



Televisa

*Investor
Presentation*

First Quarter 2022

1Q22 Highlights

CABLE

- Ended the first quarter of 2022 with more than 18 million homes passed with our network
- Organic growth of 336 thousand Revenue Generating Units (“RGUs”), reaching a total of approximately 15.0 million.
- Revenue and OSI growth of 1.1% and 3.0%, respectively.

SKY

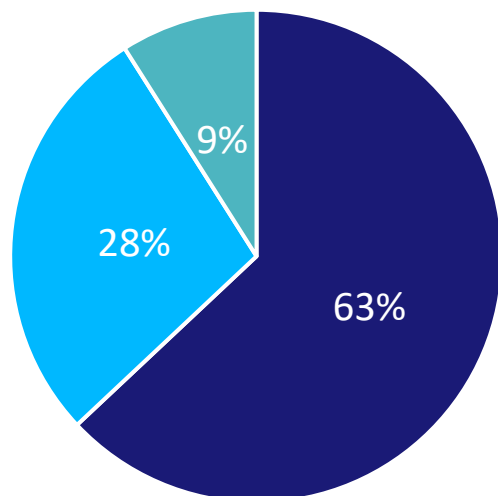
- Total RGUs of 8.0 million, with 175 thousand net-disconnections.
- Revenue and OSI fell by 6.2% and 13.6%, respectively, translating into a 35.3% margin.

OTHER

- Ongoing economic reopening drove strong growth at our Other Businesses segment
- Solid revenue growth of 93.3% and positive OSI, representing a 22.7% margin.

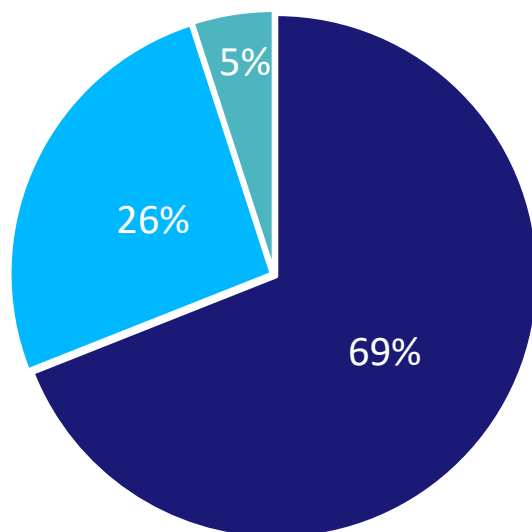
Televisa 1Q22 Results

• 1Q 2022 Revenue (in Ps. Millions)



| | Revenue | Y/Y |
|--------------------|---------|--------|
| ■ Cable | 11,805 | 1.1% |
| ■ Sky | 5,276 | (6.2)% |
| ■ Other Businesses | 1,661 | 93.3% |
| Cons. Net Sales | 18,609 | 3.3% |

• 1Q 2022 OSI¹ (in Ps. Millions)



| | OSI ¹ | Y/Y |
|--------------------|------------------|---------|
| ■ Cable | 4,979 | 3.0% |
| ■ Sky | 1,861 | (13.6)% |
| ■ Other Businesses | 376 | N/A |
| Total OSI | 7,217 | 3.4% |

Cable: Goals

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

CABLE

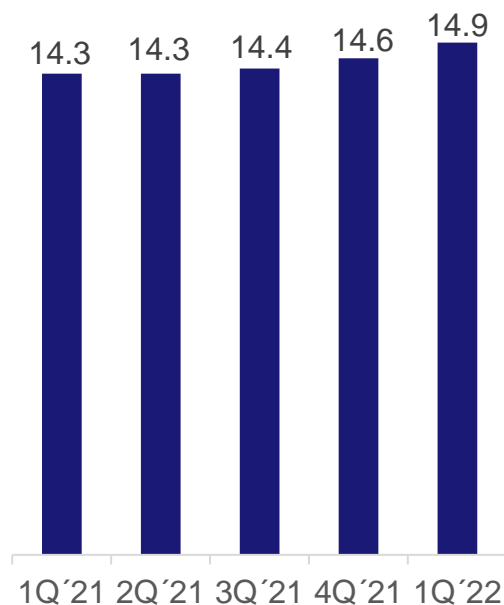
- **Expanding our network**
- **Further increasing our share of broadband**
- **Growing our video subscribers**
- **Strengthening our position as a streaming services aggregator**

Cable: 14.9 million customer relationships

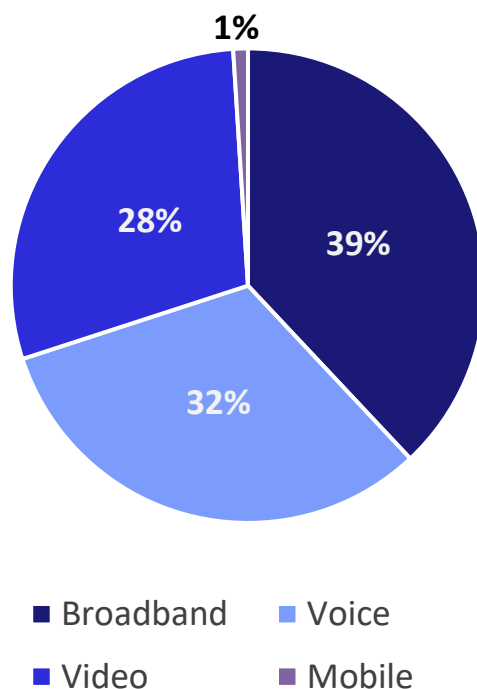
Organic growth of 336.2 thousand RGUs

Total RGUs

Millions



RGU Mix



- During 1Q22, Cable added 336.2 thousand RGUs, a year-over-year growth of 4.7%.
 - **Broadband: 82.9k**
 - **Voice: 147.3k**
 - **Video: 89.0k**
 - **Mobile: 16.9k**
- Over 18 million homes passed
 - **+66% are passed with fiber-to-the-node or fiber-to-the-home.**

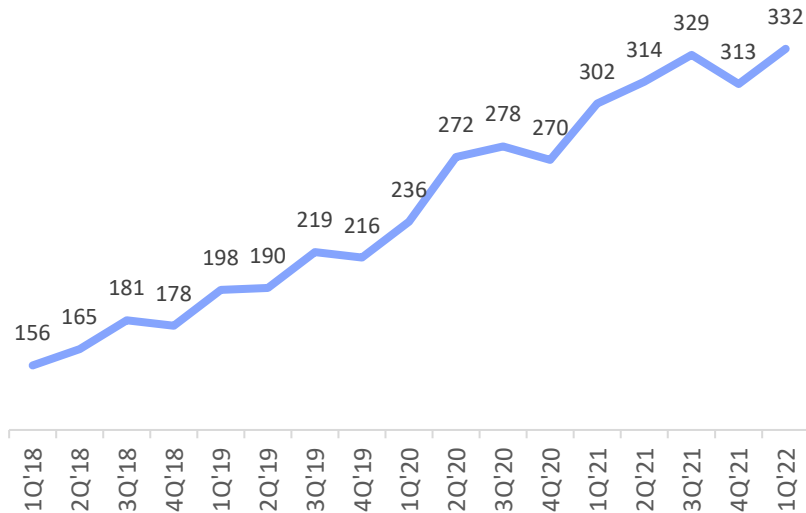
Cable: Demand increased in 1Q'22

Data consumption keeps growing

- Monthly data usage averaged close to 332GB per month per customer in 1Q'22.
- Daily usage per subscriber went up by 10% year-over-year.

Monthly Data Usage

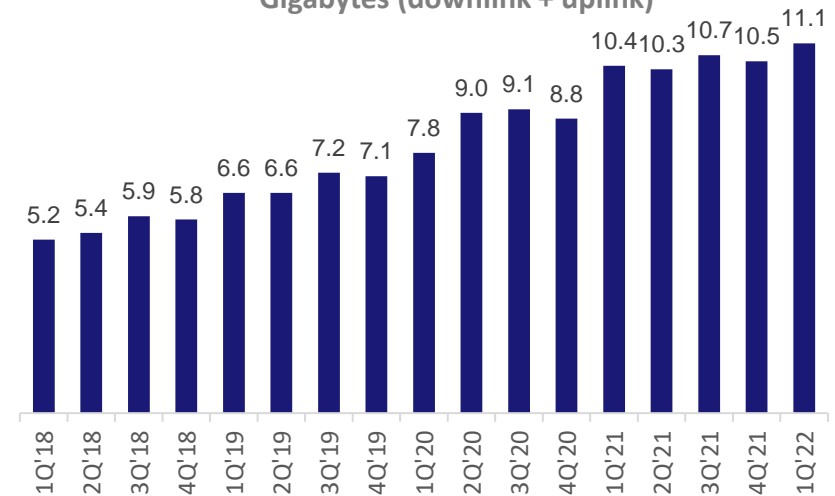
(For Televisa Cable Customers)
Gigabytes



Source: Internal company data

Average daily usage per customer

Gigabytes (downlink + uplink)



Source: Internal company data.

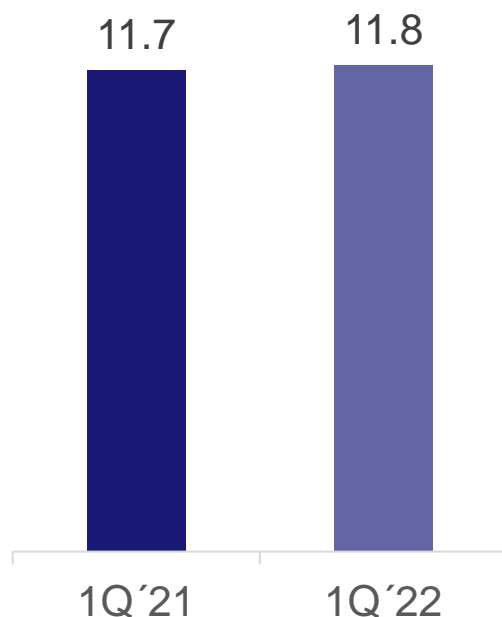
Cable: Focused on operating cash flow

Steady growth despite tough comps at our Enterprise operations

- Sales and OSI¹ grew by 1.1% and 3.0%, respectively.
- MSO operations sales and OSI grew by 3.4% and 4.3%, respectively.
- Enterprise operations sales and OSI declined by 10.1% and 6.6%, respectively, on tough comps and because in 2021 we concluded the development of a sizable project.

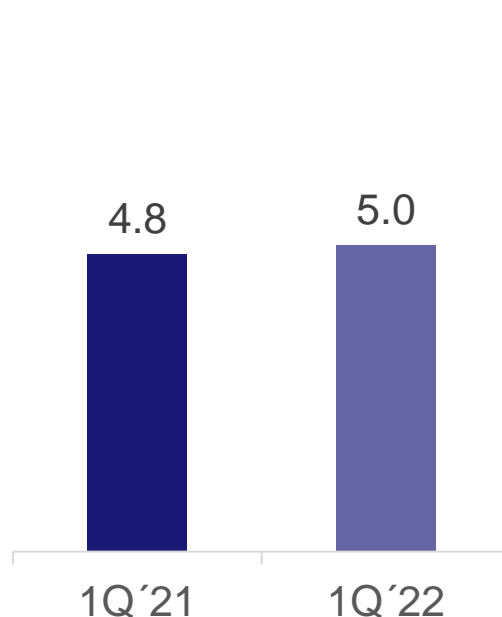
Revenue

Ps. in billions



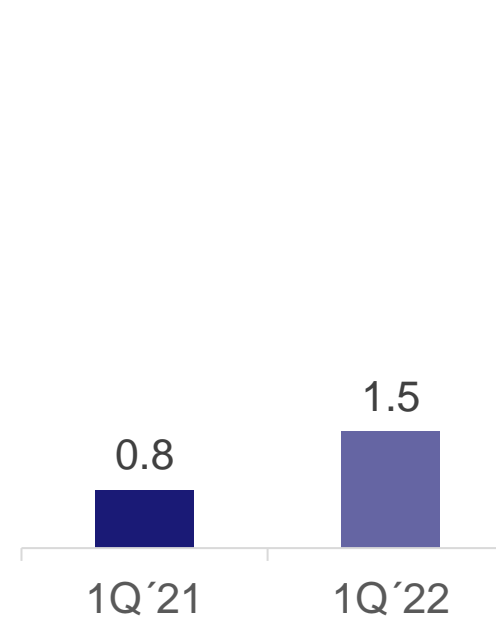
OSI¹

Ps. in billions



OCF²

Ps. in billions



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

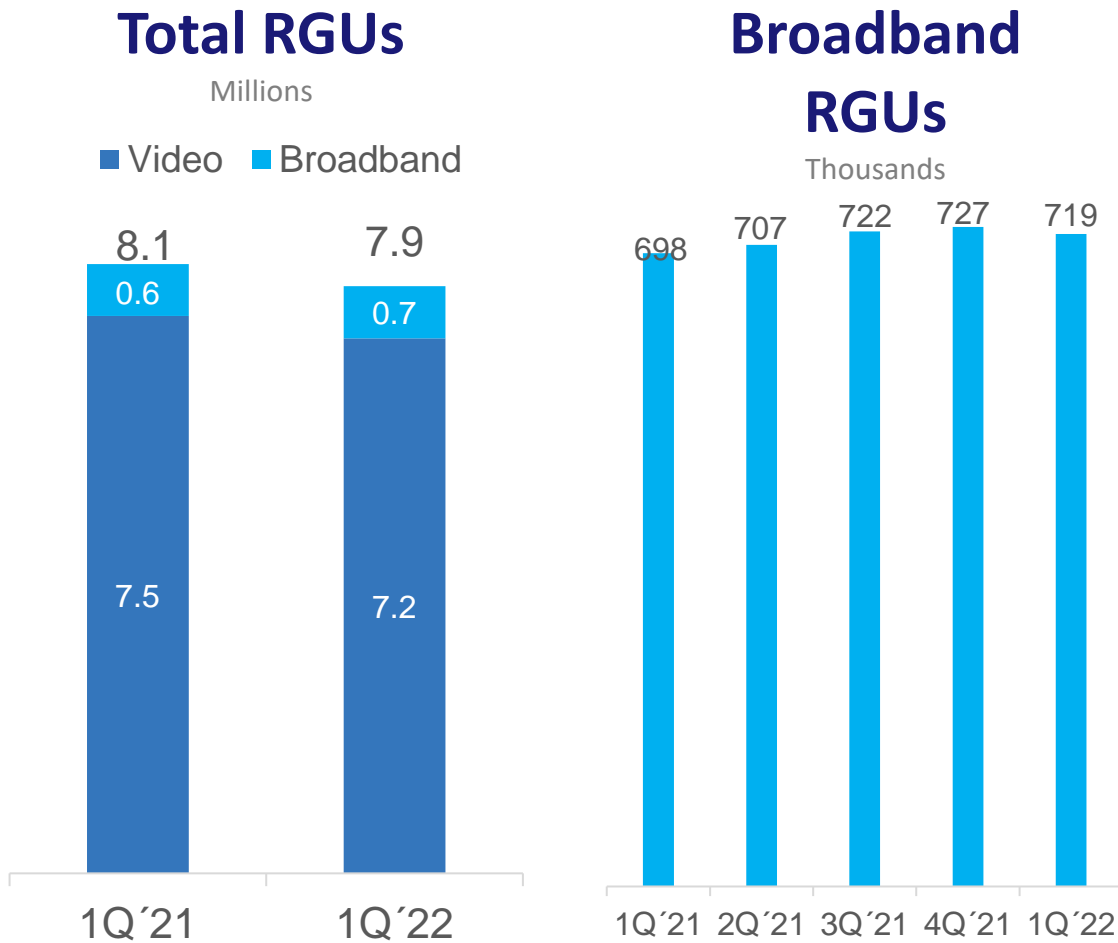
Continue to be a leading telecom player with around 8.0mn RGUs

SKY

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

Sky: Close to 8.0 million RGUs

We lost 175 thousand RGUs but reverted the negative trend in gross adds.



- In 1Q'22, we secured exclusive rights of several relevant soccer tournaments, including the Bundesliga.

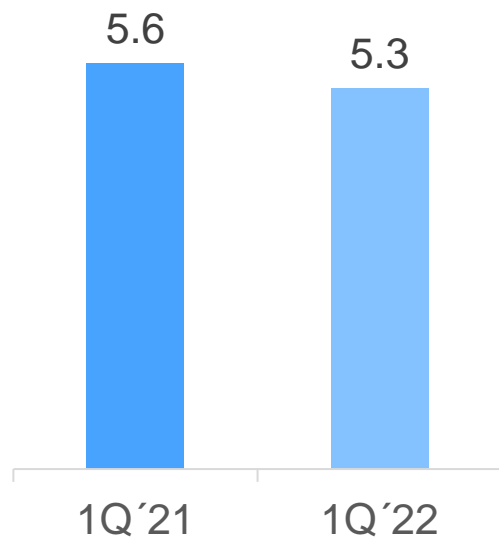
Sky: Stable operating cash flow

RGUs decline and lower recharges to be partly offset by price hikes

- Revenue declined by 6.2% year-over-year.
- OSI¹ decreased by 13.6%, driven by the lower revenue.

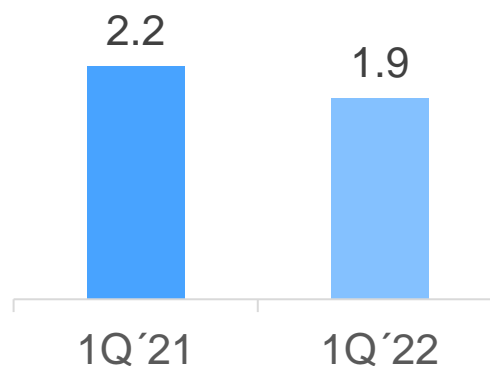
Revenue

Ps. in billions



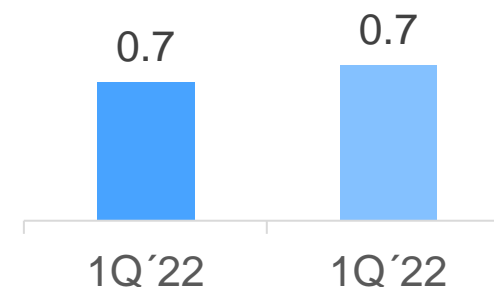
OSI¹

Ps. in billions



OCF²

Ps. in billions



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Liquidity and Debt

Strong liquidity position

Figures in Ps billion, as of March 31, 2022

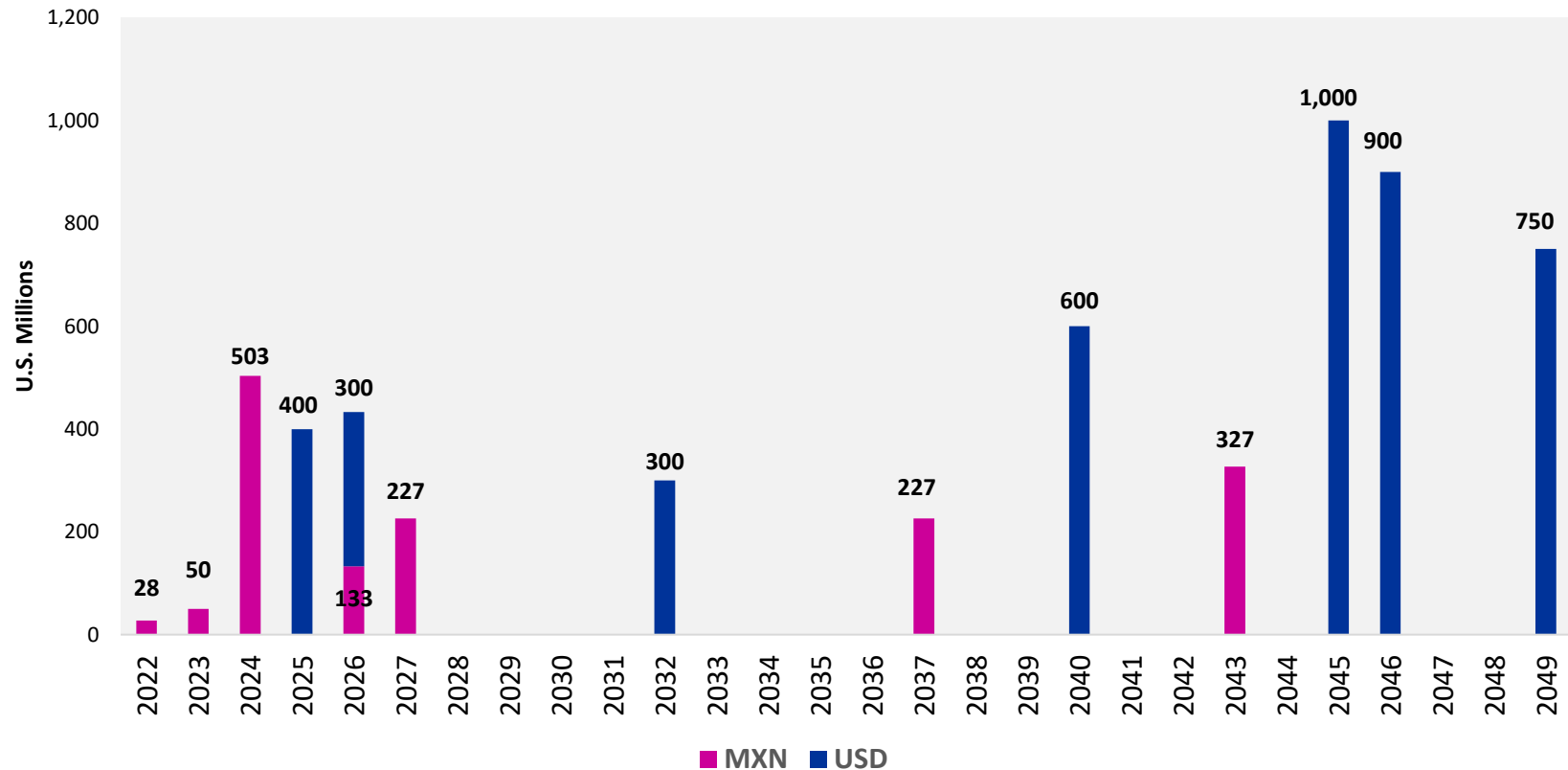
| Total Liquidity | | Total Gross Debt | |
|-------------------------------------|-------------|-------------------------------------|--------------|
| Cash | 61.1 | Bank loans | 14.2 |
| Other | 3.9 | Leases | 8.9 |
| | | Notes | 99.9 |
| Total | 64.9 | Total | 123.0 |
| 80%, or \$2.6bn held in US\$ | | 71%, or \$6.1bn held in US\$ | |

- Total Net Debt of Ps 56.9 billion, or US\$2.9billion. Net Debt-to-OSI* (LTM) of 2.0x.
- Currently, all 1Q'22 interest payments and capital expenditures are hedged.
- Investment grade rated by S&P (BBB), Fitch (BBB-) and Moody's (Baa1).
- On February 25th, 2022, the Company announced a partial redemption of US\$200 million aggregate principal amount of its 6.625% Senior Notes due 2025.

Debt Maturity

Comfortable debt maturity profile

- Weighted average maturity of 19.1 years (US debt) and 9.0 years (Peso debt).

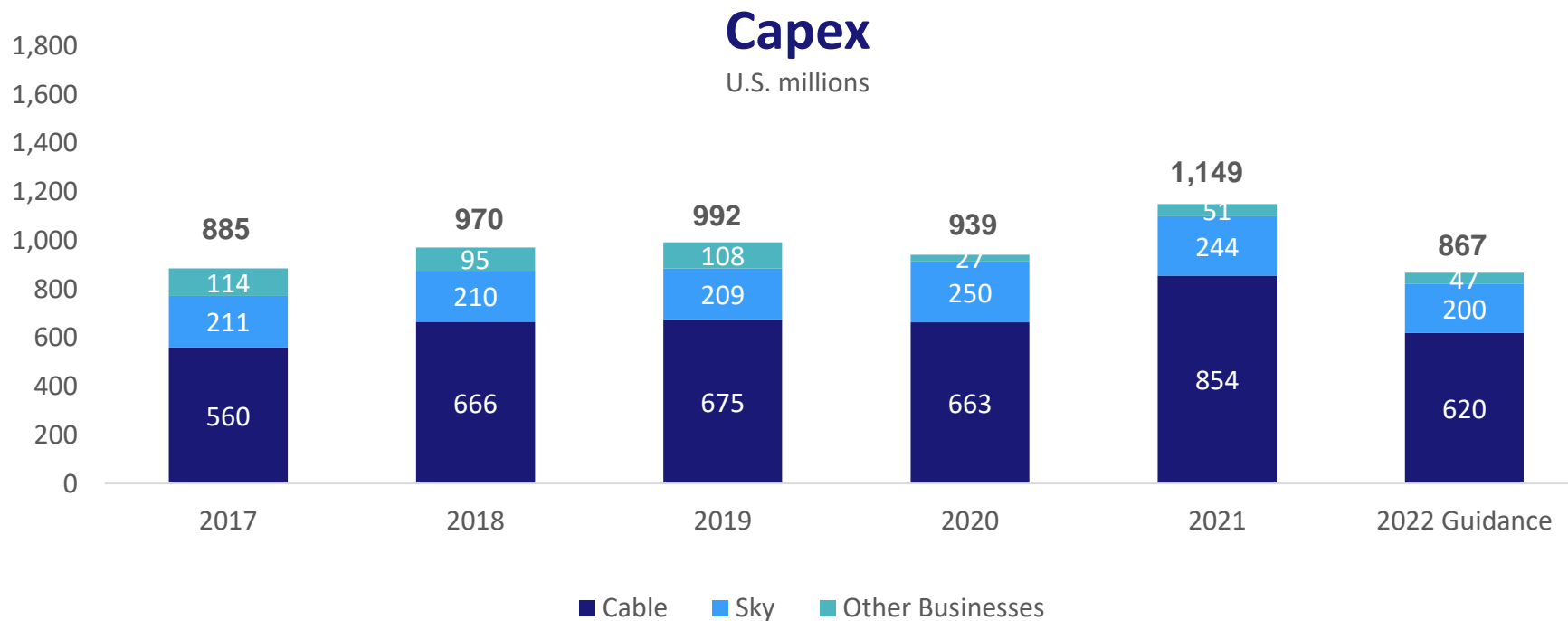


Fx 19.87
As of 1Q 2022

Capital Expenditures

Driven by growth in our Cable business

- Capex guidance for 2022 is \$867 million (including Cable, Sky and Other businesses).



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 received, for the fifth consecutive year, the **Distintivo Empresa Socialmente Responsable 2022** (2022 Socially Responsible Company recognition), granted by Centro Mexicano para la Filantropía (Mexican Center for Philanthropy).

1. One of only five Mexican companies. 2. The S&P Dow Jones Indices and the Mexican Stock Exchange sustainability index. 3. The world's largest corporate sustainability initiative. 4. Recognized for the fourth time for our social responsibility programs. 5. Issued by federal environmental entity (Procuraduría Federal de Protección al Ambiente) for certain of our facilities. 6. Issued by a third-party verification unit.

COVID-19

For the quarter ended March 31, 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 with some limitations with respect to capacity and hours of operation. Notwithstanding the foregoing, during the quarter ended March 31, 2022, this has affected, and is still affecting the ability of our employees, suppliers and customers to conduct their functions and businesses in their typical manner.

Since the beginning of the pandemic, we have continued operating our media business (until its combination with Univision on January 31, 2022) and our telecommunications business uninterrupted to continue benefiting the country with connectivity, entertainment and information, and during the quarter ended March 31, 2022, the production of new content continued in accordance with the requirements and health guidelines imposed by the Mexican Government.

In our Other Businesses segment, sporting and other entertainment events for which we have broadcast rights, or which we produce, organize, promote and/or are located in venues we own, are operating with some restrictions and taking the corresponding sanitary measures, and our casinos are operating with reduced capacity and hours of operation, with some casinos closing and reopening in regions with a high number of COVID-19 cases, as mandated by the authorities. Local authorities may impose additional rules, including restrictions on capacity and operating hours, which may affect the results of our Other Businesses segment in the following months.

In addition, the authorities may 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