

## 2010 Annual Results

February 10, 2011



#### Disclaimer



This presentation contains forward-looking statements. The use of the words "aim(s)," "expect(s)," "feel(s)," "will," "may," "believe(s)," "anticipate(s)" and similar expressions in this presentation are intended to identify those statements as forward looking. Forwardlooking statements are subject to risks and uncertainties that could cause actual results to differ materially from those projected. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation release. Other than in connection with applicable securities laws, Publicis Groupe undertakes no obligation to publish revised forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events. Publicis Groupe urges you to review and consider the various disclosures it made concerning the factors that may affect its business carefully, including the disclosures made to the French financial markets authority (AMF).



#### 4<sup>th</sup> Quarter 2010: Key Figures

Revenue (EUR million)

2010

1,560

2009

1,268

+ 23.0%

**Organic Growth** 

+ 12.5%



#### Full Year 2010: Key Figures

Revenue (EUR million)

2010

5,418

2009

4,524

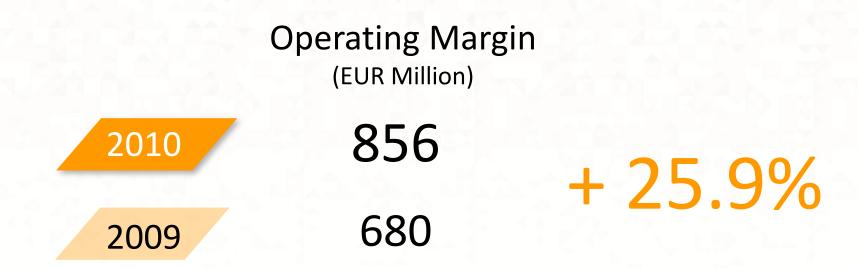
+ 19.8%

**Organic Growth** 

+8.3%



#### **Full Year 2010: Key Figures**



**Operating Margin Rate** 

15.8% +80 bp



#### Full Year 2010: Key Figures

Net Income (EUR Million)

2010

526

2009

403

+ 30.5%



#### Full Year 2010: Key Figures

Headline\* Diluted EPS (EUR)

2010

2.39

2009

1.97

+ 21%

<sup>\*</sup> After elimination of impairment charge, amortization on intangible arising on acquisition, capital gain on building disposals and income tax credit linked to the Oceane 2014 Deferred Tax Liability (for 2009)



#### Full Year 2010: Key Figures

Free Cash Flow\*
(EUR million)

2010

646

2009

524

+ 23.3%

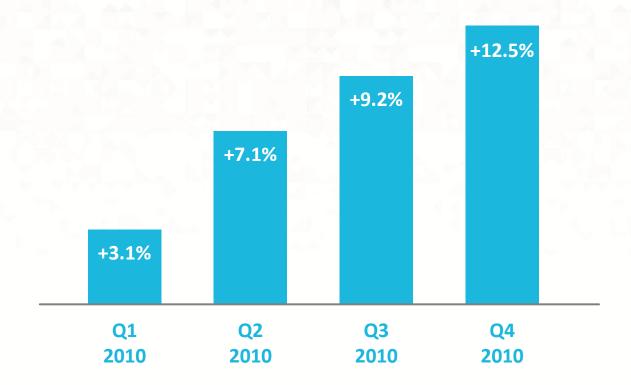


### FINANCIAL RESULTS

#### Revenue 2010



#### **Growth\* Trend Confirmed**



#### Revenue 2010



#### **Q4** Revenue by Geography

(EUR million)	Q4 2010	Q4 2009	Organic Growth 2010	Var. 2010 vs 2009
Europe	556	483	11.3%	15.1%
North America	683	545	14.0%	25.2%
Asia Pacific	180	146	6.4%	23.1%
Latin America	87	51	22.1%	70.9%
Middle East & Africa	54	43	15.3%	26.4%
Total	1,560	1,268	12.5%	23.0%

#### Revenue 2010



#### **Full Year Revenue by Geography**

(EUR million)	2010	2009	Organic Growth 2010	Var. 2010 vs 2009
Europe	1,761	1,579	6.0%	11.5%
North America	2,606	2,094	9.9%	24.4%
Asia Pacific	617	499	7.0%	23.8%
Latin America	284	218	13.7%	30.4%
Middle East & Africa	150	134	4.8%	12.3%
Total	5,418	4,524	8.3%	19.8%



#### **Consolidated Income Statement**

(EUR million)	FY 2010	FY 2009	Var. '10 vs '09
Revenue	5,418	4,524	19.8%
Operating margin	856	680	25.9%
as % of revenue	15.8%	15.0%	
Amortization of intangibles arising on acquisitions	(34)	(30)	
Impairment	(1)	(28)	
Non-current income (expense)	14	7	
Operating income	835	629	32.8%
Net financial costs	(76)	(70)	
Income taxes	(216)	(146)	
Associates	8	4	
Minority interests	(25)	(14)	
Group net income	526	403	30.5%



#### **Operating Margin**

(EUR million)	FY 2010	FY 2009	Var. '10 vs '09
Revenue	5,418	4,524	19.8%
Personnel costs	(3,346)	(2,812)	19.0%
Other operating expenses	(1,105)	(940)	17.6%
Depreciation	(111)	(92)	20.7%
	856	680	25.9%
Operating margin	15.8%	15.0%	+80bp



#### **Operating Costs**

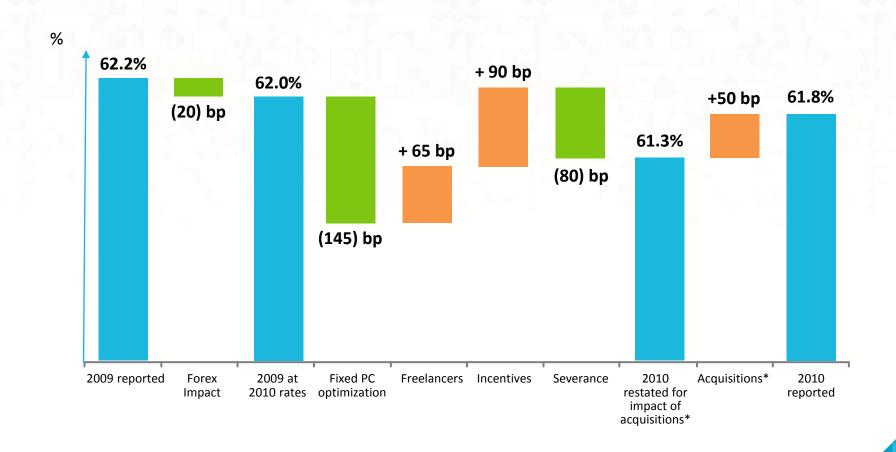
(EUR million)	FY 2010	FY 2010 excl. acquisitions*	FY 2009**	Var. '10* vs '09**
Personnel costs	(3,346)	(3,157)	(2,955)	6.8%
% Revenue	61.8%	61.3%	62.0%	- 70 bp
Other operating expenses	(1,105)	(1,056)	(987)	7.0%
% Revenue	20.4%	20.5%	20.7%	- 20 bp
Depreciation	(111)	(104)	(97)	7.2%
% Revenue	2.0%	2.0%	2.0%	0 bp
Total Operating Costs	4,562	4,317	4,039	6.9%
Operating Margin%	15.8%	16.2%	15.2%	+100 bp

<sup>\*</sup> After elimination of 2010 acquisitions and the impact in 2010 of 2009 acquisitions for the months prior to the month of acquisition

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



## **Change in Personnel Costs Ratio 2009/2010**





#### **Net Financial Costs**

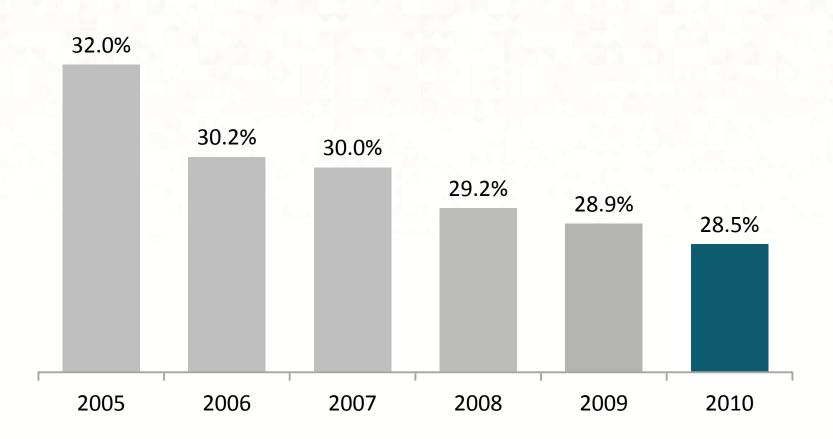
(EUR million)	FY 2010	FY 2009	Var. '10 vs '09
Eurobond 2012 and 2015 (1)	(14)	(19)	5
Oceane 2014 (issued in June 2009)	(38)	(19)	(19)
Oceane 2018	(3)	(4)	1
Oranes	(2)	(2)	-
Interests on Finance lease	(9)	(8)	(1)
Other interest expense	(15)	(21)	6
Interest income <sup>(2)</sup>	16	12	4
Cost of net financial debt	(65)	(61)	(4)
Other financial income (expense)	(11)	(9)	(2)
Net financial costs	(76)	(70)	(6)

<sup>(1) 2010</sup> average interest rate resulting from the fixed to variable rate swap of the eurobonds: 1.8% vs 2.6% in 2009

<sup>(2)</sup> the increase in interest income is mainly due to the increase of the average available cash amount : 1,411 m€ vs 864 m€ in 2009 mitigated with a decrease of the EONIA average rate : 0.44% vs 0.72% in 2009

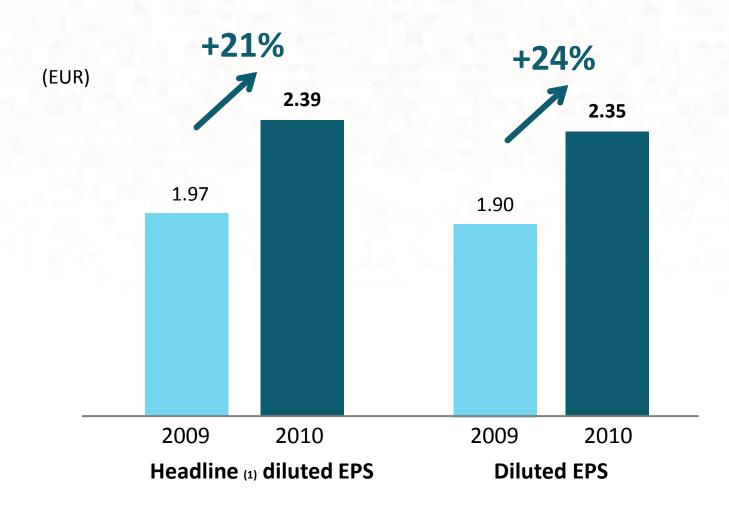


#### **Effective Tax Rate since 2005**





#### **Earnings per Share**





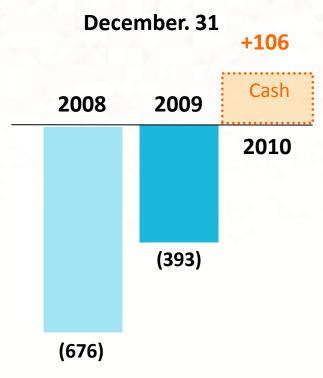
#### **Balance Sheet at 31 December 2010**

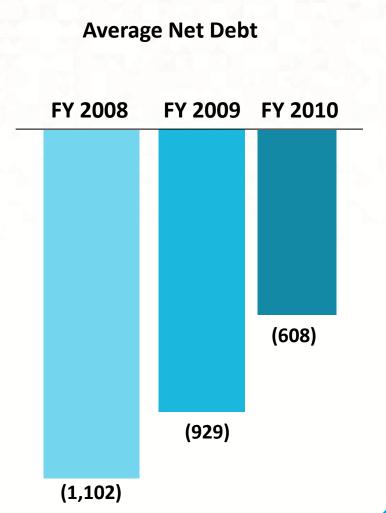
(EUR million)	FY 2010	FY 2009
Goodwill and intangibles	5,134	4,763
Other fixed assets	717	601
Current and deferred tax	(110)	(125)
Working capital	(1,889)	(1,459)
Total	3,852	3,780
Group equity	3,361	2,813
Minority interests	21	25
Equity	3,382	2,838
Provisions for risk & charges	576	549
Net (cash) debt	(106)	393
Total	3,852	3,780
Net Debt/Equity Ratio	cash positive	0.14



#### Positive Net Cash Position of EUR 106M Average Net Debt Reduced by 35%

(EUR million)







#### Liquidity at 31 December, 2010

(EUR million)	Total	Drawn	Available
Committed Facilities:			
364-day revolving credit facilities	205	-	205
5-year revolving credit facility	450	-	450
5-year syndicated facility (Club Deal)	1,500	-	1,500
Total Committed Facilities	2,155	-	2,155
Cash and Marketable Securities	2,164	-	2,164
Total Liquidity	4,319	-	4,319
Groupe other uncommitted Facilities	234	22	212



#### **Financial Ratios**

	FY 2010	FY 2009	Optimum Ratio
Average Net Debt / EBITDA <sup>(1)</sup>	0.63	1.20	< 1.50
Net Debt / Shareholders' Equity (2)	-	0.14	< 0.50
Interest Cover (EBITDA <sup>(1)</sup> / Cost of Net Financial Debt)	15	13	> 7

<sup>(1)</sup> EBITDA: Earnings (operating margin) before depreciation and amortization

<sup>(2)</sup> N/A due to the net cash position of 106 m€ as of 31 Dec. 2010



## Free Cash Flow Before Change in Working Capital Requirements

(EUR million)	2010	2009	2008	2007	2006
Cash generated by operating activities	1,011	647	715	798	593
Investments (Capex), net *	(78)	(64)	(64)	(77)	(49)
Free Cash Flow	933	583	651	721	544
Deduction of change in WCR	(287)	(59)	(12)	(106)	(21)
Free Cash Flow excluding change in WCR	646	524	639	615	523

<sup>\*</sup> acquisition of tangible and intangible fixed assets net of proceeds from disposals and excluding the purchase of investments and other financial assets net



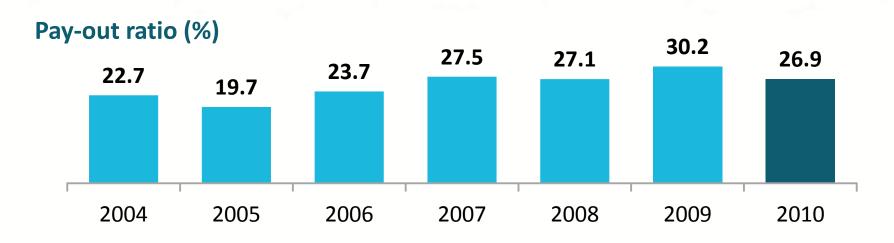
#### Use of Cash in 2010

(EUR million)	FY 2010	FY 2009
Free Cash Flow	933	583
Acquisitions *	(123)	(193)
Earn-outs	(39)	(71)
Buy-outs	(7)	(23)
Dividends paid	(128)	(133)
Share Buy-back (net of disposals)	(198)	5
Non-cash impact on Net Debt	61	115
Reduction of Net Debt	499	283



#### **Dividend**







# 2010 RESULTS HOW?



### WINNING STRATEGY



- Market improvement
- Strong growth in digital (Internet, Social Media, Search; e-commerce, Audience on Demand, Video, Mobile...)
- Solid progression of fast-growing countries



## STRATEGY: DIGITAL TRANSFORMATION



#### **Digital Transformation**

#### **Razorfish Update**

- Successful integration
- Revenue growth and margin improvement as planned
- Strong performance in North America
- ◆ Integration in Shared Services Center to come
- Margin still slightly dilutive



#### **Digital Transformation**

	FY 2009	FY 2010
Digital (% Groupe revenue)	22.4%	28.0*%

<sup>32</sup> 



## STRATEGY: FAST GROWING ECONOMIES



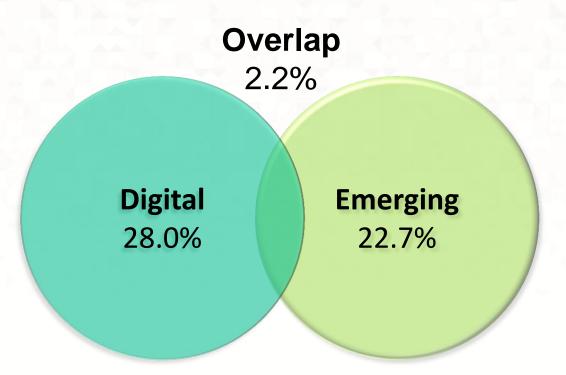
#### **Fast Growing Markets: Increased Exposure**

(\* Excluding Razorfish FY 2010: 23.8%)

	FY 2009	FY 2010
Fast growing markets (% Groupe revenue)	22.3%	22.7%*



#### **Combined Fast-Growing Segments**



**Digital + Emerging** 

From 28.5% in 2006 to **48.5%** in 2010 Objectif set in 2006: **50%** 



# STRATEGY: 2010 ACQUISITIONS



# **2010 Acquisitions**

# **TALENT**

20:20 MEDIA









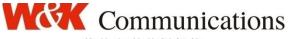












维传凯普传播机构

**Focus on Digital and Emerging Markets** 



# STRATEGY: NEW BUSINESS



# **2010 NET NEW BUSINESS**

USD 5.9 billion



# SUSTAINABLE PERFORMANCE?



- 1- Two-pillar growth strategy
- 2- Market share gain: best equipped to serve clients and anticipate their needs
- 3- Proven track record in integrating acquisitions
- **4-** Cost-control culture

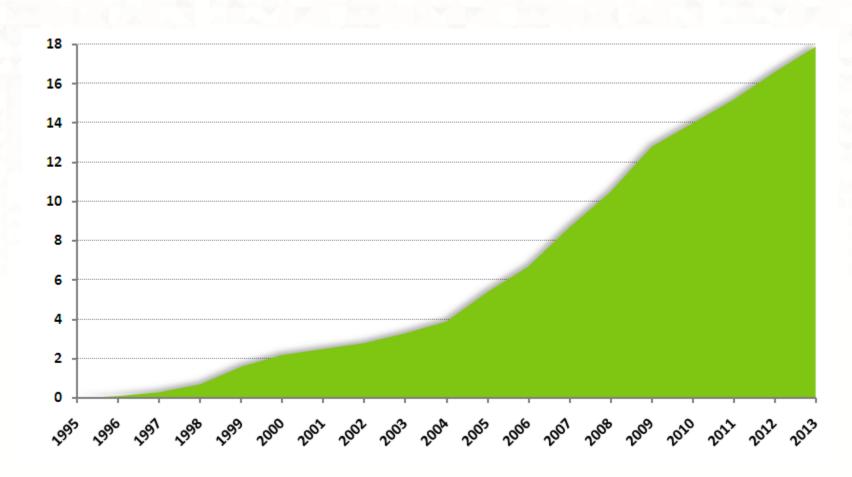


# 1- Two Pillars

- ♦ Digital\*
  - 2011: +14.0%
  - 2012: +14.4%
  - 2013: +13.4%
- Fast Growing Markets
  - Emerging countries/ expected GDP growth \*\*: +7.5% in 2011
     +7.3% in 2012
  - BRIC/ expected GDP growth\*: \*\*: +8.6% in 2011 +8.2% in 2012
  - China/ expected GDP growth \*\*: +10.0% in 2011 +9.5% in 2012



# Internet's share of global adspend (%)



43



#### **Audience on Demand**

- AOD is an open ad exchange providing clients to scaled inventory with targeting and optimization capabilities
- AOD was designed to extend across screens, geographies, media companies to create value for Publicis Groupe's clients
- ♦ AOD links media marketplaces, data, technology and services and will drive future revenue growth and margin of VivaKi

**Global\* Internet Advertising Expenditure Forecast** 

(US\$ millions)	2010	2011	2012	2012 vs. 2010
Display	\$ 19,820	\$ 22,026	\$ 24,601	+24%
Search	\$ 25,853	\$ 29,844	\$ 33,787	+31%
Social	\$ 1,804	\$ 2,258	\$ 2,785	+54%
Mobile	\$ 3,400	\$ 4,226	\$ 5,075	+49%
Total Internet	\$ 55,412	\$ 64,496	\$ 75,380	+36%

Moving first in large, complex markets drives **revenue** and **differentiation** for Publicis Groupe



### Video

- "The Pool" is a collaborative project created in the US and launched by Vivaki in January 2008
- Key partners included Microsoft, Yahoo, CBS Interactive, Hulu, AOL
- The project aimed at testing and creating online video ad standards to better target consumers
- Deployed in the UK, China and Spain in 2010

Industry alignment for engagement models of the future New segments of growth



#### **Mobile**

- Mobile Ad Spend growth + 43.2% between 2009 and 2012\*
- Fast growth, upside ahead: 5 billion mobile subscribers worldwide and 500 million mobile Internet subscribers. 1 billion by the end of 2011\*\*
- Explosion of new usage on mobile: applications, e-commerce and social networks
- Creating innovative mobile solutions\*\*\* to better serve clients and anticipate changes in media landscape

# **New Digital Growth Booster**

- \* ZenithOptimedia
- \*\* Ericsson
- \*\*\* Phone Valley elected "Best Agency of the Year" (OMNA) Ralph Lauren elected "Mobile Marketer of the Year" (Razorfish work)



# **Fast Growing Market: Example of China**

- ◆ Three-Fold Strategy
  - Expand relationships with global clients
  - Grow organically faster than market with the Chinese corporations
  - Acquisitions in digital, public relations, healthcare...

**OBJECTIVE: DOUBLE SIZE OVER THE NEXT 3 YEARS** 



# Publicis Groupe's 3-year objectives focused on 2 pillars

**Digital** 

From 28.0% in 2010 to **35%** over 3 years

**Fast-Growing Markets** 

From 22,7% in 2010 to **30%** over 3 years



# **Investment Policy: Selected, Targeted Acquisitions**

- Digital: top 20 countries\*
- ♦ Fast Growing Markets: BRIC, Next 11\*\*
- Opportunities to strengthen our operations

<sup>\*</sup> Details about top 10 countries : Appendix page 71



# 2- Market share gain

- Good track record in New Business
- ♦ Number 1 in creativity in the Gunn Report

	Gunn Report Points 2010	\$B WW Revenue 2009	Points Per \$B	Rank By Points per \$B
Omnicom	485	11.72	41.4	2
WPP	376	13.60	27.6	3
PUBLICIS GROUPE	300	6.29	47.7	1
Interpublic	110	6.03	18.2	4

♦ Best combination of assets to meet clients' needs



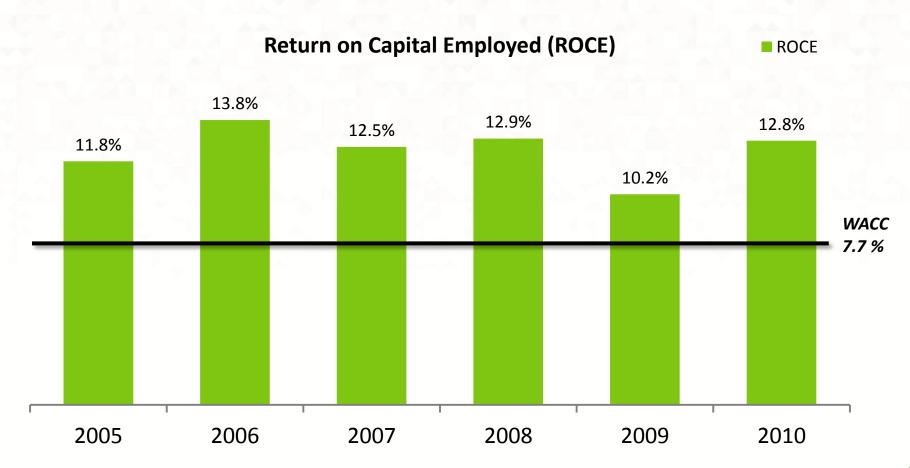
# 3-Proven track record in integrating acquisitions and increasing profitability

- Operating Margins of acquired entities before integration:
  - Saatchi & Saatchi (1999): 9.8%\*
  - Bcom3 (2001): 12.1%\*\*
  - Digitas (2007): 10.7%\*\*
  - Razorfish (2009): 6.3%\*\*\*

**Publicis Groupe 2010 Operating Margin: +15.8%** 



# 3-Proven Track Record in Integrating Acquisitions and Increasing Profitability





# **4- Cost Control Culture**

- Reduction of fixed personnel costs
- « Two-doors » (optimization of occupancy costs, administration costs)
- Shared Services Centers
- **ERP**



# OUTLOOK

# **Outlook**



# **Good momentum**

- Back to growth in both mature and fast-growing markets (different speeds)
- Strong corporate balance sheets

# **Despite**

- Factors of uncertainties
  - Sovereign Debt
  - Unemployment

# Outlook



# **2011 Objectives**

- Revenue growth: organic and through acquisitions
  - Superior-to-market organic growth
  - Grow market share (2011 off to a good start)
  - 50% of revenue in fast-growing segments (digital + countries)
- New phase of margin growth

# Outlook: Why is this performance sustainable?



### **New Business**

♦ January 2011 : New wins































# More to come

# On February 21st

- - -



# 2010 Annual Results

February 10, 2011

A&D

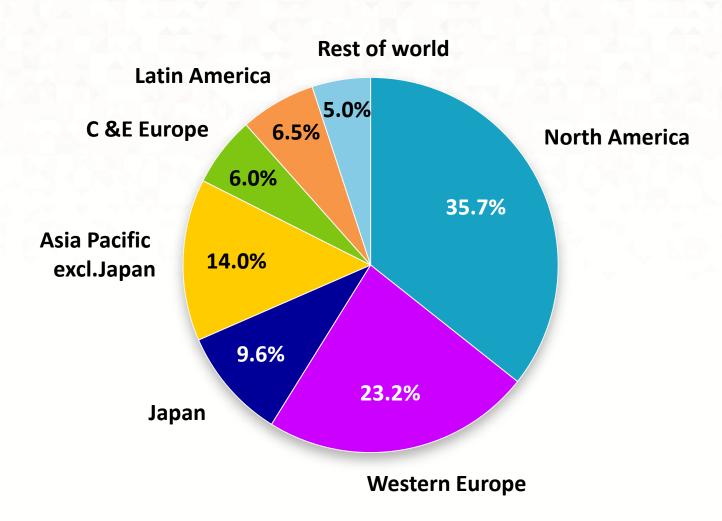






# **Market environment**

#### Global AdSpend by region in 2010



Source: ZenithOptimedia 61

# ZenithOptimedia Major Media Ad Forecasts for 2011 and 2012, current prices (%) – Key Markets

	December 2010 Forecast for FY <b>2011</b>	December 2010 Forecast for FY <b>2012</b>
Worldwide	+4.6%	+5.2%
United States	+2.4%	+2.8%
Japan	+1.1%	+1.5%
United Kingdom	+3.0%	+3.7%
Germany	+2.8%	+2.5%
China	+13.4%	+17.7%
France	+1.9%	+2.6%
Italy	+2.8%	+3.0%
Spain	+3.0%	+5.0%
Brazil	+9.9%	+9.8%

Source: ZenithOptimedia



# **Revenue and Organic Growth Calculation**

(EUR million)	H1	H2	Q4	FY 2010
2009 Revenue	2,209	2,315	1,268	4,524
Currency impact	55	187	97	242
2009 Revenue at 2010 exchange Rate (a)	2,264	2,502	1,365	4,766
2010 Revenue before impact of acquisitions <sup>(1)</sup> (b)	2,383	2,778	1,536	5,161
Revenue from acquisitions (1)	155	102	24	257
2010 Revenue	2,538	2,880	1,560	5,418
Organic Growth (b/a)	5.3%	11.0%	12.5%	8,3%

Currency impact (EUR million)							
H1 H2 FY 2010							
GBP	4	9	13				
USD	5	95	100				
Others	46	83	129				
Total	55	187	242				

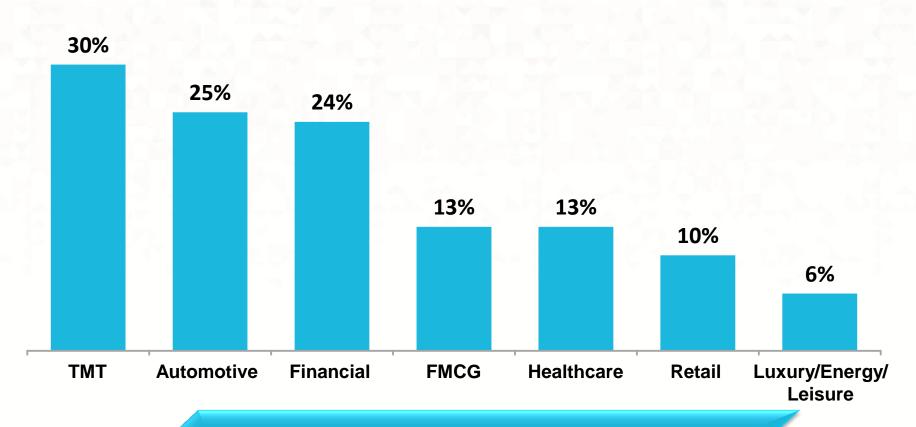


# **Organic Growth by Country**

Organic Growth Rate	2010	Q4 10	
Above 10%	Mexico, India, Brazil, USA, France, Russia, Turkey, Korea, Singapore	France, Brazil, Mexico, Arab Emirates, Germany, USA, India, Korea, Singapore	
From 5 to 10%	China, UK, Germany, Canada, Spain	China, Russia, Netherlands, UK, Turkey, Saudi Arabia, Poland	
From 0 to 5%	Saudi Arabia, Australia, Netherlands, Italy	Spain, Italy, Canada	
Below 0%	Greece	Greece, Portugal	



# **Growth by Sector\***



# **Growth in all sectors**



# December 31, 2010 – Year to date Revenue by Region in US Dollar

(USD million)	FY 2010	FY 2009
Europe	2,332	2,194
North America	3,451	2,911
Asia Pacific	816	693
Latin America	377	303
Middle East & Africa	199	186
Total Groupe	7,175	6,287

Var. '10 vs '09
6.3%
18.6%
17.7%
24.4%
7.0%
14.1%

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

Dec. 31, 2009 YTD: 1 USD = 0.7195 EUR Dec. 31, 2010 YTD: 1 USD = 0.7551 EUR



# December 31, 2010 – Year to date Revenue by Region in GBP

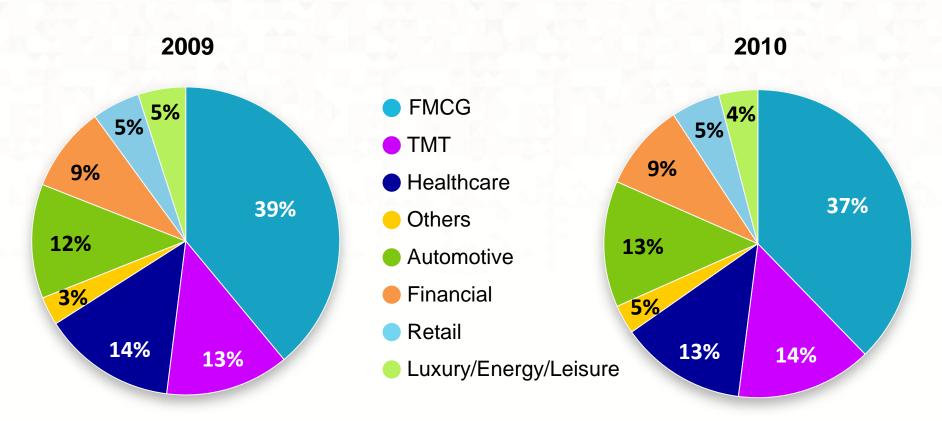
(GBP million)	FY 2010	FY 2009
Europe	1,509	1,407
North America	2,235	1,865
Asia Pacific	529	444
Latin America	244	194
Middle East & Africa	129	119
Total Groupe	4,646	4,029

Var. '10 vs '09
7.2%
19.8%
19.1%
25.8%
8.4%
15.3%

Dec. 31, 2009 YTD: 1 GBP = 1.1227 EUR Dec. 31, 2010 YTD: 1 GBP = 1.1660 EUR



# Publicis Groupe's Revenue by Sector 2009 vs 2010



### **Stable Portfolio**



# **Revenue by Activity**

### Media

20.0%









# SAMS\*

47.4%





The "Coca-Cola Enjoying Food around China" series embedded the brand throughout





# Advertising

32.6%





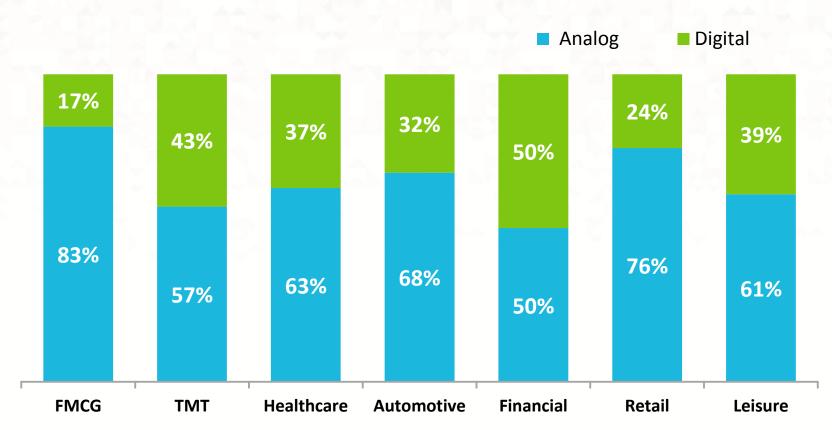






# **Digital transformation**

Split of 2010 revenue by activity\* (digital vs analog)



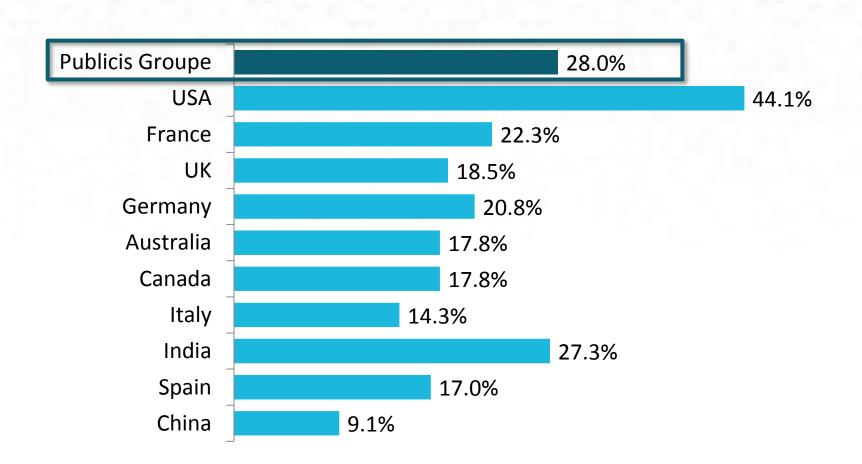
Increasing portion of Digital revenue in each sector\*
Further Growth Expected in FMCG and Retail

<sup>\*</sup> Based on 1084 clients revenue representing 86% of Groupe revenue in 2010



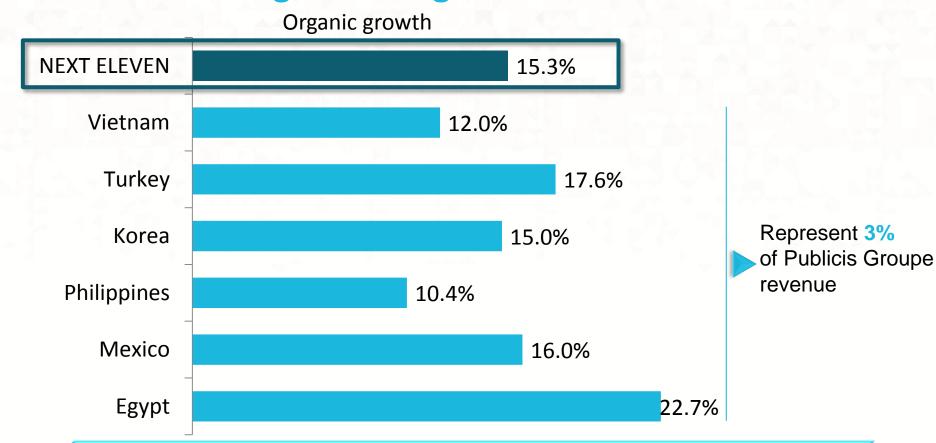
# **Acceleration of digital transformation**

**TOP 10 countries in Digital revenue (% of total country revenue)** 





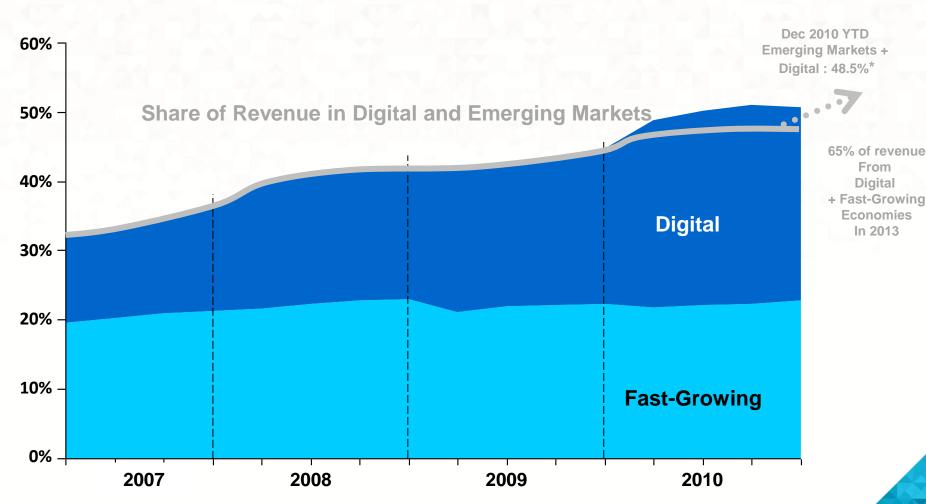
# Publicis Groupe already in 6 of the "Next Eleven"\* countries through 5 of its global networks



"Next 11" revenue represents 3% of Publicis Groupe revenue with: +15.3% organic Growth in 2010

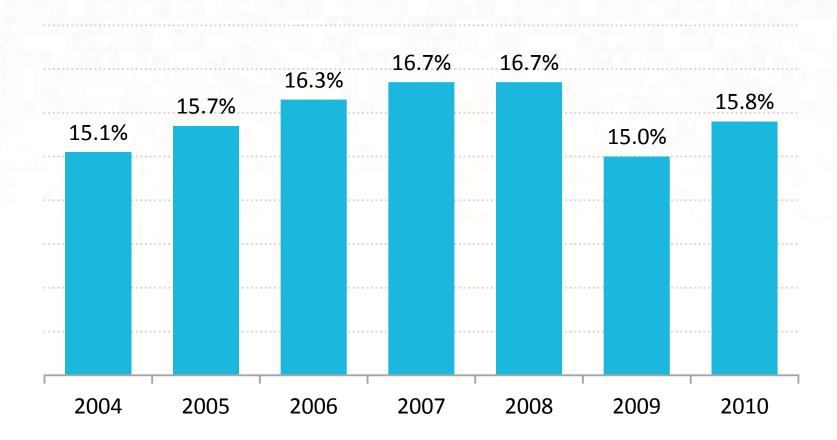


# **Evolution of Revenue Share from Fast-Growing Economies and Digital**





# **Publicis Groupe's Operating Margin 2004-2010**





# **Effective Tax Rate**

	20	)10	2009		
	(m€)	%	(m€)	%	
Income taxes (as published)	216	28.5 %	146	24.9%	
Impact of income tax credit linked to Oceane 2014 deferred tax liability	-		23		
Income tax charge *	216	28.5 %	169	28.9%	

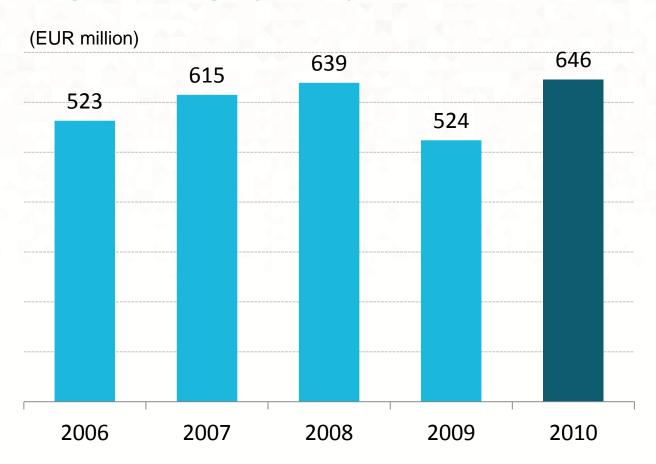
- 40 bp

<sup>75</sup> 



# **Free Cash Flow**

#### **Before Change in Working Capital Requirements**



**Robust Cash Generation** 



# **Gross Debt at 31 December, 2010 Split by maturity**

(EUR million)	Total	2011	2012	2013	2014	2015 onwards
Oceane 2018*	121				121	
Oceane 2014	658				658	
Eurobond 2012**	523		523			
Eurobond 2015**	258					258
Oranes	21	3	3	3	2	10
Earn-out / Buy-out	301	194	35	45	18	9
Other debt**	176	93	2			81
Total gross debt	2 058	290	563	48	799	358

# No Covenants

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

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



# Net Debt Split by currency

(EUR million)	Total	EURO	USD	GBP	Others
Oceane 2018	121	121			
Oceane 2014	658	658			
Eurobond 2012*	523	523			
Eurobond 2015*	258	258			
Orane	21	21			
Earn-out / Buy-out	301	101	41	38	121
Other debt*	176	54	81	0	41
Total gross debt	2,058	1,736	122	38	162
Cash and marketable securities	(2,164)	(1,449)	24	(98)	(641)
Net debt (Cash)	(106)	287	146	(60)	(479)

<sup>78</sup> 



# Net Debt Split by rate (after interest rate swap)

(EUR million)	Total	Earn-out / Buy-out	Fixed Rate	Variable Rate
Oceane 2018	121		121	
Oceane 2014	658		658	
Eurobond 2012*	523			523
Eurobond 2015*	258			258
Orane	21		21	
Other debt*	176		81	95
Total gross debt excl. Earn-out / Buy-out	1,757	-	881	876
Earn-out / Buy-out	301	301		
Cash and marketable securities	(2,164)			(2,164)
Net debt (Cash)	(106)	301	881	(1,288)