

# GMA NETWORK, INC.

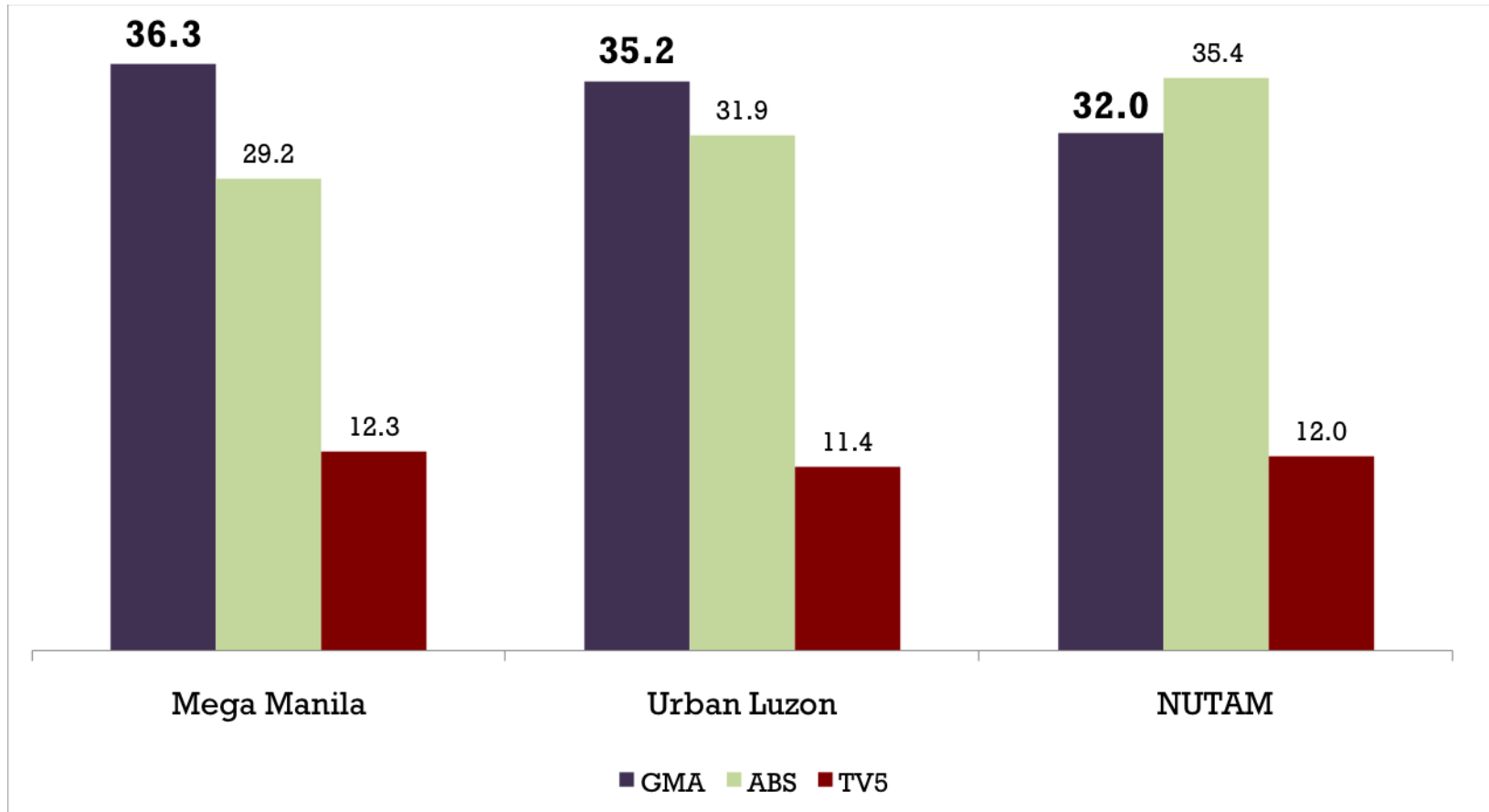


**1<sup>st</sup> Quarter 2014 Results**

5 May 2014

# RATINGS UPDATE

## 1<sup>st</sup> Quarter 2014 Audience Shares



Based on Total Day (6am -12mn) - Households in TV Homes  
Source: Nielsen Phils TAM (Arianna)

Effective January 2014, Mega Manila and Urban Luzon account for 60% and 77% of all Urban TV Households respectively

## Building a Global Brand ...



18%YoY

Over 271 thousand subscriptions as of March 2014\*



30%YoY

Almost 87 thousand subscriptions as of March 2014\*

## International Pay TV Channels



Currently available in Canada, Middle East, North Africa, Australia, Guam, Saipan, Japan, Madagascar, Malaysia, Singapore and Palau

### Developments:

\* The decrease in subscriber count was due to the shift in our carrier partner in the Middle East and Europe starting May 1, 2013.

# Building a Global Brand ...

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**9X Platinum Record Award (combined physical and digital sales – over 135,700 units)**

Sales period covering August 15, 2012 to February 28, 2014

*Additional 10,700 units sold from January 1, 2014 to February 28, 2014*

**TOMDEN**  
TOM RODRIGUEZ DENNIS TRILLO



**Gold Record Award (combined physical and digital sales – over 14,000 units)**

Sales period covering October 12, 2013 to February 28, 2014



## Selected 1Q 2014 Deals

### Vietnam

Sold Free TV and Pay TV Rights of La Vendetta, Ang Babaeng Hinugot Sa Aking Tadyang, Ikaw Sana, Gumapang Ka Sa Lusak, Dapat ka Bang Mahalin?, Love and Lies, Pahiram Ng Sandali, Blusang Itim, Forever, Coffee Prince and My Husband's Lover.

### Malaysia and Brunei

Sold Pay TV Rights of Koreana, Saan Darating Ang Umaga ? and Kung Aagawin Mo Ang Lahat Sa Akin.

### Cambodia

Sold Free TV Rights of Mundo Mo'y Akin, Temptation Of Wife and Anna Karenina.

### Singapore

Sold Pay TV Rights of Koreana, Saan Darating Ang Umaga ?, Kung Aagawin Mo Ang Lahat Sa Akin and Dyesebel.

### Myanmar

Sold Pay TV Rights of Kung Aagawin Mo Ang Langit, Sana Ay Ikaw Na Nga and Yesterday's Bride.

### South Korea

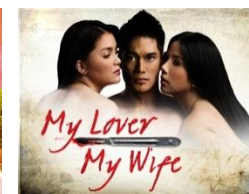
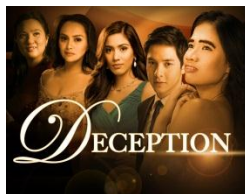
Sold Pay TV Rights of Kung Aagawin Mo Ang Langit, Dapat Ka Bang Mahalin ?, My Lover, My Wife and Sinner Or Saint.

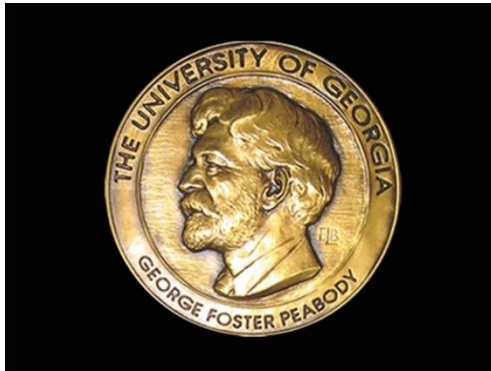
### Hawaii

Sold Free and Pay TV Rights of Kung Aagawin Mo Ang Langit and Broken Vow.

### Inflight

Sold My Lady Boss to Saudia Airlines.





## 73<sup>rd</sup> Annual George Foster Peabody Awards

- GMA's special coverage on typhoon Yolanda

This is the Network and the country's fourth Peabody Award. GMA is the only news and public affairs organization in the country to have received this prestigious award for excellence in broadcast journalism.



## 2014 New York Festivals International TV & Film Awards

### • Gold World Medal

- Community Portraits category: “Mga Sanggol at Langaw” episode, **Tunay Na Buhay**

### • Silver World Medal

- Children/Youth Program: “Talaandig Tribe” episode, **Tropang Potchi**
- Community Service Program category: “Silang Wala sa Mapa” episode, **Reel Time**
- Community Portraits category: “Gintong Krudo at Sipa ng Pag-asa” stories, **Brigada**

### • Bronze World Medal

- Best Coverage of Breaking News category: Zamboanga siege coverage, **Quick Response Team**
- Community Portraits category: “Lusong Dunong” episode, **Front Row**
- Music Video category: “Dapat Tama” 2013 election advocacy campaign

# **Consolidated Financial Report**

*For the First Quarter Ended March 31, 2014*

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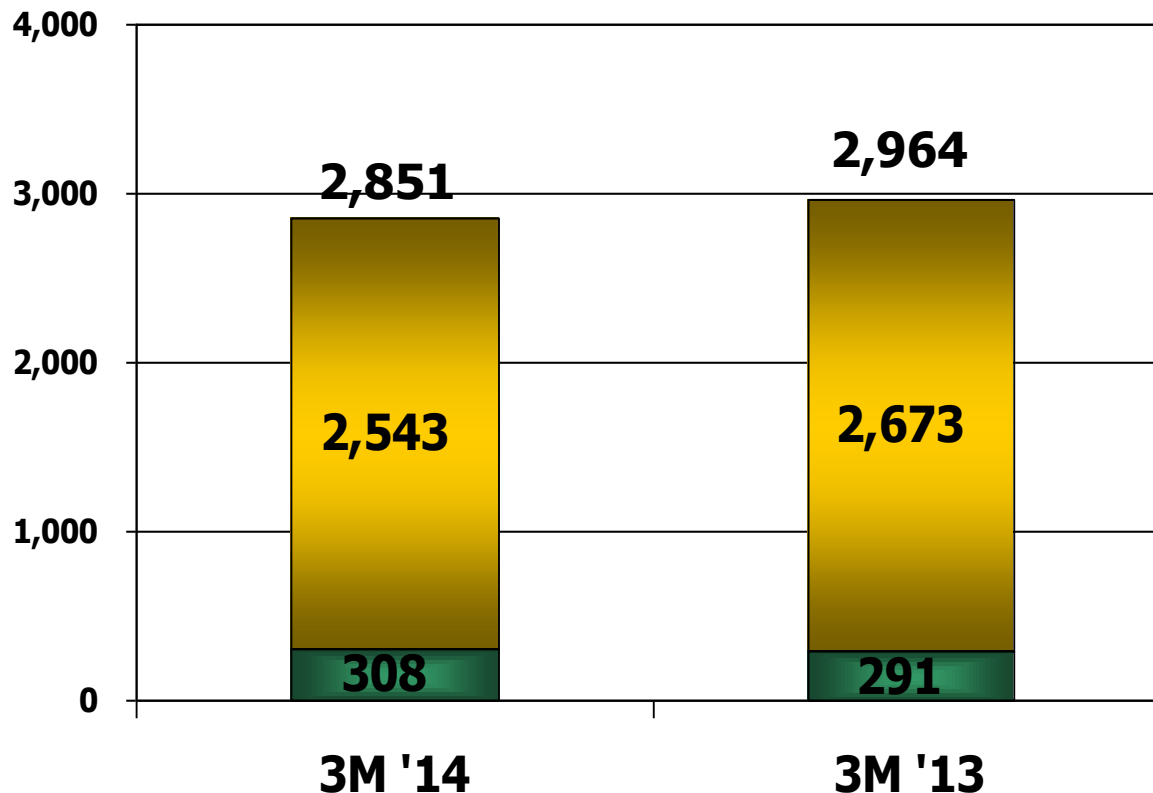
**GMA Network, Inc.**

**May 5, 2014**

# CONSOLIDATED REVENUES

For the Three Months Ended March 31, 2014 and 2013  
(In Millions PhP)

- Recurring revenues slightly decreased by 4% vs. Q1 '13.



<b>Airtime revenues</b>	<b>-5%</b>
<b>Subscription and others</b>	<b>+6%</b>
<b>Total Revenues</b>	<b>-4%</b>

Total revenues decreased by 12%, gross of pol ads in 3M '13.



**AIRTIME REVENUES**  
**For the Three Months Ended March 31, 2014 and 2013**  
*(In Millions PhP)*

	3M '14	3M '13	Inc (Dec)
TV			
Channel 7/RTV	2,407	2,811	(14%)
Channel 11 (GNTV)	59	44	34%
Radio	77	95	(19%)
Airtime Revenues	2,543	2,950	(14%)
Less: Pol ads/advocacies	-	278	(100%)
Regular Airtime Revenues	2,543	2,673	(5%)

**SUBSCRIPTION AND OTHER REVENUES**  
**For the Three Months Ended March 31, 2014 and 2013**  
*(In Millions PhP)*

	3M '14	3M '13	Inc (Dec)
International	258	247	4%
Subsidiaries and others	50	44	13%
<b>Total Subscriptions and Others</b>	<b>308</b>	<b>291</b>	<b>6%</b>

\* Subscriber count

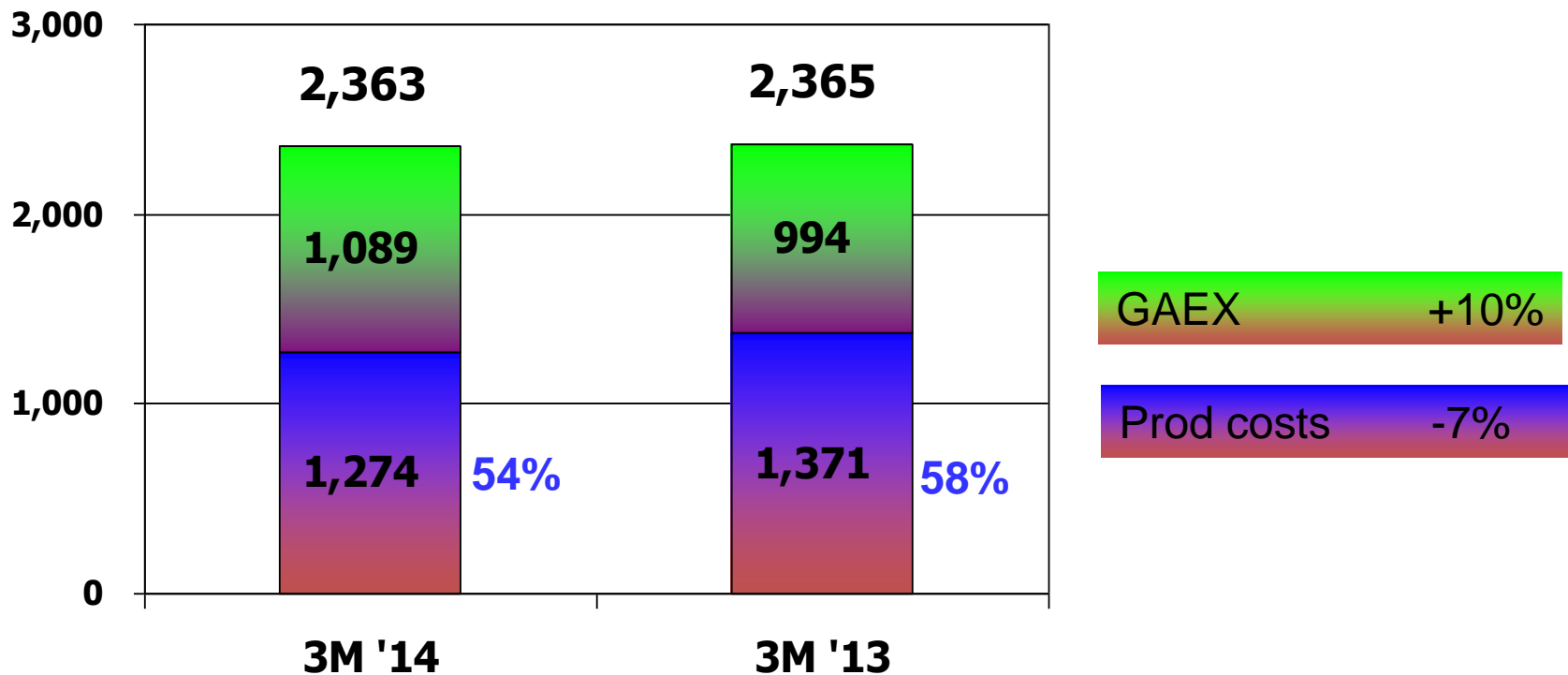
	3M '14	3M '13	Inc (Dec)
GPTV	271,194	329,981	(18%)
GLTV	86,960	124,461	(30%)

# CONSOLIDATED OPERATING EXPENSES

## For the Three Months Ended March 31, 2014 and 2013

*(In Millions PhP)*

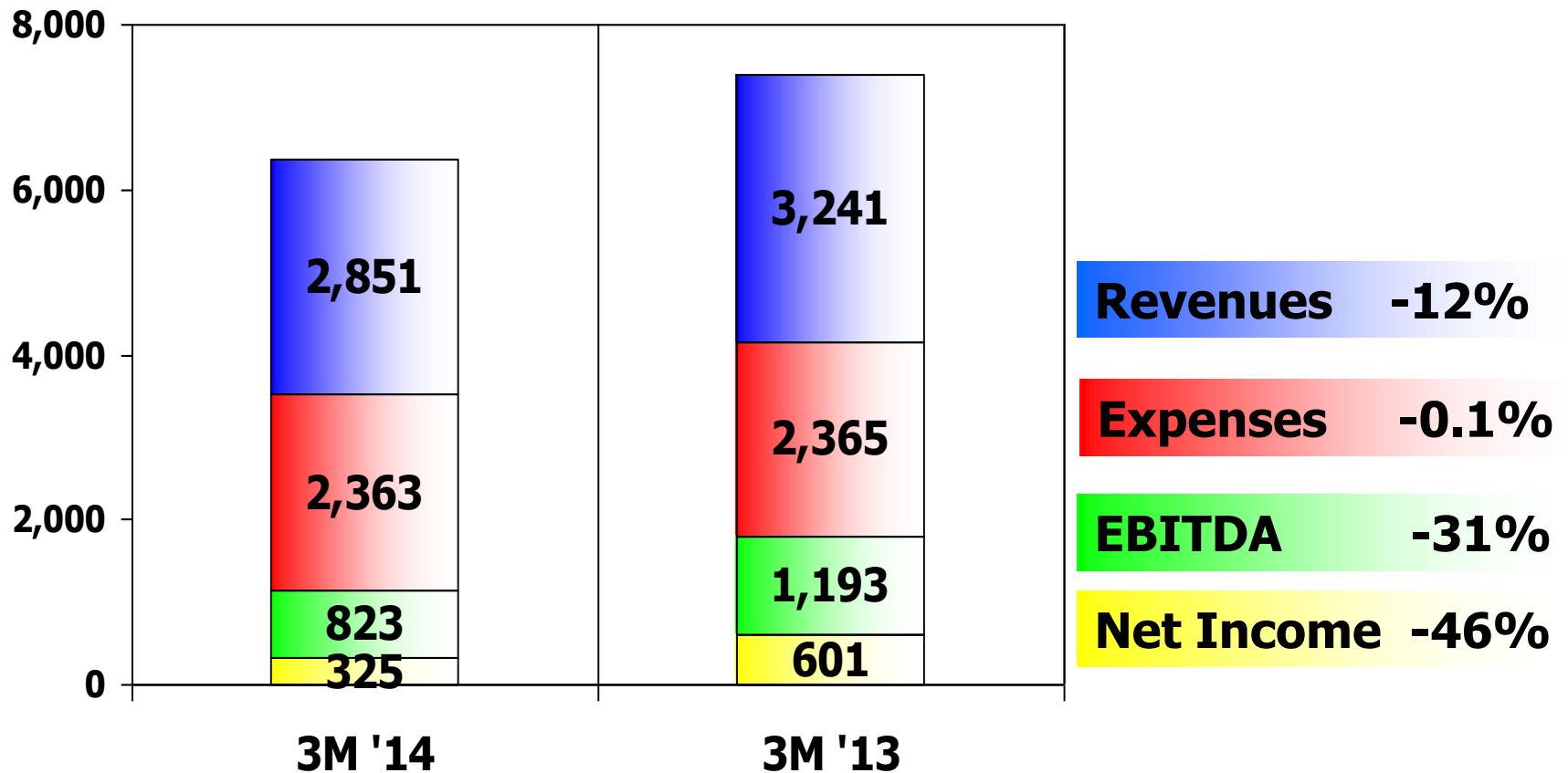
\* Total OPEX of P2.363 billion was reduced by less than one percent.



## FINANCIAL HIGHLIGHTS

For the Three Months Ended March 31, 2014 and 2013  
*(In Millions PhP)*

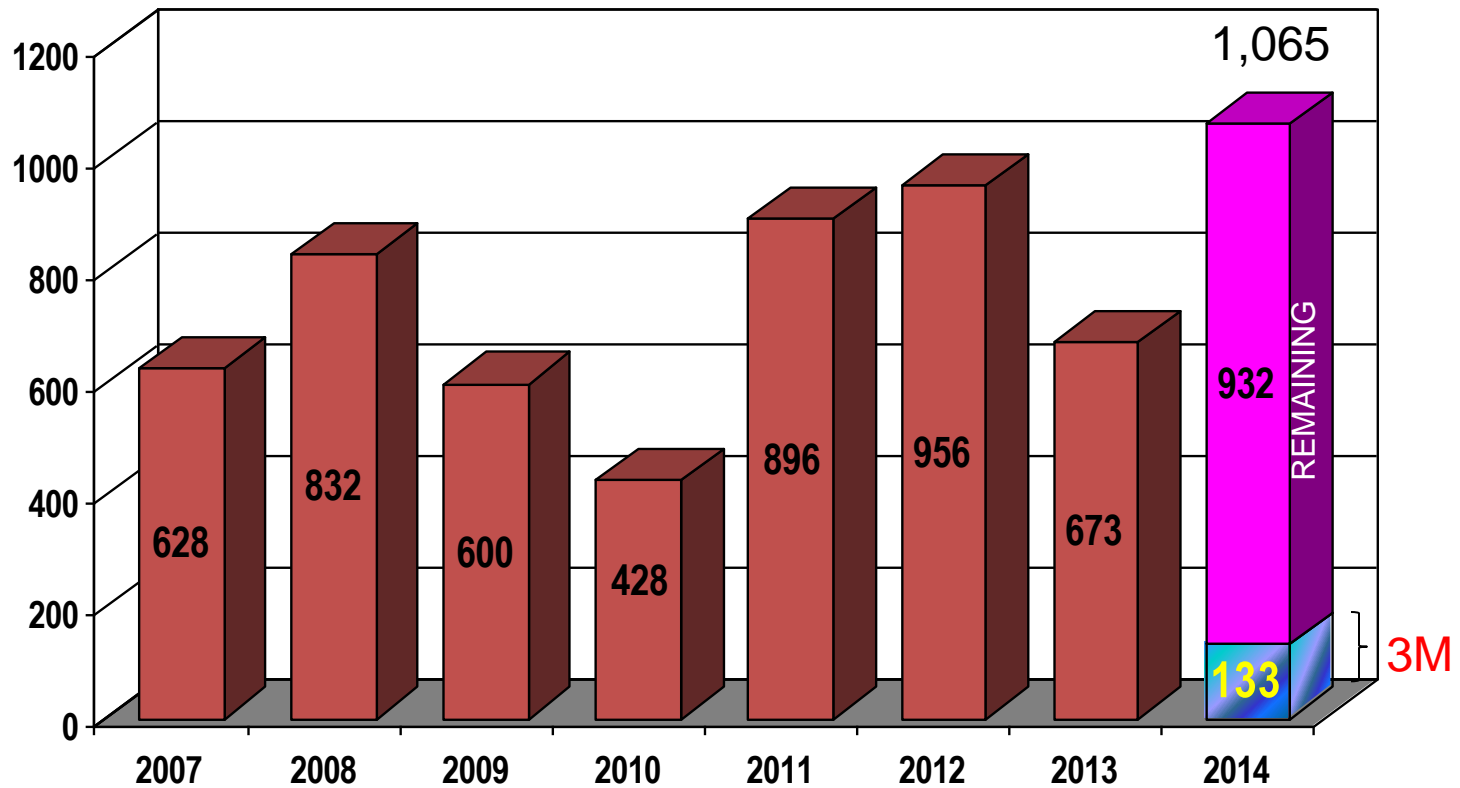
EBITDA was down by 31% vs. 2013. Net Income decreased by 46%.



# CAPITAL EXPENDITURES

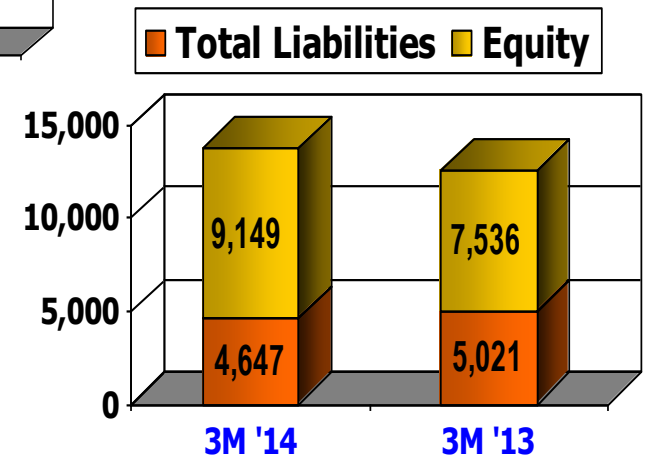
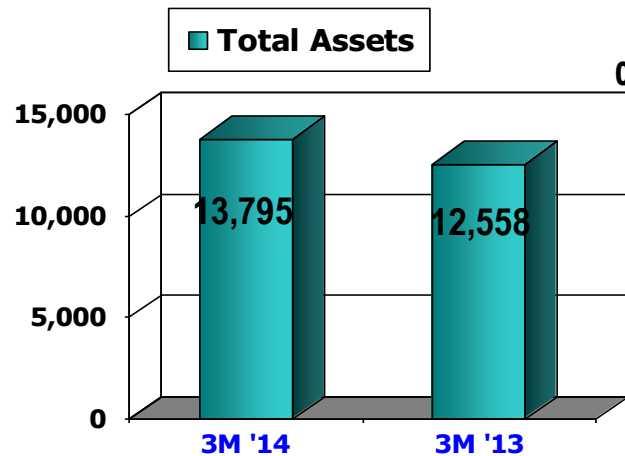
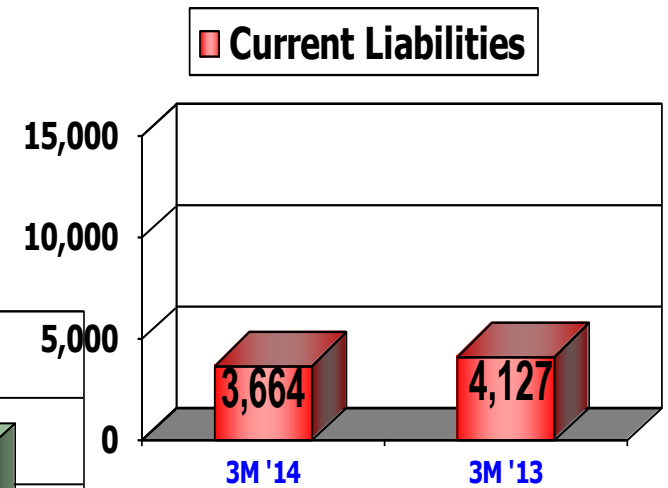
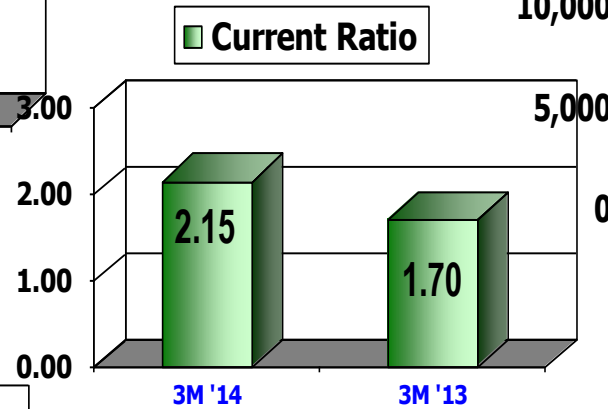
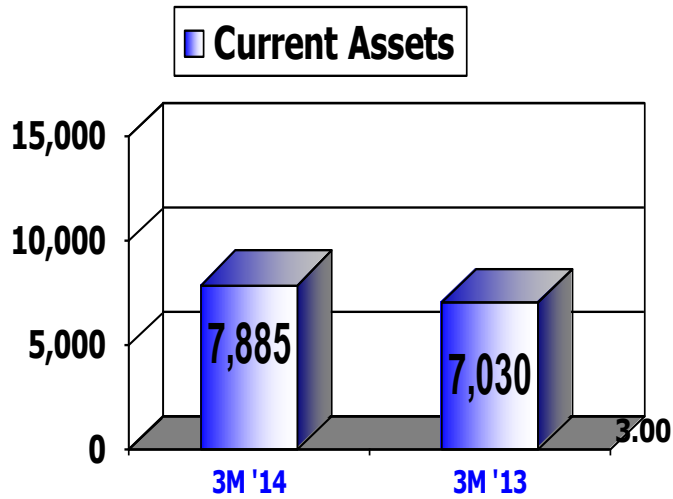
*(In Millions PhP)*

Capital Expenditures amounted to P133 million as of March 31, 2014.



# CONSOLIDATED BALANCE SHEETS

(In Millions PhP)



# HISTORICAL DIVIDEND DECLARATION

For Years 2008-2014

Year	Amount/Sh	Total	% of PY's NI*	PY's NI*
2008	0.25	1,214,163,001	53%	2,285,798,065
2009	0.35	1,701,069,453	73%	2,342,588,827
2010	0.45	2,187,089,297	77%	2,841,817,112
	0.25	1,215,049,069	43%	
2011	0.45	2,187,089,297	78%	2,820,827,053
2012	0.40	1,944,079,375	113%	1,715,138,372
	0.26	1,264,794,293	74%	
2013	0.25	1,215,049,609	74%	1,642,404,207
2014	0.27	1,312,253,578	79%	1,654,414,467

\* *Prior Year's Net Income of Parent Company.*

**Thank you!**

*Kapuso ng pamilyang Pilipino,  
anumang kulay ng buhay.*