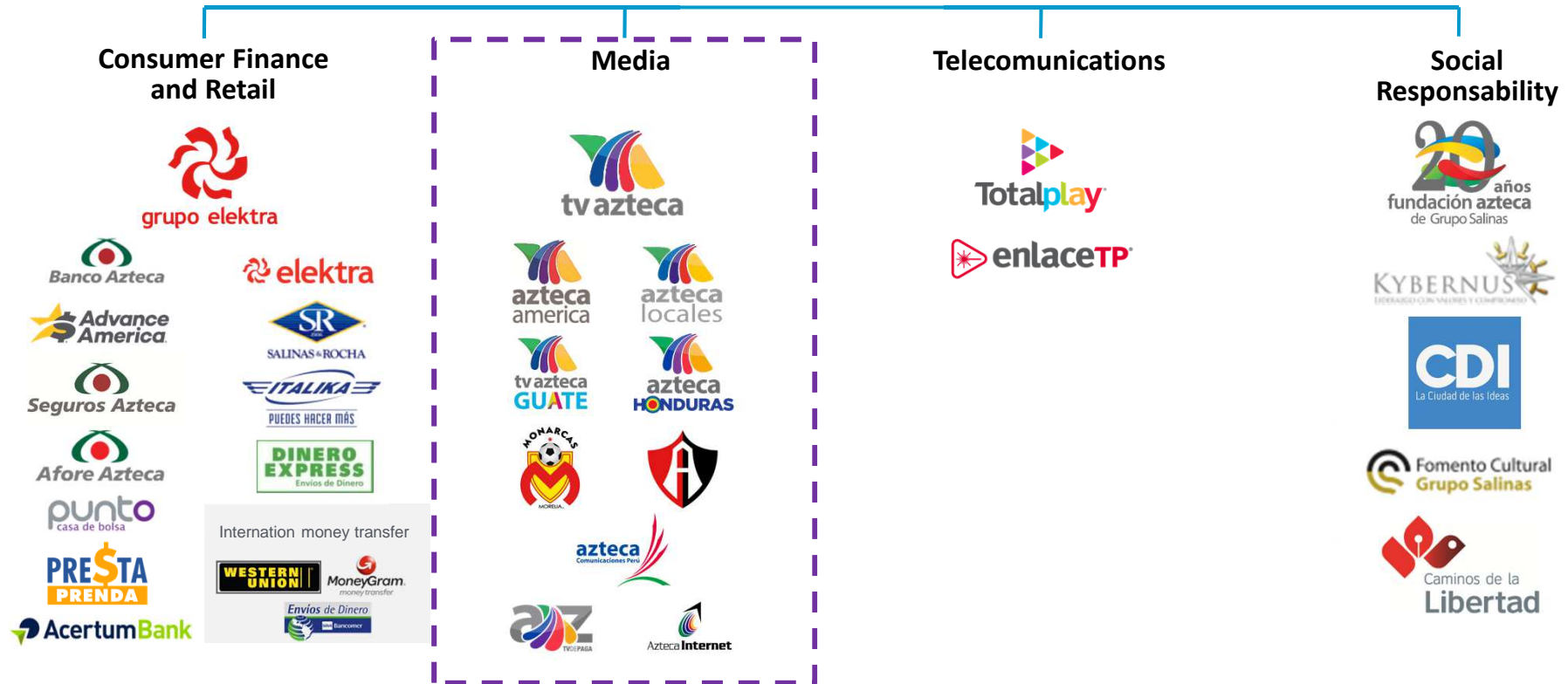


February 2017



The following information contains or may be deemed to contain, “forward-looking statements” (as defined by the U.S. Private Securities Litigation Reform Act of 1995). By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The future results of the issuer may vary from the results expressed in, or implied by, the following forward-looking statements, possibly to a material degree. The Company undertakes no obligation to update or revise any forward-looking statements.





- More than 70,000 employees
- Presence across the Americas: Mexico, the US, Colombia, El Salvador, Guatemala, Honduras, Panama and Peru

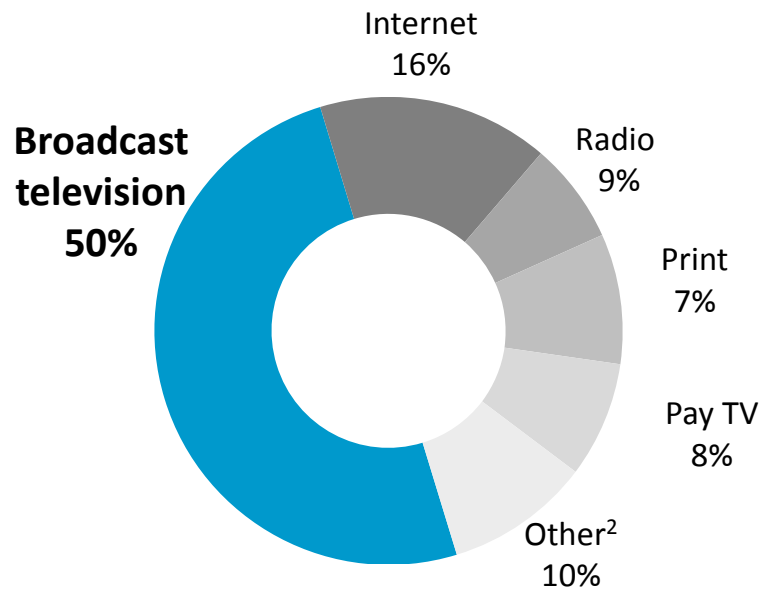


Mexican Broadcast Market

Ps. Billion

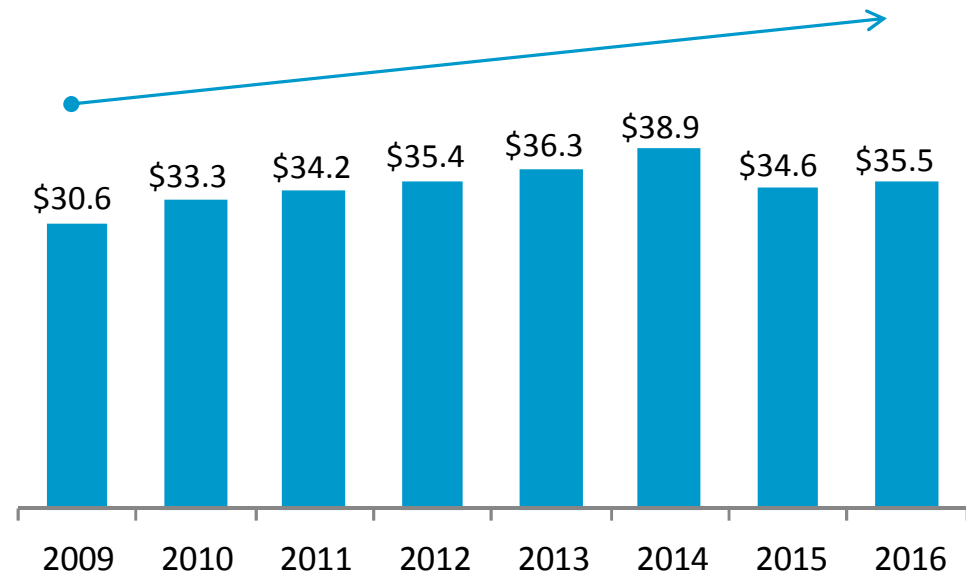
Broadcast television: Main advertising platform

Market Size³

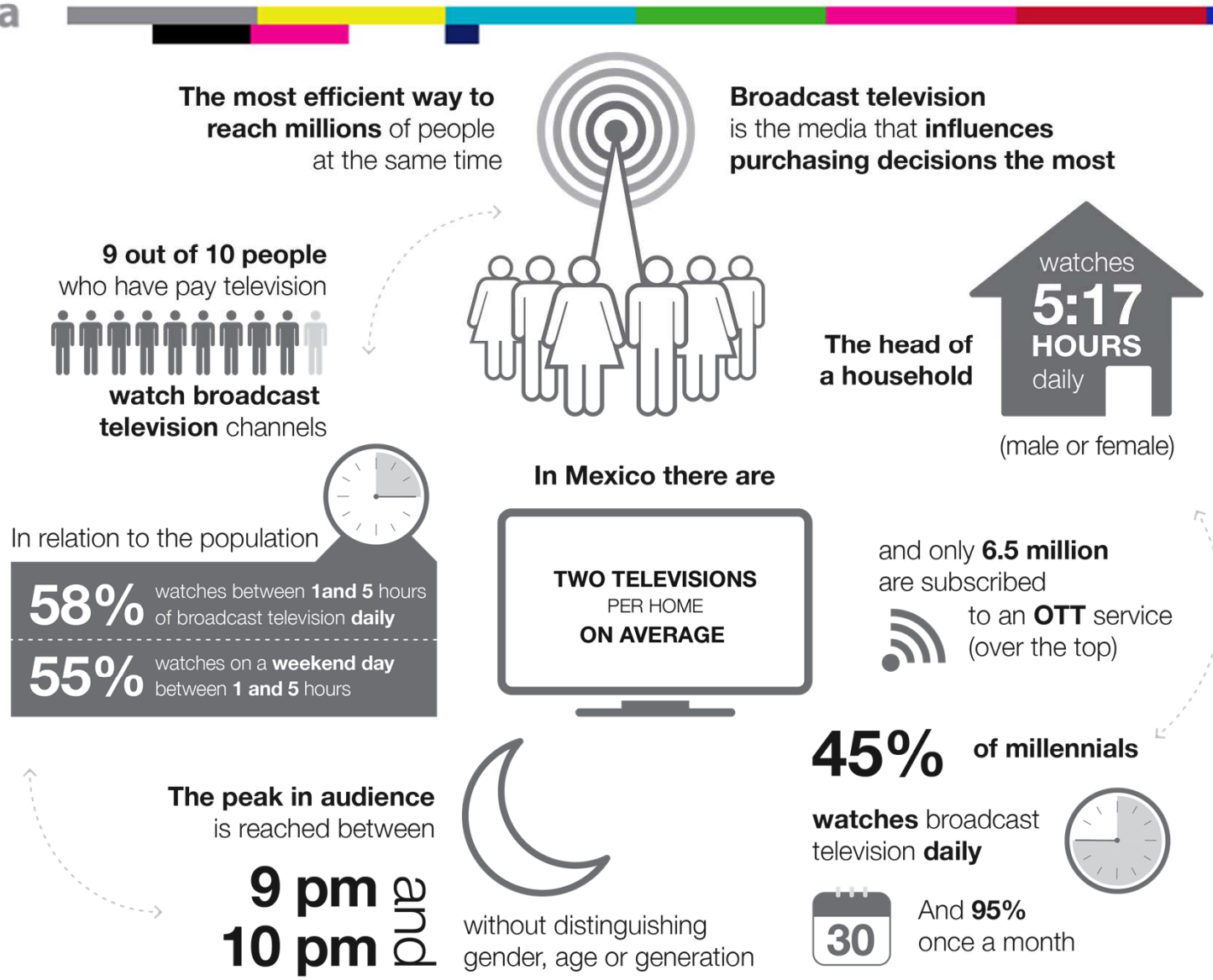


Ps.78.3¹ billion or 0.3% of Mexican GDP

CAGR: 2.1%



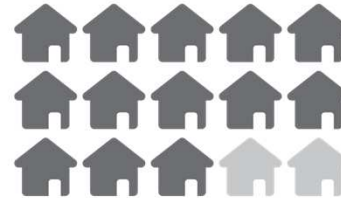
1. 2015; estimated by Asociación de Agencias de Medios
 2. Other includes movie theaters, billboards and others
 3. TV Azteca and Televisa



Source: IPSOS, Estudio General de Medios; IFT, Encuesta Nacional de Consumo de Contenidos Audiovisuales 2015; CIU; and audience information obtained from Nielsen IBOPE Mexico



Reaches **98% of households** in Mexico



A postseason soccer game has up to four times more audience than exclusive matches on pay television

Millions of people that watch one of our shows:

Between Monday and Friday: **30.7**
 on a daily average
 in a week: **70.3**
 monthly: **93.3**



A morning entertainment program can generate in 10 days the audience that a short video in the internet does in 10 years



Source: IFT, Encuesta Nacional de Consumo de Contenidos Audiovisuales 2015; CIU; and audience information obtained from Nielsen IBOPE Mexico



- **New leadership** with a vision and energy focused on the Mexican broadcast television market
- **Revalue** our industry, audience and identity
- Break paradigms through **inspiring, creative, bold and innovative content**
- Renewal of **talent, producers, directors, formats and stories**
- **New forms of production:** internal , co-productions, partnerships or independent





- *Where television begins*
- Content for women with different responsibilities, to promote their empowerment
- Productions, co-productions and entertainment programs that are realistic and speak the language of their audience

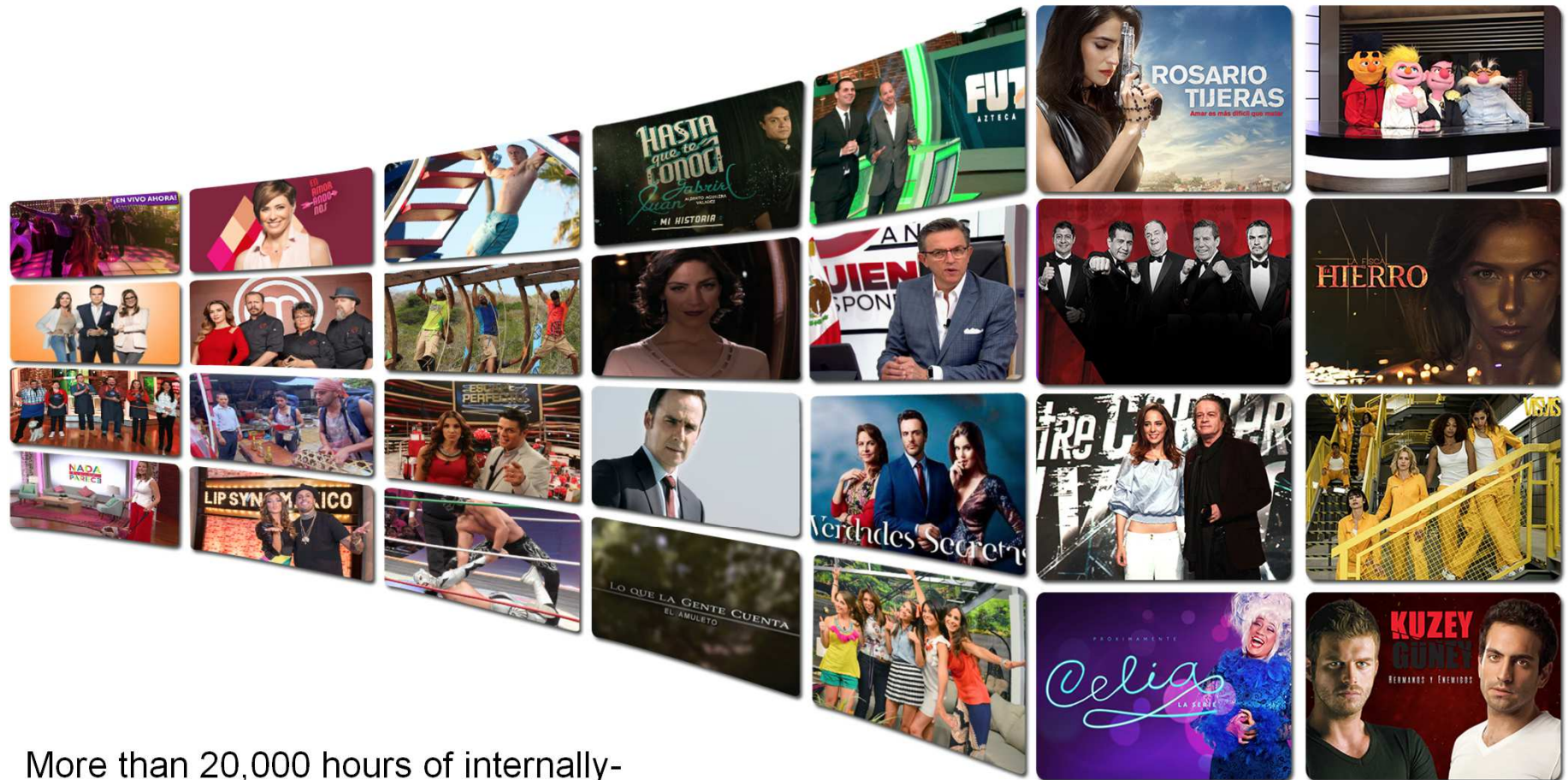


- *More live content and less talk*
- Focused on contemporary families to make them think, have fun and act
- Content such as newscasts, series, sports, community social service, among others



PROYECTO 40

- *Think and voice your opinion*
- Common interest programming, focused on culture, information and debate, ranging from political life to show business



More than 20,000 hours of internally-produced content, including dramatic series, entertainment, sports and news.



HASTA
que te
CONOCÍ

Gabriel
Juan

ALBERTO AGUILERA
VALADEZ

✧ MI HISTORIA ✧

Reach in millions of people:
Pilot: 10.3 (15x more than in pay television)
Average per episode: 9.3 (13x)
Final episode, first transmission: 16.0 (21x)
Net accumulated, third transmission: 50.1 (24x)

Source: Audience information obtained from Nielsen IBOPE Mexico

MasterChef Mexico and Junior



Reach in millions of people:

	MCM	MCJr.
Final episode:	15.0	12.9
All episodes:	48.1	44.7
Average per episode:	11.1	10.5

Source: Audience information obtained from Nielsen IBOPE Mexico



ROSARIO TIJERAS

Reach in millions of people:

Final episode:	8.4
All episodes:	47.6
Average per episode:	6.5



Soccer:

- Transmission rights for the National Team and six teams of the Mexican 1st Division
- In 2016, *Viernes Botanero* by Azteca 7 reached up to 54.1 million people
- A postseason soccer game generates an audience of 13.6 million people
- Transmission rights for the 2018 FIFA World Cup Russia

Other sports broadcasted:

- Games from the Champions League
- Top Rank Boxing (million of people reached):
 - Pacquiao v. Vargas fight: 12.9
 - Canelo v. Amir Khan: 15.8
 - Canelo v. Smith: 14.6
- NFL (reg.+POs+SB51): Audience of 37.1 million
- Mexican professional wrestling
- 2016 World Triathlon Championships Cozumel





- 2015-2016 season ends as the fastest-growing Spanish-language broadcast network in primetime:
 - Total viewers: +33%
 - Adults 18-49: +28%
 - Adults 18-34: +29%

- In prime time, it reached more than 12.3 million people

- Markets with largest growth: Chicago, Los Angeles, San Francisco and Phoenix

- Successful and exclusive content in the following categories:
 - Documentaries/Drama
 - Adventure/Reality
 - Sports/Mexican soccer

Source: National: NTI Live+SD Program Data; Growth based on AA Impressions, 09/21/2015 - 09/18/2016 vs. 09/22/2014 - 09/20/2015; Reach unification set at 73% with six minute qualifier; Strict Daypart; Excludes sports and specials
 Local: NSI Live+SD time period data; Growth based on AA Impressions, 09/21/2015 - 09/18/2016 vs. 09/22/2014 - 09/20/2015

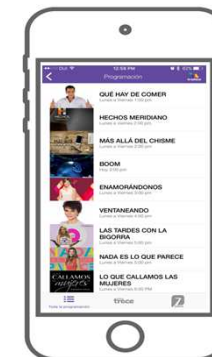


- Popular Internet sites in Mexico
- Access to live, exclusive, popular or streamed content
- Apps for iOS and Android



Social media: (TV Azteca + 13 + 7 + 40)

-  +8.0 million
-  +2.6 million
-  +2,000 million views
-  +127,000 followers (13 + 7)

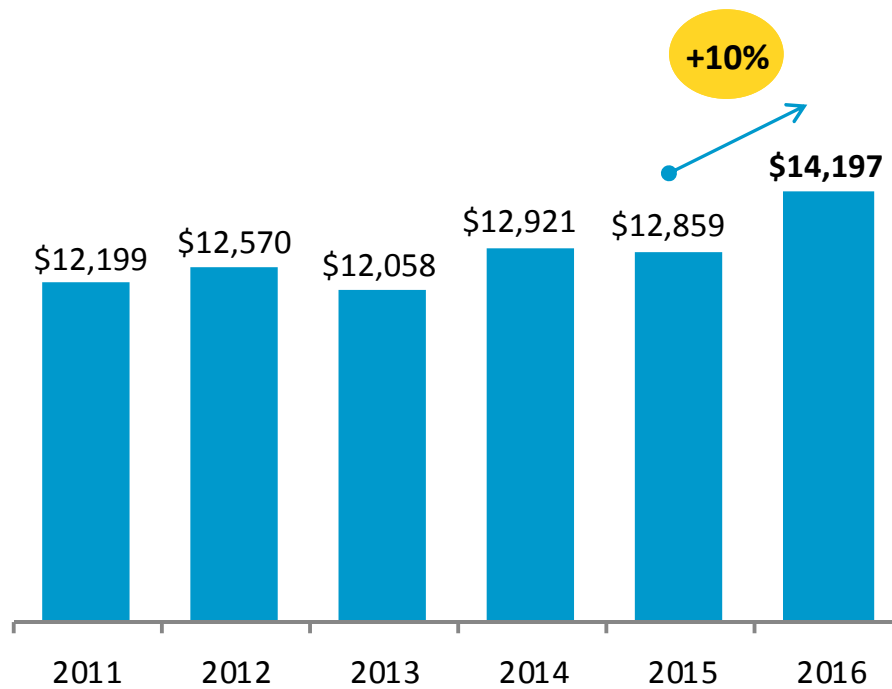




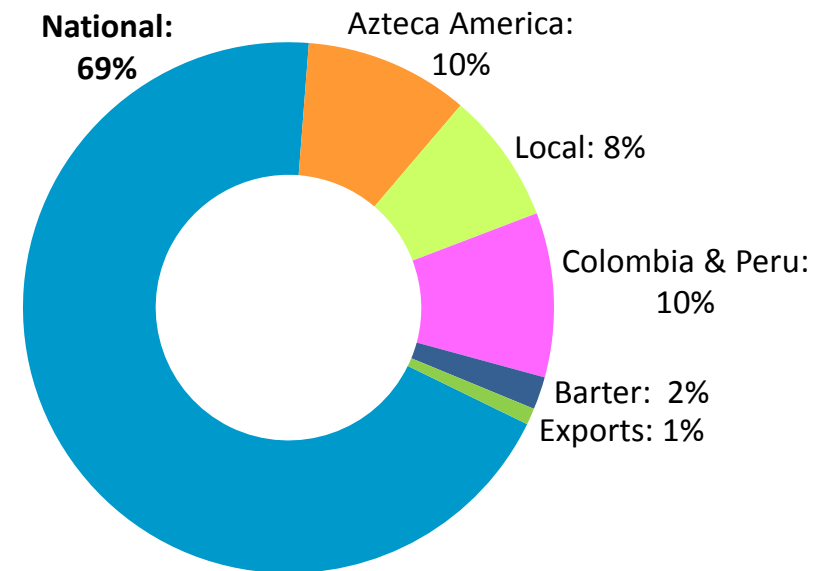
Financial Overview

Ps. in millions

Net Sales

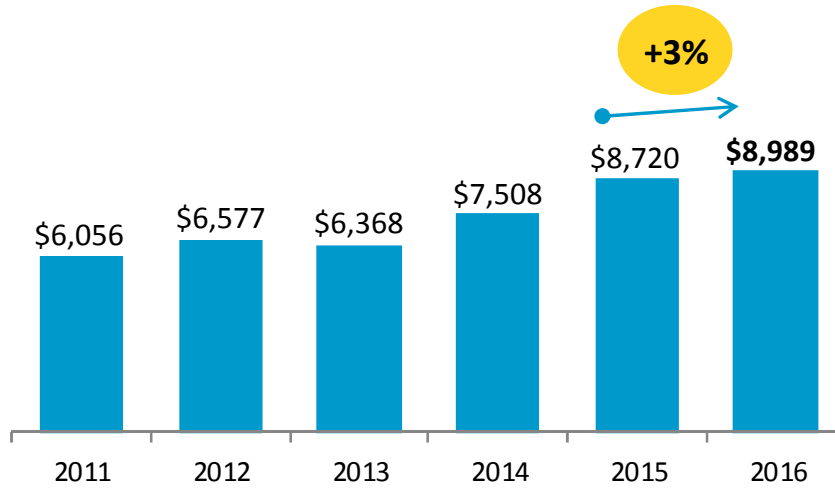


Sales Breakdown

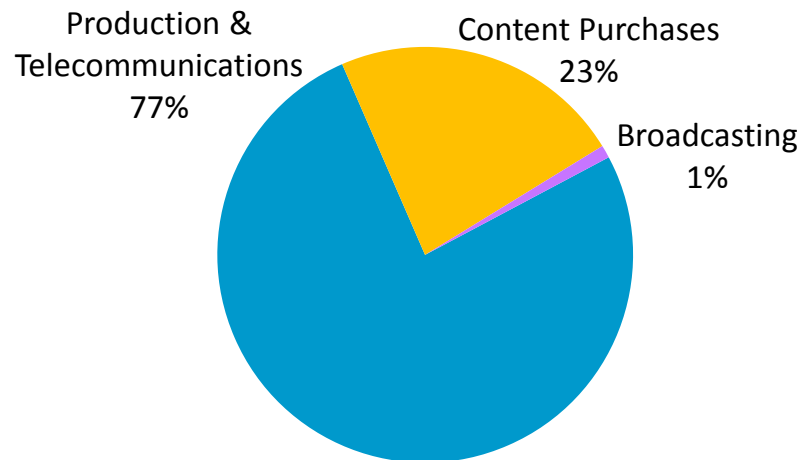
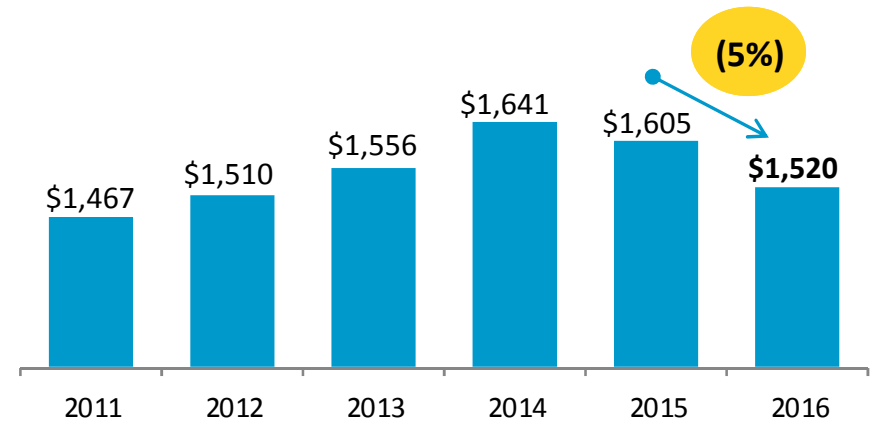


Ps. in millions

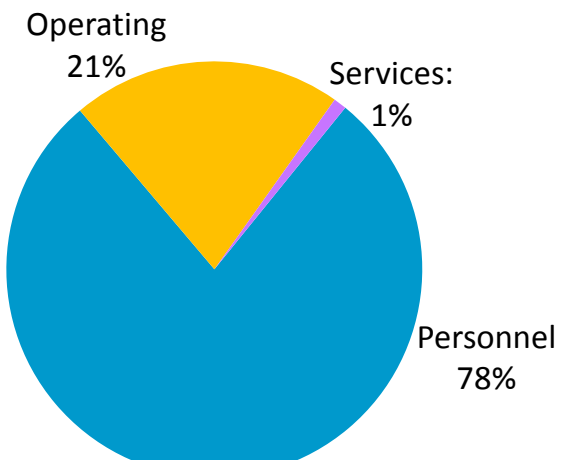
Costs & Breakdown



SG&A Expenses & Breakdown



Ps. 8,898 million



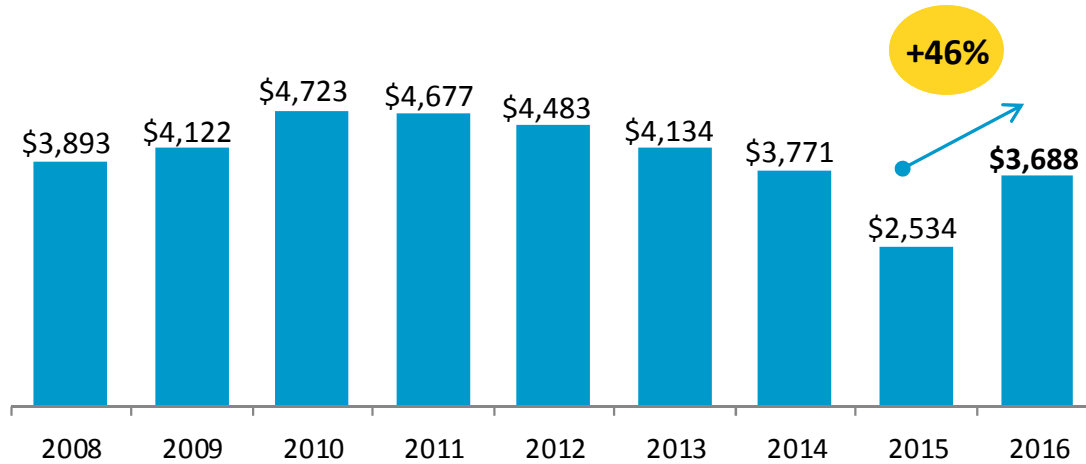
Ps. 1,520 million



Financial Overview

Ps. in millions

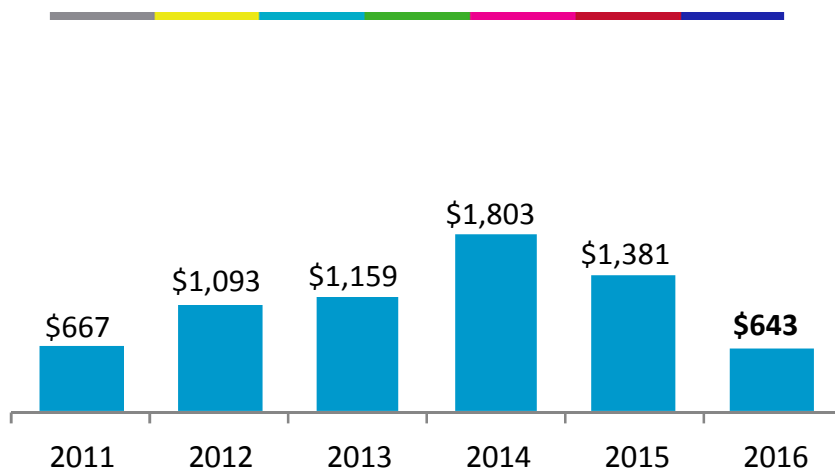
EBITDA



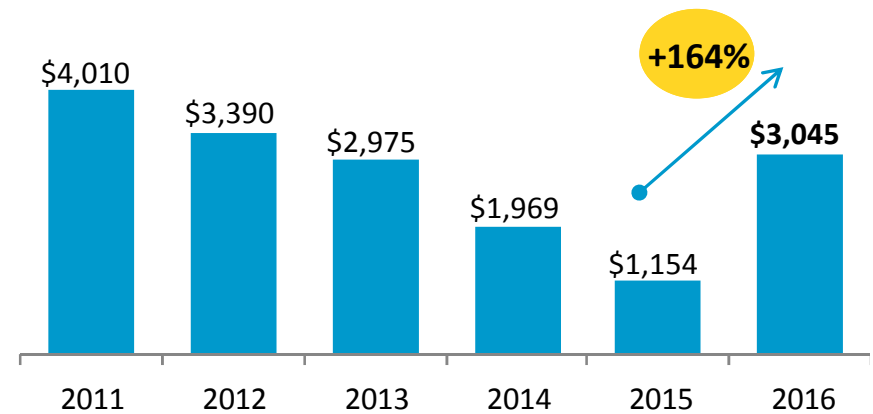
■ 4Q16 YoY: +21%

Margin: ↑ to 24% from 18%

CAPEX



Cash Flow ¹

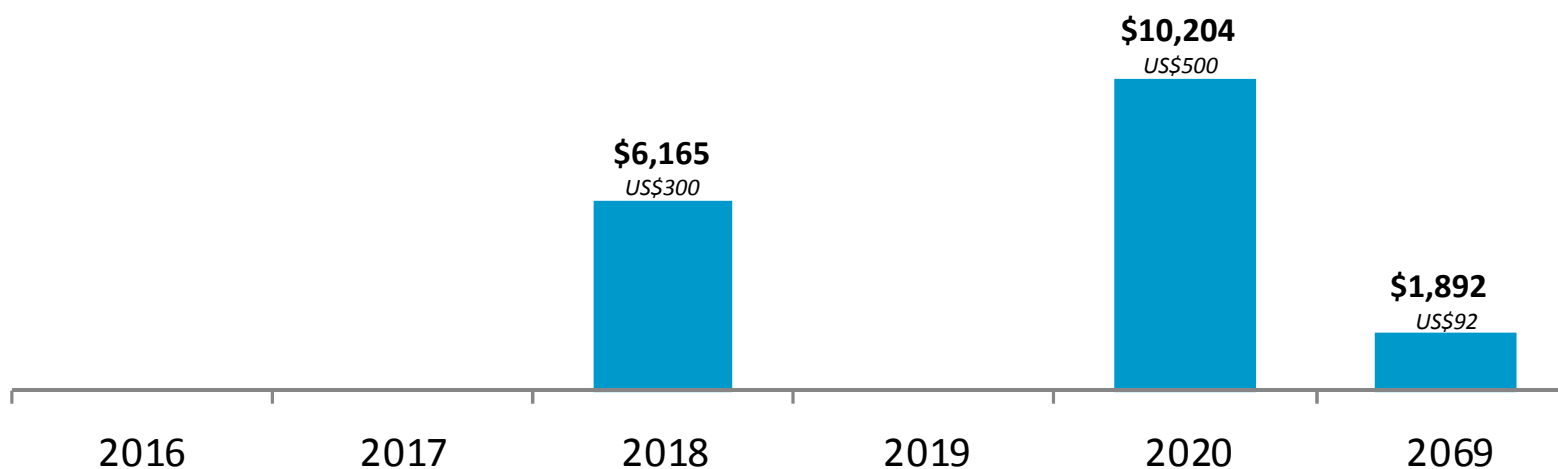




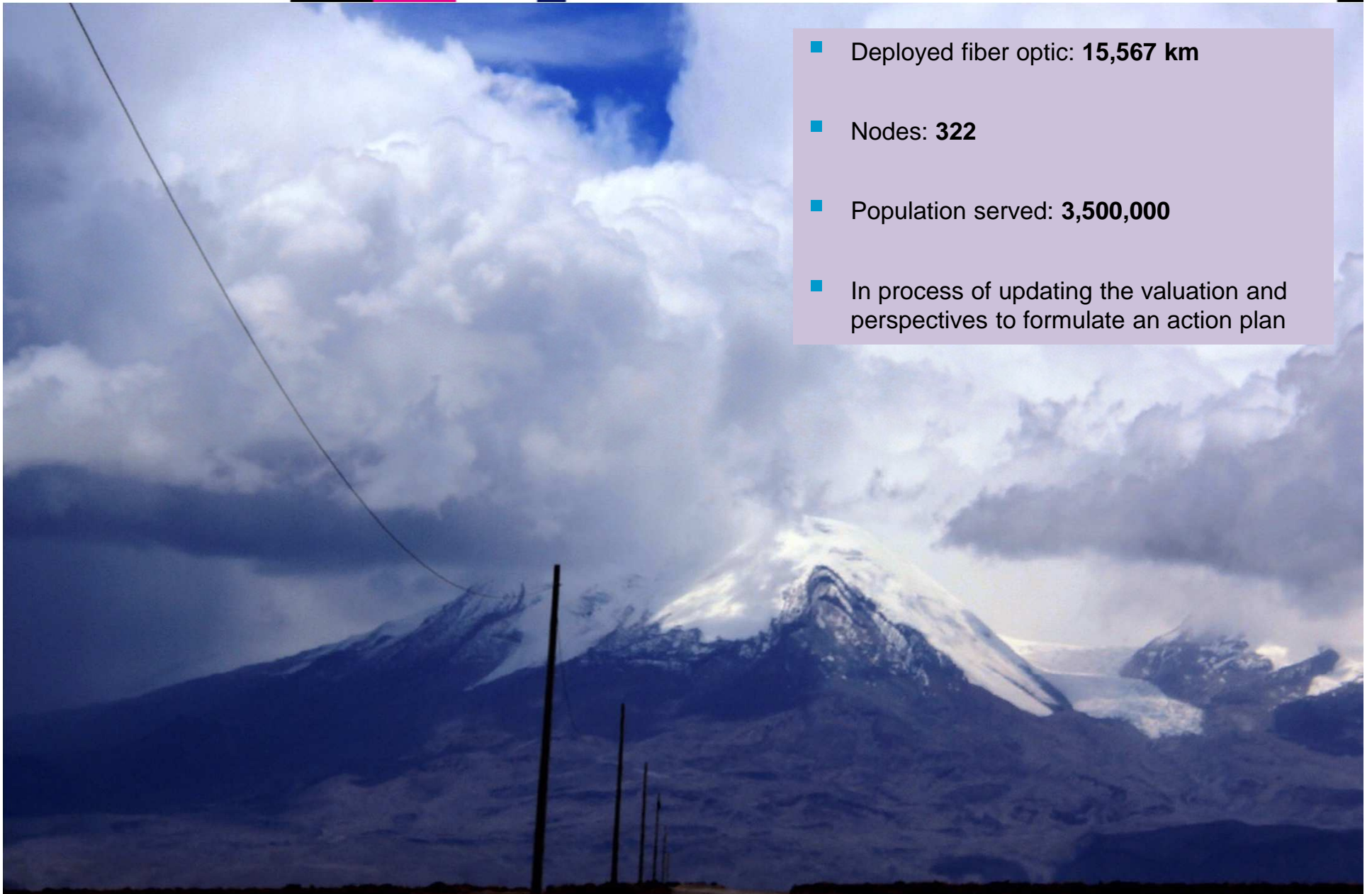
Interest-Bearing Debt

Ps. in millions

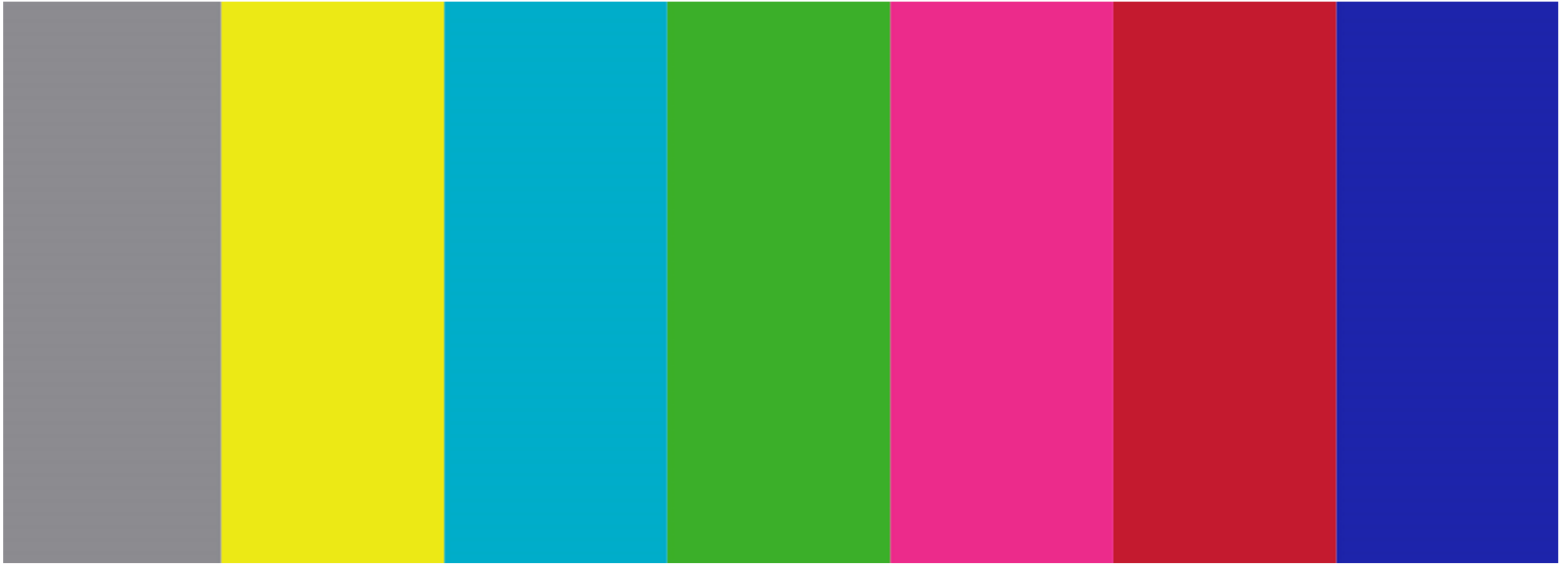
	As of December 31,	
	2015	2016
Total interest-bearing debt (includes debt due 2069)	15,213	18,261
Interest-bearing debt (excludes debt due 2069)	13,630	16,369
Cash and equivalents	(2,938)	(4,497)
Net debt (includes debt due 2069)	12,275	13,764
Net debt (excludes debt due 2069)	10,692	11,872



- Deployed fiber optic: **15,567 km**
- Nodes: **322**
- Population served: **3,500,000**
- In process of updating the valuation and perspectives to formulate an action plan



- Positive expectations for the Mexican broadcast television market
- Innovative, inspirational and high quality formats, closer to the audience
- Productions, co-productions and strategic alliances to improve the offer and the cost structure
- Use of new processes that make a more efficient use of resources in each production
- **Focus on free cash flow**
- **Creating long-term value**



February 2017