



April 17,  
2013

**PHILIPPE CAPRON**

Member of the Management Board  
Chief Financial Officer

**CREDIT INVESTOR  
PRESENTATION**

**IMPORTANT NOTICE:**

Financial results for the fiscal year ended December 31, 2012

Financial statements audited and prepared under IFRS

Investors are strongly urged to read the important disclaimer at the end of this presentation

# VIVENDI DELIVERS ON COMMITMENTS FOR 2012

**OPERATING PERFORMANCE**

**ADJUSTED NET INCOME**

**NET DEBT**

**ACQUISITIONS ANNOUNCED  
IN H2 2011**

**STRATEGIC REVIEW**



All businesses delivered in line or above guidance, in particular record results at Activision Blizzard and first benefits of SFR adaptation plan



Slightly above upgraded guidance\*



Net debt at end 2012 below guidance, thanks to strong cash flow generation



Closing in 2012 of EMI acquisition\*\* and the two strategic acquisitions by Canal+ in France and in Poland



Ongoing

# GOOD PERFORMANCE IN A CHALLENGING ENVIRONMENT

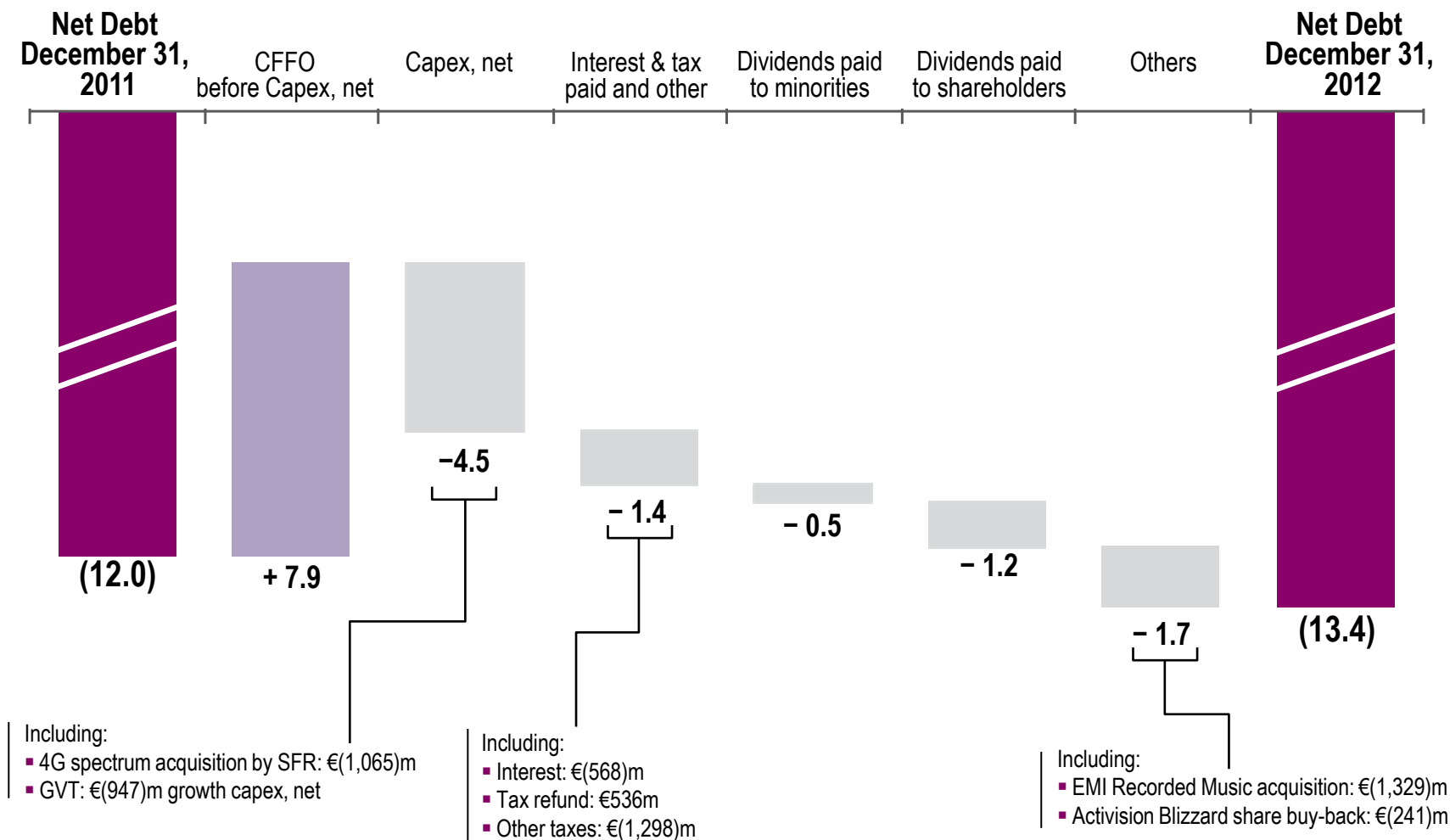
- Adjusted Net Income at €2,550 million, including the impact of transactions announced in H2 2011, restructuring charges in telecom operations and SFR fine
  
- Excluding those non-recurring items, **Adjusted Net Income was €2,862 million**, above upgraded guidance of around €2.7 billion\*, due to better than expected business performance:
  - Record results at Activision Blizzard driven by the strength of its franchises
  - Better-than-expected SFR EBITDA thanks to implementation of adaptation plan and strong commercial cost control
  - EBITDA stabilization at Maroc Telecom Group due to outstanding results of international activities
  - Record EBITDA margin for GVT
  
- **Very strong cash generation for all businesses, leading to €13.4 billion net debt end 2012 (guidance: below €14 billion)**

# HIGH CASH FLOWS OF €7.9 BILLION ALLOWING SIGNIFICANT GROWTH INVESTMENTS: 4G SPECTRUM, GVT

CFFO before capex, net			<i>In euro millions - IFRS</i>	CFFO		
2011	2012	Change		2011	2012	Change
929	1,161	+ 25.0%	Activision Blizzard	877	1,104	+ 25.9%
495	528	+ 6.7%	Universal Music Group	443	472	+ 6.5%
3,841	3,429	- 10.7%	SFR	2,032	693	- 65.9%
1,501	1,523	+ 1.5%	Maroc Telecom Group	1,035	1,066	+ 3.0%
558	621	+ 11.3%	GVT	(147)	(326)	
735	706	- 3.9%	Canal+ Group	484	476	- 1.7%
70	-		NBC Universal Dividends	70	-	
(95)	(96)		Holding & Corporate / Others	(100)	(103)	
<b>8,034</b>	<b>7,872</b>	<b>- 2.0%</b>	<b>Total Vivendi</b>	<b>4,694</b>	<b>3,382</b>	<b>- 28.0%</b>

- Capex, net excluding spectrum acquisition\*: €3,425m in 2012, up €235m mostly driven by GVT (+€242m) due to acceleration of network rollout and pay-TV launch

# NET DEBT BELOW GUIDANCE AT €13.4BN END 2012 AND BELOW €13BN AFTER SALE OF PARLOPHONE AND SANCTUARY\*



# PRUDENT FUNDING STRATEGY

## OUR OBJECTIVES

## WHERE WE STAND AT END 2012

### COMMIT TO BBB / Baa2 RATING

- ▶ Sustained BBB / Baa2 rating since 2005\*

### MAINTAIN / INCREASE AVERAGE DEBT DURATION ABOVE 4 YEARS

- ▶ Average maturity of the debt: 4.4 years vs. 4.0 years at the end of 2011

### INCREASE BONDS SHARE IN GROSS DEBT TO 70%

- ▶ 61% of issued debt in bonds vs. 59% at the end of 2011

### REFINANCE 1 YEAR IN ADVANCE AS MUCH AS POSSIBLE ALL EXPIRING BANK CREDIT FACILITIES / BONDS

- ▶ Several financing operations in 2012/2013  
All needs covered until 2014

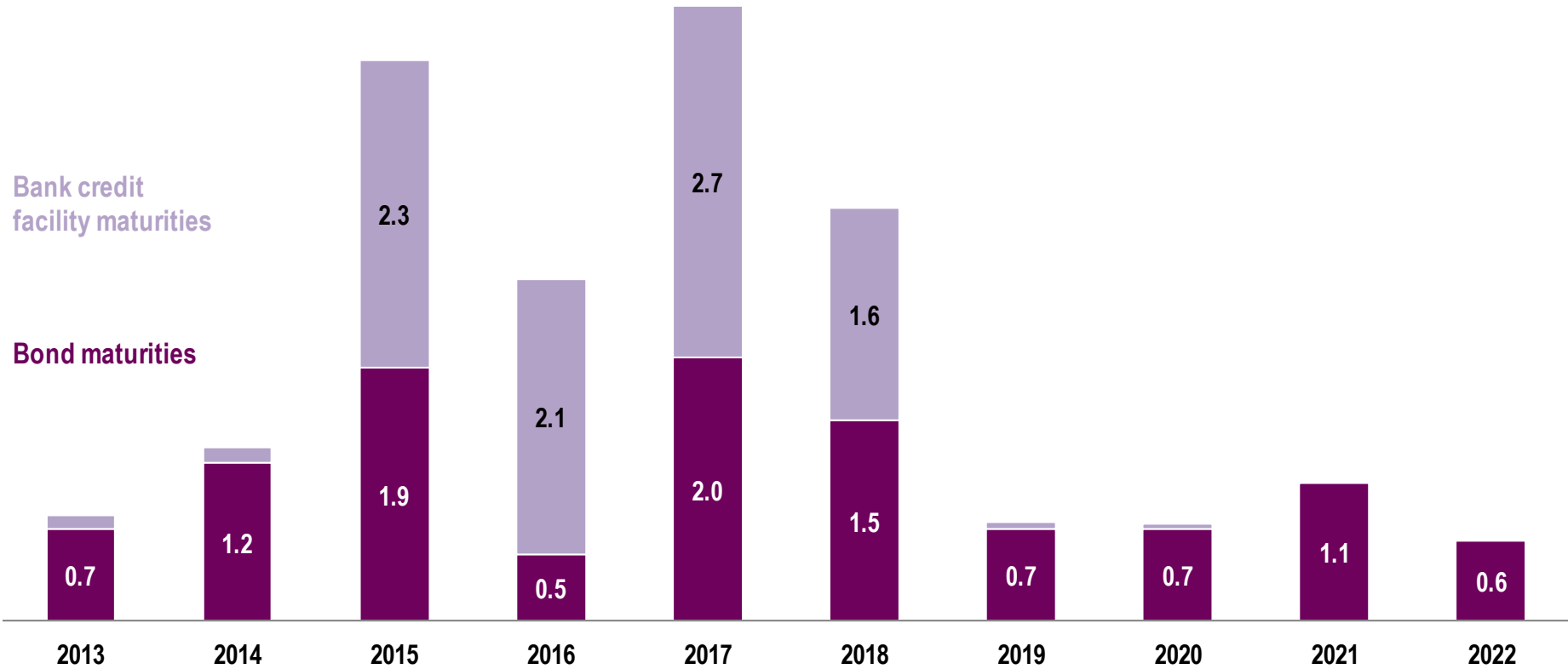
### KEEP CASH BUFFER OF AT LEAST €2BN

- ▶ €3.4bn credit lines available (net of credit lines used as back-up to commercial paper program)

# FINANCING ACTIVELY MANAGED THANKS TO MARKET SUPPORT

- Low interest charge thanks to a €4 billion commercial paper program (backed with credit lines) at ~0.2% cost in 2012. In 2013, Vivendi increased the maximum amount of this program to €5 billion.
- Several refinancing operations since January 2012
  - Setting up of two 5-year bank credit facilities for a cumulated amount of €2.6 billion\* in 2012
  - In January and April 2012, issuance of €1.55 billion in bonds with maturities of 5.5 years and 9 years
  - In April 2012, issuance of \$2 billion in bonds with maturities ranging from 3 years to 10 years, and repurchase of our outstanding \$700 million 5.75% notes due April 2013
  - In December 2012, issuance of €700 million in bonds with 7-year maturity
  - In March 2013, early refinancing of a €1.5 billion bank credit line maturing May 2014 by signing a new credit line for the same amount with a 5-year maturity
- In connection with the appeal of the verdict rendered in Liberty Media lawsuit, a letter of credit in favor of the Liberty Media Corporation was issued in 2013 for €975 million. This off-balance sheet financial commitment has no impact on Vivendi net debt

# VIVENDI DEBT MATURITY PROFILE *(in euro billions, as of December 31, 2012, pro forma\*)*





# BOARD'S NEW VISION: 1/ STRENGTHEN MEDIA AND CONTENT

## OUR CONVICTION

- ▶ Our strong presence in content is a strategic asset in the “digital world”

## OUR STRENGTHS

A solid, unique foundation to build a worldwide European-born media leader

- Vivendi has leading positions in valuable businesses: games, music and audiovisual
- Vivendi owns and creates high-quality content with strong brands and unique know-how



## OUR OBJECTIVES

1. Better growth prospects for the future
2. Shareholder return focused  
Capital allocation combining investments, dividends and share buybacks
3. Higher group valuation  
Re-focused organization, lower corporate costs, no justification for conglomerate discount

# BOARD'S NEW VISION: 2/ MAXIMIZE SFR VALUE

- ▶ Stabilizing operations
- ▶ Investing to boost growth
- ▶ Studying partnerships

## 1. Proactive commercial strategy

- Stay competitive on mobile offers and protect premium customer base
- Increase segmentation between low-cost and premium offers
- Be the leader on 4G: Best network, handset choice and customer service

## 2. Cost structure adaptation to a new bipolarized market

- Execute announced €500m fixed cost savings plan by end 2014

## 3. Studying partnerships: Network sharing / industrial partnerships

# 2013 GUIDANCE / HIGHLIGHT BY BUSINESS



EBITA above \$1 billion

According to February 7, 2013's announcement on outlook, Activision Blizzard is considering or may consider during 2013, substantial stock repurchases, dividends, acquisitions, licensing or other non-ordinary course transactions, and significant related debt financings\*



Increase in EBITA, with positive contribution from EMI Recorded Music including restructuring



EBITA of around €670m (excluding restructuring charges related to pay TV in Poland), up €50m compared with 2012 pro forma EBITA\*\*

\* The company's first quarter and full year 2013 outlooks do not take into account any such transactions or financings that may or may not occur during the year, with the exception of the \$0.19 per share cash dividend announced on February 7, 2013

\*\* 2012 pro forma EBITA of €620m including €95m loss related to D8/D17 and 'n', assuming ownership as of January 1, 2012

# 2013 GUIDANCE / HIGHLIGHT BY BUSINESS



EBITDA close to €2.9 billion  
Capex around €1.6 billion  
Target of ~€500 million savings on operating costs by end 2014



EBITDA margin maintained at a substantial level of approx. 56%  
Slight growth in EBITDA – Capex\*



Revenue growth: Low 20's at constant currency  
EBITDA margin: Slightly above 40%  
EBITDA – Capex close to breakeven

# CONCLUSION

- Key priorities for 2013:
  - Focus on cash flow generation in a slow economic environment
  - Continue to adapt our telecoms businesses to a challenging environment
  - Integrate acquisitions closed in 2012 and deliver initial synergies
  - Implement Board's new vision: Strengthen media and content, and maximize SFR value
- Focus on shareholder value creation, Adjusted EPS and commitment to BBB/Baa2 credit rating
- Management board to propose a €1 dividend per share, to be paid in cash as of May 17, 2013

# vivendi



**vivendi**

**APPENDICES**

11





# BONDS *(as of December 31, 2012)*

<i>(in millions of euros)</i>	Interest rate (%) nominal	Maturity	December 31, 2012
€700 million (December 2012)	2.500%	Jan-20	700
\$550 million (April 2012)	2.400%	Apr-15	420 (a)
\$650 million (April 2012)	3.450%	Jan-18	491
\$800 million (April 2012)	4.750%	Apr-22	604
€1,250 million (January 2012)	4.125%	Jul-17	1,250
€500 million (November 2011)	3.875%	Nov-15	500
€500 million (November 2011)	4.875%	Nov-18	500
€1,000 million (July 2011)	3.500%	Jul-15	1,000
€1,050 million (July 2011)	4.750%	Jul-21	1,050
€750 million (March 2010)	4.000%	Mar-17	750
€700 million (December 2009)	4.875%	Dec-19	700
€500 million (December 2009)	4.250%	Dec-16	500
€300 million - SFR (July 2009)	5.000%	Jul-14	300
€1,120 million (January 2009)	7.750%	Jan-14	894
\$700 million (April 2008)	6.625%	Apr-18	529
€700 million (October 2006)	4.500%	Oct-13	700
<b>Nominal value of bonds</b>			<b>10,888</b>

(a) A USD/EUR foreign currency hedge (cross-currency swap) was set up to hedge this tranche denominated in US dollar and issued in April 2012 with a 1.3082 EUR/USD rate, or a €420 million counter value at maturity. As of December 31, 2012, the counter value of this bond converted at the closing rate amounted to €415 million.

# BANK CREDIT FACILITIES *(as of December 31, 2012, pro forma\*)*

<i>(in millions of euros)</i>	<b>Maturity</b>	<b>Maximum amount</b>
€1.5 billion revolving facility (May 2012)	May-17	1,500
€1.1 billion revolving facility (January 2012)	Jan-17	1,100
€40 million revolving facility (January 2012)	Jan-15	40
€5.0 billion revolving facility (May 2011) tranche C: €2.0 billion	May-16	2,000
€1.0 billion revolving facility (September 2010)	Sep-15	1,000
€1.2 billion revolving facility - SFR (June 2010)	Jun-15	1,200
€1.5 billion revolving facility (March 2013)*	Mar-18	1,500
GVT - BNDES	2017-2020	570
Maroc Telecom - MAD 3 billion loan	Jul-14	94
Canal+ Group - VSTV	Feb-14	35
<b>Total bank credit facilities</b>		<b>9,039</b>

\* Including the impact of the early refinancing in March 2013 of a €1.5 billion bank credit line maturing May 2014 by signing a new credit line for the same amount with a 5-year maturity



## APPENDICES

Detailed Vivendi Financial Results

# EBITDA

<i>In euro millions - IFRS</i>	2011	2012	Change	Constant currency
Activision Blizzard	1,174	1,315	+ 12.0%	+ 4.9%
Universal Music Group	623	674	+ 8.2%	+ 5.0%
SFR	3,800	3,299	- 13.2%	- 13.2%
Maroc Telecom Group	1,500	1,505	+ 0.3%	- 0.9%
GVT	601	740	+ 23.1%	+ 33.4%
Canal+ group	913	940	+ 3.0%	+ 3.1%
Holding & Corporate / Others	(118)	(120)		
<b>Total Vivendi</b>	<b>8,493</b>	<b>8,353</b>	<b>- 1.6%</b>	<b>- 2.3%</b>

-10.6% excl. non recurring items\*

# EBITA

<i>In euro millions - IFRS</i>	2011	2012	Change	Constant currency
Activision Blizzard	1,011	1,149	+ 13.6%	+ 6.6%
Universal Music Group	507	525	+ 3.6%	+ 1.2%
SFR	2,278	1,600	- 29.8%	- 29.8%
Maroc Telecom Group	1,089	987	- 9.4%	- 10.5%
GVT	396	488	+ 23.2%	+ 33.7%
Canal+ Group	701	663	- 5.4%	- 5.3%
Holding & Corporate / Others	(122)	(129)		
<b>Total Vivendi</b>	<b>5,860</b>	<b>5,283</b>	<b>- 9.8%</b>	<b>- 10.7%</b>

-18% excl. non recurring items\* and restructuring charges

-2.1% excl. 2012 restructuring charges of €(79)m

+ 58% excl. impact of change in VAT

+ 1.9% excl. impact of D8 / D17 re-launch for €(45)m and 'n' acquisition for €(7)m

# INTEREST

<i>In euro millions (except where noted) – IFRS</i>	<b>2011</b>	<b>2012</b>
<b>Interest</b>	<b>(481)</b>	<b>(568)</b>
Interest expense on borrowings	(529)	(599)
<i>Average interest rate on borrowings (%)</i>	3.87%	3.50%
<i>Average outstanding borrowings (in euro billions)</i>	13.7	17.1
Interest income from cash and cash equivalents	48	31
<i>Average interest income rate (%)</i>	1.16%	0.91%
<i>Average amount of cash equivalents (in euro billions)</i>	4.1	3.4

Including Activision Blizzard's cash position of €3.3bn as of December 31, 2012

# CAPEX, NET

<i>In euro millions - IFRS</i>	2011	2012	Change
Activision Blizzard	52	57	+ 9.6%
Universal Music Group	52	56	+ 7.7%
SFR	1,809	2,736	+ 51.2%
Maroc Telecom Group	466	457	- 1.9%
GVT	705	947	+ 34.3%
Canal+ Group	251	230	- 8.4%
Holding & Corporate / Others	5	7	
<b>Total Vivendi</b>	<b>3,340</b>	<b>4,490</b>	<b>+ 34.4%</b>

Almost flat at €1,671m excl. 4G spectrum acquisition in 2011 (€150m) and 2012 (€1,065m)

€3,425m excl. 4G spectrum acquisition at SFR



## **APPENDICES**

Glossary & Disclaimers



# GLOSSARY

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

**Adjusted earnings before interest, income taxes and amortization (EBITDA):** As defined by Vivendi, EBITDA corresponds to EBITA as presented in the Adjusted Statement of Earnings, before depreciation and amortization of tangible and intangible assets, restructuring charges, gains/(losses) on the sale of tangible and intangible assets and other non-recurring items.

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

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

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

**Financial net debt:** 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 financial instruments in assets, cash deposits backing borrowings, and certain cash management financial assets (included in the Consolidated Statement of Financial Position under "financial assets").

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

# ACTIVISION BLIZZARD STANDALONE DEFINITION & DISCLAIMER

## 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 GAAP) and excluding (non-GAAP) certain items. The non-GAAP financial measures exclude the following items, as applicable in any given reporting period: the change in deferred net revenue and related cost of sales with respect to certain of Activision Blizzard's online-enabled games; expenses related to stock-based compensation; expenses related to restructuring; the amortization of intangibles, and impairment of intangible assets and goodwill; and the income tax adjustments associated with any of the above items.

## Outlook - disclaimer

The statements contained in this presentation that are not historical facts are forward-looking statements. Activision Blizzard generally uses words such as "outlook," "will," "could," "should," "would," "might," "remains," "to be," "plans," "believes," "may," "expects," "intends as," "anticipates," "estimate," "future," "plan," "positioned," "potential," "project," "scheduled," "set to," "subject to," "upcoming" and similar expressions to identify forward-looking statements. These forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties.

Activision Blizzard cautions that a number of important factors could cause Activision Blizzard's actual future results and other future circumstances to differ materially from those expressed in any such forward looking statements. Such factors include, but are not limited to, sales levels of Activision Blizzard's titles, the impact of the current macroeconomic environment, increasing concentration of titles shifts in consumer spending trends, Activision Blizzard's ability to predict consumer preferences, including interest in specific genres such as first-person action and massively multiplayer online games and preferences among competing hardware platforms, maintenance of relationships with key personnel, customers, licensees, licensors, vendors, and third-party developers, including the ability to attract, retain and develop key personnel and developers that can create high quality "hit" titles, the seasonal and cyclical nature of the interactive entertainment market, changing business models, including digital delivery of content, competition, including from used games and other forms of entertainment, possible declines in software pricing, product returns and price protection, product delays, the console transition, adoption rate and availability of new hardware (including peripherals) and related software, rapid changes in technology and industry standards, the current regulatory environment, litigation risks and associated costs, protection of proprietary rights, counterparty risks relating to customers, licensees, licensors and manufacturers, domestic and international economic, financial and political conditions and policies, foreign exchange rates and tax rates, and potential challenges associated with geographic expansion. These important factors and other factors that potentially could affect Activision Blizzard's financial results are described in Activision Blizzard's most recent annual report on Form 10-K and other filings with the SEC.

The forward-looking statements in this presentation are based on information available to Activision Blizzard as of February 7, 2013 and, while believed to be true when made, may ultimately prove to be incorrect. Activision Blizzard may change its intention, belief or expectation, at any time and without notice, based upon any changes in such factors, in Activision Blizzard's assumptions or otherwise. Activision Blizzard undertakes no obligation to release publicly any revisions to any forward-looking statements to reflect events or circumstances after February 7, 2013 or to reflect the occurrence of unanticipated events.

For a full reconciliation of GAAP and non-GAAP measures and for more detailed information on Activision Blizzard's Q4 and FY 2012 financial performance, please see Activision Blizzard's press release dated February 7, 2013, which is available on Activision Blizzard's website ([www.activisionblizzard.com](http://www.activisionblizzard.com)).

# IMPORTANT LEGAL DISCLAIMER

## Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements with respect to Vivendi's financial condition, results of operations, business, strategy, plans, and outlook of Vivendi, including projections regarding the payment of dividends as well as the impact of certain transactions. 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 in connection with certain transactions as well as the risks described in the documents of the group filed with the Autorité des Marchés Financiers (French securities regulator), which are available in English on Vivendi's website ([www.vivendi.com](http://www.vivendi.com)). Investors and security holders may obtain a free copy of documents filed by Vivendi with the Autorité des Marchés Financiers at [www.amf-france.org](http://www.amf-france.org), or directly from Vivendi. Accordingly, readers of this presentation are cautioned against relying on any of 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.

## Un-sponsored ADRs

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

# INVESTOR RELATIONS TEAM

**Jean-Michel Bonamy**

Executive Vice President  
Head of Investor Relations

+33.1.71.71.12.04

jean-michel.bonamy@vivendi.com

## PARIS

42, avenue de Friedland  
75380 Paris cedex 08 / France

Phone: +33.1.71.71.32.80

Fax: +33.1.71.71.14.16

**France Bentin**

IR Director

france.bentin@vivendi.com

**Aurélia Cheval**

IR Director

aurelia.cheval@vivendi.com

## NEW YORK

800 Third Avenue  
New York, NY 10022 / USA

Phone: +1.212.572.1334

Fax: +1.212.572.7112

**Eileen McLaughlin**

Vice President IR North America

eileen.mclaughlin@vivendi.com

For all financial or business information,  
please refer to our Investor Relations website  
at: <http://www.vivendi.com>