



Televisa

*Investor
Presentation*

Second Quarter 2022

2Q22 Highlights

CABLE

- Ended the quarter with almost 18.4 million homes passed with our network.
- Growth of 325 thousand Revenue Generating Units (“RGUs”), reaching about 15.3 million.
- Revenue and OSI for our MSO operations increased by 3.8% and 5.0%, respectively.

SKY

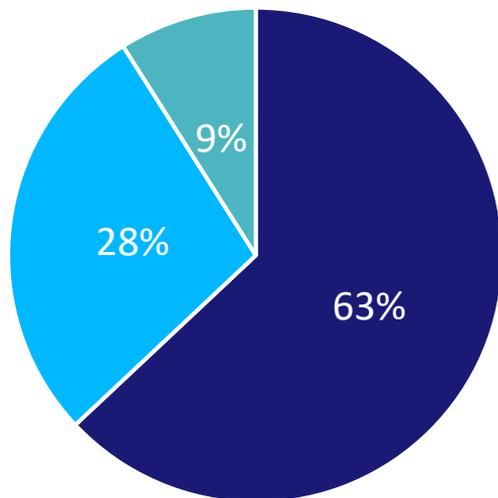
- Total RGUs of around 7.7 million, with 255 thousand net-disconnections.
- Revenue and OSI fell by 7.7% and 24.1%, respectively, translating into a 33.1% margin.

OTHER

- Strong growth at our Other Businesses segment driven by the economic reopening.
- Solid revenue and OSI growth of 65.8% and 163.5% respectively, for a 22.5% margin.

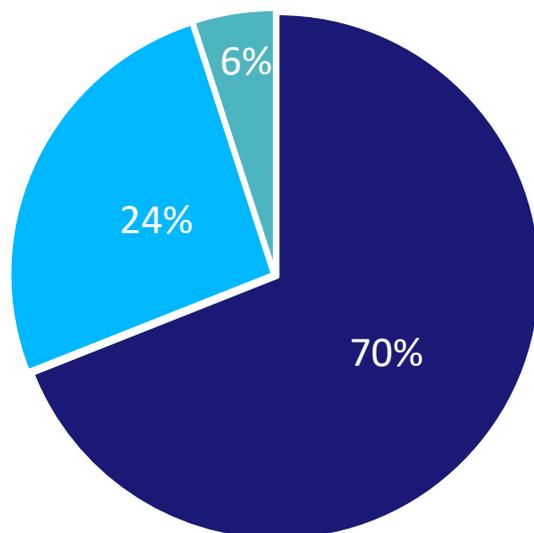
Televisa 2Q22 Results

• 2Q 2022 Revenue (in Ps. Millions)



	Revenue	Y/Y
■ Cable	11,750	(1.9)%
■ Sky	5,140	(7.7)%
■ Other Businesses	1,743	65.8%
Cons. Net Sales	18,533	0.3%

• 2Q 2022 OSI¹ (in Ps. Millions)



	OSI ¹	Y/Y
■ Cable	4,952	(1.4)%
■ Sky	1,702	(24.1)%
■ Other Businesses	392	163.5%
Total OSI	7,046	(4.9)%

Cable: Goals

With our extensive infrastructure, we will continue to focus on:

CABLE

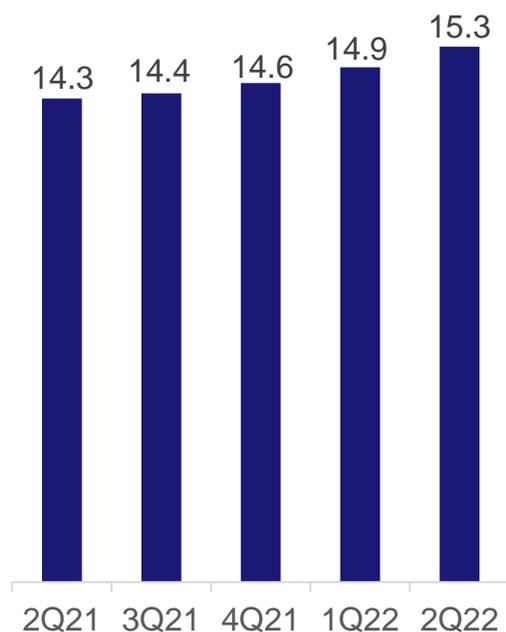
- **Expanding our network**
- **Further increasing our share of broadband**
- **Growing our video subscribers**
- **Strengthening our position as a streaming services aggregator**

Cable: 15.3 million customer relationships

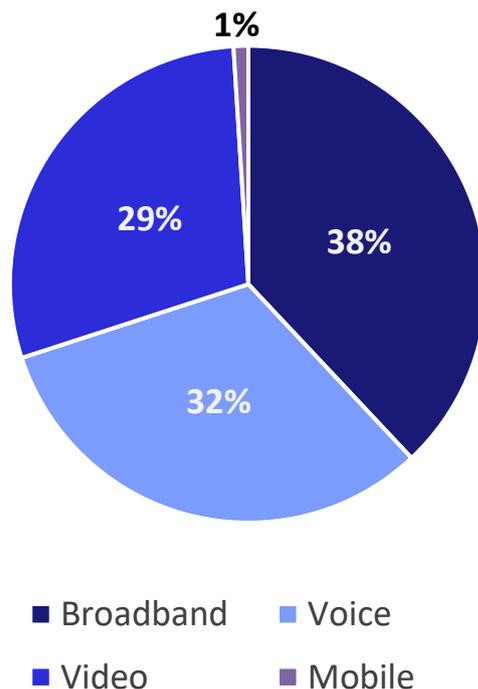
Organic growth of 325.2 thousand RGUs

Total RGUs

Millions



RGU Mix



- During 2Q22, Cable added 325.2 thousand RGUs, a year-over-year growth of 6.5%.
 - **Broadband: 77.6k**
 - **Video: 79.1k**
 - **Voice: 147.1k**
 - **Mobile: 21.4k**
- Almost 18.4 million homes passed
 - **+66% are passed with fiber-to-the-node or fiber-to-the-home.**

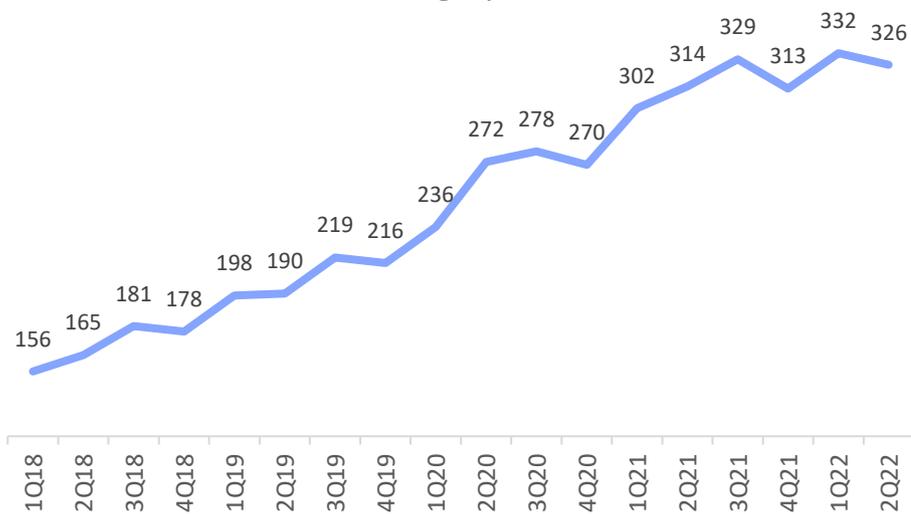
Cable: Demand remains robust in 2Q22

High data consumption levels

- Monthly data usage averaged close to 326 gigabits per month per customer in 2Q22
- Daily usage per subscriber went up by 4% Y-o-Y

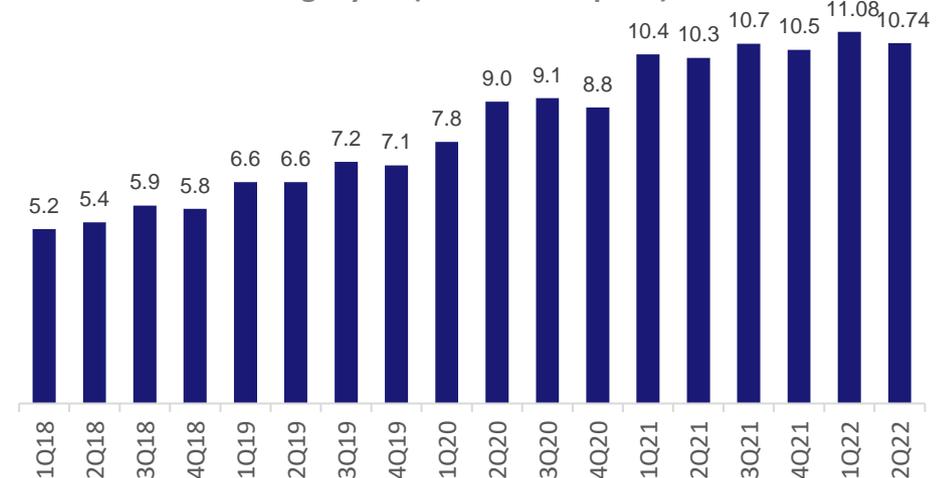
Monthly Data Usage

(For Televisa Cable Customers)
Gigabytes



Average daily usage per customer

Gigabytes (downlink + uplink)



Source: Internal company data

Source: Internal company data.

Cable: Focused on operating cash flow

The MSO Operations maintained its solid turnaround in operating metrics

- Sales and OSI¹ declined by 1.9% and 1.4%, respectively.
- MSO operations sales and OSI grew by 3.8% and 5.0%, respectively.
- Enterprise operations sales and OSI declined by 18.8% and 26.9%, respectively, mainly due to the conclusion of the “Red Jalisco” project in 2021.



¹Operating segment income (OSI) is defined as operating income before corporate expenses, depreciation and amortization, and other expense.

²Operating Cash Flow (OCF) is defined as Operating Segment Income minus capital expenditures

Sky: Goals

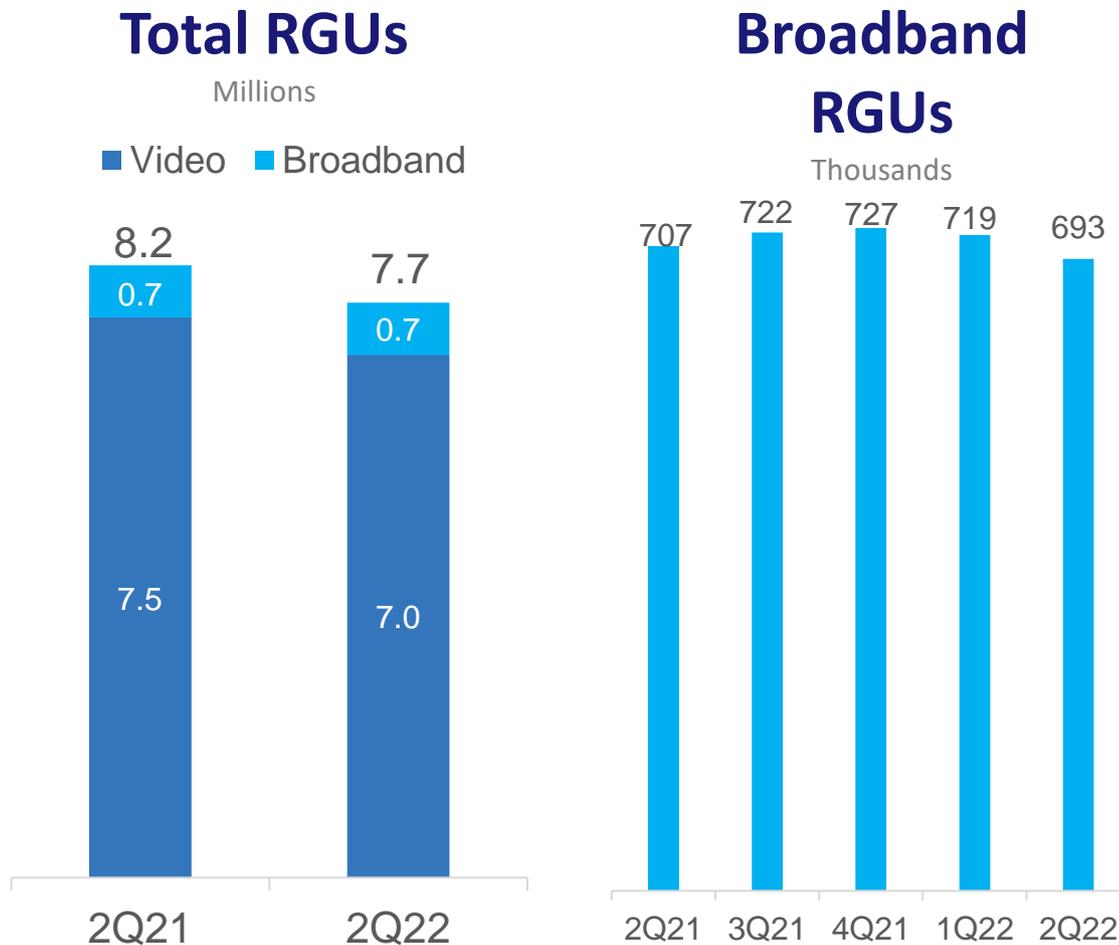
Continue to be a leading telecom player with 7.7mn RGUs

SKY

- Offer attractive bundles
- Continue innovating on pay TV offers
- Target new markets within our footprint
- Launch new services

Sky: Over 7.7 million RGUs

255.9 thousand RGUs net-disconnections



- In 2Q22, we have developed strategic program that consists of three elements:
 - First, **strengthen** our core business through simplification and digitalization.
 - Second, **evolve** our core to become an OTT streaming aggregator.
 - And third, **expand** beyond the core.
- To deliver:
 - Revenue growth.
 - Customer life cycle management.
 - High quality content and product.
 - And digital transformation, simplification, and efficiency.

Sky: Strategic program is key to grow OCF

RGUs decline and lower recharges at prepaid packages

- Revenue declined by 7.7% year-over-year.
- OSI¹ decreased by 24.1%, driven by the lower revenue and the amortization of World Cup related costs and expenses.



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²Operating Cash Flow (OCF) is defined as Operating Segment Income minus capital expenditures

Liquidity and Debt

Strong liquidity position

- Total Net Debt of Ps 59.1 billion, or US\$2.9billion. Net Debt-to-OSI* (LTM) of 2.2x.
- Currently, we have hedged our capex for the rest of the 2022.
- Investment grade rated by S&P (BBB+), Fitch (BBB+) and Moody's (Baa2).

Total Liquidity	
Cash	59.9
Other	3.3
Total	63.2

84%, or **\$2.6bn** held in US\$

Figures in Ps billion, as of June 30, 2022

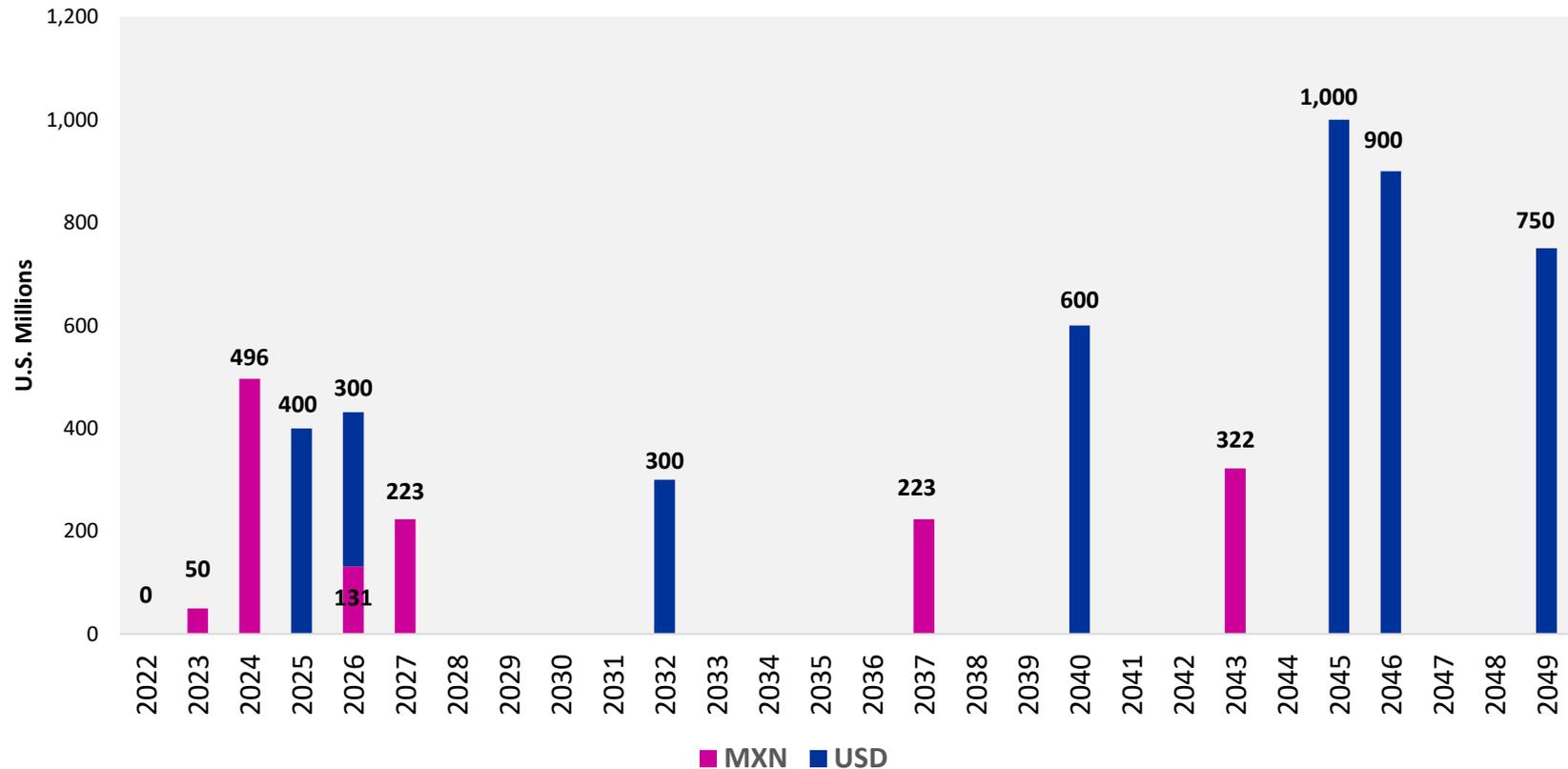
Total Gross Debt	
Bank loans	13.7
Leases	8.6
Notes	101.2
Total	123.4

72%, or **\$6.1bn** held in US\$

Debt Maturity

Comfortable debt maturity profile

- Weighted average maturity of 18.8 years (US debt) and 8.9 years (Peso debt).

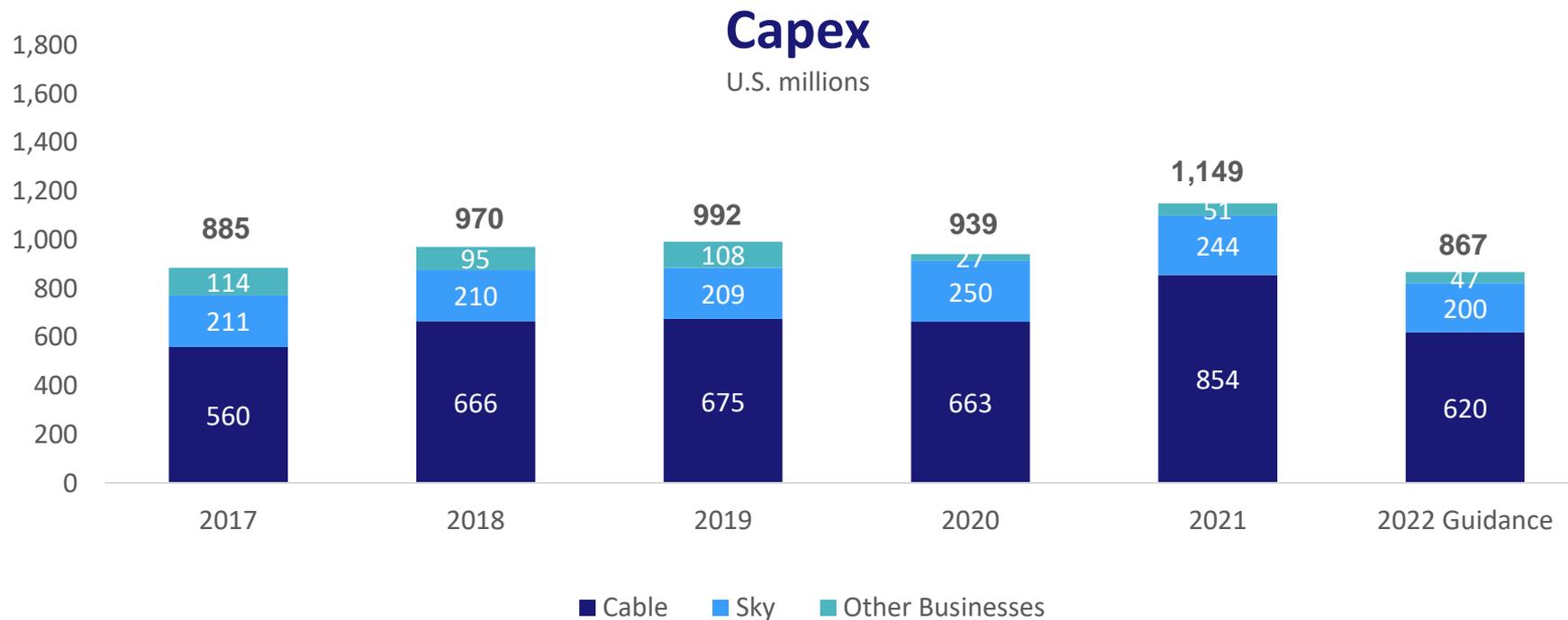


Fx 20.16
As of 2Q 2022

Capital Expenditures

Driven by growth in our Cable business

- We plan to invest up to \$867 million (including Cable, Sky and Other Businesses) in CapEx for 2022.



Sustainability: A key component in our strategy

Our many sustainability efforts continue to be recognized around the world



Dow Jones Sustainability Emerging Markets Index 1
Dow Jones Sustainability MILA Pacific Alliance Index
FTSE4Good Emerging Markets Index
FTSE4Good Emerging Latin America Index
FTSE4Good BIVA Index S&P/BMV
Total México ESG Index 2
United Nations (UN) Global Compact 3
Socially Responsible Company Award 4
Environmental Quality Certificate 5
Recertified with Norm ISO 14001:2015 6

Milestones: Televisa was has ratified as a constituent of the S&P/BMV Total Mexico ESG Index, developed by S&P Dow Jones and the Mexican Stock Exchange.

COVID-19

For the quarter ended June 30, 2022, the financial crisis caused by the COVID-19 pandemic still had a negative effect on our business, financial position and results of operations, and it is currently difficult to predict the degree of the impact in the future.

We cannot guarantee that conditions in the bank lending, capital and other financial markets will not continue to deteriorate as a result of the pandemic, or that our access to capital and other sources of funding will not become constrained, which could adversely affect the availability and terms of future borrowings, renewals or refinancings. In addition, the deterioration of global economic conditions as a result of the pandemic may ultimately reduce the demand for our products across our segments as our clients and customers reduce or defer their spending.

Most non-essential economic activities are open. Notwithstanding the foregoing, authorities may again impose restrictions on non-essential activities, including but not limited to temporary shutdowns or additional guidelines, which could be expensive or burdensome to implement, and which may affect our operations.

The magnitude of the impact on our business will depend on the duration and extent of the COVID-19 pandemic and the impact of federal, state, local and foreign governmental actions, including continued or future social distancing, and consumer behavior in response to the COVID-19 pandemic and such governmental actions. Due to the evolving and uncertain nature of this situation, we are not able to estimate the full extent of the impact of the COVID-19 pandemic, but it may continue affecting our business, financial position and results of operations over the near, medium or long-term.

Televisa: A strong foundation

Focused on building shareholder value

Unique market presence in our core businesses

Diversified revenue base

Mexico's second largest telecom network

Largest shareholder of TelevisaUnivision, the world's leading Spanish-language media and content company

Long standing commitment to sustainability

Investment grade

Our priorities:

Innovation across all our operations

Constant transformation of our business model

Long term strategic positioning

Focus on Cash Flow generation

Disclaimer

This presentation contains forward-looking statements regarding the Company's results and prospects. Actual results could differ materially from these statements. The forward-looking statements in this presentation should be read in conjunction with the factors described in "Item 3. Key Information – Forward-Looking Statements" in the Company's Annual Report on Form 20-F, which, among others, could cause actual results to differ materially from those contained in forward-looking statements made in this press release and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Investor Relations

www.televisair.com