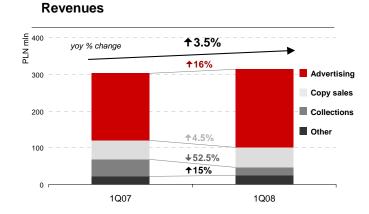


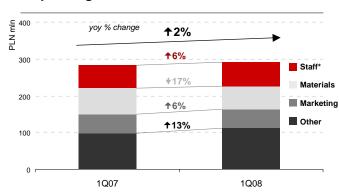
Financial results and market performance 1Q 2008

# **Financial performance of the Group**

Revenue growth driven by advertising sales

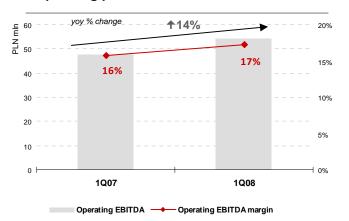


**Operating cost** 

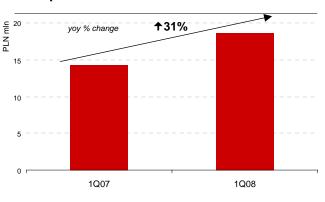


Cost increase mainly reflects growth of operations

**Operating performance** 



Net profit



Strong operating margins



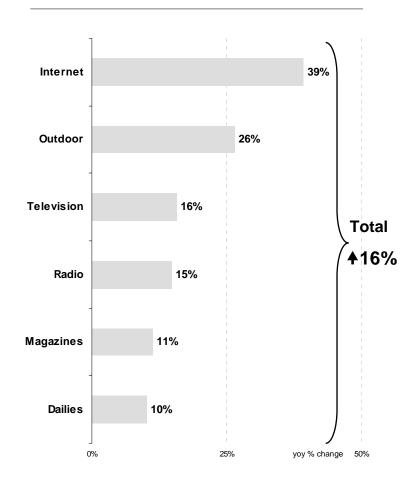
# Ad market performance

Fast growth of total ad spend continued

Newspapers grew faster than expected

Yet, total 2008 market estimates remain unchanged so far

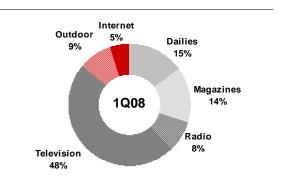
### Ad spend growth in 1Q08



#### 2008 ad spend growth estimates

Total	10% - 11%	
Magazines	5%	
Dailies	4%	
Radio	7% - 8%	
Outdoor	10%	
TV	11% - 12%	
Internet	35% - 40%	
	yoy % change	

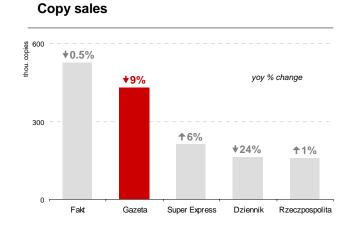
#### Ad market structure



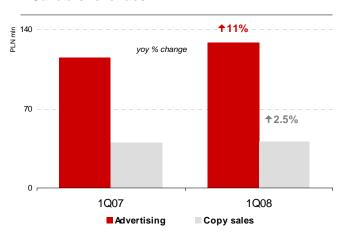


# Segment performance: Gazeta

Gazeta's copy sales decline reflects high base in 2007

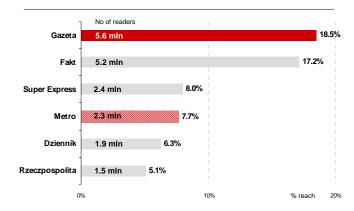


#### Gazeta's revenues

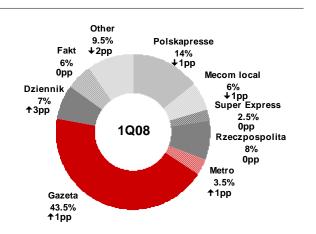


Fast growth of ad revenues and increased market share

### Readership reach



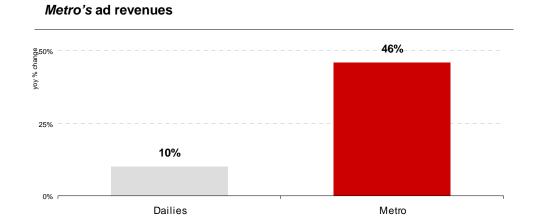
#### Ad market share\*





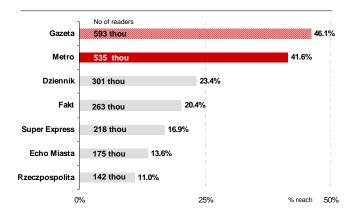
# Segment performance: *Metro*

Double-digit growth of sales reflecting solid readership results

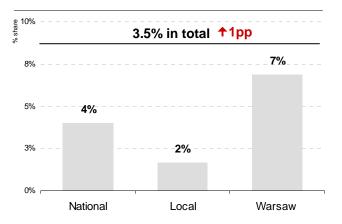


EBITDA break-even

#### Readership reach in Warsaw



#### Metro's ad market share





# **Segment performance: Internet**

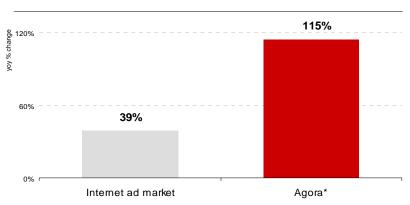
Advertising revenue growth nearly triples the industry rate

47 Internet

reach

brands of 43%

### Agora's online revenues



- 9 new services
- 1 revamped offer

**47** Internet brands in total















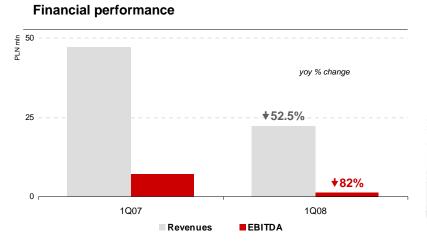


### Reach of Internet portals



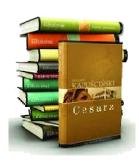
# **Segment performance: collections**

Revenue decline due to high base and competitive market



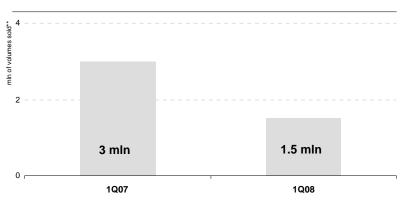
6 series,8 one offs





1.5 mln volumes sold in 1Q08

#### **Number of volumes sold**









# Segment performance: outdoor

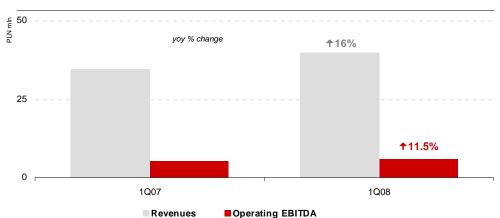
Double-digit

growth of ad revenues

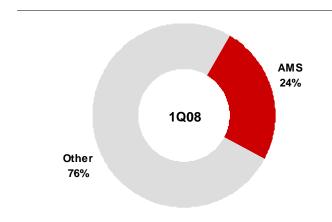
Continued expansion in 6x3 panels

CityInfoTV screens to be installed in Warsaw metro cars

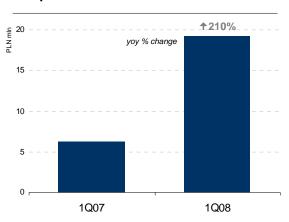
### Financial performance



#### Ad market share



### Capex





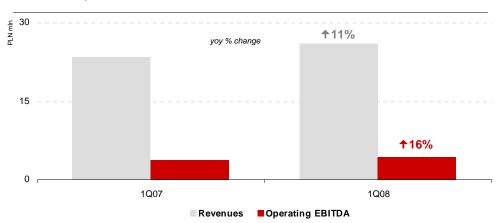
# Segment performance: magazines

Strong revenue growth and solid operating margins

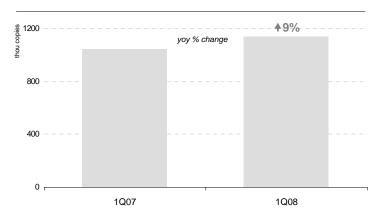
**New launches** 



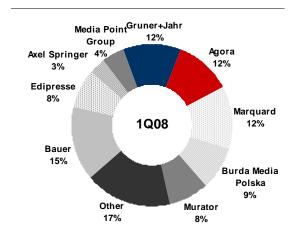
### **Financial performance**



### Average copy sales (monthlies)



#### Monthly ad market

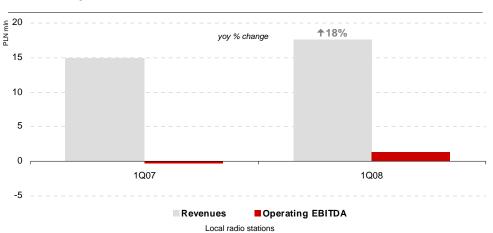




# Segment performance: radio

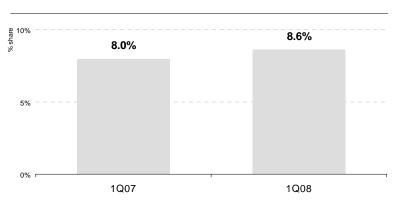
Healthy revenue growth and positive EBITDA

#### **Financial performance**

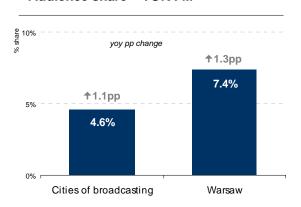


Audience success and fast revenue growth of TOK FM (71%)

#### Audience share - local stations



#### Audience share - TOK FM







Agora's acquisition of Trader.com (Polska) Sp. z o.o.

# **Key transaction details**

Agora acquires 100% of Trader.com (Polska) operations

Company	Trader.com (Polska) Sp. z o.o.	
Seller	Pronto Invest B.V. (group company of Trader Media East Limited which belongs to the leading Turkish media group Hurriyet)	
Share	100%	
Price	US\$ 54.35 mln	
Signing date	May 14, 2008	

Closing date upon fulfillment of the conditions stipulated in the share purchase agreement



# Key details about Trader.com (Polska) Sp. z o.o.

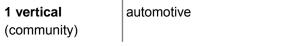
#### Portfolio details

Trader.com
(Polska) is one
of the leading
players in the
Polish online home
and automotive
classifieds

	sector	brand	
6 ad publications	automotive	"AutoBiznes Ogłoszenia"	
		"AutoBit Biznes"  "Biznes Truck"	
	real-estate	"Domiporta Oferty Nieruchomości"  "Nieruchomości Warszawa i okolice"  "Nieruchomości Wrocław i okolice"	Dominata -
			Real users
4 verticals	real-estate classifieds	Domiporta.pl  A Domiporta.pl  Servis Nierüchomości	395 thou.
(classifieds)	automotive classifieds	Autotrader.pl	466 thou.
	machinery, trucks and utility vehicles	Tabor24.pl   tabor24.pl  mazzyny i pojazdy użytkowe	80 thou.
	other classifieds	Kupsprzedaj.pl	178 thou.

Autofoto.pl

In 2007
Trader.com (Polska)
generated
PLN 18.5 mln in
revenues





158 thou.

autofoto.pl

# **Transaction objectives**

Acquisition of
Trader.com (Polska)
is in line with Agora's
strategic objectives
to develop its
thematic media
offer in the fastest
growing areas of
the advertising market



Maintain strong long-term leadership position in real-estate/home/construction classifieds;



Acquire second position in automotive category measured by # of real users;



Capture classified revenue outflow from print to Internet in the most attractive market segments;

Agora strives to become one of the leading players in each key classified category



Build capacity to create new classified services in Poland and abroad based on the acquired technology, expertise and experience of the team;



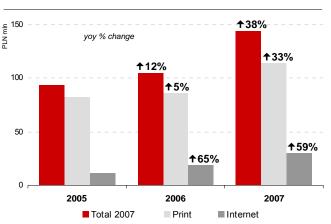
Leverage cross-promotion, content sharing and cross-selling advantage to build new offers and optimize operating processes.



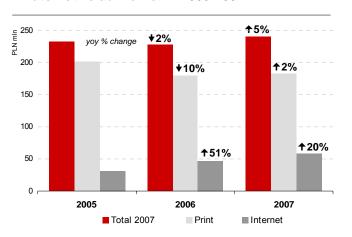
# Real-estate and automotive advertising are among the largest and the fastest growing categories

Estimated threeyear CAGR for online real-estate and automotive advertising will reach ca. 33% and ca. 17%, respectively

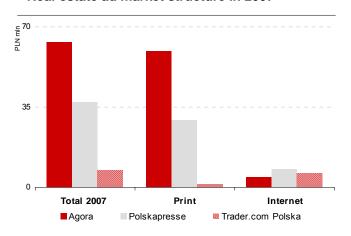
### Real-estate ad market in 2005-2007



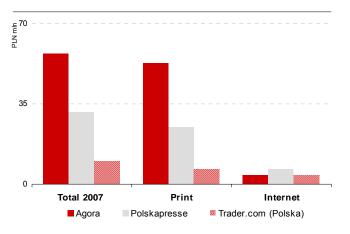
#### Automotive ad market in 2005-2007



#### Real-estate ad market structure in 2007



#### Automotive ad market structure in 2007

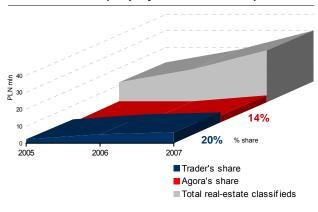




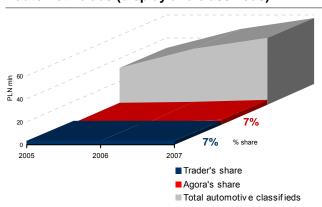
# Agora and Trader.com (Polska) – market position

Agora's leadership position in print advertising combined with Trader's online advantage creates an opportunity to become a strong long-run player in key classified categories

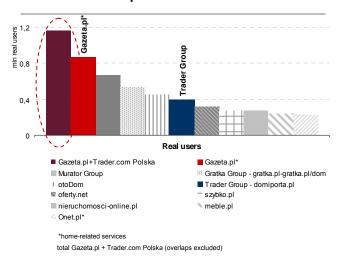
# Agora and Trader.com (Polska) share in online real-estate ads (display and classifieds)



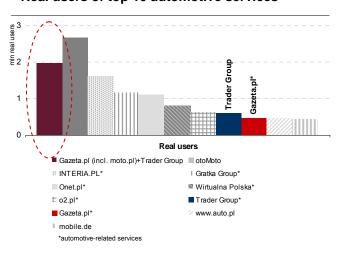
# Agora and Trader.com (Polska) share in online automotive ads (display and classifieds)



#### Real users of top 10 home-related services



### Real users of top 10 automotive services





# Agora and Trader.com (Polska) – joint potential

# Trader.com (Polska)

# Agora

- Product quality best online technology in home category
- Well-recognized online brands
- Strong and experienced sales teams; large client base
- Unique competencies of the team

Become a significant player in each key classified category

- Brand recognition, predominantly in print; leadership position in home-related category
- Leading content provider in home-related category online
- Wide reach of 47-brand
  Internet offer
- Cross-promotion, content sharing and cross-selling advantage of the media group

