

#### **Prelimimary Results**

for the year ended 31st December 2005





#### 2005 – a year of great operational achievement























#### **Key Strategic Achievements Since Listing**

- Development of Eastern European broadcasting activities
- Creation of significant UK-based television production operation
- Strengthened business structure to manage future growth
- Successful fund raising



#### Pro Forma Results (unaudited) Profit & Loss

£m	Year end 31st December 2005
- Content Creation	3.08
- Eastern European Broadcast	2.58
Gross Profit	2.60
Profit Before Tax and Minority interests	1.11



#### **Pro Forma Results - Balance Sheet**

Net assets – £12.5 million

Cash – £3.7 million at year end



# Operational Highlights



#### **Business Activities**

**APACEMEDIA** 

Eastern European Broadcasting

6 cable and satellite channels

**CONTENT CREATION** 

Television Production

Advertiser Funded Programming

Music



# Eastern European Broadcasting



#### **Eastern European Broadcasting**

Pro Forma EBITDA of £0.68 million on £2.58 million turnover

- Acquired two cable and satellite broadcasters (six channels)
- Now positioned as leading multi channel broadcaster
  - Revenues from Carriage fees, Advertising and Pay Per View
- Top content:
  - Sports
  - Entertainment
  - Movies
  - Music
- Revenue also from Home Entertainment, cinema, music libraries







#### **Eastern European Broadcasting**

Progress since acquisition

- Establishment of regional business development team
  - New CEO (ex- Deloitte); legal, music and advertising executives
- Strong revenue growth since acquisition
  - Increased carriage fees







#### **Eastern European Broadcasting**

Growth Potential

- Increased cable carriage fees
- Developing Advertising revenue
  - Cross-selling potential
  - Growth in international advertisers
  - Decline in power of terrestrial broadcasters
  - Improvement in audience measurement
  - General economic climate, EU entry
- Roll out of existing Pay Per View
- Expansion in Bulgaria with new channels
- Regional expansion into Macedonia, Albania and Bosnia







### **Content Creation**



#### **Content Creation**

Pro-Forma EBITDA, excluding catalogue sales and start-up losses, of £0.44 million on £3.08 million turnover

Television Production

General entertainment & sports

Advertiser Funded *Programming* 

Music
CD releases
Music creation
Library exploitation



#### **Television Production**

#### General Entertainment

- Global and UK content market growing
- General Entertainment production launched September 2005
- Accelerated investment to capitalise on: early programme success, staffing opportunities and turmoil amongst competitors
- 2005 and 1st half 2006 period:
  - Key hirings (creative and production)
  - Commenced development process
  - Progress exceeds management expectations:

#### Contracted

- Fans United for ITV
- Helicops for BBC
- Development deals with Discovery, BBC1 prime time development deal

## Confirmed awaiting contract

 National Geographic multi-hour popular science series



#### **Television Production**

#### Sports

- Production:
  - Supplying 300 hours to international broadcasters
  - Including Sky Sports three year deal, distribution agreement with Fox Sports
  - A leading sports content producer
  - Rugby
  - Waterskiing
  - Sailing
  - Squash
  - Rallying



#### **Advertiser Funded Programming**

- Launched in 2005 to generate fast growing alternative to spot advertising
- Highly experienced management in place
- Nissan Sports Adventure
- Rexona/Sure Fans United for Unilever
- Extension of the brand with other sports in development
- Working with other leadings brands for further programming



#### Music

- Launched in 2004, working in the mid-price compilation market
  - high margin, niche
  - Utilising growing library of 3000 tracks (600 owned outright)
- 2005: 10th largest label in this market segment
  - Sold 500k + albums under variety of thematic labels (E.g. Mastercuts, Bar de Lune, Pure)
  - 80 albums released (Funk, Reggae, Salsa, Soul)
- Extended retail exposure to ASDA, Virgin, Boots, Borders and Sainsburys.
- International roll out US, Japan, Australia + European markets
- Building recording and publishing catalogue



#### **Current trading and Prospects**

- In line with Board expectations
- 2006 results second half loaded
  - Seasonal nature of broadcasting
  - First new factual commissions delivered post interim
  - Increased head office costs
  - Comparison distorted by catalogue sale in 2005
- Content Creation will see significant growth in 2007
- Eastern European Broadcasting: additional channels, new media expansion, further acquisition growth in new territories



#### Summary

On track to create:

- Leading content producer
- Leading Eastern European broadcaster