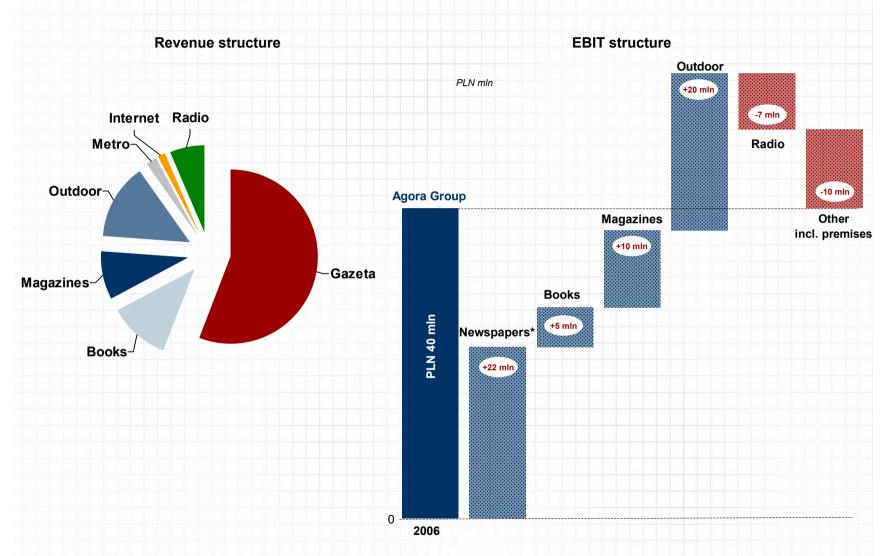
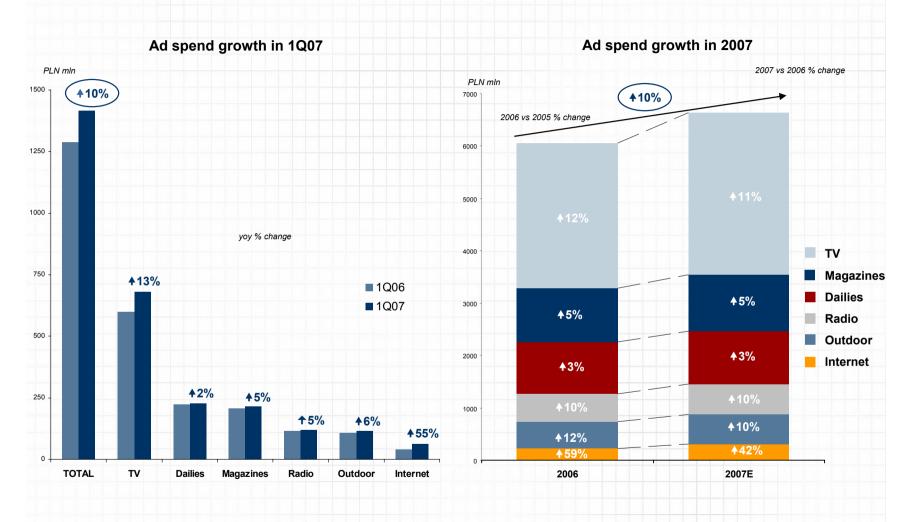


## AGORA. REVIEW OF 2006: REVENUE AND PROFIT CONTRIBUTORS



## AGORA. ADVERTISING MARKET: TRENDS IN 1Q07 AND PREVIEW OF 2007



# AGORA... REVIEW OF 1Q07: FINANCIAL PERFORMANCE

Agora Group (selected figures)				
PLN mln	1Q07	1Q06	yoy % change	
Revenues	302.7	295.1	2.6%	
- copy sales	55.8	59.4	-6.1%	
- advertising	183.8	166.0	10.7%	
- other incl. collections	63.1	69.7	-9.5%	
Operating cost:	283.9	291.8	-2.7%	
- materials	72.8	71.7	1.5%	
- staff cost	62.2	64.4	-3.4%	
- non-cash stock incentive comp.	9.9	10.7	-7.5%	
- promotion and marketing	50.2	51.5	-2.5%	
EBITDA	37.6	22.2	69.4%	
Operating EBITDA*	47.5	32.9	44.4%	
EBIT	18.8	3.3	469.7%	
Net profit	14.3	0.8	1 687.5%	
Operating cash flow	49.8	38.2	30.4%	
Employment (at the end of term)	3 403	3 682	-7.6%	

Gazeta reduces cover price to PLN 1.5 in April 06

Cost cutting program implemented e/o 2006

<sup>\*</sup> excluding non-cash cost of share-based payments Source: consolidated financial statements according to IFRS, 1Q 2007

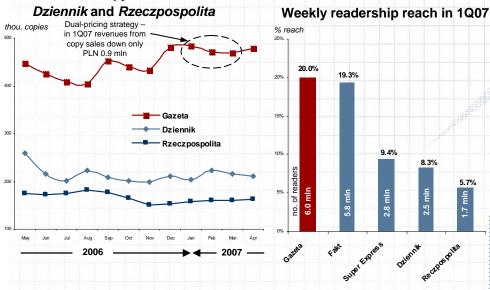
Gazeta's copy sales versus

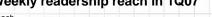
## AGORA. NEWSPAPERS MARKET PERFORMANCE

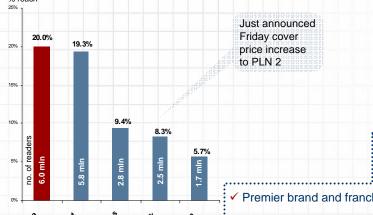






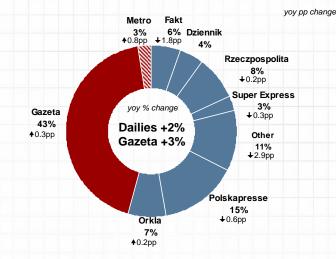






- Premier brand and franchise
- Strong national and local presence (content and ads)
- Proven promo strategies
- Advertising breadth and innovations

- ✓ High circulation
- ✓ Copy price strategies
- ✓ Protect ad share
- ✓ Improve profitability and enhance sales
- ✓ Leverage synergies with Metro and online



Dailies ad market in 1Q07

# AGORA. BOOKS: FINANCIAL AND MARKET PERFORMANCE







PLN mln	1Q07	yoy change
Revenues	47.2	-8.7%
Operating margin	15.2%	-7.5pp



- 4 new collections
- 3 continuations
- 4 one-off projects
- 3 million books sold

- ✓ Market innovator: ahead on the learning curve
- ✓ Leverages brand and franchise strength
- ✓ Ongoing innovation based on reader input

- ✓ Maintain scale
- ✓ Continue innovating new collections
- ✓ Brand extensions in other media
- ✓ Increase margins

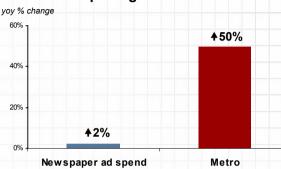
## AGORA. METRO: FINANCIAL AND MARKET PERFORMANCE



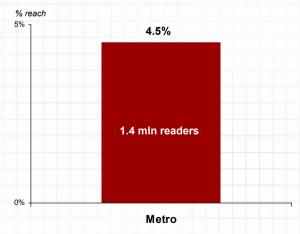








### Readership reach in 1Q07





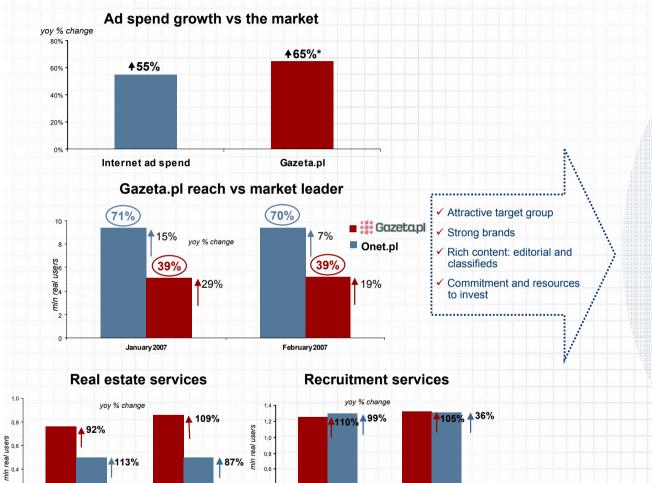
- ✓ Now the only national free daily in the market\*
- √ #3 most read overall\*\*
- ✓ Tested formula: innovative editorial and marketing approach

- ✓ Leverage leadership position - grow ad sales
- ✓ Introduce innovative advertising forms and new supplements (Metro City)
- ✓ Improve distribution efficiency
- ✓ Reach break-even in 2008

## AGORA. INTERNET: FINANCIAL AND MARKET PERFORMANCE



Member of Online Publishers Association Europe



January 2007

February 2007

GazetaPraca.pl

Pracuj.pl

- √ #3 player in reach and ad share in two years
- ✓ Revenue growth 3 times in 2 years
- ✓ Leadership in classifieds
- ✓ New internet-based businesses, including advanced audiovisual content
- ✓ Accelerated investments in 2007: growth of revenue and cost

February 2007

GazetaDom.pl

Gratka.pl/dom

0,2

January 2007

0.2

<sup>\*</sup> excluding the Internet ads in vortals, consolidated financial statements according to IFRS, 1Q07 Source: Megapanel PBI/Gemius: ad market: Starlink estimates

# AGORA. OUTDOOR: FINANCIAL AND MARKET PERFORMANCE



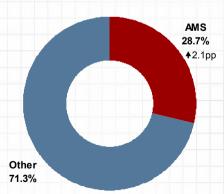
PLN mln	1Q07	yoy change
Revenues	34.5	24.5%
Operating cost	33.2	31.7%
Operating EBITDA*	5.2	-
EBIT	1.3	-48.0%
Number of panels	25 840	7.0%



- ✓ Solid profitability
- ✓ Committed to market innovations and investments

- ✓ Maintain leadership position - revenue enhancements
- ✓ Further network investments
- ✓ Protect margin during investment phase

### Outdoor ad market in 1Q07



<sup>\*</sup> excluding non-cash cost of share-based payments



## AGORA MAGAZINES: FINANCIAL AND MARKET PERFORMANCE

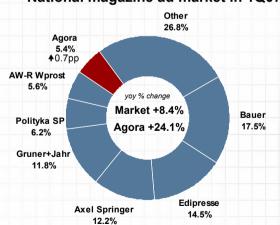






PLN min	1Q 07	yoy % change
Revenues	23.5	10.3%
- copy sales	11.0	0.0%
- advertising	12.3	19.4%
Operating cost	20.2	-5.6%
Operating EBITDA*	3.7	1 133.3%
EBIT	3.3	<u>-</u>
Average copy sales – monthlies (thou copies)	1047.6	-0.6%

## National magazine ad market in 1Q07



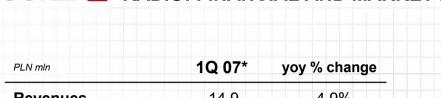
- ✓ Small but profitable business
- ✓ Successful launches
- ✓ Rich source of content
- ✓ Strong brands

- ✓ Maintain copy sales and readership position of the leading titles
- ✓ Continue improving their financial parameters
- ✓ Seek new growth opportunities: new titles

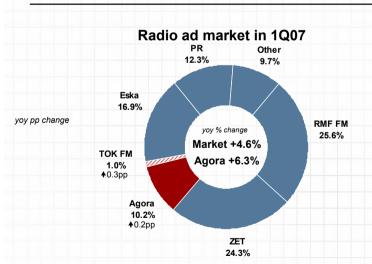
Source: financials: consolidated financial statements according to IFRS, 1Q07; ad market: Agora monitoring, rate card data; average copy sales: Agora

<sup>\*</sup> excluding non-cash cost of share-based payments

# AGORA... RADIO: FINANCIAL AND MARKET PERFORMANCE



PLN mln	1Q 07*	yoy % change
Revenues	14.9	4.9%
Operating cost	16.2	-9.5%
Operating EBITDA*	-0.2	90.9%
EBIT	-1.3	64.9%
Audience share	8.0%	-2.0pp



- ✓ Key priority: financial performance
- ✓ Roxy FM: keep growing audience
- ✓ Golden Oldies: target new audiences
- ▼ TOK FM: leverage audience results

✓ Clear brand strategy Revamped operating

TOK FM's brand takes off

structure

<sup>✓</sup> TOK FM audience share up to 3.5% (6.1% in Warsaw)

## AGORA. PRIORITIES FOR GROWTH: TOPLINE AND SCALE EXPANSION

