

MEDIASET*españa.*



1Q17 results presentation
(January-March 2017)



Madrid, April 27th 2017

MEDIASET ESPAÑA 1Q17 RESULTS AT A GLANCE

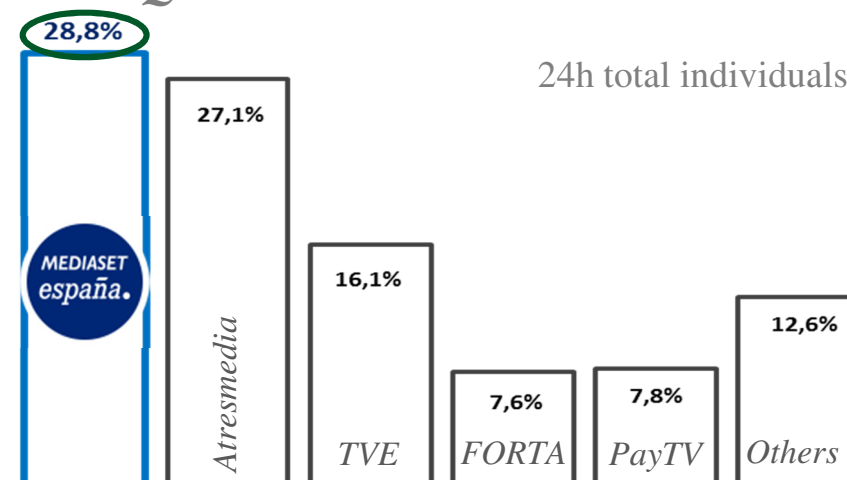
1Q17 FINANCIALS

€ Million	1Q17	1Q16	Var.
Total net revenues	240,4	230,7	4,2%
Total operating costs	159,2	160,0	-0,5%
EBITDA adj*	81,2	70,8	14,7%
EBITDA margin	33,8%	30,7%	+3,1pp
EBIT	76,8	65,6	17,1%
EBIT margin	31,9%	28,4%	+3,5pp
NET PROFIT	60,6	50,1	20,9%
EPS*	0,18 €	0,15 €	0,03 €
Free Cash Flow	79,4	67,6	11,7 €
Net cash position	258,9	168,1	90,8 €

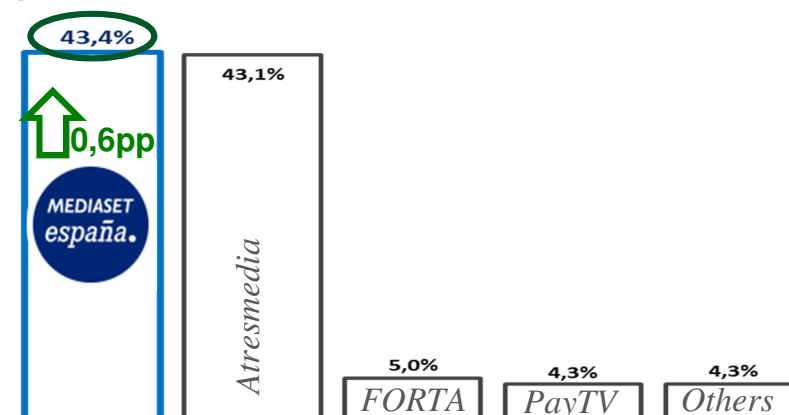
* EBITDA Adj, includes TV rights consumption

** adjusted excluding the treasury stocks owned at March 31st

1Q17 AUDIENCE SHARE



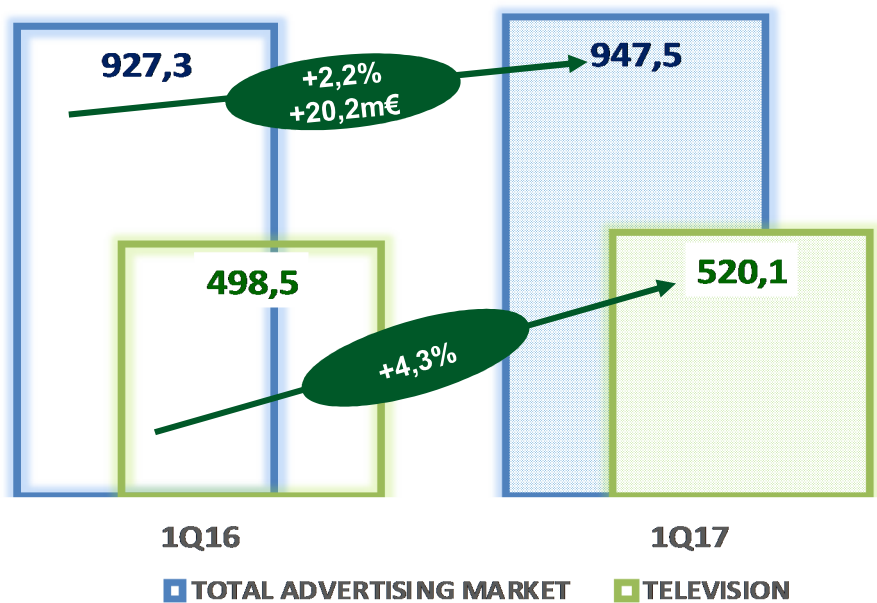
1Q17 ADVERTISING MARKET SHARE



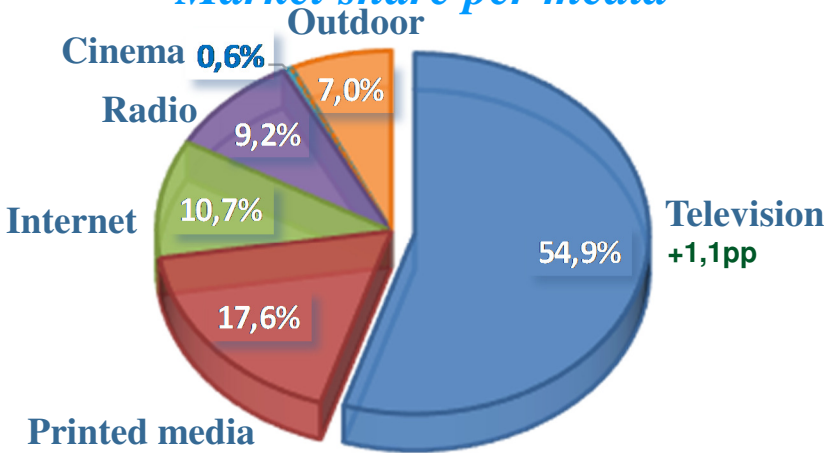
Source: Kantar media and Infoadex

1Q17 Total advertising market

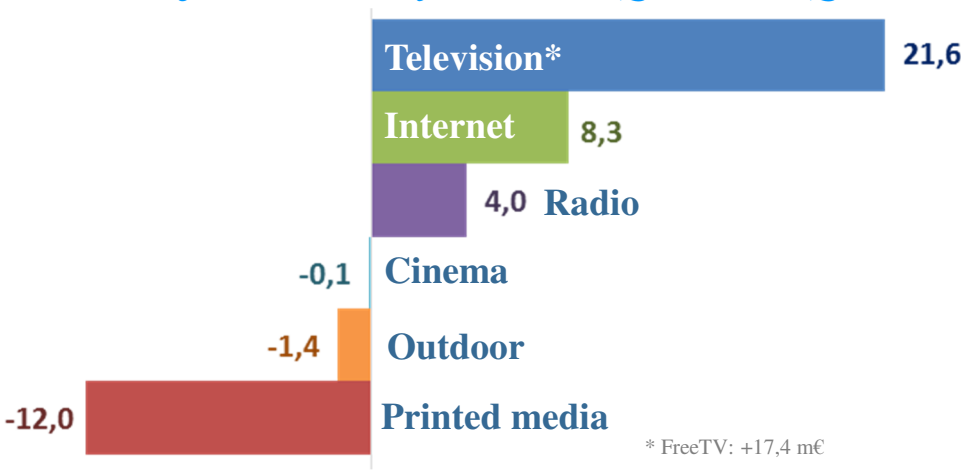
Advertising market evolution



Market share per media

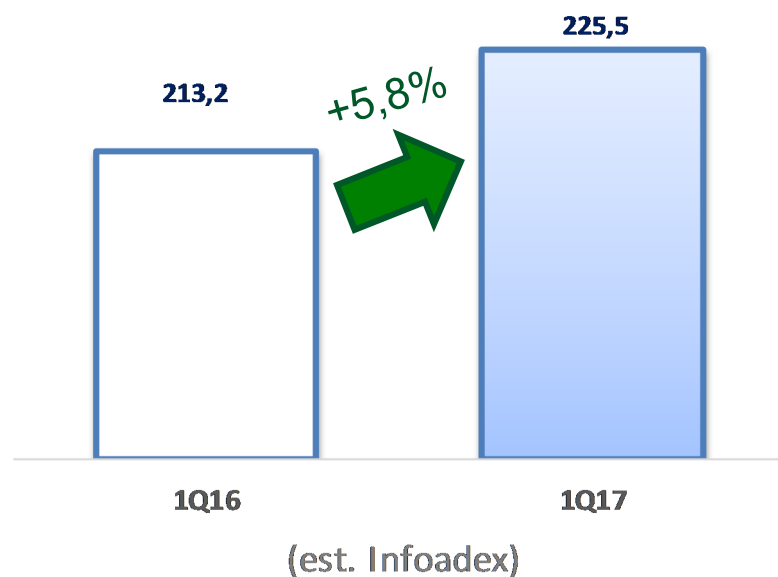


Performance by media 1Q17 vs. 1Q16 (m€)



1Q17 Mediaset España's advertising revenues & share

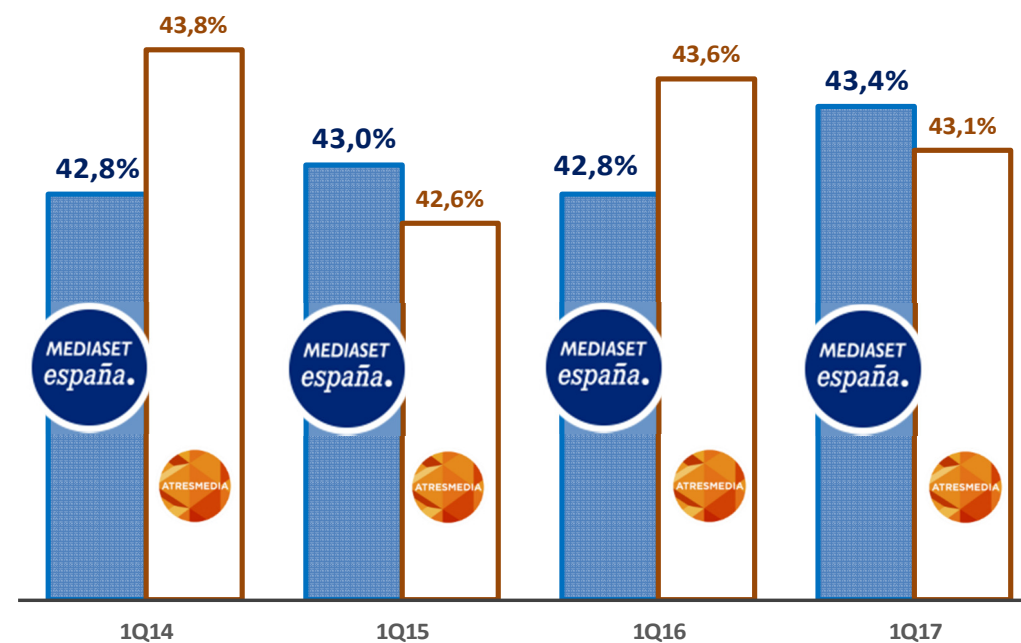
TV advertising revenues as per Infoadex estimates



€ Million

Source: Infoadex, Kantar media and Publiespaña

TV Advertising market share



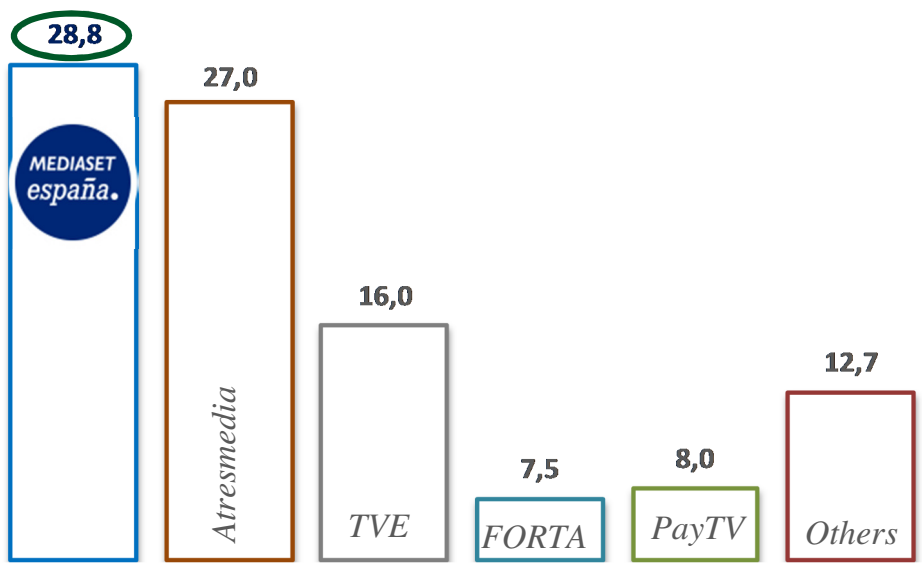
MEDIASETespaña. TV Commercial strategy

	Audience	Var %	Seconds	GRP (20'')	C/GRP's
1Q17	28.8%	-2.0%	+2.4%	-0.5%	+7.5%

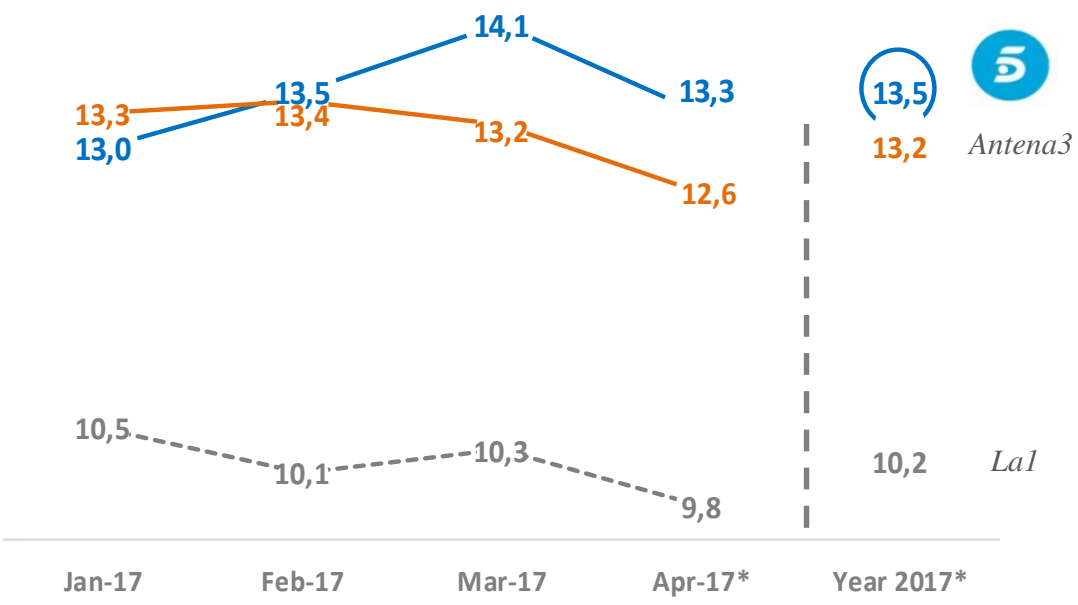
2017 YTD* AUDIENCE

Mediaset España leads again, both per Group and main channel

YTD* AUDIENCE SHARE PER GROUPS



YTD* AUDIENCE SHARE PER CHANNEL



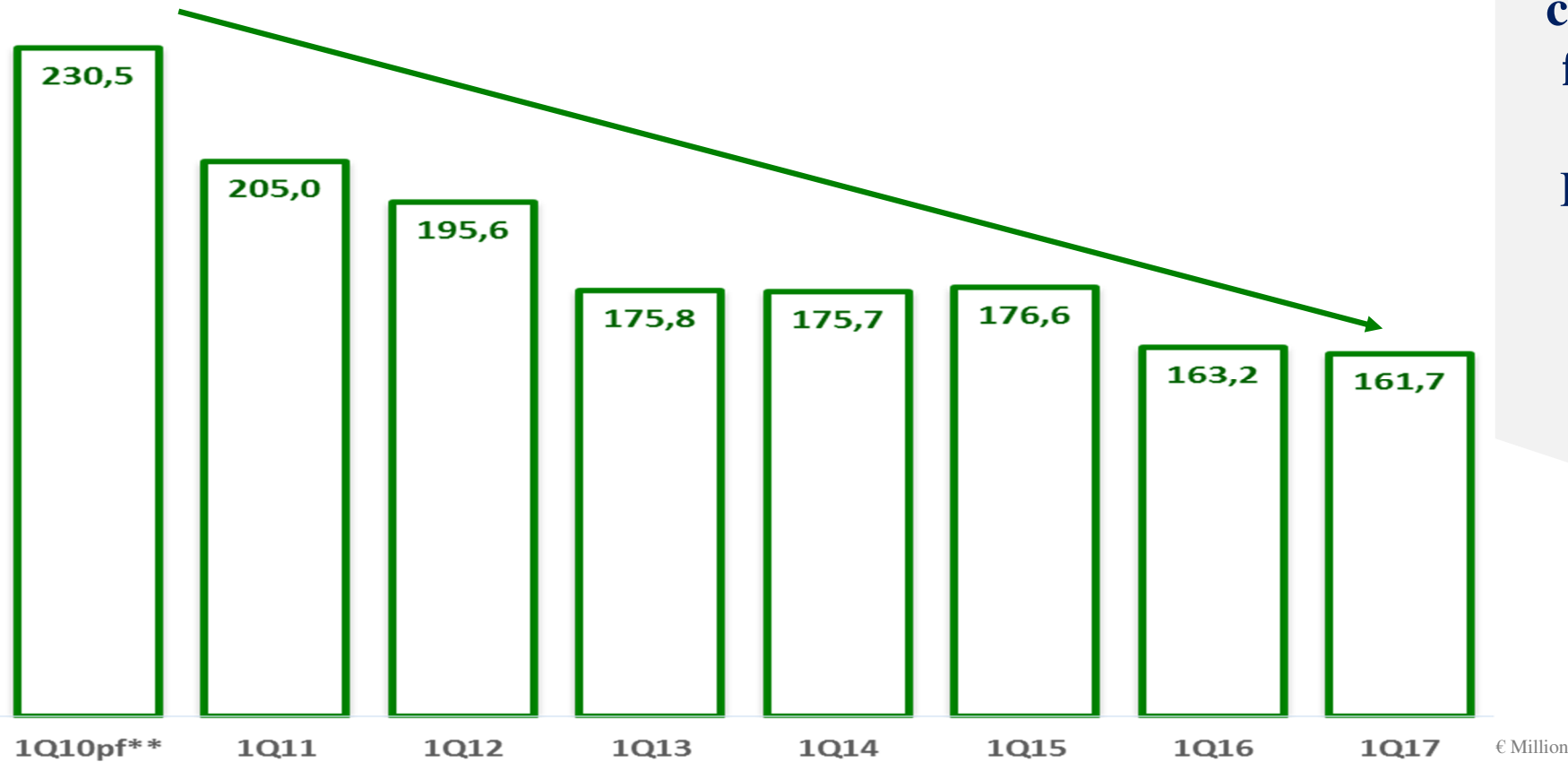
Source: Kantar media
* Average audience January 1st – April 26th 2017

24h total individuals

1Q cost management

69m€ (-30%) savings in 7 years

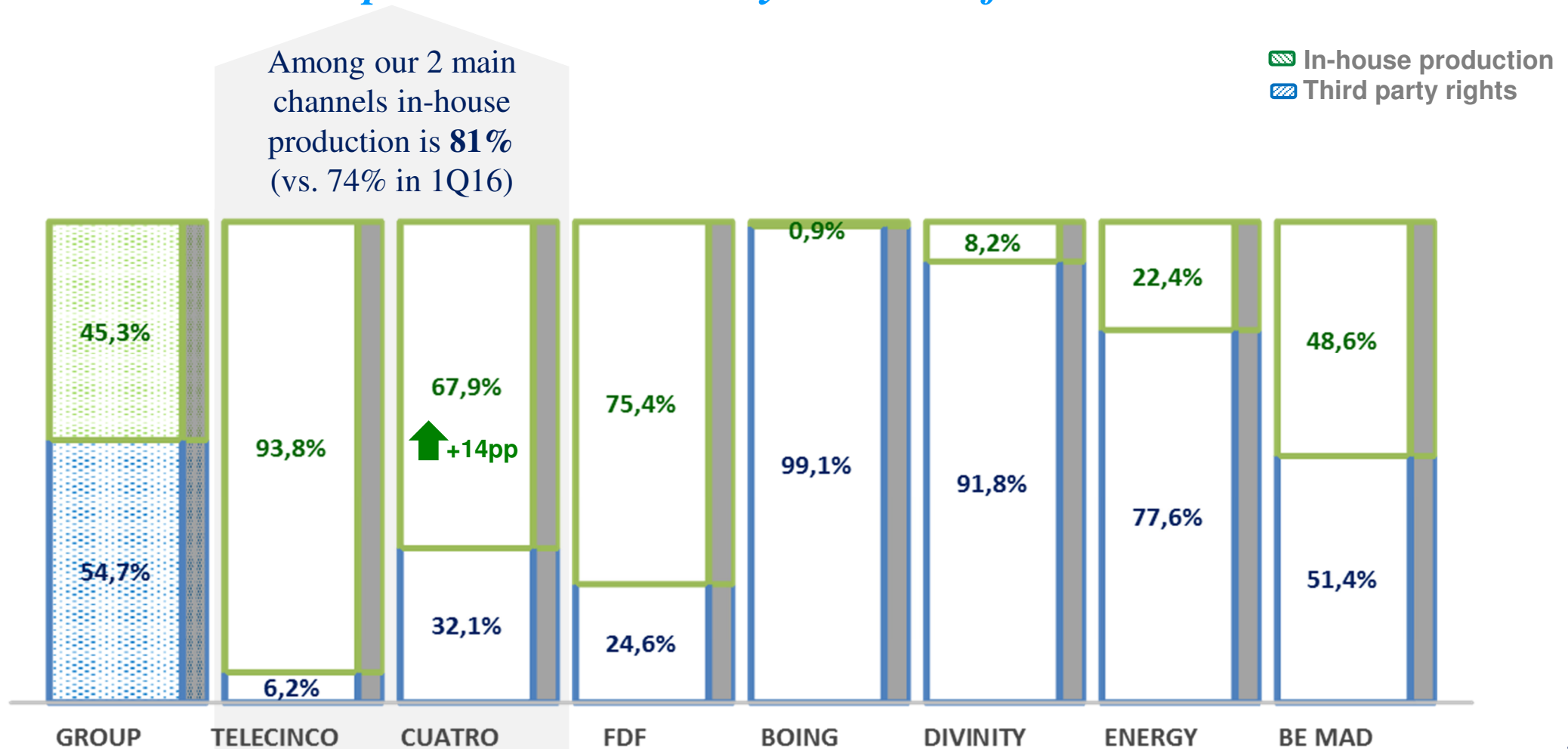
Thanks to our
**strong cost
control policy and
flexible business
model** Mediaset
España continues
to achieve
**remarkable
results** in cost
management.



**Pro-forma consolidated P&L accounts under IFRS of Mediaset España's Group and Sogecuatro's Group

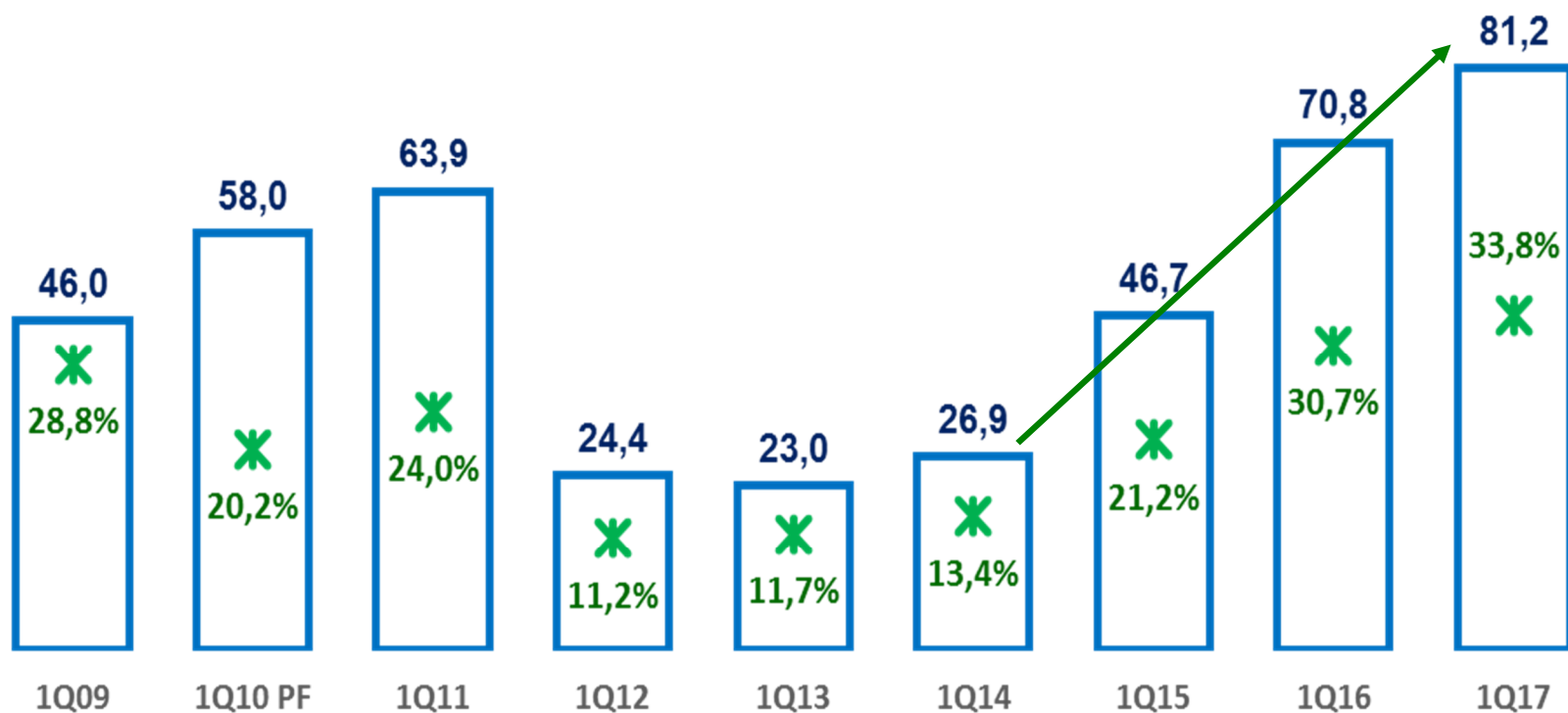
1Q17 Group's programming mix

In-house production vs. library in terms of broadcasted hours



1Q EBITDA margin evolution

Highest 1Q EBITDA margin (both in absolute and relative value) since 2008*



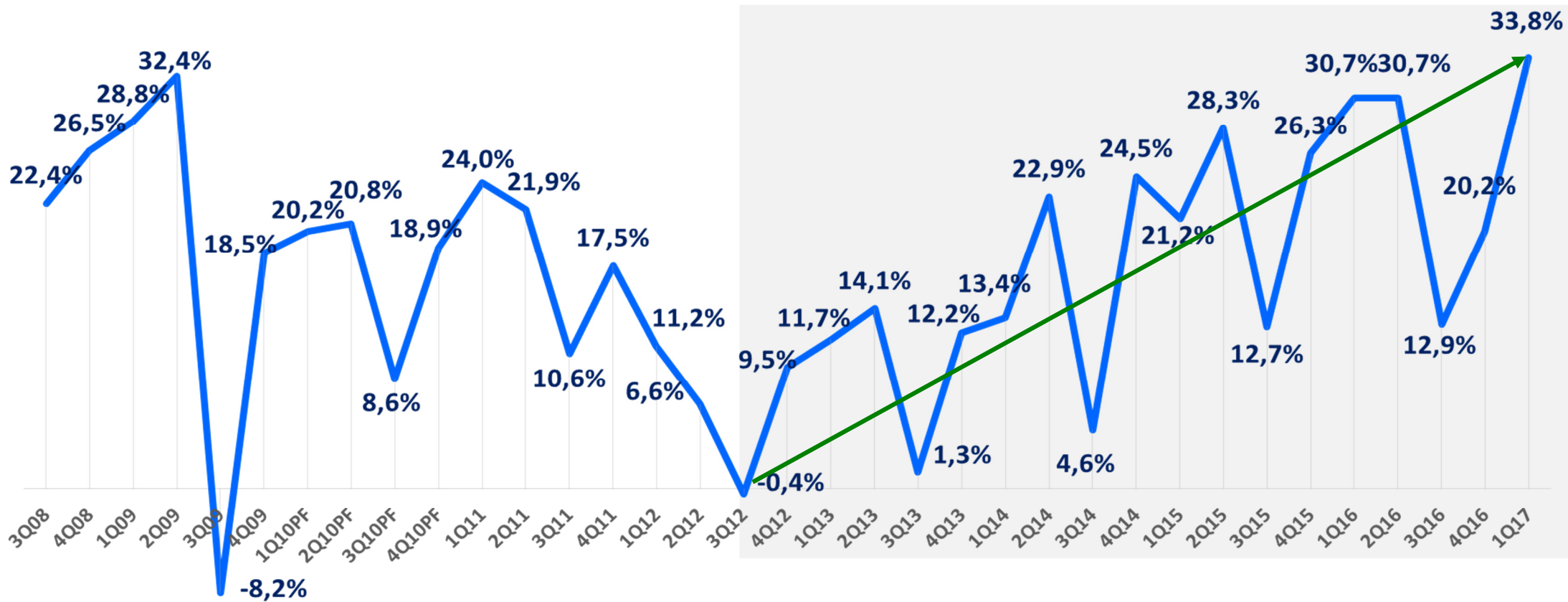
* EBITDA Adj./Total net revenues

€ Million

Mediaset España's high operational leverage allows a **strong margin expansion** when the TV advertising market grows.

EBITDA margin evolution

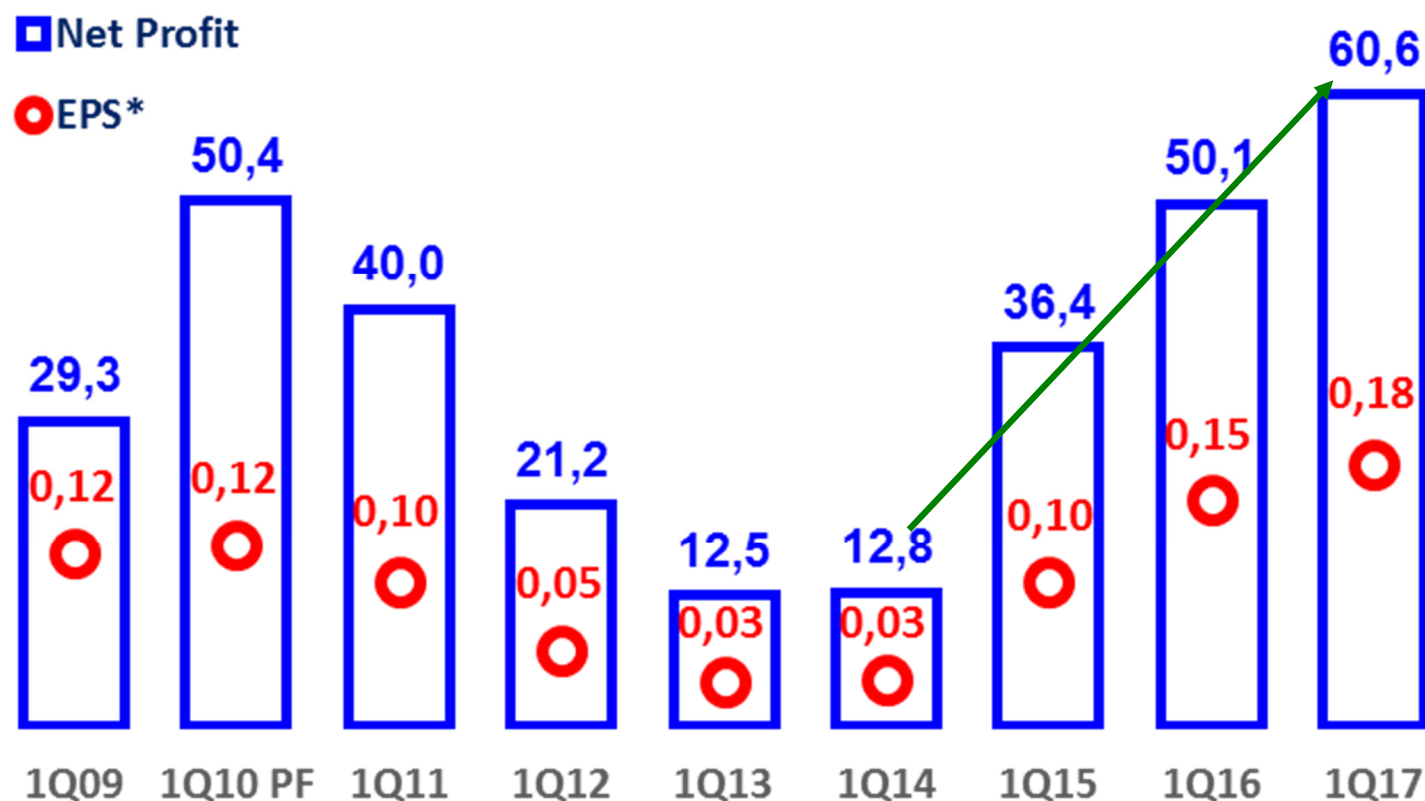
Highest EBITDA margin of the last 34 quarters*



* EBITDA Adj./Total net revenues

1Q net profit evolution

Highest 1Q net profit & EPS since 2008*



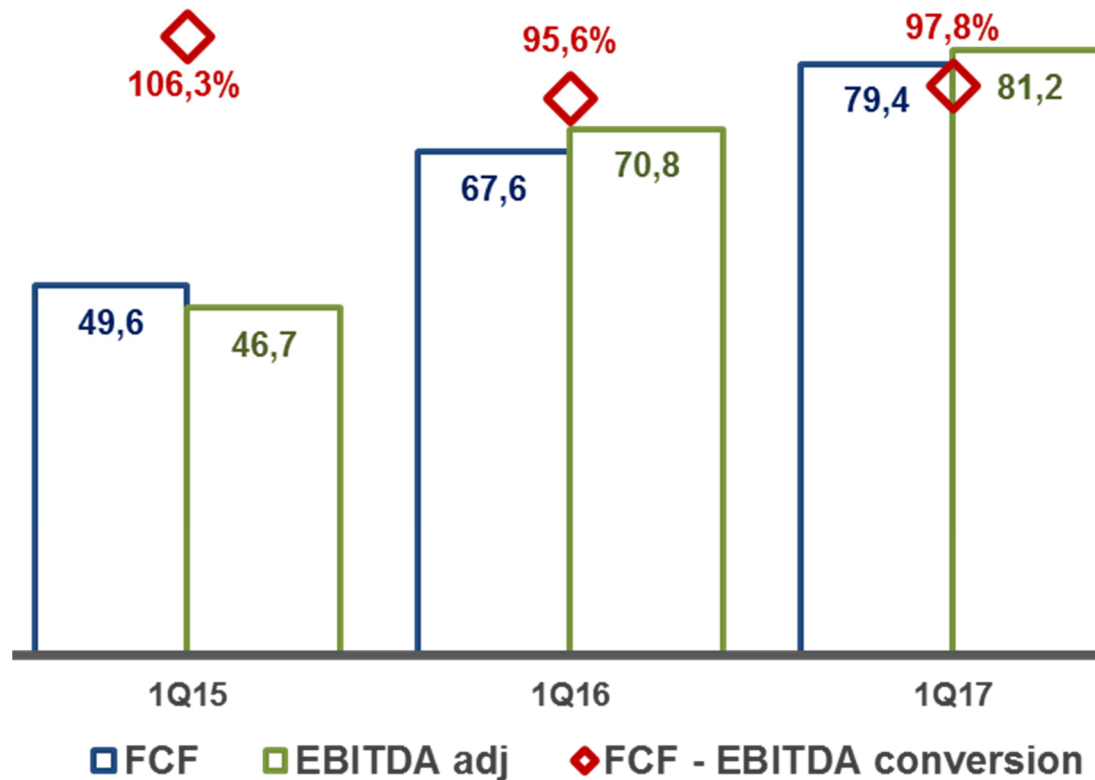
Mediaset España's business model allows a **solid net profit evolution**. **EPS* is growing even faster** thanks to the buyback programs completed over the last few years.

Net profit: € Million

* EPS (€) adjusted excluding treasury shares as of March 31st

1Q consolidated cash flow

High free cash flow generation



€ Million

The golden rule of MES: having intensive content production permits **high free cash flow conversion**

MEDIASET ESPAÑA LEADS

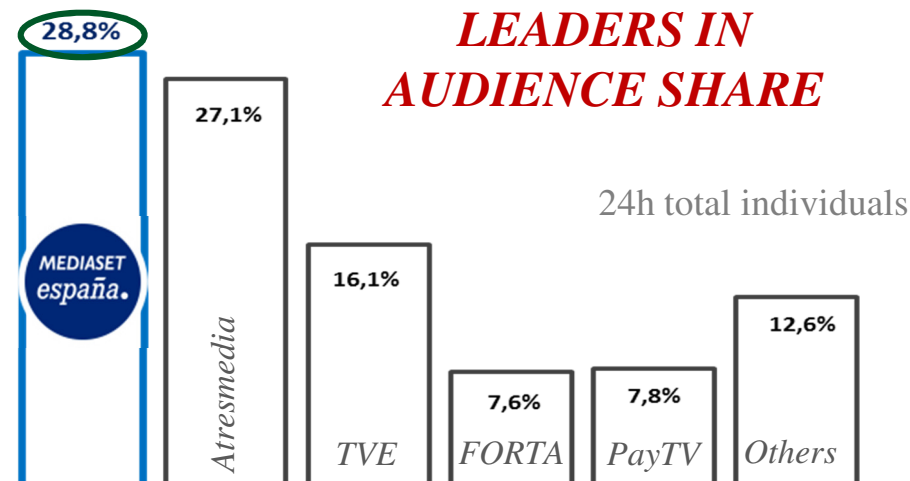
LEADERS IN PROFITABILITY

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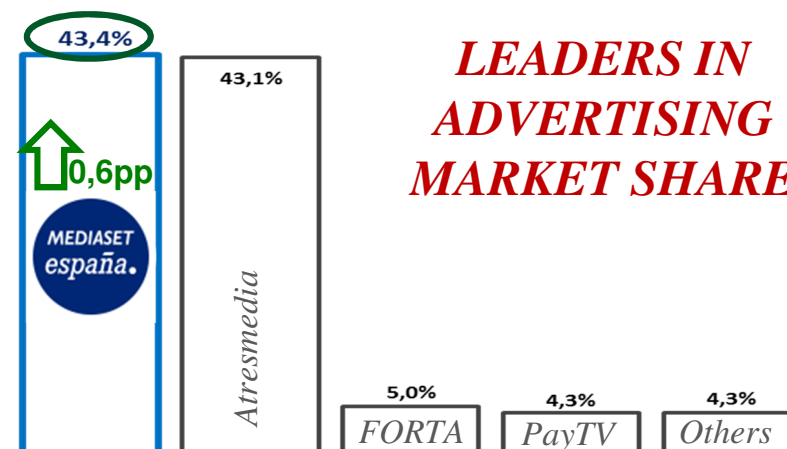
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LEADERS IN AUDIENCE SHARE



LEADERS IN ADVERTISING MARKET SHARE



Source: Kantar media and Infoadex

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Q&A session

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