



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

*3Q24 – Earnings Conference Call*





## Consolidation

- The Company now has more than **100 thousand kilometers** of distribution network
- **73% of our subscribers** receive their service through fiber
- Our margins in organic territories remain solid, reaching **47.9%** for the first nine months of the year



Network Evolution project



## Expansion

- The Internet segment surpassed the **5 million-subscriber mark**
- We have added **182 thousand broadband subscribers** in 3Q24
- The Company now covers **17 million homes** with its network



Expansion Plan



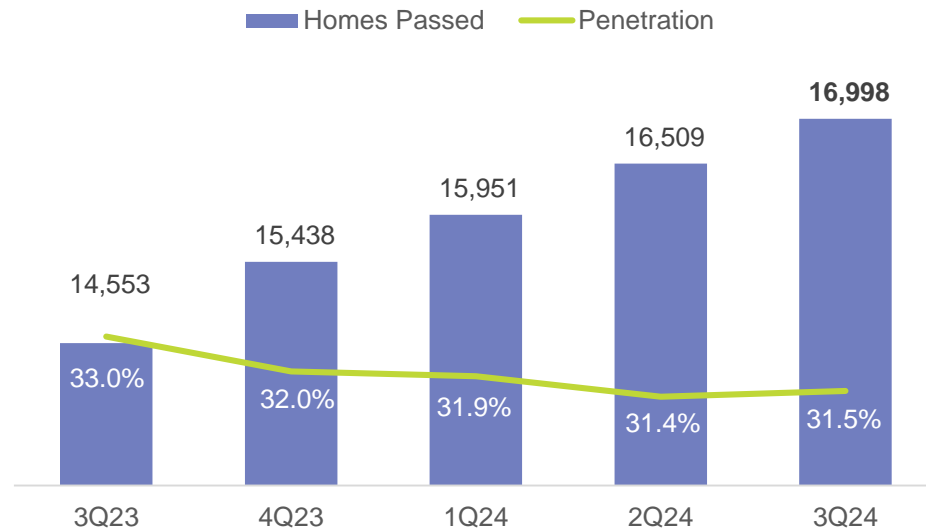
## Profitability

- Strong trend of **capex reduction**
- **Lower leverage**, despite the large investments made in past periods
- The Company **does not foresee** any other relevant projects in the coming years
- Focus on **cash flow** improvement



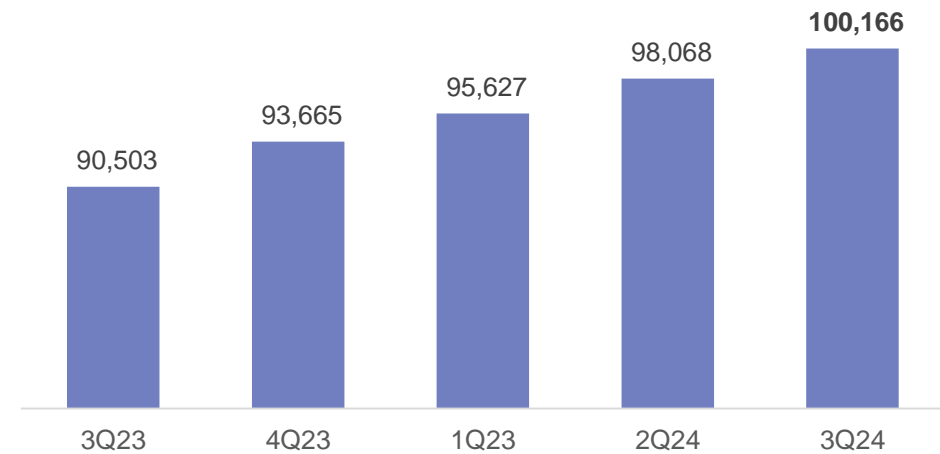
Financial health

## Homes Passed<sup>1</sup>



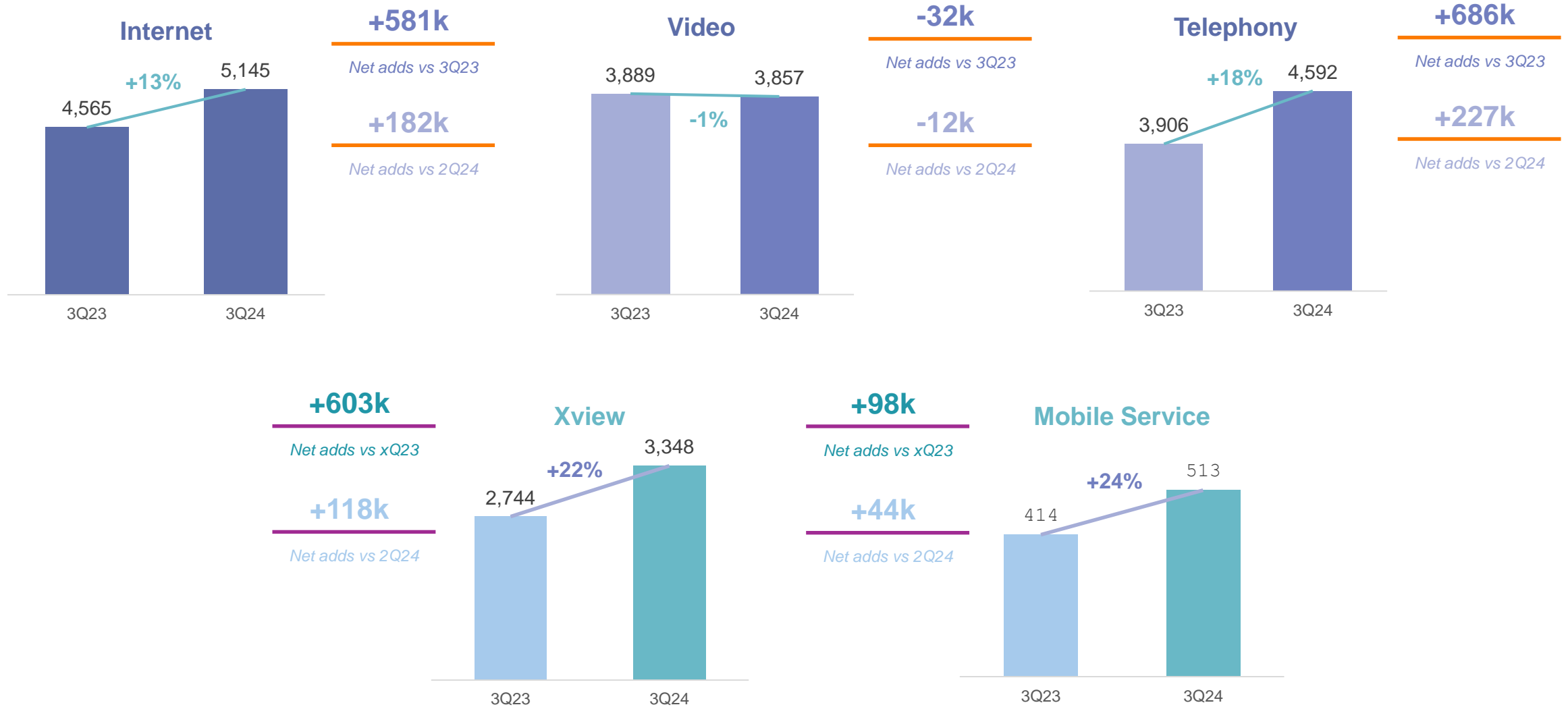
- **+2.4 million** homes passed compared to 3Q23
- **+489 thousand** homes built in the period
- **+7.7 million homes** passed, since the announcement of the expansion project

## Kilometers of network<sup>1</sup>

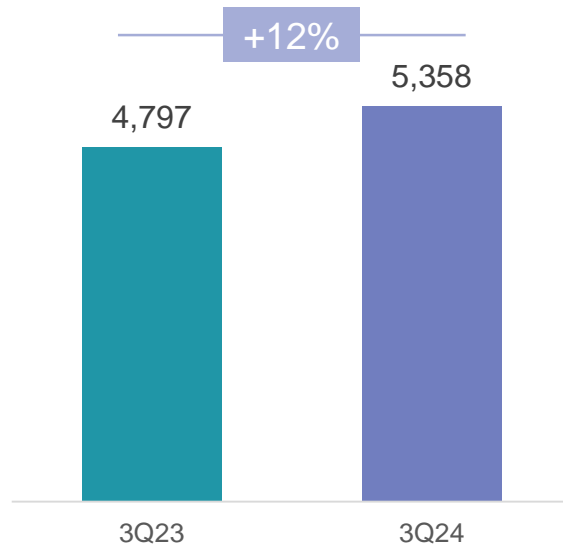


- **+9,663** new kilometers compared to 3Q23
- **+2,098** new kilometers built in this quarter
- **73%** with FTTH technology.

# Operative Results - Subscribers

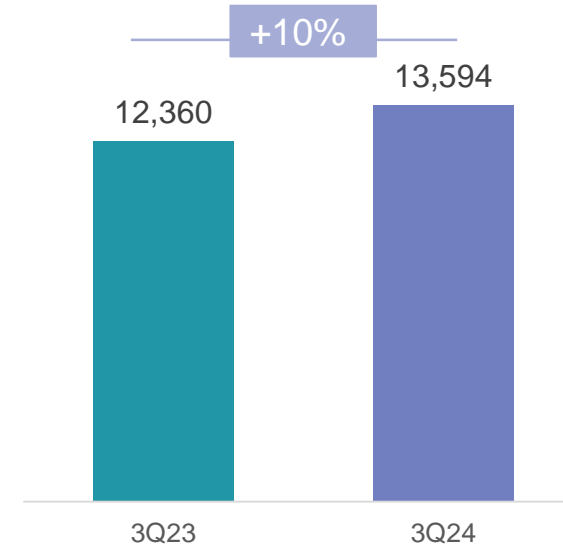


## Unique Subscribers



- **+561k** net adds when compared to 3Q23
- **+180k** new subscribers at the quarter-end
- **Subscriber growth** in both organic and expansion zones

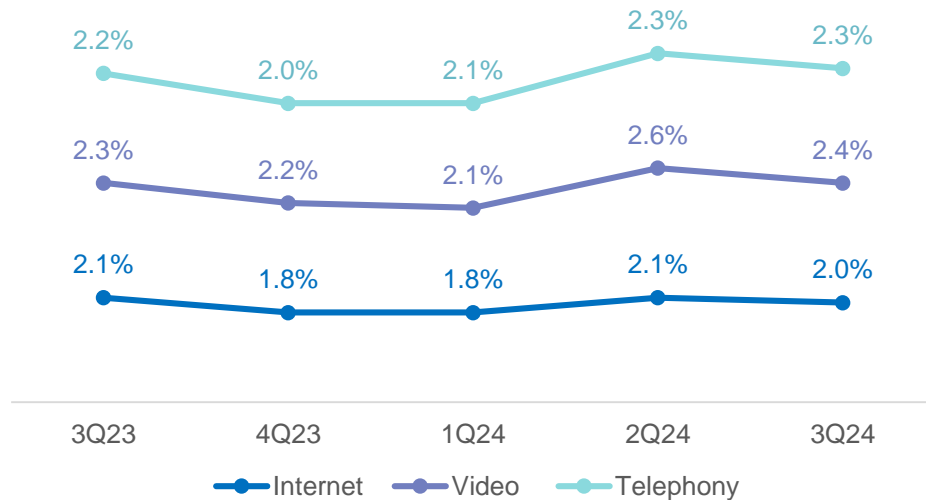
## RGUs



- **+1.2 million** net adds compare to 3Q23
- **+396k** additions in this quarter
- RGU per unique subscribers stood at **2.54**

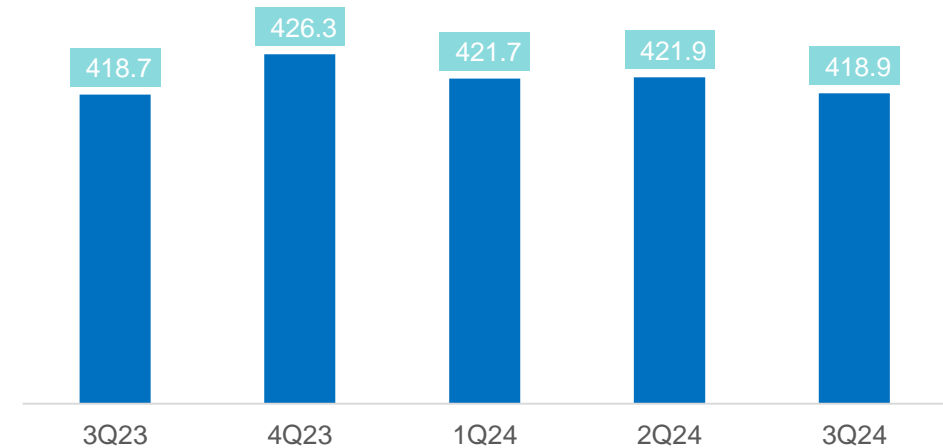
## Churn rate

Mass Segment services



## ARPU per Unique Subscriber

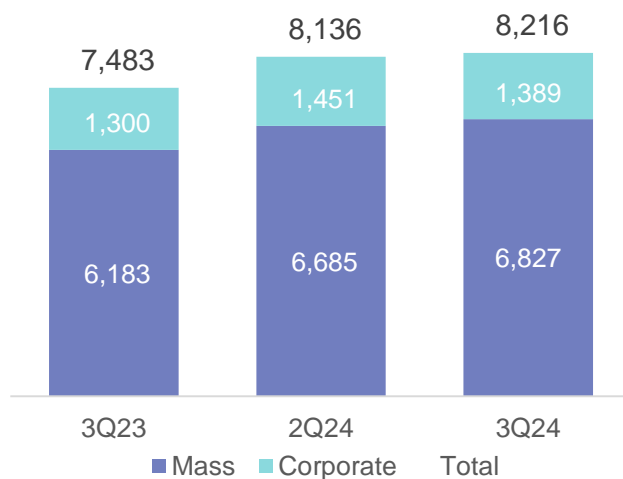
MXN



- The churn rate of the three services of the Mass Segment **decreased** when compared to 2Q24

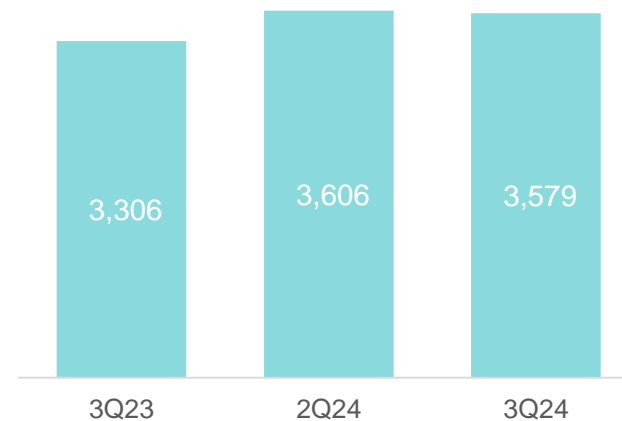
- ARPU per unique subscriber **stood** at Ps. 418.9, remaining nearly **unchanged** compared to 3Q23
- Promotional periods and **subscribers mix** with a higher participation from double-play bundles

## Revenues



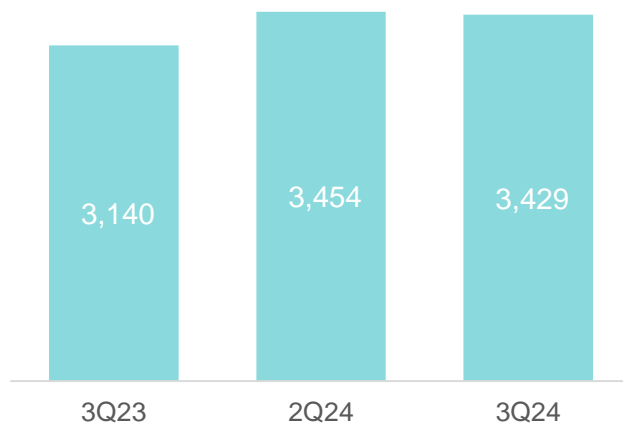
**+9.7%**  
vs 3Q23

## EBITDA



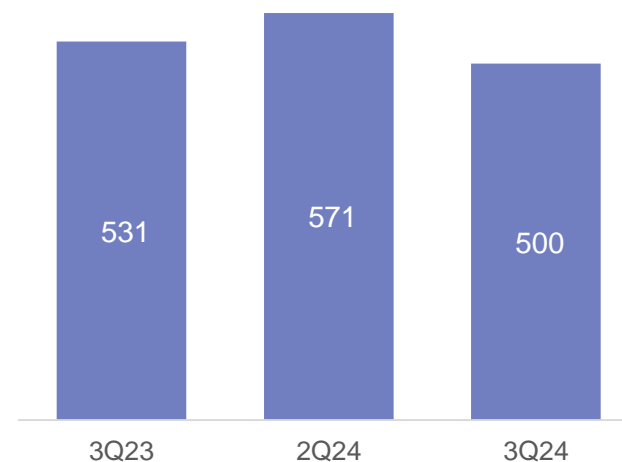
**+8.2%**  
vs 3Q23

## EBITDA for Cable Operations



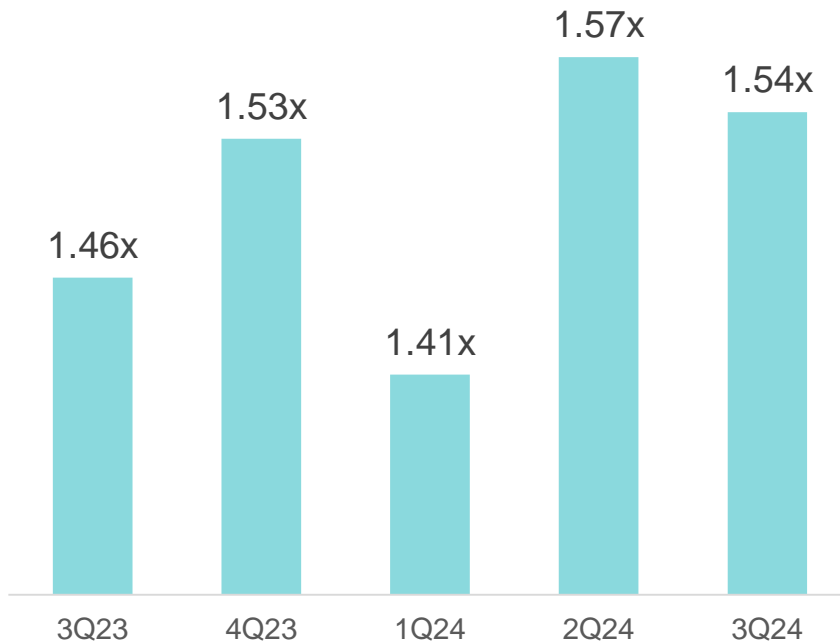
**+9.2%**  
vs 3Q23

## Net Earnings



**-5.8%**  
vs 3Q23

## Leverage



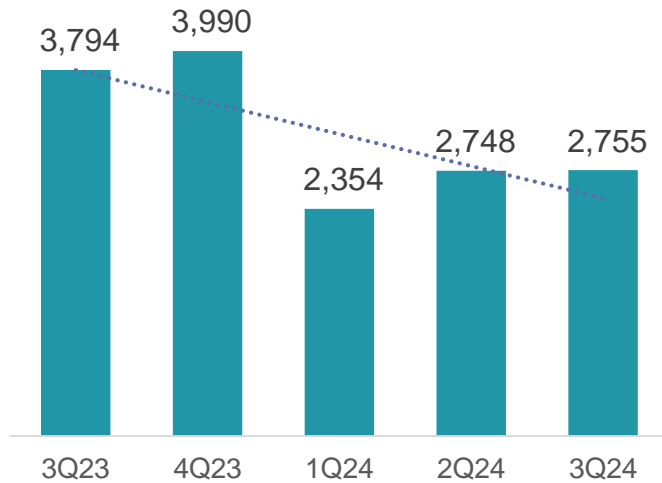
## Considerations

- The ND/EBITDA ratio reached **1.54x**
- During 3Q24, leverage **decreased as expected**
- At this level, it remains one of the **lowest in the industry**



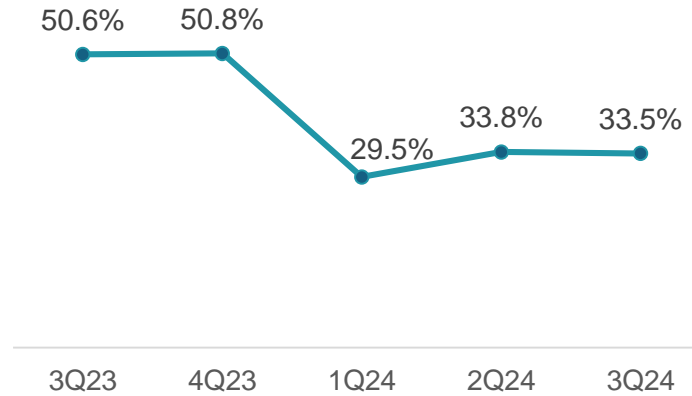
## Quarterly CAPEX

MXN



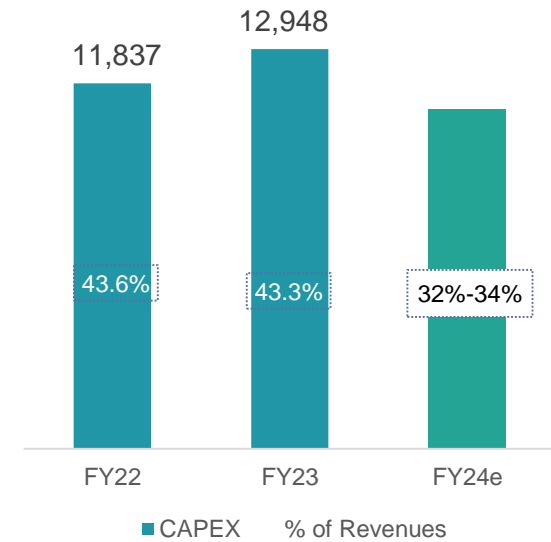
- Marked **slowdown trend**
- **In line** with our **estimate** for the quarter and the rest of the year

## % of Revenues



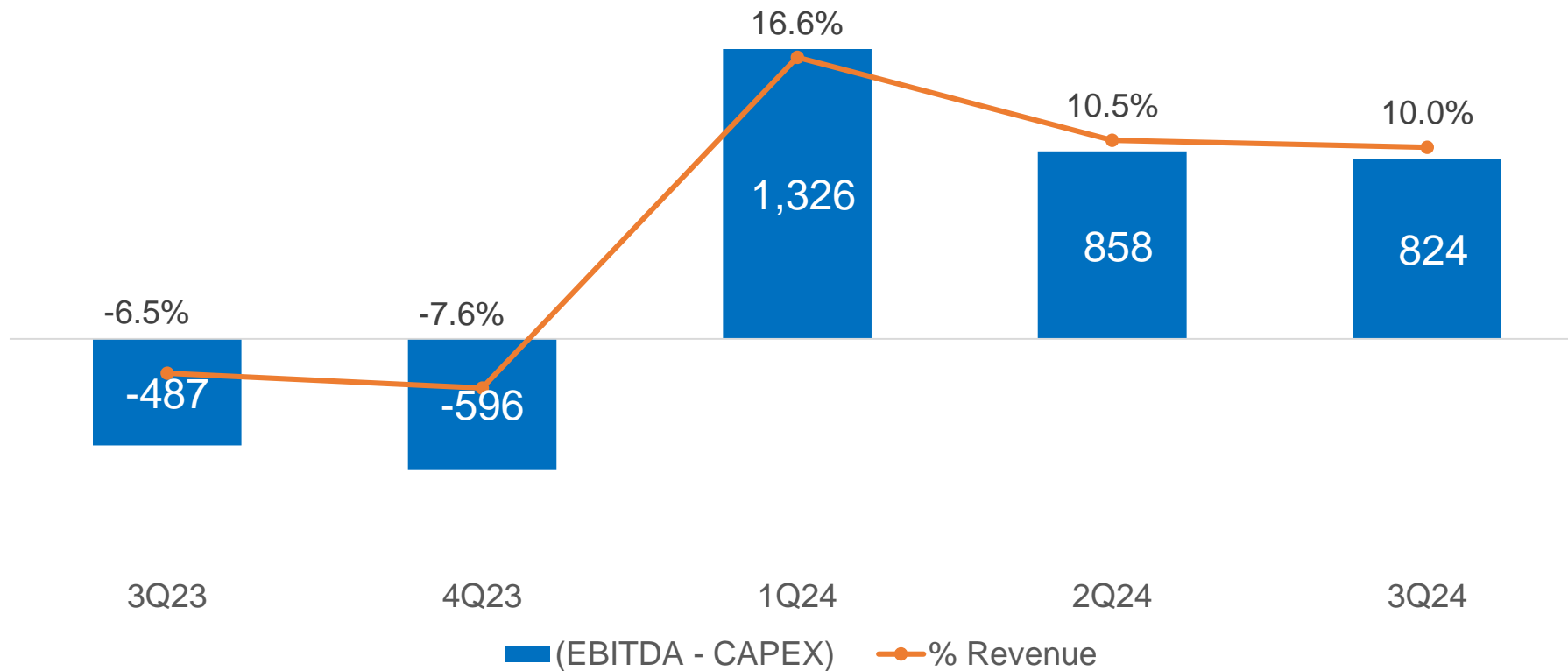
- CAPEX saw a significant **reduction** compared to 3Q23, represents **33.5%** of the revenue

## CAPEX per year



- The Company **maintains its forecast** of **32% to 34%** for FY24

**+ MXN 3,000 millions** 9M24  
compared to MXN 903 millions 9M23



# Q&A





## CONTACT

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