

# **GRUPO MEGACABLE HOLDINGS ANNOUNCES RESULTS FOR THE FOURTH QUARTER OF 2013**

**Guadalajara, Jalisco, Mexico, February 27, 2014 -** Megacable Holdings S.A.B. de C.V. ("Megacable" or "the Company") (BMV: MEGA.CPO) announced today its results for the fourth quarter of 2013 ("4Q13") and full year 2013 ("12M13"). Figures were prepared in accordance with International Financial Reporting Standards (IFRS). All figures are expressed in thousands of pesos (Ps.), unless otherwise indicated.

#### Highlights 4Q13 versus 4Q12:

- Net service revenues rose 21%
- Consolidated EBITDA increased 26%
- Operating income increased 36%, reaching Ps. 792 million
- On December 17, the Company paid a dividend for a total of Ps. 1 billion
- As of December 31, 2013 Megacable had a cash position of Ps. 2,621 million
- The Company migrated Internet subscribers from 5 to 10 MB speeds in its main markets

# **Highlights**

Consolidated Financial Results			Variation
Figures in millions of pesos	4Q13	4Q12	4Q13 vs 4Q12
Service Income	2,748	2,279	21%
Adjusted EBITDA for Cable Operations	1,172	935	25%
Adjusted EBITDA Margin for Cable			
Operations	44.4%	42.7%	
Consolidated EBITDA	1,194	947	26%
Consolidated EBITDA Margin	43.5%	41.6%	
Net Income	579	444	30%
Net Debt	(328)	(353)	-7%
Net Debt/Annualized consolidated EBITDA	(80.0)	(0.09)	
Interest Coverage	25.57	31.53	

Operating Results			Variation
	4Q13	4Q12	4Q13 vs 4Q12
Homes Passed	6,573,832	6,210,119	6%
Network Kilometers	46,958	44,390	6%
Two- way Network Percentage	97%	97%	
Cable Television Subscribers	2,143,773	2,100,345	2%
Digital Cable Subscribers	1,324,096	1,171,258	13%
Penetration Rate of Households	32.6%	33.8%	
HSD Internet Subscribers	950,705	834,781	14%
Penetration Rate of Cable Subscribers	44.3%	39.7%	
Telephony Subscribers	577,539	555,900	4%
Penetration Rate of Cable Subscribers	26.9%	26.5%	
Unique Subscribers	2,250,484	2,192,588	3%
Revenue Generating Units	3,672,017	3,491,026	5%
RGU's Per Unique Subscribers	1.63	1.59	2%
ARPU per Unique Subscriber	407.6	353.5	15%



# **Executive Summary**

Megacable concluded 2013 with outstanding revenues and EBITDA. Service revenues reached Ps. 2,748 million during 4Q13, an increase of 21% compared to 4Q12, reaching a total figure for 2013 of Ps. 10,068 million, growth of 12% year-over-year. Consolidated EBITDA reached Ps. 1,194 million in 4Q13, an increase of 26% compared to 4Q12 and Ps. 4,356 million for the year, 15% higher compared to 2012.

These results were mainly due to the addition of new services, such as HD channels, VOD, premier packages, On Demand, larger STB numbers, among others by our existing subscribers. ARPU's in all segments posted growth with 8%, 6% and 5% in Video, Internet and Telephony, respectively, compared to 4Q12, posting an increase in the number of services contracted by subscriber, from 1.59 in 4Q12 to 1.63 RGU's per subscriber in 4Q13.

Our On Demand product, launched in November, has experienced strong acceptance among subscribers, who are learning how to navigate the platform. The On Demand product has contributed added value to the service by allowing users to view their favorite content on all their devices. It was launched at a price of Ps. 75 per month, with more than 3,000 hours of content.

The digitalization project continues to offer subscribers the best image quality and most advanced technology in digital signal, achieving digitalization in over 150 thousand homes and reaching over 1.3 million subscribers. Over the course of the year the Company focuses on the migration of subscribers to packages with a higher number of channels and services, which was reflected in the segment's revenues.

On December 17, 2013 a dividend payment was made for a total of Ps. 1, at Ps. 0.5820 per series "A" share, for each of the 1,718,087,173 outstanding shares and Ps. 1.1640 per "CPO" share.

During 2013, the Company invested Ps. 2 billion in CAPEX, broken down primarily as follows: Ps. 463 million for construction & upgrades, Ps. 446 million for STB acquisitions and Ps. 403 million to purchase Noc, CTC and tools, which represented 23%, 22% and 20% of total CAPEX, respectively.

Megacable's strategy of maintaining a selective subscriber base, while seeking to improve efficiency and effectiveness has been very successful. As a result, the Company has experienced a notable increase in revenues and an improvement in margins, as well as a healthier subscriber base. On the other hand, the Company has reported a better RGU integration, as well as initial growth in ARPUs in the majority of the services, which confirmed this strategy was truly effective.





# **Operating Results**

MEGACABLE HOLDINGS S. A. B. DE C. V. QUARTERLY OPERATING DATA							
				Varia	ition		
	4Q13	4Q12	3Q13	4Q13 vs	4Q13 vs		
				4Q12	3Q13		
ARPU (1) (Ps.)							
Unique Subscribers	407.6	353.5	370.3	15%	10%		
Video	241.9	224.7	230.5	8%	5%		
Internet	201.3	190.1	199.8	6%	1%		
Telephony	182.1	172.9	184.1	5%	-1%		
Other Income (2)	48.6	21.5	25.8	126%	88%		
Monthly Average							
Churn Rate							
Video	2.8%	2.8%	2.9%				
Internet	2.9%	3.2%	3.1%				
Telephony	3.2%	3.7%	3.6%				

#### Notes:

- (1) ARPU, or average revenue per unit for each segment, is the result of calculating total revenue per each segment for the period, divided by the average number of subscribers.
- (2) Other income includes revenues generated from MCM, Videorola, Metrocarrier, MMDS, Ho1a and the channels produced by Megacable, which are included in the unique subscriber's ARPU calculation.

# Video Segment

The Video segment increased 2% year-over-year, concluding 4Q13 with 2,143,773 subscribers, with the addition of over 43 thousand new subscribers, compared to the same quarter of the previous year and 10 thousand new subscribers compared to 3Q13.

The ON Demand product allows users to enjoy movies, series, cartoons and favorite channels from their PC, Tablet or Smartphones, with access to 400 titles and 20 direct channels. As for the digitalization project, in 4Q13 the Company added more than 73 thousand digital subscribers compared to the previous quarter, and 153 thousand digital subscribers year-over-year, an increase of 13%.

For 4Q13, the Company had an average of 50 HD channels, the majority with Mpeg-4 technology and Dolby Digital 5.1 sound, offering the finest channels for movies, sports, documentaries, concerts and more.

Video ARPU increased 5% compared to 3Q13, going from Ps. 224.7 to Ps. 241.9, and increased 8% compared to 4Q12. This increase was mainly due to the addition of different products to the video segment, such as HD, VOD, premier packages, On Demand, digital receiver rentals, the pay-in-advance promotion, associated with the effect of the selective recovery policy and an increase in advertising sales.





#### Internet

The broadband Internet segment reported a 14% increase in subscribers, from 4Q12 to 4Q13, growing its subscriber base by over 116 thousand, to 951 thousand at the end of the quarter. Internet ARPU increased 6% and 1%, compared to 4Q12 and 3Q13, respectively, reaching Ps. 201.3 in 4Q13.

The Company offered the highest internet speeds in the market at a competitive price, driven by a state-of-the-art network, as well as the launching of services with Docsis 3.0 technology, which enables a 5, 10, 20, 50 and 100 MB speed internet. Moreover, with the majority of subscribers being migrated from 5 to 10 MB speed internet, Megacable is once again the leader in internet services once again.

### Telephony

The Telephony segment concluded the quarter with 578 thousand subscribers, which represented an increase of approximately 22 thousand net additions compared to 4Q12. ARPU for the segment decreased 1% compared to 3Q13, due to the promotions that took place at year end and increase 5% compared to 4Q12.

## Unique Subscribers and Revenue Generating Units (RGU's)

During 4Q13, unique subscribers reached 2,250,484, an increase of 3% year-over-year, while RGUs reached 3,672,017 at the end of 4Q13, a 5% growth year-over-year. As a result, RGUs by unique subscriber was 1.63, 2% growth compared to 1.59 in 4Q12.

ARPU per unique subscriber was Ps. 407.6, an increase of 10% compared to 3Q13 and 15% compared to 4Q12.

# **Average Monthly Churn Rate**

The average monthly churn rate for the Internet and Telephony segments declined. Internet went from 3.2% to 2.9%, down 26 basis points, and Telephony from 3.7% to 3.2%, a decrease of 46 basis points year-over-year. The average monthly churn rate for the Video segment remained at 2.8% year-over-year, supported by the Company's ongoing operating efficiency initiatives.

#### **Homes Passed and Network Kilometers**

As of December 31, 2013, the Company's cable network reached 46,958 kilometers, passing 6,573,832 homes. The network now reaches 97% bi-directionality.





## **Consolidated Results**

Income by Segment in millions of Pesos								
	4Q13	4Q12	4Q13 vs 4Q12	12M13	12M12	12M13 vs 12M12		
Video	1,551	1,388	12%	5,930	5,502	8%		
Internet	561	468	20%	2,128	1,808	18%		
Telephony	309	284	9%	1,221	1,134	8%		
Other	327	139	136%	789	533	48%		
Total	2,748	2,279	21%	10,068	8,977	12%		

Total income increased notably by 21%, from 4Q12 to 4Q13, reaching a total of Ps. 2,748 million and 12%, comparing 2012 to 2013, reaching a total of Ps. 10,068 million for 2013. Revenues from 4Q12 to 4Q13 increased as follows: 12% for Video, 20% for Internet, 9% for Telephony and e 136% for other income. This increase was mainly driven by the corporate divisions of Metrocarrier, MCM and Ho1a, which represent 88% of the Other Income segment. Furthermore, Metrocarrier revenues grew 53% and 119%, compared to 3Q13 and 4Q12, respectively. Metrocarrier represents 16% the Other Income segment.

Cost of services increased by 12% from 3Q13 to 4Q13, mainly due to the integration of the Ho1a operations. Excluding the acquired company's figures, the increase would have been 4%. These results were achieved through the Company's implemented measures for careful management of costs and expenses. Costs to revenue ratio were unchanged compared to 4Q12. When comparing cost of services for 2013 compared to 2012, these remained at 30%, mainly due to the benefit from the cost of connections and programming, thus offsetting the integration of the acquisitions mentioned above.

Operating and general expenses, as a ratio of revenues, decreased from 28% in 3Q13 to 27% in 4Q13. Comparing 2013 to 2012, this ratio decreased 300 basis points, principally due to the company-wide cost reduction strategies.

As a result, adjusted EBITDA for the cable operations reached Ps. 1,172 million in 4Q13, a notable 25% higher compared to 4Q12, with an adjusted EBITDA margin of 44.4%. Adjusted EBITDA grew 14% from 2012 to 2013, reaching an adjusted EBITDA margin of 44.1% in 9M13. Consolidated EBITDA margin was 43.5% in 4Q13, reaching Ps. 1,194 million, a 26% increase compared to the same period of the previous year. The twelve months of 2013, EBITDA increased 15% compared to 2012, and reached a Consolidated EBITDA margin of 43.3%.





				EBITDA				
In thousands of Pesos		4Q13		4Q12	4Q13 vs 4Q12	12M13	12M12	12M13 vs 12M12
Consolidated operating Income	\$	792,392	\$	581,035	36%	\$ 2,816,720	\$ 2,410,600	17%
Less operating Income (Loss) of MCM	\$	8,551	-\$	648	-1419%	\$ 45,361	\$ 11,908	281%
Operating Income for Cable Operations Plus Consolidated depreciation and	\$	783,841	·	581,683	35%	\$ 2,771,359	\$ 2,398,692	16%
amortization	\$	401,831	\$	365,960	10%	\$ 1,538,826	\$ 1,366,538	13%
Less depreciation and amortization of MCM Holding	\$	14,021	\$	12,721	10%	\$ 52,337	\$ 45,213	16%
Adjusted EBITDA for Cable Operations (1)	\$ 1	,171,651	\$	934,922	25%	\$ 4,257,849	\$ 3,720,018	14%
Total Income excluding MCM	\$ 2	2,638,675	\$	2,189,109	21%	\$ 9,657,510	\$ 8,630,166	12%
Adjusted EBITDA Margin for Cable Operations		44.4%		42.7%		44.1%	43.1%	
Consolidated EBITDA (2)	\$ 1	,194,223	\$	946,995	26%	\$ 4,355,546	\$ 3,777,138	15%
Consolidated EBITDA Margin		43.5%		41.6%		43.3%	42.1%	

#### Notes:

- (1) Adjusted EBITDA is calculated by adding net income/loss to the following: depreciation and amortization, net comprehensive financing income, other net income, non-recurring expenses (income), total income tax, workers profit sharing, equity in income of associated companies and minority interest, less MCM EBITDA.
- (2) Adjusted Consolidated EBITDA is calculated by adding to the net income/loss the following: depreciation and amortization, net comprehensive financing income, other net income, non-recurring expenses (income), total income tax, workers profit sharing, equity in income of associated companies and minority interest.

# **Liquidity, Debt and Capital Structure**

# Liquidity

The Company's liquidity ratios improved, primarily due to the renegotiation of the bank loan that was converted to long-term during 3Q13. Total current assets of the Company increased 14% from 4Q12 to 4Q13, mainly due to an increase in accounts receivables, net of 133%, mainly due to the acquisition of the group Ho1a, mentioned previously, and the incorporation of these figures into Megacable's balance sheet, showing a further increase in the Ccompany's cash position.

	as of December	31, 2013
<b>Liquidity Ratio</b>	2013	2012
Assets Ratio	1.72	0.83





# Property, Systems and Equipment, Net

Property, Systems and Equipment increased 7%, reaching Ps. 12,394 million, an increase of Ps. 822 million compared to 4Q12. This was mainly due to organic growth via the construction of new network kilometers, as well as the purchase of CTC/subscriber equipment for the digitalization project, Internet and Telephony, the purchase of vehicles, computer and office equipment, and as mentioned before, the incorporation of Ho1a assets.

#### Debt

The Company currently maintains bank debt for over Ps. 2 billion, which was renegotiated and has an interest at a rate of TIEE 28-days + 49 basis points.

As a result of the above, debt and leverage ratios showed remarkable improvement, with a net debt / annualized EBITDA indicator of -0.08x and an interest coverage of 25.57x.

	as of December 3		
Debt Ratios	2013	2012	
Debt Ratio	0.28	0.28	
Debt to Equity Ratio	0.39	0.39	
Net Debt/ Annualized EBITDA	(0.08)	(0.09)	
Interest Coverage			
EBITDA/ Interests Expenses	25.57	31.53	

In terms of Net Debt, Megacable concluded the quarter with excess cash of Ps. 328 million over the Company's total financial debt, despite the dividend payment and acquisitions made throughout the guarter.

in thousands of Pesos	4Q13	4Q12
Short Term Debt	104,989	2,111,656
One year maturity of long term bank loans	104,989	2,111,656
<b>Long Term Debt</b> Bank Loans Accounts Payable	<b>2,188,282</b> 2,114,764 73,518	<b>28,763</b> 28,763 -
Total Debt	2,293,272	2,140,420
Cash and Short Term Investments	2,620,897	2,493,906
Net Debt	(327,626)	(353,486)





## Shareholders' Equity

Shareholders' equity rose 5% year-over-year, from Ps. 14,908 million to Ps. 15,685 million, mainly as a result of the 6% increase in the Company's retained earnings. It is worth noting that since 2013 the Company recognizes a legal reserve of Ps. 489 million.

#### **CAPEX**

During 4Q13, Megacable invested Ps. 618 million, which was primarily allocated towards the construction of new network kilometers, purchase of CTC/subscriber equipment, both for the digitalization project, as well as for Internet/Telephony subscriber growth and the modernization of the Company's cable network.

## **Corporate Segment**

This segment includes Metrocarrier, MCM and Ho1a units, which are focused on different segments of the market, such as micro SME, corporate and carriers; providing transportation services, connectivity, equipment and managed services. Currently represents more than 10% of the Company's revenues, using the technological advantage of fiber and coaxial networks, as well as the geographic presence in over 25 states in Mexico.

Megacable acquired "Ho1a" which has more than 22 years in the Mexican market of telecommunications and information technology. This acquisition allows Metrocarrier to efficiently complement the corporate and government sectors where "Ho1a" has extensive experience. This acquisition allows Megacable to participate in tenders for projects that require complete solutions, not just connectivity. This alliance extends the services portfolio that Megacable offers to all market segments and technology solutions that our customers require.

# **Dividend Payment**

Megacable's shareholders approved a dividend payment for a total of Ps. 1 billion. On December 17, 2013. The dividend was paid in full with Ps. 0.5820 per each Series "A" share and Ps. 1.1640 per each "CPO" series share.

# **Shares Outstanding**

As of December 31, 2013, the Company had 1,718 million total shares outstanding, while the number of outstanding CPOs was 298 million, with 1.6 million CPOs held in treasury. The remaining resources at the end of 4Q13 were 241 million shares with a 35% free-float.





Stock Information	
Ticker	<b>MEGA.CPO</b>
2 Series "A" Shares =	1 CPO
Total Outstanding Series "A" Shares (millions)	1,718
Outstanding CPOs (thousands)	298,484
CPOs in Treasury (thousands)	1,634
Mkt. Cap (In Ps. Millions)	\$ 37,935
Closing Price (Ps) *	\$ 44.16
As of December 31, 2013	

Source: Infosel

# **About the Company**

Megacable is one of the main high-speed Internet services provider's by cable, and digital telephony over cable network according to the National Chamber of Cable Telecommunications (CANITEC). The Company is present in 25 states in Mexico and over 250 municipalities. As of December 31, 2013, the Company had 12,656 employees.





# **Quarterly Income Statement**

## **MEGACABLE HOLDINGS, S. A. B. DE C.V.**

For the three-month periods ended December 31, 2013 and 2012

in thousands of Pesos			Variation
in thousands of Pesos	4Q13	4Q12	4Q13 vs 4Q12
Services Income	\$ 2,747,850	\$ 2,278,534	21%
Cost of Services	807,502	666,733	21%
Gross Profit	\$ 1,940,348	\$ 1,611,801	20%
Operating and General Expenses	746,126	664,806	12%
EBITDA	\$ 1,194,223	\$ 946,995	26%
Depreciation and amortization	401,831	365,960	10%
Operating Profit	\$ 792,392	\$ 581,035	36%
Other income (expenses), net Comprehensive Financing Income,	26,372	-2,065	(1377%)
Net Equity in income of associated	-27,800	1,324	(2200%)
companies Income Before Income Tax and	3,569	-5,286	(168%)
Minority Interest	\$ 842,995	\$ 582,932	45%
Income Tax	172,624	100,282	72%
Net Profit	\$ 670,372	\$ 482,650	39%
Net income attribute to:			
Controlling interest	91,471	38,543	137%
Non-Controlling interest	578,901	444,107	30%
	\$ 670,372	\$ 482,650	39%





# **Full-Year Income Statement**

## **MEGACABLE HOLDINGS, S. A. B. DE C.V.**

For the twelve-month periods ended December 31, 2013 and 2012

In thousands of Pesos		12M13	12M13	Variation 12M13 vs 12M13
Services Income Cost of Services	\$ :	<b>10,068,215</b> 2,977,374	\$ <b>8,977,018</b> 2,725,487	<b>12%</b> 9%
Gross Profit	\$	7,090,841	\$ 6,251,531	13%
Operating and General Expenses		2,735,295	2,474,393	11%
EBITDA	\$	4,355,546	\$ 3,777,138	15%
Depreciation and amortization		1,538,826	1,366,538	13%
Operating Profit	\$	2,816,720	\$ 2,410,600	17%
Other income (expenses), net		90,061	10,992	719%
Comprehensive Financing Income, Net		-32,110	-112,301	(71%)
Equity in income of associated companies  Income Before Income Tax and		-14,320	-3,283	336%
Minority Interest	\$	2,953,211	\$ 2,537,176	16%
Income Tax		606,619	501,763	21%
Net Profit	\$	2,346,592	\$ 2,035,414	15%
Net income attribute to: Controlling interest Non-Controlling interest		153,854 2,192,737	95,075 1,940,339	62% 13%
	\$	2,346,592	\$ 2,035,414	15%





# **Balance Sheet**

# MEGACABLE HOLDINGS, S. A. B DE C. V. Y SUBSIDIARIAS Balance Sheet In Thousands of Pesos

	as of Dece	mber 31,
	2013	2012
<u>ASSETS</u>		
CURRENT ASSETS:		
Cash and short term investments	2,620,897	2,493,906
Accounts receivable from customers and other, net	958,013	411,375
Recoverable taxes	187,770	242,115
Inventories	138,908	288,762
Total Current Assets	3,905,588	3,436,157
Investment in shares of associated companies	101,770	86,395
Property, systems and equipment, net	12,393,721	11,571,482
Goodwill, net	4,345,891	4,277,036
Defered Taxes	122,471	156,314
Other assets	256,244	477,872
Affiliated and Associated Companies	689,956	653,113
Total Assets	21,815,641	20,658,370
LIABILITIES AND STOCKHOLDER'S EQUITY		
CURRENT LIABILITIES		
One-year maturity of long term liabilities	104,989	2,111,656
Suppliers	587,648	593,964
Affiliated and Associated Companies	763,991	579,689
Accounts payable and accrued expenses payable	817,351	852,429
Financial instruments	176	1,879
Total Current Liabilities	2,274,156	4,139,616
LONG TERM LIABILITIES		
Bank loans	2,114,764	28,763
Labor obligations	173,215	125,447
Accounts payable	73,518	-
Deferred taxes	1,495,209	1,302,362
Total Long Term Liabilities	3,856,706	1,611,082
Total Liabilities	6,130,863	5,750,698
STOCKHOLDERS' EQUITY		
Capital Stock	910,244	910,244
Net Premium on the placement of shares	2,103,306	2,117,560
Retained Earnings	11,640,135	11,001,696
Minority Interest	542,262	389,339
Legal Reserve	488,832	488,832
Total Stockholders' Equitiy	15,684,778	14,907,672
Total Liabilities & Stockholders' Equity	21,815,641	20,658,370





# **Disclaimer**

This press release contains forward-looking statements regarding the Company's results and future prospects which are subject to risk and uncertainty. Therefore, these results and statements may differ due to various factors. Moreover, figures in this report may vary due to rounding.

For more information please visit:

http://inversionistas.megacable.com.mx

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