# **GMA NETWORK, INC.**

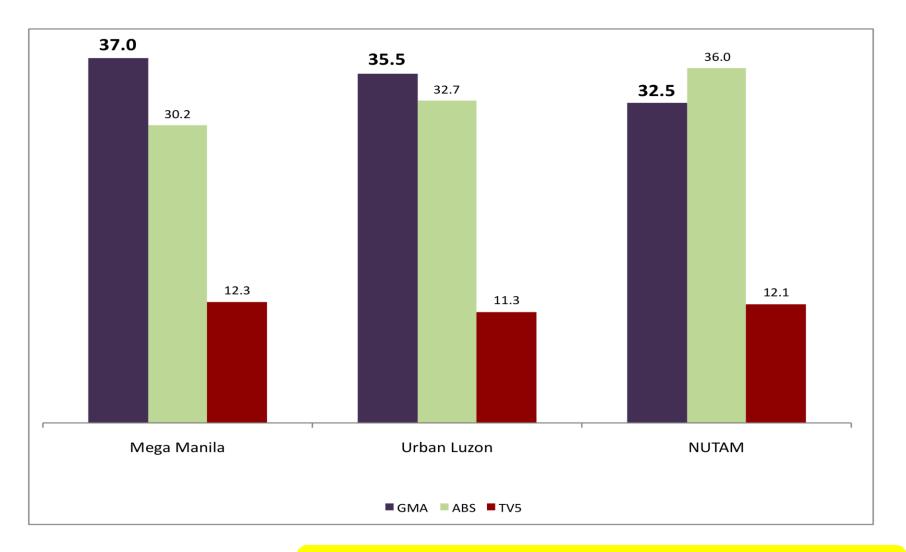


# 2<sup>nd</sup> Quarter/1<sup>st</sup> Half 2014 Results

14 -08-14

# **RATINGS UPDATE**

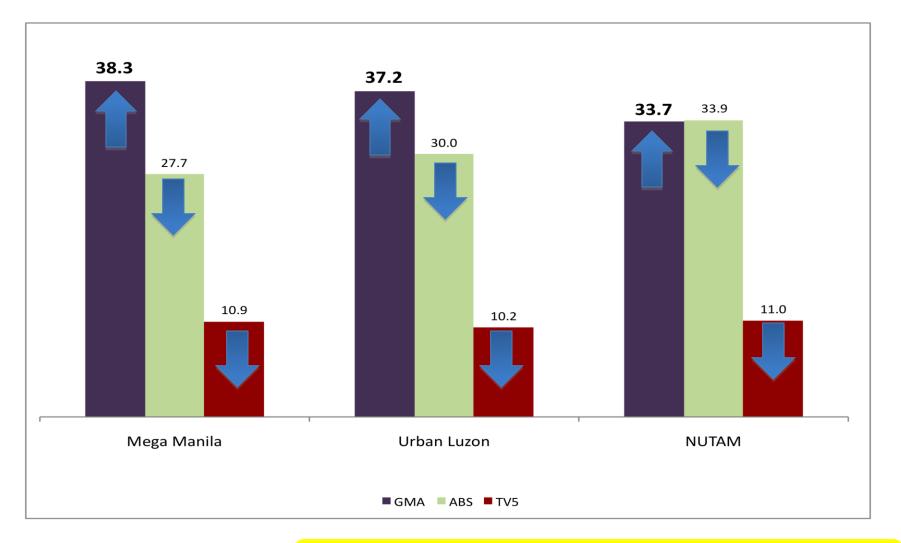
## 2<sup>nd</sup> Quarter 2014 Audience Shares



Based on Total Day (6am -12mn) - Households in TV Homes Source: Nielsen Phils TAM (Arianna) Effective January 2014, Mega Manila and Urban Luzon accounts for 60% and 77% of all Urban TV Households respectively

# **RATINGS UPDATE**

# Momentum shifting in the 3<sup>rd</sup> Quarter\*



\* 3Q Audience Shares reading – data from July to August 9, 2014; Aug 3-9 based on overnights Based on Total Day (6am -12mn) - Households in TV Homes Source: Nielsen Phils TAM (Arianna)

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

# Building a Global Brand ...

# **International Pay TV Channels**



Over 271 thousand subscriptions as of June 2014



Almost 18 thousand subscriptions as of June 2014



Over 88 thousand subscriptions as of June 2014



Almost 38 thousand subscriptions as of June 2014

# **Building a Global Brand ...**





# Platinum Record Award (combined physical and digital sales – over 16,000 units)

Release date: October 12, 2013 Sales as of May 21, 2014



After the success of her 9X Platinum Record comes Julie Anne's new Album "Deeper" launched in June.

# Building a Global Brand ...

### Selected 2Q 2014 Deals

#### Cambodia

Sold Free TV Rights of Indio and My Husband's Lover

#### Vietnam

Sold Free and Pay TV Rights of Ngayon at Kailanman, Kaya Kong Abutin Ang Langit, Kasalanan Ba Ang Ibigin Ka ?, Anna Karenina, Kahit Nasaan Ka Man and Genesis

#### Malaysia

Sold Free TV and Online/Mobile Rights of Pahiram Ng Sandali and Temptation of Wife; Sold Pay TV Rights of Ikaw Lang Ang Mamahalin and Pahiram Ng Isang Ina

#### Singapore/Brunei

Sold Pay TV Rights of Ikaw Lang Ang Mamahalin and Pahiram Ng Isang Ina

Myanmar Sold Free TV Rights of Amaya

Nigeria Sold Pay TV Rights of My Lover, My Wife and Sinner or Saint

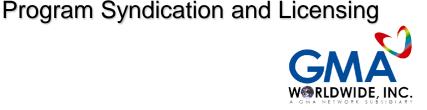
#### Uganda

Sold Free TV Rights of Ang Babaeng Hinugot sa Aking Tadyang and Ngayon at Kailanman

#### Philippines

Sold Pay TV Rights of Impostora (English-dubbed version)





#### **Corporate Governance**

GMA Network was named among the top-performing listed companies in the country based on the ASEAN Corporate Governance Scorecard (ACGS) country reports and assessments for 2013-2014.

This is the second year in a row that GMA was included in the list.

#### **US Int'l Film and Video Festival**

GMA Network gained Two (2) Gold Camera Awards and Five (5) Silver Screen Awards during the 2014 US International Film and Video Festival (USIFVF) based in Los Angeles, California.

#### **20th Communicator Awards**

GMA International garnered four Silver Awards of Distinction at the 20th Communicator Awards.

The Communicator Awards is the leading international awards program that recognizes creative excellence in advertising, corporate communications, public relations and identity work in print, video, audio and interactive formats.

#### 2014 Asia Rainbow TV Awards

GMA News TV's original series Bayan Ko received the award for Outstanding Inspirational Drama at the 2014 Asia Rainbow TV Awards held June 26 at the Venetian Hotel in Macau.

Organized by the Hong Kong Television Association and the China Television Production Committee, the Asia Rainbow is now considered the Emmy Awards of Asia.

#### 2014 Reader's Digest Trusted Brands

GMA Network was named Reader's Digest's most trusted television network brand for the third time in five years.

#### Asia Image Apollo Awards

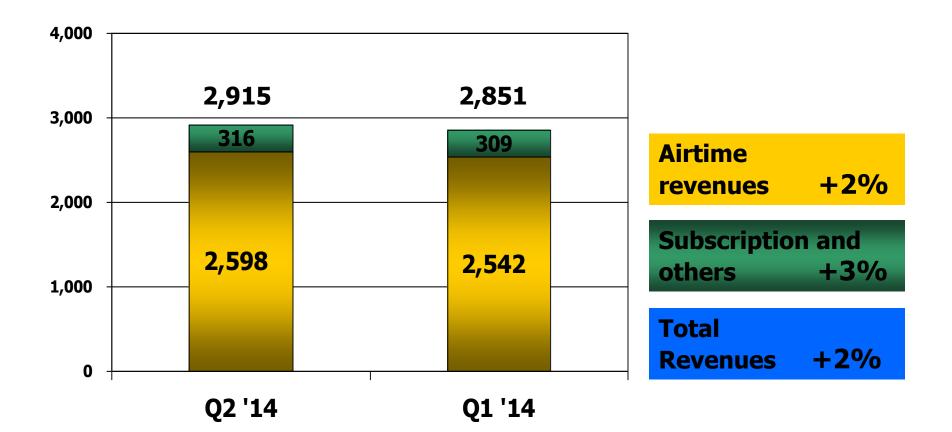
GMA News and Public Affairs' groundbreaking historical drama Katipunan took home the award for 'Best Cinematography – Long Form' at the Asia Image Apollo Awards ceremony last June 18.

# **Consolidated Financial Report** *For the First Half Ended June 30, 2014*

GMA Network, Inc. August 14, 2014

# CONSOLIDATED NET REVENUES Comparative Quarterly Highlights (vs. previous quarter) (In Millions PhP)

•Net revenues increased by 2% vs. Q1 '14.



# AIRTIME REVENUES Comparative Quarterly Highlights (vs. previous quarter) (In Millions PhP)

\* GNTV-11 and Radio airtime revenues up by double-digit percentages.

	Q2 ′14	Q1′14	Inc (Dec)
TV			
Channel 7/RTV	2,420	2,406	1%
Channel 11 (GNTV)	82	59	40%
Radio	95	77	23%
	2,598	2,542	2%

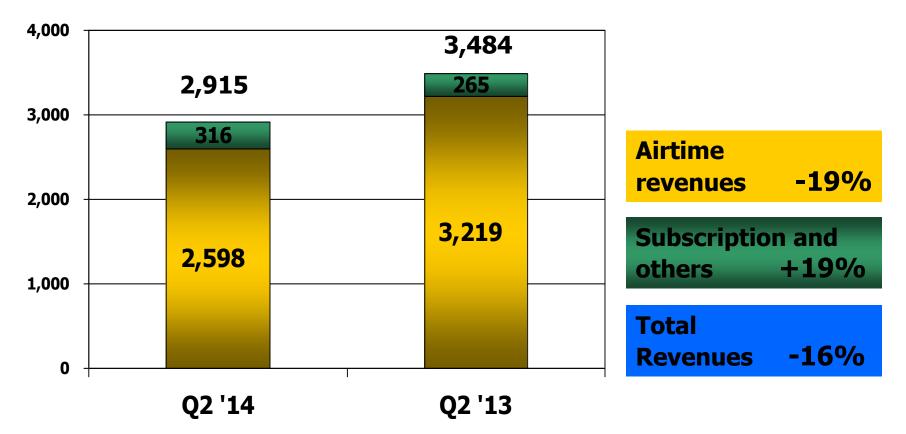
# SUBSCRIPTION AND OTHER REVENUES Comparative Quarterly Highlights (vs. previous quarter) (In Millions PhP)

\* Revenues from International operations climbed 5% from Q1 and 6% in dollar-terms.

	Q2 ′14	Q1 ′14	Inc (Dec)
International	270	258	5%
Subsidiaries and others	46	51	(8%)
Total	316	309	3%
** Subscriber count			
	Q2 ′14	Q1 ′14	Inc (Dec)
GPTV	271,201	271,194	-
GLTV	88,579	86,960	2%
Average Forex	44.06	44.94	(2%)

# CONSOLIDATED NET REVENUES For the Second Quarter Ended June 30, 2014 and 2013 (In Millions PhP)

•Net revenues decreased by 16% vs. Q2 '13 but only by 6% after carving out political advertisements in Q2 `13.



# AIRTIME REVENUES For the Second Quarter Ended June 30, 2014 and 2013 (In Millions PhP)

\* GNTV-11 airtime climbed 5% from a year ago.

	Q2 ′14	Q2 ′13	Inc (Dec)
TV			
Channel 7/RTV	2,420	3,008	(20%)
Channel 11 (GNTV)	82	79	5%
Radio	95	132	(28%)
	2,598	3,219	(19%)
Less: Non-recurring Pol Ads	-	447	(100%)
Total	2,598	2,772	(6%)

# SUBSCRIPTION AND OTHER REVENUES For the Second Quarter Ended June 30, 2014 and 2013 (In Millions PhP)

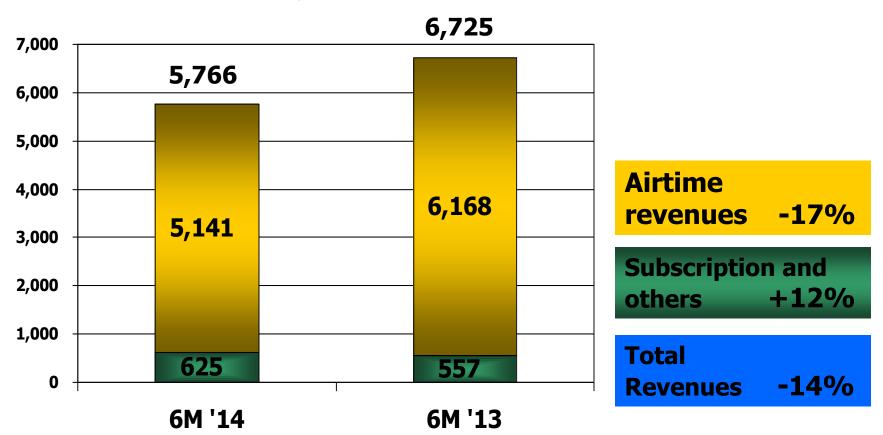
	Q2 ′14	Q2 ′13	Inc (Dec)
International	270	224	20%
Subsidiaries and others	46	41	13%
Total	316	265	19%

#### \*\* Subscriber count

	Q2 ′14	Q2 ′13	Inc (Dec)
GPTV	271,201	252,275	8%
GLTV	88,579	73,752	20%
Average Forex	44.06	42.26	4%

# CONSOLIDATED REVENUES For the First Half Ended June 30, 2014 and 2013 (In Millions PhP)

• Net revenues declined by 14% vs. 6M '14.



# AIRTIME REVENUES For the First Half Ended June 30, 2014 and 2013 (In Millions PhP)

	6M '14	6M '13	Inc (Dec)
TV			
Channel 7/RTV	4,827	5,818	(17%)
Channel 11 (GNTV)	141	123	15%
Radio	173	227	(24%)
	5,141	6,168	(17%)
Less: Non-recurring Pol Ads	-	724	(100%)
Total	5,141	5,444	(6%)

# SUBSCRIPTION AND OTHER REVENUES For the First Half Ended June 30, 2014 and 2013 (In Millions PhP)

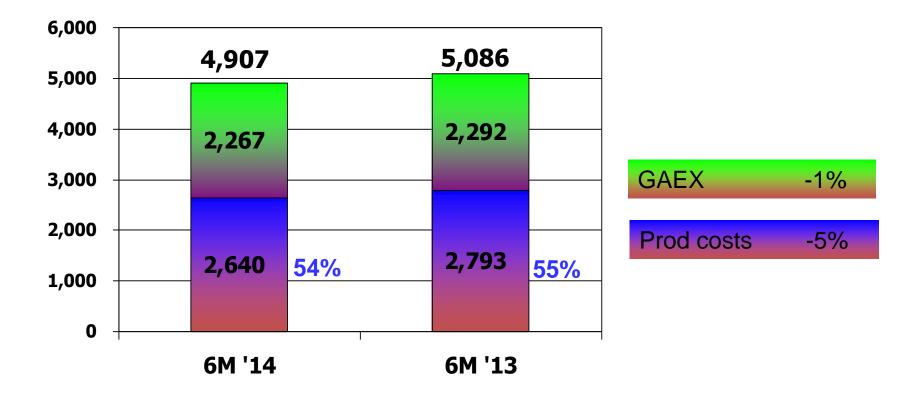
	6M '14	6M '13	Inc (Dec)
International	528	471	12%
Subsidiaries and others	97	86	13%
Total	625	557	12%

#### \* Subscriber count

	6M '14	6M '13	Inc (Dec)
GPTV	271,201	252,275	8%
GLTV	88,579	73,752	20%
Average Forex	44.50	41.52	7%

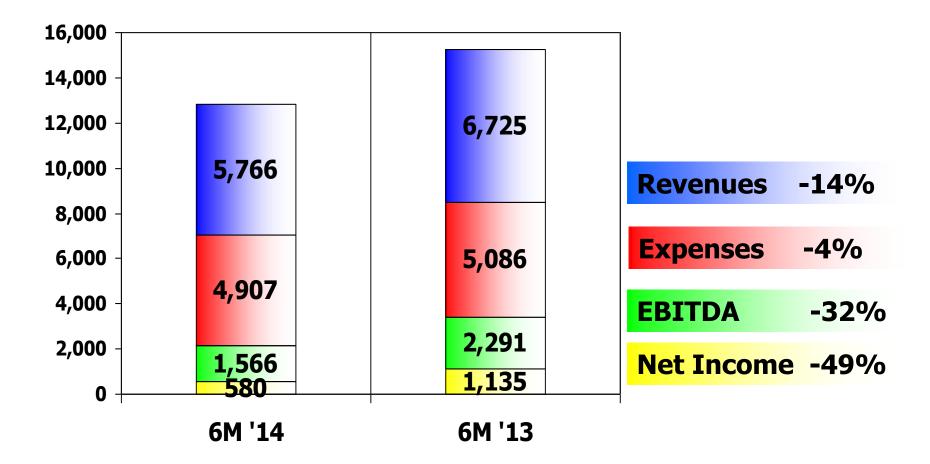
# CONSOLIDATED OPERATING EXPENSES For the First Half Ended June 30, 2014 and 2013 (In Millions PhP)

\* Total OPEX of P4.907 billion was reduced by 4% vs. comparable period.



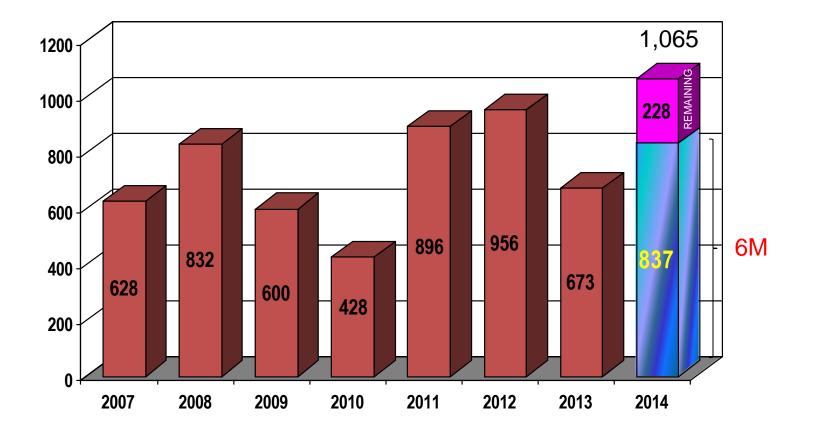
# FINANCIAL HIGHLIGHTS For the First Half Ended June 30, 2014 and 2013 (In Millions PhP)

EBITDA was down by 32% vs. 2013. Net Income decreased by 49%.

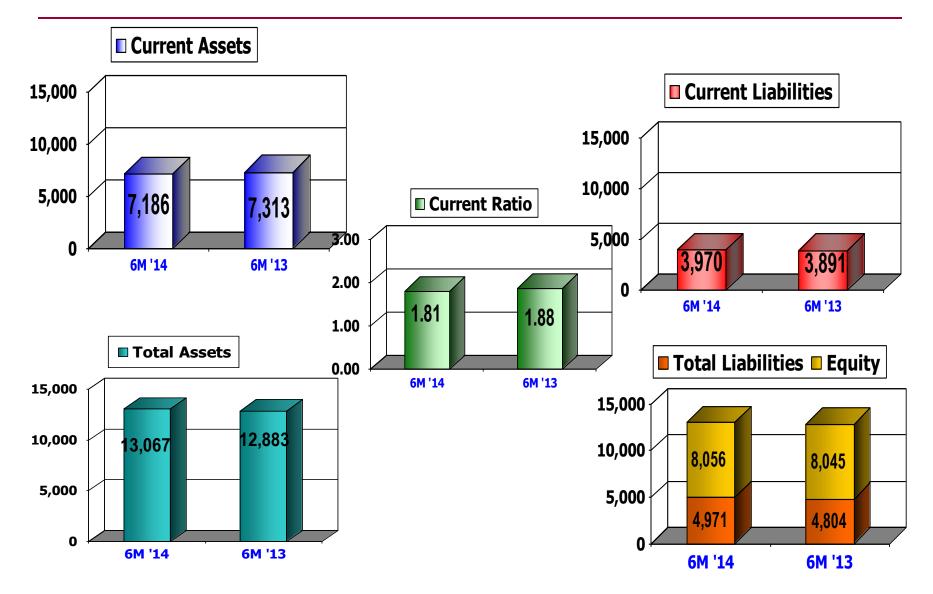


## CAPITAL EXPENDITURES (In Millions PhP)

Capital Expenditure availments amounted to P837 million as of June 30, 2014.



# CONSOLIDATED BALANCE SHEETS (In Millions PhP)



# Thank you!

Kapuso ng pamilyang Pilipino, anumang kulay ng buhay.