



# TEN NETWORK HOLDINGS LIMITED

## 2007 FY RESULTS BRIEFING

25 October 2007



### Overview



- Strong group revenue performance
  - Revenues up 12.5% and exceed \$1 billion for the first time
- Improvement in TV EBITDA to \$237.0m
  - Third consecutive quarter of double digit EBITDA growth
- Investing for growth in EyeCorp
  - Long term business model in fast growing sector
- Trading conditions positive for 2008 and we are well positioned to extract greater benefit
- Simplified corporate structure

# AGENDA



- Television Grant Blackley
- Out of Home Gerry Thorley
- Financial Results John Kelly
- Summary & Outlook Nick Falloon

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# TELEVISION

Grant Blackley



## Overview



- Improved financial performance in 2007
- EBITDA growth of 3.5% to \$237.0m
- Revenue up 8.7%
- Ratings in key 18-49s on par with record performance
- Established a 21st century digitised network architecture to advantage and expand TEN
- Digital Media interests growing with modest EBITDA forecast in 2008

**2007 FY Results**

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## Television Revenue



- 2007 TV revenues of \$831m (2006 - \$765m)
  - Headline growth of 8.7%
  - Growth ex 53<sup>rd</sup> week of 6.7%
- Trading environment
  - Headline growth in 2H revenues up 17.7%
  - 2H growth (ex 53<sup>rd</sup> week) up 13.5%
  - Double digit growth expected to continue into Q1 2008
- Ten deserves and is planning for a higher return of revenue justified by our ratings performance
- Core objective to achieve an on-going revenue share > 30%

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## 2007 Cost Base



- Normalised 2007 cost growth of 5%
  - Normalised ex selling costs & one-off items (\$27m)
- One-off items account for \$27m
  - Increased AFL costs of \$13m
  - 2007 AFL includes all Finals - going forward costs will be flat
  - 53<sup>rd</sup> week one-off costs of \$7m
  - Digital media establishment costs of \$7m

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## 2008 Cost Guidance



- TEN's cost growth forecast (ex selling) within 5%
- Guidance inclusive of:
  - New international supply: 20<sup>th</sup> Century Fox Studios / CBS Paramount
  - All new domestic initiatives incl. *So You Think You Can Dance* & *Are You Smarter than a Fifth Grader*
  - Sport: All sporting broadcasts including Rugby World Cup
  - Digital Media: Ongoing development of web & mobile strategies
  - TEN HD: Launch and ongoing support

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## Programming & Ratings



- Core objectives in 2007 were:

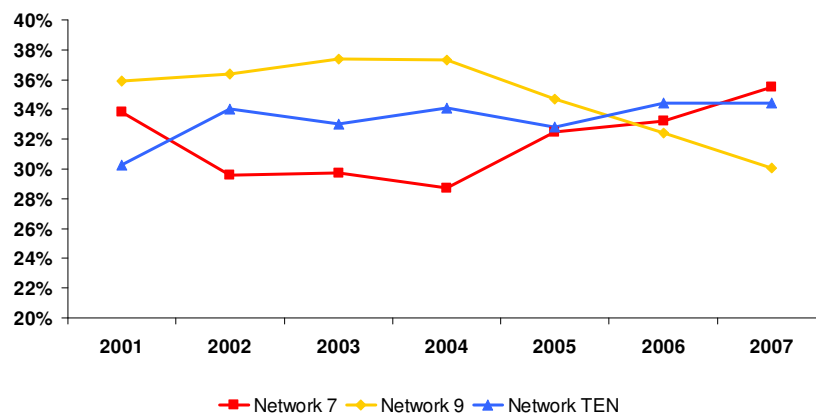
1. Providing compelling content targeting 18-49 in peak zones
2. Retain a dominating position in 16-39
3. Broaden and lead off-peak television
4. Extending brands on-line to mobile devices

- **We have delivered on these objectives**

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## 5 Year Trend : 18-49s



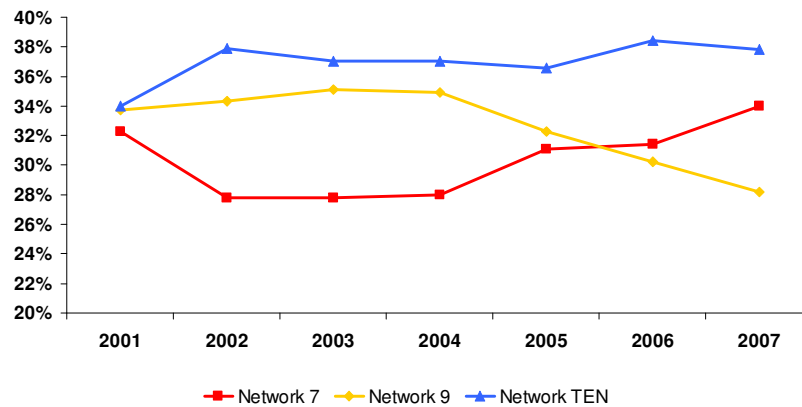
US benchmark 18-49 demo = 75% of TV ad dollars

Zone 1 (1800-2230), Wks 7-41 2001-2007 (Excl Easter and Comm Games)  
Commercial share for 5 City Metro

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## 5 Year Trend : 16-39s



Zone 1 (1800-2230), Wks 7-41 2001-2007 (Excl Easter and Comm Games)  
Commercial Share for 5 City Metro

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## 2008 International Programming



- 1<sup>st</sup> Year of the new 20<sup>th</sup> Century Fox deal
- New U.S. shows include: *Life*, *Back to You*, *Women's Murder Club*, *Cane*, *Unhitched* (to launch early 2008)
- 100% renewal rate for proven shows: *House*, *Medium*, *NCIS*, *Law & Order* (Franchise), *Numb3rs*, *Californication*, *Supernatural* & *The Simpsons*
- CBS Paramount content making a difference: *CBS News* & *Current Affairs*, *Dr. Phil*, *Late Show with David Letterman*

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## 2008 Programming Guidance

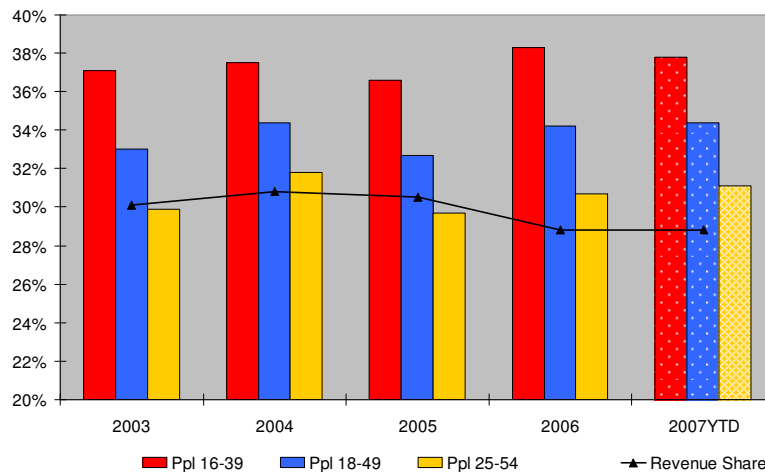


- Expect TEN
  - will remain highly competitive in 18-49s (in peak zones)
  - to retain leading position in 16-39s (in peak zones)
  - to remain the leading off-peak provider for advertiser dominant profiles with content including:
    - AFL, 9am David & Kim, Dr. Phil, Oprah, Bold & the Beautiful, Ten's News at 5pm & Ten's Late Night News*
- Positioned to further improve program mix with optimisation of international & domestic content supply

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## The Opportunity



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## Digitised Technology Framework



- Final stages of a technology investment program, including:
  - Digitisation of tape based media archive facility
  - Improve workflows & streamline performance
  - Broadcast architecture allowing for HD / Multi-channelling
  - Easier delivery of content to multiple digital platforms
- Ensures operating costs are contained within target ranges and industry best practice
- Unlocks additional revenue streams

**2007 FY Results**

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## Digital Media – Web & Mobile



- Encouraging first year of operations
  - Strong team of 35
  - Technology platform and key partnerships now established
- Strategy consistent with a video and program-centric consumer proposition
- Advancing core brands into the online & mobile world
- Strong advertiser acceptance of deep integration capabilities
- “Partner to many, married to none”
- On track for modest EBITDA profit in 2008

**2007 FY Results**

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## TEN's World of HD



- TEN is the leader of HD in Australia
- We are not just believers but evangelists!
- Consumers not only want but demand the best viewing experience
  - *The best sound*
  - *The best vision*
  - *The best experience*
- HD creates a difference...

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## TEN HD – The Opportunity & Offering



- HD is creating a new world broadcast standard
- Sales of HD capable consumer devices currently growing by 60% per quarter
- ADSIF estimates at least one HD set in every household in only five years
- HD is a point of difference for the FTA industry
- TEN HD will breakaway from main TEN channel for substantial periods of day in December
- TEN HD will enhance our Future

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## 2008 TV Forecasts

To grow Q1 2008 revenue > 10%

To control FY cost growth (ex selling) to < 5%

TV EBITDA to grow in 2008

To expand TEN's Digital assets

## Core Objective

To maximise earnings and achieve an ongoing  
revenue share & EBITDA margin > 30%

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**eye**<sup>™</sup>

Gerry Thorley



## Overview

- Investing for growth - underpins EYE's long term sector goals
- Execution continues following 2006 expansion decision
- ANZ business unit fundamentals remain on track
- Exit non-core activity – BTO Malaysia share sale

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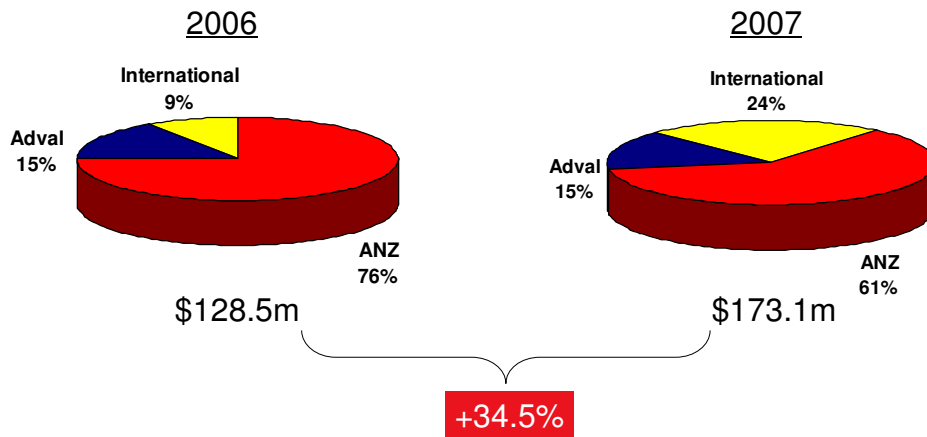
## Revenue

- FY07 Group Revenues grow 34.5%
- FY07 ANZ revenues grow 10%
- ANZ v International revenue composition evolving quickly
- Inventory in place to deliver current objectives

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## Revenue Composition



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## Growth Progress

- 2006 growth initiatives, implementation now well advanced
- To date growth via start-ups with limited acquisition options so far
- International start-ups now in transition to operating unit models
- Time well spent ensuring fundamentals are well founded
- ANZ OOH portfolio continues to underpin the EYE philosophy

**First operating year of a multi-year investment path**

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## Looking Forward

- ANZ
  - Continue to optimise existing asset base and new technology
  - Eye Study development opportunities
  - MOVE - industry audience measurement - mid 2008
- UK Eye Fly - more development potential from base now established
- Singapore Eye Fly - Changi T3 focus, January 2008 launch
- Additional international development can be expected

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## Eye Shop USA

- Initial build-out in place, now to match revenue with inventory
- 249 malls deployed across 42 states
- 3,490 total ad panels
- 162 mill. monthly visitors

Total malls = 850

### Top 10 DMA's\*

\* DMA denotes Designated Market Area

Eye	62 malls
Clear Channel	69 malls
JCDecaux	61 malls

Total malls in Top 10 DMA's = 259

### Eye in Top 30 DMA's

138 Malls
2555 ad panels
105 mill. monthly visitors

Total malls in Top 30 DMA's = 423

Grow further selectively to maximise market position

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## Future Objectives

- FY08:
  - EYE Group media revenue growth of 20% min.
  - Predict new-market losses circa \$10 million, subject to further investments
  
- Medium term:
  - Media revenue growth target at 20% min.
  - Group EBITDA margin target of 20% min. reflecting ANZ historical
  - International revenues approaching 35% of Group revenue

**Eye - International OOH operator specialising in key products**

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# 2007 FINANCIAL RESULTS

John Kelly



## 2007 Financial Result



- Strong, clean & transparent result
- TV EBITDA of \$237.0m – up 3.5%
  - 2H revenue growth of 18% & EBITDA growth of 29%
  - Managed cost base with growth < 5% ex one off factors
  - 53<sup>rd</sup> week in Q4 impacts comparisons
- EYE EBITDA of \$12.2m
  - Strong revenue growth of 34.5% - ANZ growth of 10%
  - Investing for international growth with non-capitalised start up losses in U.S. / U.K. of \$15m
  - \$9m profit on sale of Malaysia offset by \$3m AIFRS Lease adjust.
- **Simplified corporate structure**

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## Group Results



TEN NETWORK HOLDINGS LIMITED	2007	2006	Fav / (Unf)
GROUP RESULTS	\$M	\$M	%
<b>EARNINGS BEFORE INTEREST, TAX, DEPRECIATION &amp; AMORTISATION</b>	<b>248.3</b>	<b>252.0</b>	<b>(1.5%)</b>
Depreciation			
Television	17.6	15.6	
Out of Home (OOH)	8.0	5.0	
Amortisation (OOH)	3.5	1.1	
<b>EARNINGS BEFORE INTEREST &amp; TAX</b>	<b>219.3</b>	<b>230.3</b>	<b>(4.8%)</b>
Net Interest Expense	42.7	32.2	
<b>PROFIT BEFORE TAX &amp; DEB. INTEREST (DI)</b>	<b>176.6</b>	<b>198.1</b>	<b>(10.9%)</b>
<b>Tax Expense</b>	<b>47.2</b>	<b>59.2</b>	
<i>Prima facie tax rate</i>	<i>26.7%</i>	<i>30.4%</i>	
<b>PROFIT AFTER TAX &amp; BEFORE DI</b>	<b>129.4</b>	<b>138.9</b>	<b>(6.8%)</b>

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## Group Results cont...



TEN NETWORK HOLDINGS LIMITED GROUP RESULTS	2007 \$M	2006 \$M	Fav / (Unf) %
<b>PROFIT AFTER TAX &amp; BEFORE DI</b>	<b>129.4</b>	<b>138.9</b>	<b>(6.8%)</b>
<b>Debt Interest</b>			
Normal	50.9	68.6	
Special Dividend	0.0	15.9	
	50.9	84.5	
<b>Outside Equity Interests</b>	12.4	8.6	
<b>NET PROFIT AFTER TAX ATTRIBUTABLE TO MEMBERS</b>	<b>66.1</b>	<b>45.8</b>	<b>44.3%</b>

	<u>Reported EPS</u>		<u>Normalised EPS</u>	
	2007 Actual cps	2006 Actual cps	2007 Actual cps	2006 Actual cps
<b>Basic</b>	16.29	11.49	13.86	14.87
<b>Diluted</b>	13.86	11.49	13.86	14.87

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## Cash Flow Analysis



CASHFLOW ANALYSIS	2007 \$M	2006 \$M
<b>EBITDA - Reported</b>	<b>248</b>	<b>252</b>
Less: Profit on sale of Malaysia	(9)	
Less: Profit on sale of Adelaide Land & Buildings	(4)	
<b>EBITDA - Adjusted</b>	<b>235</b>	<b>252</b>
<b>Increase In Net Program Assets</b>	(5)	(26)
<b>Net Increase in Working Capital</b>	(15)	(12)
<b>CASH FLOW GENERATED FROM BUSINESS</b>	<b>216</b>	<b>214</b>
<b>Net Tax Paid</b>	(67)	(97)
<b>Net Bank Interest Paid</b>	(37)	(28)
<b>Dividends Received</b>	-	1
<b>NET OPERATING CASHFLOWS</b>	<b>112</b>	<b>90</b>
<b>REALISATION RATE (Cash Flow from Business/ EBITDA - Adjusted)</b>	<b>92%</b>	<b>85%</b>

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## Cash Flow Analysis cont...



CASHFLOW ANALYSIS	2007	2007
	\$M	\$M
<b>NET OPERATING CASHFLOWS C/FWD</b>		112
<b>Capital Expenditure</b>		
TV - HD/Content Mgmt/Adelaide	(23)	
- Core	(9)	(32)
OOH - U.S.	(14)	
- U.K.	(4)	
- Core	(7)	(25)
		(57)
<b>Proceeds on Sale of Assets</b>		
Big Tree (Malaysia)	16	
Global TV	12	
Adelaide Land & Buildings	8	36
<b>Acquisitions</b>		
Foxmark (OOH U.S)	(27)	
Ultimate Media (Eye Study)	(10)	
Other	(4)	(41)
<b>Distributions</b>		
Dividends Paid	(62)	
Debenture interest paid	(60)	(122)
<b>INCREASE IN NET DEBT</b>		(73)

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## Debt Structure/Capacity



- Core Average Net Debt Forecast for 2008 of \$585m
- Gearing levels comfortable
  - 2.4 times EBITDA & 6 times interest cover
- Existing Debt Facilities of \$1.060bn
  - \$700m Syndicated Facility due December 2008
  - \$360m in Long Term US Private Placement Notes
- Significant surplus debt capacity on existing lines

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## CanWest Conversion



- CanWest shares & debentures now converted
  - CanWest now holds a 56.7% controlling interest in Ten Holdings
- Accounting for Conversion
  - Recognised at market price on conversion (\$2.62 per share)
  - Credit to Contributed Equity (\$1.3bn) offset by debits to Conversion Reserve (\$1.2bn), Minority Interest & Subordinated Debentures
- Ten Holdings shares on issue now 922.149m
  - Remaining 5.435m shares in Ten Group also expected to convert
- All leads to simplified structure with transparent earnings

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## SUMMARY & OUTLOOK

Nick Falloon



## Summary



- Consolidated revenue exceeds \$1bn
- Ownership structure simplified
  - CanWest decision a sign of confidence
- Improvement in TV EBITDA
- EYE grows revenues by 34.5%
  - Underlying earnings ex one offs of \$21m
- Board restructure
- First opportunity to market TEN to foreign investors

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## Outlook



- Disciplined business model approach to continue
- TV Revenue momentum continuing into first quarter
  - TV revenue tracking towards double digit growth in Q1
- TEN TV forecast to show growth in 2008
- TV cost growth guidance (ex selling) for FY2008 to be within 5% inclusive of:
  - *Rugby World Cup*, TEN HD, first year of Fox & all new product
- Eye Corp will continue to invest for growth
  - Start up losses currently forecast to reduce to around \$10m
- Capital management and growth options under review

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