



- 2007 Adjusted Net Income up 8.3% and dividend up 8.3%
- Q1 2008: quality results delivered by each business
- Four strategic transactions to strengthen our businesses
  - Increasing revenues from €20Bn in 2006 to approximately €30Bn in 2009
- In 2008, focus on integration and consolidation to generate maximum value
- Commitment to value creation and high return through dividends





■ Adjusted Net Income: €2,832m; + 8.3%

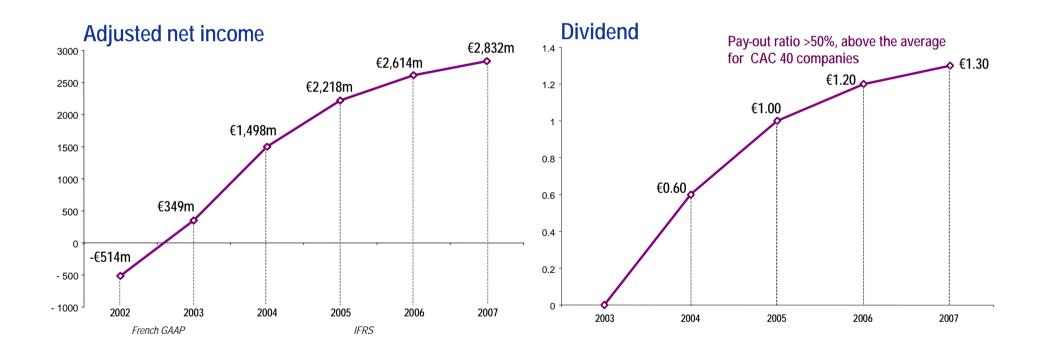
Cash Flow From Operations: €4,881m; + 9.3%

■ Dividend: €1.30 per share, up 8.3%

53.5% pay-out



# Each year, our results and our dividend increase





### 2008: a year of integration and consolidation

Consolidation of recently acquired businesses:

UMG: Deliver strategic benefits from Bertelsmann Music Publishing and

Sanctuary

■ Canal + Group: By 2010 deliver €350m/year from synergies following the acquisition of TPS

■ Maroc Telecom Group: Optimize integration of new African subsidiaries

Nearing completion of the two transforming deals announced at the end of 2007:

Vivendi Games: Complete the merger of Activision and Vivendi Games to create

Activision Blizzard, the world's largest, most profitable

Pure-Play Video Game Publisher

SFR: Finalize the tender offer and integrate Neuf Cegetel





### Strategic rationale

- → Create a real competitor to France Telecom in mobile and fixed market segments
- Offer a full service to meet customers' changing needs (incl. enterprise)
- → Enhance fiber optic investment case
- → Accelerate convergence opportunities
- → Enhance SFR's growth profile
- Benefit from the take-off of mobile Internet

### SFR achieved control of Neuf Cegetel in April 2008

- French Finance Minister approval
- → SFR owns 78% of Neuf Cegetel before the launch of the offer
- → Simplified Public Purchase Offer for the remaining shares from May 19<sup>th</sup> through June 13<sup>th</sup>











### Strategic rationale

- Investment in a high growth sector with excellent margins
- → Leading and complementary businesses
- → Unique portfolio of franchises on Consoles, PC, subscription-based online games
- → World class management team
- → Compelling financial rationale
- Realization of Blizzard and Vivendi Games' values

### Activision Blizzard: closing expected around the end of H1 2008

- → US regulatory approval
- → European regulatory approval
- → Proxy filing with SEC
- → Activision shareholders' meeting (July 8, 2008) Vivendi to own 52% of Activision Blizzard
- → Activision Blizzard to launch a tender offer at \$27.50/share



### Highlights of first quarter 2008

#### **UMG** strongly improved results

■ Revenues: +6.8% at constant currency

■ EBITA: +111.1% c.c



- Continuous increase in digital revenues
- Integration of BMGP and Sanctuary
- New music offering with MySpace

#### Canal + Group's strong performance

Revenues: +4.5%

■ EBITA: +16.6% excluding transition costs



- More than €150m synergies already achieved
- Best of "Lique1" offer at lower cost
- Launch of Canal+ on demand

#### SFR's mobile activity returns to growth

■ Mobile revenues: +4.1%

■ Mobile EBITDA: +1.2%



- Increase in customer base and data
- Mobile Internet taking off and mobile revenue growth
- Achieved control of Neuf Cegetel

#### Maroc Telecom Group development

Revenues: +13.8% c.c

■ EBITDA: +9.1% c.c



- Continued increase in mobile customer base
- Leadership in all market segments

#### Vivendi Games maintains strong momentum

■ Irrelevant comparison vs. Q1 2007 given the success of *Burning Crusade*. 2<sup>nd</sup> expansion pack expected in H2 2008



2 million additional subscribers to World of Warcraft in 1 year, including above 700,000 additional subscribers in O1 2008

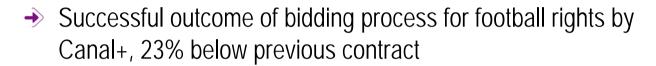
VIV IR PRES 09.06.08

### Vivendi balance sheet management

- We have significantly releveraged Vivendi's balance sheet following recent strategic transactions
- Financing has been secured at very good conditions. Present liquidity level is enough to face all outstanding acquisitions, including Canal+ France minorities
- Investment grade rating will be maintained (BBB)
- This <u>may</u> mean a limited capital increase with preferential subscription rights for existing shareholders. However, this capital increase could be avoided, depending upon the outcome of the Activision tender offer



### Our 2008 priorities



**√** 

→ Close the acquisition of Neuf Cegetel by SFR



Close the merger to create Activision Blizzard

_		-	L

→ Focus on efficient execution of previously announced transactions

		ь
_		Ц

→ Deliver strong results driven by Canal+ Group, Maroc Telecom Group and Blizzard





### 2008 goals confirmed

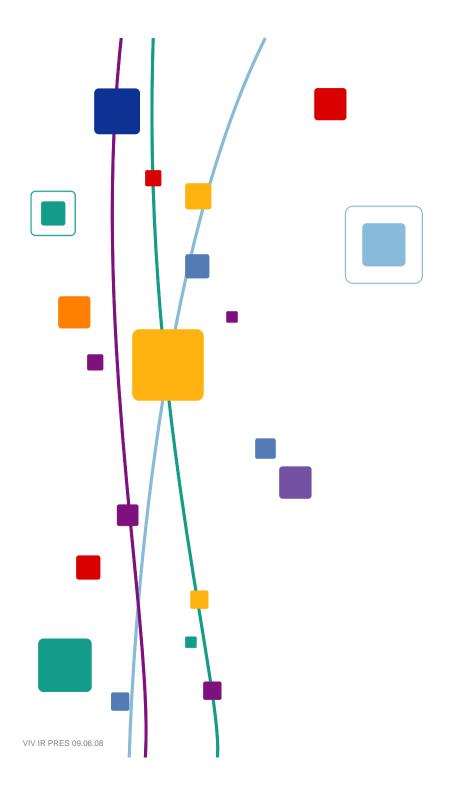
- Deliver a strong operating performance with a 2008 profit growth expected to be similar to 2007 at constant perimeter, driven by Canal+ Group, Maroc Telecom Group and Blizzard
- Maintain a distribution rate of at least 50% of Adjusted Net Income





- Growth dynamics:
  - Strong customer demand for content distributed through fixed and mobile broadband networks
  - Creative talents, innovation and strong brands drive market share gains
  - Investment in fastest growing segments: videogames, on-line content, 3G, fixed broadband...
  - Penetration of developing markets: videogames in Asia, telecommunications in Africa
- Resistance to market volatility:
  - Non-cyclical revenues through subscriptions with high visibility
  - Continuous cost management
  - Low sensitivity to dollar
    - 10% dollar depreciation
      - → only -0.6% impact on Vivendi revenues, no impact on EBIT (2007)
- Good cash conversion providing strong dividend distribution to shareholders





## vivendi

Appendices

## Vivendi: A leader in digital entertainment and a leader in all its businesses

### vivendi







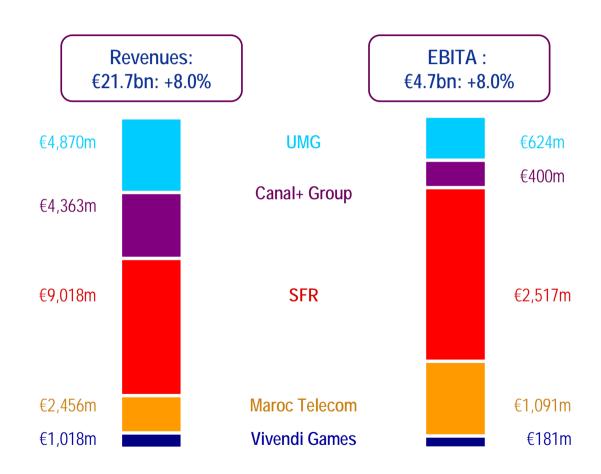








## 2007 results by business





### Vivendi: 2007 Adjusted Statement of Earnings

	2007	2006	Chá	ange
In euro millions – IFRS			in m€	%
1 Revenues	21,657	20,044	1,613	+ 8.0%
■ 2 EBITA	4,721	4,370	351	+ 8.0%
3 Income from equity affiliates	373	337	36	+ 10.7%
4 Interest	(166)	(203)	37	+ 18.2%
5 Income from investments	6	54	(48)	- 88.9%
6 Provision for income taxes	(881)	(777)	(104)	- 13.4%
7 Minority interests	(1,221)	(1,167)	(54)	- 4.6%
8 Adjusted Net Income	2,832	2,614	218	+ 8.3%



### First quarter 2008 revenues

Consolidation of BMGP since May 2007 and Sanctuary since	In euro millions - IFRS	Q1 2008	Q1 2007	% Change	% Change at constant currency
August 2007	Universal Music Group	1,033	1,027	+ 0.6%	+ 6.8%
	Canal+ Group	1,115	1,067	+ 4.5%	+ 4.2%
	SFR	2,302	2,096	+ 9.8%	+ 9.8%
	o/w Mobile	2,176	2,091	+ 4.1%	+ 4.1%
Consolidation of	o/w Fixed and ADSL	126	5	na*	na*
Tele2 France	Maroc Telecom Group	614	550	+ 11.6%	+ 13.8%
since July 2007	Vivendi Games	221	291	- 24.1%	- 18.2%
	Non Core and others, and elimination of intersegment transactions	(5)	(11)	+ 54.5%	+ 54.5%
	Total Vivendi	5,280	5,020	+ 5.2%	+ 6.9%
				*na: not applicable	

Launch of *World of Warcraft* first expansion
pack in Q1 07;
Second expansion pack
expected in H2 08

### First quarter 2008 EBITA

Two extra days of Ligue1 matches vs Q1 07: -€32m	In euro millions - IFRS	Q1 2008	Q1 2007	% Change	
Transition costs of	Universal Music Group	111	57	+ 94.7%	
-€27m in Q1 08 vs€5m in Q1 07	Canal+ Group	170	164	+ 3.7%	
(2107)	SFR	624	643	- 3.0%	
	o/w Mobile	<i>652</i>	647	+ 0.8%	Launch of <i>World of Warcraft</i> first expansion
Launch of SFR ADSL	o/w Fixed and ADSL	(28)	(4)	na*	pack in Q1 07;
offer and integration of	Maroc Telecom Group	268	256	+ 4.7%	Second expansion pack expected in H2 08
Tele2 France	Vivendi Games	50	107	- 53.3%	expected in 112 00
	Holding & Corporate	(11)	46	na*	Non-recurring VAT
	Non Core and others	(9)	1	na*	litigation positive impact
	Total Vivendi	1,203	1,274	- 5.6%	of €73m
			*na: not appli	cable	

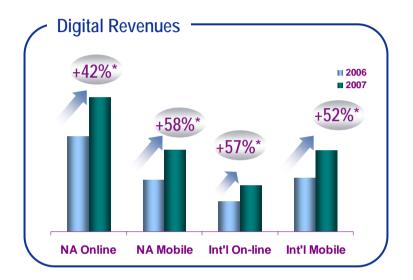
In Q1 08, EBITA included a net reduction in the provision for stock options and other share-based compensation plans (+€38 million)



### UMG:

#### Performance and events

- Increased market share in all major markets
- Digital revenues increased by 51%\* in 2007
- Maintain strong EBITA margin: 13% in 2007
- New music offering with MySpace announced in April 2008



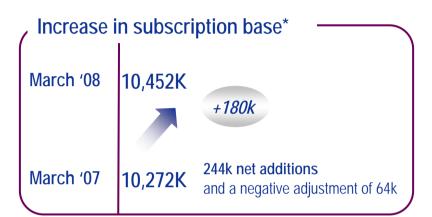
### 2008 priorities

- Finalize successful integration of BMGP and Sanctuary
- Lead the transition to digital distribution with innovative models Digital revenues increased by 30%\* in Q1 2008
- Pioneer new initiatives similar to the music offering with MySpace announced in April 2008
- Continue to implement operational efficiencies to maximize profitability

### Canal+ Group:

#### Performance and events

- Increased subscription base
- Half way to 2010 EBITA target: €1Bn, 20% margin
- Integration process of TPS nearly completed:
  - €150m synergies already achieved in 2007
  - Transition cost in line with plan
- Contracts renewed with leading thematic channels



#### 2008 priorities

- Secure the best "Ligue" 1 soccer offer at lower cost: 23% cost-savings
- Successfully complete the technical migration of TPS subscribers
- Develop new services: launch of Canal+ on Demand early 2008, deployment of Canal+ website, www.canalplus.fr
- Pursue digitization of Canal+ subscribers Canal+ Le Bouquet represented 74% of the total portfolio of Canal+ end of March 2008

vivendi

<sup>\*</sup> Individual and collective subscriptions at Canal +, CanalSat and TPS in metropolitan France, overseas territories and Africa

### Two complementary offers







L+ CINEMA





"Expect more from TV"

TI family

CANAL + SPORT

CANAL+ HI-TECH

- 6 general-interest premium channels with a pick-of-the-best content
- Recent and exclusive programs
- A unique model

"The experts of all your passions"

- 300 channels covering all themes
- A selection of the best channels, including 58 exclusive ones
- A wide-spread model

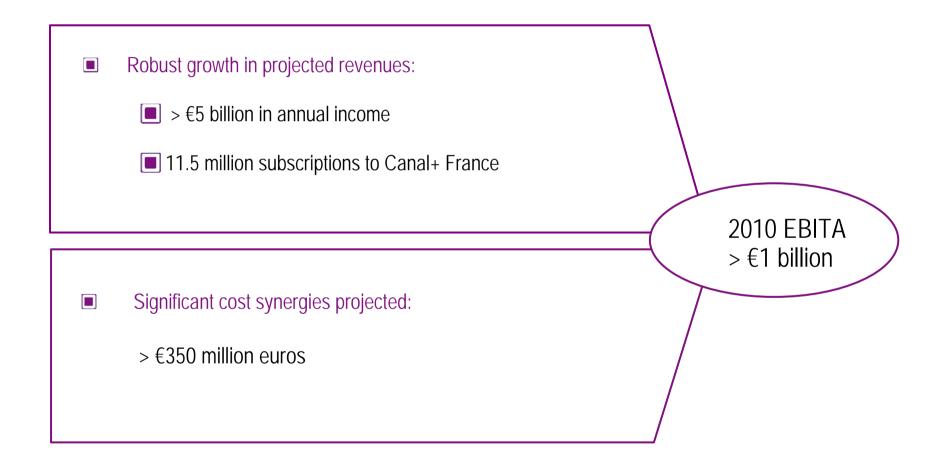
CANAL+ Group's flagship offer

A complementary offer

Over €2Bn invested in content



### Canal+ Group: 2010 objectives are confirmed

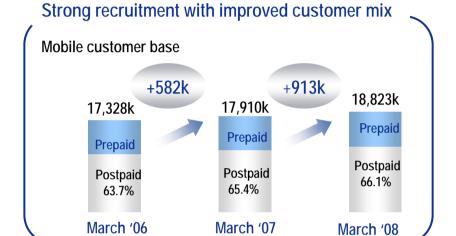




### SFR:

#### Performance and events

- Strong commercial dynamics:
  - #1 in net adds in metropolitan France in 2007
  - 15% market share of net adds vs. 7% in Q1 2007
  - Successful mobile internet access offers
- Return to growth in mobile service revenues:
  - +0.9% in 2007
  - +2.8% in Q1 2008
- Highest mobile EBITDA margin in France: 39.6% in 2007



### 2008 priorities

- Close the transaction with Neuf Cegetel
- Consolidate leadership in network quality and services
- Grow mobile Internet and maintain #1 position
- Pursue operational excellence: cost savings program and reduction of capex

vivendi

### SFR: First quarter 2008 key metrics

(including SRR)	Q1 2008	Q1 2007	Change
Customers (in '000) *	18,823	17,910	+5.1%
Proportion of postpaid clients *	66.1%	65.4%	+0.7pt
3G customers (in '000) *	4,428	3,133	+41.3%
Market share on customer base (%) *	33.8%	34.4%	-0.6pt
Network market share (%)	36.1%	35.9%	+0.2pt
12-month rolling blended ARPU (€/year) **	437	450	-2.9%
12-month rolling postpaid ARPU (€/year) **	566	587	-3.6%
12-month rolling prepaid ARPU (€/year) **	187	199	-5.6%
Net data revenues as a % of service revenues**	16.2%	13.7%	+2.5%
Prepaid customer acquisition costs (€/gross adds)	28	23	+18.2%
Postpaid customer acquisition costs (€/gross adds)	217	205	+5.8%
Acquisition costs as a % of service revenues	7.7%	6.1%	+1.6pt
Retention costs as a % of service revenues	5.1%	5.5%	-0.4pt

vivendi

VIV IR PRES 09.06.08

<sup>\*</sup> Excluding wholesale customers (MVNO), estimated at 1,302k at the end of March 2008, compared to 756k at the end of March 2007

<sup>\*\*</sup> Including mobile termination

### Neuf Cegetel 2007 key figures

Neuf Cegetel key figures			
in millions of euros, IFRS	2006	2007	07 vs 06
Net adds ADSL customers, FY	1,000	1,052	+5.2%
Net adds ADSL customers, Q4	170k *	101k	-41%
Revenues	2,897	3,348	+16%
COGC	(1,737)	(1,967)	+13%
Gross Margin	1,160	1,381	+19%
Selling costs	(440)	(503)	+14%
Commercial margin	720	878	+22%
G&A	(176)	(150)	-15%
Adjusted EBITDA **	544	728	+34%
Capex	(331)	(414)	+25%
Adjusted EBITDA - Capex	212	314	+48%
Net debt	542	937	+73%
Cash generated by operations ***		213	

<sup>(\*)</sup> Excluding acquisition of AOL customer base in November 2006 (505k)



<sup>(\*\*)</sup> Excluding restructuring costs

<sup>(\*\*\*)</sup> Variation in net debt, excluding acquisition of Club Internet, dividend paid and net increase in capital Source: Neuf Cegetel

### Maroc Telecom Group:

#### Performance and events

- 20% revenues and EBITA growth in 2007
- 57% EBITDA margin
- Continued steady growth Q1 2008 in a dynamic market:
  - Increase in mobile customer base to 15.9 million while controlling acquisition costs
  - Revenues and EBITA up over 8% at constant currency and constant perimeter\*

### Mobile customer base up 30% in 2007

#### Maroc Telecom:

13.3m customers: +24.5% vs. 2006

13.7m customers by the end of March 2008

#### Subsidiaries:

2m customers

2.2m customers by the end of March 2008

### 2008 priorities

- Retain Maroc Telecom's leadership in all its market segments
- Maintain leadership position at Mauritel
- Pursue integration of Onatel and Gabon Telecom: accelerate growth through network deployment and improved quality of service

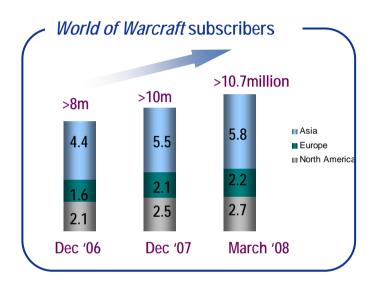
vivendi

<sup>\*</sup> Constant perimeter illustrates the consolidation of Gabon Telecom as if this transaction had occurred on January 1, 2007.

### Vivendi Games:

#### Outstanding performance driven by Blizzard Entertainment

- Over €1 Bn in revenues in 2007, for the first time
- Phenomenal success of the first expansion pack of World of Warcraft launched in Q1 2007.
   2nd expansion scheduled to be released in H2 2008
- One of the highest EBITA margins in the sector 17.8% in 2007
- Exceptional CFFO: at €283m, +146.1% vs. 2006



### 2008 priorities

- Close the Activision Blizzard transaction
- Sustain growth at Blizzard Entertainment and maintain its excellent margin

vivendi

### Activision Blizzard Earnings Power

Calendar 2009\*

Operating Margin: 25%+

Revenue: \$4.3 Billion

Operating Income : \$1.1 Billion

EPS: \$1.20+

Activision Blizzard business growth of 14% with 3-4 points of margin expansion over 2 years

Improve Sierra's operating performance by \$160 million, delivering 3-4 margin points

Includes \$50-\$100 million in cost synergies

\*CY09 Projections are proforma non GAAP excluding equity-based compensation and impact of purchase price accounting



### **Investor Relations Team**

#### **Daniel Scolan**

**Executive Vice President Investor Relations** +33.1.71.71.14.70 daniel.scolan@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

#### Aurélia Cheval

**IR Director** aurelia.cheval@vivendi.com

#### Agnès De Leersnyder

**IR Senior Analyst** agnes.de-leersnyder@vivendi.com

#### **New York**

800 Third Avenue New York, NY 10022 / USA Phone: +1.212.572.1334 Fax: +1.212.572.7112

**Eileen McLaughlin** V.P. Investor Relations North America eileen.mclaughlin@vivendi.com

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



### Important Legal Disclaimer

This presentation contains forward-looking statements with respect to the financial condition, results of operations, business, strategy and plans of Vivendi. 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 our control, including, but not limited to the successful completion of the Activision Blizzard transaction discussed herein, the risk that Vivendi will not be able to obtain the necessary approvals in connection with certain transactions, as well as the risks described in the documents Vivendi filed with the Autorité des Marchés Financiers (French securities regulator) and which are also available in English on our web site (<u>www.vivendi.com</u>). 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. The present forward-looking statements are made as of the date of the present presentation and 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.

vivendi