<b>10,297</b>	<b>7,908</b>	<b>+30.2%</b>
Postpaid customers (in '000)	<b>410</b>	<b>329</b>	<b>+24.6%</b>



# Vivendi Games: 2006 Key Metrics



**More than 8 million  
paying customers  
worldwide**

<b>North America &amp; Europe</b>	<b>47%</b>
<b>Asia</b>	<b>53%</b>

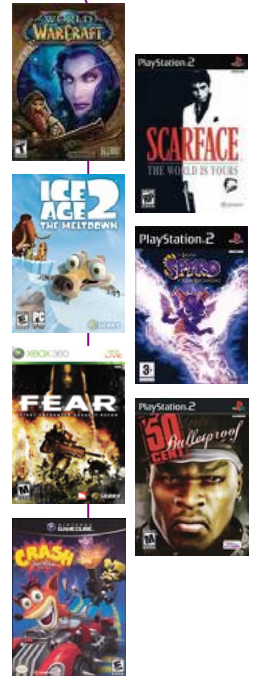
## 2006 Best-selling games

Title

- 1. World of Warcraft**
- 2. Scarface**
- 3. Ice Age 2**
- 4. Eragon**
- 5. The Legend of Spyro**
- 6. F.E.A.R**
- 7. 50 Cent : Bulletproof**
- 8. The Simpsons : Hit & Run**
- 9. Crash Racing**
- 10. Flatout 2**

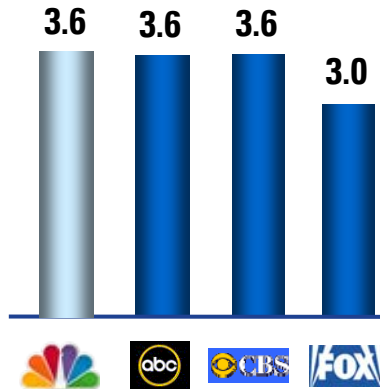
Platform

- Online**
- PC / Consoles**
- PC / Consoles**
- PC / Consoles**
- Consoles**
- PC / Consoles**
- Consoles**
- PC / Consoles**
- Consoles**
- PC / Consoles**



## '06/'07 season prime ratings (thru 1/7)

Network average A18-49 rating\*



VPY% 16%<sup>1</sup> (10)% (8)% (3)%

<sup>1</sup> Excluding sports, +6% VPY

\* A18-49 rating for all primetime programs including sports

## Basic Cable Nets (2006 Prime impressions)

#1 A18-49  
& A25-54  
upscale

	A25-54 (000)	Prime VPY%	Total day VPY%
#1 USA	1,193	9%	8%
#7 SCI FI	619	(10)%	(12)%
Bravo	306	17%	17%
A&E	584	11%	15%
History	515	0%	3%
<b>Top 10 avg.</b>	<b>752</b>	<b>(3)%</b>	<b>(1)%</b>

## "Best of 2006" List

### TIME

- #2 The Office
- #3 Friday Night Lights
- #7 Battlestar Gallactica
- #8 Heroes

### Entertainment

- #2 Friday Night Lights
- #3 Battlestar Gallactica
- #4 30 Rock
- #7 The Office
- #10 Heroes

### TelevisionWeek

- #2 Heroes
- #3 The Office
- #7 Friday Night Lights
- #9 Battlestar Gallactica
- #10 Studio 60

## 2006: Adjusted Statement of Earnings

*In euro millions – IFRS – Figures as published*

	2006	2005	% Growth
1 Revenues	20,044	19,484	+2.9%
<b>2 EBITA</b>	<b>4,370</b>	<b>3,985</b>	<b>+9.7%</b>
3 Income from equity affiliates	337	326	+3.4%
4 Interest	(203)	(218)	+6.9%
5 Income from investments	54	75	-28.0%
6 Provision for income taxes	(777)	(876)	+11.3%
7 Minority interests	(1,167)	(1,074)	-8.7%
<b>8 Adjusted net income</b>	<b>2,614</b>	<b>2,218</b>	<b>+17.9%</b>
<b>Net Income</b>	<b>4,033</b>	<b>3,154</b>	<b>+27.9%</b>



## 2006 Income from Equity Affiliates Analysis

*In euro millions – IFRS*

	2006	2005
<b>Income from equity affiliates</b>	<b>337</b>	<b>326</b>
NBCU	301	361
Neuf Cegetel (28.2% in 2005 / 40.5% in 2006)	38	(50)
Other	(2)	15

## 2006: Interest

*In euro millions - IFRS*

### ■ Interest

Interest expense on borrowings (including swaps)

■ Financing rate (%)

■ Average outstanding borrowings (in euro billions)

Interest income from cash & cash equivalents

**2006**

**2005**

**(203)**

**(218)**

(283)

(263)

4.20%

3.92%

6.7

6.7

80

45

# 2006 Other Financial Charges and Income

*In euro millions - IFRS*

	2006	2005
<b>Other financial charges and income</b> (not included in Adjusted net income)	<b>311</b>	<b>619</b>
<b>Gain or capital loss on divestiture or investments</b>	<b>386</b>	<b>761</b>
o/w capital gain on the disposal of Veolia Environnement shares /early termination on collar option in 2005	832	115
o/w capital loss incurred on the PTC shares	(496)	-
o/w capital gain on the sale of 9.82% stake of Canal+ France to Largardère	128	-
o/w realised losses on sales of DuPont shares	(98)	-
o/w realised gain on sale/exchange of Sogecable shares	66	256
o/w unwinding of IACi's stake in VUE	-	194
o/w realized gain on sale of YPSO	56	29
o/w Xfera provision	(54)	-
<b>Effect of amortized cost on borrowings</b> (including premiums incurred on early redemption of borrowings)	<b>(26)</b>	<b>(115)</b>
<b>Other</b>	<b>(49)</b>	<b>(27)</b>

# 2006 Income Tax Analysis

*In euro millions - IFRS*

	2006	2005	Growth
<b>■ Provision for income taxes - P&amp;L</b>	<b>547</b>	<b>(204)</b>	<b>+ 751</b>
<b>Included in Adjusted net income</b>	<b>(777)</b>	<b>(876)</b>	<b>+ 99</b>
▣ Worldwide Tax System (year n)	604	507	
▣ Tax charge	(1,381)	(1,383)	
<b>Not included in Adjusted net income</b>	<b>1,324</b>	<b>672</b>	<b>+ 652</b>
▣ Worldwide Tax System (deferred tax (n+1)/n)	(43)	88	
▣ Impact linked to the settlement of the DuPont litigation	1,082	-	
<i>Payment : -€521m ; reversal of deferred tax liabilities, net: €1,603m</i>			
▣ Reversal of tax liabilities	218	300	
▣ Other taxes	67	284	
<b>■ Cash income taxes paid</b>	<b>(1,381)</b>	<b>(1,386)</b>	



# 2006 From Adjusted Net Income (ANI) to Consolidated Net Income

*In euro millions - IFRS - Figures as published*

	Adjusted net income (ANI)	Amortization of intangible assets	Other financial charges and income	Other	Consolidated net income
<b>1 Revenues</b>	<b>20,044</b>				<b>20,044</b>
<b>2 EBITA</b>	<b>4,370</b>				<b>4,370</b>
<b>3 Amortization of intangible assets acquired through business combinations</b>	-	(223)			(223)
<b>4 Impairment losses of intangible assets acquired through business combinations</b>	-				-
<b>5 Income from equity affiliates</b>	<b>337</b>				<b>337</b>
<b>6 Interest</b>	<b>(203)</b>				<b>(203)</b>
<b>7 Income from investments</b>	<b>54</b>				<b>54</b>
<b>8 Other financial charges and income</b>	-		311		<b>311</b>
<b>9 Provision for income taxes</b>	<b>(777)</b>	82	38	1,204	<b>547</b>
<b>10 Minority interests</b>	<b>(1,167)</b>	1		6	<b>(1,160)</b>
<b>11 Net Result (Adjusted/as published)</b>	<b>2,614</b>	<b>(140)</b>	<b>349</b>	<b>1,210</b>	<b>4,033</b>

Including the settlement of DuPont litigation: +€1,082m

# 2006 Net Cash Flow Available

*In euro millions - IFRS*

	2006	2005
<b>1. Consolidated cash flow from operations before capex,net</b>	<b>6,111</b>	<b>5,448</b>
2. - Capital expenditures (capex)	(1,690)	(1,380)
3. + Proceeds from sale of tangible & intangible assets	45	89
<b>4. Consolidated cash flow from operations (CFFO)</b>	<b>4,466</b>	<b>4,157</b>
5. - Cash income taxes paid	(1,381)	(1,386)
▣ <i>Settlement of the DuPont litigation</i>	(521)	-
6. - Cash net interest paid	(203)	(218)
7. + / - Other (including premiums paid on loan refinancing)	30	(491)
<b>8. Net consolidated cash flow (CFAIT)</b>	<b>2,912</b>	<b>2,062</b>
9. - SFR's and Maroc Telecom's CFAIT	(2,171)	(1,298)
10. + Dividends received from SFR and Maroc Telecom	1,044	1,104
<b>11. Net available cash flow at Holding level</b>	<b>1,785</b>	<b>1,868</b>
▣ <i>Net available cash flow at Holding level excluding the DuPont litigation</i>	2,306	1,868
12. - Dividends paid to Vivendi shareholders	(1,152)	(689)
<b>13. Net available cash flow at Holding level after dividend payment</b>	<b>633</b>	<b>1,179</b>

Including SFR tax payment for 2004 : (€628m)

3 payments of dividends by SFR in 2006 vs. 4 in 2005

## Settlement of litigation on DuPont shares

<i>In euro millions - IFRS</i>	P&L	Cash Flow
<b>Taxes</b>		
■ Payment to IRS	(521)	(521)
■ Net reversal of tax liability	1,603	-
	<b>1,082</b>	<b>(521)</b>
<b>Sale of shares</b>	<b>(98)</b>	<b>534</b>
<b>■ Total impact</b>	<b>984</b>	<b>13</b>

# 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 goodwill and other intangible assets acquired through business combinations.

**Adjusted net income, attributable to equity holders of the parent:** 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 advances to equity affiliates and loans to unconsolidated interests, as well as taxes and minority interests related to these items. It does not include the following items: impairment losses of goodwill and other intangibles acquired through business combinations, henceforth, 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)

**Cash flow from operations:** Net cash provided by operating activities net of capital expenditures net, net and before income taxes paid.

**Comparable basis:** essentially illustrates the effect of the divestitures or abandonment of operations that occurred in 2005 and 2006 (mainly the Paris Saint-Germain soccer club (PSG) and NC Numéricâble at Canal+ Group and includes the full consolidation of stakes in distribution subsidiaries at SFR as if these transactions had occurred as at January 1, 2005. Comparable basis results are not necessarily indicative of the results that would have occurred had the events actually occurred at the beginning of 2005.

**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).

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