

1st Half 2006 Results

September 8th, 2006

Luca Majocchi – CEO

Maurizia Squinzi – CFO

Stefano Canu – IR Manager

Safe Harbour

This presentation contains statements that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this presentation and include statements regarding the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activities and situation relating to the Company. Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in the forward looking statements as a result of various factors. Analysts are cautioned not to place undue reliance on those forward looking statements, which speak only as of the date of this presentation. SEAT Pagine Gialle Spa undertakes no obligation to release publicly the results of any revisions to these forward looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes in SEAT Pagine Gialle Spa business or acquisition strategy or to reflect the occurrence of unanticipated events.

"These slides are not an offer of securities for sale in the United Sates. Furthermore, the 8% senior notes by Lighthouse International Company S.A. may not be offered or sold in the United States absent registration or an exemption from registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer or the selling security holder and that will contain detailed information about the issuer and management, as well as financial statements.

In connection with the offering of the 8% senior notes by Lighthouse International Company S.A., Credit Suisse First Boston (Europe) Limited, or any person acting for it, may overallot or effect transactions with a view to supporting the market price of such senior notes at a level higher than that which might otherwise prevail for a limited period after the issue date thereof. However, there is no obligation on Credit Suisse First Boston (Europe) Limited, or any person acting for it, to do this. Such stabilizing, if commenced, may be discontinued at any time, and must be brought to an end after a limited period."

Accounting Principles

SEAT Pagine Gialle Group and Seat Pagine Gialle S.p.A. adopted IAS/IFRS starting from January 1, 2005. These accounting standards are consistent with the IAS/IFRS used for preparing the annual and interim financial reports for the year 2005.



Key messages

- H1 '06 revenues up 3.2% thanks to product and sales innovations that are paying back
- 2006 Ebitda, however, negatively affected by one-off launch costs to support such growth, mainly concentrated in DA services in France and Italy, and by investments to strengthen Italian sales operations
- De-leveraging continued according to plan, with successful reduction of average cost of debt vs. 2005, despite an increase in interest rates
- Positive outlook from current trading (H2 '06 and Q1 '07):
 - Print turnaround well underway
 - Positive impact of new business investments, with new DA services showing good progress
 - Sales test of new internet offer in line with expectations
- H2'06 Ebitda expected to grow significantly on H2'05 and 2007 Ebitda expected to be in line with the original guidance



Index

■ H1 2006 Results	pag.	5
Current trading	u	12
Outlook	"	30
Appendix	u	33



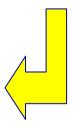
Revenue growth sustained by new businesses, whose start up investments impact short term Ebitda

SEAT GROUP

euro million	H1 2005	H1 2006	Change	
Sales and Services Revenues	555.8	573.6	3.2%	
Operating & Labour Costs	(282.8)	(326.7)	15.5%	
Advertising Costs	(28.6)	(63.5)	121.6%	
Gross Operating Profit	244.3	183.4	(24.9)%	
% of revenues	44.0%	32.0%	(12.0)%	
Bad Debt, Risk Prov. & Others	(30.9)	(28.4)	(8.1)%	
EBITDA	213.5	155.0	(27.4)%	Chg: 5
% of revenues	38.4%	27.0%	(11.4)%	euro r

YoY change mostly driven by one off cost effects:

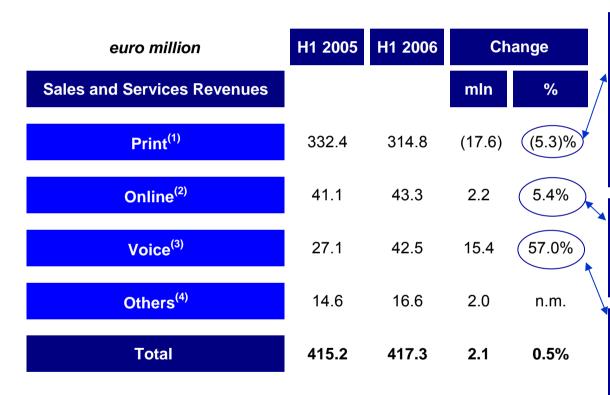
- New DA services (~30 mln)
- One off costs to innovate products and sales in Italy and Germany (~12 mln)
- Print "bottom" in H1'06 (~14 mln)
- Thomson different publication calendar, with shift of two directories (~2 mln)





Seat's revenues stable thanks to online and voice activities that compensate print revenues bottom in H1'06

SEAT S.p.A.



- ~64% of sales made in '05 in a still difficult economic scenario
- Results mostly affected by few large and mid-sized advertisers
- Large cities (Milan) not yet benefiting from innovation in WP and new sales organization

Mainly affected by postponement of contracts renewals to H2'06 to exploit new PG Visual offer (on a like for like basis, YoY change ~+12%)

- Strong growth of Voice thanks to:
 - positive contribution of 12.40
 - increase of 89.24.24 both advertising and traffic revenues

(1) Yellow Pages, White Pages and other print products (2) Online Yellow Pages and Kompass Online (3) Talking Yellow Pages and 12.40 (4) Giallo Promo, Giallo Dat@ and other revenues



Margins mainly affected by investments to launch new services and to strengthen sales operations

SEAT S.p.A.

euro million	H1 2005	H1 2006	Cha	nge
			mln	%
Revenues	415.2	417.3	2.1	0.5%
Industrial costs	(62.8)	(69.9)	(7.1)	11.3%
% revenues	15.1%	16.7%		1.6%
Commercial costs	(45.4)	(52.2)	(6.8)	15.0%
% revenues	10.9%	12.5%		1.6%
Advertising costs	(12.2)	(24.6)	(12.4)	101.6%
% revenues	2.9%	5.9%		3.0%
General & Labour costs	(77.2)	(85.3)	(8.1)	10.5%
% revenues	18.6%	20.4%		1.8%
Gross Operating Profit	217.6	185.3	(32.3)	(14.8)%
% of revenues	52.4%	44.4%		(8.0)%
Bad Debt, Risk Prov. & Others	(25.8)	(23.4)	2.4	(9.3)%
EBITDA	191.8	161.9	(29.9)	(15.6)%
% of revenues	46.2%	38.8%		(7.4)%

Cost related to DA launch 12.40 (~16 mln):

- Call center
- Advertising

One off costs to innovate products and sales in Italy (~6 mln):

- Product development
- •Further investments on sales force training
- ■Sales convention (not present in '05)



Telegate's revenues up thanks to new business, but Ebitda impacted by cost of entry in France (higher than expected)

TELEGATE

euro million	H1 2005	H1 2006	Change		
			mln	%	
Sales and Services Revenues	69.7	88.2	18.5	26.5%	
Operating & Labour Costs	(36.0)	(57.7)	(21.7)	60.3%	
Advertising costs	(10.9)	((33.1))	(22.2)	203.7%	
% of revenues	15.6%	37.5%		21.9%	
Gross Operating Profit	22.8	(2.6)	(25.4)	n.m.	
% of revenues	32.7%	n.m.		n.m.	
Bad Debt, Risk Provisions & Others	(1.9)	(2.6)	(0.7)	36.8%	
EBITDA	20.9	(5.2)	(26.1)	n.m.	
% of revenues	30.0%	(5.9)%		(35.9)%	

Strong top-line increase thanks to growth in international business:

- -Germany down 1.7 euro mln (-3%) with market share up to 37% as high-value services/ outsourcing only partially compensate market decline
- -International (Spain, Italy and France) up 20.2 euro mln thanks to outsourcing contracts and branded calls in France

Ebitda impacted by costs to build 118000 brand in France (Telegate France -23 euro mln)



In Thomson, focus on online to exploit market opportunity

THOMSON

GBP million	H1 2005	H1 2006	Cha	nge
			mln	%
Sales and Services Revenues	43.5	42.1	(1.4)	(3.2)%
Operating & Labour Costs	(39.6)	(41.9)	(2.3)	5.8%
Gross Operating Profit	3.9	0.2	(3.7)	(94.9)%
% of revenues	9.0%	0.5%		(8.5)%
Bad Debt, Risk Prov. & Others	(1.9)	(1.6)	0.3	(15.8)%
EBITDA	2.0	(1.4)	(3.4)	n.m.
% of revenues	4.6%	(3.3)%		(7.9)%

- Revenues stable on a like for like basis⁽¹⁾
- Strong growth of online services
- Print slowdown mainly due to strong focus on new internet offer and one off effect to re-organize field sales

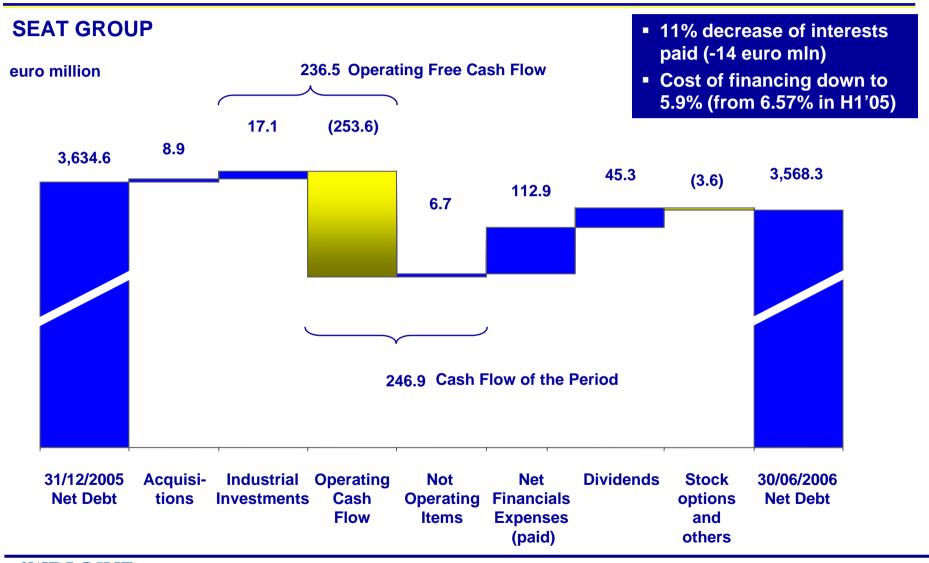
Higher costs of sales due to re-organization of field sales and to the effort to maximize internet penetration

-2.1 Gbp mln net of a different publication calendar (shift of two directories)

(1) Net of a different publication calendar including shift of two directory (1.6 Gbp mln in H1'05) to next months



Net financial debt decreased by 66.3 euro mln in the period after 45.3 euro mln of dividends



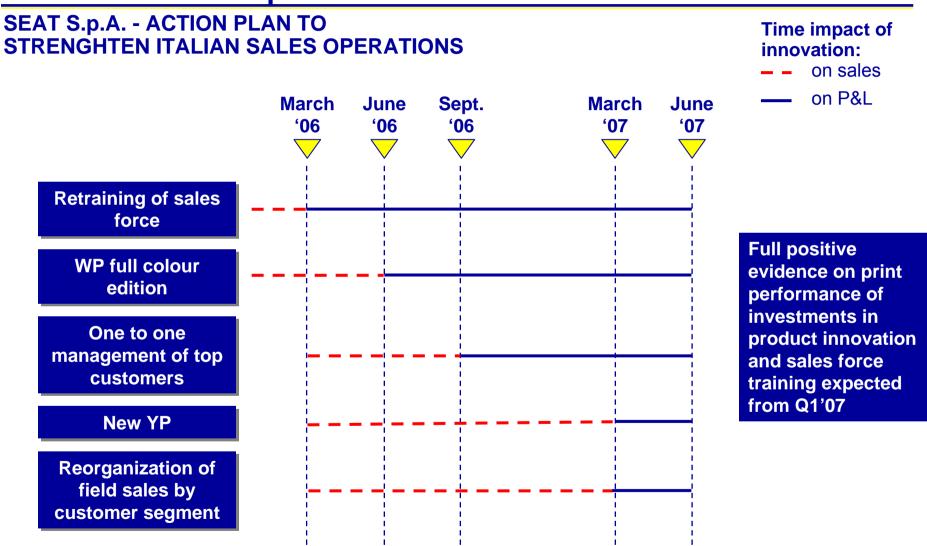


Index

■ H1 2006 Results	pag.	5
■ Current trading	"	12
Outlook	"	30
Appendix	"	33

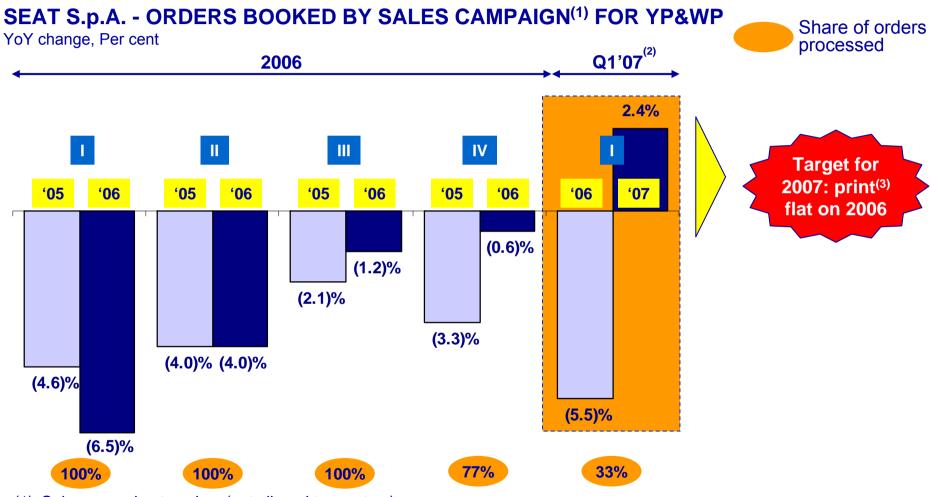


In Italy the action plan to structurally improve print performance is well on track





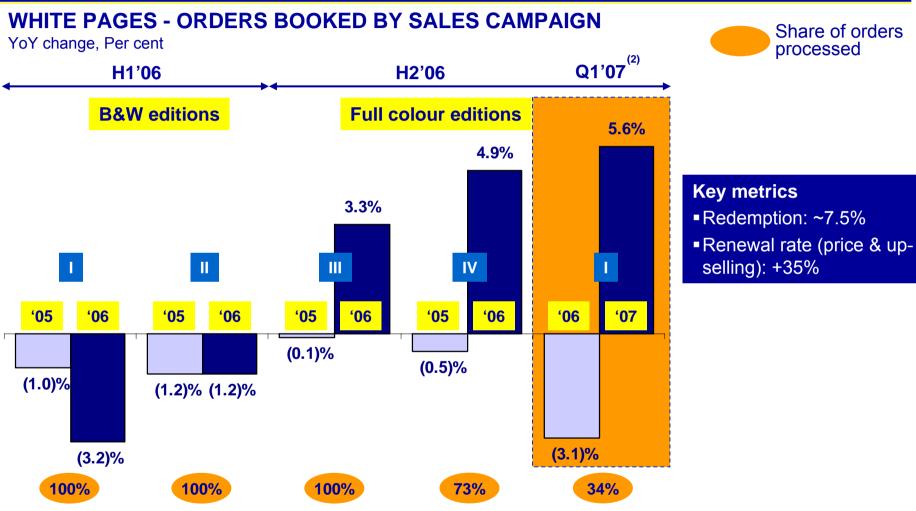
Turnaround of print is ongoing as indicated by current trading



- (1) Sales campaign tranches (not aligned to quarters)
- (2) YoY change as of September 1, 2006
- (3) All print products



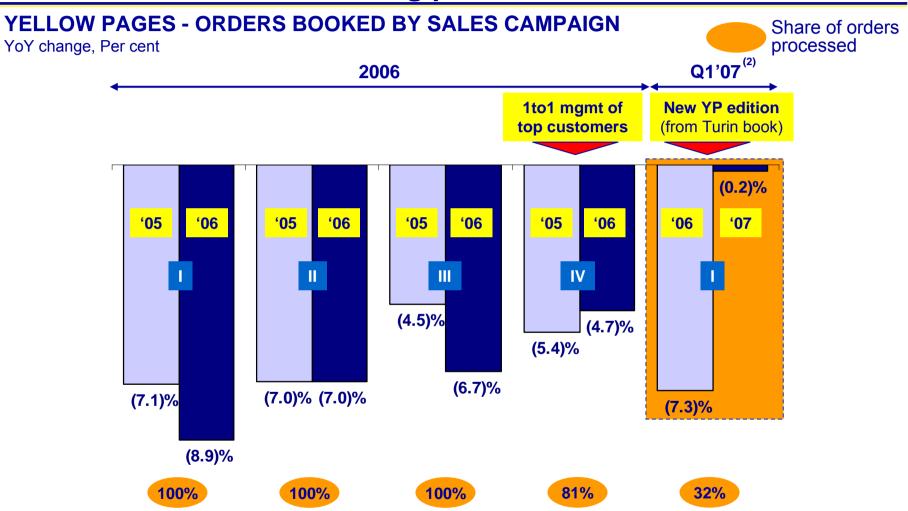
White Pages positively impacted by new full colour editions whose performance is in line with expectations



- (1) Sales campaign tranches (not aligned to quarters)
- (2) YoY change as of September 1, 2006



Yellow Pages benefit from a number of actions that are turning performance



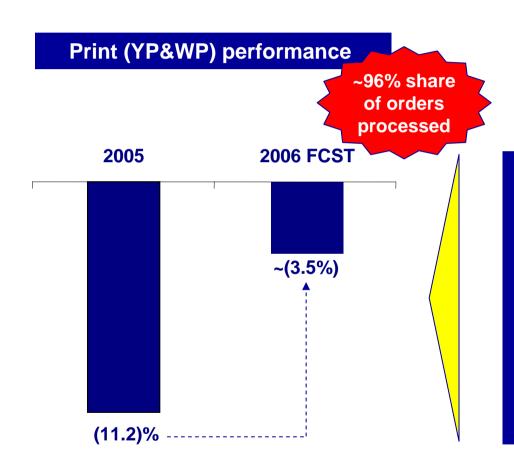
- (1) Sales campaign tranches (not aligned to quarters)
- (2) YoY change as of September 1, 2006



In Q4 Rome book shows significant improvement thanks to product and sales innovation...

PERFORMANCE ON ROME BOOK

TO BE PUBLISHED IN Q4'06



Improvement driven by YP (80% of print revenues), despite new YP edition not yet available, thanks to clean-up in '04-'05 and new sales approach:

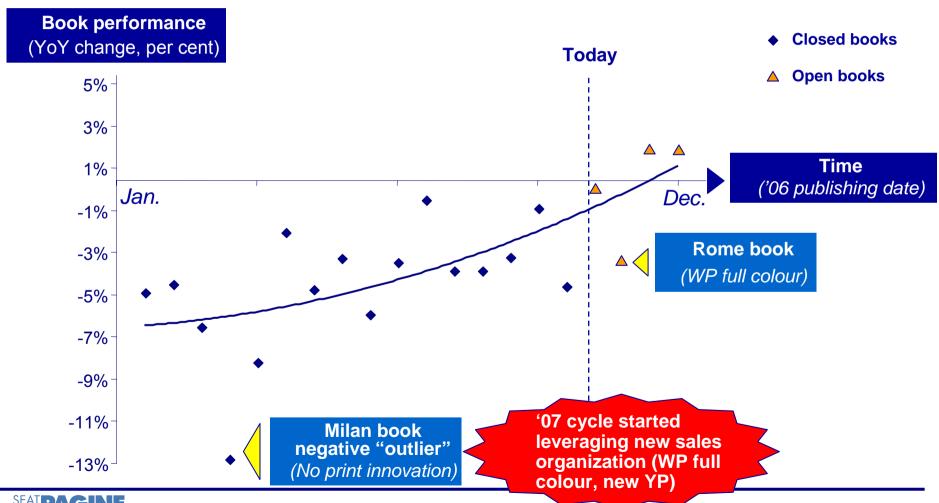
- -Share of customers visited up from ~65% to ~80%
- -Renewal rate improving thanks to better preparations and negotiations
- -High-end customers managed according to new one to one approach (~12% of total) show positive performance



... and trend is confirmed as innovations in products and sales approach are deployed in large book areas

PERFORMANCE OF LARGE BOOKS AREAS

Book with revenues in excess of 10 euro mln



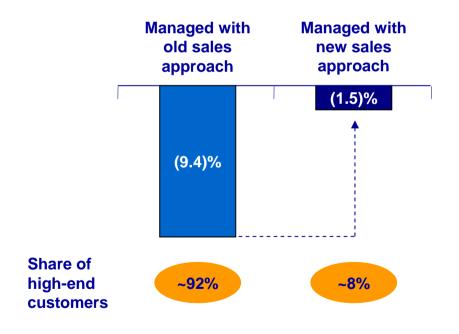
High-end customer segment is improving thanks to new one to one sales approach, new IT applications and stronger focus of sales managers

IMPACT OF ACTION PLAN TO IMPROVE PERFORMANCE OF HIGH-END ADVERTISERS

- Allocation of customers to highly skilled account managers
- New automated IT platform to develop high quality presentations and to share best practices among sales reps
- Ad hoc telephone customer service and improved customer support with additional marketing metrics, analysis and value data

Print performance of high-end customers (ARPA > 3,500 euro)⁽¹⁾

Order processed as of August, '06

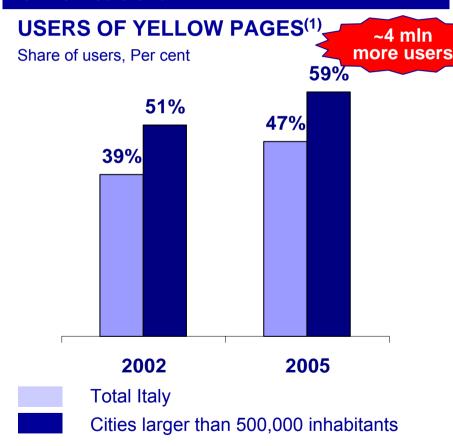


(1) Excluding national advertisers



Recent figures of YP print users confirm positive trend and further distribution in large cities was carried out to leverage larger user base

YP users significantly grew since 2002 (especially in large cities) confirming the value of the media and...



... leading the company to further investments to improve coverage of users base

- Increased n° of distributed YP copies:
 +700K (3% of total) to be delivered to telephone holders not shown on public listing (due to request for privacy)
- Focus on large cities with advertising campaign on newspapers

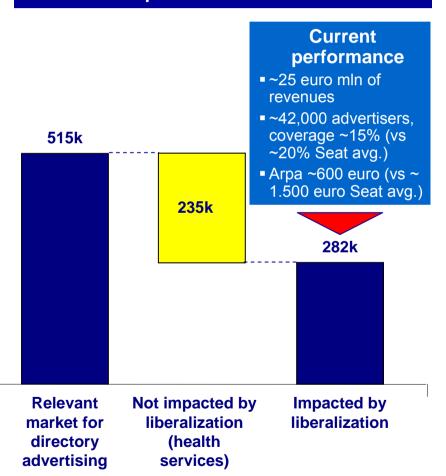


(1) Source: Eurisko - Sinottica

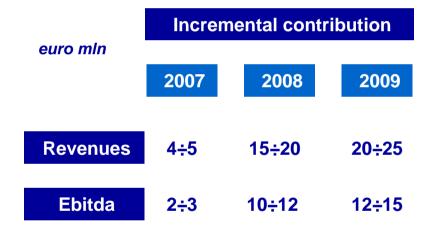


Liberalization of non-health professionals will generate about 10÷15 euro mln of Ebitda by 2009

Thanks to new regulation, professionals will be able to exploit the value of directories...



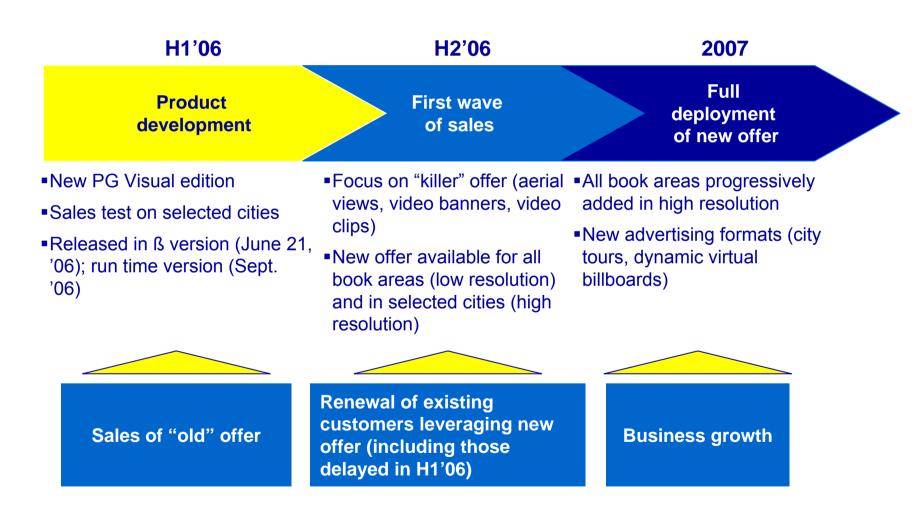
...potentially doubling the current revenue stream of 25 euro mln





PG Visual edition will support accelerated growth in H2'06 with full potential in 2007

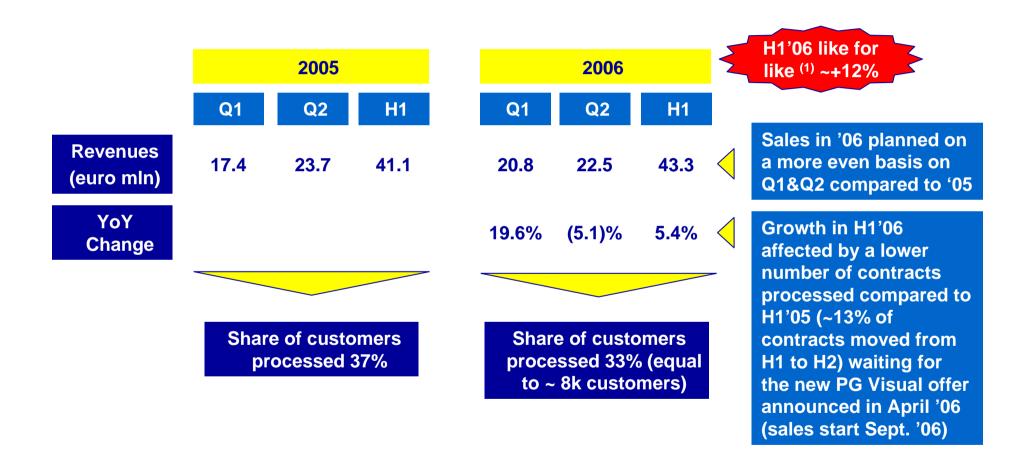
INTERNET SALES PLAN







In the H1'06 online results were impacted by lower renewal activity (waiting for the new visual offer)



(1) Aligning share of customers processed set equal to H1'05





New PG Visual offer has been structured to serve different advertisers needs

PG VISUAL

PG Visual creates new "visual" media contents on top of existing search offer (keywords)

Customer segment	Offer	Price range (euro)
Very large accounts (ARPA >10,000 euro)	 Gold package Commercial videos Format: longer videos, better quality features and DVD support for commercial events (in addition to medium package) 	>1,300
Top customers (ARPA 3,500÷10,000 euro)	 Medium package Commercial video Format: shop owner interview and video product catalogues integrated into PG.it search engine (in addition to entry package) 	700÷800
Core customers (ARPA <3,500 euro)	 Entry package Geo-referenced banner Format: shop images, music, written or audio text 	300÷400





Preliminary test on sales of PG Visual shows results in line with expectations and positive impact on print sales as well

PG VISUAL - RESULTS OF SALES TEST

#45 sales reps on 12 days test in three large cities

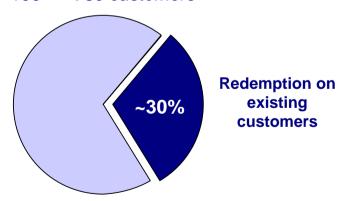
PRELIMINARY DATA

Redemption in line with expectations

REDEMPTION ON EXISTING CUSTOMERS

Per cent

 $100 = \sim 730$ customers



Positive impact on both internet and print ARPA

KEY METRICS

Sell up on existing internet contracts

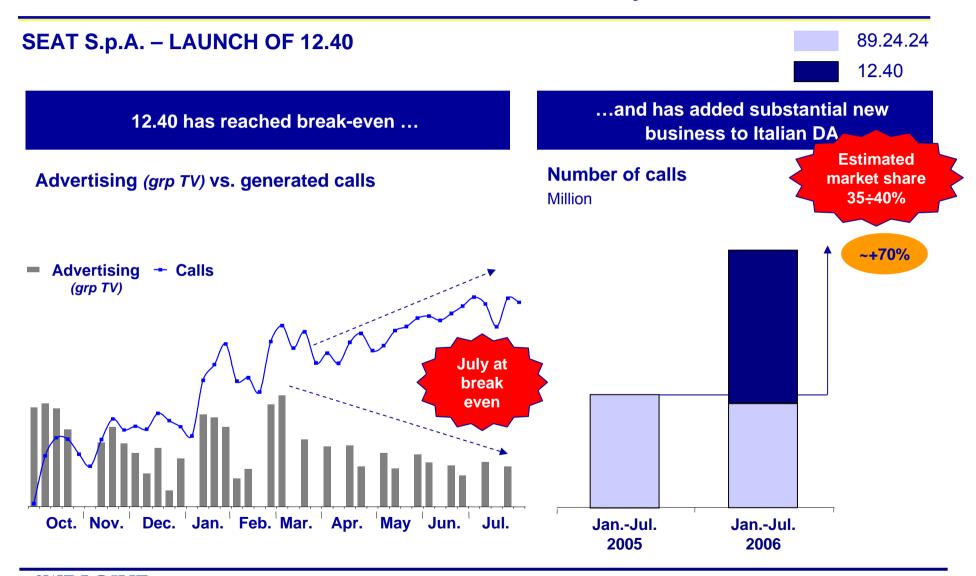
~650 euro (Arpa)

Renewal rate on print

5÷10%



Launch of the new DA service in Italy is successful



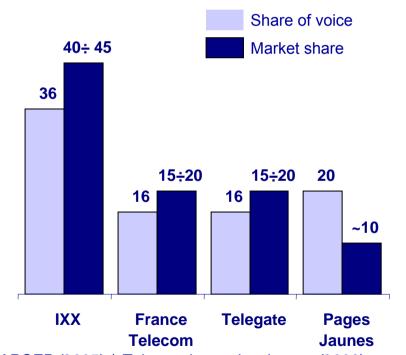


In France, market share is in line with expectations but in a market smaller than expected by all players

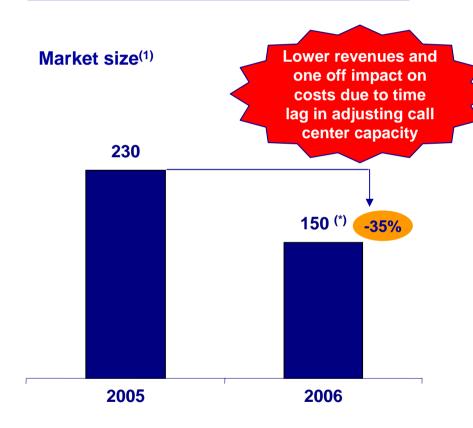
TELEGATE FRANCE

Market entry in line with plan...

Share of voice and estimated market share



...but market shrank more than expected

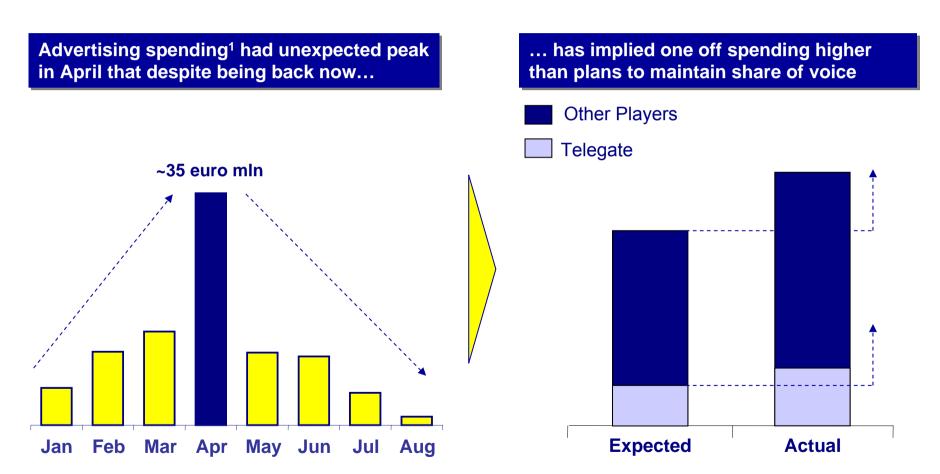


- (1) ARCEP (2005) / Telegate internal estimates (2006)
- (*) projected 12 months-basis April 2006 onwards



Higher entry costs were due to a peak in advertising spending in April when old number were closed

TELEGATE FRANCE



(1) Source: Internal estimates based on gross spending published by Secodip



In France, Telegate on track towards profitable market position despite a very competitive market entry

- In France, Telegate can still build an Ebitda-positive business by 2007:
 - The market is smaller than expected but Telegate on track to build sustainable position
 - Positive margins are still possible as extra costs are mostly one off due to the lead time to adjust call center capacity to smaller market size and to advertising spending higher than planned in February/April
- The outlook for 2007 for Telegate Group has to take into account the smaller contribution of France and an action plan to close the gap is ongoing

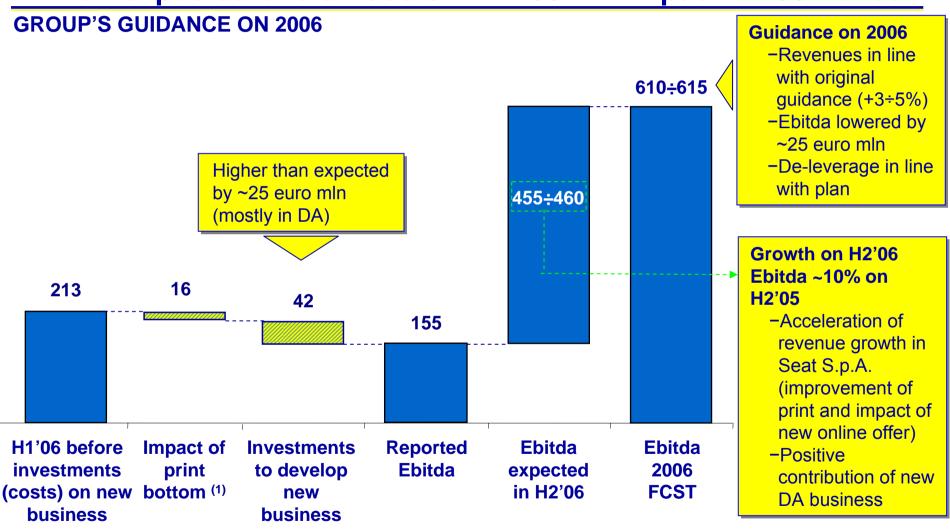


Index

■ H1 2006 Results	pag.	5
Current trading	"	12
Outlook	"	30
Appendix	"	33



H2'06 Ebitda is expected to show significant growth, but higher than expected one off costs in H1'06 will impact FY'06 Ebitda

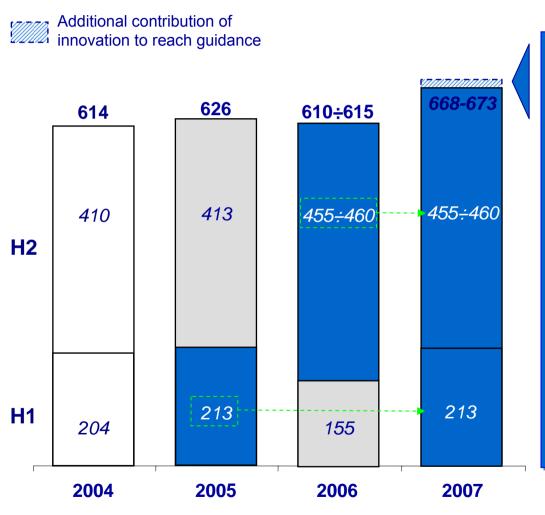






Growth in 2007 is sustained by positive contribution of investments made in H2'05-H1'06

DRIVERS OF GROUP'S EBITDA GROWTH



- In the period between H2'05 and H1'06 investments for about 60 euro million were done to launch new services and to innovate sales operations
- These investments have already driven revenues growth in H1'06 and will have positive impact on Ebitda starting from H2'06
- Ebitda growth in 2007 is expected to be in line with the original guidance, being supported by:
 - The turnaround of Italian print business
 - The positive (rather than negative) contribution of DA in Italy and France
 - An acceleration of Internet growth thanks to new Pagine Gialle Visual



Index

H1 2006 Results	pag.	5
Current trading	"	12
Outlook	66	30
Appendix	"	33



Other businesses

Consodata Italy

euro million	H1 2005	H1 2006	Change
Sales and Services Revenues	15.3	11.4	(25.5)%
Gross Operating Profit	1.8	1.3	(27.8)%
% of revenues	11.8%	11.4%	(0.4)%
EBITDA	1.7	1.4	(17.6)%
% of revenues	11.1%	12.3%	1.2%

Net of Pubblibaby disposal, substantially stable revenues with Ebitda up ~10%

Euredit

euro million	H1 2005	H1 2006	Change
Sales and Services Revenues	0.4	6.1	n.m.
Gross Operating Profit	(4.0)	(0.6)	85.0%
% of revenues	n.m.	n.m.	n.m.
EBITDA	(4.1)	(0.7)	82.9%

Revenue growth thanks to new commercial campaign allowing to sell separately Europages online/print version (print publication still scheduled in September '06)



H1'06 financials breakdown by legal entities

SEAT GROUP

		Revenue	S		Ebitda			Ebita	
euro million	H1'05	H1'06	Change	H1'05	H1'06	Change	H1'05	H1'06	Change
Seat S.p.A (1)	415.2	417.3	0.5%	191.8	161.9	(15.6)%	182.6	153.2	(16.1)%
TDL	63.4	61.2	(3.5)%	2.9	(2.0)	n.m.	1.2	(3.3)	n.m.
Telegate	69.7	88.2	26.5%	20.9	(5.2)	n.m.	18.3	(8.5)	n.m.
Consodata	15.3	11.4	(25.5)%	1.7	1.4	(17.6)%	0.7	0.4	(42.9)%
Euredit	0.4	6.1	n.m.	(4.1)	(0.7)	82.9%	(4.3)	(0.9)	79.1%
Prontoseat (2)	4.0	4.6	15.0%	0.4	(0.2)	n.m.	0.1	(0.5)	n.m.
Cipi	0.0	8.6	n.m.	0.0	(0.2)	n.m.	0.0	(0.6)	n.m.
Aggregated	568.1	597.5	5.2%	213.5	155.0	(27.4)%	198.6	139.8	(29.6)%
Eliminations	(12.3)	(23.9)	n.m.	0.0	0.0	n.m.	0.0	0.0	n.m.
Consolidated	555.8	573.6	3.2%	213.5	155.0	(27.4)%	198.6	139.8	(29.6)%

⁽¹⁾ Including Talking Yellow Pages and corporate costs

⁽²⁾ Before named IMR



Q2'06 financials breakdown by legal entities

SEAT GROUP

OLA! ONOU!									
		Revenue	s		Ebitda			Ebita	
euro million	Q2'05	Q2'06	Change	Q2'05	Q2'06	Change	Q2'0	Q2'06	Change
Seat S.p.A (1)	282.2	288.9	2.4%	156.0	139.5	(10.6)%	151.3	135.0	(10.8)%
TDL	44.0	40.4	(8.2)%	13.0	7.7	(40.8)%	12.1	7.0	(42.1)%
Telegate	35.5	41.0	15.5%	10.4	(4.6)	n.m.	9.1	(6.3)	n.m.
Consodata	7.8	5.8	(25.6)%	0.9	1.1	22.2%	0.4	0.6	50.0%
Euredit	0.2	6.0	n.m.	(2.2)	1.3	n.m.	(2.3)	1.2	n.m.
Prontoseat (2)	2.1	2.3	9.5%	0.2	(0.2)	n.m.	0.0	(0.3)	n.m.
Cipi	0.0	4.7	n.m.	0.0	0.2	n.m.	0.0	0.0	n.m.
Aggregated	371.9	389.3	4.7%	178.3	145.0	(18.7)%	170.7	137.2	(19.6)%
Eliminations	(6.5)	(13.7)	n.m.	0.0	0.0	n.m.	0.0	0.0	n.m.
Consolidated	365.4	375.6	2.8%	178.3	145.0	(18.7)%	170.7	137.2	(19.6)%

⁽¹⁾ Including Talking Yellow Pages and corporate costs

⁽²⁾ Before named IMR



Net income affected by investments but positively impacted by reduced net financial expenses

SEAT GROUP

euro million	H1 2005	H1 2006	Change
EBITDA	213.5	155.0	(27.4)%
% of revenues	38.4%	27.0%	(11.4)%
Depreciation and Amortization	(14.9)	(15.2)	2.4%
EBITA	198.6	139.8	(29.6)%
% of revenues	35.7%	24.4%	(11.4)%
Extra-Operating Amortization	(81.0)	(81.0)	n.m.
Not Current & Net Restruct. Expenses	(7.2)	(4.9)	(31.2)%/
EBIT	110.4	53.8	n.m.
% of revenues	19.9%	9.4%	(10.5)%
Net Financial Income (Expenses)	(136.5)	(124.0)	(9.2)%
Value Adjustments to Investments &Gain/(Losses) on Invest. Disposals	(0.13)	(0.02)	n.m.
Income Before Taxes	(26.2)	(70.2)	(167.6)%
Income Taxes	(16.9)	(1.6)	n.m.
Discontinued operations	0.0	0.0	n.m.
Minority Interest	(3.4)	2.4	n.m.
Net Income	(46.5)	(69.3)	(49.0)%

Reduced net financial expenses thanks to lower level of debt and interest costs after senior debt re-negotiation:

- 68.0 euro mln interests for the Senior Financing (including 8.8 euro mln of transaction costs)
- 55.0 euro mln interests to Lighthouse (including 2.8 euro mln of transaction costs)
- 1.0 euro mln of net other financial expenses (including exchange gains/losses)



Strong free cash flow generation and cash conversion despite higher advertising investments

SEAT GROUP

euro million	H1 2005	H1 2006	Change		Change		Positive performance
			mln	%	of Seat S.p.A. (+10		
Ebitda ⁽¹⁾	213.5	155.0	(58.5)	(27.4)%	mln) and TDL while		
Change in Operating Working Capital	103.4	100.2	(3.2)	(3.1)%	Telegate lower than 2005 (6.4 mln) due to higher accounts payable (i.e.		
Change in Not Current Operating Liabilities	2.5	(8.0)	(3.3)	n.m.	advertising payment)		
Investments	(16.6)	(17.1)	(0.5)	3.0%	Maintaining solid operating free cash flow reduced only by		
Other	(0.5)	(0.7)	(0.2)	n.m.	the lower Ebitda of		
Operating Free Cash Flow	302.2	236.5	(65.7)	(21.7)%	which +34.8 euro mln related to additional advertising expenses		
Operating Free Cash Flow / Ebitda	141.6%	152.6%			(investments for future growth)		

(1) Reported Ebitda



Balance sheet

SEAT GROUP

euro million	31/12/2005	30/06/2006	Change
Goodwill and Customer Data Base	4,155.0	4,071.9	(83.1)
Other Not Current Assets	197.0	198.8	1.8
Not Current Liabilities	(77.6)	(73.7)	3.9
Working Capital	260.6	160.9	(99.8)
Net Invested Capital	4,535.0	4,357.8	(177.2)
Total Stockholders' Equity	999.7	908.1	(91.7)
Net Financial Debt - Book Value	3,535.3	3,449.7	(85.6)
Total	4,535.0	4,357.8	(177.2)
Net Financial Debt	3,634.6	3,568.3	(66.3)
IAS Adjustments	(99.3)	(118.6)	(19.3)
Net Financial Debt - Book Value	3,535.3	3,449.7	(85.6)



Receivables securitization in place: cost of debt optimization

As of June 30, 2006

Debt Facility (euro mln)	Amount
GROSS DEBT	3,742.2
Bank Senior Debt	2,165.4
Term Loan A (*)	1,650.7
Term Loan B (*)	514.5
Revolving ⁽¹⁾	0.2
• Subord. Debt vs. Lighthouse (2)	1,300
 Asset Backed Securities 	256
 Debt for shareholders dividend 	20.8
Net Financial Accruals	18.3
CASH & Cash Equivalents and other	er (-192.2)
SEAT GROUP NET DEBT	3,568.3

Re	nav	/m	ant
V.	ya.	иши	ent

Amort. Dec. 06 to June 2012 Bullett June 2013 R.F.Available until June 2012 April 2014 January 2014

Interest

Euribor + 1.91% (3)
Euribor + 2.41% (3)
Euribor + 1.91% (3)
Fixed 8%
Commercial paper rate+ 0.51%

IAS adjustments:	
Minus transaction costs	-112.3
Minus Derivatives Mark to Market	- 6.3
GROUP NET DEBT – BOOK VALUE	3,449.7

(*) euro 193.9 mln on Tranche A +60.5 mln on Tranche B prepaid in June as Net Proceed of Securitization. Total debt repayment since April 2004 equal to 692.4 euro mln

For H1'06 all-in cost of financing down to 5.9% from 6.57% in H1'05

⁽²⁾ Lighthouse funded the subordinated loan vs.SEAT through the issuance of the Lighthouse 8% Notes due April 2014 (3) Subject to decreasing margin ratchet linked to Total Net Debt /EBITDA ratio



⁽¹⁾ Callable up 90 euro mln

Hedging policy protects Seat from euribor increase

- 2006: 83% of debt at <u>fixed rate</u>: (Bond 1,300 mln, IRS 1,275 mln, FRA av. 520 mln)
- 2007: 86% of debt hedged (Bond 1,300 mln, IRS av. 301 mln, Collar av. 1,480 mln);
- 2008 2009: 86% of debt hedged (Bond 1,300 mln, Collar av. 1,536 mln)
- 2010 2011: 80% of debt hedged (Bond 1,300 mln, Collar av. 640 mln, IRS av. 325 mln)

