## **Maximizing the Power of Entertainment**

#### **First Quarter Financial Results** 2007

Stockholm, 24 April 2007































# **Results Highlights**

#### First Quarter 2007

- Group net sales up 11% to SEK 2,629 million
- Group operating income up 4% to SEK 468 million
- Viasat Broadcasting net sales up 11% to SEK 2,003 million and operating profit up 5% to SEK 481 million
- Net income up 4% to SEK 316 million
- Basic earnings per share of SEK 4.55 (4.38)
- Acquisition of 50% of Balkan Media Group Limited for EUR 11.6 million
- Acquisition of 90% of Playahead online social networking community for SEK 102 million



## **Strategic Objectives**

Set in June 2004

#### **Objective**

- Double Viasat Broadcasting revenues in 5 years
- MTG to become #1 commercial free-to-air operator in Sweden and TV3 to become #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 broadcasting 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

#### **On Track**

- → Viasat Broadcasting sales up 75% since 2003 on rolling 12 month basis
- → Continuation of shut-down of Swedish analogue terrestrial network increases penetration in Sweden; TV3 Norway established as second largest commercial channel in comparable universe in each month
- → Rolling 12 month operating income for C&E European operations (incl. CTC Media) of SEK 768 million vs. SEK 1,151 million for Nordic operations
- → Rolling 12 month operating margins of 18% for Free-to-air TV Scandinavia; 19% for Pay-TV Nordic; & 16% for C&E Europe (excl. CTC Media)



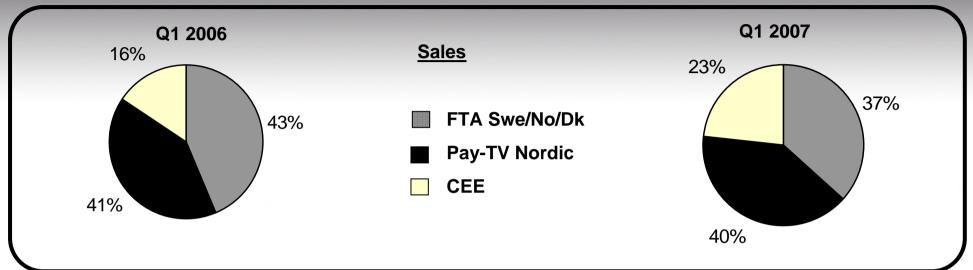
# Viasat Broadcasting Operating Results

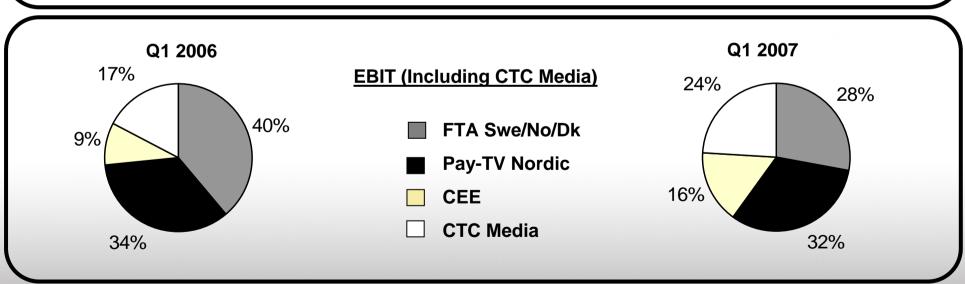
(SEK million)	Q1 2007	Q1 2006	Change (%)	FY 2006
Net Sales				
Free-to-air TV Scandinavia	713	723	<b>–</b> 1	3,038
Pay-TV Nordic	877	749	17	3,183
Central & Eastern Europe	478	388	23	1,841
Other & eliminations	-65	-55		-257
Total net sales	2,003	1,804	11	7,805
Operating income (EBIT)				
Free-to-air TV Scandinavia Operating margin	110 15%	<i>140</i> 19%	-21	562 18%
Pay-TV Nordic Operating margin	148 17%	125 17%	18	597 19%
Central & Eastern Europe  Operating margin	59 12%	51 13%	16	304 17%
Associated Companies	162	138	17	432
Other & Eliminations	2	3		19
Total EBIT	481	457	5	1,913



## **Viasat Broadcasting**

## Geographical Segmentation – Rolling 12 Months







#### Free-to-air TV Scandinavia

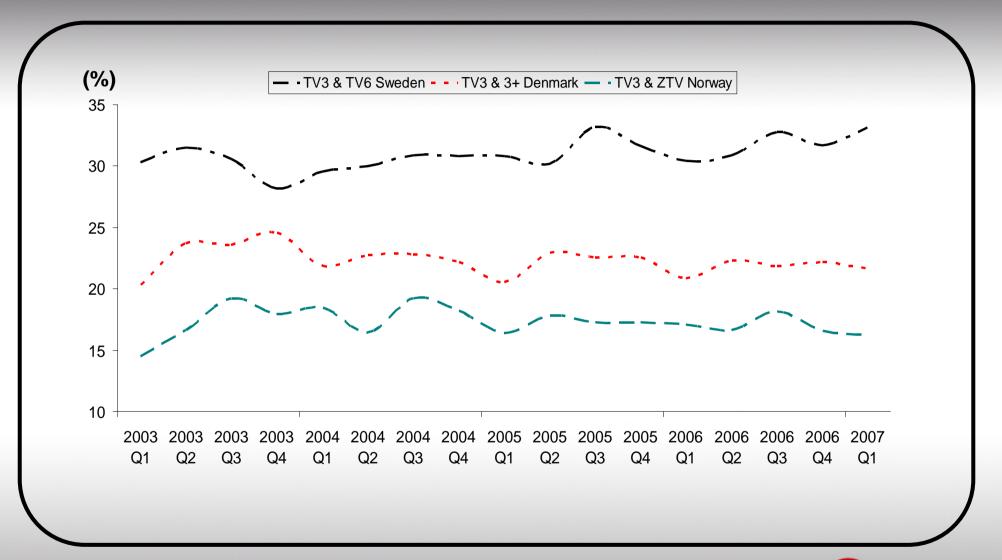
#### Focus on Ratings & Integrated Approach in Soft Advertising Markets

- Net sales down 1.3% year on year to SEK 713 million underlying growth when excluding currency translation effects of strengthening Swedish Krona
- Weaker advertising markets & soft ratings for TV3 but continued strong performance by TV6 – peak ratings of > 17%
- TV3/TV6 Sweden penetration levels up to 79% and 78% & TV8 penetration of 46%
- Total combined channel CSOV (15-49) increased in Sweden to 34.4% (30.6%)
- Annual upfront advertiser agreements concluded later than usual and low single digit price increases did not impact Q1 sales
- Danish channel ratings up year on year, but ratings decline in Norway reflects late launch of Spring schedule
- Operating costs up 4%, primarily due to 6% increase in programming costs & increased distribution costs - in line with previous guidance for up to 10% increase in programming costs in 2007
- Operating margin down from 19% to 15%



## Free-to-air-TV Scandinavia

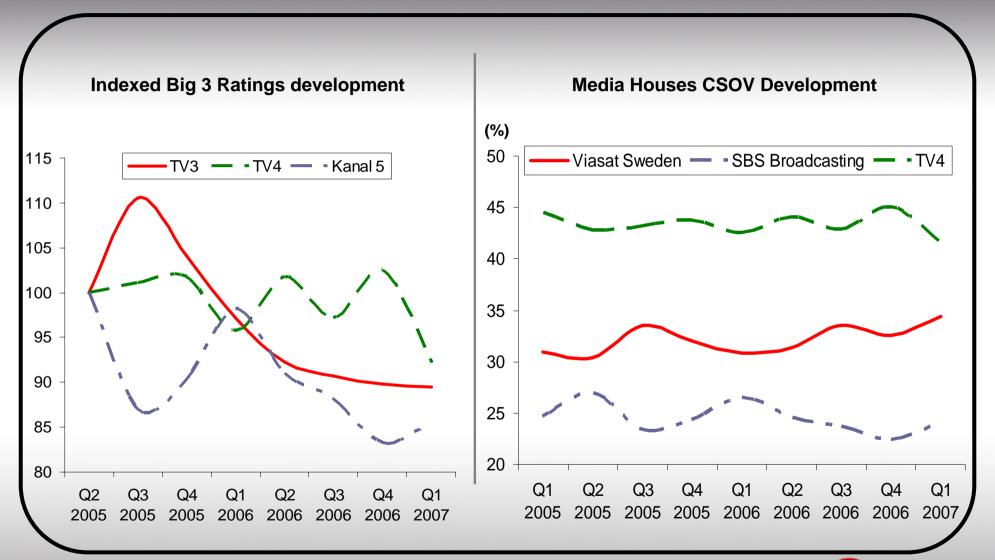
**Commercial Share of Viewing (15-49)** 





### Free-to-air-TV Sweden

**Commercial Share of Viewing (15-49)** 





#### Free-to-air TV Sweden

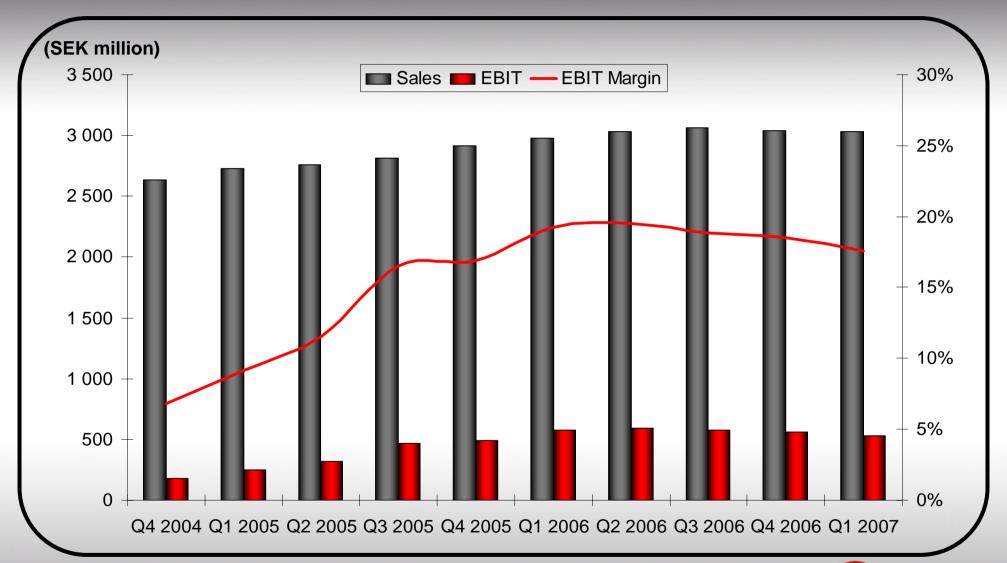
#### Actions being taken

- Integrated Media house approach TV3, TV6, TV8, ZTV bundling
- Increased investments in sports and acquired programming
- More scientific approach
  - Regular brand tracking
  - Re-engineered own-production process
  - Earlier targeted use of focus groups
  - Refocused scheduling
- Increase pressure on local production companies
- Middle management changes



## Free-to-air TV Scandinavia

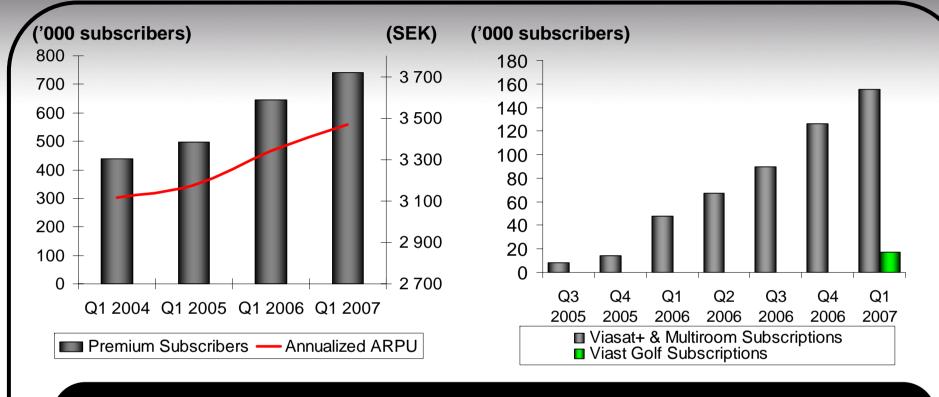
Sales and Operating Performance – Rolling 12 Months





## **Pay-TV Nordic**

#### Premium Subscriber & ARPU Growth

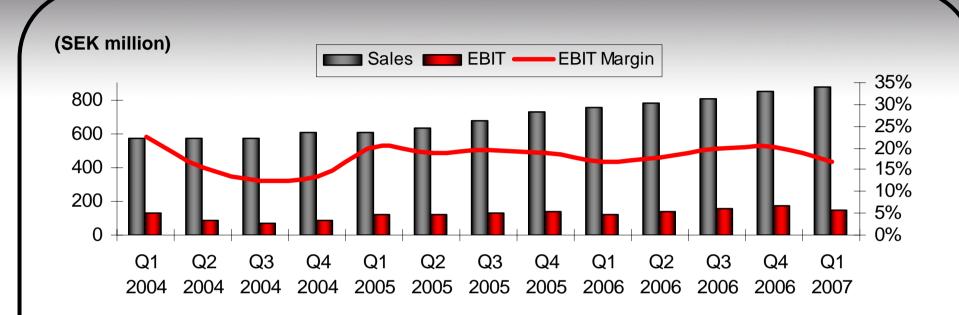


- 15% year on year increase in premium subscriber base with flat development in Q1 reflecting diminishing effect of analogue shut down
- 155,000 Viasat+ and Multiroom subscriptions represent 21% of premium DTH subscriber base
- ARPU up 4% year on year to SEK 3,468



## **Pay-TV Nordic**

### Operating performance

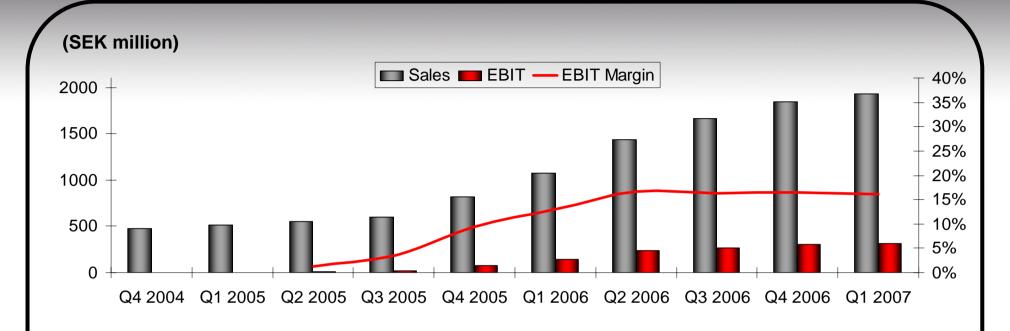


- 17% sales growth due to price rises and growing Viasat+ / multi-room subscriber base
- Operating margin of 17% reflects 17% increase in OPEX in line with previously announced investments of SEK 160 million in 2007 + addition of 2 new Viasat channels and 12 third party channels since beginning of 2006
- Stable total expensed SAC for fourth quarter in succession



## **Central & Eastern Europe**

Operating Performance – Rolling 12 Months (Excl. CTC media)

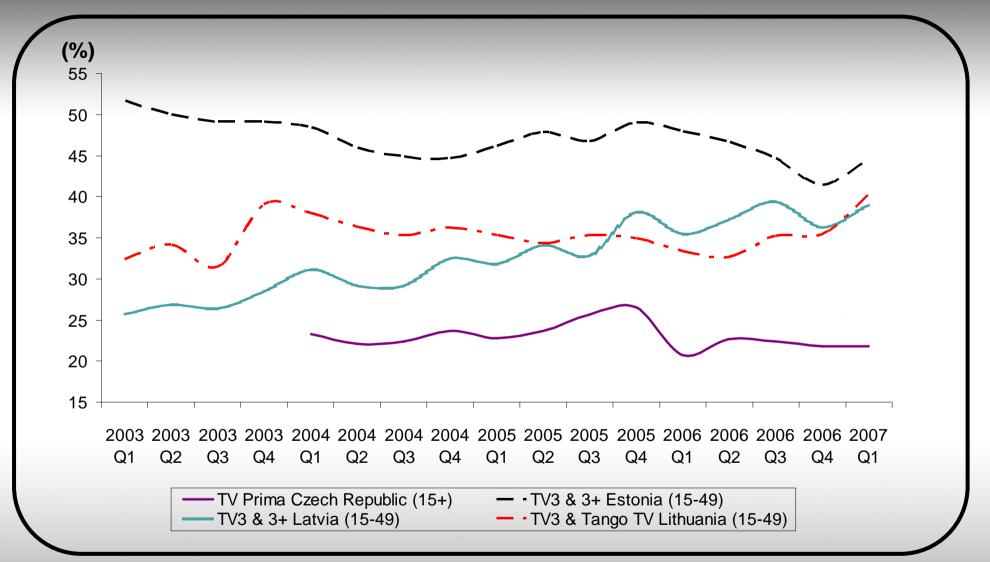


- Net sales up 23% to SEK 478 million
- 12% operating margin in Q1 includes investments in new businesses
- TV Prima net sales up 2% to SEK 184 million
- DTV net sales up 61% to SEK 61 million
- Pay-TV East revenues almost double to SEK 83 million



## Free-to-air TV Eastern Europe

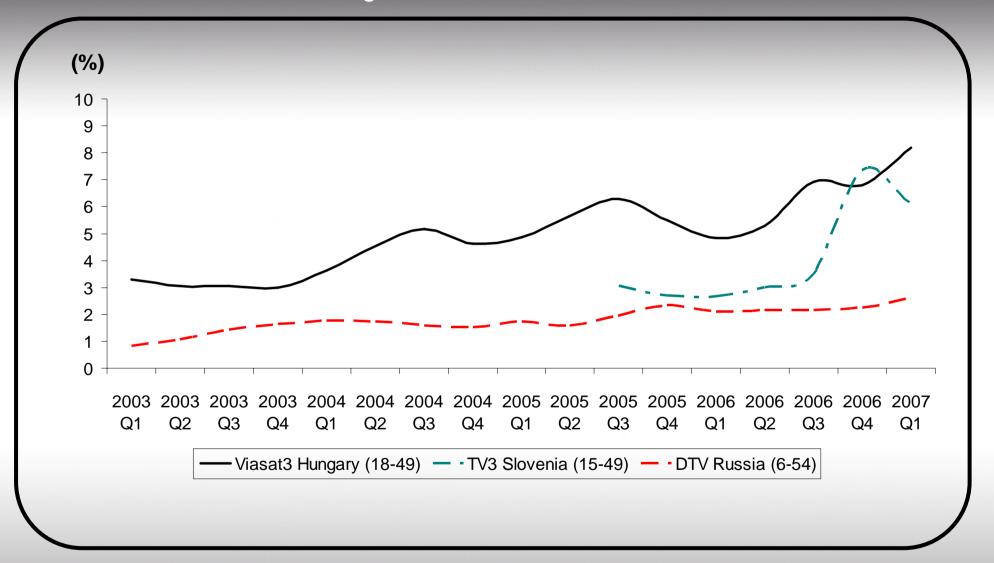
Commercial Share of Viewing





## Free-to-air TV Eastern Europe

Commercial Share of Viewing





# TV Prima

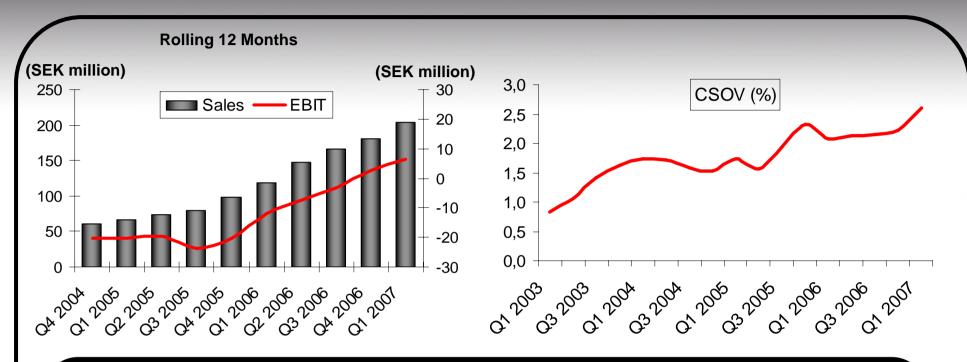
### Czech Republic

- Net sales of SEK 184 (180) million and slightly decreased operating profit of SEK 29 million with 16% operating margin
- Management continues to implement changes to improve operating efficiency
- Continued management focus on the delivery of prime time own productions to boost overall ratings & capitalize on Hollywood output deals
- Increased CSOV year on year as actions implemented in 2006 take effect
- Seeking to resolve current disagreement with regional broadcasting license partner regarding use of early morning and evening time slots in 5 out of 12 regions - has restricted the development of Prima's viewing performance





### **DTV** Russia

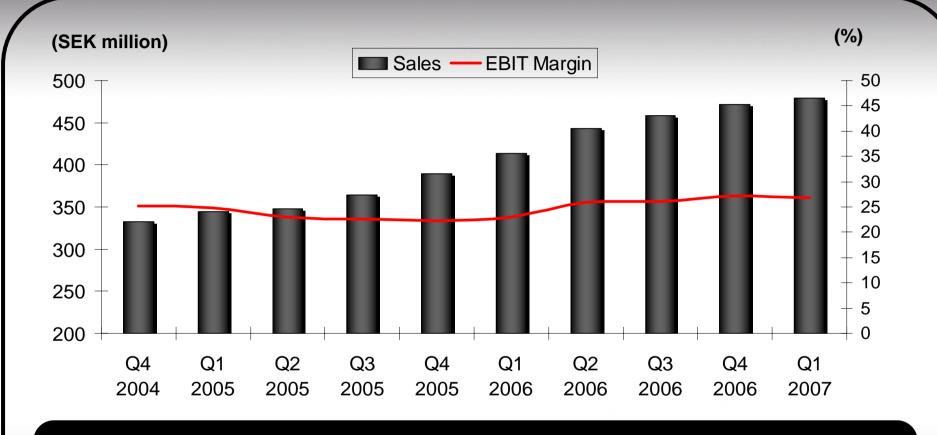


- Sales up 61% to SEK 61 million as ratings increase & demonstrating ongoing benefit of Video International sales agreement
- 1 million additional Moscow households now connected through Mostelecom distribution agreement & SEK 45 million invested to connect further 500,000 households
- Increasing profitability despite investments



### **Free-to-air TV Baltics**

Rolling 12 Months

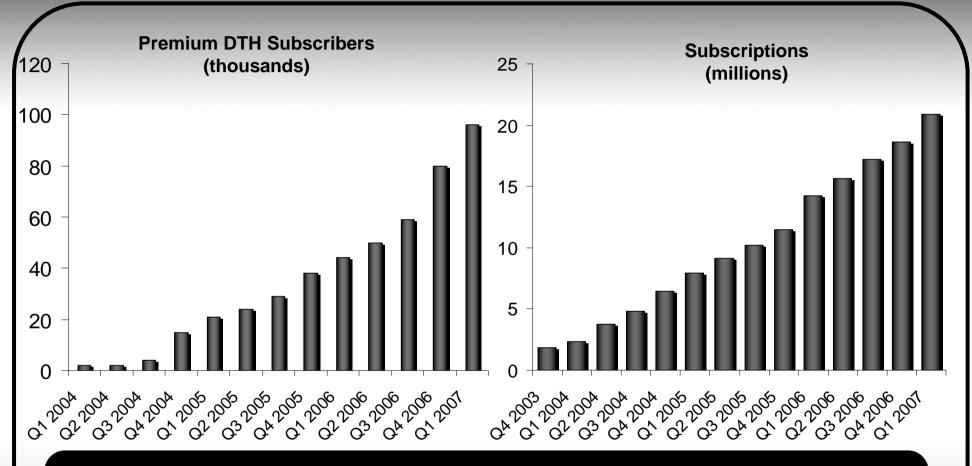


- 8% sales growth & 16% operating margin
- Pan-Baltic commercial share of viewing (15-49) up to 40.6% (36.2%) with substantial ratings improvements in Latvia and Lithuania offsetting decline in Estonia



## **Pay-TV East**

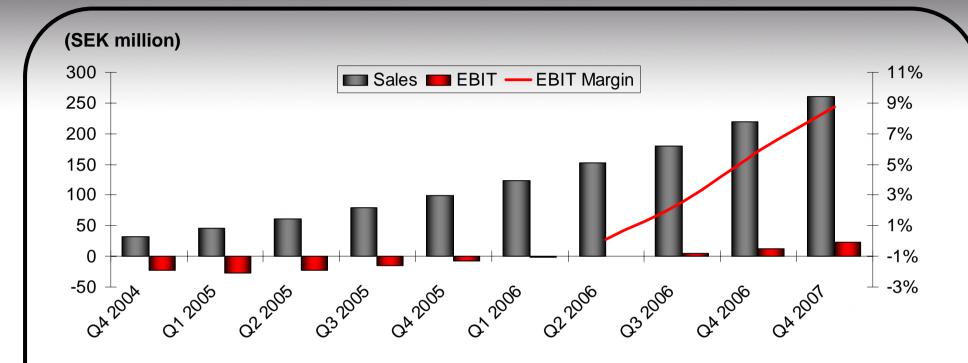
#### Subscriber Growth



- Baltic DTH satellite pay-TV Platform more than doubled subscriber base year on year
- 18 channels in 26 territories reach 8.8 million unique subscribers



# Pay-TV East Rolling 12 Months

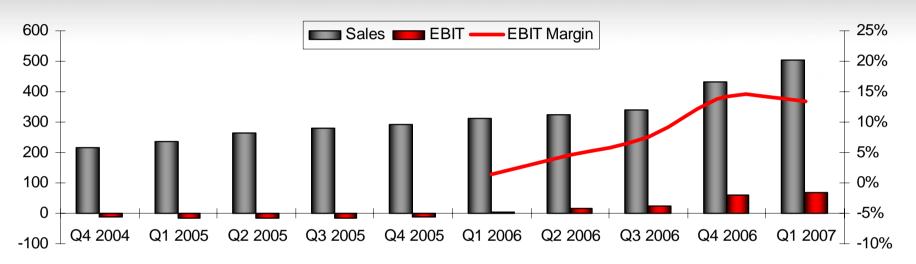


- Doubling of sales to SEK 83 million
- SEK 11 million operating profit with operating margin of 13%
- DTH platform still in investment phase



# Radio Rolling 12 Months

#### (SEK million) (excl. associated companies)



- Net sales almost doubled year on year to SEK 150 million after consolidation of P4 Radio & price rises in Sweden
- SEK 6 million operating profit
- Swedish radio stations achieve record combined reach of 1.9 million daily listeners
- P4 reports record Q1 sales after introduction of GRP-based pricing model



#### **Other Businesses**

#### **Online**

- New business segment comprising CDON.COM, TV-Shop, BET24, Playahead and MTG New Media
- Combined sales of SEK 413 (413) million
- Combined operating profit of SEK 14 (19) million
- CDON.com sales up 28% to SEK 214 million
- BET24 refocused onto markets where MTG has existing broadcasting operations – in order to increase leverage
- Internet sales now account for 48% of TV-Shop sales









#### **Modern Studios**

- Net sales of SEK 120 (151) million reflect lower sale of TV-productions and format licenses by Strix and the discontinuation of the Bromberg and Engine businesses
- SEK 2 (3) million operating profit
- Sonet film awarded 6 'Guldbaggen' awards for 'Kidz in the Hood' and 'The Substitute' awarded "Best Documentary" price







## **All Business Areas**

## Operating Results

(SEK million)	Q1 2007	Q1 2006	Change (%)	FY 2006
Net Sales				
Viasat Broadcasting	2,003	1,804	11	7,805
Radio	150	81	86	433
Other business areas	533	564	-5	2,192
Parent company & other companies	23	28		111
Eliminations	-81	-115		-406
Total net sales	2,629	2,362	11	10,136
Operating income (EBIT)				
Viasat Broadcasting	481	457	5	1,913
Radio	6	8	-18	78
Other business areas	16	23	-30	-59
Parent company & other companies	-35	-35		-155
Total EBIT	468	453	4	1,777



# **Summary Income Statement**

(SEK million)	Q1 2007	Q1 2006	FY 2006
Net Sales	2,629	2,362	10,136
Operating income (EBIT)	468	453	1,777
Gain/loss from financial assets	-	2	244
Net interest and other financial items	-2	-15	-5
Income before tax	467	440	2,016
Tax	-151	-135	-517
Net Income for the period	316	305	1,499
Basic number of shares outstanding	67,053,405	66,382,410	67,042,524
Basic earnings per share (SEK)	4.55	4.38	21.57



## **Cash Flow**

(SEK million)	Q1 2007	Q1 2006	FY 2006	
Cash flow from operations	279	238	1,372	
Changes in working capital	-339	-94	-78	
Net cash flow from operations	-60	144	1,294	
Proceeds from sales of shares	-	21	21	
Investments in shares in subsidiaries & associates	-178	-83	-645	
Investments in other non-current assets	-72	-30	-329	
Other cash flow from investing activities	-	-	2	
Cash flow from/to investing activities	-251	-92	-950	
Cash flow from/to financing activities	105	-3	-877	
Net change in cash and cash equivalents for the period	-206	50	-533	

- 17% increase in cash flow from operations
- Increased programming investments in Scandinavia and Eastern Europe & prepayments for newly acquired sports rights impact working capital
- SEK 178 million invested in acquisition of Playahead & Balkan Media Group



## **Balance Sheet**

(SEK million)	31 March 2007	31 March 2006	31 Dec 2006
Non-current assets	5,349	5,520	4,891
Current assets	4,450	4,703	4,314
Total assets	9,799	10,223	9,205
Shareholders' equity	5,492	5,549	5,105
Long-term liabilities	343	296	305
Current liabilities	3,965	4,377	3,796
Total equity & liabilities	9,799	10,223	9,205

- Net cash position of SEK 75 million
- SEK 3.6 billion of available liquid funds
- SEK 9.2 billion surplus to book value for 39.6% shareholding in CTC Media
- SEK 400 million draw down on SEK 3.5 billion credit facility



#### Outlook

#### Ratings Improvement & Investment in Growth

- Measures taken at TV3 Sweden are gradually showing desired effect
- Growing position as pan-Scandinavian media power house with successful new channel launches & ongoing structural market change – relaunch of ZTV after end of quarter
- Pay-TV model in Sweden shifts from subscriber acquisition to ARPU growth with investments in new channels and technologies to support medium term growth – launch of TV2 Sport after end of quarter
- H1 07 year on year comps tough for TV Prima, with market + growth to resume in H2 07 on back of anticipated viewing share increases
- Ongoing rapid development of DTV & Pay-TV East operations
- 30% Return on Capital Employed, healthy cash flow generation and net cash position – significant flexibility for investments, acquisitions, and shareholder returns

































