



Totalplay

May 2021

Disclaimer

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Forward-Looking Statements

This Presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: "anticipate," "plan," "believe," "estimate," "expect," "strategy," "should," "will," "seek," "forecast," and similar references to future periods. Examples of forward-looking statements include, among others, statements concerning the Company's business outlook, future economic performance, anticipated profitability, revenues, expenses, or other financial items, market share, market growth rates, market demand, product or services growth. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are estimates that reflect the best judgment of Total Play's management based on currently available information. Because forward-looking statements relate to the future, they involve a number of risks, uncertainties and other factors that are outside of its control and could cause actual results to differ materially from those stated in such statements. Therefore, you should not rely on any of these forward- looking statements. All forward-looking statements are based on information available to Total Play on the date of this Presentation and Total Play assumes no obligation to update such statements, whether as a result of new information, future developments or otherwise, except as required by law.

Agenda

- Business Overview
- History
- Main businesses
- Financial Highlights
- ESG
- Summary Financials

Business Overview

Total Play

Total Play is a leading Telecom Company that offers fixed internet pay TV landline services for residential customers and enterprise clients

Highlights

- Only company in Mexico offering a 100% direct-to-home fiber optic (FTTH) network
- World-class internet to households, businesses and government
- Highly optimized for video streaming and social networks
- Unique IPTV system turns linear PayTV into on-demand experience
- Home menu integrates high-quality 4K and major streaming apps
- Leader in connectivity, productivity and managed services solutions for enterprise and government customers

Seamless Integrated World Class Menu & Global Content Partners



Corporate Facts as of Q1 2021

10.7 million
homes
passed

25.3%
penetration

+110,000
kms
fiber optics
as of May 2021



~7.1 million
RGUs in the
residential
business

20,000+
employees

~2.7 million
residential
subscribers

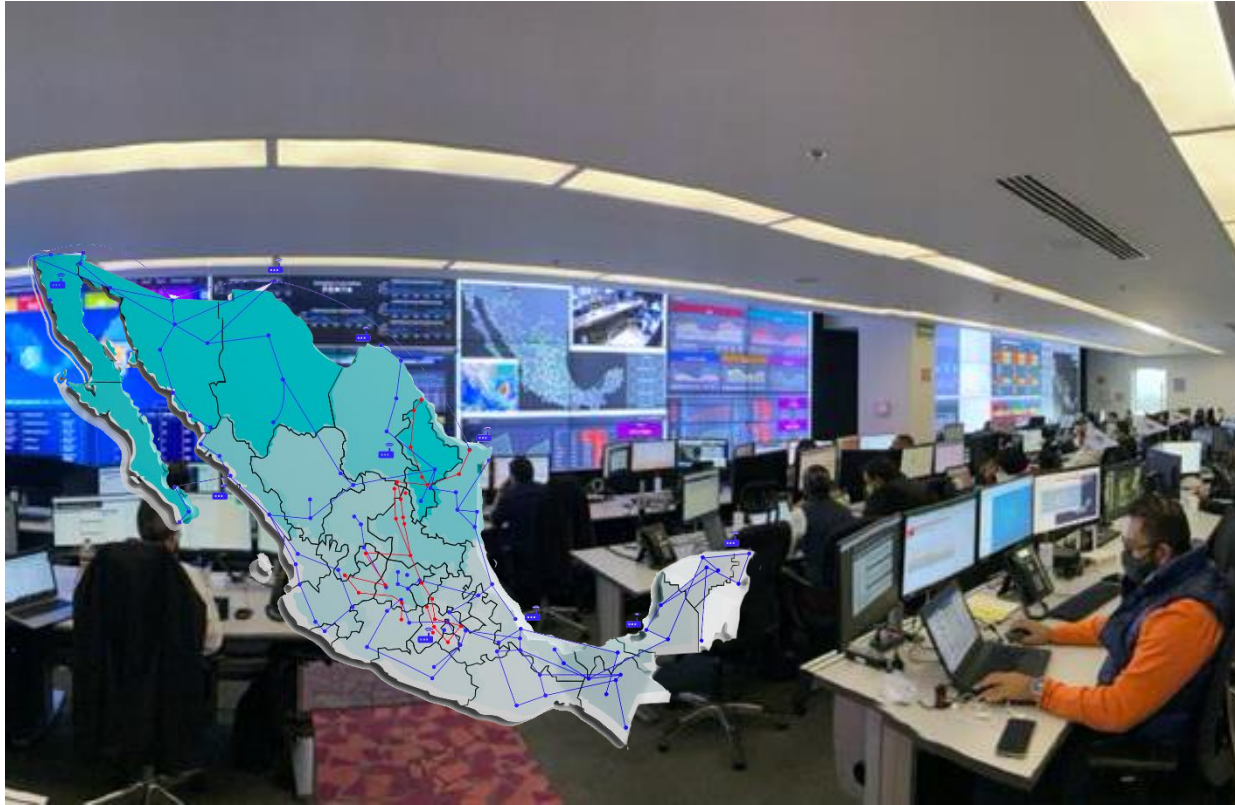
41k+
enterprise
customers

Top ISP
provider in
Mexico,
measured by
nPerf Speed
Test*

SRC
for the **4th**
consecutive
year
and part of the
UN Global
Compact

Extensive Fiber Only Network Providing Superior Services in Mexico

Broad and Expansive Network Reach Strategically Located in Key Cities



An extensive GPON network in Mexico composed of more than 1,100 access nodes and optical line terminals

Totalplay Residential's network reaches 52 cities with 10.7 m homes passed

- 25 cities each with over 100,000 homes passed
- Covers ~46% of total Mexican population

Totalplay Enterprise's network serves customers in 169 cities

- 99 cities with fiber plus microwave
- 70 cities microwave only in all 32 states

Totalplay is uniquely positioned to efficiently grow with evolving, disruptive technologies and customer needs

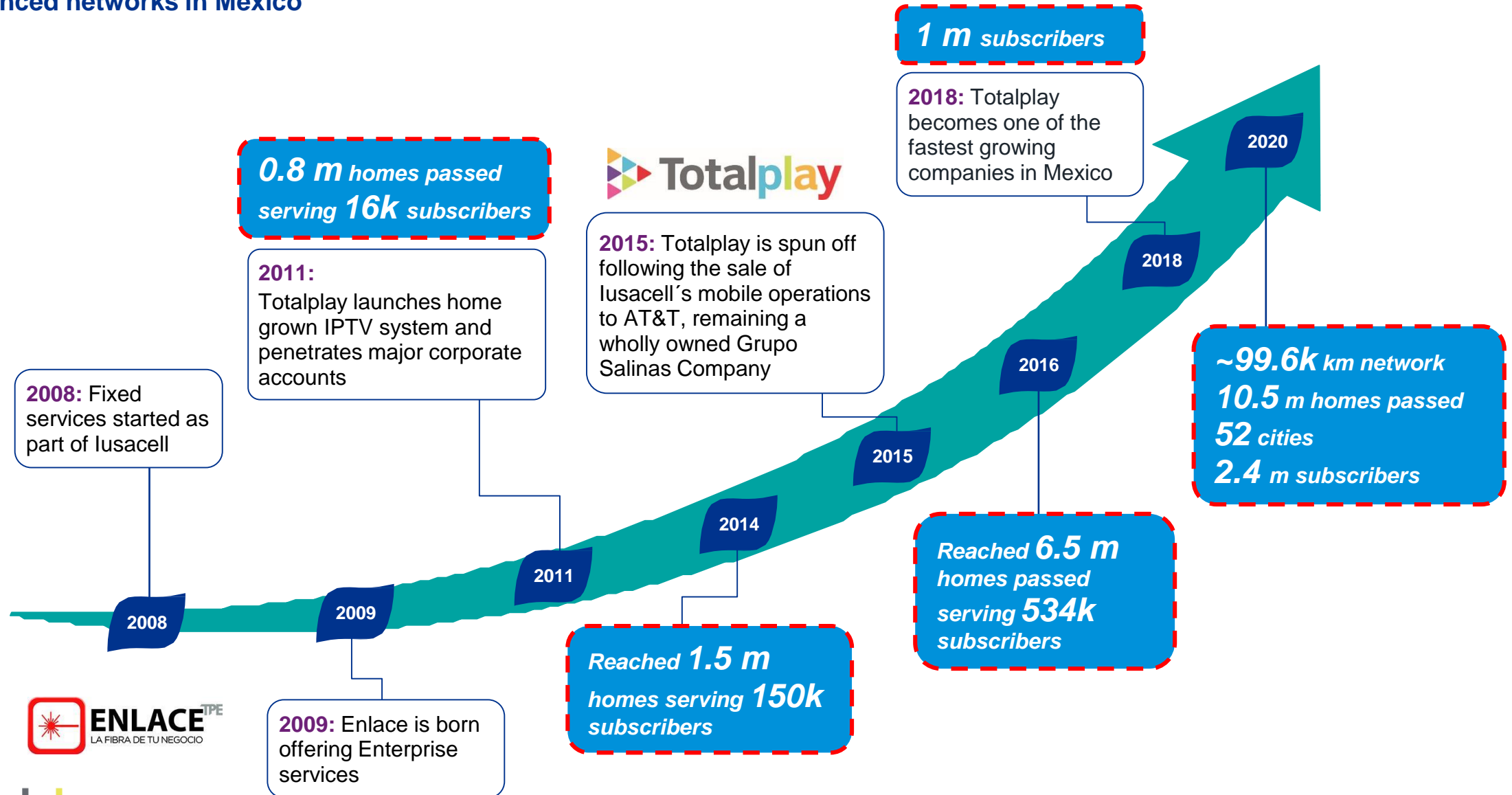
- Core network touches cities with multi-gigabit links
- Connectivity to eight major ISPs in the US at different locations
- Highly optimized content delivery via caching and peering

Between 2015 and 2020, Totalplay invested US\$1.5 billion in its network in order to ensure that its infrastructure remains one of the most advanced in Mexico

History

Unique Track Record of Growth and Innovation

Totalplay has emerged as a leading player in the telecommunications sector supported by one of the most technologically advanced networks in Mexico



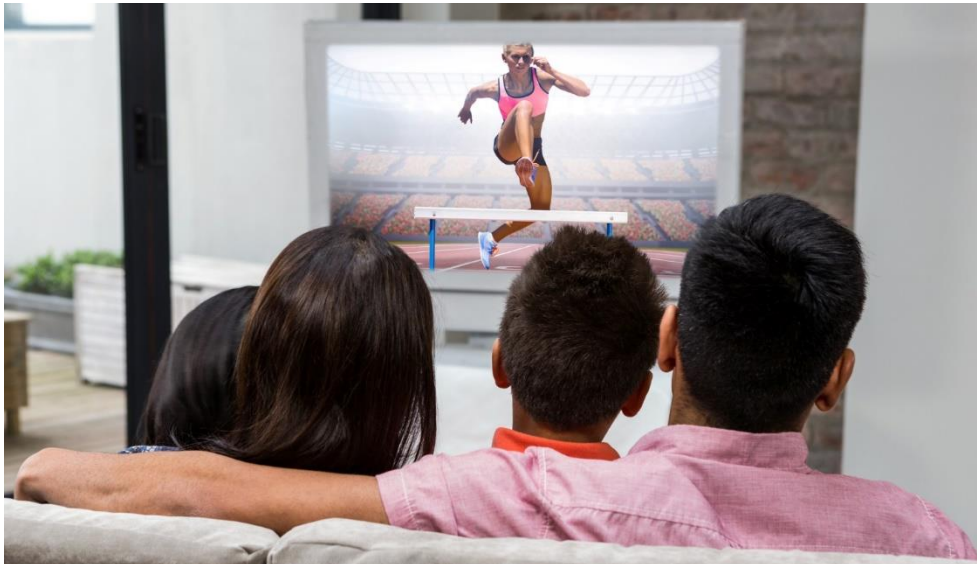
Main businesses

Residential Business Segment (75% of Revenue, Q1 2021)

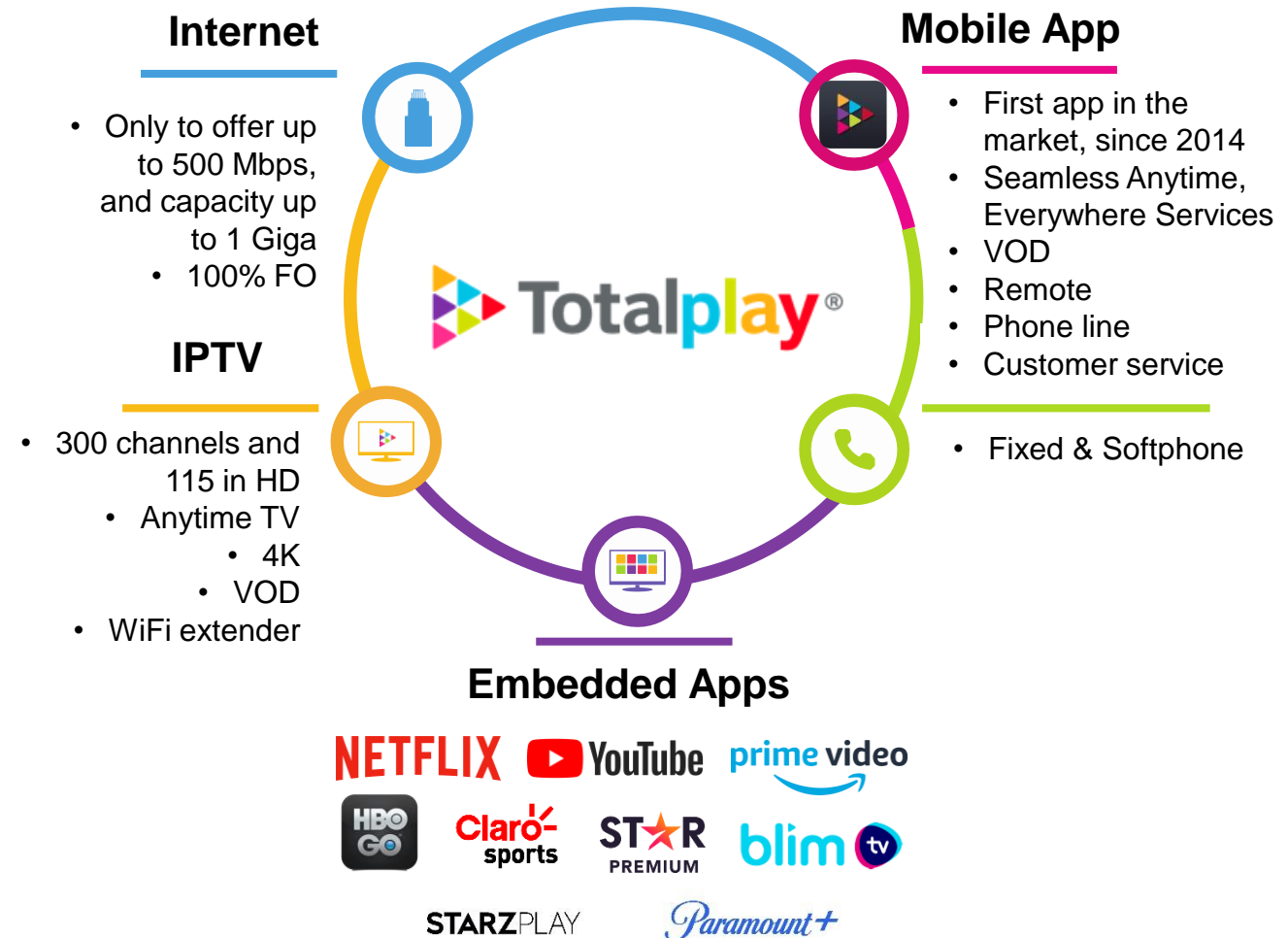
Totalplay Residential offers value-added services supported by one of the leading infrastructures at the forefront of technological advances

Key Highlights

- Totalplay Residential offers Double and Triple-Play bundles with high-quality content through a proprietary system
 - Services include Anytime TV and video on demand, and apps
- Delivers a home entertainment experience that has been a point of reference in the Mexican and international markets for years
- ~65% of customers have Triple-Play services
- ~35% have Double-Play services



Totalplay Residential Service Portfolio



Enterprise Business Segment (25% of Revenue, Q1 2021)

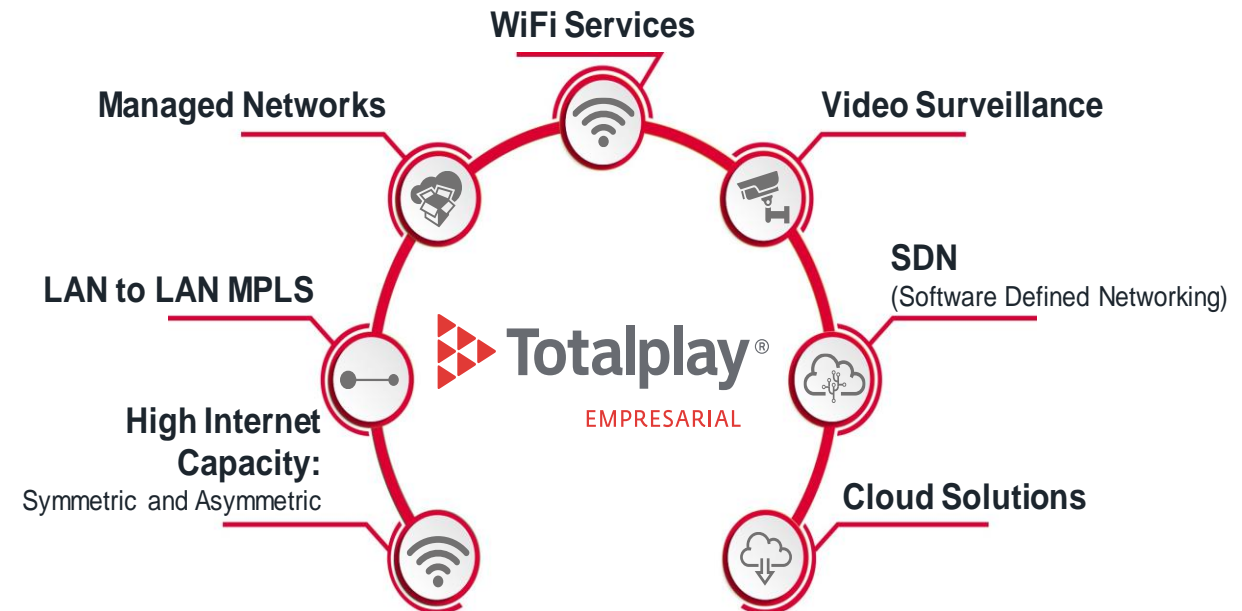
Totalplay Enterprise portfolio offers a wide range of value-added telecommunications and IT solutions to Mexican private companies and government entities

Key Highlights

- Totalplay Enterprise close to 110k internet services installed with ~41k medium and large corporate customers
- Customer base includes 60% of the top-500 largest enterprises in Mexico
- ~66% of revenues from private sector entities and ~44% from public sector
- Metro Ethernet rings for high-capacity broadband connections
- Point-to-multipoint microwave network with over 500 base stations and 1,500 sectors, servicing corporate customers located in 169 cities



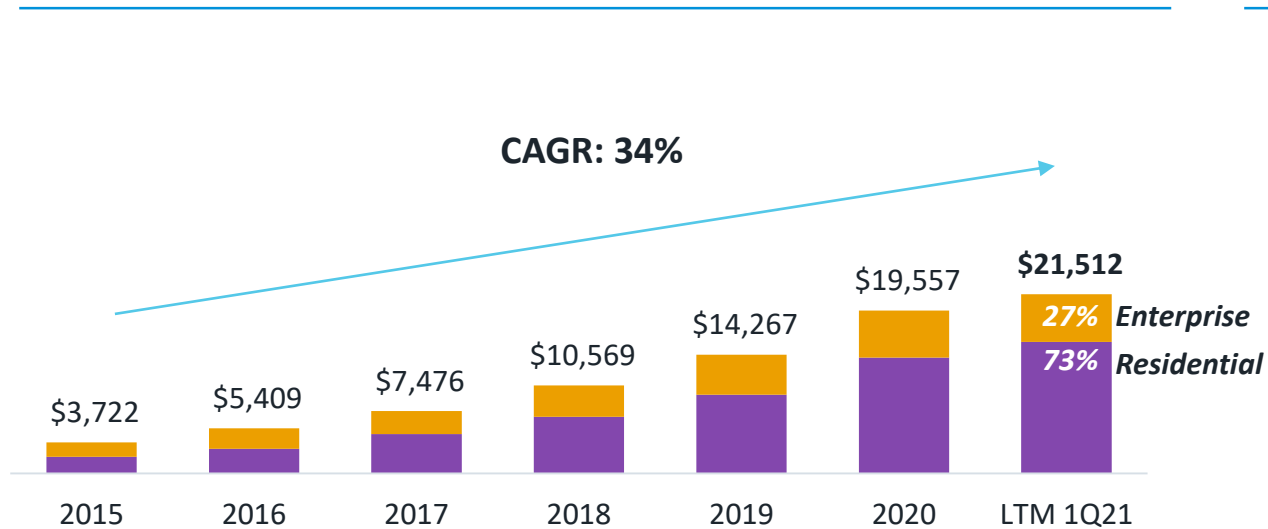
Enterprise Portfolio



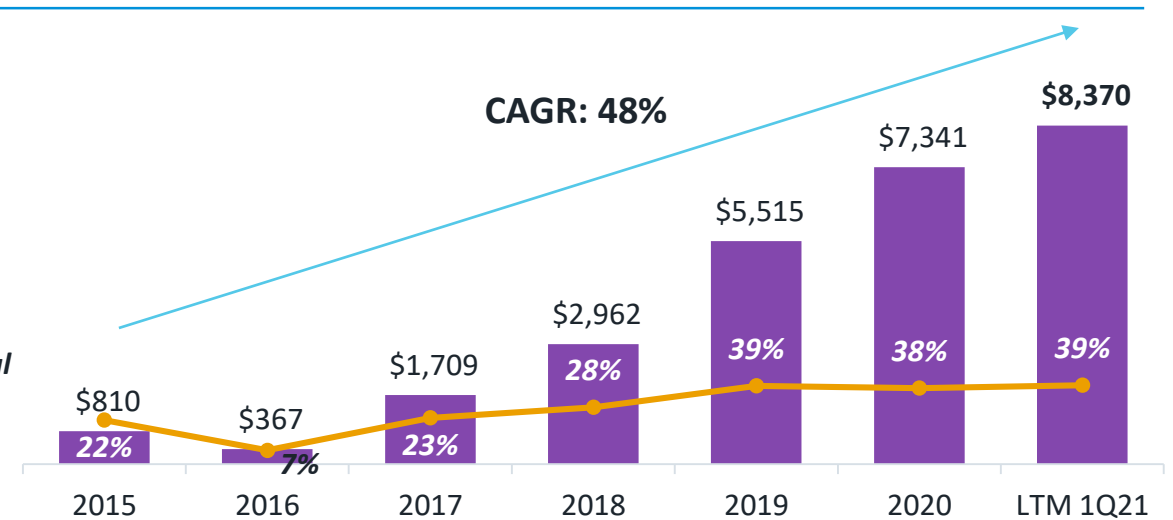
Financial Highlights

Proven Track Record of Consistent Growth and Responsible Financial Management

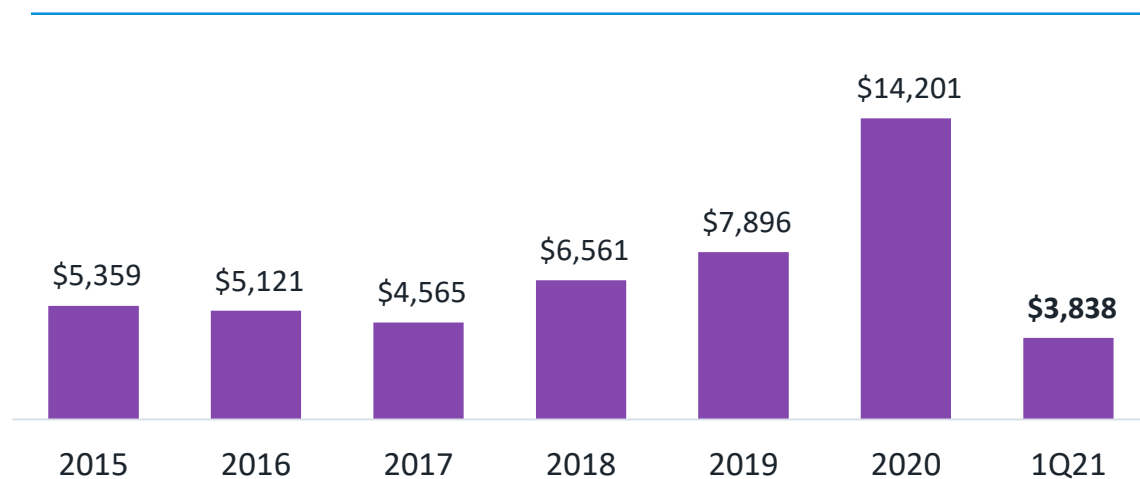
Consolidated Revenues (Ps. Million)



EBITDA (Ps. Million) and Margin



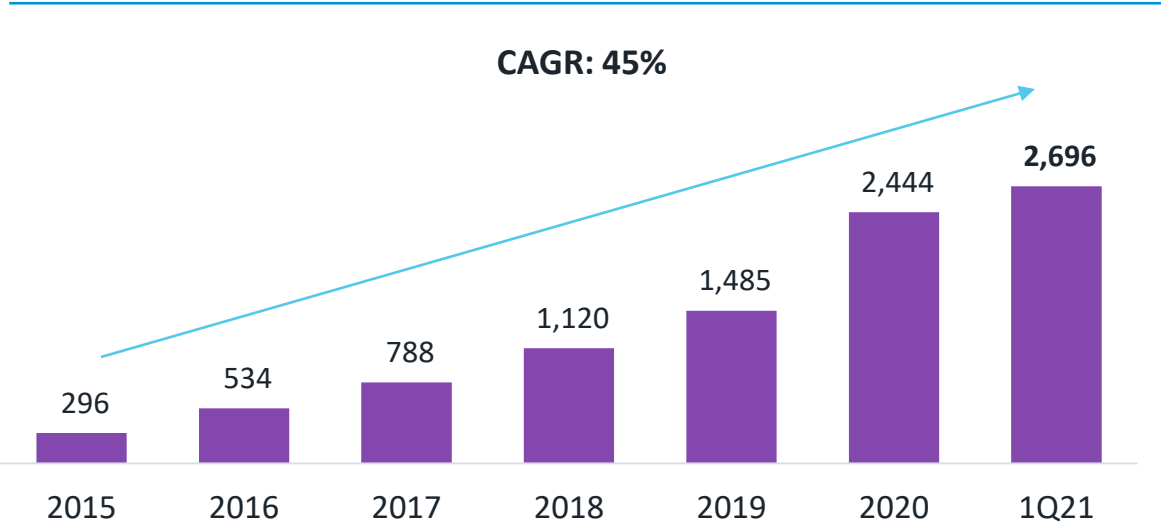
CAPEX (Ps. Million)



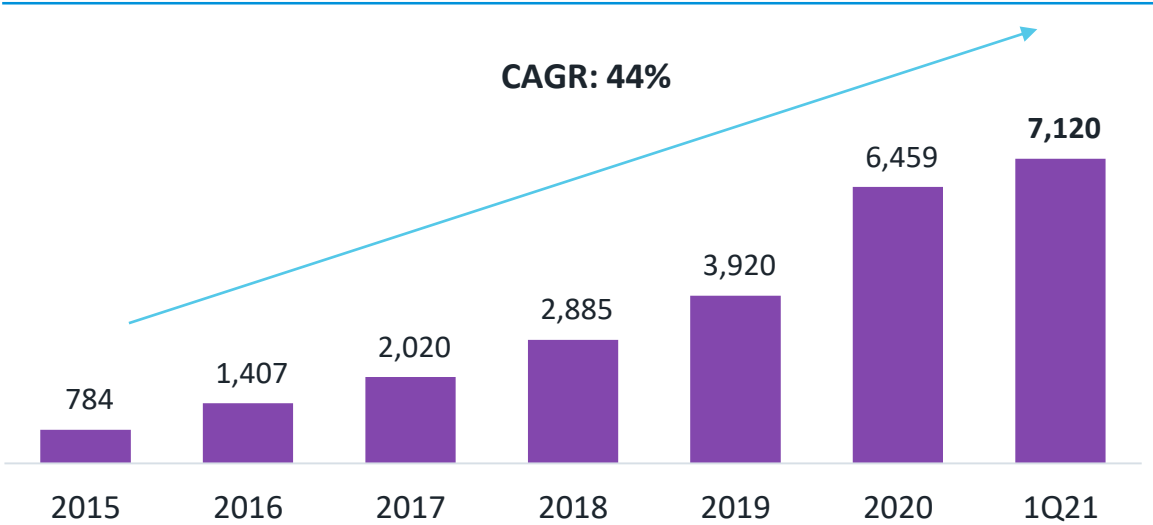
Highlights

Attractive subscriber lifetime value compared to competitors, with ARPU of Ps.611 and churn rate of 1.0% in Q1 2021 in residential

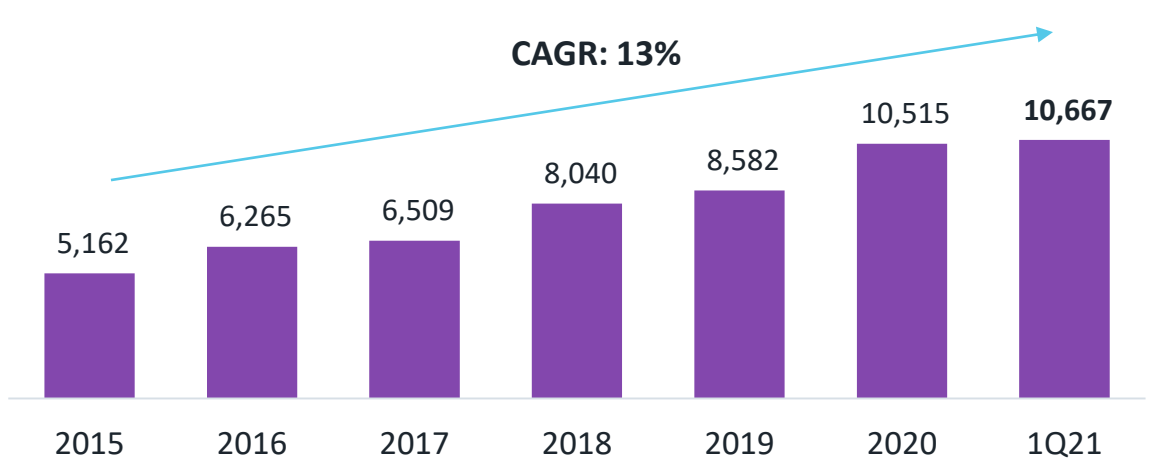
Residential Subscribers (Thousand)



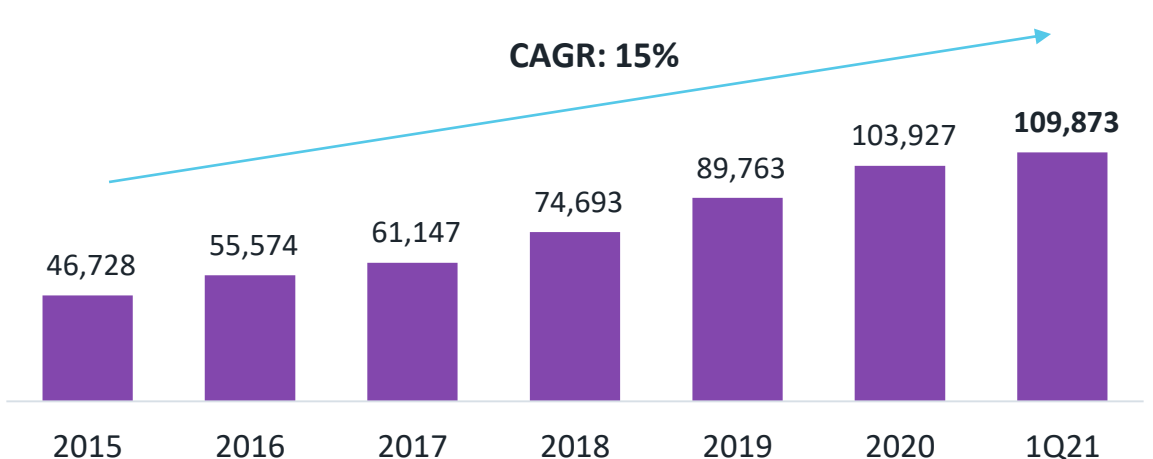
RGUs (Thousand)



Residential Homes Passed (Thousand)



Enterprise Services

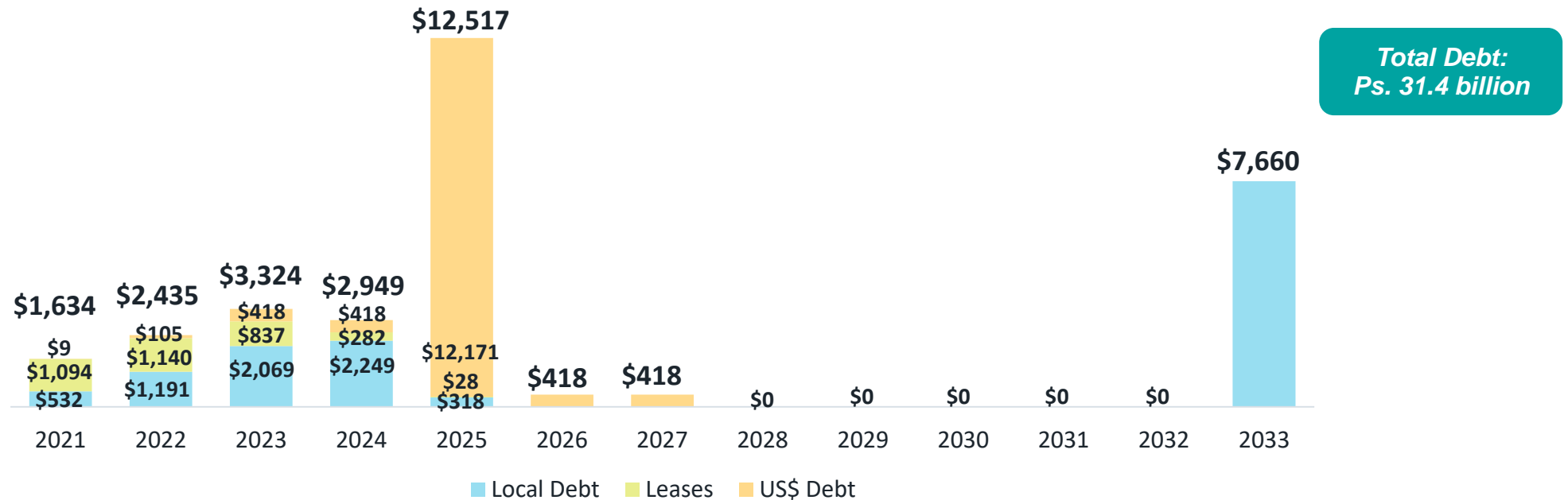


Maturity Schedule

Financing Strategy

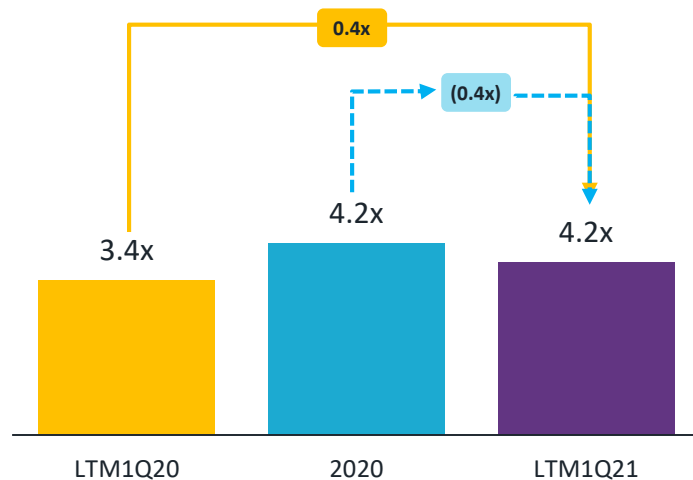
- Proactive financing management with broadly diversified sources of funding through banking and capital markets (both local and international)
- During 1Q21, we were able to reduce our weighted rate to 8.79% from 8.93%, and 12.98%, in 2020 and 2019, respectively
- In 1Q21, we continued with our conservative stance and substituted Ps.600 million of expensive debt
- In 1Q21, we refinanced Ps.6.7 billion from ten years, to a 12-year term, maintaining the same fixed rate
 - 79% of debt is at fixed rate
 - 45% of debt is denominated in US\$

Debt Maturity Profile (Ps. Million)

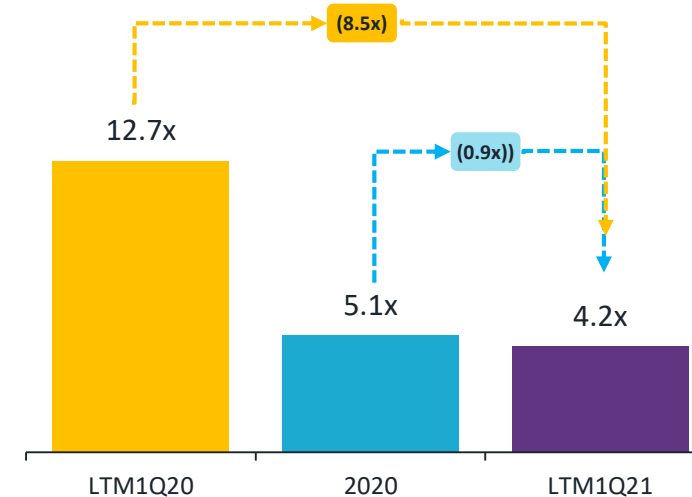


Indebtedness Overview

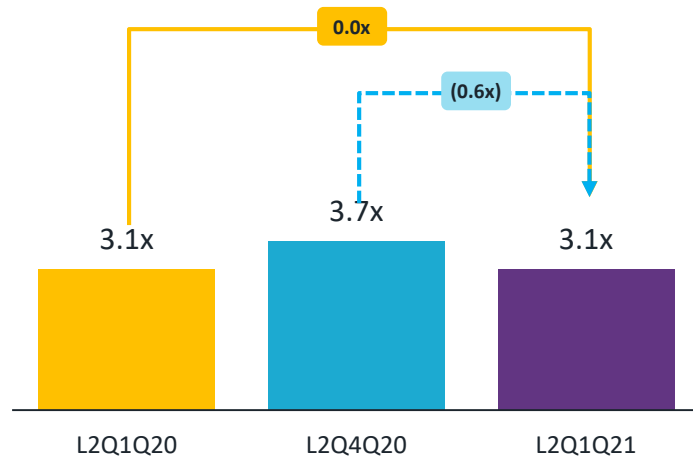
Total Debt / LTM EBITDA (x)



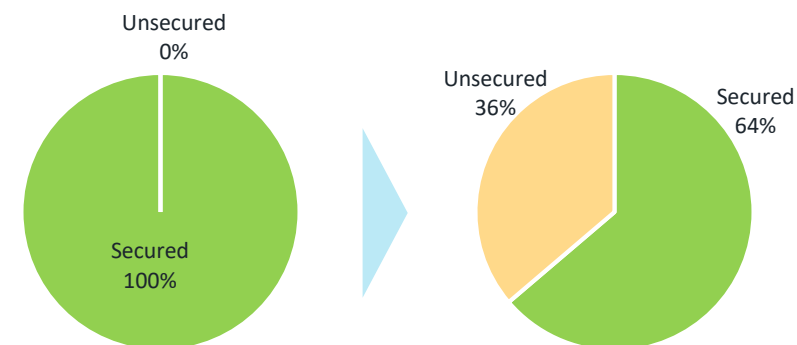
Interest Coverage Ratio¹ (x)



Total Debt / L2QA EBITDA² (x)



Funding Mix Improvement, Q1 2020 v Q1 2021



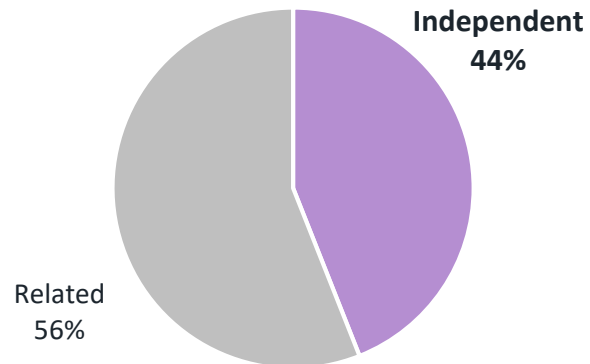
100% = Ps. 20.4 b

100% = Ps. 31.4 b

ESG

Corporate Governance

- At the beginning of 2021, Total Play announced the restructuring of its Board of directors with the **appointment of four independent members**, and the creation of the **Auditing and Related Party Transactions Committee**, composed **solely of independent members**.



- The new Board of Directors **approved** the creation of the “**Ethics, Integrity and Compliance Program**”^{*} which is based on organic, procedural and normative elements provided by Mexican law, as well as certain principles and guidelines contained in the best national and international practices.

Social Responsibility



UN Global Compact

- In 2018 Totalplay adhered to the **United Nations Global Compact**, the world's largest global initiative that promotes corporate sustainability



Environmental Impact

- The Totalplay corporate office has **LEED Certification (Leadership in Energy and Environmental Design)**, a green building qualification that measures the efficient use of energy, water, materials, and waste management



Social Impact

- For the **4th consecutive year**, Total Play received the **socially responsible company (SRC)** badge
- Workforce of ~20,000 employees, **diversified by gender, age and ethnic origin**
- Total Play was **recognized** by ANCE (Association for Standardization and Certification), for its **Gender Equality and Non-Discrimination Policies**
- Together with local government institutions and private sector, offered **four Wi-Fi access points in low-demographic areas** in Coahuila to help students to **continue with their virtual education** during the pandemic

Summary Financials

Income Statement, Q1 2021 v Q1 2020 (Ps. Million)

	1Q20		1Q21		Change	
	\$	%	\$	%	\$	%
Revenue from services	4,402	100%	6,356	100%	1,954	44%
Cost of services	(1,256)	(29%)	(1,627)	(26%)	(371)	(30%)
Gross profit	3,146	71%	4,729	74%	1,583	50%
General expenses	(1,503)	(34%)	(2,053)	(32%)	(550)	(37%)
EBITDA	1,643	37%	2,676	42%	1,033	63%
Depreciation and amortization	(1,378)	(31%)	(2,019)	(32%)	(641)	(47%)
Other income (expenses) - Net	3	0%	1	0%	(2)	67%
Operating profit (loss)	268	6%	658	10%	390	146%
Financial cost:						
Interest revenue	10	0%	14	0%	4	40%
Accrued interest expense	(192)	(4%)	(562)	(9%)	(370)	(193%)
Other financial (expenses) income - Net	(32)	(1%)	(43)	(1%)	(11)	34%
Foreign exchange (loss) gain - Net	(418)	(9%)	(274)	(4%)	144	34%
Profit (loss) before income tax provision	(364)	(8%)	(207)	(3%)	157	(43%)
Income tax provision	(6)	(0%)	(9)	(0%)	(3)	(50%)
Net income (loss) for the period	(370)	(8%)	(216)	(3%)	154	(42%)

Balance Sheet (Ps. Million)

	As of March 31,				Change	
	2020		2021			
	\$	%	\$	%	\$	%
<u>Assets</u>						
CURRENT ASSETS						
Cash and cash	168	0%	46	0%	(122)	(73%)
Customers - net	2,066	6%	2,348	5%	282	14%
Other receivables and recoverable taxes	2,393	6%	3,667	7%	1,274	53%
Other financial assets	1,120	3%	1,097	2%	(22)	(2%)
Inventories	1,528	4%	1,601	3%	73	5%
Prepaid expenses	174	0%	410	1%	237	136%
Total current assets	7,448	20%	9,170	18%	1,722	23%
NON-CURRENT ASSETS						
Property, plant and equipment - Net	24,317	66%	35,141	71%	10,824	45%
Rights-of-use assets -Net	3,838	10%	3,896	8%	57	1%
Other non-current assets	1,366	4%	1,481	3%	114	8%
Total non-current assets	29,522	80%	40,517	82%	10,996	37%
Total assets	36,969	100%	49,687	100%	12,717	34%
<u>Liabilities and Stockholders' Equity</u>						
SHORT-TERM LIABILITIES						
Short-term financial debt	1,592	4%	989	2%	(603)	(38%)
Trade payables	6,403	17%	7,635	15%	1,232	19%
Other payables and taxes	1,353	4%	1,976	4%	622	46%
Derivative financial instruments	-	0%	75	0%	75	n.m.
Lease liabilities	1,598	4%	1,466	3%	(133)	(8%)
Total short-term liabilities	10,947	30%	12,140	24%	1,193	11%
LONG-TERM LIABILITIES						
Long-term financial debt	14,340	39%	26,857	54%	12,517	87%
Trade payables	64	0%	16	0%	(48)	(75%)
Other long-term payables	317	1%	108	0%	(209)	(66%)
Lease liabilities	2,888	8%	2,743	6%	(144)	(5%)
Total long-term liabilities	17,609	48%	29,725	60%	12,116	69%
Total liabilities	28,556	77%	41,865	84%	13,309	47%
STOCKHOLDERS' EQUITY						
	8,414	23%	7,822	16%	(592)	(7%)
Total stockholders' equity and liabilities	36,969	100%	49,687	100%	12,717	34%



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