TelevisaUnivision

Q1 2025 RESULTS

TELEVISAUNIVISION ANNOUNCES FIRST QUARTER 2025 RESULTS

Financial and operational highlights

- Adjusted OIBDA grew 5% to $345 million, reflecting margin expansion and continued DTC profitability
- ViX saw sustained growth and engagement across free and paid tiers, with global MAUs and subscribers each growing double digits versus a year ago
- Announced a new, multi-year agreement for expanded distribution with DIRECTV to include the company's leading U.S. networks within its MiEspañol Genre Pack, providing greater choice, value, and flexibility for consumers
- The company further expanded its sports portfolio, securing the rights in Mexico for every edition of the Olympic Games until 2032
- Leverage ratio ended the quarter at 5.8x, down from 5.9x at the end of the prior quarter

MIAMI – April 24, 2025 – TelevisaUnivision, the world's leading Spanish-language media company, today announced financial results for the first quarter ended March 31, 2025.

"We delivered strong operational execution in the first quarter, resulting in adjusted OIBDA growth and sustained momentum against our strategic priorities," said Daniel Alegre, CEO of TelevisaUnivision. "As we continue to evolve the company in 2025, we are driving tighter alignment and integration between our teams in the U.S. and Mexico, and we are building a more agile and efficient organization. Our reimagined content strategy is strengthening our connection to verticals that deeply resonate with our audience, while the continued growth of ViX has enabled us to execute a more robust cross-platform strategy. Our focus on streamlining our business operations will improve operating margins, and we remain committed to deleveraging and strengthening our balance sheet."

Discussion of financial and operational results

Three Months Ended March 31, 2025 (Unaudited, in millions)

	US			Mexico			Total		
	1Q 25	1Q 24	Change	1Q 25	1Q 24	Change	1Q 25	1Q 24	Change
Advertising	$ 353.7	$ 399.4	(11)%	$ 209.4	$ 248.5	(16)%	$ 563.1	$ 647.9	(13)%
Subscription & Licensing	344.4	326.5	5%	94.0	146.9	(36)%	438.4	473.4	(7)%
Other	11.0	14.0	(21)%	11.2	13.7	(18)%	22.2	27.7	(20)%
Total Revenue	$ 709.1	$ 739.9	(4)%	$ 314.6	$ 409.1	(23)%	$ 1,023.7	$ 1,149.0	(11)%
Total Operating Expenses							678.6	820.5	(17)%
Adjusted OIBDA [1]							$ 345.1	$ 328.5	5%

Income statement

Consolidated total revenue was $1.0 billion compared to $1.1 billion reported in the prior year quarter, reflecting foreign exchange headwinds, the absence of the prior year's broadcast of the Super Bowl in the U.S. and the impact of the renewal cycle with key distribution partners in Mexico. U.S. revenue declined 4% to $709 million, or 1% excluding the Super Bowl. Mexico revenue declined 23% to $315 million, or 9% excluding FX.

Advertising revenue decreased 13% to $563 million, or 3% excluding foreign exchange and the Super Bowl in the U.S. in the year prior. In the U.S., advertising revenue decreased 11% to $354 million as growth in DTC advertising revenue was offset by linear softness and the absence of the prior year's broadcast of the Super Bowl. Excluding the Super Bowl, U.S. advertising revenue declined 6%. In Mexico, advertising revenue grew 1% in local currency driven by private sector growth across both linear and DTC and the strong performance of sports content including Liga MX and the Super Bowl.

Subscription and licensing revenue decreased 7% to $438 million, but grew 1% excluding foreign exchange and the aforementioned distribution renewal cycle in Mexico. The growth was driven by ViX's premium tiers in both geographies offsetting lower sports licensing revenue. The U.S. grew 5% to $344 million while Mexico declined 36% to $94 million, or 15% excluding foreign exchange and the impact of the renewal cycle in the country.

Operating expenses decreased 17% to $679 million, or 12% excluding the impact of FX, driven by lower entertainment and sports costs and the normalization of our DTC related investments.

Adjusted OIBDA grew 5% to $345 million, or 10% excluding the impact of FX, reflecting the optimization of our cost base and DTC profitability.

Cash flow and balance sheet

Cash flows provided by operating activities for the three months ended March 31, 2025 were $69 million, compared to $62 million in the prior year quarter. Investing activities for the three months ended March 31, 2025 included capital expenditures of $35 million compared to $40 million in the prior year quarter. The Company ended the quarter with $345 million in cash on its balance sheet.

The leverage ratio, or net debt to OIBDA, was 5.8x as of March 31, 2025, compared to 5.9x as of December 31, 2024.

Forward-Looking Statements / Safe Harbor

Certain statements contained within this press release constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases you can identify forward looking statements by terms such as "anticipate," "plan," "may," "intend," "will," "expect," "believe," "optimistic" or the negative of these terms, and similar expressions intended to identify forward-looking statements. These forward-looking statements reflect our current views with respect to future events and are based on assumptions and are subject to risks and uncertainties. Also, these forward-looking statements present our estimates and assumptions only as of the date of this press release.

Factors that could cause actual results to differ materially from those expressed or implied by the forward-looking statements in this press release include: (1) cancellations, reductions or postponements of advertising or other changes in advertising practices among our advertisers; (2) any impact of adverse economic or political conditions on our industry, business and financial condition, including inflationary pressures, increases in interest rates, decreases in consumer spending, recessionary fears and reduced advertising revenue and volatility and weakness in the capital markets; (3) failure to renew existing carriage agreements or reach new carriage agreements with multichannel video programming distributors (“MVPDs”) on acceptable terms or otherwise and the impact of such failure on pricing terms of, and contractual obligations under, carriage agreements with other MVPDs; (4) changes in the size of the U.S. Hispanic population, including the impact of U.S. federal and state immigration legislation and policies on both the U.S. Hispanic population and persons emigrating from Latin America; (5) failure to continue our content and programming strategy, including for our sports programming and the content we obtain from Grupo Televisa, as well as lack of audience acceptance of our content or varying popularity of programming; (6) competition in the media industry, including effects of consolidation in the cable or satellite MVPD industry; (7) risks and uncertainties related to, and disruptions to our business and operations caused by, the TelevisaUnivision Transaction and the combination of the companies’ content business; (8) failure of our subscription video-on-demand (“SVOD”) or ad-supported video-on-demand (“AVOD”) services as part of our strategy to provide streaming channels and on-demand Spanish-language programming to Hispanic audiences throughout the world; (9) disruption of our business due to network and information systems-related events, such as computer system or network breaches, hackings or other security incidents, viruses, or other destructive or disruptive software or activities; (10) failure to protect our intellectual property, including piracy of our programming and other content, or other infringement or violation of our intellectual property rights, (11) the impact of U.S. and Mexican regulations including Federal Communications Commission regulations and other U.S. and Mexican communications laws; (12) risks related to our substantial indebtedness and ability to pay our debt; and (13) other factors that may be set forth in the Forward Looking Statements accompanying our annual audited and interim unaudited financial statements from time to time. Actual results may differ materially due to these risks and uncertainties. The Company undertakes no obligation to modify or revise any forward-looking statements to reflect events or circumstances occurring after the date that the forward-looking statement was made.

Non-GAAP Financial Measures

Management of the Company evaluates operating performance for planning and forecasting future business operations by considering operating income before depreciation, amortization and certain additional adjustments to operating income (“Adjusted OIBDA”). See “Reconciliation of Operating Income to Adjusted OIBDA” beginning on page 8 hereof.

In addition, the Company presents certain information on an “ex-FX” basis, meaning that it is presenting information on a basis that excludes the impact of foreign exchange rates. The impact of exchange rates on our business is an important factor in understanding period-to-period comparisons of our results. For example, our international revenues are favorably impacted as the U.S. dollar weakens relative to other foreign currencies, including the Mexican peso, and unfavorably impacted as the U.S. dollar strengthens relative to other foreign currencies, including the Mexican peso. We believe the presentation of results on an “ex-FX” basis, in addition to results reported in accordance with U.S. GAAP provides useful information about our operating performance because the presentation ex-FX excludes the effects of foreign currency volatility and highlights our core operating results. The presentation of results on an ex-FX basis should be considered in addition to, but not a substitute for, measures of financial performance reported in accordance with U.S. GAAP.

The ex-FX change represents the percentage change on a period-over-period basis adjusted for foreign currency impacts. The ex-FX change is calculated as the difference between the current year amounts translated at a baseline rate, which is an average rate for each of our currencies (the "2024 Baseline Rate"), and the prior year amounts translated at the same 2024 Baseline Rate. Results on an ex-FX basis, as we present them, may not be comparable to similarly titled measures used by other companies, including "constant currency basis".

Conference call

TelevisaUnivision will conduct a conference call today to discuss its financial results at 10:00 a.m. Eastern Time / 7:00 a.m. Pacific Time. The call will be available via webcast at investors.televisaunivision.com or by dialing (800) 225-9448 (within U.S.) or (203) 518-9708 (outside U.S.).

About TelevisaUnivision, Inc.

TelevisaUnivision is the world's leading Spanish-language media company. Powered by the largest library of owned Spanish-language content and a prolific production capability, TelevisaUnivision is the top producer of original content in Spanish across news, sports and entertainment verticals. This original content powers all of TelevisaUnivision's platforms, which include market-leading broadcast networks Univision, Las Estrellas, Canal 5 and UniMas, and a portfolio of 38 cable networks, which include TUDN, Galavision, Distrito Comedia and TL Novelas. The Company also operates the leading Mexican movie studio, Videocine, and owns and operates the largest Spanish-language audio platform in the U.S. across 35 terrestrial stations and the Uforia digital platform. TelevisaUnivision is also the owner of ViX, the largest Spanish-language streaming platform in the world. For more information, please visit televisaunivision.com.

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CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited and in millions)

	Three Months Ended March 31,	
	2025	**2024**
Revenues	$ 1,023.7	$ 1,149.0
Direct operating expenses	404.0	480.7
Selling, general and administrative expenses	298.9	374.8
Restructuring, severance and related charges	2.9	6.6
Depreciation and amortization	130.8	153.8
Loss (gain) on dispositions, net	0.2	(1.2)
Operating income	186.9	134.3
Other income (expense):		
Interest expense	170.1	183.7
Interest income	(4.8)	(4.0)
Gain on refinancing of debt	—	(1.7)
Other, net	1.6	23.1
Income (loss) before income taxes	20.0	(66.8)
Provision (benefit) for income taxes	8.3	(14.8)
Net income (loss)	$ 11.7	$ (52.0)

CONSOLIDATED BALANCE SHEETS
(In millions, except share and per-share data)

ASSETS	March 31, 2025 (Unaudited)	December 31, 2024 (Audited)
Current assets:		
Cash and cash equivalents	$ 345.4	$ 329.8
Accounts receivable, net	1,065.7	1,032.2
Current portion of program rights and prepayments, net	149.3	122.7
Income taxes	139.2	165.0
Prepaid expenses and other current assets	288.4	224.4
Total current assets	1,988.0	1,874.1
Property and equipment, net	936.2	955.5
Intangible assets, net	4,622.0	4,678.8
Goodwill	5,564.4	5,528.6
Program rights and prepayments, net	1,144.6	1,094.6
Investments	320.2	296.9
Operating lease right-of-use assets, net	155.0	162.2
Deferred tax assets	160.4	154.1
Other assets	65.0	71.2
Total assets	$ 14,955.8	$ 14,816.0
LIABILITIES AND STOCKHOLDER'S EQUITY		
Current liabilities:		
Accounts payable and accrued liabilities	$ 967.3	$ 1,020.6
Current deferred revenue	390.2	224.3
Current operating lease liabilities	42.5	43.4
Current portion of long-term debt and finance lease obligations	155.9	158.6
Total current liabilities	1,555.9	1,446.9
Long-term debt and finance lease obligations	9,310.2	9,329.9
Deferred tax liabilities, net	486.0	501.6
Non-current deferred revenue	124.8	115.1
Non-current operating lease liabilities	134.4	141.8
Other long-term liabilities	189.9	189.5
Total liabilities	11,801.2	11,724.8
Stockholder's equity:		
Common Stock, $0.01 par value; 100,000 shares authorized at March 31, 2025 and December 31, 2024, 1,000 shares issued and outstanding at March 31, 2025 and December 31, 2024	—	—
Additional paid-in-capital	5,896.9	5,900.3
Accumulated deficit	(2,943.0)	(2,954.7)
Accumulated other comprehensive income	200.7	145.6
Total stockholder's equity	3,154.6	3,091.2
Total liabilities and stockholder's equity	$ 14,955.8	$ 14,816.0

CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited and in millions)

	Three Months Ended March 31, 2025	Three Months Ended March 31, 2024
Cash flows from operating activities:		
Net income (loss)	$ 11.7	$ (52.0)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation	51.6	65.3
Amortization of intangible assets	79.2	88.5
Amortization of deferred financing costs	4.8	4.6
Amortization and impairment of program rights and prepayments	204.6	228.7
Deferred income taxes	(14.4)	(34.8)
Non-cash deferred advertising commitments	(11.9)	(13.2)
Debt extinguishment expense	-	(1.7)
Share-based compensation	6.9	21.0
Loss (gain) on dispositions, net	0.2	(1.2)
Other non-cash items	(9.7)	11.9
Changes in assets and liabilities:		
Accounts receivable, net	(29.1)	3.9
Program rights and prepayments, net	(274.7)	(278.2)
Prepaid expenses and other	(35.2)	(108.1)
Accounts payable and accrued liabilities	(72.3)	(77.3)
Deferred revenue	159.5	190.6
Other long-term liabilities	(2.3)	6.6
Other assets	(0.1)	7.3
Net cash provided by operating activities	68.8	61.9
Cash flows from investing activities:		
Capital expenditures	(34.6)	(40.0)
Investments and other, net	-	8.7
Net cash used in investing activities	(34.6)	(31.3)
Cash flows from financing activities:		
Proceeds from issuance of long-term debt	-	343.1
Payments of long-term debt and finance leases	(22.9)	(384.5)
Payments of refinancing fees and others	-	(2.8)
Proceeds from swap interest	12.3	19.6
Dividend payments on behalf of TelevisaUnivision, Inc.	(10.3)	(10 .3)
Net cash used in financing activities	(20.9)	(34.9)
Net increase (decrease) in cash, cash equivalents, and restricted cash	13.3	(4.3)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	2.4	3.0
Cash, cash equivalents, and restricted cash, beginning of period	331.9	227.5
Cash, cash equivalents, and restricted cash, end of period[2]	$ 347.6	$ 226.2

RECONCILIATION OF OPERATING INCOME TO ADJUSTED OIBDA[1]

Management of the Company evaluates operating performance for planning and forecasting future business operations by considering Adjusted OIBDA (as described below) and Bank Credit Adjusted OIBDA (as described below). Management also uses Bank Credit Adjusted OIBDA to assess the Company's ability to satisfy certain financial covenants contained in the Company's senior secured credit facilities and the indentures governing its senior notes. Adjusted OIBDA and Bank Credit Adjusted OIBDA eliminate the effects of certain items that the Company does not consider indicative of its core operating performance. Adjusted OIBDA represents operating income (loss) before depreciation, amortization, and certain additional adjustments to operating income (loss). Bank Credit Adjusted OIBDA represents Adjusted OIBDA with certain additional adjustments permitted under the Company's senior secured credit facilities, new term loan and indentures governing the senior notes that include add-backs and/or deductions, as applicable, for specified business optimization expenses, and income (loss) from equity investments in entities, the results of which are consolidated in the Company's operating income (loss), that are not treated as subsidiaries, and certain other expenses. Adjusted OIBDA and Bank Credit Adjusted OIBDA are not, and should not be used as, indicators of or alternatives to operating income (loss) as reflected in the consolidated financial statements. They are not measures of financial performance under GAAP and they should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP. Since the definition of Adjusted OIBDA and Bank Credit Adjusted OIBDA may vary among companies and industries, neither should be used as a measure of performance among companies. The Company is providing a reconciliation of the non-GAAP terms Adjusted OIBDA and Bank Credit Adjusted OIBDA to operating income, which is the most directly comparable GAAP financial measure.

The tables below set forth a reconciliation of the non-GAAP terms Adjusted OIBDA and Bank Credit Adjusted OIBDA to operating income.

	Three Months Ended March 31,	
	2025	**2024**
(Unaudited, in millions)		
Operating income	$ 186.9	$ 134.3
Less expenses included in operating income but excluded from Adjusted OIBDA:		
Depreciation and amortization	130.8	153.8
Restructuring, severance and related charges	2.9	6.6
Loss (gain) on dispositions, net[3]	0.2	(1.2)
Share-based compensation	6.9	21.0
Impairment of program rights[4]	14.0	1.0
Purchase price adjustments[5]	1.4	1.4
Other adjustments[6]	2.0	11.6
Adjusted OIBDA	$ 345.1	$ 328.5
Less expenses included in Adjusted OIBDA but excluded from Bank Credit Adjusted OIBDA:[7]	4.6	4.9
Bank Credit Adjusted OIBDA	$ 349.7	$ 333.4

[1] See page 8 for a description of the non-GAAP term Adjusted OIBDA, a reconciliation to operating income and limitations on its use.

[2] Restricted cash included within Prepaid expenses and other and Other assets was $2.2 million as of March 31, 2025 and primarily pertains to escrow amounts for certain lease and grant payments. Restricted cash included within Prepaid expenses and other and Other assets was $2.1 million as of December 31, 2024 and pertains to escrow amounts for certain lease and grant payments.

[3] Loss on dispositions, net in 2025 relates to retirement of fixed assets. Gain on dispositions, net in 2024 primarily relates to lease modification.

[4] Impairment of program rights primarily relates to sports with certain payments made in excess of the recoverable amount and program rights which will no longer be aired. Impairment of program rights is included in direct operating expenses within the consolidated statement of operations.

[5] Purchase price adjustment relates to amortization of the step-up balance of the Televisa program rights acquired on January 31, 2022.

[6] Other adjustments in 2025 and 2024 to operating income are primarily comprised of unusual and infrequent items as permitted by our credit agreement.

[7] Under the Company's credit agreement governing the Company's senior secured credit facilities, the new term loan facility and indentures governing the Company's senior notes, Bank Credit Adjusted OIBDA permits the add-back and/or deduction, as applicable, for specified income (loss) from equity investments in entities, the results of which are consolidated in the Company's operating income, that are not treated as subsidiaries, in each case under such credit facilities and indentures, and certain other expenses. The amounts for certain entities that are not treated as subsidiaries under the Company's senior secured credit facilities, new term loan facility and indentures governing the Company's senior notes above represent the residual elimination after the other permitted exclusions from Bank Credit Adjusted OIBDA. In addition, certain contractual adjustments under the Company's senior secured credit facilities, new loan term facility and indentures are permitted to operating income under the Company's senior secured credit facilities, new term loan and indentures governing the Company's senior notes in all periods related to the treatment of the accounts receivable facility under GAAP that existed when the senior secured credit facilities were originally entered into and other miscellaneous items.