

Natixis

Paris, September 20th 2017



RTL
GROUP

ENTERTAIN. INFORM. ENGAGE.

Agenda



Group highlights



Operational highlights



Future proofing our business and Outlook

A Revenue growth
Solid interim financial results

Revenue	€ 2,978 million	+3.5%	EBITDA Margin 21.0%
EBITDA	€ 626 million		
EBITA	€ 533 million		
Net Profit	€ 320 million	€ 1.00 interim dividend	

B Diversified revenue streams

Share of TV ad revenue below 50%, digital growing rapidly

RTL GROUP HY 2017 REVENUE SPLIT

(in %)

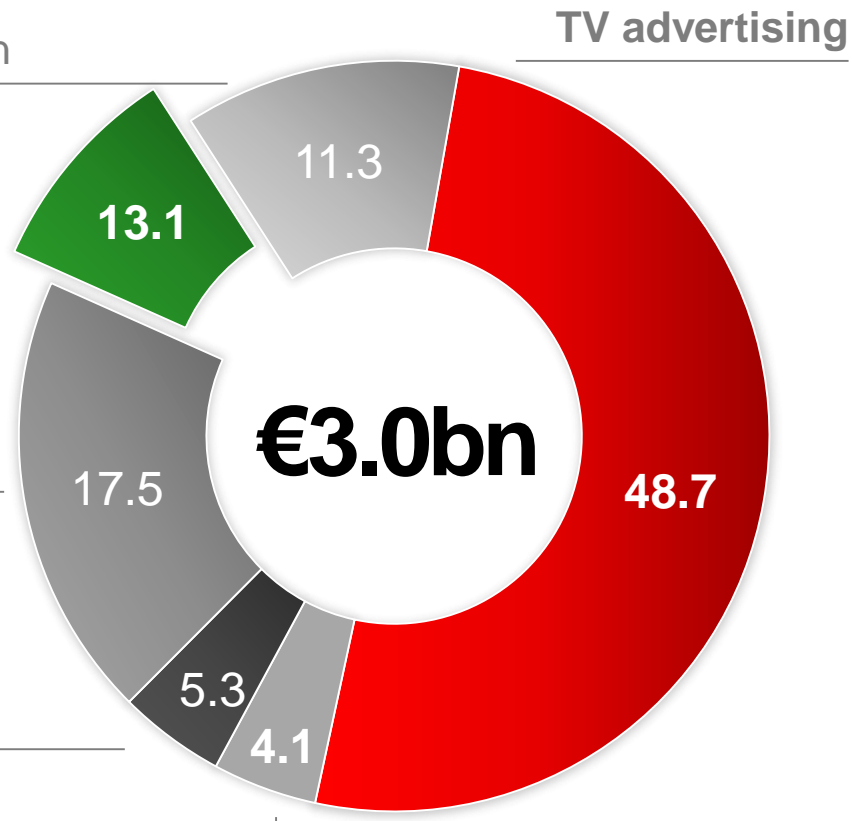
Other diversification

Digital

Content

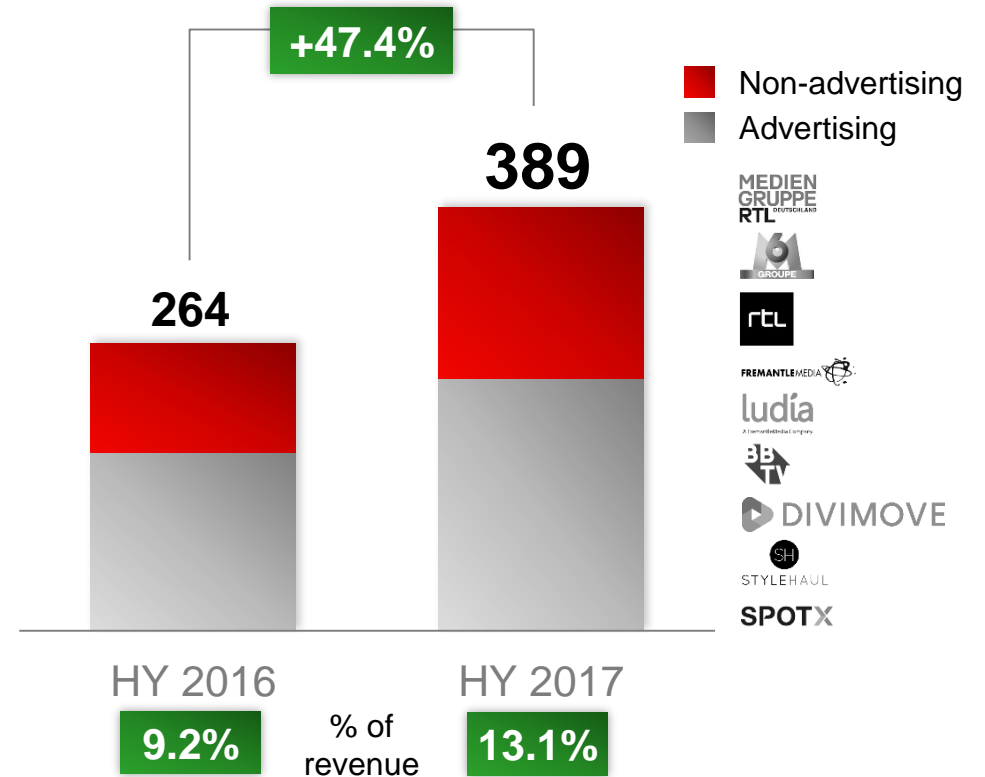
Platform revenue¹

Radio advertising



DIGITAL REVENUE

(in € million)¹



- Non-advertising
- Advertising

MEDIEN GRUPPE RTL

61 GROUP

rtl

FREMANTLEMEDIA

ludia

3B TV

DIVIMOVE

SH

STYLEHAUL

SPOTX

¹ Platform revenue defined as revenue generated across all pay platforms (cable, satellite, IPTV) including subscription and re-transmission fees

B Diversified revenue streams

TV platform revenues are continuing to grow by double-digits

RTL GROUP HY 2017 REVENUE SPLIT

(in %)

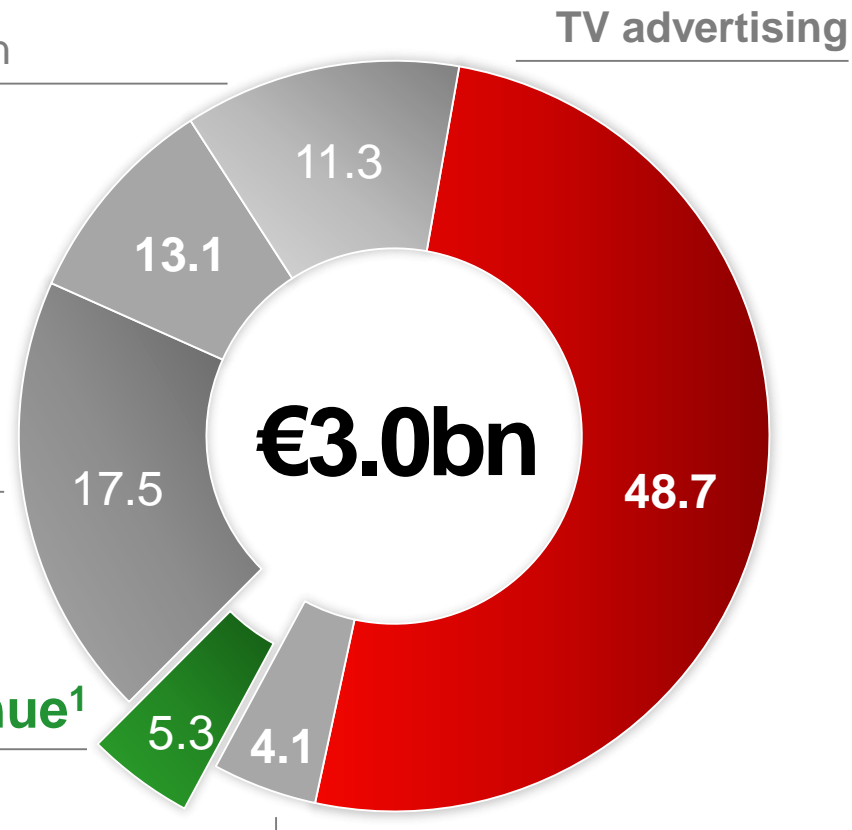
Other diversification

Digital

Content

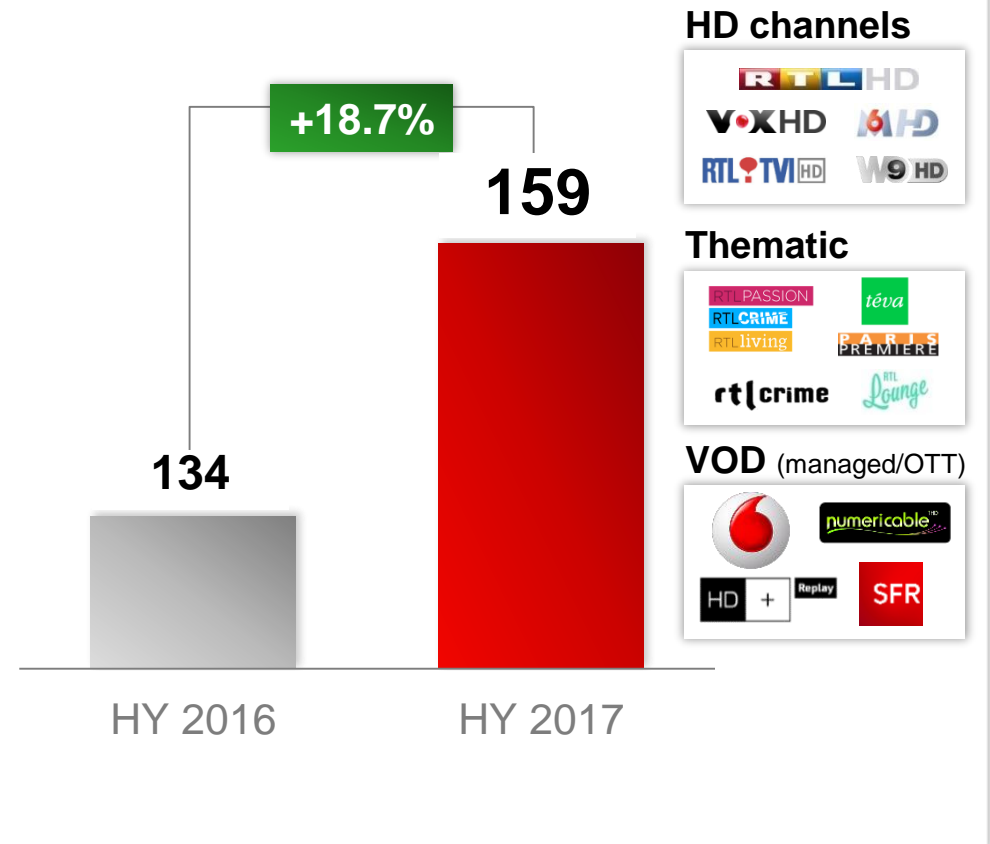
Platform revenue¹

Radio advertising



RTL GROUP PLATFORM REVENUE

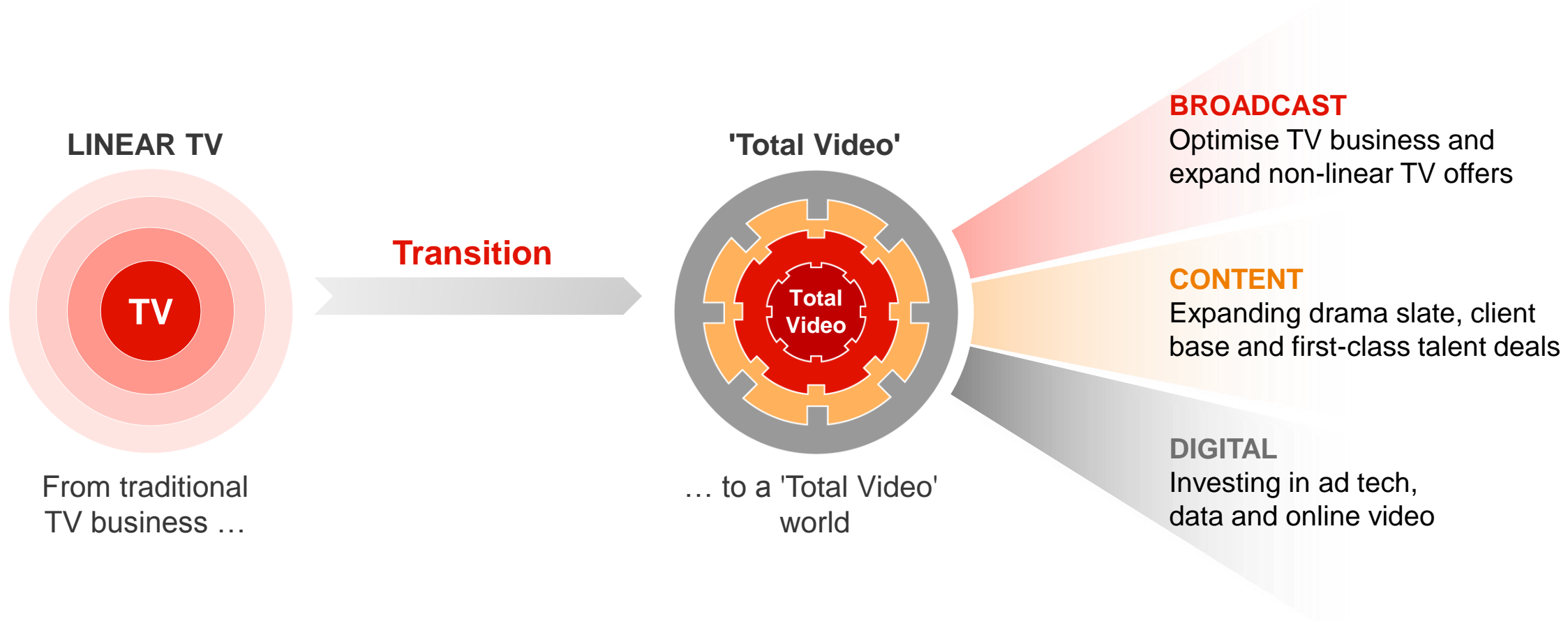
(in € million)¹



¹ Platform revenue defined as revenue generated across all pay platforms (cable, satellite, IPTV) including subscription and re-transmission fees



Consistent strategy RTL Group transitioning to 'Total Video'



Agenda



**Group
highlights**



**Operational
highlights**

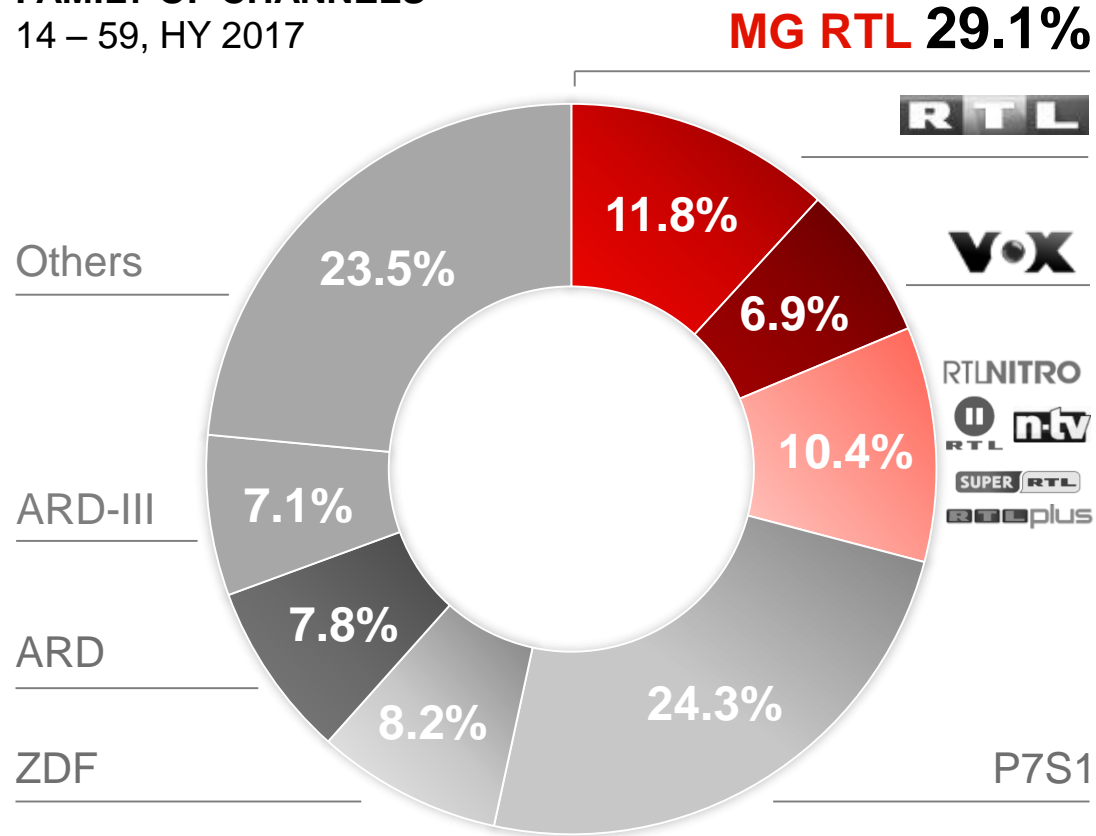


**Future proofing our
business and Outlook**

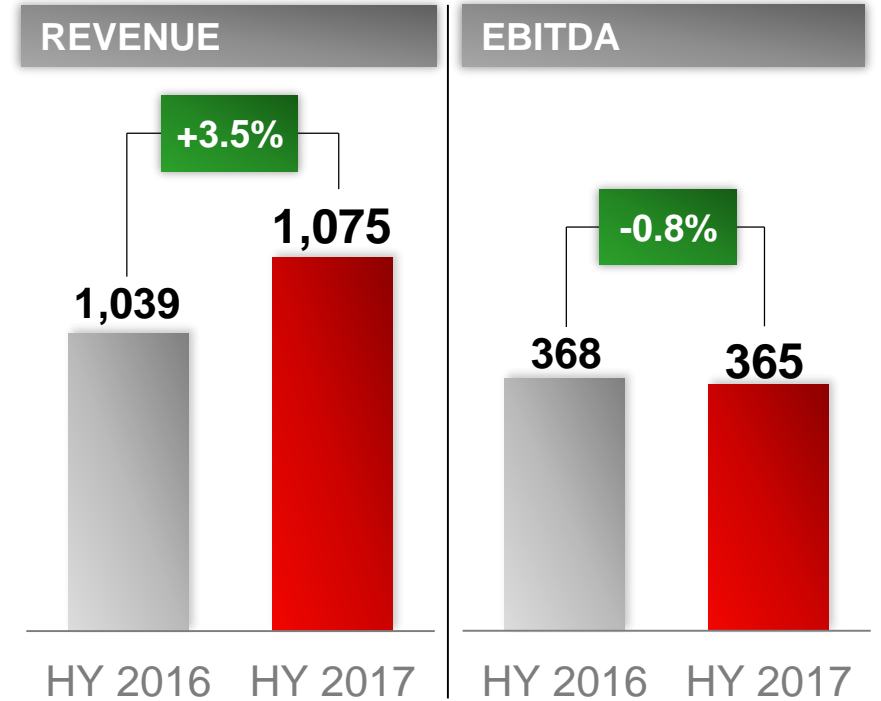
Mediengruppe RTL Deutschland

Out-performing TV advertising market ...

FAMILY OF CHANNELS
14 – 59, HY 2017



KEY FINANCIALS
(in € million)



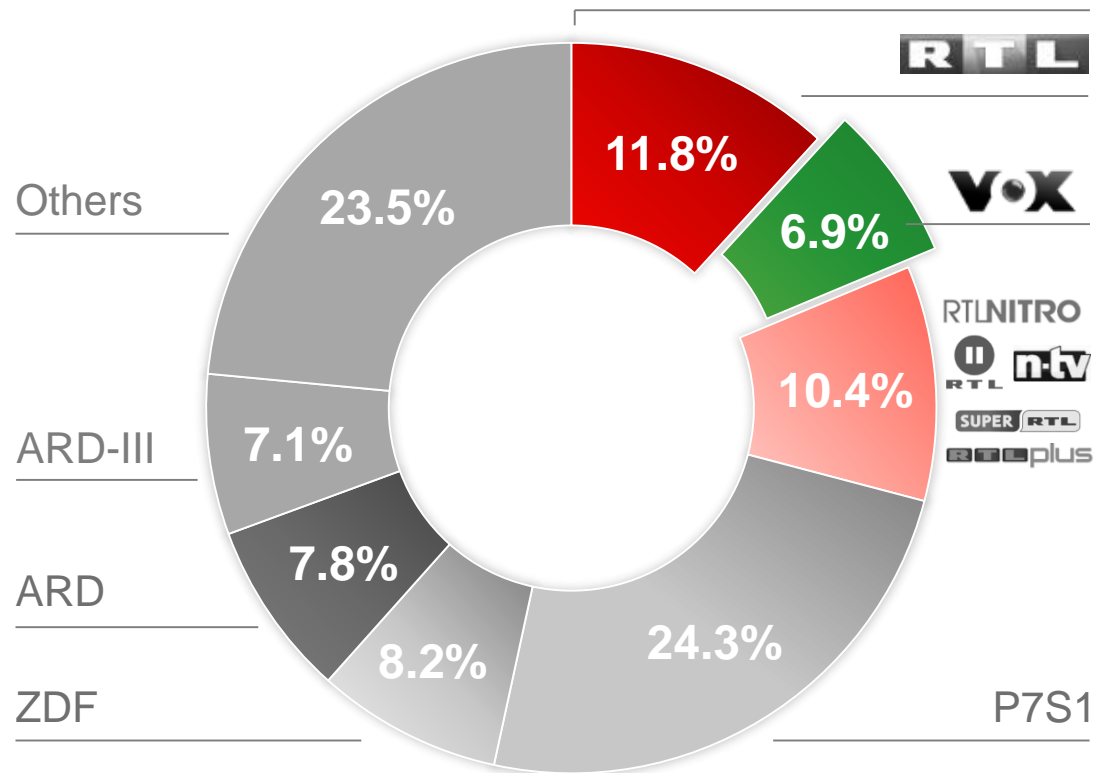
Source: AGF in cooperation with GfK
Note: MG RTL De including RTL II and Super RTL, excluding pay-TV channels

Mediengruppe RTL Deutschland ...and growing audience share at VOX

FAMILY OF CHANNELS

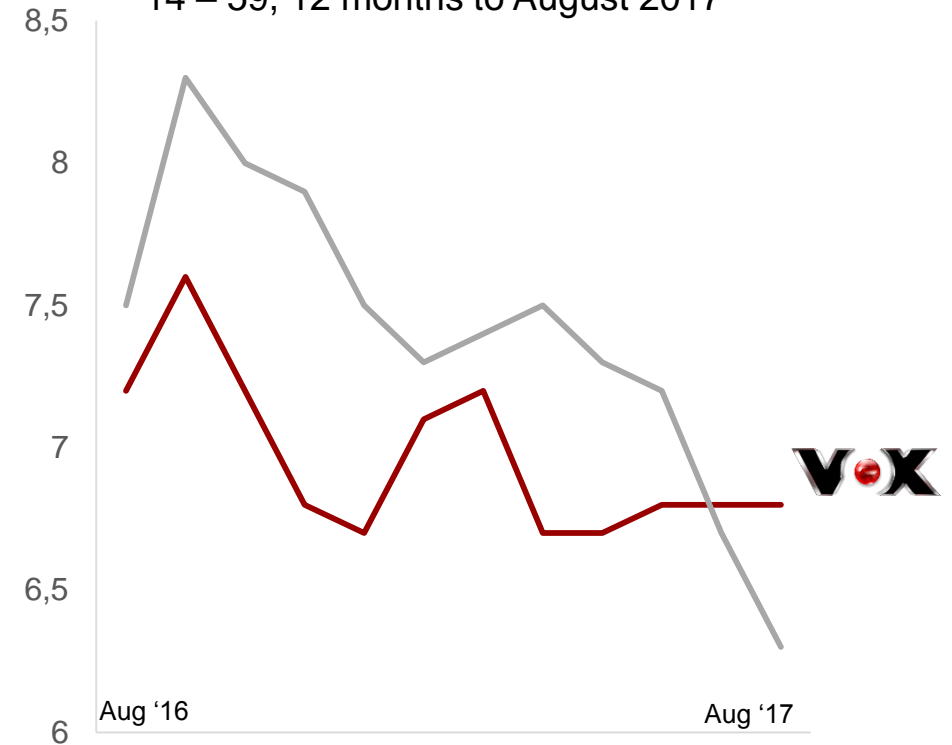
14 – 59, HY 2017

MG RTL 29.1%



VOX v's Prosieben

14 – 59, 12 months to August 2017



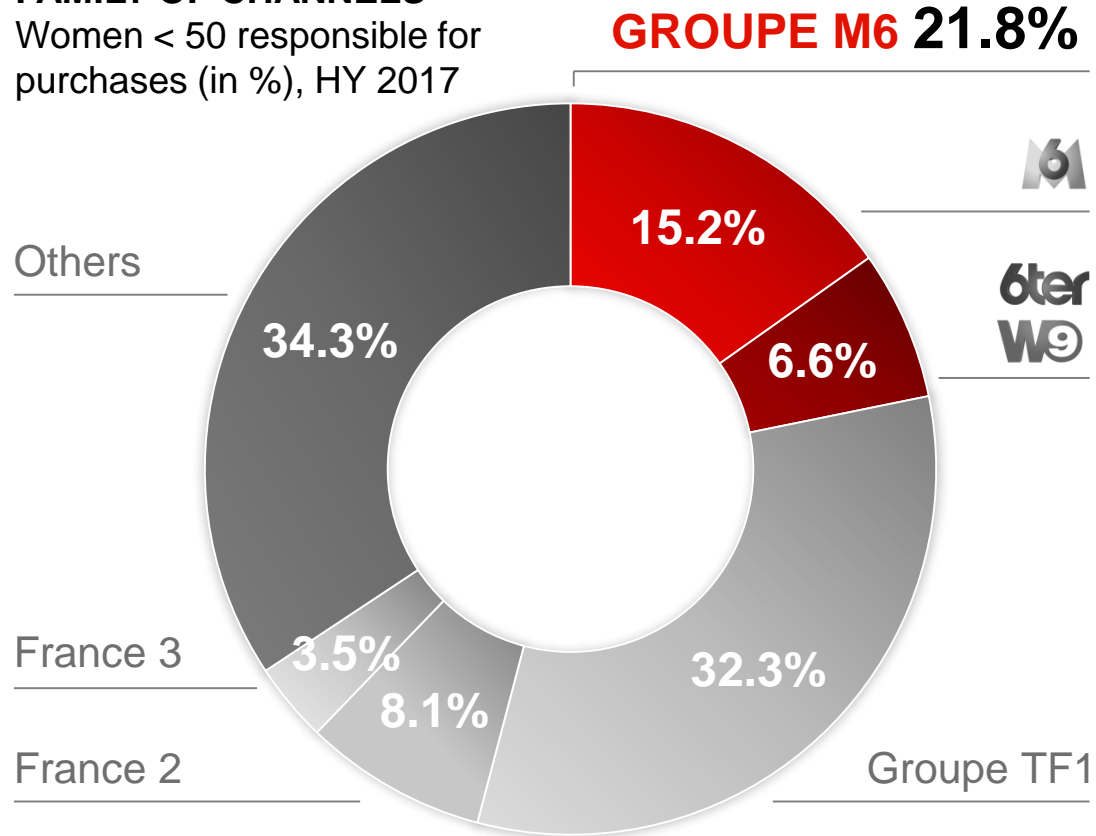
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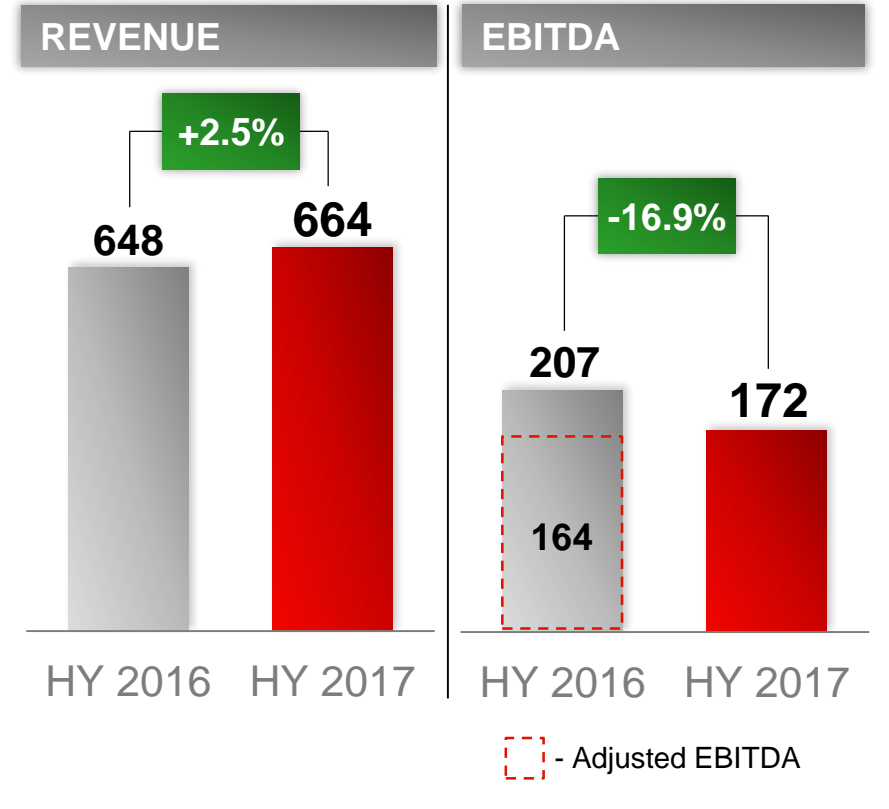
Groupe M6

Continues to out-perform TV ad market

FAMILY OF CHANNELS
Women < 50 responsible for purchases (in %), HY 2017



KEY FINANCIALS
(in € million)

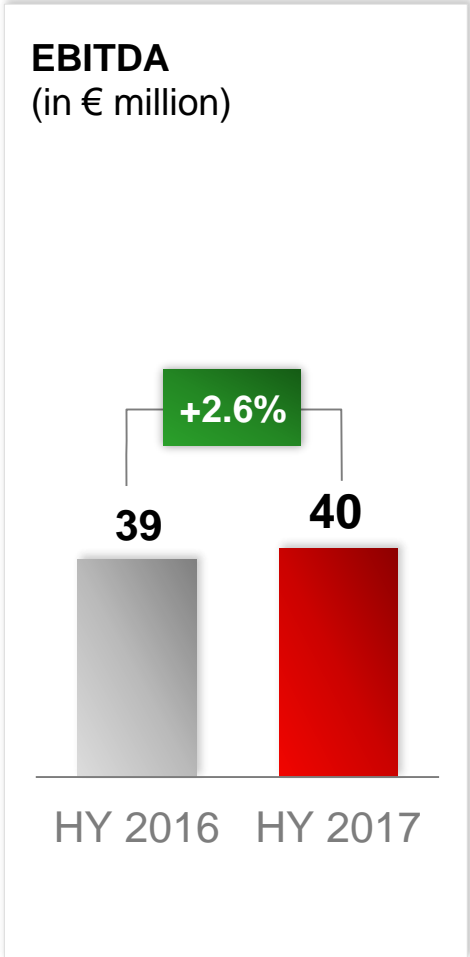
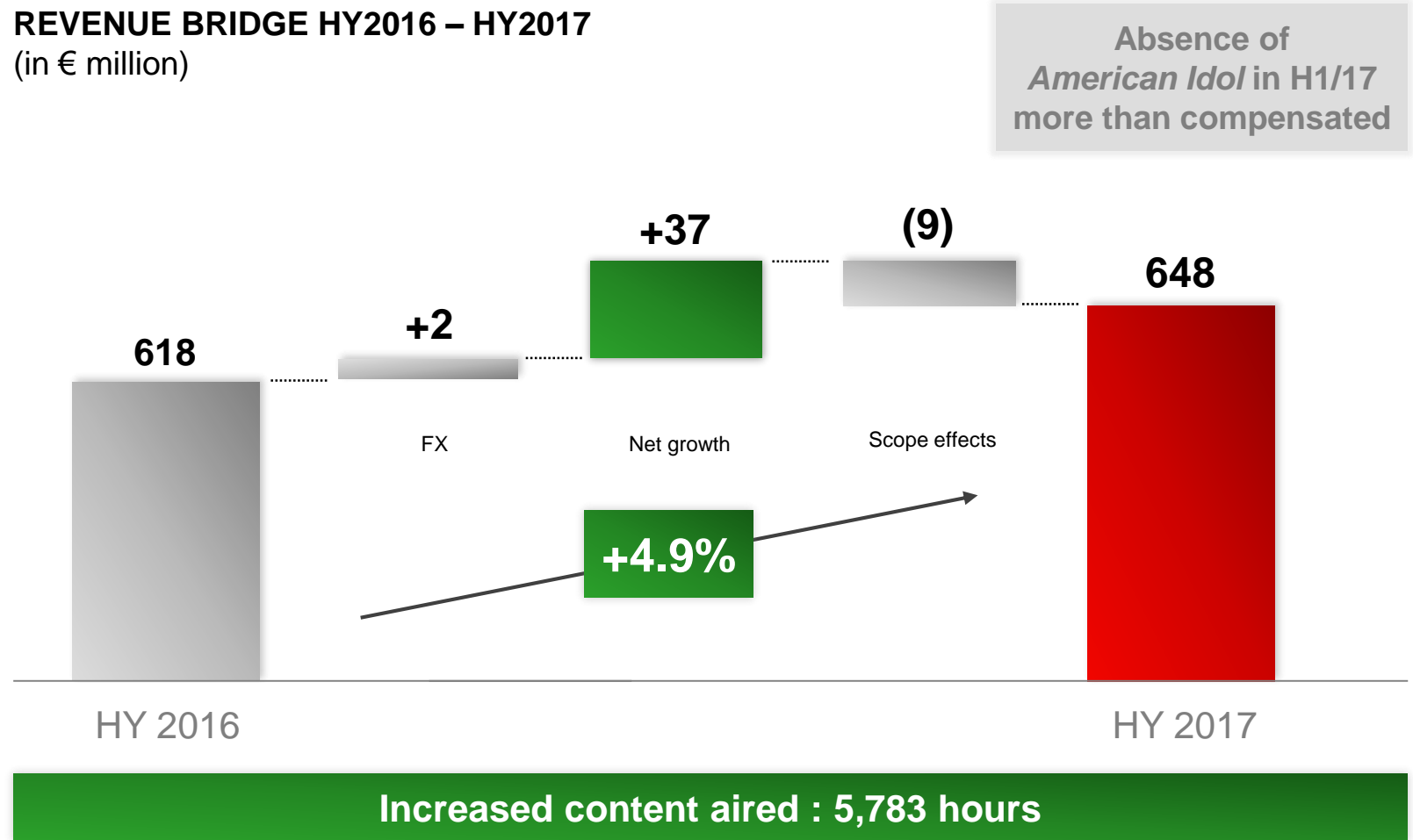


Source: Médiamétrie
Groupe M6: M6, W9 and 6ter; Groupe TF1: TF1, TMC, NT1 and HD1

FremantleMedia

Moderate revenue and EBITDA growth driven by...

REVENUE BRIDGE HY2016 – HY2017
(in € million)



FremantleMedia

High-end scripted business is a growth driver

International Drama
 ~15% of revenue
 in 2017 vs. 2% in 2013



1864

Dr Tinus

Wentworth s3

Wentworth s2

Deutschland 83

Acquitted s1

Doctor

Wentworth s1

Wentworth s4

No Offence s1

Acquitted s2

Doctor

Dicte s2

Dicte s3

The Young Pope

No Offence s2

Le Baron Noir

Modus s1

Ku Damm 56

American Gods

Hard Sun

Picnic Hanging Rock

The Rain

Modus s2

Reformation

Baghdad Central

Kim Kong

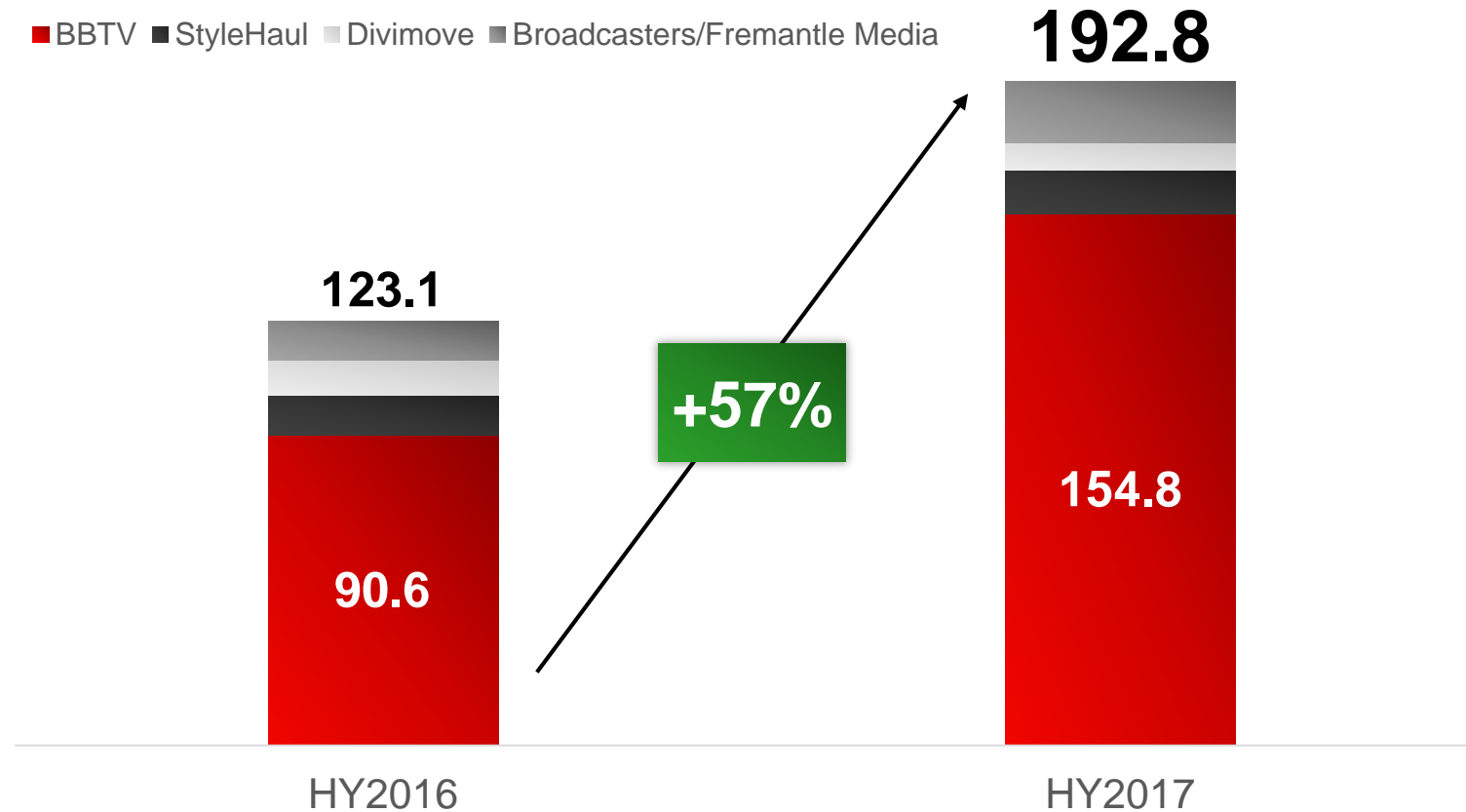


Multi-platform networks

Global No. 1 position in YouTube ecosystem

RTL GROUP TOTAL VIDEO VIEWS¹ HY2016 – HY2017
(in billions)

■ BBTV ■ StyleHaul ■ Divimove ■ Broadcasters/Fremantle Media



32bn
views/month

#1 Global MPN



#1 Fashion MPN

STYLEHAUL

#1 MPN in EU

DIVIMOVE

MEDIEN
GRUPPE
RTL
DEUTSCHLAND

rtl

6
GRUPE

FREMANTLEMEDIA

¹ Internal figures includes views from all RTL Group entities including own and operated platforms, consolidated view for BroadbandTV, StyleHaul and Divimove

Agenda



**Group
Highlights**



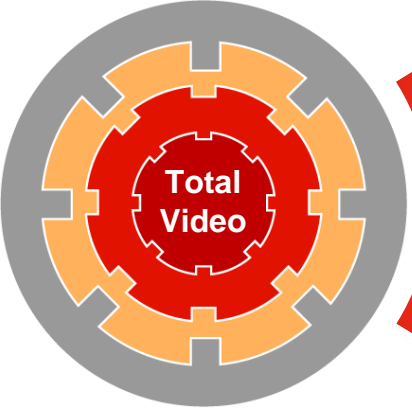
**Operational
highlights**




**Future proofing our
business and Outlook**

Future proofing our business and Outlook


We continue to invest for the future




INNOVATION

✓ 


15% stake in VR start-up

✓ 

Expanding int'l 'Total Video' sales house

✓ 

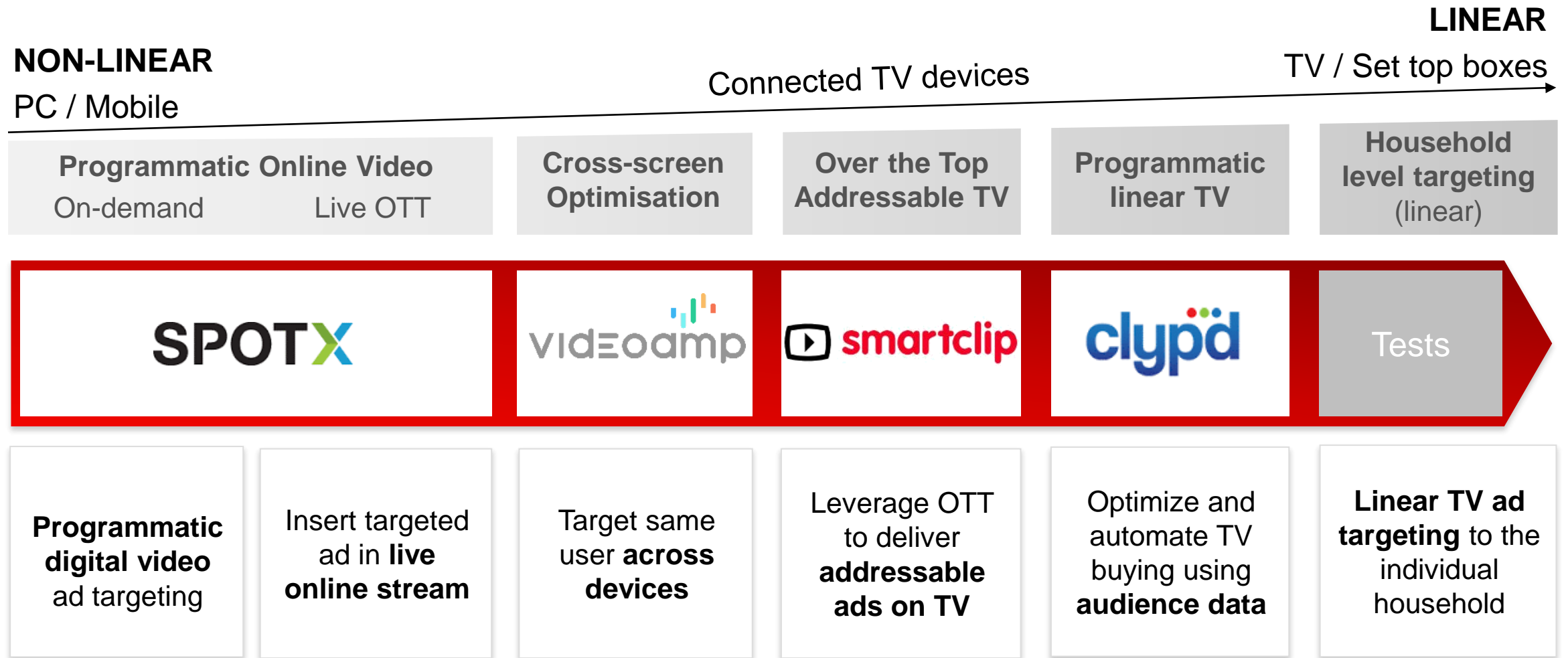
New data alliances in DE & FR



Close collaboration

Future proofing our business and Outlook

Addressable advertising products in “Total video”



Outlook

Maintain financial guidance for full-year 2017

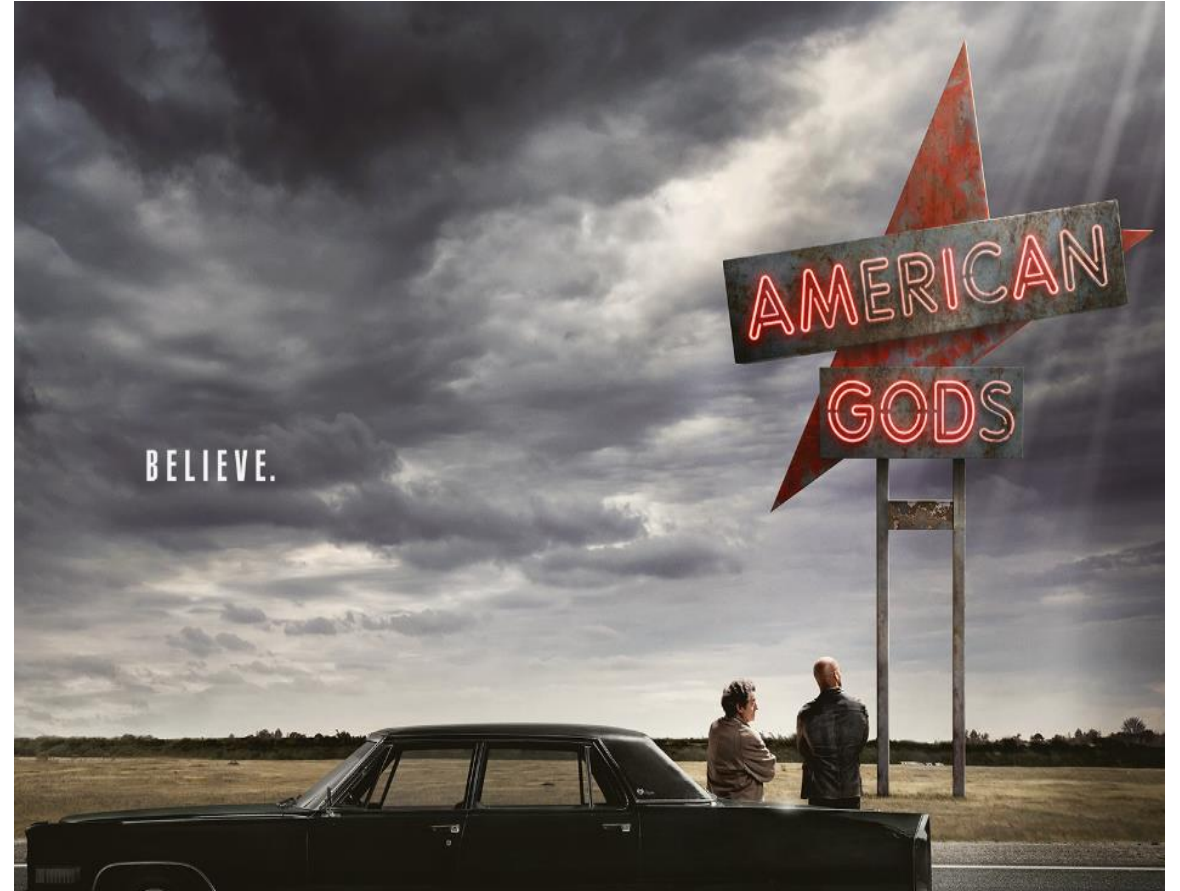
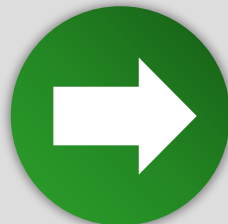
1

Revenue expected to grow **moderately**, in line with previous guidance



2

Reported EBITDA expected to be **broadly stable**



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