



# LA TELEVISIÓN DEL FUTURO COMIENZA AQUÍ



Azteca uno



adn40

Q+



tv azteca  
internacional

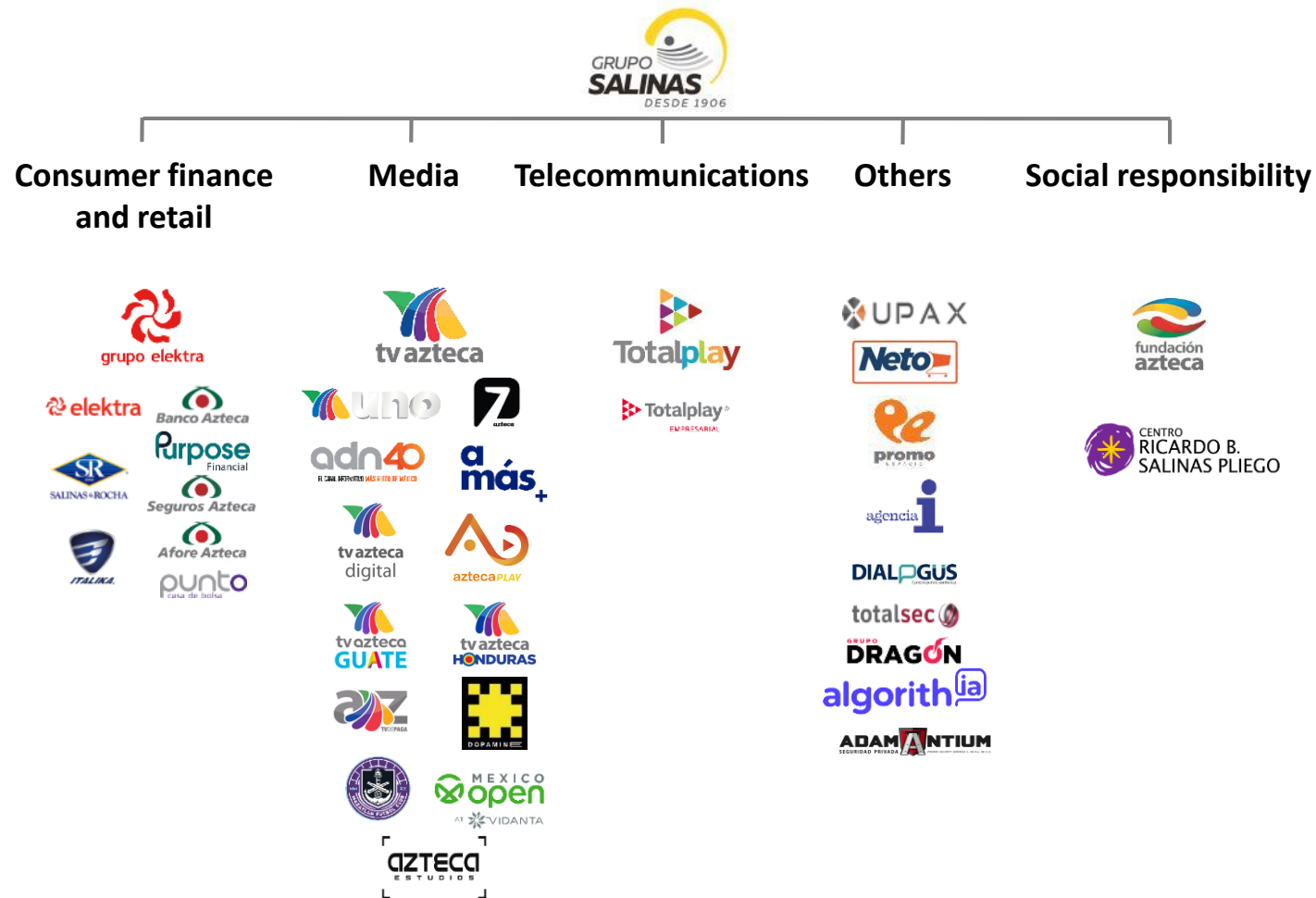


tv azteca  
digital

*This Presentation makes reference to certain non-IFRS measures. These non-IFRS measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. These measures are provided as additional information to complement IFRS measures by providing further understanding of TV Azteca, S.A.B de C.V.'s ("TV Azteca", "Azteca" or the "Company") results of operations from a management perspective. Accordingly, they should not be considered in isolation nor as a substitute for analysis of TV Azteca's financial information reported under IFRS.*

#### *Forward-Looking Statements*

*This Presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: "anticipate," "plan," "believe," "estimate," "expect," "strategy," "should," "will," "seek," "forecast," and similar references to future periods. Examples of forward-looking statements include, among others, statements concerning the Company's business outlook, future economic performance, anticipated profitability, revenues, expenses, or other financial items, market share, market growth rates, market demand, product or services growth. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are estimates that reflect the best judgment of TV Azteca's management based on currently available information. Because forward-looking statements relate to the future, they involve a number of risks, uncertainties and other factors that are outside of its control and could cause actual results to differ materially from those stated in such statements. Therefore, you should not rely on any of these forward-looking statements. All forward-looking statements are based on information available to TV Azteca on the date of this Presentation and TV Azteca assumes no obligation to update such statements, whether as a result of new information, future developments or otherwise, except as required by law.*



- More than 100,000 direct employees
- Presence in Mexico, USA, Colombia, Guatemala, Honduras and Panama

- ❑ **Mexico's second largest TV broadcaster**
  - ❑ More than 106 million viewers during 2021
- ❑ **One of the largest producers of Spanish language television content in the world**
  - ❑ Content has been sold in over 100 countries, as well as to OTTs
  - ❑ Broadcasts in Mexico, Guatemala, Honduras



**~93%**  
households in  
Mexico

**~30**  
**years**  
broadcasting  
TV

**34%** OTA  
national market  
share in 2021

**54 studios**  
producing digital, HD, 4K  
and multi-platform content

**SRC for fifth**  
consecutive year

**~38,000**  
**hours**  
of content produced  
in 2021

**4 HD national**  
**channels**

## Strong market position with strategies for improved momentum

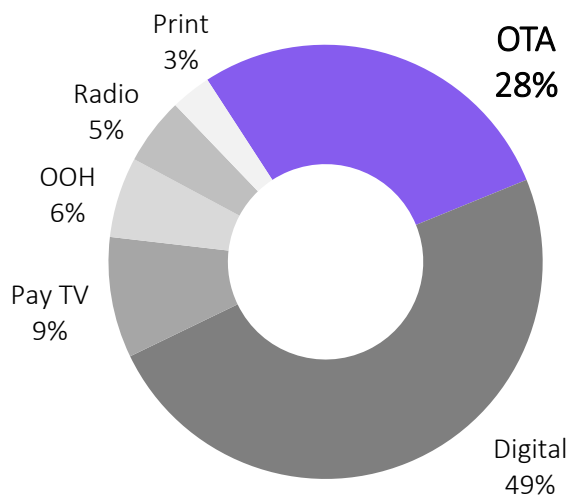


**Focus on TV Azteca's  
core business**



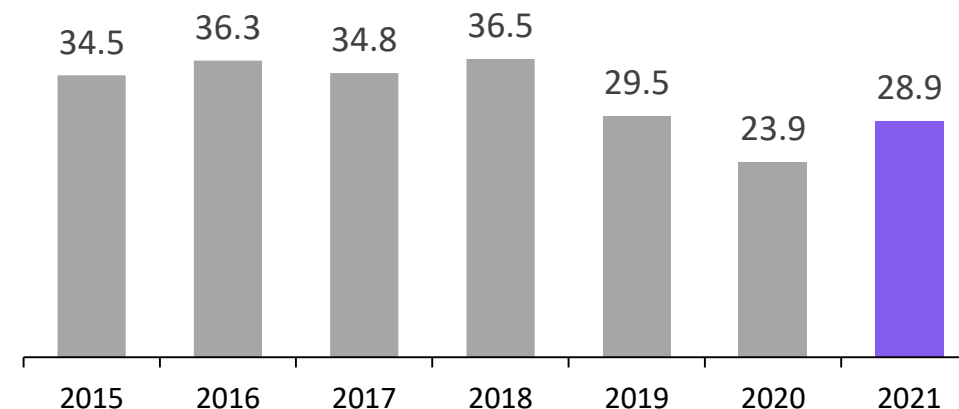
- ❑ **Azteca uno:** Live entertainment programs, attached to reality and in the original language of the audience. Focused on families and home-decision makers.
- ❑ **Azteca 7:** Innovative and high quality content (premium fictional series and live sports, among others). Focused on contemporary families.
- ❑ **adn40:** The news channel with the largest audience on broadcast television in Mexico and available in the main cable companies.
- ❑ **a más+:** National signal focused on audiences between 30 to 45 years-old that enjoy original, popular and traditional content.
- ❑ Four pay television channels: **AZ Corazón**, **AZ Cinema**, **AZ Mundo** and **AZ Clic** that reach nearly 113 million persons in 23 countries in the Americas, Europe and Africa.
- ❑ **TV Azteca Digital:** Strategically positioned to benefit from the growth of the Internet through the offer of cross-platform content and the gaming and esports market.

## Estimated 2020 Total Media Advertising in Mexico



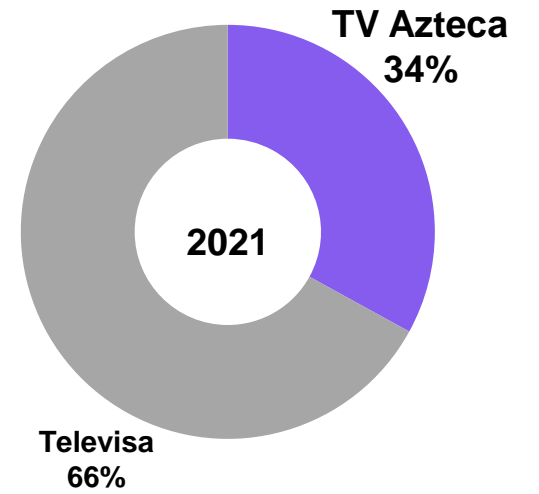
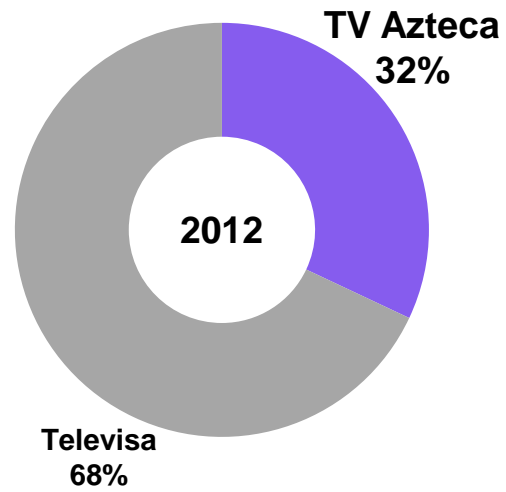
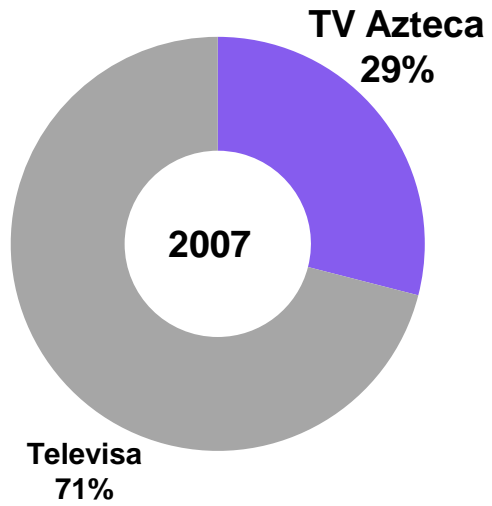
- ❑ Advertising spend in Mexico is approximately **0.4%** of Mexican GDP
- ❑ In the US, it represents **1.1% of US GDP**

## National Advertising Market of Two Main Broadcasters

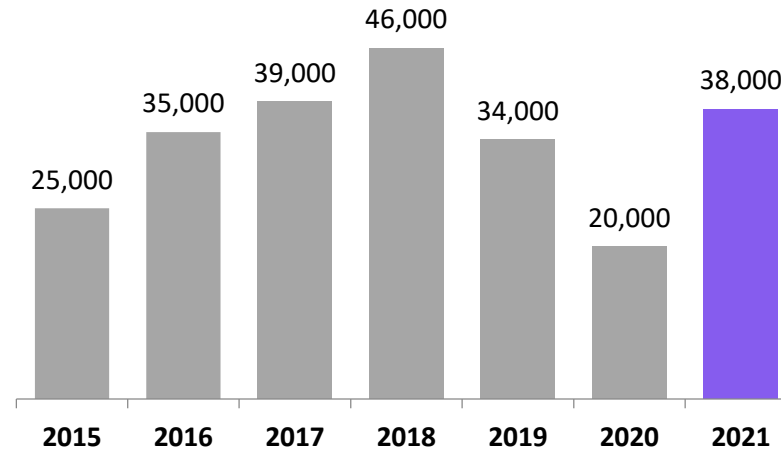


Source: Estudio Valor Total Media México 2021, Consejo de Investigación de Mercados, October 2021  
 OTA calculated with published financial statements of companies as of December 31, 2020  
 - OOH refers to billboards and external advertising, and cinema  
 \* Figures of Televisa and TV Azteca as of September 30, 2021; Imagen TV not included for being privately held

OTA National Television Market Share in Mexico



## Internally produced hours of content



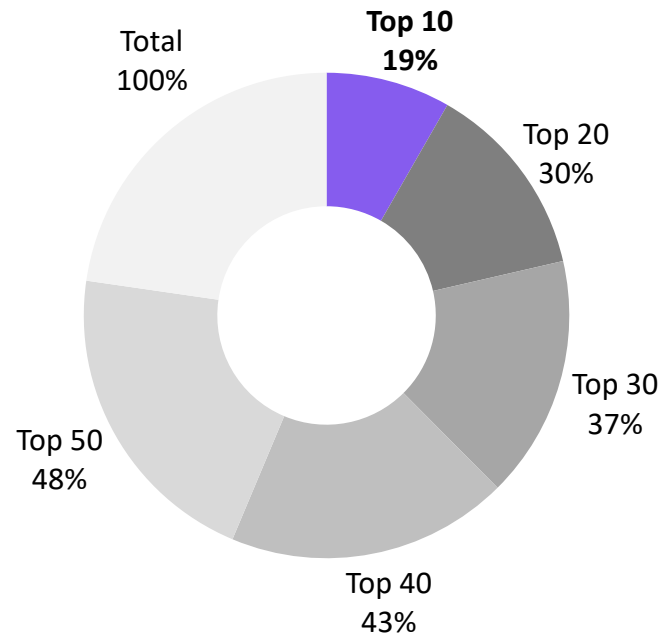
*Complementing its programming with co-productions, alliances and globally recognized brands & TV shows, creating high-quality and inspirational formats closer to the audience*



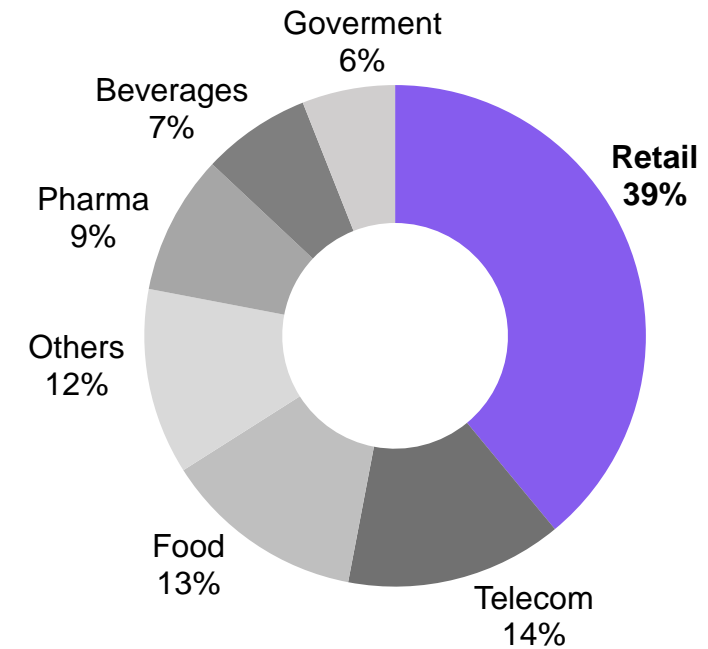


## Driving diverse, high-quality client base

1Q22 Share of Sales by Client



1Q22 Share of Sales by Industry



Well diversified client base by economic sector



- ❑ Multi-platform marketing strategy is already fully integrated
- ❑ The websites Azteca uno, Azteca 7, adn40, a mas+, Azteca Deportes and Azteca Noticias are completely redesigned
- ❑ Community No. 9 in Mexico and community No. 1 in social media interactions in Mexico
- ❑ Original and exclusive content is developed for digital platforms: second screen experiences, coverage before and after major sporting and entertainment events, reality shows, infographics, posts, etc.

**MEXICO SURVIVOR GRAN ESTRENO**  
 MIÉRCOLES 15 DE JUNIO 7:30 P.M.

**TV Azteca México**  
 4.6M followers • 42 following

Intro  
 TV Azteca tiene para ti los contenidos que quieres ver de entretenimiento, noticias, deportes y espe

Posts  
 TV Azteca México • 9m  
 En Davivir contamos con increíbles espacios pensados y diseñados para tu familia  
 #BoquesDelbiza #PuntaPalermo #Montecarlo  
 ¡Estrena tu casa con nosotros y obtén el mejor lugar para vivir!  
 Par... See more  
 See Translation

tvazteca

@tvaztecaoficial

15 Following 26.5K Followers 16.4K Likes

Follow

Los mejores contenidos de entretenimiento, deportes, espectáculos y noticias.  
 tvazteca.com

Grid of video thumbnails including: 'Los Themas de Godalla', 'El MonsterVerse está en Azteca 7', 'Resumen sexto capítulo', 'Godalla en México', 'Resumen Capítulo 5', 'Resumen Capítulo 5'.

azteca

49,908 posts 541K followers 48 following

TV Azteca  
 TV network  
 Los mejores contenidos de entretenimiento, deportes, espectáculos y noticias. Una empresa de @gruposalinas  
 azteca.com

Followed by tvaztecaesports, taniaestravdtv, mariterealesandri +1 more

CCM Galerías Mi es tu... Cuidándote Juguetón 25 años

POSTS REELS VIDEOS TAGGED

Grid of images including: a man's face, a woman in a grey shirt, and promotional images for 'MEXICO SURVIVOR' featuring 'CATHE LOPEZ ATRIZ' and 'JAVIER GERLANI PERIODISTA'.

**TV Azteca**  
 @Azteca

¡Los mejores contenidos de TV Azteca en redes sociales! Síguenos también en @AztecaUNO, @AztecaSiete, @amastv y @adn40. Una empresa de @gruposalinas.

México tvazteca.com Joined May 2010

101 Following 2M Followers

Followed by AztecaEsports, Miranda Partners, and 61 others you follow

Tweets  
 Tweets & replies Media Likes

TV Azteca @Azteca · 13m  
 CATHE LÓPEZ quiere hacer historia en esta nueva temporada de #SurvivorMéxico... ¡Conoce más de ella ESTA NOCHE en punto de las 7:30 p.m., por Azteca UNO!



- ❑ Partnership with Allied Esports Entertainment to produce, organize and transmit esports and video gaming through agreements with leagues, publishers, exclusive licenses, tournaments and casters, among other content initiatives, to produce a 24-hour digital channel.

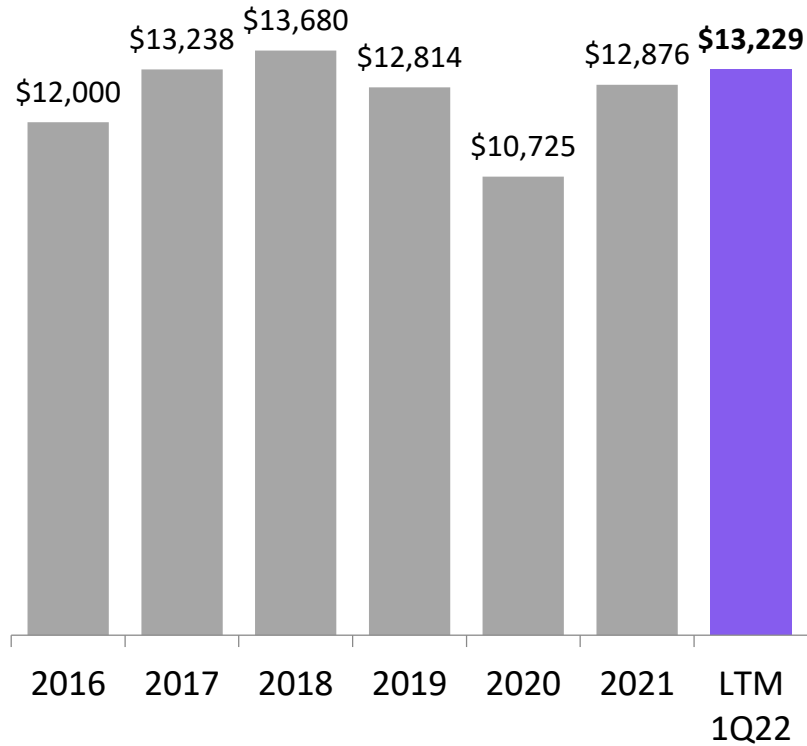
- ❑ Exclusive agreement for the music streaming app to expand presence in Mexico and to produce show in broadcast television in Azteca uno.

- ❑ App of TV Azteca loaded in the platform allows consumers in Mexico to access continuous entertainment like Exatlón, Enamorándonos, MasterChef, Extranormal, and Ventaneando, among others.

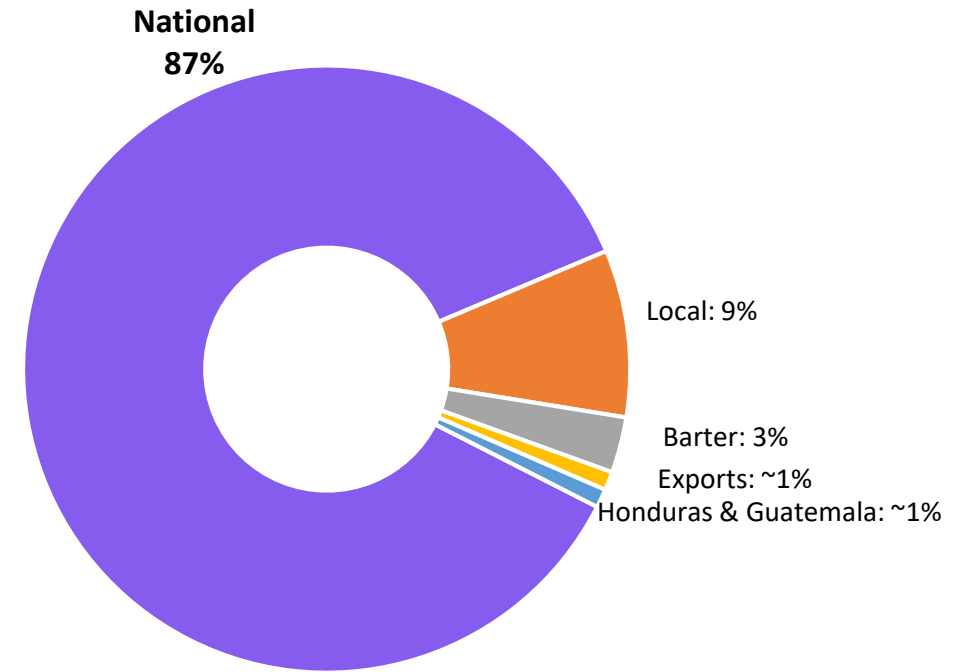
- ❑ Exclusive partnership to commercialize advertising in the OTT's free content app and upload some of TV Azteca's popular content.

- ❑ adn40 news casts are available for free in Amazon Prime Video without having to purchase a Prime subscription.

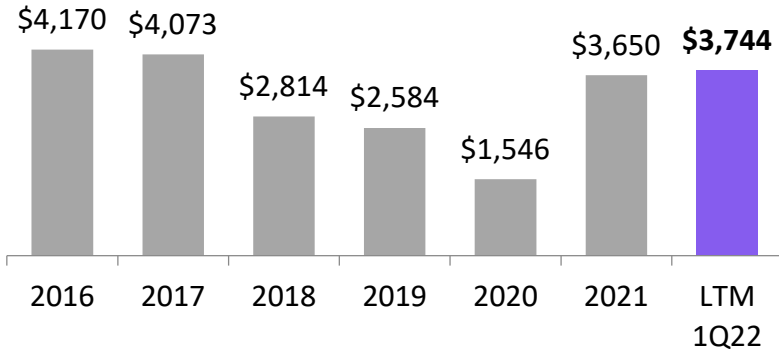
## Net Sales



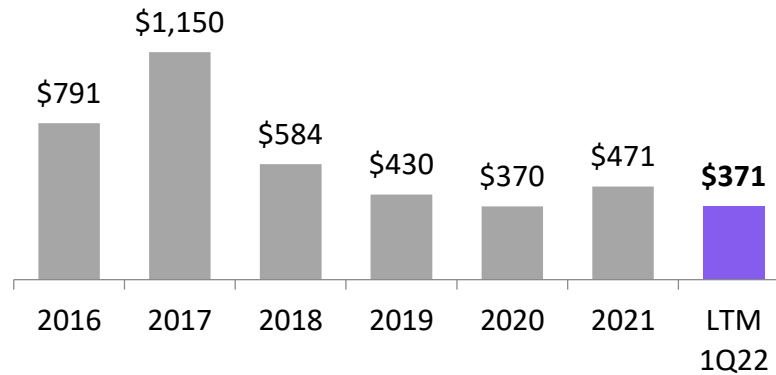
## Sales Breakdown



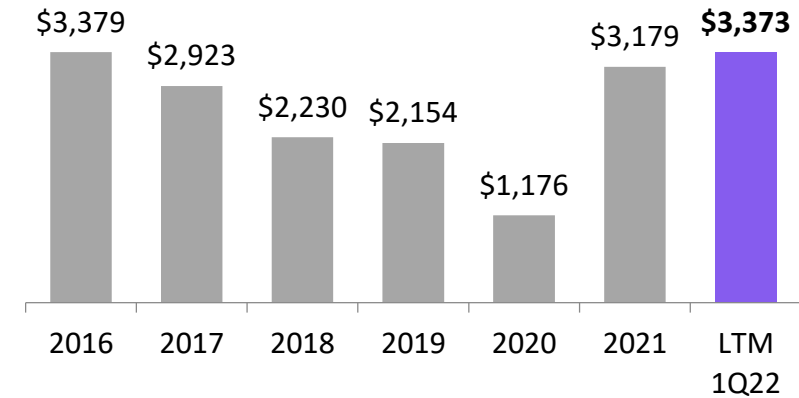
## EBITDA



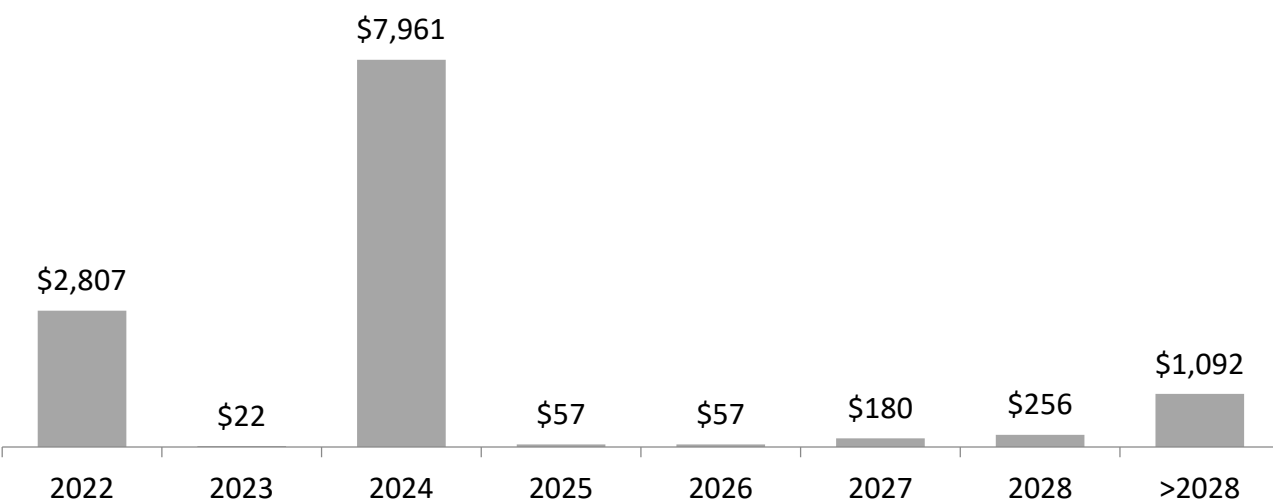
## CAPEX



## Cashflow<sup>1</sup>



1. Cashflow = EBITDA – CAPEX (excludes intangibles)



	Amount	Rate	Due date
Senior Notes US\$400 <sup>1*</sup>	\$7,921	8.25%	09/08/2024
CEBURES <sup>2</sup>	\$2,787	TIIE+2.9%	20/09/2022
Banco Azteca	\$1,690	TIIE+2.0%	09/03/2030
Private	\$34	10.5%	30/04/2028

1. Senior Notes have a coverage that the interest rate in Pesos in 8.3%

2. CEBURES have a coverage that fixes the interest rate in 7.5%

\* Exchange rate: Ps.19.91 / US\$

## Social

- ❑ In 2021, we continued with our inclusive prosperity activities through our **commitment** to the **10 Principles of the United Nations Global Compact** and the **17 Sustainable Development Goals**
- ❑ We received the **Socially Responsible Company Distinction** for the **fifth consecutive time** and we have been recognized as a **Great Place to Work**
- ❑ We have the **Certification** in the **Mexican Standard NMX-R-025-SCFI-2015 in Labor Equality and Non-Discrimination** granted by the National Council to Prevent Discrimination and the National Institute of Women and we are **first television broadcaster in Latin America with a Gender Unit** whose core is the attention to priority groups, such as women
- ❑ Through **A Quien Corresponda**, close to **14,000 cases** were treated and near **129,000 health-related items** were provided, such as COVID-19 tests, surgeries, medications, etc.
- ❑ The 2021 Sustainability Report integrated the methodologies from the **Global Reporting Initiative**, the **UN Global Compact**, the **UN Sustainable Development Goals**, the **Sustainability Accounting Standards Board** and the **Women's Empowerment Principles** from the UN Women



## Environment

- ❑ In 2021, **52%** of our **energy consumed** came from **renewable sources**
- ❑ In 2021, **19,313.83 tCO2eq** of estimated emissions were **reduced** due to the use of renewable energies and waste, water and paper management
- ❑ In 2021, through the reforestation program ***Un Nuevo Bosque***, **4,200** **volunteers** planted **16,000 trees**, recovering **1,123 hectares**



## Corporate Governance

- ❑ An **independent board member** was renewed
- ❑ The **Integrity Committee** was formed, composed of three directors appointed by the Shareholders' Meeting, to detect, prevent and treat any risk of corruption
- ❑ TV Azteca is part of the top group of the **Corporate Integrity Index (IC500)** published in 2022 by the *Expansión* magazine and the association of Mexicans against corruption and impunity and Mexican Transparency\*



\* <https://expansion.mx/empresas/2022/06/13/las-500-empresas-vs-la-corrupcion-2022>





# LA TELEVISIÓN DEL FUTURO COMIENZA AQUÍ



Azteca uno



adn40



tv azteca  
internacional



tv azteca  
digital