

Investor Presentation

THIRD QUARTER 2024



Q3'24 Highlights

CONSOLIDATED

- Revenue and Operating Segment Income (“OSI”) declined by 6.4% and 4.7%, respectively, translating into a 37.1% margin
- During the third quarter of 2024, Operating Cash Flow (“OCF”)¹, increased by 6.8%, for a 21.5% margin
- During the first nine months of 2024, OCF grew by 26.8%, representing a 24.1% margin

CABLE

- Passed 86 thousand additional homes with fiber-to-the-home (“FTTH”) during the quarter, reaching close to 19.9 million homes passed with our network
- Broadband subscribers of 5.7 million increased by 11.3 thousand as we keep focusing on value customers and working on churn reduction
- Revenue fell by 3.9% mainly due to the decline in our Enterprise Operations revenue
- OSI margin of 39.4% incorporates savings from the efficiency measures implemented at our Cable segment

SKY

- Total RGUs of 5.3 million, with 270 thousand net-disconnections
- Revenue declined by 13.2% driven by an RGU base decrease of 15.0%



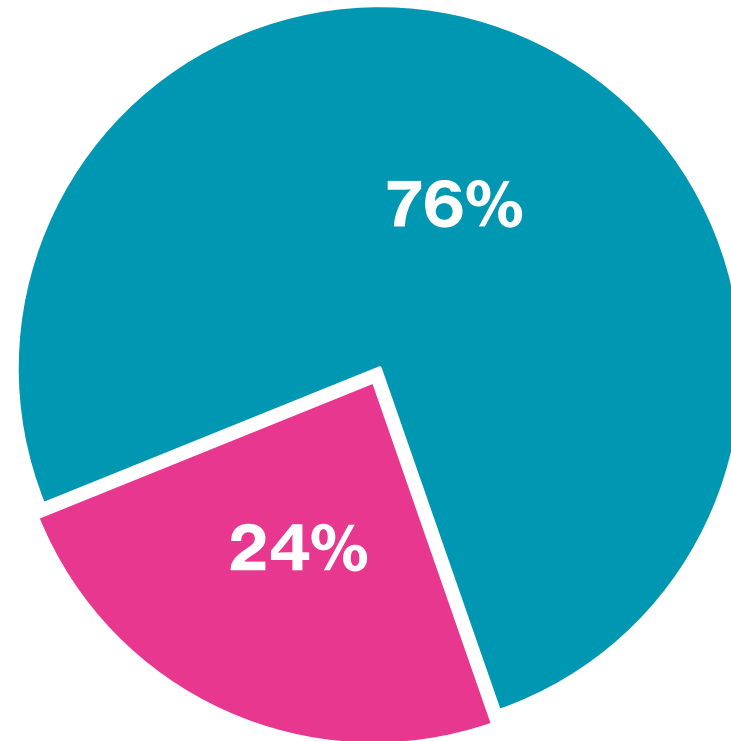
¹ OCF is defined as total OSI minus capital expenditures in property, plant and equipment. A reconciliation of total OSI to consolidated operating income, and the amount of capital expenditures in property, plant and equipment, are presented in the Notes of Segment Information, and Property, Plant and Equipment, respectively, to our Interim Unaudited Condensed Consolidated Financial Statements as of September 30, 2024 and December 31, 2023, and for the nine months ended September 30, 2024 and 2023.

Televisa's Consolidated Revenue breakdown and OSI

Q3'24 Results

REVENUE

Segment Distribution



REVENUE

(in Ps. Million)

	Revenue	Y/Y %
MSO	10,654.5	(1.6)
Enterprise	1,020.9	(22.6)
▶ Cable	11,675.4	(3.9)
▶ Sky	3,731.1	(13.2)
Revenue	15,362.8	(6.4)
OSI¹	5,717.1	(4.7)
OSI Margin ²	37.1	

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

² The operating segment income margin is calculated as a percentage of segment revenues.

Cable: Goals

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

CABLE

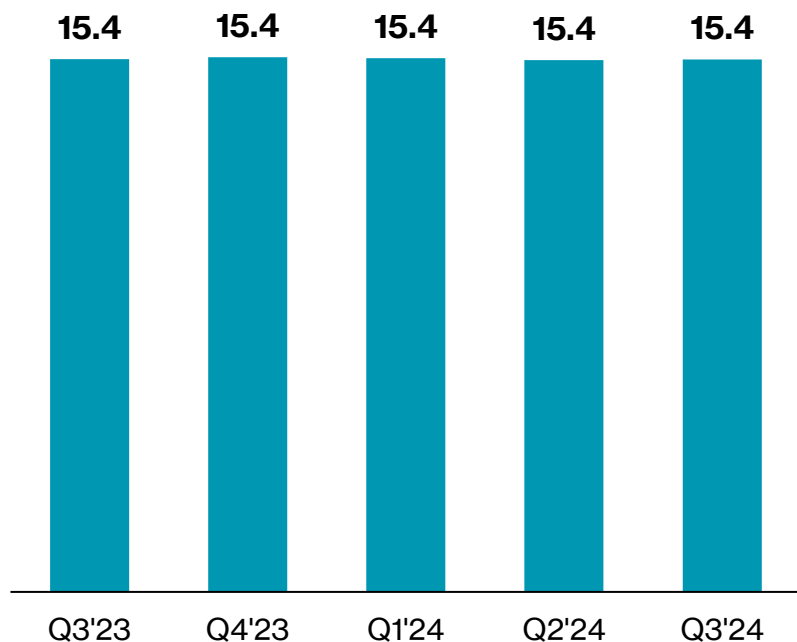
- Value customers
- Keep working on further churn reduction
- Implementing efficiency measures to improve profitability
- Optimizing Capex and enhancing Free-Cash-Flow generation

Cable: 15.4 million revenue generating units

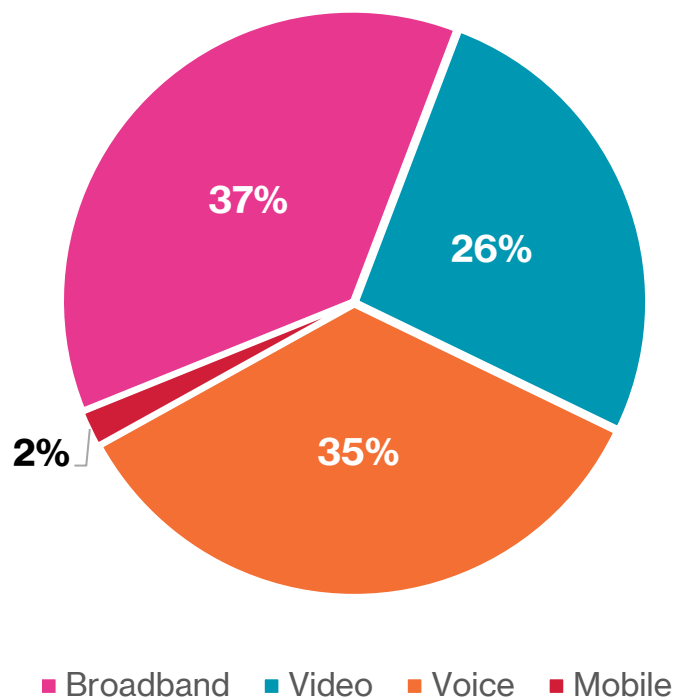
Passed 86 thousand additional homes with FTTH in Q3'24

Total RGUs

Million



RGU Mix



- **Close to 19.9 million homes passed**
 - ▶ +76% are passed with fiber-to-the-node or fiber-to-the-home
- **In Q3'24, we had 19.6k net disconnections:**
 - ▶ Broadband: +11.3k net-adds
 - ▶ Video: -55.5k net disconnections
 - ▶ Voice: +29.0k net-adds
 - ▶ Mobile: -4.4k net disconnections

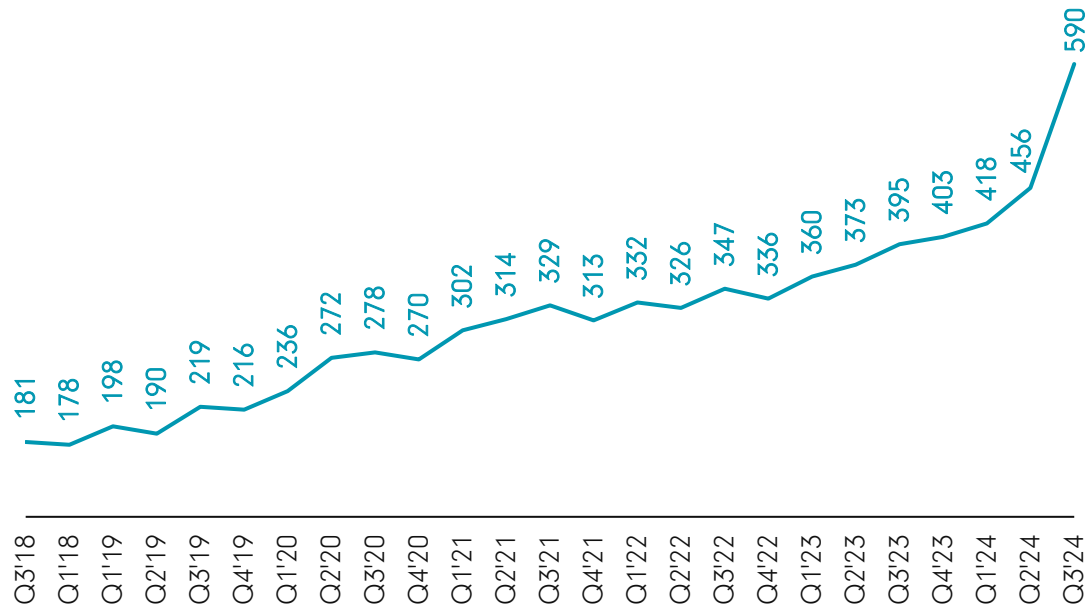
Cable: Demand increased again in Q3'24

Consumption of data keeps growing

- Monthly data usage averaged 590 gigabytes per month per customer in Q3'24
- Daily usage per subscriber went up by 53% Y-o-Y

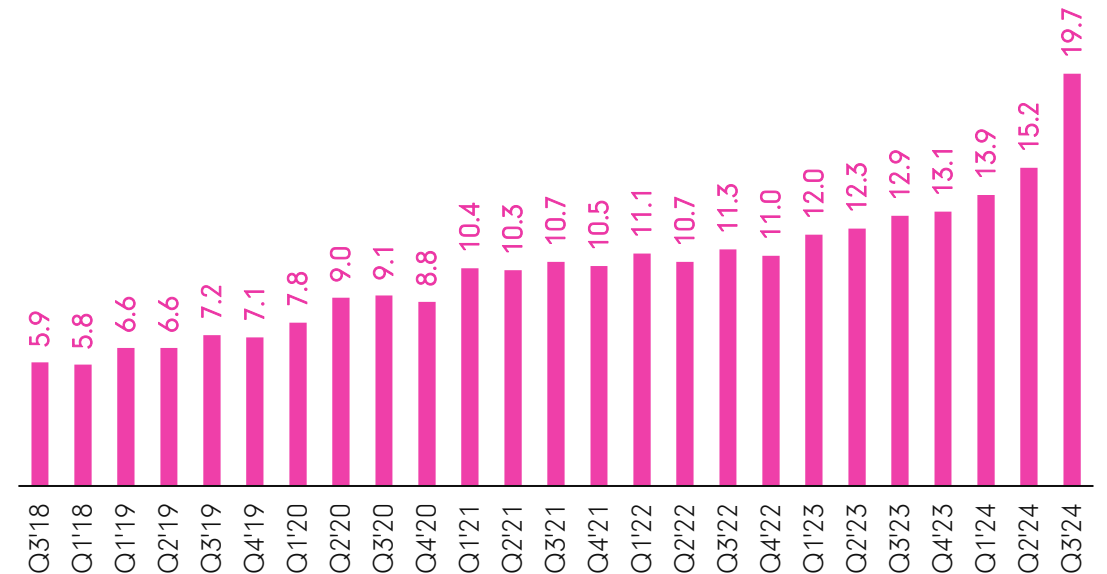
Monthly Data Usage

(For Televisa Cable Customers)
Gigabytes



Average daily usage per customer

Gigabytes (downlink + uplink)



Source: Internal Company data.

Sky: Goals

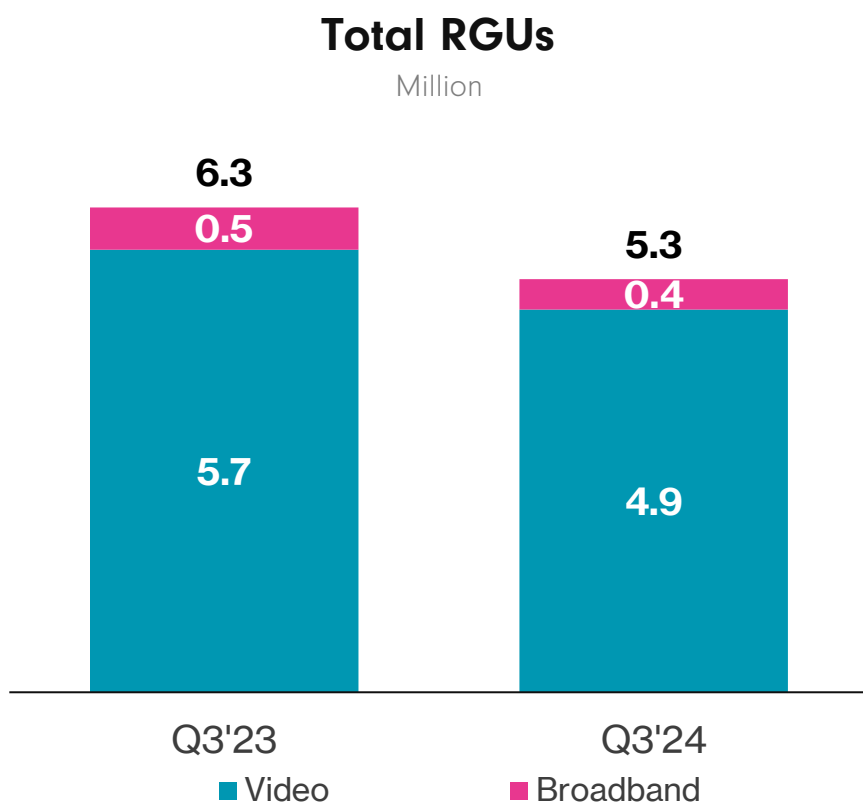
Continue to be an important telecom player with more than 5.3 million RGUs

SKY

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

Sky: 5.3 million RGUs

Net-disconnections of 270 thousand RGUs in Q3'24, driven by prepaid video subs

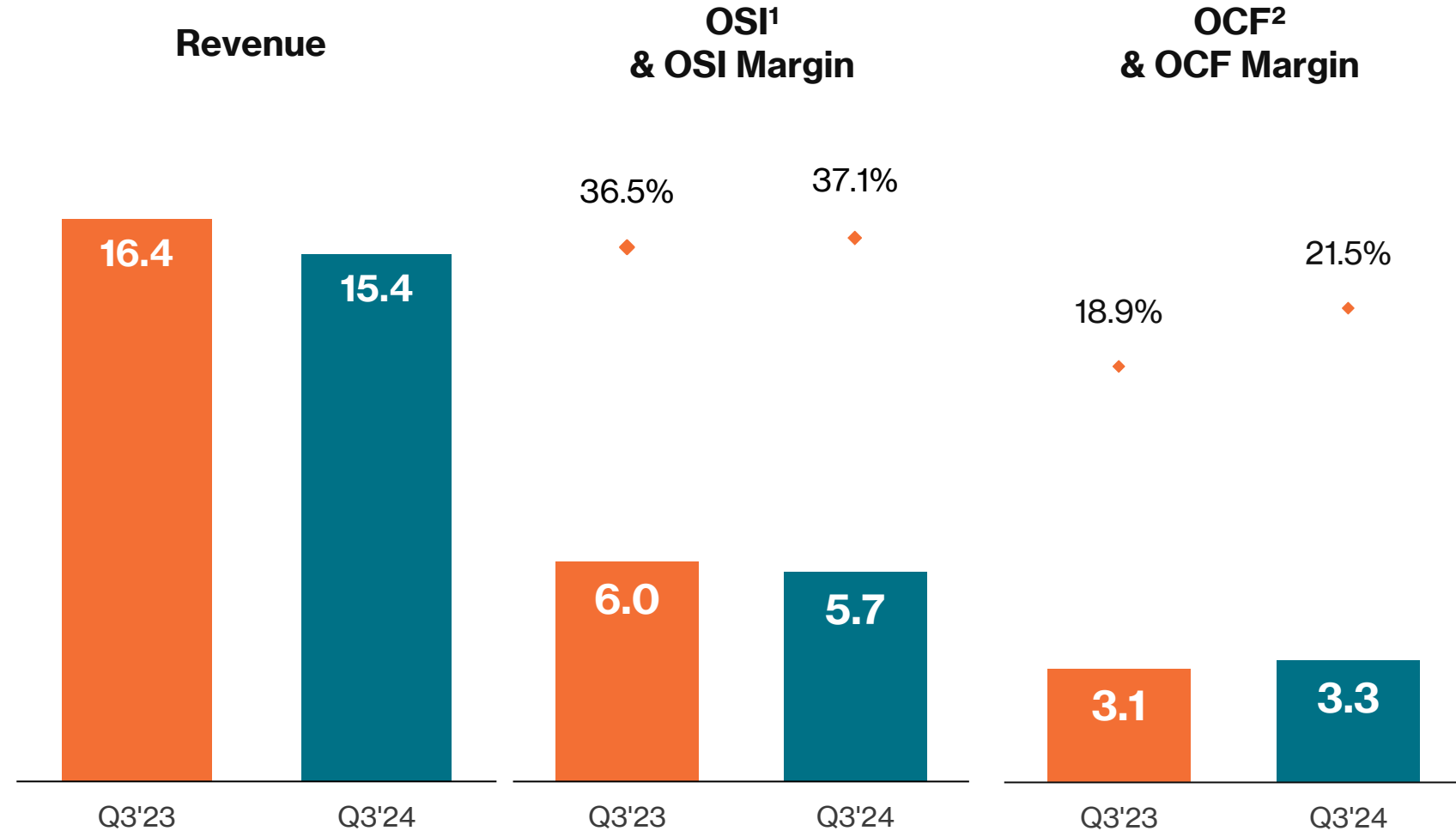


- In 3Q'24, Sky's product portfolio remained under review from a content and pricing standpoint translating into a softer commercial activity; therefore, we lost 270k RGUs
- The integration with our Cable segment is expected to contribute to reduce churn by having a better customer base management, and cross selling and upselling opportunities
- Going forward, we're looking to re-activate our commercial strategy, particularly after integrating our product portfolio, commercial regions, and sales channels

Televisa's financial performance

Q3'24 Results

- Revenue fell by 6.4% YoY mainly driven by the revenue decline at Sky
- OSI¹ margin of 37.1% increased by 60bps YoY due to the efficiency measures implemented since Q3'23
- OCF² grew by 6.8% YoY, for a margin of 21.5%



Liquidity and Debt

Strong liquidity position

- Total Net Debt of Ps 60.0 billion, or US\$3.1 billion. Net Debt-to-OSI* (LTM) of 2.6x. (including leases)
- Investment grade rated by S&P (BBB), Fitch (BBB) and Moody's (Baa3)

Total Liquidity¹

Cash	41.0
Other	2.8
Total	43.8

*60%, or **\$1.3B** held in USD*

Total Gross Debt¹

Bonds	87.2
Bank Loans	12.7
Leases	5.3
Total	105.2

*70%, or **\$3.8B** denominated in USD*

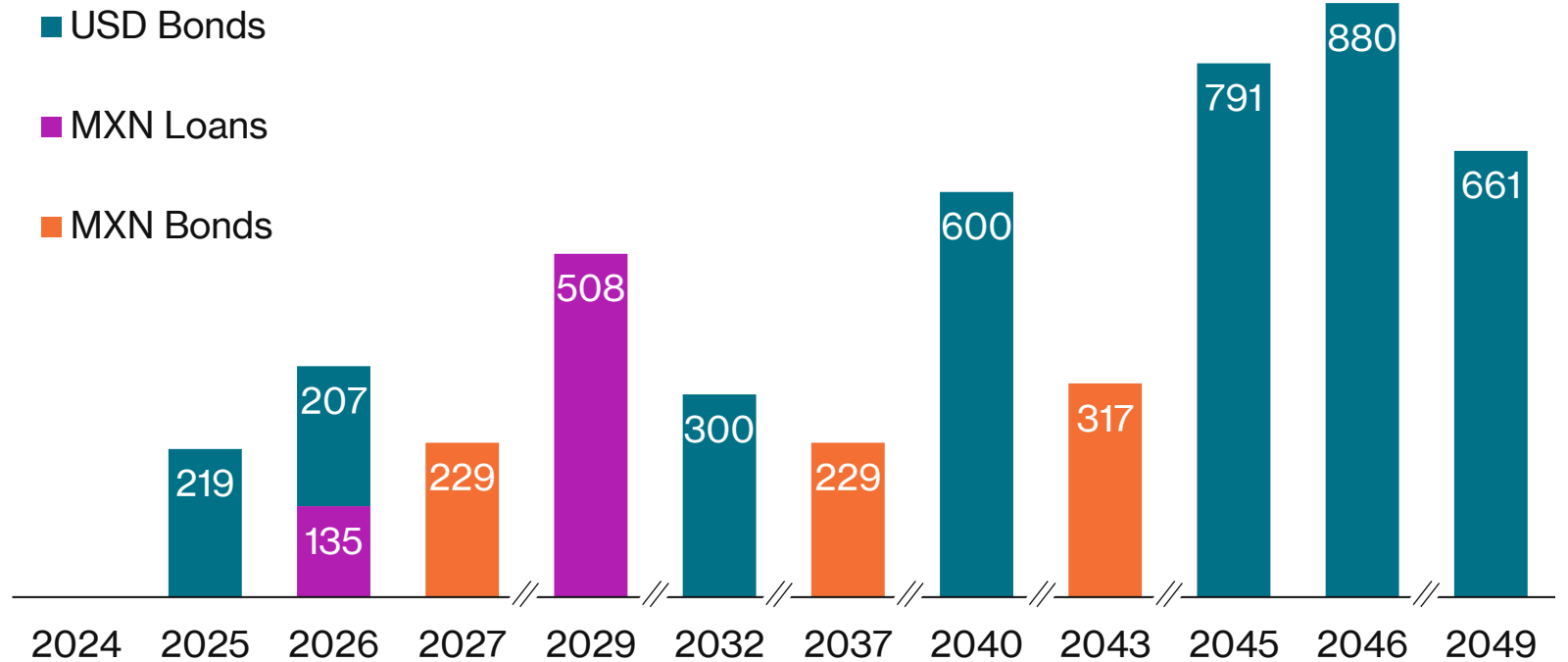
Debt Maturity

Comfortable liquidity position & debt maturity profile

- Weighted average maturity of 17.3 years (USD) and 8.7 years (MXN)¹

Debt Maturity

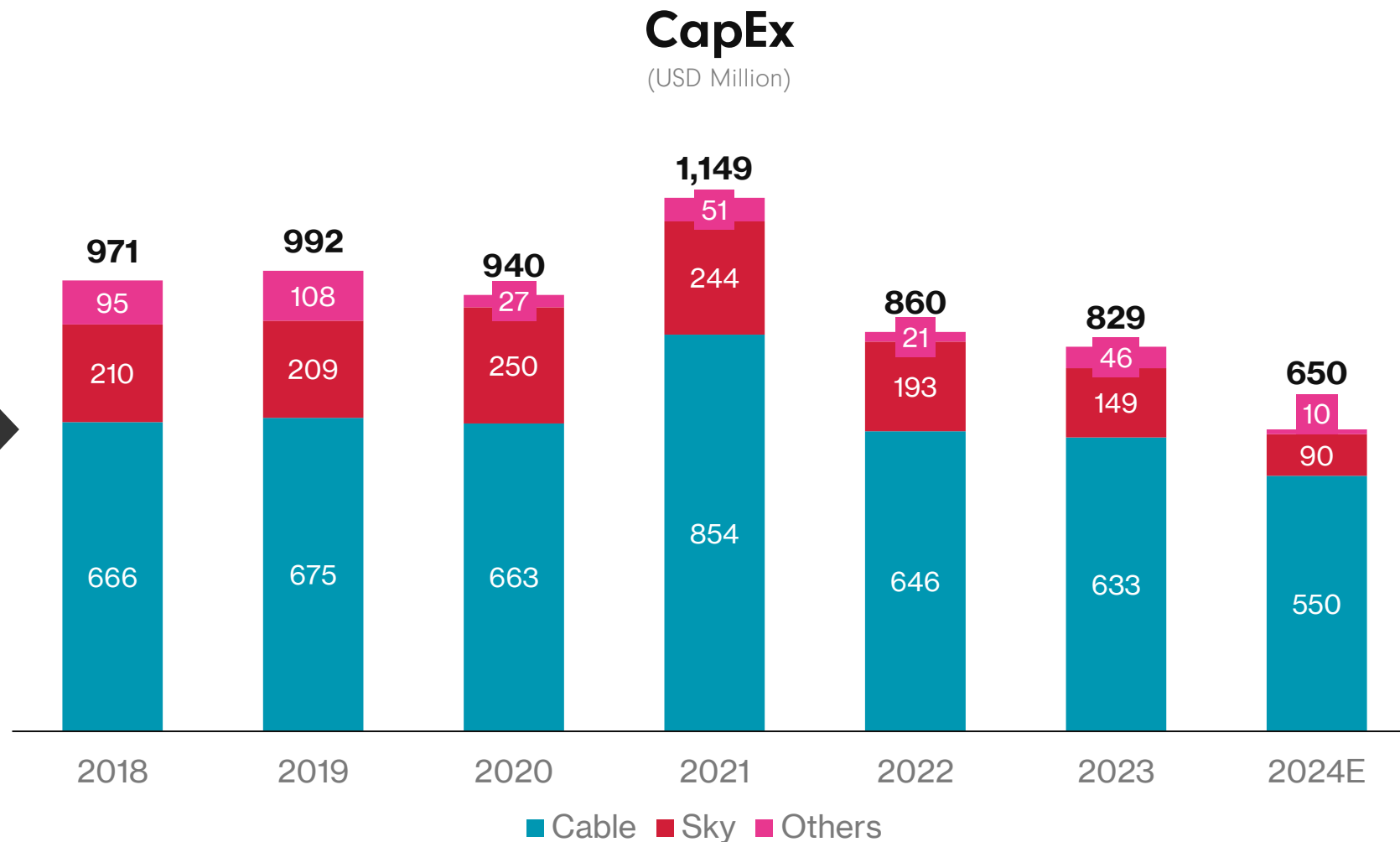
(USD Million)



Capital Expenditures

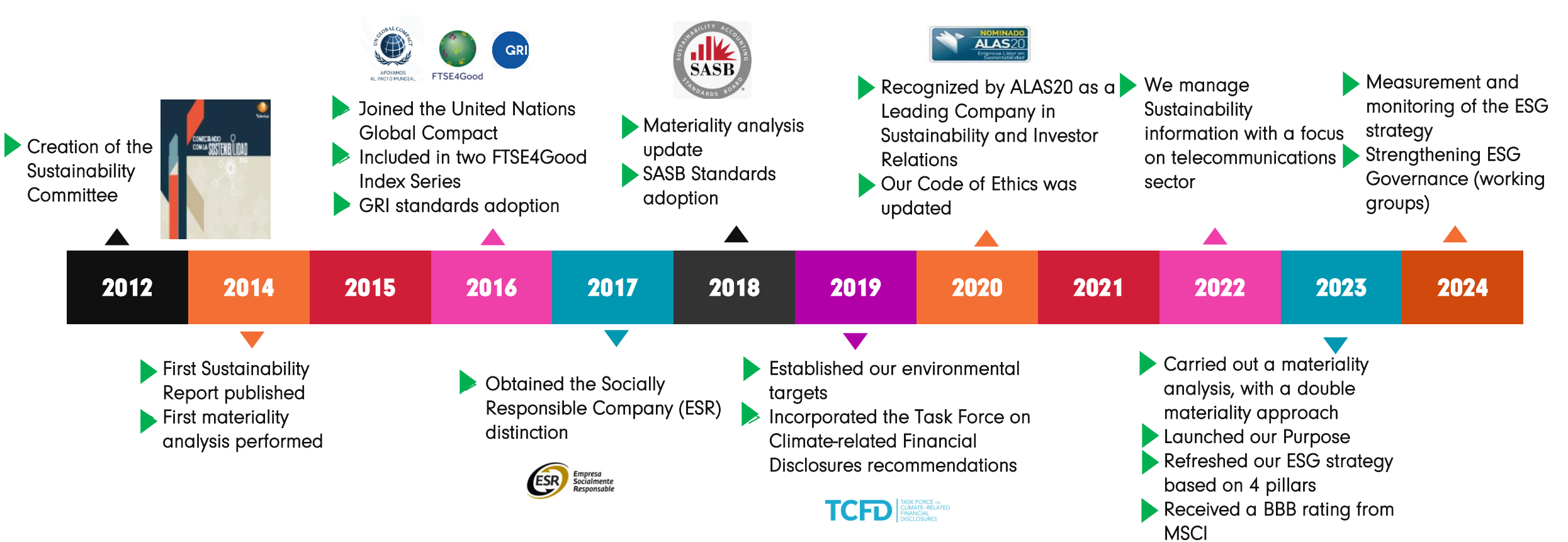
CapEx¹ deployment focused on higher investment returns

- In 2024, our CapEx budget was updated to US\$650 million during our Q3'24 earnings conference call



Our Path in Sustainability

We bring people closer to what matters most to them



Enhanced Reporting Strategy

2023



Focus of the Sustainability Report

1. Focus on **Telecommunications Industry**
2. **Measurement and monitoring** of the ESG strategy
3. **ESG data consolidation** system.
4. **ESG initiatives** implemented in 2023.
5. Strengthened **ESG governance**
6. **Management of carbon footprint calculation.**

Since 2014, Grupo Televisa has published its Sustainability Reports to communicate its key stakeholders about the objectives and progress on ESG issues.

Our transparency and reporting strategy is aligned with international reference frameworks and standards:

1. Global Reporting Initiative (GRI)
2. Sustainability Accounting Standards Board (SASB)
3. Task Force on Climate-related Financial Disclosures (TCFD).

Additionally, Grupo Televisa supports the Ten Principles of the United Nations Global Compact ("UNGC").

In 2024 our sustainability efforts continued to be recognized:

- FTSE4Good Emerging Index^{*2016}
- FTSE4Good All World^{*2024}
- FTSE4Good Emerging Latin America Index^{*2016}
- Distinctive Socially Responsible Company^{(2) *2017}

We maintained an ESG rating of "BBB" from MSCI, the largest rating agency for investment funds.

We continue to be members of the United Nations Global Compact since 2016

*First year as a member

1. The world's largest corporate sustainability initiative.
2. Recognized for the sixth time for our social responsibility programs.

2024

Emphasis on:

- Updating our materiality analysis considering a **double materiality** approach
- Strengthening ESG Strategy:
 - Digital inclusion
 - Supply Chain
 - Human Rights
 - Climate action

ESG – Environment Social Governance.

Our ESG efforts continue to be acknowledged

MSCI
ESG RATINGS



CCC B BB **BBB** A AA AAA

RATING ACTION DATE: September 26, 2024

LAST REPORT UPDATE: September 26, 2024

Grupo Televisa maintained an ESG rating of "BBB" from MSCI, the largest rating agency for investment funds

S&P Global

Grupo Televisa increased 6 points compared to 2023 in its S&P ESG rating

Rated



MORNINGSTAR | SUSTAINALYTICS

Grupo Televisa received a rating of 15.5 in Sustainalytics, which categorizes as low risk of adverse effects from ESG factors



We answer CDP's water and climate change questionnaires



FTSE4Good

9th consecutive year as a member of the FTSE4Good index series



8th consecutive year receiving the Socially Responsible Company distinctive from CEMEFI

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.