FY 10 preliminary results

for the year ended 31 March 2010

18 May 2010

YELL

Disclaimer

During this presentation we will be discussing Yell's business outlook and making certain forward-looking statements. Any statements that are not historical facts are subject to a number of risks and uncertainties, and actual results may differ materially.

We urge you to read the Risk Factors and cautionary language in the annual report posted on our website.

We also draw your attention to our press release which is posted on our website, for more information on the risks and uncertainties.

Agenda

Introduction	John Condron, CEO
Financials	John Davis, CFO
Strategic update	John Condron, CEO

Financials

John Davis
CFO

Headline results

Year ended 31 March 2010 (£m)	Actual	Growth	Growth at constant FX
Revenue	2,122.7	*(11.5%)*	*(13.8%)*
Adjusted EBITDA	619.6	*(24.1%)*	*(25.7%)*
Adjusted EBITDA margin	29.2%		
Operating cash flow	724.1	*(0.8%)*	*(4.2%)*
Cash conversion	116.9%		
Free cash flow before refinancing cost and exceptional	397.5	*0.6%*	
Adjusted diluted earnings per share	11.7p	(66.1%)	
Net Debt: EBITDA at consistent fx	4.9x	-0.2x	

Adjusted earnings figures stated before exceptional items and amortisation throughout this presentation

Internet revenue

	Revenue	Growth	Internet contribution to total
UK	£176.2m	7.1%	29.0%
US	$268.7m	18.2%	16.0%
Spain	€59.6m	19.2%	16.5%
LatAm	€19.6m	20.8%	13.0%
Total	£415.1m	13.3%	19.6%

Divisional results

Twelve months ended 31 March	Yell UK 2010 £m	Yell UK 2009 £m	Yell UK *Change %*	Yellowbook 2010 £m	Yellowbook 2009 £m	Yellowbook *Change %*	Yell Publicidad 2010 £m	Yell Publicidad 2009 £m	Yell Publicidad *Change %*
Revenue (m)	£608.0	£692.1	*(12.2)*	$1,683.4	$1,962.5	(14.2)	€517.6	€620.7	(16.6)
Costs (m)	£382.8	£425.4	*10.0*	$1,278.4	$1,398.7	8.6	€359.7	€372.7	3.5
Adjusted EBITDA (m)	£225.2	£266.7	*(15.6)*	$405.0	$563.7	(28.2)	€157.9	€248.0	(36.3)
Margin (%)	37.0	38.5		24.1	28.7		30.5	40.0	

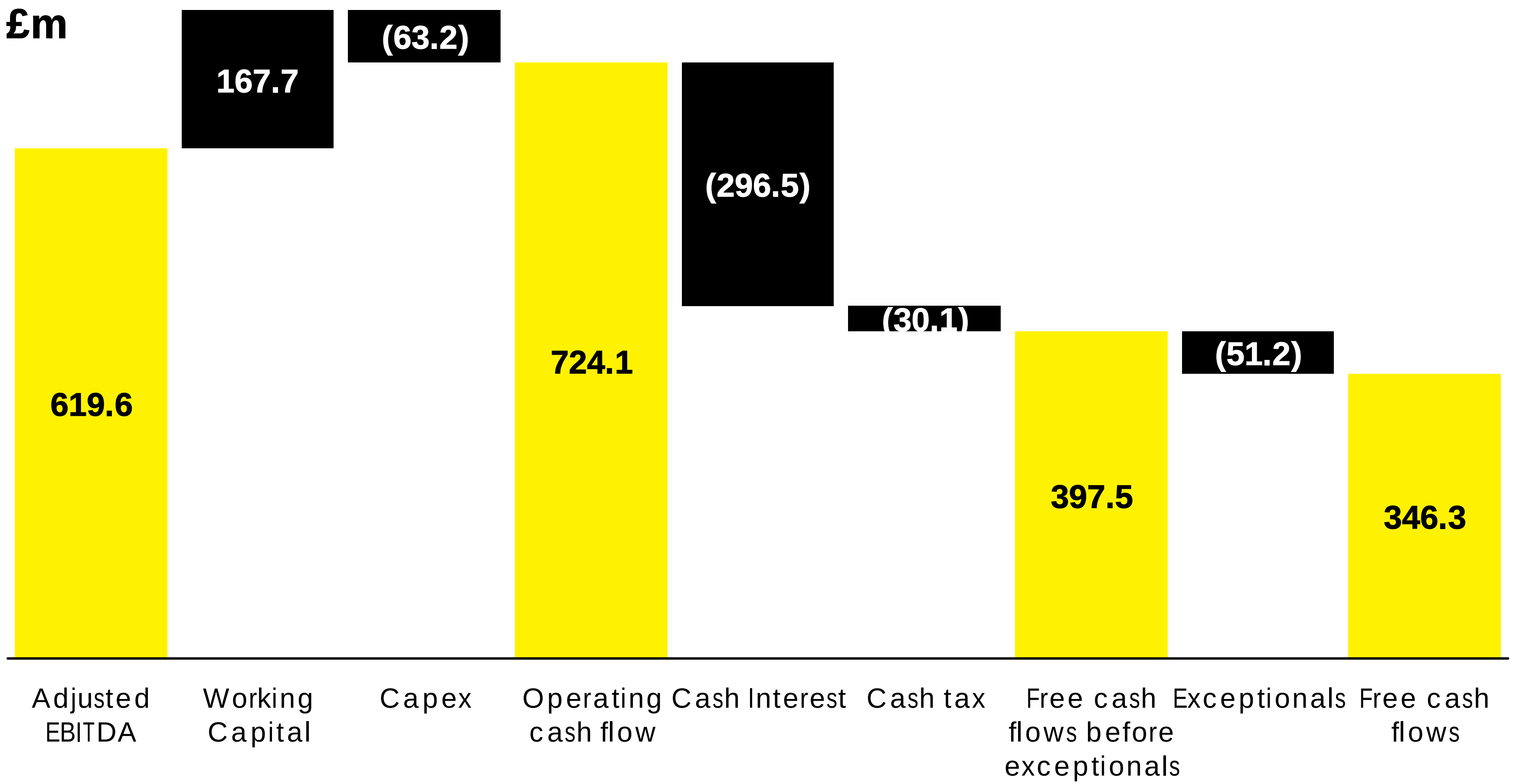
Adjusted diluted earnings per share

Year ended 31 March	2010	2009	*Change*
Adjusted EBITDA (£m)	619.6	816.1	(24.1%)
Depreciation (£m)	(65.1)	(53.1)	
Interest (£m)	(316.1)	(296.7)	
Tax (£m)	(74.6)	(145.7)	
Adjusted profit after tax (£m)	163.8	320.6	(48.9%)
Diluted shares in issue (m)	1,396	930	
Adjusted earnings per share	**11.7p**	**34.5p**	(66.1%)

Exceptionals and adjustments

	£m
Exceptional restructuring	20.1
Hedge cancellation fee	17.2
Interest rate cap volatility adjustment	5.7
Acquired intangible amortisation	125.1
Total exceptionals and adjustments	**168.1**

Cash



cash conversion 116.9% - up 27%

Analysis of debt

Net Debt at 31 March 2009	**(£4,207.2m)**
Equity raise less financing fees*	£559.0m
Free cashflow pre exceptionals	£397.5m
FX impact at closing rate	£172.9m
Exceptionals and other	(£16.8m)
Net debt at closing FX rate	**(£3,094.6m)**

Net debt to EBITDA at consistent fx	*4.9x*

- 96% of debt fixed until September 2010 – with 50-70% hedged until December 2012
- 25% covenant headroom at year end on net debt to EBITDA
- Cash cost of debt expected to move to around 8%
- Debt diversification remains a priority

*Net of £17m exceptional write off of hedge costs

Financial summary

- Strong results considering economic environment
- Revenue decline rates improving with -11% expected for Quarter 1 and similar for Quarter 2
- Focus on efficiency remains
- Balance sheet flexibility improved

Strategic update

John Condron
CEO

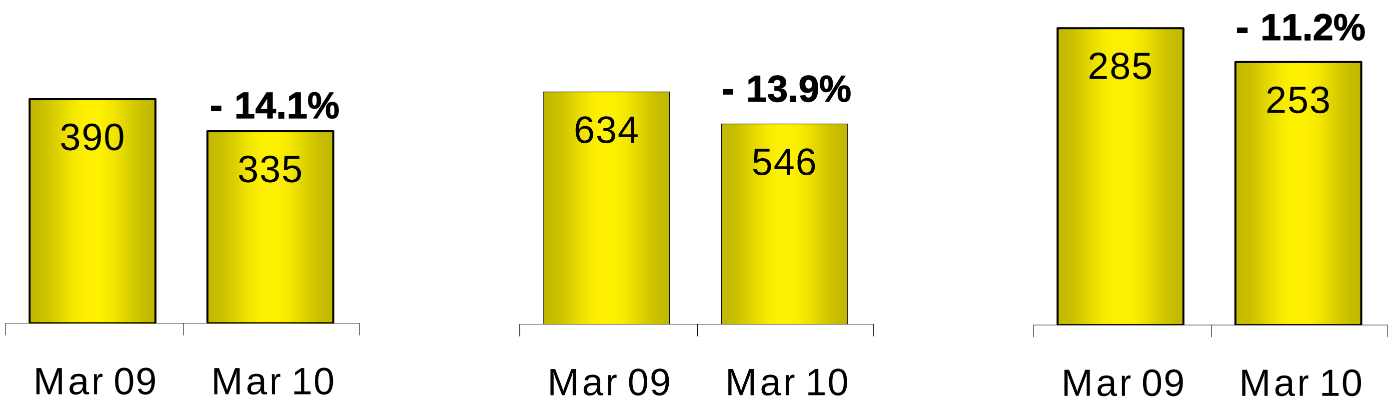
Market update

- Rate of revenue decline is stabilising
- Yell delivers effective marketing solutions to SME's
- Fragmenting usage environment is an opportunity
- We understand the changing needs of our customers
- Leveraging our relationship to solve these needs is key

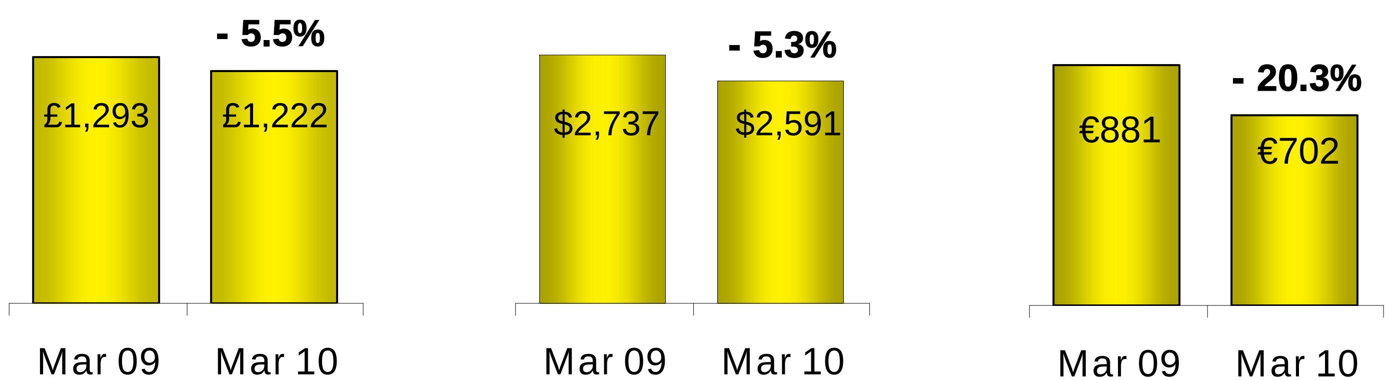
Yellow Pages metrics

	UK		US		Spain	
Retention	73%	72%	68%	68%	78%	77%

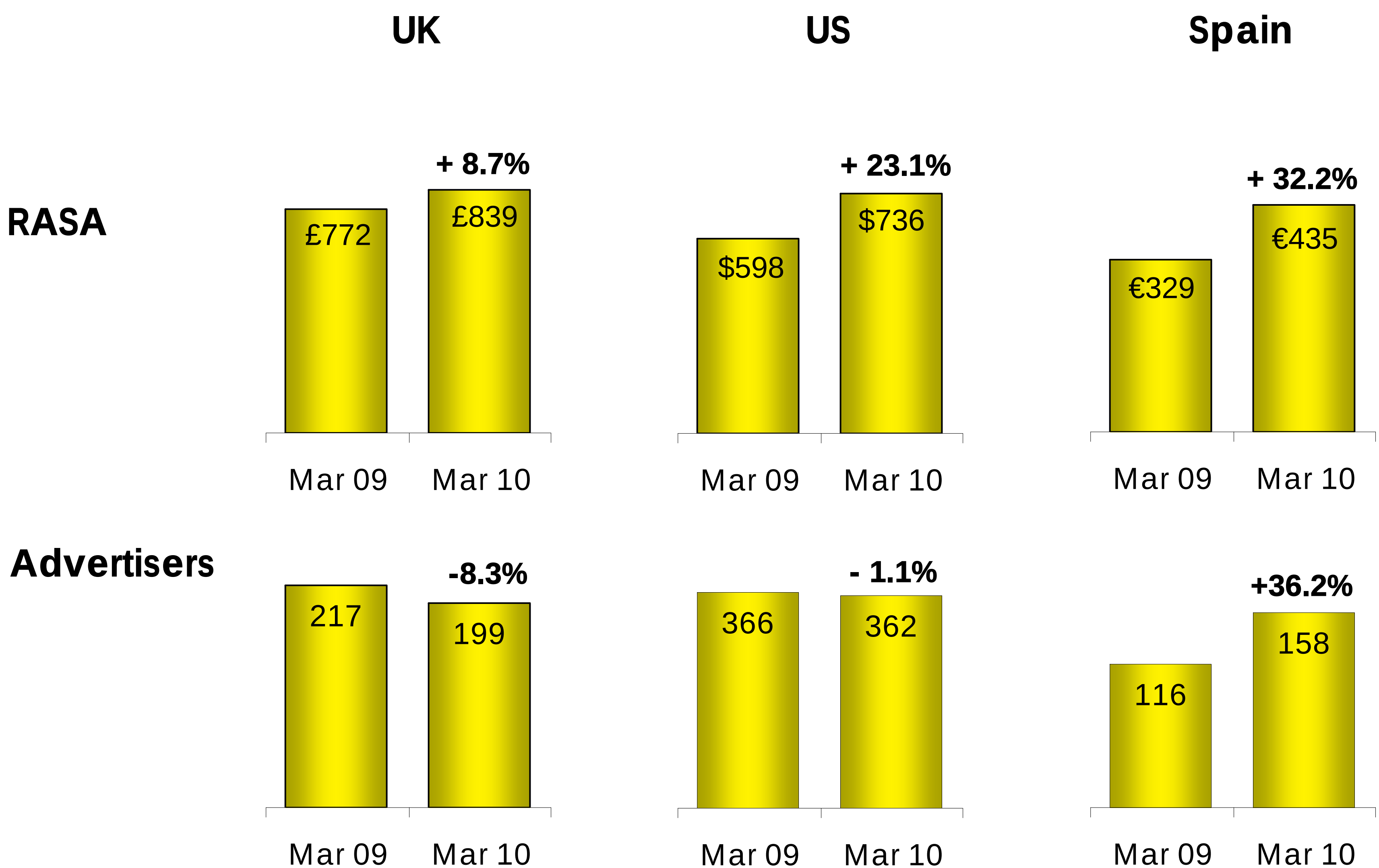
Advertisers



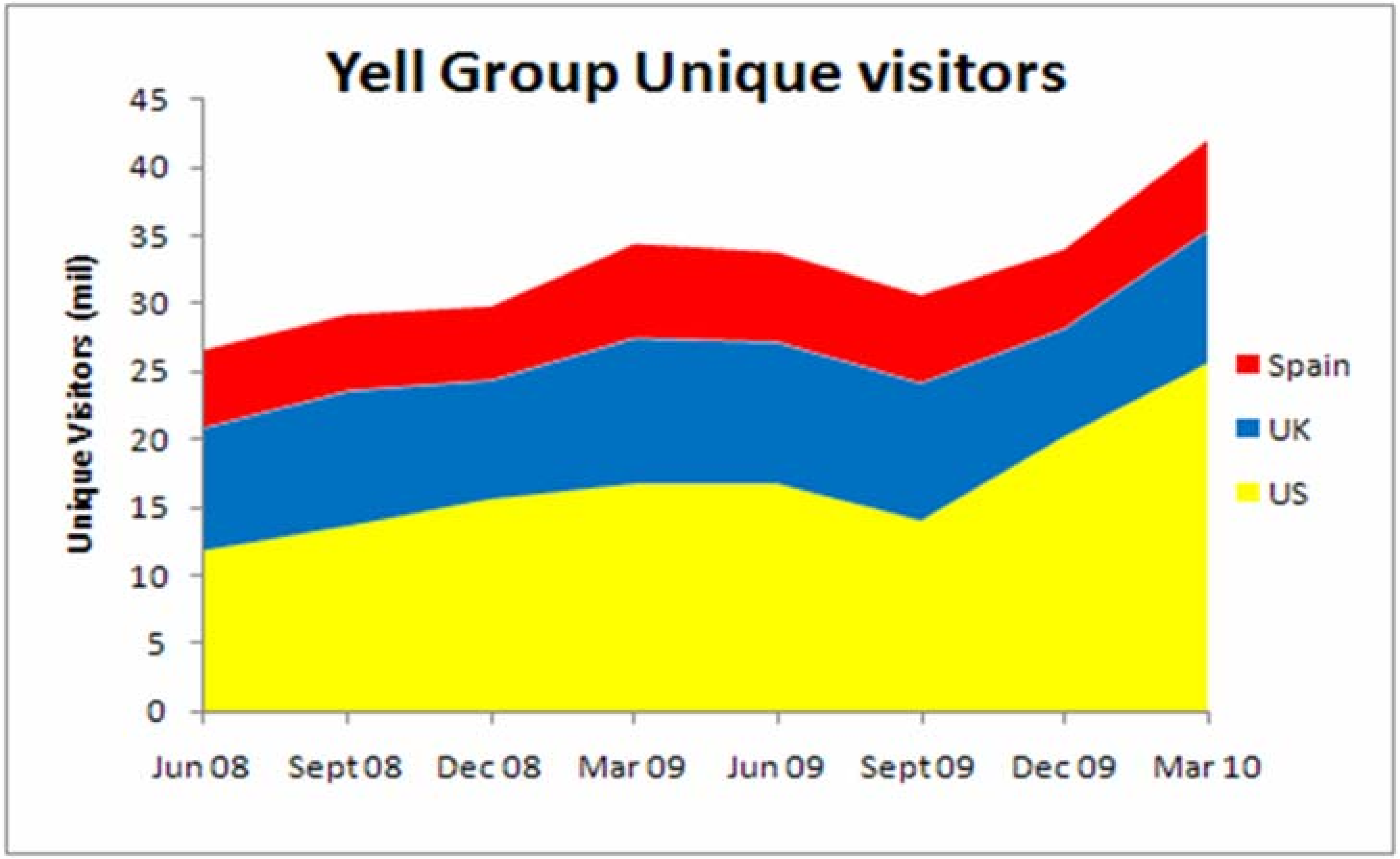
ARPA



Average value drives internet momentum



Internet usage



- Plus 6m mobile searches in March

Ensuring our products meet the changing needs of users and customers

- Increasingly agile
- Mobile is growing – iphone etc
- Investing in usage:
  - Maps
  - Social networks
  - Rates and reviews
- Compact books
- Presentational products – Websites, videos etc

Every customer is our only customer

- Our relationships are vital
- Really understanding the customers needs
- Packages
- Moving to a contact model built around the customer
- Sales technology improving
- Well positioned for the coming year

YELL™

Investor Relations: Rob Hall +44 (0)118 950 6838

www.yellgroup.com

Yell, Queens Walk, Oxford Road, Reading, Berkshire RG1 7PT