





















# **Maximising the Power of Entertainment**

## **Modern Times Group MTG AB**

Financial Results for the Fourth Quarter and 12 months ended 31 December 2005



16 February 2006

## **Results Highlights**

## Strong Sales Growth & Record Profitability



#### Fourth quarter

- Group net sales up 27% to SEK 2,463 million
- Group operating income almost doubled to SEK 543 million
- Strong sales growth & margin improvement in Free-to-air TV Scandinavia, Pay-TV Nordic and C&E Europe
- Viasat Broadcasting net sales up 36% to SEK 2,023 million and operating profit up 60% to SEK 546 million
- Net intake of 56,000 premium DTH subscribers
- Net income more than doubled to SEK 370 million

#### **Full Year**

- Group net sales up 18% to SEK 8,012 million
- Underlying Group operating income up 90% to SEK 1,285 million
- Strong sales growth & margin improvement in 3 core broadcasting segments
- Viasat Broadcasting net sales up 24% to SEK 6,437 and operating profit up 88% to SEK 1,388 million
- Net intake of 151,000 premium DTH subscribers
- Net income up 66% to SEK 1,237 million
- Proposed distribution of Metro International S.A. shares

## Free-to-air TV Scandinavia

## Double digit Sales Growth & Higher Margins









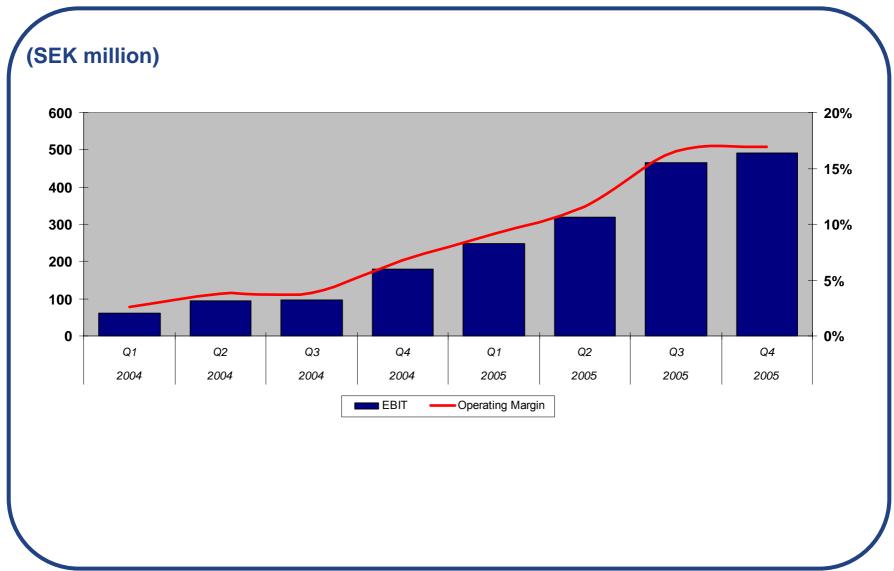


- Net sales up 13% in Q4 & 11% for full year
- Operating profits up 17% to SEK 188 million in Q4 and almost tripled to SEK 492 million for full year
- Operating margins of 22% and 17% for Q4 and full year respectively
- CSOV (15-49 year olds) gains for TV3 & ZTV/TV3+ in Sweden & Denmark in growing advertising markets
- TV3 & ZTV penetration up to 73% and 66% of Swedish TV households respectively + TV3 & TV3+ now reach 67% of Danish TV households
- Approx 5% year on year increase in programming costs expected to increase at slightly higher rate in 2006

# Free-to-air TV Scandinavia Profitability Trend

12 month rolling operating income & EBIT margin





## **Pay-TV Nordic**

## High Subscriber Intake & Increased Margins



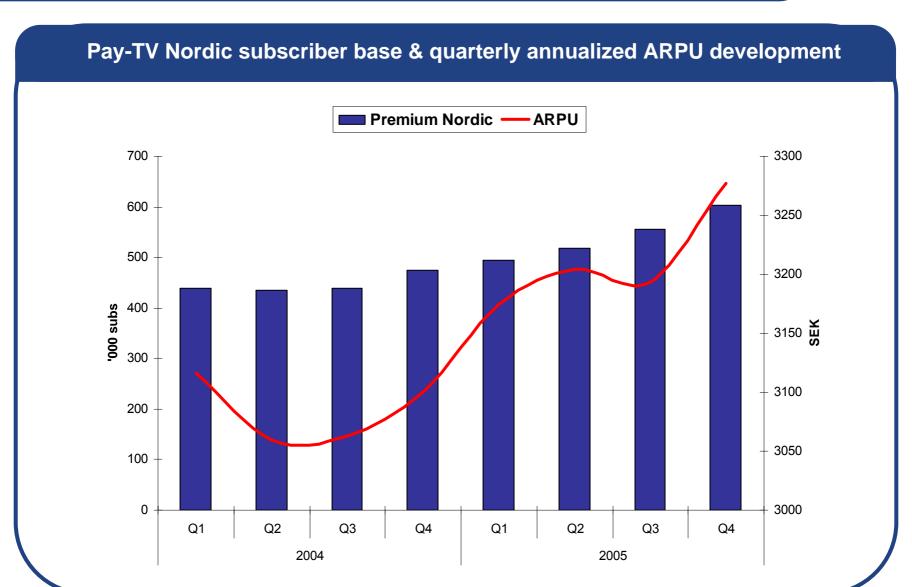
- Net sales for DTH platform & 17 pay channels up 19% in Q4 and 13% for full year
- Operating margin up to 19% in Q4 & full year
- Net intake of 47,000 premium subscribers in Q4 & 128,000 for full year = 27% annual increase in premium DTH subscriber base to 603,000
- 13,000 multi-room & 12,000 IPTV premium subscribers
- 10 new Viasat channels & range of leading 3<sup>rd</sup> party channels added since September 2004
- Reduced premium subscriber churn
- ARPU increased to SEK 3,277
- Launch of 'Viasat+' in Q4 to further drive ARPU and reduce churn



## **Pay-TV Nordic**

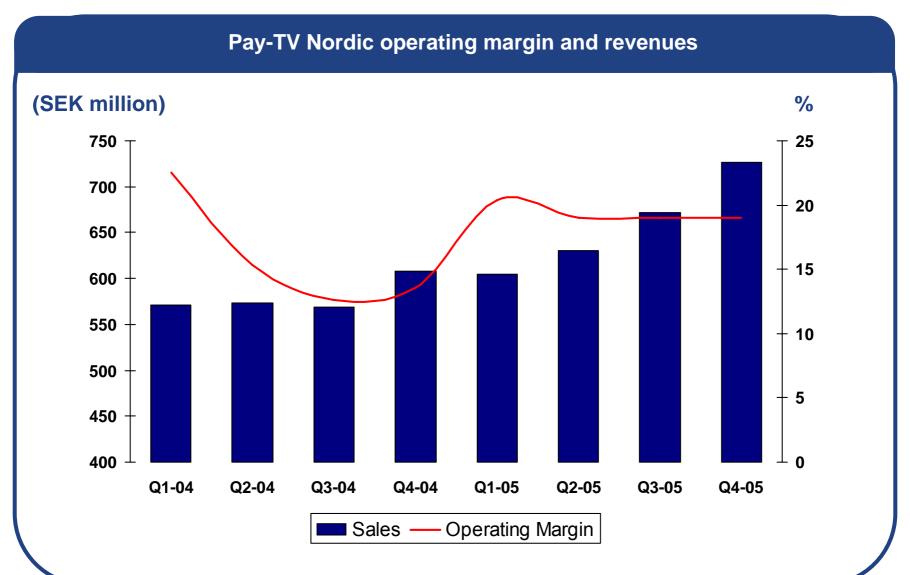
## Continued subscriber growth & increasing ARPU





# Pay-TV Nordic Operating Performance



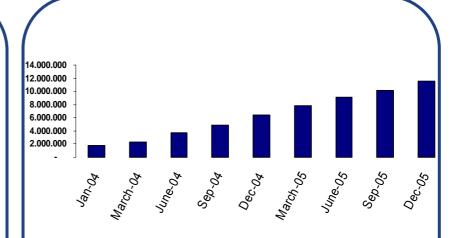


## **Central & Eastern Europe**

## Further Expansion & Full Year Profit



- First annual operating profit SEK 76 million excluding CTC Media
- Net sales up 52% in Q4 and 43% for full year – excluding TV Prima
- Acquisition of 50% shareholding in TV
   Prima consolidated sales of SEK 136
   million and operating profit of SEK 33 from
   1 November following peak SOV of >30%
- Pan-Baltic CSOV (15-49) up to 37.8% & TV3 consolidated its position as #1 channel in Estonia, Latvia & Lithuania
- Baltic sales up 23% in Q4 & 17% for the full year with stable profits
- Viasat3 Hungary reported first ever quarterly profit after doubling of sales & increased CSOV to >5%
- DTV Russia CSOV up to 2.3% and sales almost doubled in Q4



- 81% increase to 11.5 million mini-pay subscribers to 5 Viasat channels through 3<sup>rd</sup> party cable networks in 17 countries
- Addition of 23,000 Baltic DTH premium subscribers in 2005



















## **Central & Eastern Europe**

## CTC Media, Inc. – Continued Market out-performance





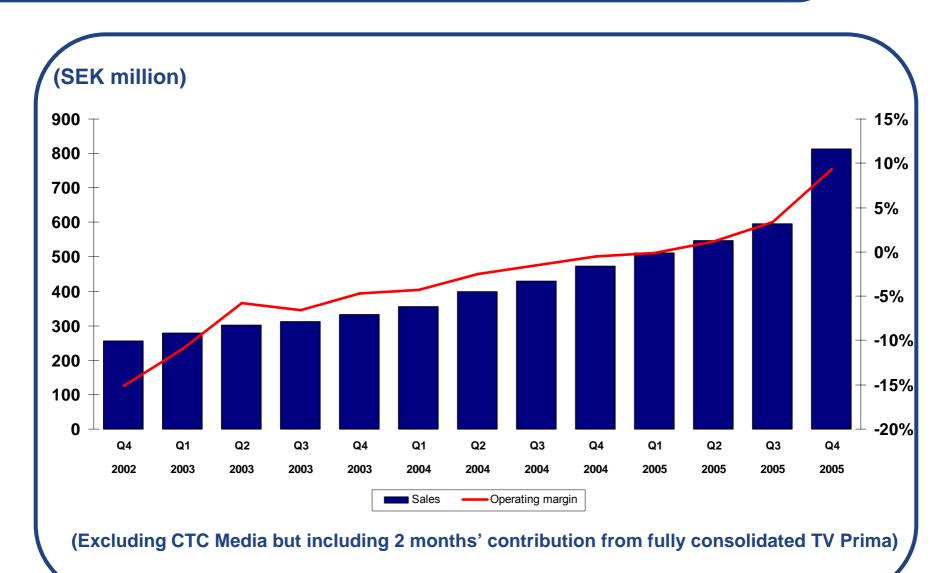




- Increased shareholding from 39.8% to 43.1% in August following repurchase of shares by the CTC Media
- Net sales up 61% in Q4 and 53% for full year following continued market growth
- CTC network and new network The Home Channel increase SOV to 12.8% (10.0%) in Q4
- Operating margins of 53% (46%) in Q4 and 38% (40%) for full year
- SEK 139 million contribution to MTG operating result in Q4 and SEK 258 million for full year

# **C&E European Expansion**12 month rolling Sales & EBIT Margin





### MTG Radio & Other Businesses



#### **MTG Radio**

- #1 national commercial network in Sweden has 89% national penetration in Sweden
- MTG Radio operates 53 out of 86 commercial stations in Sweden & now attracts more than 2 million daily listeners
- MTG's wholly owned operations reported break-even in Q4
- Contribution from P4 Norway of SEK 9 million and SEK 34 million in Q4 and full year
- Total operating income of SEK 10 million in Q4 and SEK 23 million for full year











#### Other Businesses

- Lower sales in Modern Studios due to significant out-performance by Strix in H2 04
- Weak performance and write-downs at Sonet Film impacted profitability
- Home shopping businesses CDON & TV Shop – reported combined 21% sales growth in Q4 and 20% for full year
- CDON continued to perform well across entire online retailing product range
- Both Home Shopping businesses profitable and combined operating margin increased to 7% (2%) in Q4 and 6% (2%) for full year

# **Viasat Broadcasting**

# Operating Results



| (SEK million)              | Q4 2005 | Q4 2004 | FY 2005 | FY 2004 |
|----------------------------|---------|---------|---------|---------|
| Net Sales                  |         |         |         |         |
| Free-to-air TV Scandinavia | 875     | 777     | 2,912   | 2,634   |
| Pay-TV Nordic              | 726     | 608     | 2,633   | 2,321   |
| Central & Eastern Europe   | 371     | 154     | 813     | 473     |
| Other & eliminations       | 52      | -47     | 80      | -246    |
| Total net sales            | 2,023   | 1,493   | 6,437   | 5,181   |
| Operating income (EBIT)    |         |         |         |         |
| Free-to-air TV Scandinavia | 188     | 161     | 492     | 179     |
| Operating margin           | 22%     | 21%     | 17%     | 7%      |
| Pay-TV Nordic              | 136     | 83      | 507     | 370     |
| Operating margin           | 19%     | 14%     | 19%     | 16%     |
| Central & Eastern Europe   | 76      | 20      | 76      | -3      |
| Operating margin           | 20%     | 13%     | 9%      | -       |
| Associated Companies       | 139     | 67      | 258     | 146     |
| Betting, Text TV & Other   | 8       | 11      | 54      | 44      |
| Total EBIT                 | 546     | 341     | 1,388   | 737     |

# **All Business Areas**

# Operating Results



| (SEK million)                       | Q4 2005 | Q4 2004 | FY 2005 | FY 2004 |
|-------------------------------------|---------|---------|---------|---------|
| Net Sales                           |         |         |         |         |
| Viasat Broadcasting                 | 2,023   | 1,493   | 6,437   | 5,181   |
| Radio                               | 77      | 65      | 290     | 216     |
| Other Business Areas                | 459     | 523     | 1,629   | 1,657   |
| Parent Company & Other Companies    | 30      | 25      | 128     | 116     |
| Eliminations                        | -126    | -169    | -473    | -553    |
| SDI Media & Discontinued Businesses | -       | -2      | -       | 187     |
| Total net sales                     | 2,463   | 1,934   | 8,012   | 6,805   |
| Operating income (EBIT)             |         |         |         |         |
| Viasat Broadcasting                 | 546     | 341     | 1,388   | 737     |
| Radio                               | 10      | -3      | 23      | 2       |
| Other Business Areas                | 30      | -42     | 37      | 39      |
| Parent Company & Other Companies    | -43     | -24     | -163    | -122    |
| SDI Media & Discontinued Businesses | -       | -       | -       | 21      |
| Net gain from the sale of SDI       | -       | -       | -       | 381     |
| Total EBIT                          | 543     | 272     | 1,285   | 1,058   |

# **Summary Income Statement**



| (SEK million)                          | Q4 2005    | Q4 2004    | FY 2005    | FY 2004    |
|--|------------|------------|------------|------------|
| Net Sales                              | 2,463      | 1,934      | 8,012      | 6,805      |
| Operating income (EBIT) *              | 543        | 272        | 1,285      | 1,058      |
| Net gain from the sale of TV4 shares   | -          | _          | 389        | _          |
| Net interest and other financial items | -26        | 1          | -107       | -34        |
| Pre-Tax profit                         | 517        | 273        | 1,567      | 1,024      |
| Tax                                    | -148       | -144       | -330       | -278       |
| Net Income                             | 370        | 129        | 1,237      | 746        |
| Basic number of shares outstanding     | 66,375,156 | 66,375,156 | 66,375,156 | 66,375,156 |
| Basic earnings per share (SEK)         | 5.53       | 1.95       | 18.56      | 11.23      |

<sup>\*</sup> includes net gain of SEK 381 million from the sale of SDI Media in Q3 04

## **Cash Generative**



| (SEK million)  | Q4<br>2005 | Q4<br>2004 | FY<br>2005 | FY<br>2004 |
|--|------------|------------|------------|------------|
| Cash flow from operations                              | 351        | 217        | 966        | 558        |
| Payment for historic music rights                      | -          | -103       | -          | -103       |
| Changes in Working Capital                             | -38        | 87         | 16         | 123        |
| Net cash flow from operations                          | 312        | 201        | 981        | 578        |
| Proceeds from sales of shares & subsidiaries           | -          | -          | 513        | 449        |
| Investments in shares in subsidiaries & associates     | -900       | -          | -932       | -496       |
| Net Investments in fixed assets                        | -17        | -14        | -80        | -107       |
| Other cash flow from investing activities              | 7          | -          | 22         | 3          |
| Cash flow from/to investing activities                 | -910       | -14        | -477       | -150       |
| Cash flow from/to financing activities                 | 66         | -18        | 55         | -251       |
| Net change in cash and cash equivalents for the period | -531       | 168        | 559        | 177        |

- Cash proceeds of SEK 513 million from sale of TV4 AB shares in Q1 05
- SEK 900 million invested in acquisition of 50% of TV Prima in Czech Republic in Q4 05

# **Financial Flexibility**



| (SEK million)              | 31 Dec 2005 | 31 Dec 2004 |
|----------------------------|-------------|-------------|
| Non-current assets         | 5,578       | 3,126       |
| Current assets             | 4,314       | 3,273       |
| Total assets               | 9,893       | 6,398       |
| Shareholders' equity       | 5,404       | 2,785       |
| Long-term liabilities      | 249         | 1,172       |
| Current liabilities        | 4,240       | 2,441       |
| Total equity & liabilities | 9,893       | 6,398       |

- EUR 120 m convertible moved to Current Liabilities (falls due in June 06)
- Cash and cash equivalents of SEK 1.2 billion
- New SEK 3.5 billion credit facility arranged in February 2006 & replaced existing SEK 800 million facility
- Increased ROCE of 22.1%

### Proposed distribution of Metro International S.A. shares





- World's largest and fastest growing international newspaper
- 47% Compound Annual Sales Growth since 1995
- SEK 634 million invested by MTG in shareholding in Metro International with market value of SEK 2.0 billion at market close on 15 February 2006

- Proposed distribution of shares in Metro International S.A. by means of share split and mandatory redemption programme
  - Share split 2:1 (1 ordinary and 1 redemption share)
  - Consideration for redeemed shares paid with shares in Metro International
  - 1 redemption share → 0.7 class A shares and 1.4 class B shares in Metro International S.A.
  - Approximately 46.5 million Metro class A shares and 92.9 million Metro class B shares to be distributed – total value of approximately SEK 1.9 billion

# Strategic Objectives

#### Set in June 2004



#### **Objective**

- Double Viasat Broadcasting revenues in 5 years
- TV3 to become #1 commercial free-toair channel in Sweden and #2 commercial free-to-air channel in Norway within 5 years
- Export integrated model into new high growth territories - C & E European businesses to generate same level of revenues & profits as Scandinavian operations within 5 years
- >15% operating margins in 3 core businesses - Free-to-air TV Scandinavia; Pay-TV Nordic; C&E Europe
- Consolidate Swedish commercial radio market

#### **On Track**

- → Viasat Broadcasting sales up 24% in 2005
- Penetration increases & ratings improvements in Sweden and Denmark; market share gains in Norway
- → C&E Europe sales up 72% for full year & operations report first combined annual profit (excluding contribution from CTC Media) acquisition of TV Prima; new channel launches; continued roll-out of mini-pay business; & increasing market shares in Hungary & Russia to drive further growth
- → Full year operating margins of 17% for Free-to-air TV Scandinavia; 19% for Pay-TV Nordic; & 9% for C&E Europe (excluding participation in CTC Media)
- → Done

# **Moving Forward**



#### **Developing Core Businesses**

- Continue to take market share in growing markets
- Invest in premium subscriber acquisition & take advantage of price and content leadership
- Continue to capitalize on structural shifts in Scandinavia to increase penetration and share of advertising revenues
- Benefit from high incremental margins due to largely fixed cost base

#### **Innovation**

- New channels SportN, TV1000 Russian Kino, 3+ Estonia
- New businesses BET24 net sales > double to SEK 252 million in 2005
- New products Viasat+ launched across
   Scandinavia in Q4
- New platforms IPTV / Mobile (DVB-H &3G)
- New territories entrance into the Czech TV Market in Q4

























