

## 1st Quarter Revenue

April 22, 2010





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## The Context Market Context



- After 18 months of constant deterioration, 2 consecutive industry forecast improvements
- Key drivers:
  - Emerging Markets
  - Improved Client Balance Sheets
  - GDP Growth
  - Better consumers' mood

#### **The Context**



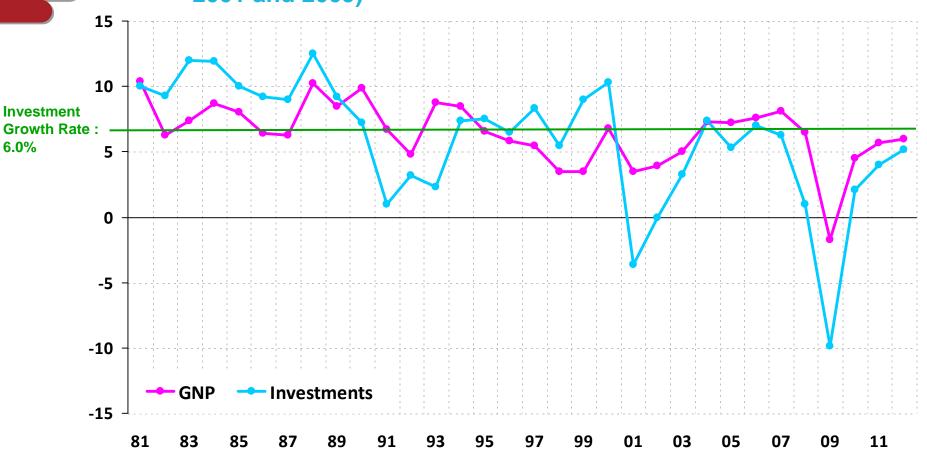
## Zenith Optimedia Major Media Ad Forecasts, current prices (%) – Key Markets

	October 2009 Forecast for FY 2010	December 2009 Forecast for FY 2010	April 2010 Forecast for FY 2010
Worldwide	+0.5%	+0.9%	+2.2%
United States	-4.4%	-2.6%	-2.0%
Japan	-3.3%	-3.2%	-0.7%
United Kingdom	-2.1%	-2.0%	+1.3%
Germany	-3.2%	-1.5%	-1.4%
China	+9.5%	+10.5%	+12.1%
France	+2.7%	+1.6%	+1.1%
Italy	+0.5%	+0.2%	+0.2%
Spain	+1.0%	-0.6%	+0.4%
Brazil	+8.1%	+11.8%	+11.8%

#### **The Context**



Ad Spend Investments Correlated to GNP Growth (except during periods of crisis such as 1991, 2001 and 2009)



Historical Correlation between media ad spend and GNP. Global GNP and evolution of media ad spend, current prices



## **Back to Growth**



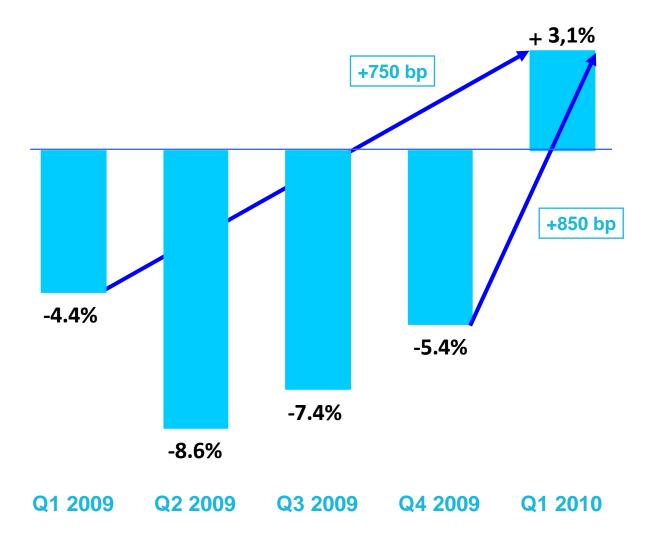


Revenue (EUR million)	1,162
Revenue Growth (as published)	+8.1%
Organic Growth	+3.1% *

<sup>\*</sup> Excluding growth coming from Razorfish: +8.6%

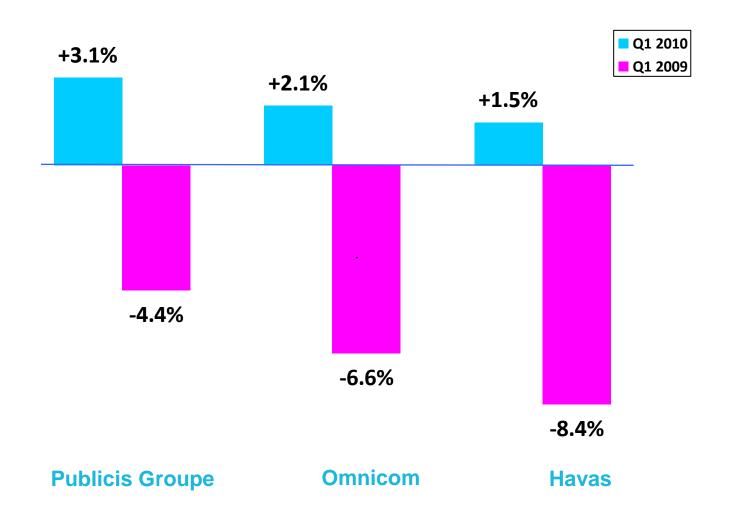
## **Growth is back!**







## Publicis Groupe, Omnicom, Havas: Organic Growth



## **Revenue by Geography**



(EUR million)	Q1 2010	Q1 2009	Organic Growth Q1	Var. 2010 vs 2009
Europe	369	357	-1.5%	+3.4%
North America	579	526	+4.8%	+10.0%
Asia Pacific	131	114	+6.7%	+14.9%
Latin America	55	51	+9.8%	+8.7%
Middle East & Africa	28	27	+7.2%	+3.7%
Total	1,162	1,075	+3.1%	+8.1%





(USD million)	Q1 2010	Q1 2009	Var. 2010 vs 2009
Europe	510	464	+9.9%
North America	801	685	+16.9%
Asia Pacific	182	149	+22.1%
Latin America	76	66	+15.2%
Middle East & Africa	39	35	+11.4%
Total	1,608	1,399	+14.9%

All entities translated into US dollar using the following exchange rates:

March 31st, 2009 : 1 USD = 0.7680 EUR March 31st, 2010 : 1 USD = 0.7228 EUR



## Organic Growth - Europe Publicis Groupe, Omnicom, Havas



	Publicis Groupe	Havas	Omnicom
France	+8.4%	+0.5%	n.a.
UK	+1.4%	-1.5%	-0.6%
Euro Currency Markets	n.a	n.a	-5.1%
Rest of EU	-7.9%	-7.2%	n.a
Total EU	-1.5%	-3.0%	n.a.

## **Organic Growth by Country**



Above 10%	India*, Korea, Turkey
5 to 10%	France**, USA***, Brazil, Mexico
0 to 5%	Russia, UK, Spain, Greater China, Australia, Japan, Canada
0 to -5%	Italy, Sweden
Below -5%	Netherlands, Switzerland, Poland, Germany, Denmark

\* India: +31.9% (excluding Razorfish)

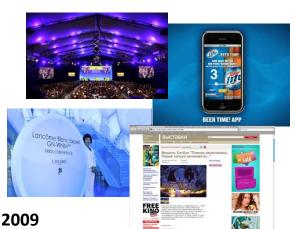
\*\* France: +8.4% (excluding Razorfish)

\*\*\* USA: +5.6% (excluding Razorfish)

## **Revenue by Activity**







vs 21% in 2009

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SAMS\* **47%** vs 41% in 2009







Q1 2009\* Q1 2010\*\*

Digital from 20.1% to 27.0% (% Groupe revenue)

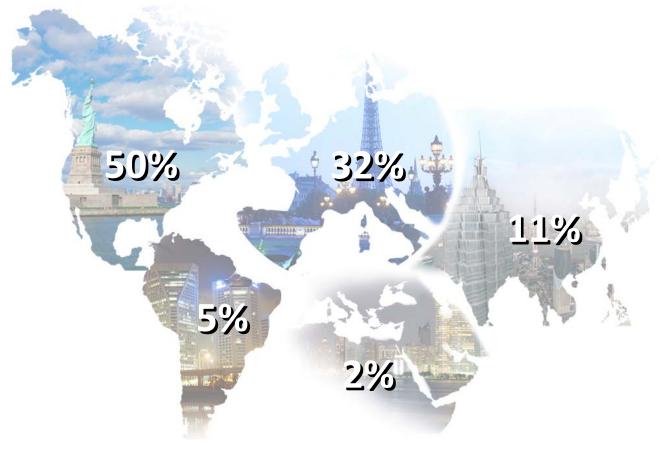
Digital Organic Growth: 15.0%

<sup>\* 2009</sup> at 2010 exchange rate

<sup>\*\*</sup> including Razorfish 3 months

## **Revenue by Geography**





- Emerging markets: 21.7% of total revenue
- Compared to 21.1% in Q1 2009





Emerging markets organic growth: +6.2%

Asia Pacific +6.7%

China & Korea : +6.4%

South East Asia: +11.2%

India: +31.9%

Australia & Japan : +1.3%

Latin America +9.8%

▶ Brazil: +9.7%

• Other: +9.9%

Central Europe -1.0%

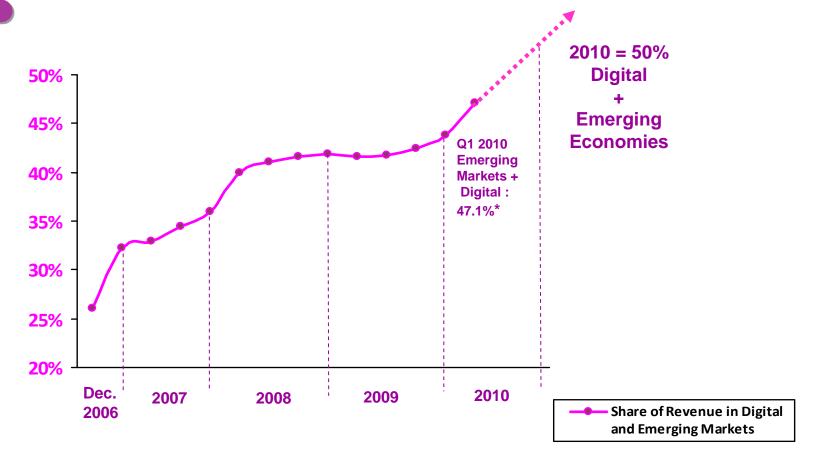
• Russia: +2.3%

MEA +7.2%

▶ Saudi Arabia: +31.6%

## 1st Quarter 2010 Vs Groupe target



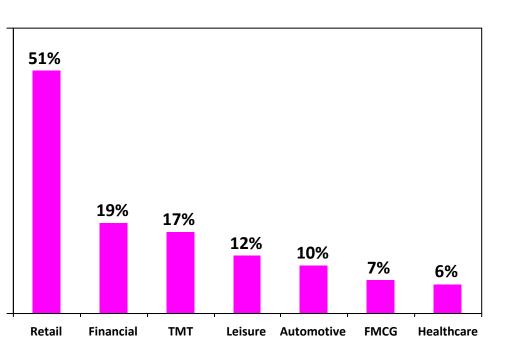


On track for 50% of total revenue coming from emerging markets and digital in 2010

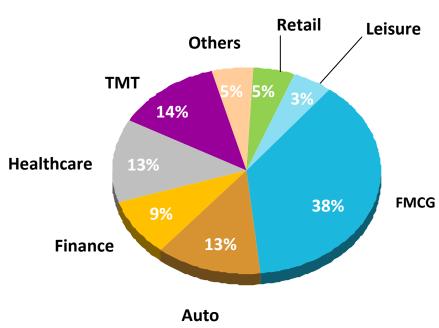
## **Revenue by Sector**



## Growth Q1 2010 vs 2009



#### Q1 2010



#### Growth in all sectors



## **New Business**



## USD 1.2 billion\*

## **New Business wins**



























































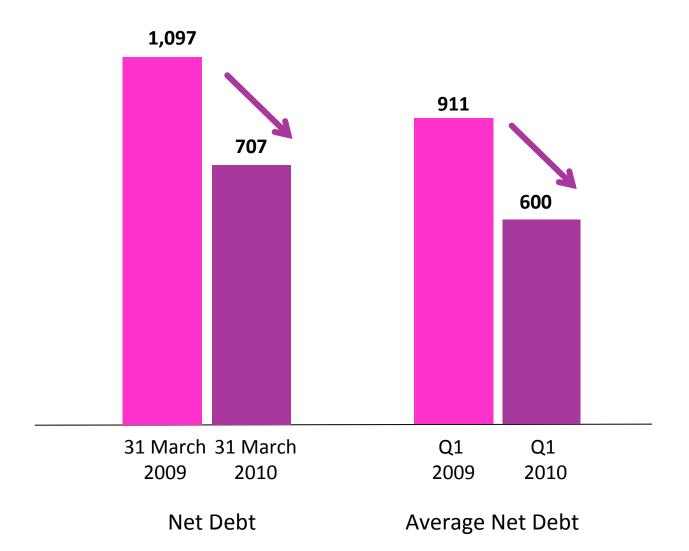




## **Net Debt**



(EUR million)



# Gross Debt at March 31, 2010 Split by maturity



(EUR million)	Total	Apr. 2010 – Mar. 2011	Apr. 2011 – Mar. 2012	Apr. 2012 – Mar. 2013	Apr. 2013 – Mar. 2014	Apr. 2014 onwards
Oceane 2018*	119				119	
Oceane 2014	647					647
Eurobond 2012**	522		522			
Eurobond 2015**	260					260
Oranes	23	3	3	3	2	12
Earn-out / Buy-out	240	113	78	28	16	5
Other debt**	167	79	8			80
Total gross debt	1,978	195	611	31	137	1,004

<sup>\*</sup> Put Option in 2014

<sup>\*\*</sup> including fair value of associated derivatives

## Liquidity at March 31, 2010



(EUR million)	Total Amount	Drawn	Available
Committed Facilities:			
364-day revolving credit facilities	205	0	205
5-year revolving credit facility	450	0	450
5-year syndicated facility (Club Deal)	1,500	0	1,500
Total Committed Facilities	2,155	0	2,155
Cash and Marketable Securities			1,271
Total Liquidity			3,426
Groupe other uncommitted Facilities	241	8	233



# Outlook

### FY 2010: « Year of the Tiger » - Prosperity



End of crisis: cautious optimism



- Accelerated growth in digital
- Expansion in emerging economies
- Rigorous cost management
- Cautious exit from hiring and salary freezes
- Investment in technology and talents

#### **2010 Objectives**



- Grow market share
- Work streams on accelerating change from "Service Provider" to "Value Creator"
   ( New Approaches, New Services, New Compensation System)

### Outlook



Back to Growth

- Goal: to outperform
  - Growth
  - Margins





## Contacts

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## Appendix





## Revenue and Organic Growth Calculation

(EUR million)	Q1
2009 Revenue	1,075
Currency impact	(18)
2009 Revenue at 2010 exchange Rate (a)	1,057
2010 Revenue before impact of acquisitions <sup>(1)</sup> (b)	1,090
Revenue from acquisitions (1)	72
2010 Revenue	1,162
Organic Growth (b/a)	+3.1%

Currency impact (EUR million)				
Q1				
GBP	2			
USD	(30)			
Others 10				
Total (18)				

# Net Debt Split by currency



(EUR million)	Total	EURO	USD	GBP	Others
Oceane 2018	119	119			
Oceane 2014	647	647			
Eurobond 2012*	522	522			
Eurobond 2015*	260	260			
Orane	23	23			
Earn-out / Buy-out	240	65	64	32	79
Other debt*	167	9	87	-	71
Total gross debt	1,978	1,645	151	32	150
Cash and marketable securities	(1,271)	151	(728)	(87)	(607)
Net debt	707	1,796	(577)	(55)	(457)

## **Net Debt Split by rate**



(after interest rate swap)

(EUR million)	Total	Earn-out / Buy-out	Fixed Rate	Variable Rate
Oceane 2018	119		119	
Oceane 2014	647		647	
Eurobond 2012*	522			522
Eurobond 2015*	260			260
Orane	23		23	
Other debt*	167		80	87
Total gross debt excl. Earn-out / Buy-out	1,738		869	869
			50%	50%
Earn-out / Buy-out	240	240		
Cash and marketable securities	(1,271)			(1,271)
Net debt	707	240	869	(402)

<sup>\*</sup> Including fair values of associated derivatives