



Megacable Holdings S.A.B. de C.V.

2Q23 – Earnings Conference Call



Consolidation

- We have migrated **37.7 thousand KM** from HFC to FTTH since 2020
- **71% of our subscribers** receive their service through fiber
- Our **penetration** in the legacy territories remains **above 40%**



Network Evolution project



Expansion

- **Doubling the size of the Company**
- In the last 24 months, we have:
 - built more than **7.2 million** homes passed and **32.9k kilometers**
 - We have added more than **750 thousand broadband subscribers**



Expansion Plan



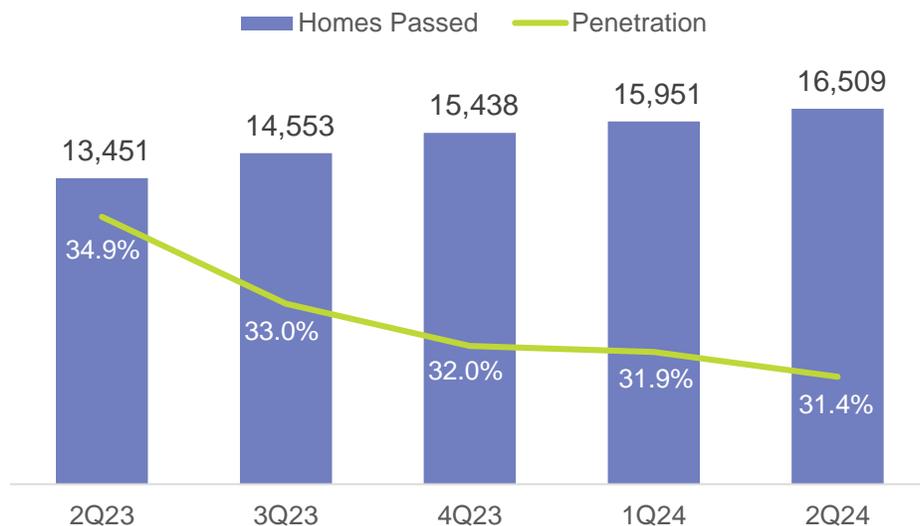
Profitability

- Strong trend of **capex reduction**
- **Low level of leverage**, in spite of the large investments made
- The Company **does not foresee** any other relevant projects in the coming years
- Focus on **cash flow** improvement
- We are one of the 5 companies with the **highest dividend yield** in the country



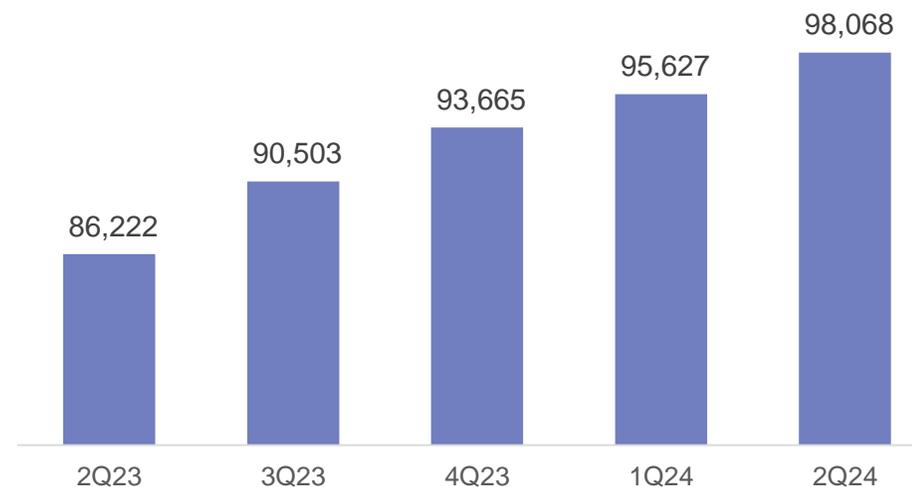
Financial health

Homes Passed



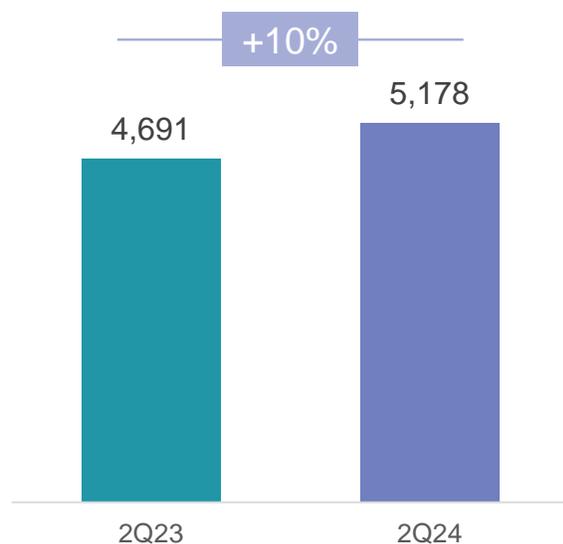
- **+3 million** homes passed compared to 2Q23
- **+557 thousand** homes built in the period
- **+7.2 million homes** passed, since the announcement of the expansion project

Kilometers of network



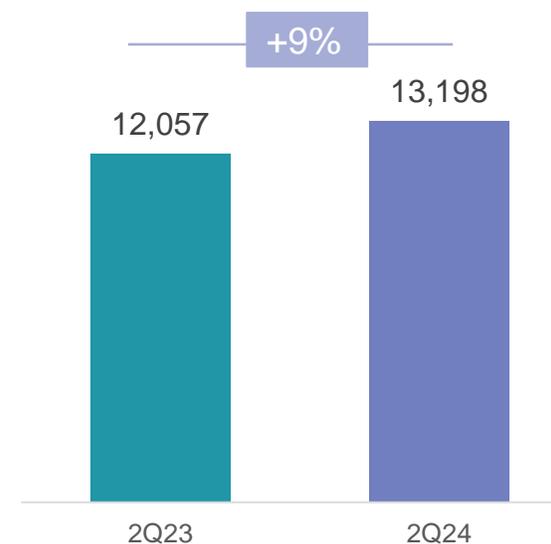
- **+11,845** new kilometers compared to 2Q23
- **+2,440** new kilometers built in this quarter
- **72%** with FTTH technology.

Unique Subscribers



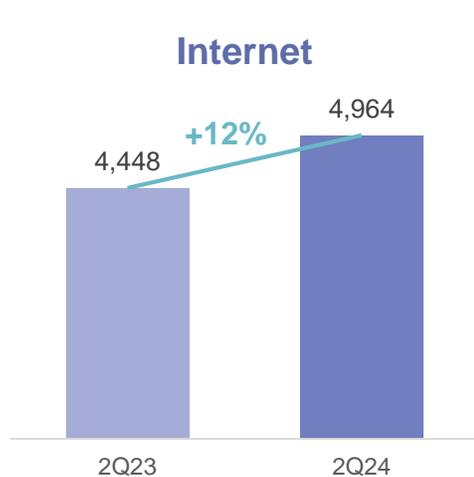
- **+487k** net adds compare to 2Q23
- **+88k** new subscribers at the quarter-end
- **Subscriber growth** in both organic and expansion zones

RGUs



- **+1.1 million** net adds compare to 2Q23
- **+141k** additions in this quarter
- **This is the sixth period,** growing above one million net additions

Operative Results



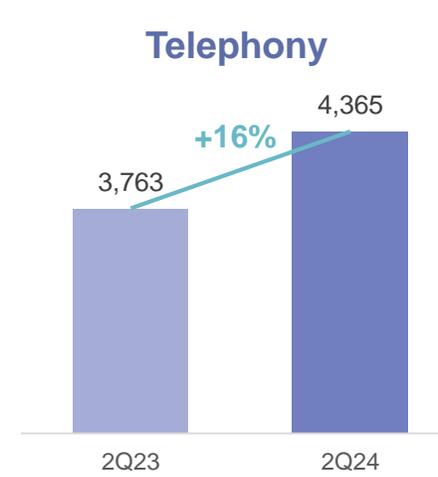
+515k
Net adds vs 2Q23

+91k
Net adds vs 1Q24



+23k
Net adds vs 2Q23

-60k
Net adds vs 1Q24

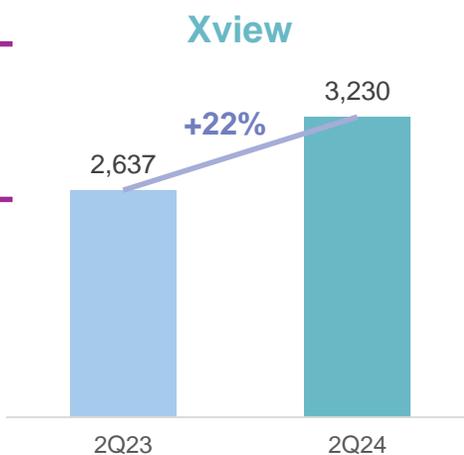


+603k
Net adds vs 2Q23

+110k
Net adds vs 1Q24

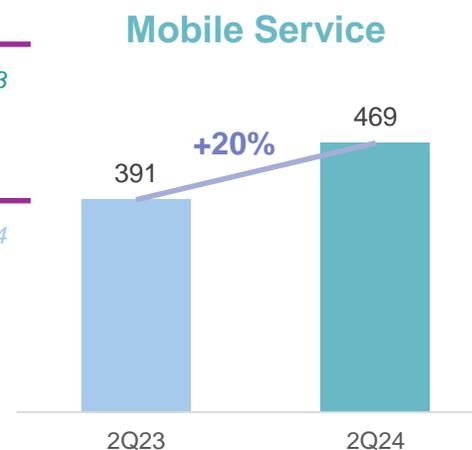
+593k
Net adds vs 2Q23

+167k
Net adds vs 1Q24



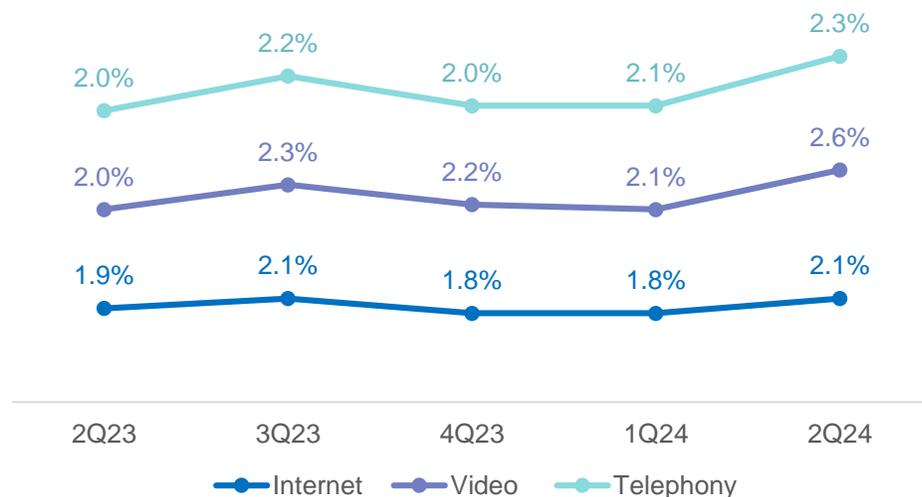
+78k
Net adds vs 2Q23

+8k
Net adds vs 1Q24



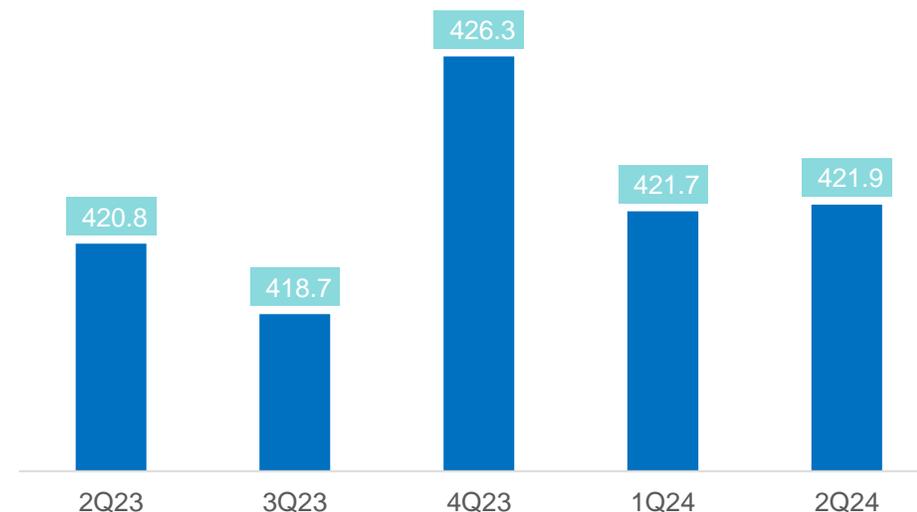
Churn rate

Mass Segment services



ARPU per Unique Subscriber

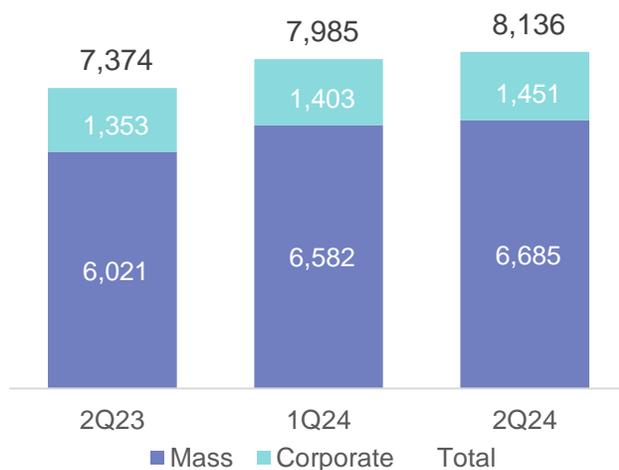
MXN



- The churn rate of the three Mass Segment services **increased** with respect to 2Q23 and 1Q24
- The rise in the churn rate was mainly due to the **price adjustment** made in March and the **holiday season**, which increased disconnections in April

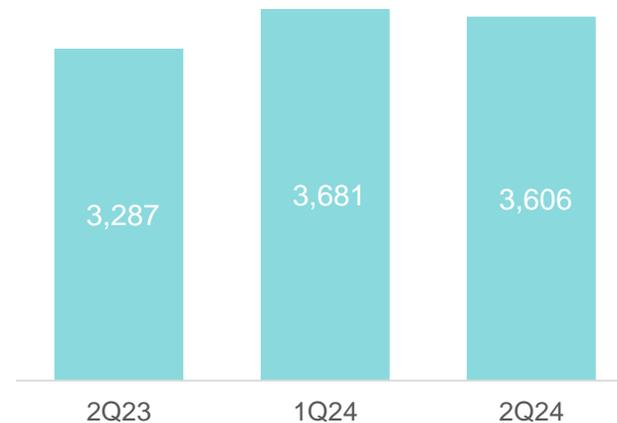
- ARPU per unique subscriber **remained** virtually **unchanged** from 1Q24 and 2Q23
- Although the new cities do not contribute fully to ARPU, we have managed **to keep it stable** sequentially

Revenues



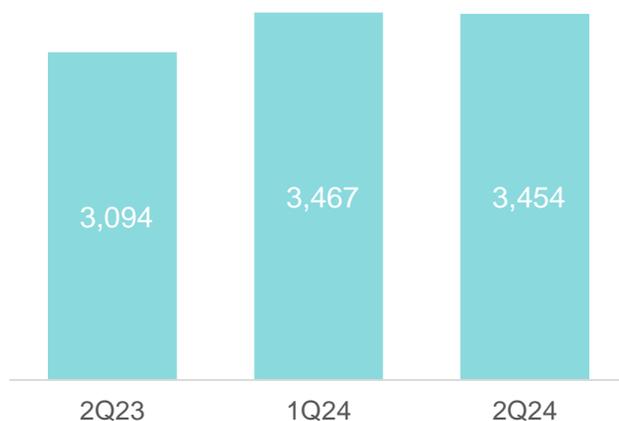
+10.3%
vs 2Q23

EBITDA



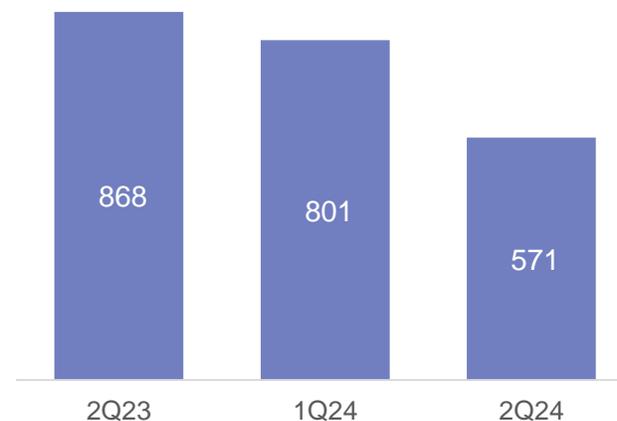
+9.7%
vs 2Q23

EBITDA for Cable Operations



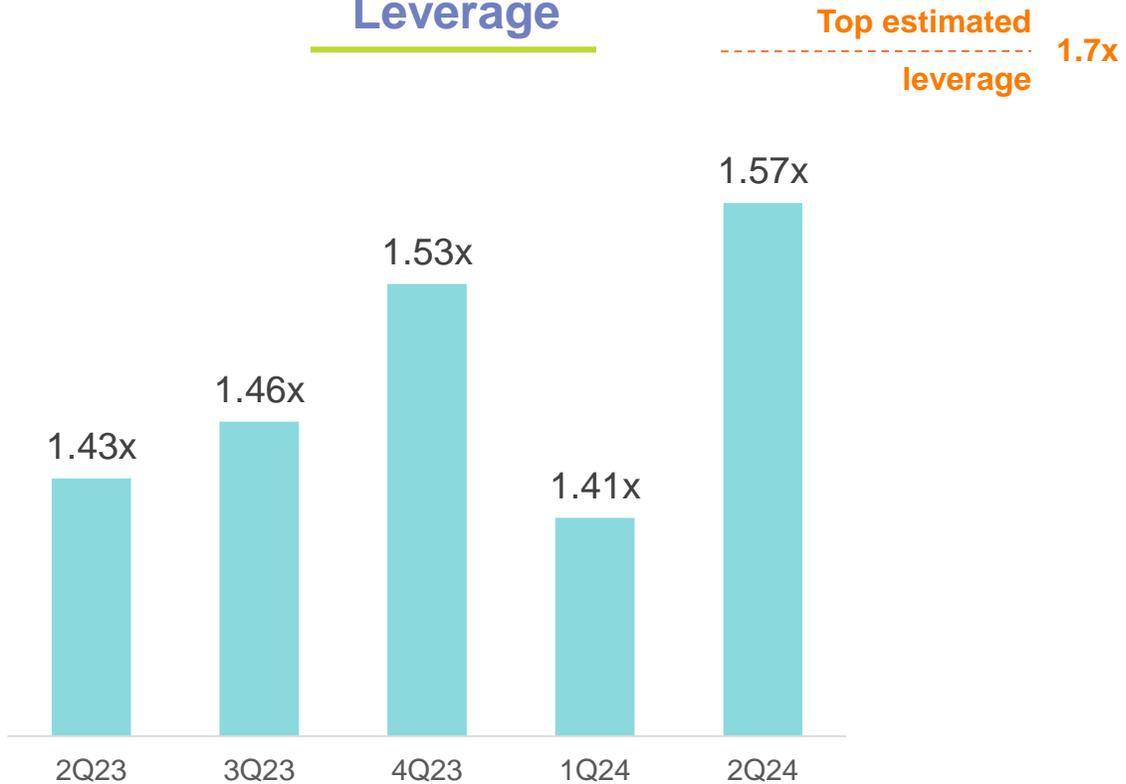
+11.6%
vs 2Q23

Net Earnings



-34.2%
vs 2Q23

Leverage

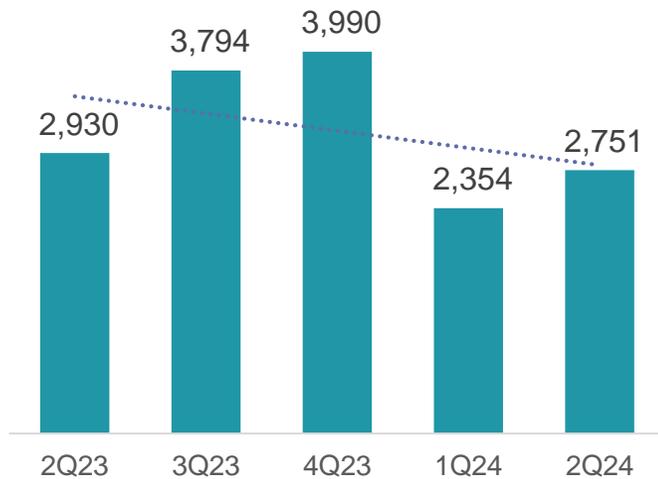


Considerations

- The ND/EBITDA ratio reached **1.57x**, **not exceeding 1.7x** as expected
- This 2Q23, is the highest level of leverage we will see, in the coming periods we **expect a decrease in leverage**
- At this level, we remain one of the **lowest in the industry**, despite our significant investments

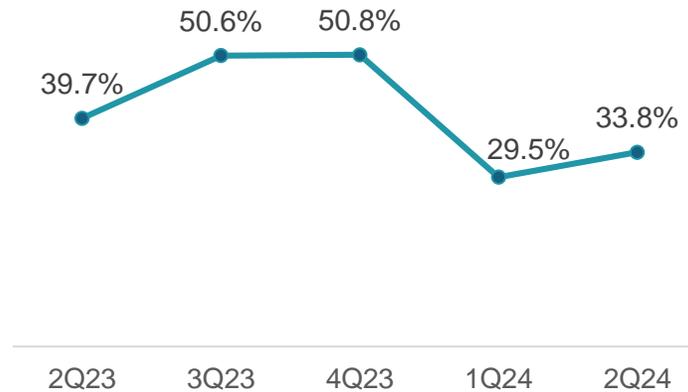
Quarterly CAPEX

MXN



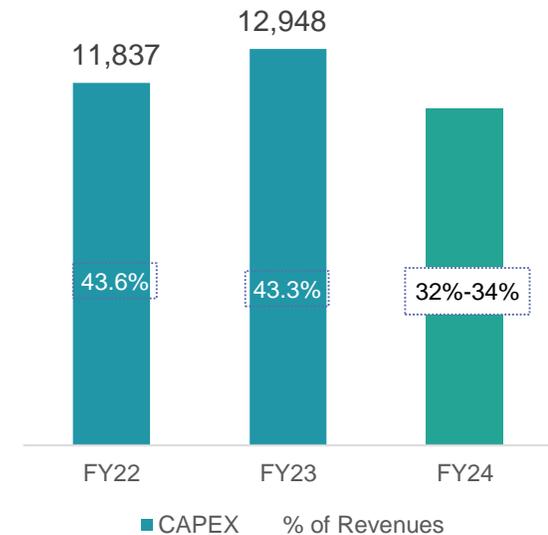
- Marked **slowdown trend**
- **In line** with our **estimate** for the quarter and the rest of the year

% of Revenues

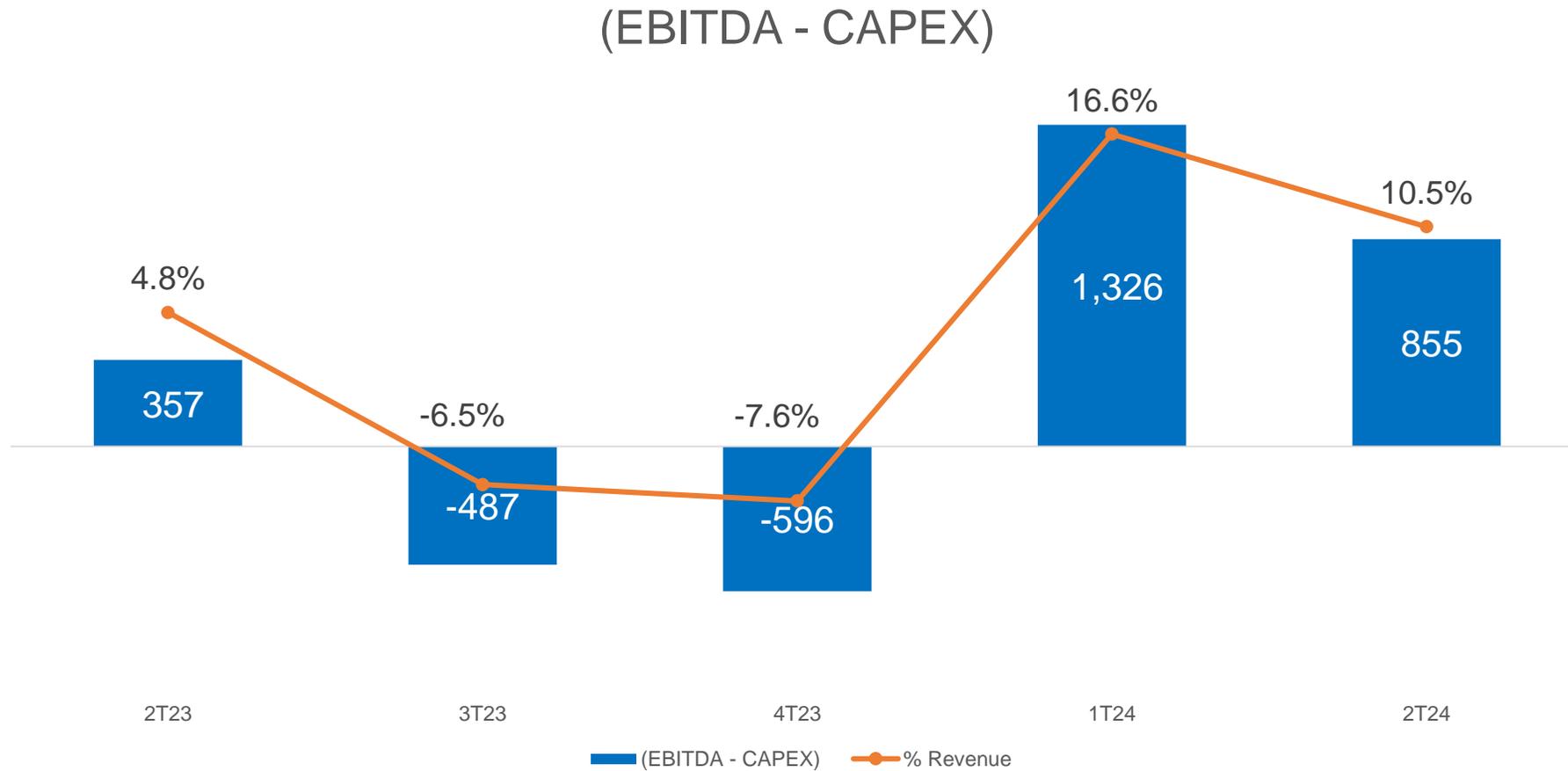


- CAPEX for **1H24** was **31.6%**, compared to **35.6%** in the same period of the **previous year**

CAPEX per year



- The Company **maintains its forecast** for this ratio between **32% and 34%** for FY24



The Company is focused in reducing CAPEX and improving Cash Generation in the short term

Q&A





CONTACT

Esaú Gallegos / Krystel Reyes
investor.relations@megacable.com.mx
Phone: (+52) 33 3750 0042 ext. 61091 / 60161