

#### PUBLICIS GROUPE

#### 3<sup>rd</sup> Quarter 2009 Revenue

October 27, 2009

#### **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. Forward-looking 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).

## 3<sup>rd</sup> Quarter 2009

#### Major media\* ad forecasts for 2009, current prices (%) – key markets

	GroupM March 2009	Carat October 2009	ZO Fo July '09	recast Oct. '09 est.
United States	-4.3%	-16.3%	-10.6%	-12.9%
Japan	-10.5%	-5.5%	-11.1%	-8.4%
United Kingdom	-11.2%	-11.7%	-10.5%	-13.1%
Germany	-0.9%	-7.0%	-6.2%	-8.5%
China	+3.2%	+6.9%	+5.4%	+5.7%
France	-4.7%	-7.1%	-7.9%	-8.9%
Italy	-6.1%	-12.4%	-8.5%	-13.1%
Spain	-13.8%	-19.0%	-16.5%	-18.8%
Brazil	+10.5%	n/a	-2.5%	+3.4%
Worldwide	-4.4%	-9.8%	-8.6%	-9.9%

H1 09 Average Media Growth (as published by Z.O.): -13.1%

\* TV, Print, Radio, Cinema, Outdoor, Internet

Source: ZenithOptimedia, Carat, Group M

#### 3<sup>rd</sup> Quarter 2009 Key Figures



\* Razorfish will be consolidated from October 13th onwards.

#### September 30, 2009 – Year to date Key Figures



\* Razorfish will be consolidated from October 13th onwards.

#### **New Business**



#### USD 4.8 billion year-to-date

#### Q3 key wins:

- ABInbev Beck's (USA)
- Barratt (USA)
- Bristol-Myers Squibb (USA)
- Cadbury (UK)
- Carrefour (Brazil)
- Fiat (Brazil)
- Huiyjan Juices (China)
- Innocent (UK)
- Kerry Foods (UK)

- Oxfam (UK)
- Pringle of Scotland (International)
- RBS (USA)
- Shop Direct Littlewood.com (UK)
- Sportsbet (Australia)
- Telefonica (Latin America)
- Wendy's (USA, Canada)
- Wing Tai Holdings (Singapore)

### 3<sup>rd</sup> Quarter Revenue by Geography

(EUR million)	Q3 2009	Q3 2008	Organic Growth Q3	Var. 2009 vs 2008
Europe	359	411	-9.5%	-12.9% <sup>(1)</sup>
North America	488	481	-5.3%	+1.3% <sup>(2)</sup>
Asia Pacific	114	124	-12.4%	-7.6%
Latin America	58	62	-3.1%	-6.3%
Middle East & Africa	28	27	-0.2%	+5.1%
Total	1,047	1,105	-7.4%	-5.3%

(1) GBP/EUR exchange rate impact : -10 million EUR

(2) USD/EUR exchange rate impact : +29 million EUR

# September 30, 2009 – Year to date by Geography

(EUR million)	Sept. 30, 2009 - YTD	Sept. 30, 2008 - YTD	Organic Growth	ZO FY Forecast Oct.'09 est.
Europe	1,096	1,284	-10.9%	-13.4%
North America	1,549	1,423	-4.2%	-12.6%
Asia Pacific	352	367	-9.6%	-3.1%
Latin America	167	174	-0.3%	+0.6%
Middle East & Africa	92	84	+0.3%	-11.4%
Total	3,256	3,332	-6.9%	-9.9%

(1) GBP/EUR exchange rate impact : -36 million EUR

(2) USD/EUR exchange rate impact : +166 million EUR

#### Organic Growth Impact of General Motors

	Q3 2009	Sept. 30, 2009 YTD
North America excluding GM	-2.3%	-1.1%
North America including GM	-5.3%	-4.2%

	Q3 2009	Sept. 30, 2009 YTD
Total Groupe excluding GM	-5.8%	-5.6%
Total Groupe including GM	-7.4%	-6.9%

## September 30, 2009 – Year to date - Organic Growth by Country



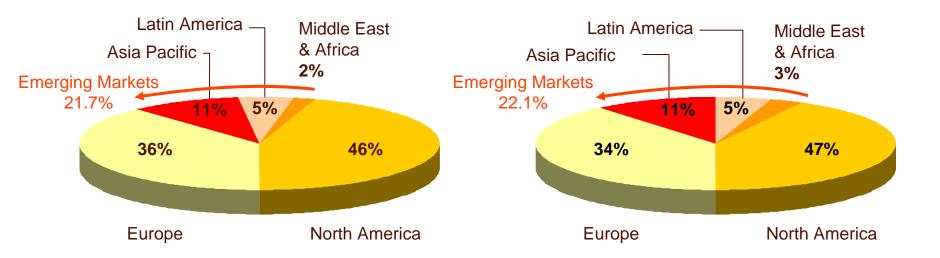
#### Country

above 5%	Argentina, Poland, Turkey, United Arab Emirates, Venezuela, Vietnam
■ 0 to 5%	Brazil, Costa Rica, Philippines
■ 0 to -5%	Belgium, Canada, Colombia, USA
■ -5 to -10%	China, Germany, France, Russia, UK
below -10%	India, Italy, Spain

#### September 30, 2009 – Year to date Revenue by Geography

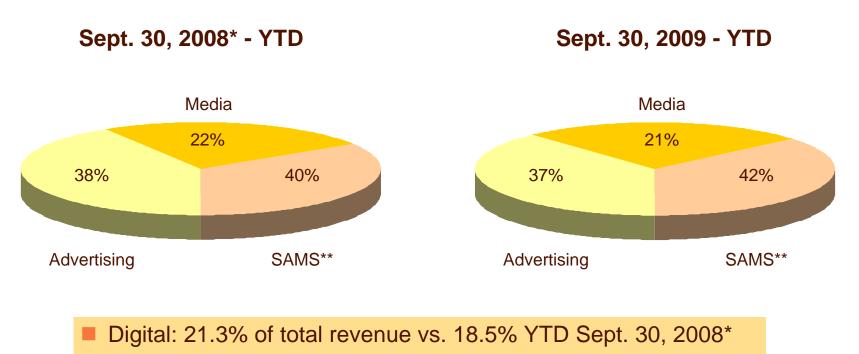
Sept. 30, 2008\* - YTD

Sept. 30, 2009 - YTD



 Emerging Markets: 22.1% of total revenue 21.7% YTD Sept. 30, 2008\*
YTD Sept. 30, 2009 Emerging Markets Organic Growth rate: -5.4%

#### September 30, 2009 – Year to date Revenue by activity

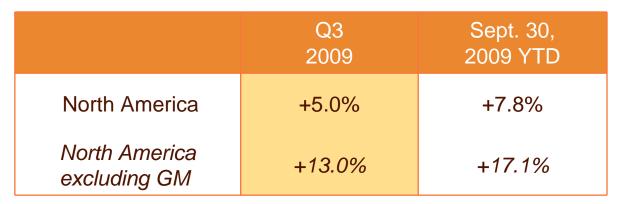


- Organic growth: +5.5% (excluding General Motors: +12.1%)
- Digital embedded in all of our agencies/operations

\* 2008 at 2009 exchange rate

\*\* SAMS including 100% Digital

## September 30, 2009 – Year to date Digital Organic Growth

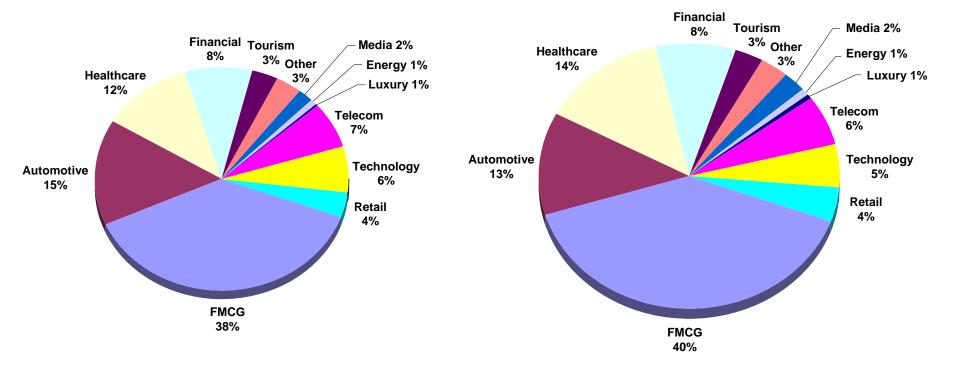


Total Groupe	+5.1%	+5.5%
Total Groupe excluding GM	+12.8%	+12.1%

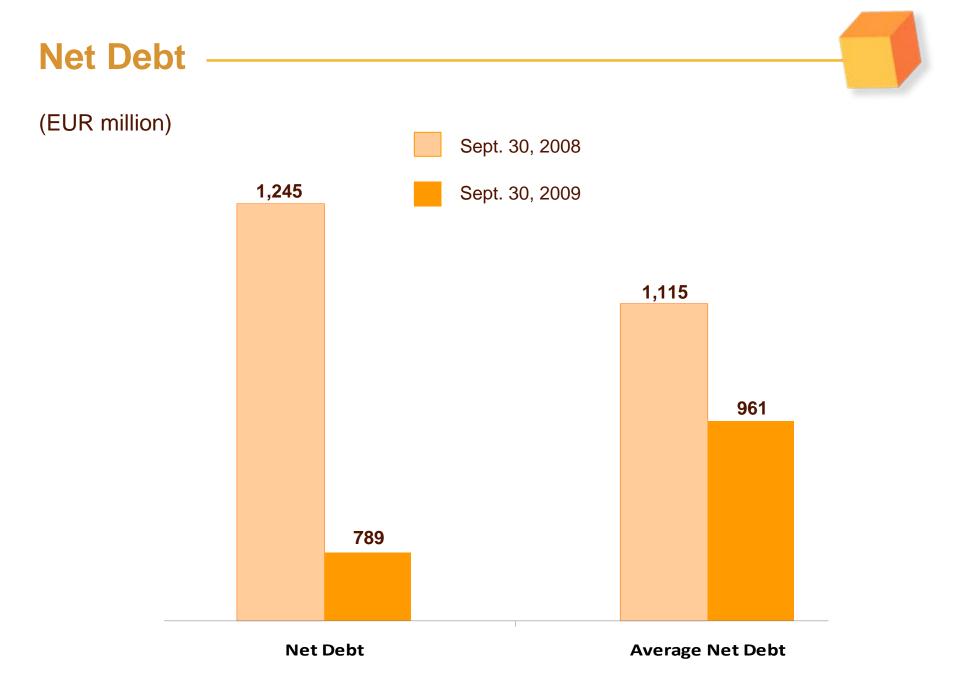
#### September 30, 2009 – Year to date Revenue by Sector

Sept. 30, 2008

Sept. 30, 2009



Stable portfolio



#### Gross Debt at Sept. 30, 2009 Split by maturity

(EUR million)	Total	Oct. 2009 – Sept. 2010	Oct. 2010 – Sept. 2011	Oct. 2011 – Sept. 2012	Oct. 2012 – Sept. 2013	Oct. 2013 – Sept. 2014	Oct 2014 onward
Oceane 2018*	146	146					
Oceane 2014	639					639	
Eurobond 2012**	775			775			
Orane	24	3	3	3	2	2	11
Earn-out / Buy-out	235	111	71	38	10	2	3
Other debt**	170	88	8				74
Total gross debt	1,989	348	82	816	12	643	88

\* Put Option in January 2010 and 2014

\*\* Including fair value of associated derivatives

#### Liquidity at September 30, 2009

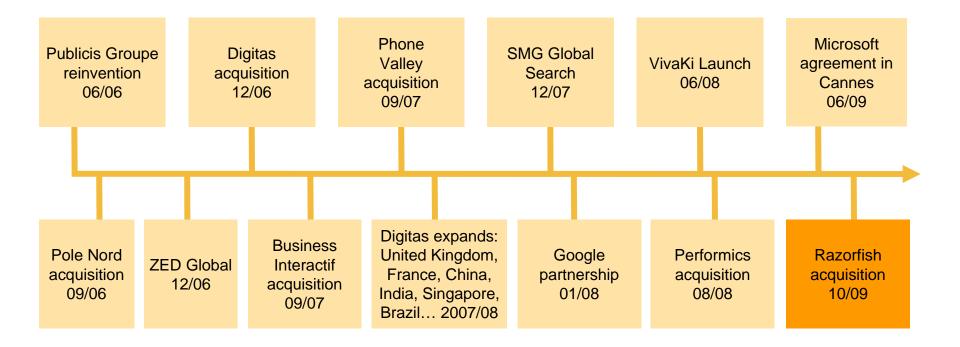
(EUR million)	Total Amount	Drawn	Available Sept. 30, 2009	Available June 30, 2009
Committed Facilities:				
364-day revolving credit facilities	205	-	205	165
5-year revolving credit facility	450	-	450	400
5-year syndicated facility (Club Deal)	1,500	-	1,500	1,500
Total Committed Facilities	2,155	-	2,155	2,065
Uncommitted Facilities	236	8	228	264
Total	2,391	8	2,383	2,329
Cash and Marketable Securities			1,200	1,162
Total available facilities			3,583*	3,491

\* 3,355 m€ excl. uncommitted facilities

Total available: EUR 3.6 billion No covenants

### Razorfish

#### Publicis Groupe's Digital Roadmap "The Human, Digital Agency"



#### **Razorfish - Acquisition**

- Acquisition closed on October 13, 2009
- Total consideration:
  - EUR 193 million in cash paid out of Publicis Groupe's cash
  - 6.5 million Publicis Groupe ordinary shares held as treasury shares (at a price of 27.0863 euros per share\*)
- Microsoft holds a 3.3% stake in Publicis Groupe
- Consolidation as of October 13, 2009
- Impact on net debt: approximately EUR 197 million

#### including Razorfish, digital = 25.7% of total Group revenues (pro-forma 9 months)

\*Value of shares determined on the basis of the average closing price of Publicis Groupe ordinary shares over the twenty consecutive trading days ending eight business days prior to the closing date of the transaction

#### **Razorfish - Key Facts**

- Financial highlights \* :
  - FY June 30, 2009 approximate Revenue\*\* = \$380 million
  - FY June 30, 2009 EBITDA/Revenue\*\* = 10.1%
  - No Financial Debt\*\* (estimated earn-out liabilities: \$9 million)
- Capabilities
  - 2,200 people across offices in 8 countries and 20 cities
  - Focus on innovation, technology and ROI
  - Strong capabilities across e-commerce, Advertising & Branding, Search Marketing, Strategy & Technology, Architecture & Design, Analytics, Email Marketing and eCRM, Emerging Media (mobile communication), Interaction Design, Web Design
  - Blue chip clients

\* Not directly comparable with 2006/2007: Merger with Avenue A after acquisition of aQuantive by Microsoft and carve out

\*\* Unaudited - U.S. GAAP (Source: Razorfish)

#### **Razorfish - Integration plan**

- Razorfish is a wholly-owned subsidiary of Publicis Groupe
- It will be part of VivaKi, the Publicis Groupe media and digital umbrella encompassing Starcom MediaVest Group, ZenithOptimedia, Denuo, Digitas and VivaKi Nerve Center
- Razorfish will join Publicis Groupe's shared services platform and global procurement organisation
- Estimated cost synergies: \$13 million
- Accretive in 2011

### **Publicis Groupe Outlook**

#### FY 2009 Market Outlook - 2010 Estimates

#### **FY 2009**:

- Ad spending trough reached during last summer
- Second half in line with predictions demonstrating clear improvement in the rate of decline

#### **2010: Stable to modest growth expected**

- Emerging markets to show healthy growth in 2010
- Developed markets to remain slightly negative in 2010

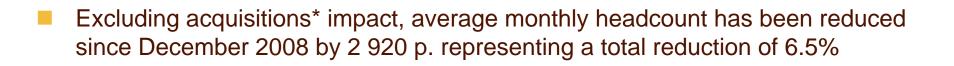
#### Publicis Groupe FY 2009 Outlook

Gain in market share

- Regular and slow improvement in the second half of the year: trough reached in June
- Strong cost-control policy maintained: tight control of all operational costs



#### Publicis Groupe FY 2009 Outlook Actions on Personnel Costs



Hiring freeze

Limited restructuring vs headcount reduction

\* Acquisitions since Sept. 2008

#### **Publicis Groupe 2010 Outlook**

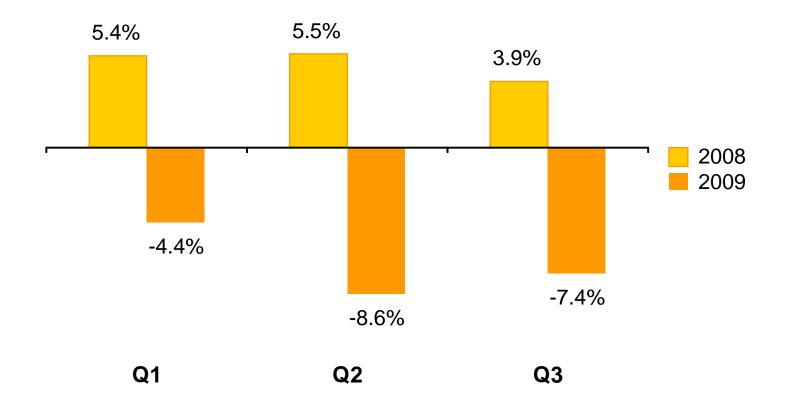
- Slow and gradual recovery
- From slightly negative for the first half of the year to slightly positive during the second half.
- Goals for 2010:
  - Strengthen digital capabilities and presence in emerging countries
  - Gain in market share

### **Thank You !**

## **Appendix**



## Organic Growth by Quarter 2009 vs 2008



### **Revenue and Organic Growth Calculation**

#### (EUR million)

	H1	Q3	Sept. YTD	]	Currency		
2008 Revenue	2,226	1,105	3,332		(EUR m	Q3	Sept. YTD
Currency impact	102	12	114	GBP USD	(26) 137	(10) 29	(36) 166
2008 Revenue at 2009 exchange				Others	(9)	(7)	(16)
Rate (a)	2,328	1,117	3,446	Total	102	12	114
2009 Revenue before impact of acquisitions <sup>(1)</sup> (b)	2,174	1,035	3,209				
Revenue from acquisitions <sup>(1)</sup>	35	12	47				
2009 Revenue	2,209	1,047	3,256				
Organic Growth (b/a)	-6.6 %	-7.4%	-6.9%				
Revenue growth (as published)	-0.8%	-5.3%	-2.3%				

(1) Net of disposals

Exchange rate YTD Sept. 30, 2009: 1 USD = 0.734 EUR 1 GBP =

#### September 30, 2009 – Year to date Revenue by Region in US Dollar

(USD million)	Sept. 30, 2009 -YTD	Sept. 30, 2008 - YTD	Var. 2009 vs 2008
Europe	1,494	1,958	-23.7%
North America	2,111	2,169	-2.7%
Asia Pacific	479	560	-14.5%
Latin America	228	265	-14.0%
Middle East & Africa	125	128	-2.3%
Total Groupe	4,437	5,080	-12.7%

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

Sept. 30, 2008 YTD: 1 USD = 0.656 EUR

Sept. 30, 2009 YTD : 1 USD = 0.734 EUR

## September 30, 2009 – Year to date – Revenue by Region in GBP

(GBP million)	Sept. 30, 2009 -YTD	Sept. 30, 2008 - YTD	Var. 2009 vs 2008
Europe	971	1,001	-3.0%
North America	1,373	1,110	23.7%
Asia Pacific	312	286	9.1%
Latin America	148	135	9.6%
Middle East & Africa	81	65	24.6%
Total Groupe	2,885	2,597	11.1%

All entities translated into GBP using the following exchange rates:

Sept. 30, 2008 YTD : 1 GBP = 1.283 EUR

Sept. 30, 2009 YTD : 1 GBP = 1.128 EUR

#### Net Debt at Sept. 30, 2009 Split by currency

(EUR million)	Total	EURO	USD	GBP	Others
Oceane 2018	146	146			
Oceane 2014	639	639			
Eurobond 2012*	775	775			
Orane	24	24			
Earn-out / Buy-out	235	79	64	23	69
Other debt*	170	28	80		62
Total gross debt	1,989	1,691	144	23	131
Cash and marketable securities	(1,200)	344	(944)	(114)	(486)
Net debt	789	2,035	(800)	(91)	(355)

\* Including fair values of associated derivatives

(EUR million)	Total	Earn-out / Buy-out	Fixed Rate	Variable Rate
Oceane 2018	146		146	
Oceane 2014	639		639	
Eurobond 2012*	775			775
Orane	24		24	
Other debt*	170		74	96
Total gross debt excl. Earn-out / Buy-out	1,754	0	883	871
			50%	50%
Earn-out / Buy-out	235	235		
Cash and marketable securities	(1,200)			(1,200)
Net debt	789	235	883	(329)

\* Including fair value of associated derivatives