# GESTEVISIÓN TELECINCO S.A.







# **COMPANY PRESENTATION**

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# Highlights\* of First Quarter 2006

Total net revenues:	€227.8 million	( + 6.8% vs. 1Q05)
Total costs (1):	€126.2 million	(+4.9% vs. 1Q05)
EBITDA adjusted (2):	€103.6 million	(+9.0% vs. 1Q05)
Net Profit (3):	€ 73.3 million	(+13.6% vs. 1Q05)
EBITDA / Net Revenues	<b>45.5</b> %	(vs. 44.6% in 1Q05)
EBIT / Net Revenues	<b>44.6</b> %	(vs. 43.6% in 1005)
Net Profit / Net Revenues	32.2%	(vs. 30.3% in 1Q05)
Audience share		
All Individuals:	24h 21.0%	Prime Time 21.2%
Commercial Target:	24h 23.1%	Prime Time 24.0%
* Non Audited figures (1)Including amortisation of tangible and int minorities	angible assets (2) Post	t-rights amortisation (3)After
5		GROUP   2
TELECINCO		

# GESTEVISIÓN TELECINCO S.A.



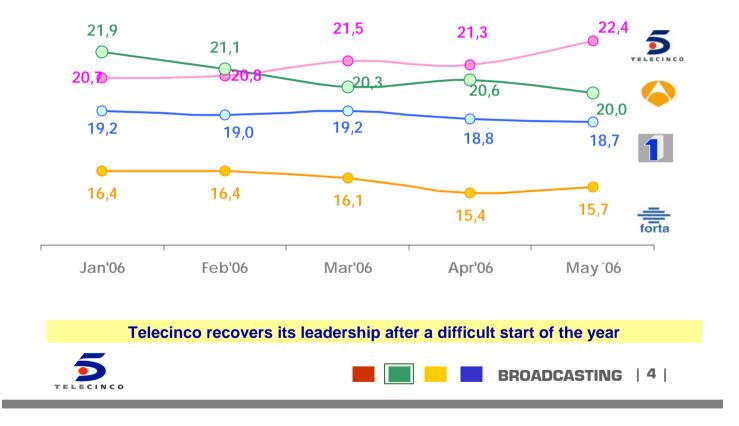




## **COMPANY PRESENTATION**

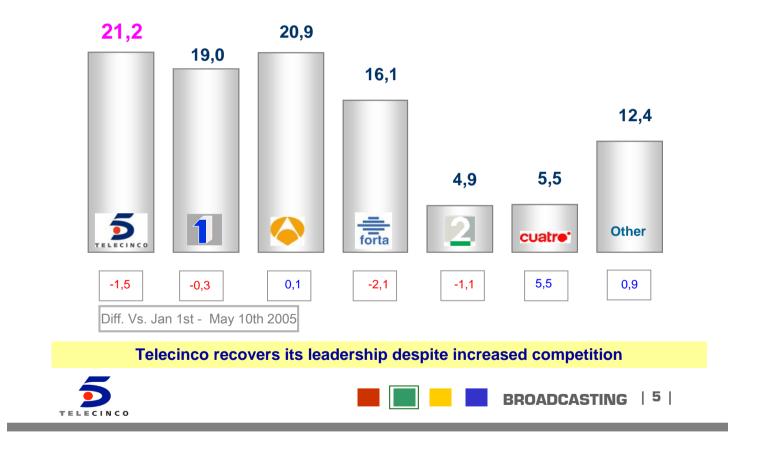
## Audience Share Total Day, January-May 2006 by Months

Audience share 24h, Total Individuals, May until 10th



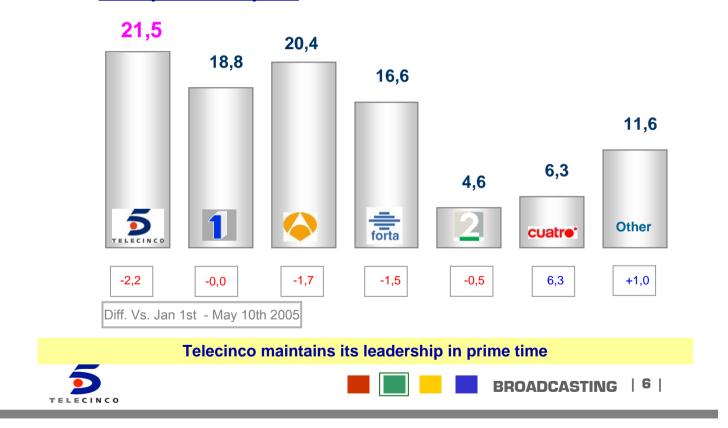
## Audience Share Total Day, January-May 2006

Audience share 24h, Total Individuals, from January 1st until May 10th



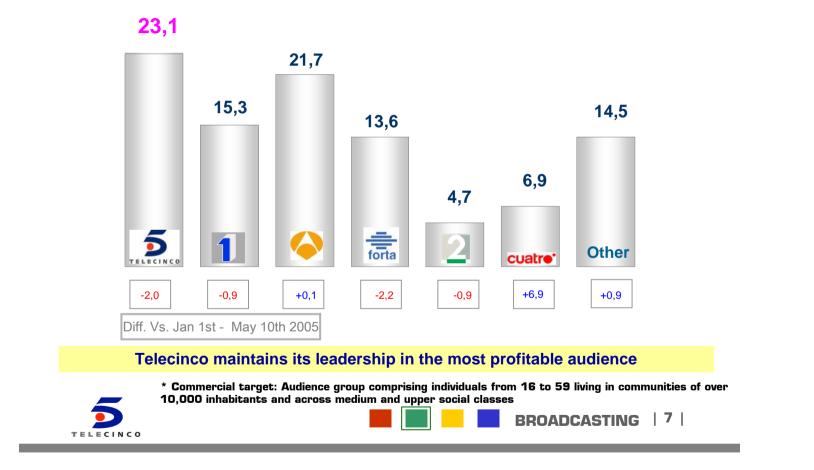
## Audience Share Prime Time, January-May 2006

Audience share PRIME TIME (21:00-24:00), Total Individuals, from January 1st until May 10th



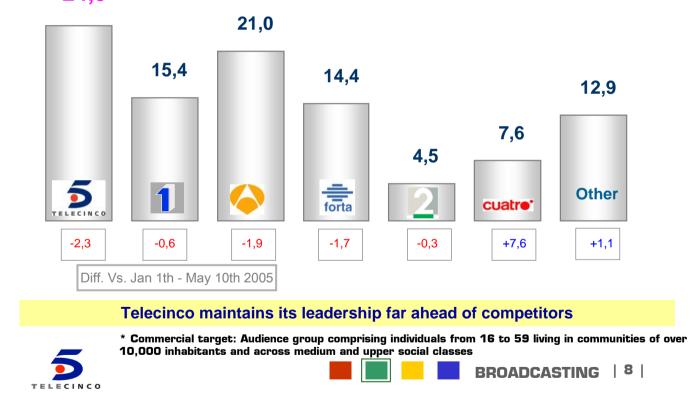
#### Audience Share Commercial Target, January-May 2006

Audience share 24h, Commercial Target\*, from January 1st until May 10th



#### Audience Share Prime Time Commercial Target, January-May 2006

Audience share PRIME TIME (21:00-24:00), Commercial Target, from January 1th until May 10th



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## Leadership in Prime Time, January - April 2006

	Monda	y Tuesday	Wednesda	y Thursday	Friday	Saturday	Sunday
	CSI CSI:	el comtvario				G <sub>to</sub> ra	Z-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S-S
TELECINCO	24,8	23,3	26,6	21,9	19,4	21,2	19,5
	19,5	18,1	24,9	23,0	19,6	18,3	18,6
1	23,9	14,5	17,8	15,9	18,4	12,5	19,5

#### Total Individuals (2006, January 1<sup>st</sup> - April 30<sup>th</sup>)

(Time Slot: 22:00-0:00)

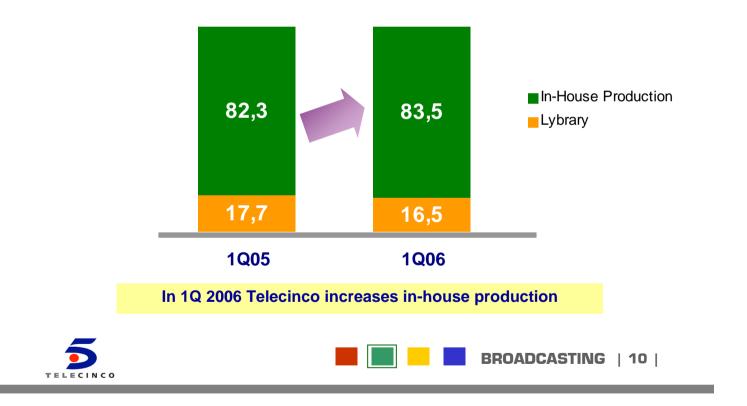
Telecinco's prime time programmes continue to deliver strong audience shares all throughout the week





## Programming Mix 1Q06





# Gestevisión Telecinco S.A.



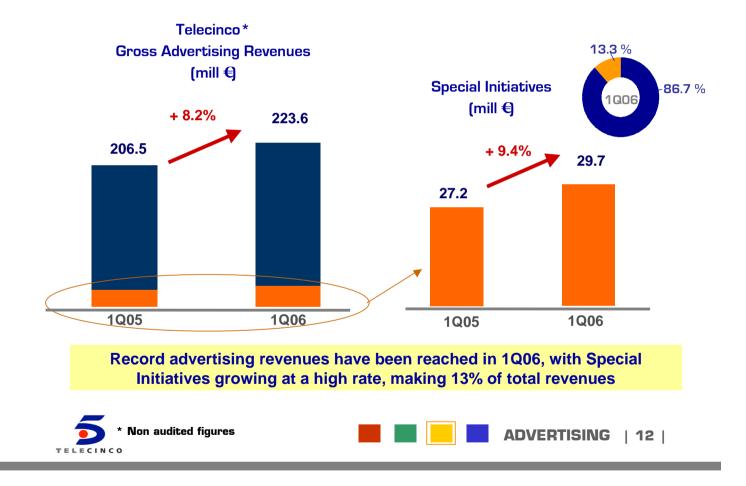


**ADVERTISING** 



# **COMPANY PRESENTATION**

#### Advertising Revenues, 1Q06



## Commercial Strategy, 1Q06

Aud	ience	SHARE	SECONDS	GRP's (20") C/GRP's (20")		SECONDS GRP's (20") C/GRP		Publiespaña Revenues
c.	%	<b>∆ (%)</b>	△ (%)	△ (%)	△ (%)	€mill (%)		
21	.0%	<b>-6.7</b> %	+1.6%	- 5.5%	+14.5%	223.6 8.2%		

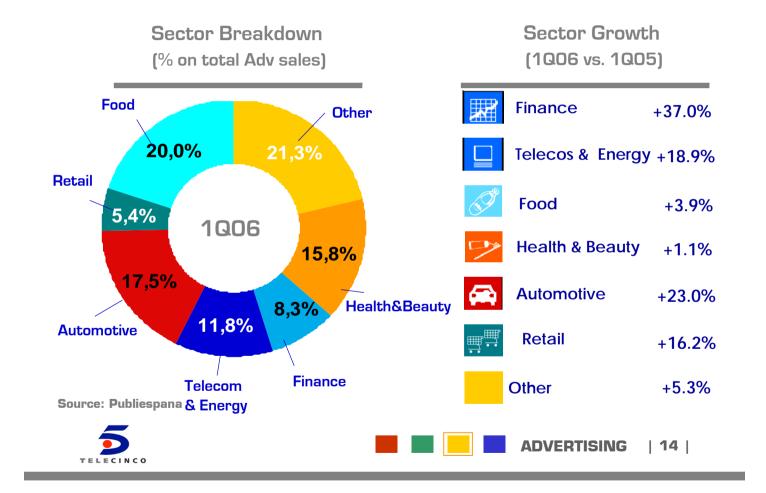
Price increase is the main revenue driver

Source: TNS and Publiespaña





#### Advertising Spanish TV Market



## Gestevisión Telecinco S.A.

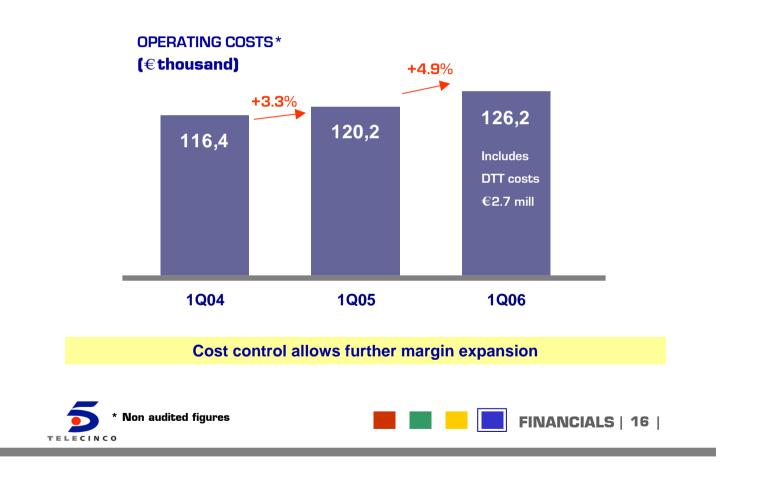




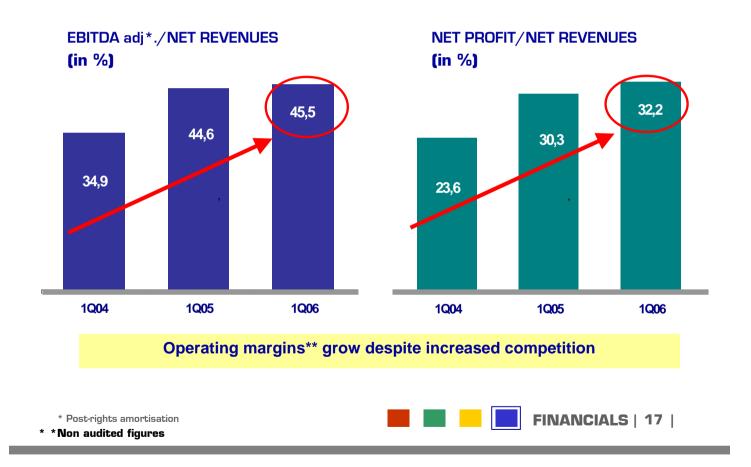


## **COMPANY PRESENTATION**

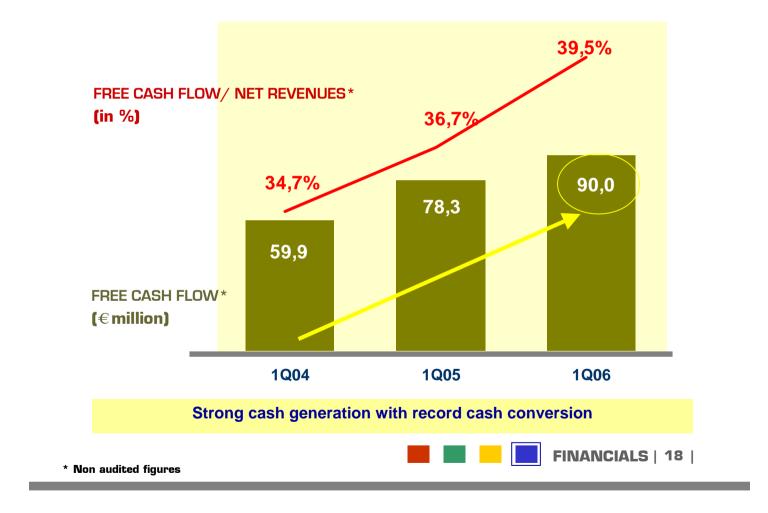
# **Control on Operating Costs**



## **Margin Expansion**



## **Cash Flow Generation and Cash Conversion**



## Consolidated Financial Results\*

(€million)	1006	1005	Var. %
Total Net Revenues	227.8	213.3	6.8 %
Total Costs	(126.2)	(120.2)	4.9 %
Personnel	(17.9)	(17.4)	3.0 %
Operating Costs	(66.2)	(65.1)	1.7 %
Amortisation & Depreciation	(42.1)	(37.7)	11.4%
EBIT	101.6	93.0	9.3 %
Pre-tax Profit	104.3	94.5	10.4 %
NET PROFIT after Minorities	73.3	64.5	13.6 %
EBITDA (1)	103.6	95.1	9.0 %
(1) Post-rights amortisation			
EBITDA/NET REVENUES	45.5 %	44.6 %	-
EBIT/NET REVENUES	44.6 %	43.6 %	-
NET PROFIT/NET REVENUES	32.2 %	30.3 %	-
* Non audited figures		FINAN	CIALS   19

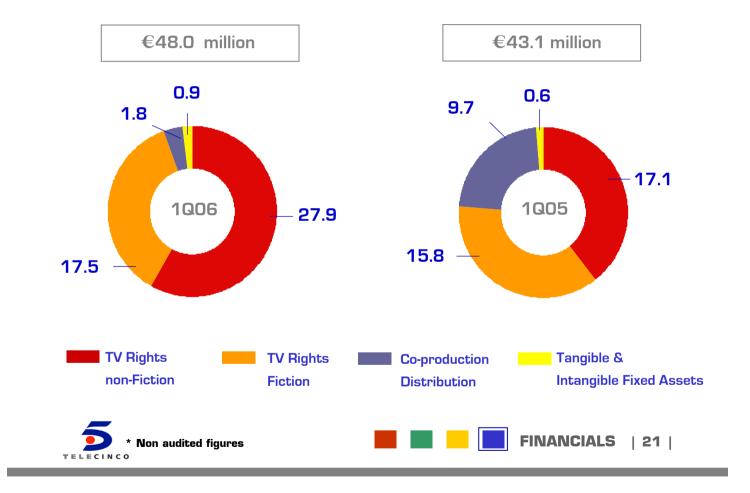
## Consolidated Cash Flow Statement\*

(€million)	1006	1Q05	Diff. In €million
Initial Cash Position	355.8	244.4	111.4
Free Cash Flow	90.0	78.3	11.7
Cash Flow from Operations	117.1	104.0	13.1
Net Investments	(48.0)	(43.1)	(4.9)
Change in Net Working Capital	20.9	17.4	3.5
Change in Equity	4.7	0.1	4.6
Financial Investments	(0.1)	(0.5)	0.4
Dividends received	0.2	0.0	0.2
Dividend payments	0.0	0.0	
Total Net Cash Flow	94.8	77.9	16.9
Final Cash Position	450.6	322.3	128.3
Free Cash Flow/Total Net Revenues	39.5%	36.7%	





#### Net Investments\*





# TELECINCO Back up Slides 1. Consolidated Financial Statements





# Consolidated Profit & Loss Account (I)\*

(€million)	1Q06	1Q05	%06/05
Gross TV Adv. Revenues	225.36	208.46	8.1%
-Telecinco	223.57	206.54	8.2%
-Other	1.79	1.91	(6.2%)
Discounts	(9.60)	(8.93)	7.6%
Net TV Advertising Revenues	215.76	199.53	8.1%
Other revenues	12.05	13.74	(12.3%)
TOTAL NET REVENUES	227.81	213.27	6.8%
Personnel	(17.93)	(17.40)	3.0%
TV Rights Amortisation	(40.07)	(35.67)	12.3%
Other Operating Costs	(66.20)	(65.09)	1.7%
Total Costs (1)	(124.20)	(118.17)	5.1%
EBITDA adj **	103.61	95.10	9.0%
* Non audited figures			
* * Post-rights amortisation			
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# Consolidated Profit & Loss Account (II)\*

€€million)	1Q06	<u>1Q05</u>	%06/05
EBITDA**	103.61	95.10	9.0%
Other Amortisation & Depreciation	(1.98)	(2.07)	(4.7%)
EBIT	101.64	93.03	9.3%
Equity Consolidated Results	15	22	(29.5%)
Financial Results	2.55	1.29	97.8%
EBT	104.34	94.53	10.4%
ncome Taxes	(31.00)	(30.01)	3.3%
Minority Interests	(3)	(0)	
Net Profit	73.31	64.52	13.6%

TELECINCO

\* \* Post-rights amortisation



<sup>\*</sup> Non audited figures

	1006	2005
Tangible assets	63.59	65.21
Audiovisual Rights and Pre-payments	240.85	233.94
- Third Party Rights	171.77	160.28
- Fiction TV Rights	17.47	23.44
- Co-production / distribution	51.61	50.22
Pre-pald taxes	17.81	19.36
TOTAL NON-CURRENT ASSETS	322.25	318.51
Current assets	189.24	214.54
Financial investments and cash	454.46	360.28
TOTAL CURRENT ASSETS	643.70	574.82
TOTAL ASSETS	965.95	893.33
Shareholders' equity	649.18	571.15
Non-current Provisions	72.39	71.25
Non-current payables	3.84	1.45
Non-current financial liabilities	2.70	3.31
TOTAL NON-CURRENT LIABILITIES	78.93	76.01
Current Payables	236.68	245.01
Current financial liabilities	1.16	1.16
TOTAL CURRENT LIABILITIES	237.84	246.17
TOTAL LIABILITIES	965.95	893.33
* Non audited figures		FINANCIAL

# Consolidated Balance Sheet\*

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## Gestevisión Telecinco S.A.





May 2006



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