# Edgar Filing: GRUPO TELEVISA S A - Form 6-K 

GRUPO TELEVISA S A
Form 6-K
April 30, 2004

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549
FORM 6-K
REPORT OF FOREIGN ISSUER PURSUANT TO RULES 13a-16 OR 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934
For the month of April, 2004
GRUPO TELEVISA, S.A.
(Translation of registrant's name into English)
Av. Vasco de Quiroga No. 2000, Colonia Sante Fe 01210 Mexico, D.F.
(Address of principal executive offices)
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(Indicate by check mark whether the registrant files or will file annual reports under cover Form $20-$ F or Form 40-F.)

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Form 20-F X Form 40-F
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(Indicate by check mark whether the registrant by furnishing the information contained in this Form is also furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes No X

(If "Yes" is marked indicate below the file number assigned to the registrant in connection with Rule 12g-3-2(b): 82 .)

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[LOGO - TELEVISA] FIRST QUARTER 2004 RESULTS
                                    FOR IMMEDIATE RELEASE
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GRUPO TELEVISA REPORTS FIRST QUARTER 2004 RESULTS

## HIGHLIGHTS

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O RECORD FIRST-QUARTER CONSOLIDATED AND TELEVISION BROADCASTING SEGMENT
    NET SALES, EBITDA AND EBITDA MARGINS
O CONSOLIDATED NET SALES INCREASED 4.3% AND EBITDA GREW 10.4%
O TELEVISION BROADCASTING SEGMENT SALES INCREASED 4.3% AND EBITDA ROSE
    15.0%
O NET INCOME INCREASED 81.1%
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○ INNOVA'S NET SALES INCREASED 19.1\%, EBITDA INCREASED 42.6\% AND EBITDA MARGIN REACHED 35.4\%.

## CONSOLIDATED RESULTS

Mexico City, D.F., April 282004 -- Grupo Televisa, S.A. (NYSE:TV; BMV: TLEVISA CPO) today announced results for the first quarter 2004 . The results, shown in the attached tables on pages 7-9, are in millions of Mexican pesos, have been prepared in accordance with Mexican GAAP and are adjusted to pesos in purchasing power as of March 31, 2004.

The following table sets forth a condensed Statement of Income in millions of Mexican pesos, the percentage that each line represents from net sales and the percentage change for the first quarter of 2004 as compared with the first quarter of 2003:

|  | $\begin{gathered} 12 \\ 2004 \end{gathered}$ | MARGIN \% | $\begin{gathered} 12 \\ 2003 \end{gathered}$ | MARGIN \% | CHANGE \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales(1) | 5,230.8 | 100.0 | 5,015.4 | 100.0 | 4.3 |
| EBITDA (2) | 1,500.8 | 28.7 | 1,359.9 | 27.1 | 10.4 |
| Operating Income | 1,160.3 | 22.2 | 966.1 | 19.3 | 20.1 |
| Net Income | 472.0 | 9.0 | 260.6 | 5.2 | 81.1 |

(1) See "Results by Business Segment" for information regarding segment results.
(2) EBITDA is defined as operating income before depreciation and amortization.

Net sales for the first quarter of 2004 reached Ps.5,230.8 million, a $4.3 \%$ increase compared to last year's first quarter. This increase was driven by higher revenues in the Television Broadcasting, Publishing Distribution, Other Businesses, Cable Television, Programming for Pay Television and Publishing segments. These increases were partially offset by lower revenues in the Programming Licensing and Radio segments.

Consolidated EBITDA increased $10.4 \%$ to Ps.1,500.8 million in the first quarter of 2004 compared with last year's first quarter. Consolidated EBITDA margin increased to a first-quarter record of $28.7 \%$. Additionally, operating income increased $20.1 \%$. These increases primarily resulted from revenue growth, and were partially offset by higher cost of sales and operating expenses.

The Company generated net income of Ps.472.0 million in the first quarter of 2004 compared to net income of Ps.260.6 million in last year's first quarter. The net increase of Ps.211.4 million reflected primarily a Ps.194.2 million increase in operating income; a Ps.39.0 million decrease in other expense-net; a Ps.32.9 million decrease in income taxes; and a Ps.172.8 million increase in equity in results from affiliates. These favorable changes were partially offset by a Ps.180.3 million increase in integral cost of financing and a Ps. 46.4 million increase in restructuring and non-recurring charges.

## RESULTS BY BUSINESS SEGMENTS

The following tables set forth the net sales, EBITDA and operating income (loss) in millions of Mexican pesos for each of the Company's business segments for the first quarters ended March 31, 2004 and 2003:

| NET SALES | $\begin{gathered} 12 \\ 2004 \end{gathered}$ | \% | $\begin{gathered} 12 \\ 2003 \end{gathered}$ | \% | CHANGE \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Television Broadcasting | 3,194.0 | 60.6 | 3,062.0 | 61.0 | 4.3 |
| Programming for Pay Television | 168.4 | 3.2 | 162.6 | 3.2 | 3.6 |
| Programming Licensing | 414.3 | 7.9 | 423.9 | 8.4 | (2.3) |
| Publishing | 370.9 | 7.0 | 357.2 | 7.1 | 3.8 |
| Publishing Distribution | 445.1 | 8.5 | 381.6 | 7.6 | 16.6 |
| Cable Television | 269.6 | 5.1 | 250.6 | 5.0 | 7.6 |
| Radio | 52.8 | 1.0 | 58.0 | 1.2 | (9.0) |
| Other Businesses | 351.9 | 6.7 | 324.2 | 6.5 | 8.5 |
| SEGMENT REVENUES | 5,267.0 | 100.0 | 5,020.1 | 100.0 | 4.9 |
| Intersegment Operations1 | (82.1) |  | (85.6) |  | 4.1 |
| Disposed Operations2 | 45.9 |  | 80.9 |  | - |
| CONSOLIDATED REVENUES | 5,230.8 |  | 5,015.4 |  | 4.3 |


| EBITDA | $\begin{gathered} 12 \\ 2004 \end{gathered}$ | $\begin{aligned} & \text { MARGIN } \\ & \% \end{aligned}$ | $\begin{gathered} 10 \\ 2003 \end{gathered}$ | $\begin{gathered} \text { MARGIN } \\ \circ \end{gathered}$ | CHANGE \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Television Broadcasting | 1,268.6 | 39.7 | 1,103.3 | 36.0 | 15.0 |
| Programming for Pay Television | 44.4 | 26.4 | 35.4 | 21.8 | 25.4 |
| Programming Licensing | 124.0 | 29.9 | 129.2 | 30.5 | (4.0) |
| Publishing | 30.4 | 8.2 | 30.3 | 8.5 | 0.3 |
| Publishing Distribution | (3.3) | (0.7) | 1.3 | 0.3 | - |
| Cable Television | 84.9 | 31.5 | 73.9 | 29.5 | 14.9 |
| Radio | (2.8) | (5.3) | 1.4 | 2.4 | - |
| Other Businesses | (23.7) | (6.7) | (6.9) | (2.1) | - |
| Corporate Expenses | (32.1) | (0.6) | (31.8) | (0.6) | (0.9) |
| SEGMENT EBITDA | 1,490.4 | 28.3 | 1,336.1 | 26.6 | 11.5 |
| Disposed Operations2 | 10.4 | 22.7 | 23.8 | 29.4 | - |
| CONSOLIDATED EBITDA | 1,500.8 | 28.7 | 1,359.9 | 27.1 | 10.4 |


| OPERATING INCOME (LOSS) | $\begin{gathered} 12 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { MARGIN } \\ \% \end{gathered}$ | $\begin{gathered} 12 \\ 2003 \end{gathered}$ | $\begin{gathered} \text { MARGIN } \\ \% \end{gathered}$ | CHANGE \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Television Broadcasting | 1,023.7 | 32.1 | 846.9 | 27.7 | 20.9 |
| Programming for Pay Television | 39.3 | 23.3 | 24.1 | 14.8 | 63.1 |
| Programming Licensing | 122.2 | 29.5 | 127.3 | 30.0 | (4.0) |
| Publishing | 25.3 | 6.8 | 25.4 | 7.1 | (0.4) |
| Publishing Distribution | (8.6) | (1.9) | (3.7) | (1.0) | - |
| Cable Television | 38.1 | 14.1 | 30.5 | 12.2 | 24.9 |
| Radio | (7.1) | (13.4) | (2.5) | (4.3) | - |
| Other Businesses | (39.1) | (11.1) | (62.3) | (19.2) | 37.2 |
| Corporate Expenses | (32.1) | (0.6) | (31.8) | (0.6) | (0.9) |
| SEGMENT OPERATING INCOME | 1,161.7 | 22.1 | 953.9 | 19.0 | 21.8 |
| Disposed Operations2 | (1.4) | (3.1) | 12.2 | 15.1 | - |
| CONSOLIDATED OPERATING INCOME | 1,160.3 | 22.2 | 966.1 | 19.3 | 20.1 |

(1) For segment reporting purposes, intersegment operations are included in each of the segment operations.
(2) Reflects the results of operations of the Company's nationwide paging and dubbing businesses.

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PROGRAMMING FOR PAY TELEVISION

PROGRAMMING LICENSING

PUBLISHING

PUBLISHING DISTRIBUTION

CABLE TELEVISION
was mainly attributable to an increase in advertising time sold and an increase of $8.4 \%$ in local sales driven by Channel 4TV, our local channel in Mexico City. Excluding the political advertising received during the first quarter of last year, Television Broadcasting sales increased 9.9\%.

Television Broadcasting EBITDA increased 15.0\% to Ps.1,268.6 million and operating income rose $20.9 \%$. These increases reflect higher sales, a $1.8 \%$ reduction in cost of sales, and a $1.1 \%$ decrease in operating expenses.

The 3.6\% increase in Programming for Pay Television sales resulted from higher revenues from signals sold to pay television systems in Mexico, and was partially offset by lower revenues from signals sold to pay television systems in Latin America.

Operating income increased 63.1\% due to higher sales and lower operating expenses, and was partially offset by higher signal costs.

The 2.3\% decrease in Programming Licensing sales is attributable to lower export sales in Europe and Asia, as well as by a negative translation effect of foreign currency denominated sales, which amounted to Ps.11.7 million. This decrease was partially offset by an 8.7\% increase in royalties paid to the Company by Univision under the Univision Program License Agreement, which amounted to U.S. $\$ 22.9$ million and higher export sales to Latin America.

Operating income decreased 4.0\% reflecting lower sales and a marginal increase in cost of sales, partially offset by a decrease in operating expenses.

The 3.8\% increase in Publishing sales was related to higher advertising pages sold in Mexico and abroad. This increase was partially offset by a decrease in the number of magazines sold in Mexico.

Publishing operating income decreased marginally reflecting higher operating expenses and depreciation and amortization costs that were partially offset by higher sales and a reduction in cost of sales.

Publishing Distribution sales increased by 16.6\% due to higher distribution sales abroad partially offset by lower circulation of magazines in Mexico published by third parties.

Operating loss increased to Ps.8.6 million due to higher cost of sales and operating expenses that were partially offset by higher sales.

After nine consecutive quarters of subscriber losses, Cablevision added 1,500 new subscribers during the first quarter reaching a total of 365,900 gross active subscribers, of which over 68,000 are digital subscribers. Sales increased $7.6 \%$ in the first quarter of 2004 compared with the first quarter of last year

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OTHER BUSINESSES

SKY
reflecting mainly the positive effect of the elimination of the excise tax on telecommunication services.

Operating income increased $24.9 \%$ due to higher sales and lower cost of sales that were partially offset by higher operating expenses.

Radio sales decreased 9.0\% compared to last year's first quarter, due to lower advertising time sold, reflecting the absence of political advertising received during the first quarter of 2003.

Operating loss increased to Ps.7.1 million attributable to lower sales, and was partially offset by lower cost of sales and operating expenses.

Other Businesses sales increased 8.5\% due to higher sales in the distribution of feature films and sport businesses, which were partially offset by lower sales in the Internet portal business.

Operating loss decreased to Ps.39.1 million from a loss of Ps.62.3 million in last year's comparable period. This favorable variance was led by higher revenues and lower depreciation and amortization costs, and was partially offset by an increase in cost of sales and operating expenses.

Innova, S. de R.L. de C.V., a non-consolidated business of Grupo Televisa, is the pay-TV market leader in Mexico. It provides direct-to-home satellite television services under the SKY brand name. Financial and operating unaudited highlights of Innova, of which Televisa owns 60\%, News Corp. 30\%, and Liberty Media 10\%, are as follows:

- As of March 31, 2004, the number of gross active subscribers increased to 886,100, including 50,200 commercial subscribers. This represents a 13.6\% increase from 779,700, including 41,400 commercial subscribers registered as of March 31, 2003, or an increase of approximately 106,400 gross active subscribers.
o Net revenues increased 19.1\% to Ps.1,093.1 million in the first quarter of 2004 compared to the same period of last year. This increase reflects the subscriber growth, the elimination of the $10 \%$ excise tax on telecommunications services and additional pay-per-view revenues related to special events.
o EBITDA increased 42.6\% in the first quarter of 2004 to Ps. 387.1 million compared with the first quarter of 2003. As a result, EBITDA margin increased to a record of 35.4\% from 29.6\% reported in the first quarter of last year.


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o EBIT increased 213.4\% to Ps.196.3 million in the first quarter of 2004 .
o Innova reported a net income of Ps.147.0 million in the first quarter of 2004 compared to a net loss of Ps.388.5 million in last year's comparable period. This positive result reflects higher operating income, lower interest expense and a positive foreign exchange result.

## NON-OPERATING RESULTS

## INTEGRAL COST OF FINANCING

The following table sets forth the Integral Cost of Financing for the three months ended March 31, 2004 and 2003, in millions of Mexican pesos, which consisted of:

|  | $\begin{gathered} 12 \\ 2004 \end{gathered}$ | $\begin{gathered} 12 \\ 2003 \end{gathered}$ | $\begin{aligned} & \text { INCREASE } \\ & \text { (DECREASE) } \end{aligned}$ | CHANGE \% |
| :---: | :---: | :---: | :---: | :---: |
| Interest expense | 354.8 | 363.0 | (8.2) | (2.3) |
| Interest income | (151.6) | (173.3) | 21.7 | 12.5 |
| Foreign exchange (gain) loss - net | (24.3) | 112.6 | (136.9) | - |
| Loss (gain) on hedge effect | 31.7 | (207.8) | 239.5 | - |
| Loss from monetary position - net | 158.7 | 94.5 | 64.2 | 67.9 |
|  | 369.3 | 189.0 | 180.3 | 95.4 |

Integral cost of financing increased by Ps.180.3 million, or 95.4\%, to Ps.369.3 million in the first quarter of 2004 from Ps. 189.0 million in the first quarter of 2003. This increase reflects three primary factors: i) an unfavorable Ps. 239.5 million hedge effect on the U.S. $\$ 600 \mathrm{million}$ long-term debt hedged by the Company's net investment in Univision in the first quarter of 2004 compared to a favorable hedged effect in the first quarter of 2003, driven by a $0.45 \%$ appreciation of the Mexican peso compared to the U.S. dollar during the first quarter of 2004 , compared to a 3.13\% depreciation of the Mexican peso compared to the U.S. dollar during the first quarter of 2003 ; ii) a Ps.64.2 million increase in loss from monetary position primarily as a result of a higher net monetary asset position during the first quarter of 2004 compared to the first quarter of 2003; and iii) a Ps.21.7 million decrease in interest income in the first quarter of 2004 compared to last year's first quarter reflecting Innova's capitalization in September 2003 of all of the amounts due to the Company in connection with certain financing provided by the Company, which effect was partially offset by an increase in interest income in connection with a higher average amount of temporary investments during the first quarter of 2004 compared to the first quarter of 2003. These unfavorable variances were offset by a Ps.136.9 million favorable change resulting from a net foreign exchange gain due to the Mexican peso appreciation during the first quarter of 2004 compared to a net foreign exchange loss due to the Mexican peso depreciation in the first quarter of 2003; and a Ps.8.2 million decrease in interest expense, primarily as a result of a marginal reduction in the average amount of total debt during the first quarter of 2004 compared to the first quarter of 2003, which was partially offset by an increase in the restatement of the Company's UDI denominated debt as inflation increased $1.57 \%$ during the first quarter of 2004 compared to $1.32 \%$ in the first quarter of 2003.

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Restructuring and non-recurring charges increased by Ps.46.4 million, or $85.0 \%$, to Ps.101.0 million for the first quarter of 2004 compared to Ps.54.6 million for the first quarter of 2003 . This increase primarily reflects higher restructuring charges in connection with work force reductions for the first quarter of 2004 compared to the first quarter of 2003.

OTHER EXPENSE-NET

Other expense decreased by Ps. 39.0 million, or $24.2 \%$ to Ps. 121.9 million for the first quarter of 2004 compared to Ps. 160.9 million for the first quarter of 2003. This decrease primarily reflects a reduction in amortization of goodwill as the Company ceased amortizing this intangible asset beginning January 1, 2004, in accordance with Bulletin B-7 related to business acquisitions. This was partially offset by a decrease in other non-operating income for the first quarter of 2004 compared to the first quarter of 2003.

INCOME TAX
The effective income tax rate decreased in the first quarter of 2004 compared to the first quarter of 2003, primarily as a result of a lower expected effective income tax rate for 2004 compared to that expected for 2003 at the end of the first quarter of last year.

## EQUITY IN RESULTS OF AFFILIATES

Equity in results of affiliates increased by Ps.172.8 million to an equity income of Ps. 44.5 million for the first quarter of 2004 from an equity loss of Ps.128.3 million in the first quarter of 2003. This increase primarily reflects a reduction in the liability position of Innova and Sky Multi-Country Partners in the first quarter of 2004 compared to the first quarter of 2003, primarily as a result of the appreciation of the Mexican peso compared to the U.S. dollar in the first quarter of 2004 versus a depreciation of the Mexican peso compared to the U.S. dollar in the same period of 2003, as well as an increase in the equity income of Univision in the first quarter of 2004 compared to the first quarter of 2003.

## OTHER RELEVANT INFORMATION

CAPITAL EXPENDITURES, ACQUISITIONS AND INVESTMENTS

In the first quarter of 2004, the Company invested approximately U.S.\$12.4 million in property, plant and equipment as capital expenditures, of which approximately U.S. $\$ 4.7$ million is related to the Cable Television segment. Additionally, the Company invested approximately U.S.\$6.3 million in long-term loans to its Latin American DTH joint-ventures, and U.S.\$1.0 million in capital contributions to "TuTV," a $50 \%$ joint venture with Univision for distribution of the Company's pay-television channels in the United States.

DEBT
As of March 31, 2004, the Company's long-term debt amounted to Ps.14,705.0 million, and its short-term debt was Ps.248.5 million compared to Ps.14,201.4 million and Ps.1,334.9 million, respectively, as of March 31, 2003.

TELEVISION RATINGS AND AUDIENCE SHARE
National urban ratings and audience share reported by IBOPE confirm that in

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the first quarter of 2004 Televisa continues to deliver strong ratings and audience shares. During weekday prime time (19:00 to 23:00 - Monday to Friday), audience share amounted to 69.8\%; in prime time (16:00 to 23:00 Monday to Sunday), audience share amounted to 68.8\%; and in sign-on to sign-off (6:00 to 24:00 - Monday to Sunday), audience share amounted to $71.1 \%$.

## OUTLOOK FOR 2004

During the second quarter of 2004 , we will face a difficult comparison due to the absence of the substantial amount of political advertising that we received last year. However, for the full year 2004 , we believe that our 2004 up-front sales, our first quarter results, the current advertising momentum, and the special events scheduled in the calendar for this year, will allow us to make up the political advertising shortfall and achieve a marginal revenue increase in our Television Broadcasting business. In addition, we expect to keep consolidated cost and expenses flat throughout the year, which should allow us to maintain our Television Broadcasting and Consolidated EBITDA margins at 2003 levels.

Grupo Televisa S.A., is the largest media company in the Spanish-speaking world, and a major player in the international entertainment business. It has interests in television production and broadcasting, programming for pay television, international distribution of television programming, direct-to-home satellite services, publishing and publishing distribution, cable television, radio production and broadcasting, professional sports and show business promotions, feature film production and distribution, and the operation of a horizontal Internet portal. Grupo Televisa also has an unconsolidated equity stake in Univision, the leading Spanish-language television company in the United States.

This press release contains forward-looking statements regarding the Company's results and prospects. Actual results could differ materially from these statements. The forward-looking statements in this press release should be read in conjunction with the factors described in "Item 3. Key Information - Forward-Looking Statements" in the Company's Annual Report on Form 20-F, which, among others, could cause actual results to differ materially from those contained in forward-looking statements made in this press release and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.
(Please see attached tables for financial information and ratings data)

CONTACTS:

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CONSOLIDATED BALANCE SHEETS AS OF MARCH 31, 2004 AND DECEMBER 31, 2003 (MILLIONS OF MEXICAN PESOS IN PURCHASING POWER AS OF MARCH 31, 2004)

ASSETS


GRUPO TELEVISA, S.A.
CONSOLIDATED BALANCE SHEETS AS OF MARCH 31, 2004 AND DECEMBER 31, 2003 (MILLIONS OF MEXICAN PESOS IN PURCHASING POWER AS OF MARCH 31, 2004)

LIABILITIES

| $\begin{aligned} & \text { March 31, } \\ & 2004 \\ & \text { (Unaudited) } \end{aligned}$ | $\begin{gathered} \text { December } 31, \\ 2003 \\ \text { (Audited (1)) } \end{gathered}$ |
| :---: | :---: |
| Ps. 248.5 | Ps. 289.7 |
| 1,847.8 | 2,385.4 |
| 12,023.2 | 13,797.5 |
| 654.3 | 1,307.2 |
| 205.4 | 320.1 |
| 1,280.5 | 1,149.2 |
| 16,259.7 | 19,249.1 |
| 14,705.0 | 14,934.5 |
| 347.7 | 426.1 |

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| Other long-term liabilities | 699.8 | 719.6 |
| :---: | :---: | :---: |
| Deferred taxes | 1,177.4 | 1,172.5 |
| DTH joint ventures | 1,258.0 | 1,314.3 |
| Total liabilities | 34,447.6 | 37,816.1 |
| STOCKHOLDERS' EQUITY |  |  |
| Majority interest: |  |  |
| Capital stock issued | 8,336.0 | 8,336.0 |
| Additional paid-in capital | 3,936.1 | 3,936.1 |
|  | 12,272.1 | 12,272.1 |
| Retained earnings: |  |  |
| Legal reserve | 1,289.4 | 1,289.4 |
| Reserve for repurchase of shares | 5,367.8 | 5,367.8 |
| Unappropriated earnings | 16,543.3 | 13,001.7 |
| Accumulated other comprehensive loss | $(2,656.6)$ | $(2,278.7)$ |
| Net income for the period | 472.0 | 3,652.9 |
|  | 21,015.9 | 21,033.1 |
| Shares repurchased | (6,169.2) | (6,443.2) |
| Total majority interest | 27,118.8 | 26,862.0 |
| Minority interest | 1,128.4 | 1,095.5 |
| Total stockholders' equity | 28,247.2 | 27,957.5 |
| Total liabilities and stockholders' equity | 62,694.8 | 65,773.6 |

(1) Certain reclassifications have been made to the 2003 Audited Financial Statements to conform to classifications used in the 2004 Unaudited Financial Statements.

GRUPO TELEVISA, S.A.
CONSOLIDATED STATEMENTS OF INCOME FOR THE
THREE MONTHS ENDED MARCH 31, 2004 AND 2003
(MILLIONS OF MEXICAN PESOS IN PURCHASING POWER AS OF MARCH 31, 2004)



CHANNEL 2

| Rating | 18.1 | 17.7 | 17.9 | 17.6 | 17.3 | 18.0 | 17.9 | 18.5 | 18.5 | 18.2 | 16.9 | 15.4 | 17.7 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Share (\%) | 32.7 | 32.0 | 32.1 | 32.9 | 33.1 | 33.2 | 33.1 | 34.4 | 34.0 | 33.0 | 30.6 | 29.3 | 32.5 |
| TOTAL TELEVISA(2) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rating | 39.9 | 38.8 | 38.7 | 37.3 | 36.6 | 37.6 | 38.2 | 37.6 | 37.9 | 39.9 | 38.7 | 35.7 | 38.1 |
| Share (\%) | 72.0 | 69.9 | 69.6 | 69.8 | 69.9 | 69.2 | 70.4 | 69.7 | 69.8 | 72.2 | 70.3 | 68.1 | 70.1 |

WEEKDAY PRIME TIME--19:00 TO 23:00, MONDAY TO FRIDAY(3)


CHANNEL 2
$\begin{array}{llllllllllllllllll}\text { Rating } & 22.0 & 23.0 & 24.2 & 24.0 & 23.6 & 24.3 & 22.8 & 24.7 & 23.8 & 23.2 & 19.6 & 18.9 & 22.8\end{array}$

| Share (\%) | 34.6 | 35.7 | 37.6 | 39.4 | 39.6 | 38.8 | 36.9 | 39.5 | 37.9 | 36.0 | 30.7 | 31.7 | 36.5 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

TOTAL TELEVISA(2)
Rating
$\begin{array}{lllllllllllll}47.2 & 46.6 & 46.2 & 44.7 & 43.4 & 44.9 & 44.0 & 44.8 & 44.8 & 47.8 & 45.0 & 40.7 & 45.0\end{array}$
$\begin{array}{lllllllllllllll}\text { Share (\%) } & 74.4 & 72.2 & 71.8 & 73.4 & 72.8 & 71.7 & 71.3 & 71.7 & 71.4 & 74.4 & 70.7 & 68.0 & 72.0\end{array}$

NOTES:

