# vivendi



# FIRST HALF 2021 RESULTS

**IMPORTANT NOTICE:** Financial results for the half year ended June 30, 2021 Unaudited financial statements, prepared under IFRS

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This presentation contains forward-looking statements with respect to Vivendi's financial condition, results of operations, business, strategy, plans, and outlook including the impact of certain transactions (notably the planned distribution of 60% of Universal Music Group's share capital and its stock market listing), and the payment of dividends and distributions, as well as share repurchases. Although Vivendi believes that such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside Vivendi's control, including, but not limited to, the risks related to antitrust and other regulatory approvals as well as any other approvals which may be required in connection with certain transactions and the risks described in the documents of the group filed by Vivendi with the Autorité des Marchés Financiers (French securities regulator) and its press releases, if any, which are also available in English on Vivendi's website (www.vivendi.com). Investors and security holders may obtain a free copy of documents filed by Vivendi with the Autorité des Marchés Financiers at www.amf-france.org, or directly from Vivendi. Accordingly, readers of this presentation are cautioned against relying on these forward-looking statements. These forward-looking statements are made as of the date of this presentation. Vivendi disclaims any intention or obligation to provide, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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### Information relative to Covid-19 impact

Report to the slide in Appendices

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### **ARNAUD DE PUYFONTAINE**

Chairman of the Management Board Chief Executive Officer

# H1 2021 Key Highlights

### H1 2021 VERY GOOD RESULTS

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REVENUES +11.9%\*

# EBITA +49.3%\*







### Soon to be an independent quoted company



# **VALUE CREATION** SHARE PRICE EVOLUTION (June 24, 2014 - July 22, 2021) Dividends reinvested Vivendi DIVIDEND +112.2% €0.60 per share Total amount of €653M CAC 40 +77.8%

24/06/2014 24/12/2014 24/06/2015 24/12/2015 24/06/2016 24/12/2016 24/06/2017 24/12/2017 24/06/2018 24/12/2018 24/06/2019 24/12/2019 24/06/2020 24/12/2020 24/06/2021

### STRONG ASSETS TO SUCCEED



SOLID STRATEGY

> **ROBUST** ACTIVITIES

CONSTANT TRANSFORMATION

### VALUE CREATION FOR ALL STAKEHOLDERS

### HERVÉ PHILIPPE

Member of the Management Board Chief Financial Officer

# H1 2021 Financials

### SCOPE OF CONSOLIDATION AND CURRENCY IMPACTS

		Rev	EBITA			
	Q2 2020	Q2 2021	H1 2020	H1 2021	H1 2020	H1 2021
$\Delta$ organic	-7.9%	+18.9%	-2.0%	+11.9%	-3.8%	+49.3%
Consolidation scope impact	+2.8pts	+1.1pts	+4.2pts	+0.6pt	+5.1pts	+1.0pt
$\Delta$ at constant currency rate	-5.1%	+20.0%	+2.2%	+12.5%	+1.3%	+50.3%
FX impact	+0.3pt	-3.4pts	+0.8pt	-4.0pts	+1.1pts	-5.3pts
$\Delta$ actual	-4.8%	+16.6%	+3.0%	+8.5%	+2.4%	+45.0%

- Main changes in scope of consolidation:
  - Prisma Media has been consolidated by Vivendi since June 1, 2021
  - UMG is fully consolidated by Vivendi and has minority interests of 10% since March 31, 2020, and 20% since January 29, 2021

### • Change in currencies

Average rate over the period	1	Q2 2020	Q2 2021	∆ QoQ	H1 2020	H1 2021	Δ ΥοΥ
	USD:	1.085	1.206	+11.2%	1.092	1.211	+10.9%
EUR vs.	GBP:	0.898	0.863	-3.9%	0.871	0.874	+0.4%
	JPY:	118	131	+11.3%	119	129	+7.9%

### H1 2021 KEY FIGURES

in euro millions	H1 2020	H1 2021	Δ (%)	∆ organic (%)
Revenues	7,576	8,221	+8.5%	+11.9%
EBITA *	735	1,066	+45.0%	+49.3%
Adjusted Net Income	583	724	+24.1%	
EBIT	660	973	+47.3%	
Earnings attributable to Vivendi SE shareowners	757	488	-35.5%	
CFFO	338	662	x 2.0	
Equity as of June 30		19,343	vs. €16,431 M at	t 2020 YE
including the capital gain on the sale of 10 % of UMG to Tencent-led consortium (2nd tranche)		2,357		
Net Debt as of June 30		2,878	vs. €4,953 M at	2020 YE

\* Details of the reconciliation between EBITA and EBIT are provided in the appendices

P&L		Capital gains resulting from the two disposals of 10% of UMG were recognized <b>in equity for</b> <b>a total of € 4.7 Bn</b> in H1 2020 and H1 2021, respectively			
			]		
in euro millions	H1 2019	H1 2020	H1 2021	∆ (%) 2021 vs 2020	
Revenues	7,353	7,576	8,221	+8.5%	
EBITA*	718	735	1,066	+45.0%	
EBIT	645	660	973	+47.3%	
Income from non-operating equity affiliates	(8)	64	(38)		
Interest	(21)	(16)	(21)		
Income from investments	5	15	117		
Other financial income and charges **	91	417	(157)		
Provision for income taxes	(182)	(299)	(277)		
Earnings	530	841	597	-29.0%	
Non-controlling interests	(10)	(84)	(109)		
Earnings attributable to Vivendi SE shareowners	520	757	488	-35.5%	
Adjusted net income*	554	583	724	+24.1%	

\* Details of the reconciliation between EBITA and EBIT, and Earnings attributable to Vivendi SE shareowners and Adjusted net income are provided in the appendices

\*\* In H1 2021, this amount included the revaluation of the interests in Spotify and TME for € -170 M compared to € +449 M in H1 2020

### **CONSOLIDATED BALANCE SHEET**

#### Assets

in euro millions	December 31, 2020	June 30, 2021
Goodwill	14,183	14,508
Intangible and tangible assets	8,289	8,114
Financial investments	7,842	7,905
Total	30,314	30,527

in euro millions	December 31, 2020	June 30, 2021
Equity*	16,431	19,343
Provisions	1,730	1,739
Net Debt	4,953	2,878
Net deferred tax liabilities	430	455
Working capital requirements and other	6,770	6,112
Total	30,314	30,527

**Equity and Liabilities** 

\* The evolution of consolidated equity is notably linked to the capital gain on the 2<sup>nd</sup> sale of 10% of UMG

### **INVESTMENTS ACCOUNTED FOR UNDER THE EQUITY METHOD**



23.75 % of common stocks and voting rights



32.9 % of share capital

### **MINORITY INTERESTS AS OF JUNE 30, 2021**



12 % of share capital



= 27.2 % of share capital



### 9.9 % of share capital

<sup>•</sup> Jelefínica

~1 % of share capital



28.8 % of share capital\*

### **CASH EVOLUTION**

(in euro billions)



#### vivendi

The separation of the cash pooling and financing arrangements between Vivendi and UMG was completed on July 7, 2021.

### LIQUIDITY AND CAPITAL RESOURCES

#### Changes in net debt position

in euro millions	December 31, 2020	June 30, 2021
Cash and cash equivalents	(976)	(1,590)
Cash management financial assets	(120)	(183)
Gross cash position	(1,096)	(1,773)
Bonds	5,050	4,050
Other	999	601
Bonds and other financial liabilities	6,049	4,651
Net Debt position	4,953	2,878

#### Bond maturities (€ M)



- Debt average "economic" term: 4.5 years
- Net debt-to-equity (gearing) ratio: 15% as of June 30, 2021 (vs. 30% as of December 31, 2020)
- After UMG-related operations, Vivendi should have c. €10 Bn financial flexibility, including cash, liquid equity investments and significant financing resources.

# **Business Unit Performances**

### **ORGANIC GROWTH PER QUARTER**

2021

Organic growth (in %)	Q1 2021	Q2 2021	H1 2021
Universal Music Group	+9.4%	+25.5%	+17.3%
Canal+ Group	-0.1%	+9.8%	+4.7%
Havas Group - Net Revenues	-0.8%	+15.8%	+7.3%
Editis*	+40.1%	+43.4%	+42.0%
Other businesses** and intercompany elimination	-20.3%	+20.1%	+0.9%
Total Vivendi	+5.0%	+18.9%	+11.9%

#### Reminder of 2020 results

Organic growth (in %)	Q1 2020	Q2 2020	H1 2020
Universal Music Group	+12.7%	-4.7%	+3.5%
Canal+ Group	+1.0%	-4.3%	-1.6%
Havas Group - Net Revenues	-3.3%	-18.3%	-11.2%
Editis - Proforma*	-14.3%	-15.7%	-15.1%
Other businesses** and intercompany elimination	-7.3%	-34.2%	-21.7%
Total Vivendi	+4.4%	-7.9%	-2.0%

\* Editis has been consolidated since February 1, 2019 Other businesses include Prisma Media (consolidated since June 1, 2021), Gameloft, Vivendi Village and New initiatives

### **REVENUES AND EBITA BY BUSINESS UNIT**

#### Revenues

	H1 2019 H1 2020 H1 2021	114 2024	⊿ (%) H1 2021 vs		
in euro millions	H1 2019		<b>H1 2021</b>	H1 2019	H1 2020
Universal Music Group	3,258	3,459	3,831	+17.6%	+10.7%
Canal+ Group	2,518	2,674	2,782	+10.5%	+4.1%
Havas Group	1,114	1,019	1,048	-5.9%	+2.9%
Havas Group - Net Revenues	1,061	977	1,007	-5.1%	+3.1%
Editis*	260	262	372	+42.8%	+42.0%
Other businesses** and intercompany elimination	203	162	188	na	na
Total Vivendi	7,353	7,576	8,221	+11.8%	+8.5%

#### **EBITA and margin**

	H1 2019		H1 2020		H1 2021	
EBITA in euro millions, margin rate in %	EBITA	EBITA/Rev	EBITA	EBITA/Rev	EBITA	EBITA/Rev
Universal Music Group	481	14.8%	567	16.4%	753	19.7%
Canal+ Group	233	9.3%	300	11.2%	330	11.9%
Havas Group (EBITA /Net revenues)	108	10.2%	46	4.7%	87	8.6%
Editis*	4	1.5%	(21)	na	10	2.7%
Other businesses**	(108)	na	(157)	na	(114)	na
Total Vivendi	718	9.8%	735	9.7%	1,066	13.0%

Editis has been consolidated since February 1st, 2019

vivendi \*\* Other businesses include Prisma Media (consolidated since June 1, 2021), Gameloft, Vivendi Village, New initiatives and Corporate

# Universal Music Group

### **UNIVERSAL MUSIC GROUP - REVENUES**

Organic revenue growth\* per quarter

in euro millions	Q1 2021	∆ organic (%)	Q2 2021	∆ organic (%)	H1 2021	∆ organic (%)
Recorded music	1,483	+10.8%	1,654	+29.7%	3,137	+20.0%
Subscriptions and streaming	1,008	+19.6%	1,122	+29.7%	2,130	+24.7%
Other digital sales (mainly downloads)	81	-37.4%	72	-25.0%	153	-32.0%
Physical sales	213	+14.8%	250	+72.6%	463	+40.1%
License and Other	181	+0.1%	210	+24.3%	391	+11.8%
Music Publishing	271	+6.9%	293	+1.2%	564	+3.9%
Merchandising and Other	59	-10.0%	79	+67.2%	138	+22.2%
Intercompany elimination	(4)		(4)		(8)	
Revenues - Universal Music Group	1,809	+9.4%	2,022	+25.5%	3,831	+17.3%

\* Revenues included the following OTI (one-time items):

- In Q1 2020, one item was recognized in Other digital sales; Recorded Music organic growth restated for this OTI amounted to c. +14% in Q1 2021;

- In Q2 2020, one item was recognized in *Musical Publishing* revenues ; *Music Publishing* organic growth restated for this OTI amounted to c. +20% in Q2 2021; and

- In Q2 2021, one item was recognized in Subscriptions and streaming revenue; Recorded music organic growth restated for this OTI amounted to c. +26% in Q2 2021.

### UNIVERSAL MUSIC GROUP – EBITDA & EBITA

Margin growth

in euro millions	H1 2019	H1 2020	H1 2021	∆ organic 2021 vs 2020 (%)
Recorded music	491	590	749	+33.0%
Music Publishing	114	132	134	+6.5%
Merchandising and Other	13	1	-	na
Corporate Center	(69)	(74)	(61)	+7.6%
EBITDA - Universal Music Group	549	649	822	+31.8%
EBITDA margin	16.9%	18.8%	21.5%	

in euro millions	H1 2019	H1 2020	H1 2021	∆ organic 2021 vs 2020 (%)
Recorded music	444	541	705	+36.4%
Music Publishing	109	126	127	+5.9%
Merchandising and Other	13	-	(1)	na
Corporate Center	(85)	(100)	(78)	+13.5%
EBITA - Universal Music Group	481	567	753	+37.7%
EBITA margin	14.8%	16.4%	19.7%	

### **UNIVERSAL MUSIC GROUP**

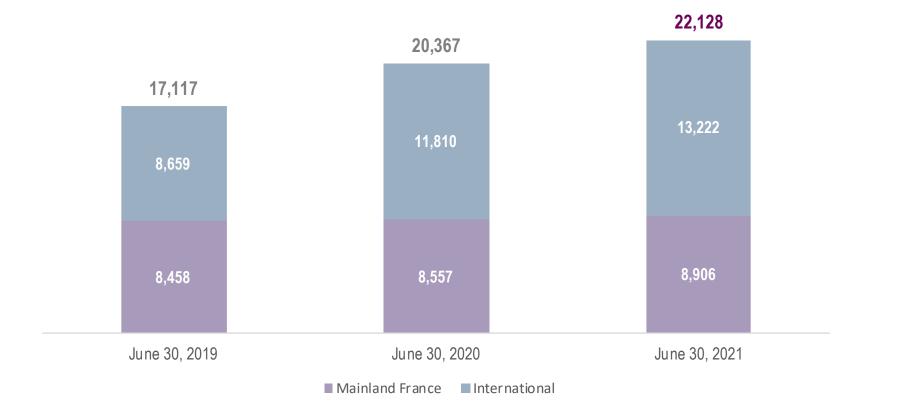
Key Figures

in euro millions	H1 2019	H1 2020	H1 2021
Revenues	3,258	3,459	3,831
Recorded music	2,596	2,771	3,137
Streaming and subscriptions	1,567	1,814	2,130
Other digital sales (mainly downloads)	212	238	153
Physical sales	438	348	463
License and Other	379	371	391
Music Publishing	467	573	564
Merchandising & Other	202	121	138
Intercompany Elimination	(7)	(6)	(8)
EBITDA	549	649	822
EBITDA margin	16.9%	18.8%	21.5%
EBITA	481	567	753
EBITA margin	14.8%	16.4%	19.7%
CFFO	166	60	370
of which net content spent and catalog acquisitions	(172)	(352)	(173)

# Canal+ Group

### **CANAL+ GROUP**

Subscriber base (in thousands)

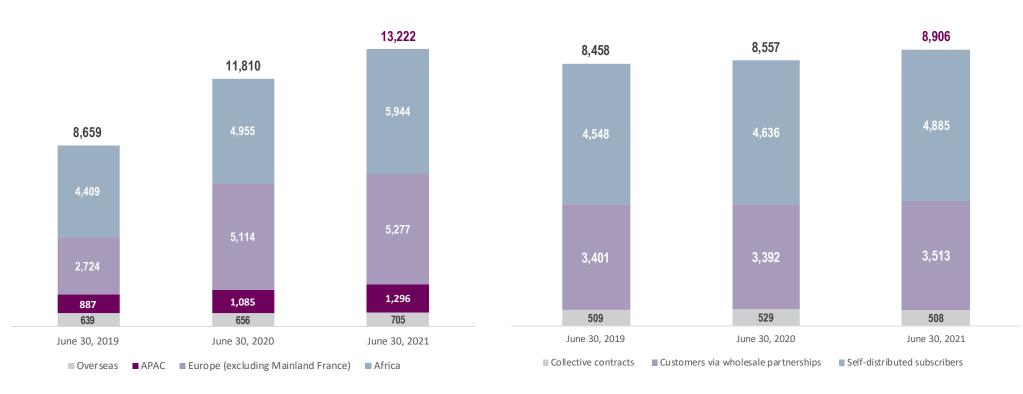


International

# **CANAL+ GROUP**

Suscriber base (in thousands)

Mainland France

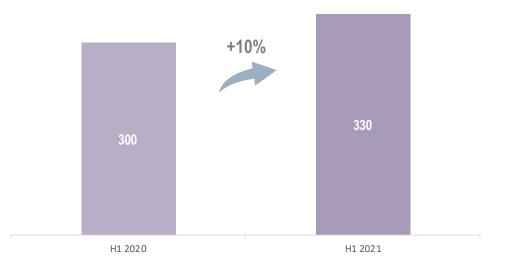


### **GROUPE CANAL+**

#### Key figures

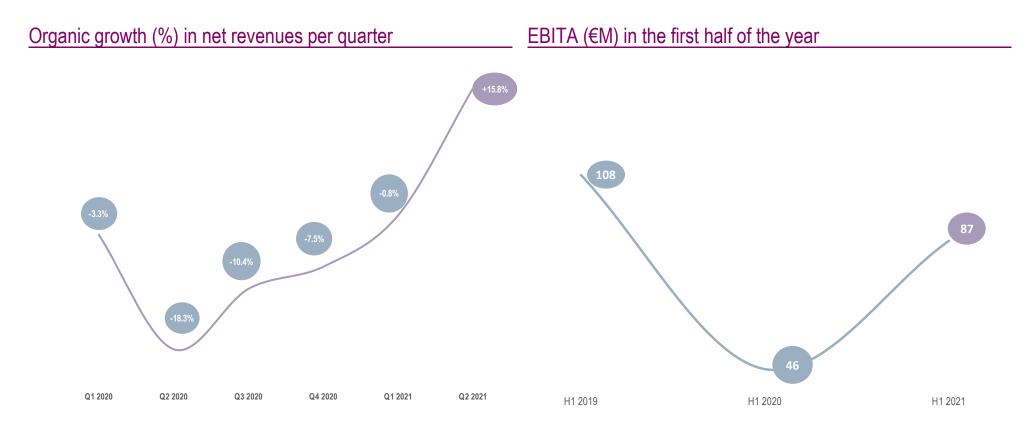
#### EBITA evolution (in €M)

in euro millions	H1 2020	H1 2021	∆ organic (%)
Revenues	2,674	2,782	+4.7%
TV International	1,054	1,079	+4.4%
TV mainland France	1,488	1,512	+1.7%
Studiocanal	132	191	+41.2%
EBITA before restructuring charges	329	335	
Restructuring charges	(29)	(5)	
EBITA	300	330	+10.0%
CFFO	653	457	



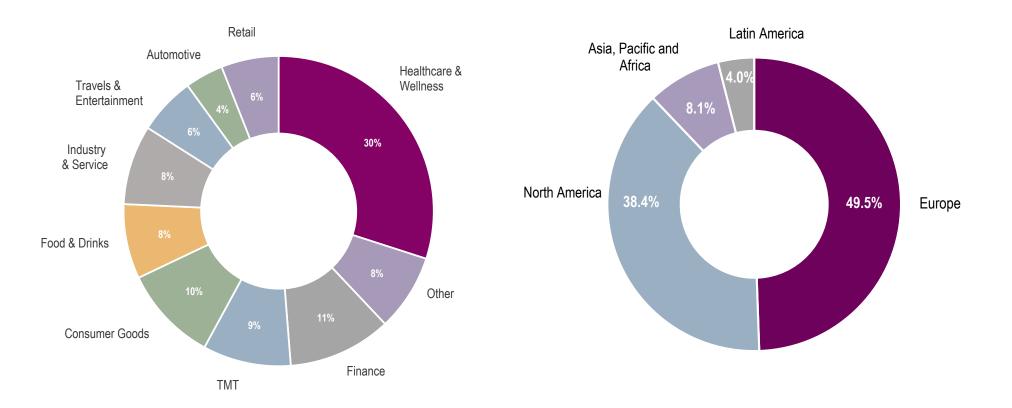
# Havas Group

### HAVAS GROUP



### HAVAS GROUP

Net revenue breakdown by sector and geographic area as of June 30, 2021



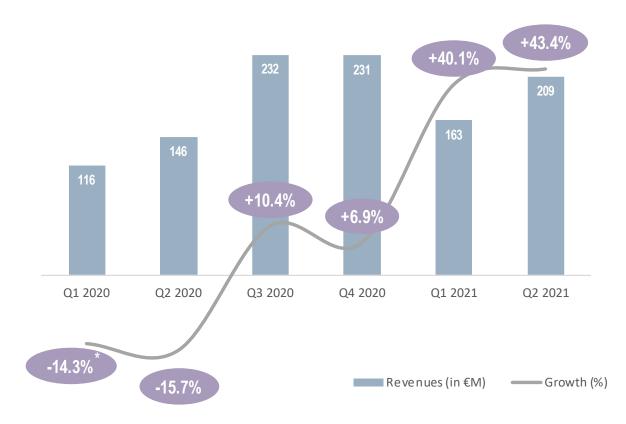
### HAVAS GROUP Key Figures

in euro millions	H1 2020	H1 2021	Δ (%)	∆ organic (%)
Revenues	1,019	1,048	+2.9%	+7.1%
Net revenues	977	1,007	+3.1%	+7.3%
Europe	454	498	+9.7%	+9.7%
North America	405	387	-4.5%	+4.2%
Asia Pacific and Africa	78	82	+5.1%	+6.2%
Latin America	40	40	+0.1%	+13.6%
EBITA before restructuring charges	56	91	+62.5%	+65.2%
EBITA before restructuring charges / net revenues	5.7%	9.0%		
Restructuring charges	(10)	(4)		
EBITA	46	87	+88.6%	+92.3%
CFFO	(131)	(96)	+26.7%	

Change in net revenues	H1 2020	H1 2021
∆ organic	-11.2%	+7.3%
Consolidation scope impact	+2.4pts	+1.2pts
$\Delta$ at constant currency rate	-8.8%	+8.5%
FX impact	+0.9pt	-5.4pts
$\Delta$ actual	-7.9%	+3.1%



### **EDITIS** Strong revenue growth quarter after quarter



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\*

### **EDITIS** Key figures

in euro millions	H1 2019 6-month proforma	H1 2020	H1 2021	<b>Δ (%)</b> H1 2021 vs proforma H1 2019	<b>Δ (%)</b> H1 2021 vs H1 2020
Revenues	308	262	372	+20.5%	+42.0%
Literature	151	123	159	+5.2%	+29.2%
Education & Reference	61	55	66	+8.6%	+20.0%
Diffusion & Distribution	97	84	147	+51.9%	+75.1%
EBITA	(5)	(21)	10		
CFFO	na	(76)	(23)		

### **Other Businesses**

## **OTHER BUSINESSES- MAIN CONSOLIDATED COMPANIES**



PRISMA MEDIA

 Consolidated since June 1, 2021

■ €144 M revenues in H1 2021\*



Revenues: €120 M in H1 2021

vivendiage
Revenues: €24 M in H1 2021
See TICKETS
8.2 M tickets sold in H1 2021 (+48%) **New Initiatives** 

■ Revenues: €38 M in H1 2021

dailymotion

Group Vivendi Africa **9 V C** • 70,000 subscribers

# **PRISMA MEDIA**

#### Prisma Media has been consolidated since June 1, 2021

in euro millions	H1 2021 June month	H1 2020 6-month proforma	H1 2021 6-month proforma	Δ (%)
Revenues	29	117	144	+22.9%
Distribution	17	77	87	+12.3%
Advertising	10	36	50	+39.1%
Other	2	4	7	+84.2%
EBITA	4	(12)	13	

# Conclusion



- Very good results, driven by all businesses
- Q3 2021 revenues will be released on October 21, 2021



# Appendices and glossary

# **REVENUES BY BUSINESS UNIT**

#### First half

in euro millions	H1 2020	H1 2021	<b>∆ (%)</b>	∆ organic (%)
Universal Music Group	3,459	3,831	+10.7%	+17.3%
Canal+ Group	2,674	2,782	+4.1%	+4.7%
Havas Group	1,019	1,048	+2.9%	+7.1%
Editis	262	372	+42.0%	+42.0%
Other businesses* and intercompany elimination	162	188	na	+0.9%
Total Vivendi	7,576	8,221	+8.5%	+11.9%

#### Second quarter

in euro millions	Q2 2020	Q2 2021	Δ (%)	∆ organic (%)
Universal Music Group	1,690	2,022	+19.6%	+25.5%
Canal+ Group	1,302	1,425	+9.5%	+9.8%
Havas Group	495	546	+10.5%	+13.6%
Editis	146	209	+43.4%	+43.4%
Other businesses* and intercompany elimination	73	118	na	+20.1%
Total Vivendi	3,706	4,320	+16.6%	+18.9%

# **EBITDA & EBITA BY BUSINESS UNIT**

#### EBITDA

in euro millions	H1 2020	H1 2021	Δ (%)	∆ organic (%)
Universal Music Group	649	822	+26.6%	+31.8%
Canal+ Group	467	472	+1.2%	+1.4%
Havas Group	120	147	+22.5%	+26.7%
Editis	12	53	x 4.5	x 4.5
Other businesses*	(128)	(87)		
Total Vivendi	1,120	1,407	+25.6%	+28.8%

#### **EBITA**

in euro millions	H1 2020	H1 2021	Δ (%)	∆ organic (%)
Universal Music Group	567	753	+32.8%	+37.7%
Canal+ Group	300	330	+10.0%	+10.0%
Havas Group	46	87	+88.6%	+92.3%
Editis	(21)	10		
Other businesses*	(157)	(114)		
Total Vivendi	735	1,066	+45.0%	+49.3%

#### vivendi \* Other businesses include Prisma Media (consolidated since June 1, 2021), Gameloft, Vivendi Village, New Initiatives and Corporate

# **CASH FLOW FROM OPERATIONS**

in euro millions	H1 2020	H1 2021	Δ
Universal Music Group	60	370	+310
Canal+ Group	653	457	-196
Havas Group	(131)	(96)	+35
Editis	(76)	(23)	+53
Other businesses*	(168)	(46)	+122
Total Vivendi - CFFO**	338	662	+324
Net income tax (paid) / received	160	(156)	-316
Net interest paid	(16)	(21)	-5
Others	3	(18)	-21
Total Vivendi - CFAIT***	485	467	-18

\* Other businesses include Prisma Media (consolidated since June 1, 2021), Gameloft, Vivendi Village, New Initiatives and Corporate

\*\* CFFO : Cash Flow From Operation

\*\*\* CFAIT : Cash Flow After Interest and Tax

# **UNIVERSAL MUSIC GROUP**

in euro millions	H1 2020	H1 2021	∆ organic (%)
North America	1,396	1,554	+23.0%
Europe	838	920	+10.3%
Asia	382	428	+18.8%
Latin America	95	107	+27.7%
Rest of the world	60	128	+78.4%
Recorded music revenues	2,771	3,137	+20.0%

#### Recorded Music: Best Sellers\*

H1 2020	H1 2021
Billie Eilish	BTS
The Weeknd	Justin Bieber
Justin Bieber	Olivia Rodrigo
King & Prince	The Weeknd
Eminem	Pop Smoke

#### SELECTED 2021 H2 RELEASES\*\*

Clairo Dave Billie Eilish Alejandro Fernandez Halsey Imagine Dragons The Killers King & Prince Lorde OneRepublic Pop Smoke Taylor Swift Andrew Lloyd Webber

\* Based on revenues

\*\* Non-exhaustive selected list of scheduled release, subject to change

### **CANAL+ GROUP** Organic revenue growth per quarter

 $\Delta$  organic  $\Delta$  organic Q1 2021 Q2 2021 in euro millions (%) (%) TV - International 537 +1.6% 542 +7.4% 739 -2.1% TV - Mainland France 773 +5.6% Studiocanal 81 +8.9% 110 +80.1% +9.8% **Revenues - Canal+ Group** 1,357 1,425 -0.1%

# **HAVAS GROUP**

Organic net revenue growth per quarter

in euro millions	Q1 2021	∆ organic (%)	Q2 2021	∆ organic (%)
Revenues	502	+0.8%	546	+13.6%
Net Revenues	478	-0.8%	529	+15.8%
Europe	234	+0.3%	264	+19.6%
North America	186	-1.6%	201	+10.2%
Asia Pacific and Africa	37	-7.9%	45	+21.1%
Latin America	21	+8.6%	19	+19.4%

# **OTHER BUSINESSES**

#### Revenues

in euro millions	H1 2020	H1 2021
Prisma Media*	-	29
Gameloft	130	120
Vivendi Village	26	24
New Initiatives	28	38
Intercompany Elimination	(22)	(23)
Revenues - Other businesses	162	188

#### EBITA

in euro millions	H1 2020	H1 2021
Prisma Media*	-	4
Gameloft	(14)	(3)
Vivendi Village	(27)	(17)
New Initiatives	(42)	(32)
Corporate	(74)	(66)
EBITA - Other businesses	(157)	(114)



# SHAREHOLDING IN TELECOM ITALIA

in euro millions	H1 2020	H1 2021
Vivendi's share of Telecom Italia's net income	108	6
Impact of dividend paid to saving shareowners	(14)	(14)
Impact on Vivendi's Adjusted net income	94	(8)
Amortization of revaluation of intangible assets related to the purchase price allocation	(30)	(30)
Impact on Vivendi's Net income	64	(38)

- Accounting for the interest in Telecom Italia
  - Accounted for under the equity method since December 15, 2015
  - Share of earnings accounted for with a one-quarter lag

# **INTEREST & INCOME TAX**

Interest

in euro millions (except where noted)	H1 2020	H1 2021
Interest expense on borrowings	(24)	(24)
Average interest rate on borrowings (%)	0.73%	0.78%
Average outstanding borrowings (in € Bn)	6.5	6.0
Interest income from cash and cash equivalents	8	3
Average interest income rate (%)	0.57%	0.18%
Average amount of cash and cash equivalents (in € Bn)	2.9	3.3
Interest	(16)	(21)

#### Income tax

in euro millions	H1 2020	H1 2021
Provision for income taxes (adjusted)	(193)	(293)
Effective tax rate	25.6%	25.3%
French normative tax rate	32.02%	28.41%
Tax (payment) / reimbursement	160	(156)
Non recurring tax reimbursement in 2020	+250	na
Tax payment excluding OTI	(90)	(156)

# **ADJUSTED NET INCOME**

in euro millions	H1 2020	H1 2021
Revenues	7,576	8,221
EBITA*	735	1,066
Income from non-operating equity affiliates	94	(8)
Interest	(16)	(21)
Income from investments	15	117
Provision for income taxes	(193)	(293)
Non-controlling interests	(52)	(137)
Adjusted net income*	583	724

\* Details of the reconciliation between EBITA and EBIT, and Earnings attributable to Vivendi SE shareowners and Adjusted net income are provided in the appendices vivendi

# RECONCILIATIONS

### EBIT - EBITA - EBITDA

### Earnings attributable to Vivendi shareowners to ANI

in euro millions	H1 2020	H1 2021
EBIT	660	973
Amortization and depreciation on intangible assets acquired through business combinations	75	93
EBITA	735	1,066
Depreciation of tangible assets	128	129
Amortization of intangible assets excluding those acquired through business combinations	71	77
Amortization of rights-of-use relating to leases	114	103
Gains/(losses) on the sale of tangible and intangible assets	1	(3)
Restructuring charges	53	37
Income from operating equity affiliates	18	(2)
EBITDA	1,120	1,407

in euro millions	H1 2020	H1 2021
Earnings attributable to Vivendi SE	757	488
shareowners		
Amortization and depreciation of intangible assets acquired through business combinations Amortization of intangible assets related to equity affiliates	75 30	93 30
Other financial income & charges	(417)	157
Provision for income taxes on adjustments	106	(16)
Non-controlling interests on adjustments	32	(28)
Adjusted net income (ANI)	583	724



# **INFORMATION RELATIVE TO COVID-19 IMPACT**

- Although the COVID-19 pandemic is having a more significant impact on certain countries or businesses than others, in the first half of 2021, Vivendi has demonstrated resilience in adapting its activities to continue to best serve and entertain its customers, while reducing costs to preserve its margins. The business activities demonstrated good resilience, in particular music and pay television. However, as expected, the pandemic's effects have slowed down certain businesses such as Havas Group and Vivendi Village (in particular live entertainment).
- Vivendi continually monitors the current and potential consequences of the crisis. It is difficult at this time to determine how it will impact Vivendi's results in 2021. Businesses related to live performance have a risk of being more impacted than others. Nevertheless, the Group remains confident in the resilience of its main businesses. It continues to make every effort to ensure the continuity of its activities, as well as to best serve and entertain its customers and audiences while complying with the guidelines of authorities in each country where it operates.
- A review of the value of assets with an indefinite life, goodwill in particular, was performed. Taking into account the performance achieved during the first half of the year by the business units, Vivendi did not identify any indications of a decrease in the recoverable amount compared to December 31, 2020.
- During the first half of 2021, Vivendi's Financial Net Debt improved by €2,075 million, from €4,953 million as of December 31, 2020, to €2,878 million as of June 30, 2021. In addition, Vivendi has significant financing capacity. As of June 30, 2021, €2.7 billion of the group's committed credit facilities were available.
- As of June 30, 2021, the average "economic" term of the group's financial debt, calculated based on the assumption that the available medium-term credit lines may be used to redeem the group's shortest term borrowings, was 4.5 years (compared to 4.8 years as of December 31, 2020).

# GLOSSARY

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

 $\Delta$  organic: at constant currency and perimeter.

Net revenues (Havas Group): correspond to revenues less pass-through costs rebilled to customers.

Adjusted earnings before interest and income taxes (EBITA): corresponds to EBIT before the amortization of intangible assets acquired through business combinations as well as the other catalogs of rights acquired by content production businesses and the impairment losses on goodwill and other intangibles acquired through business combinations, as well as other income and charges related to transactions with shareowners.

**EBITDA:** corresponds to EBITA, as presented in the Adjusted Statement of Earnings, before amortization and depreciation of tangible and intangible assets, restructuring charges, gains/(losses) on the sale of tangible and intangible assets, income from equity affiliates - operational and other non-recurring operating items.

Adjusted net income (ANI) includes the following items: EBITA, income from non-operating equity affiliates, interest, income from investments, as well as taxes and noncontrolling interests related to these items. It does not include the following items: the amortization of intangible assets acquired through business combinations and related to equity affiliates, the impairment losses on goodwill and other intangible assets acquired through business combinations, other income and charges related to transactions with shareowners, other financial charges and income, earnings from discontinued operations, provisions for income taxes and adjustments attributable to non-controlling interests, as well as non-recurring tax items (notably the changes in deferred tax assets pursuant to the Vivendi SE's tax group).

Cash flow from operations (CFFO): Net cash provided by operating activities after capital expenditures net, dividends received from equity affiliates and unconsolidated companies as well as cash payments for the principal of the lease liability and any interest thereon and before income taxes paid.

Cash flow from operations after interest and income tax paid (CFAIT): Net cash provided by operating activities after capital expenditures net, dividends received from equity affiliates and unconsolidated companies as well as cash payments for the principal of the lease liability and any interest thereon, and after interests and income taxes paid.

**Net financial debt:** Sum of value of borrowings at amortized cost, less cash and cash equivalents, cash management financial assets as well as derivative financial instruments, net (assets and liabilities) where the underlying instruments are financial net debt items, and cash deposits backing borrowings.

The percentages of change are compared to the same period of the previous accounting year, unless otherwise stated. Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.