



FY18 RESULTS PRESENTATION

February 26th, 2019

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- 1** 2018 key corporate events
- 2** FY18 Group Results
- 3** FY2018 results by business unit
- 4** Summary 2018 and Outlook 2019

1 2018 key corporate events

2018 Key Corporate events

2018

Corporate Governance

- > New reduced board composition with a positive balance in its overall structure according to best corporate governance practices.

New management team

- > Renewed management team
- > Leaner organization
- > Internal control increased

Stabilization of Balance sheet, refinancing & increased transparency

- > Cash capital increase amounting €563 Mn strongly supported by existing shareholders
- > 5 years refinancing until 2022
- > Public credit ratings: Fitch (B) and S&P (B-) both with stable outlook

Efficiency plan & capital discipline

- > €40 Mn cost savings plan to be achieved in 3 years
- > Disposal of non core non profitable assets
- > Net Debt / Consolidated adj ebitda < 3x by 2020

Delivery

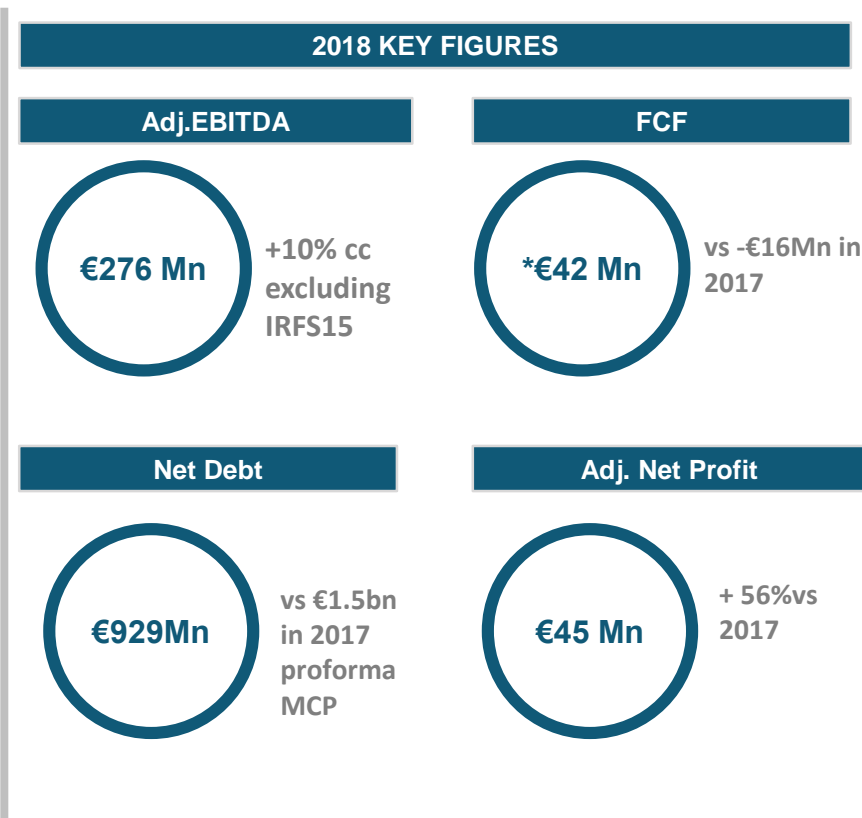
- > Solid underlying business performance
- > Efficiency plan accomplished 2 years ahead of schedule
- > 1/3 of non core non profitable disposal plan accomplished
- > 2018 Outlook fulfilled

Building the pillars for profitable growth and value creation

2 2018 Results

2018FY Key Highlights

- 1** Activity growth in all businesses partially offset by FX as anticipated
- 2** Accomplishment of efficiency plan 2 years ahead of schedule: **€49Mn** costs savings in 2018
- 3** 1/3 of non core non profitable assets disposal plan accomplished
- 4** Positive cashflow generation amounting **€42 Mn** despite one offs
- 5** Net debt reduced to **€929Mn**
- 6** Adjusted positive net profit +**€45Mn**; €281 Mn impairments non cash
- 7** 2018 outlook fulfilled



Solid underlying business performance

* FCF after refinancing and succession plan costs and before capital increase net proceeds

Outlook metrics for 2018 fulfilled

2018 Outlook

Education

- 2018 adjusted EBITDA in line with 2017 in LC due to lack of novelties in Spain and low year cycle for institutional sales in Brazil
- Digital learning systems will continue delivering solid growth

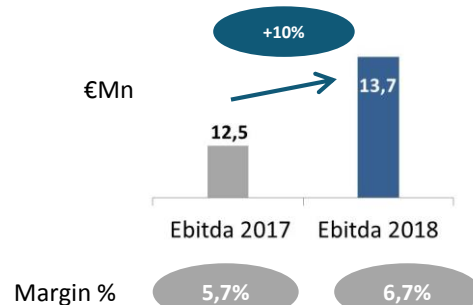
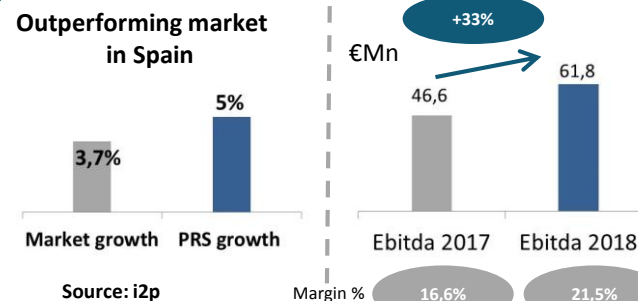
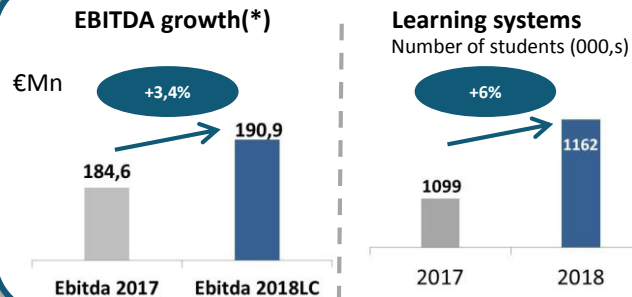
Radio

- Advertising growth in line with market, positive impact from special events (world cup and elections in Latam)
- Operating improvement both in Spain and Latam

Press

- Margin enhancement despite revenue decline

FY 2018 Results



Full delivery on complying with 2018 Outlook

* Adjusted ebitda growth in local currency excluding IFRS15

Outlook metrics for 2018 fulfilled (Cont)

2018 Outlook

Efficiency Plan

- 40 million euros savings targeted to be achieved in the next 3 years, the majority to be implemented in 2018

Fx* evolution

- Negative impact expected mainly from Brazil and Argentina

FY 2018 Results

- €49 Million cost savings achieved in 2018, over target and 2 years ahead of schedule

Breakdown of savings by concept	Amount
Personnel reduction	4,6
Closing of non profitable operations	11,3
Transformation operations in press	11,5
Corporate structures simplification	15,9
Other savings	5,2
Total	48,5

- FX impact in Revenue: -81Mn (BRZ -29; ARG -28)
- FX impact in Ebitda: -19,6 Mn (BRZ -6; ARG -5)



Full delivery on complying with 2018 Outlook

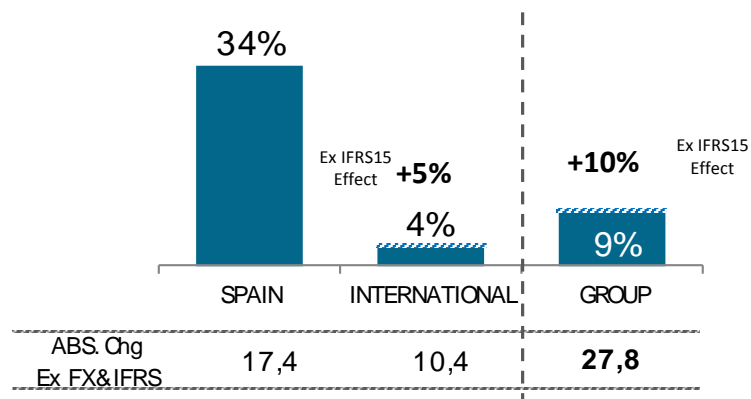
*Hyperinflation in Argentina had an additional negative impact on the reported results of -7 million euros in revenues and 4 million in EBITDA.

2018FY Operating Overview

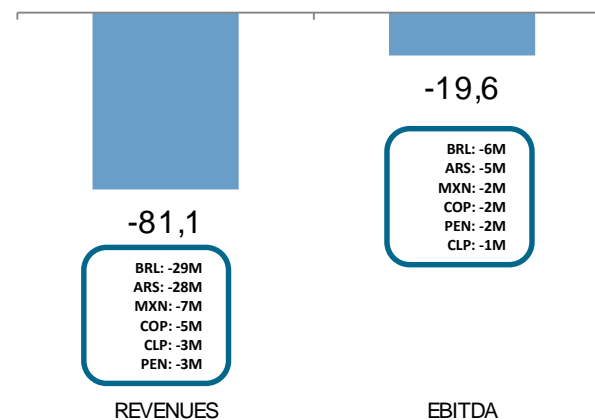
€ Millions	2018	Var. 18/17 on constant ccy & excluding IFRS effect		Var. 18/17	
REVENUES	1.280	2,3%	30 M€	-3,0%	-40 M€
EXPENSES	1.004	0,2%	3 M€	-4,3%	-45 M€
EBITDA	276	10,3%	28 M€	2,2%	6 M€
<i>EBITDA Margin</i>	<i>21,6%</i>	<i>1,6 p.p.</i>		<i>1,1 p.p.</i>	
EBIT	188	16,2%	28 M€	7,5%	13 M€
<i>EBIT Margin</i>	<i>14,7%</i>	<i>1,8 p.p.</i>		<i>1,4 p.p.</i>	

EBITDA Variation (%) at constant currency

 Var ex IFRS15
 Var Local Currency



FX Effect (m€)



Note: All figures refer to adjusted numbers : Adjustments include redundancies, Hyperinflation in Argentina and Santillana USA disposal.

2018FY Operating Overview – Net Profit

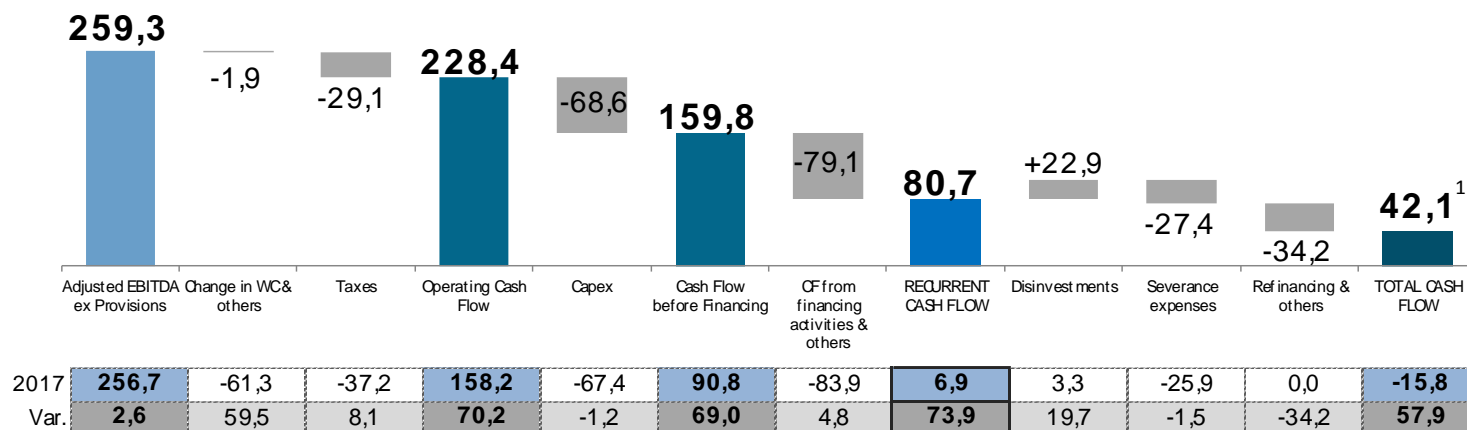
€ Millions	JANUARY - DECEMBER		
	2018	2017	% Chg.
Adjusted Results			
Adjusted EBIT	188,0	174,9	7,5
<i>EBIT Margin</i>	14,7%	13,3%	
Adjusted Financial Result	(61,2)	(74,7)	18,1
Interests on debt	(53,0)	(52,8)	(0,4)
Other financial results	(8,2)	(21,9)	62,6
Adjusted Result from associates	3,8	4,8	(20,5)
Profit before tax	130,7	105,1	24,4
Adjusted Income tax expense	52,6	47,0	11,9
Results from discontinued activities	0,0	(1,0)	100,0
Minority interest	33,0	28,1	17,2
Adjusted Net Profit	45,2	29,0	55,9
Operating adjustments	(102,7)	(122,3)	16,0
<i>Goodwill</i>	(79,0)	(86,8)	9,0
<i>Other operating adjustments</i>	(23,7)	(35,5)	33,2
Financial adjustments	(24,4)	5,5	---
Tax Income adjustments	(187,4)	(14,8)	---
Net Profit	(269,3)	(102,6)	(162,6)

- **Adjusted 2018 Net Profit excluding one-off expenses would have been a positive result of €45Mn despite negative FX impact at ebit level of €13 Mn**
- **Operating adjustments:** include i) goodwill impairments mainly related to MCP. The discount rate and long term growth rate for the FTA business have been amended following the increased volatility suffered in Europe on the back of geopolitical instability and European FTA industry valuations being negatively impacted, especially in 2H2018, resulting in a **non cash** goodwill impairment of **€76.1 Mn**; ii) redundancies (**€23.7Mn**).
- **Financial adjustments:** include i) debt refinancing impact (€17.3 Mn); ii) Non cash Fx impact (€6.3Mn) related to Santillana perpetual dividend liability.
- **Tax income adjustments:** include i) tax income impact from operating and financial adjustments (**€14.6Mn**) and ii) tax impairments amounting **€201.8Mn**. At the end of fiscal year 2018, a review of the accounting value of the group's assets has been performed, on the back of a) cash optimization aligned with company's long term projections b) refinancing agreement reached in 2018 and c) the reallocation of tax credits following the 2012-2015 Tax Inspection.
 - This process has implied accounting losses (impairments) in its Tax Credits of **€202Mn**
 - This reduction in DTAs has an impact in P&L but **does not represent any cash outflow**
 - Despite the impairment Tax losses are fully recognized in front of Tax Authorities

A solid adjusted net profit amounting €45.2 million positive

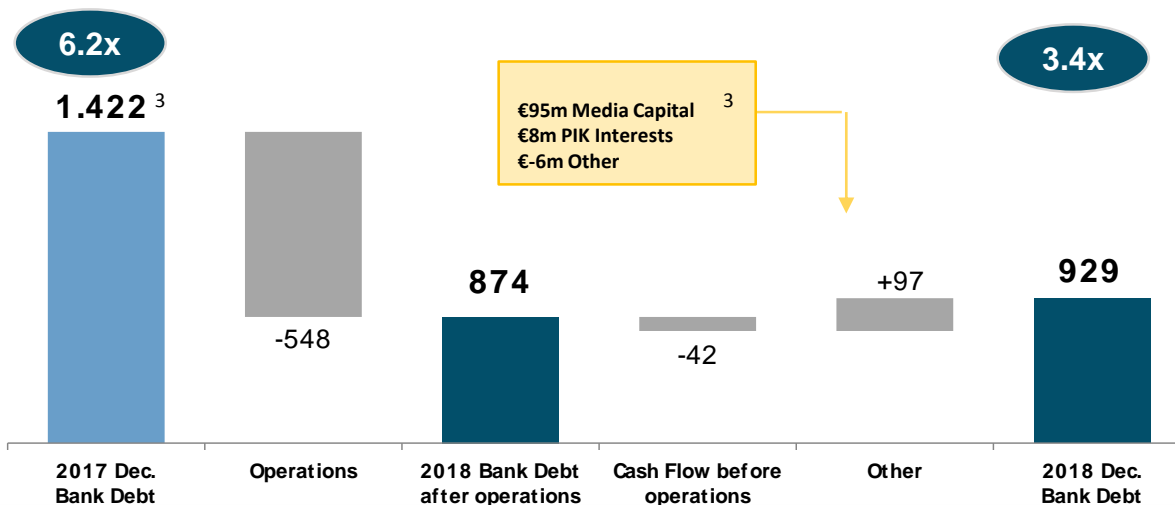
2018FY Operating Overview – Cash Flow Generation

Cash Flow Generation (m€)



Net Bank Debt Evolution (m€)

Net Debt / EBITDA²



Positive recurrent cashflow generation in the period despite extraordinary

1. Includes €26 Mn of 2017 PNLD campaign collected in Q1 2018

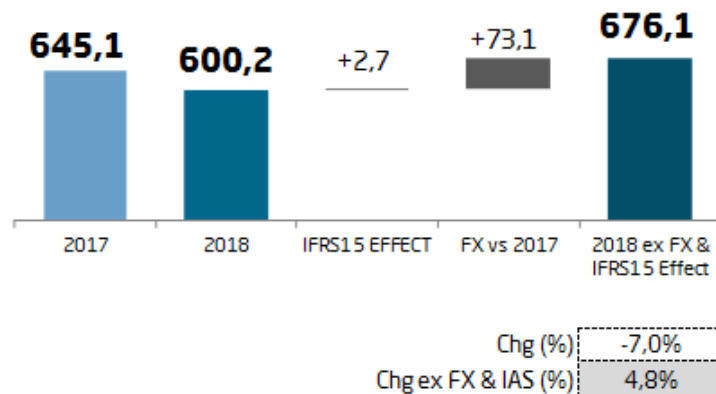
2. Consolidated adjusted EBITDA

3. Proforma 2017 Net Bank debt including MCP amounts 1.5Bn (1,422+95). Proforma leverage 5.6x

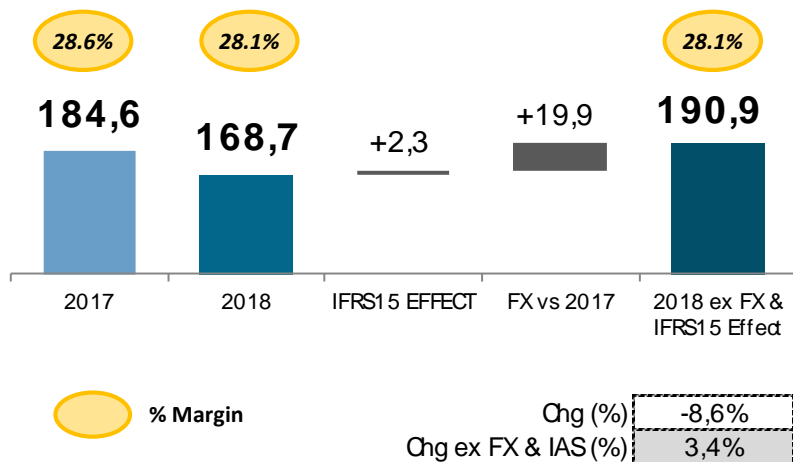
3 FY2018 results by business unit

2018FY Operating Overview – Santillana

Adjusted Revenue (m€)



Adjusted EBITDA (€m)

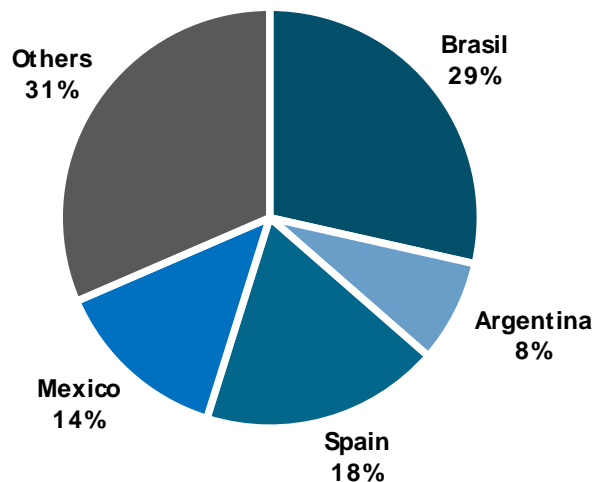


Ebitda growth in local currency despite lack of novelties in Spain and low year cycle in public sales in Brasil. Results affected by FX

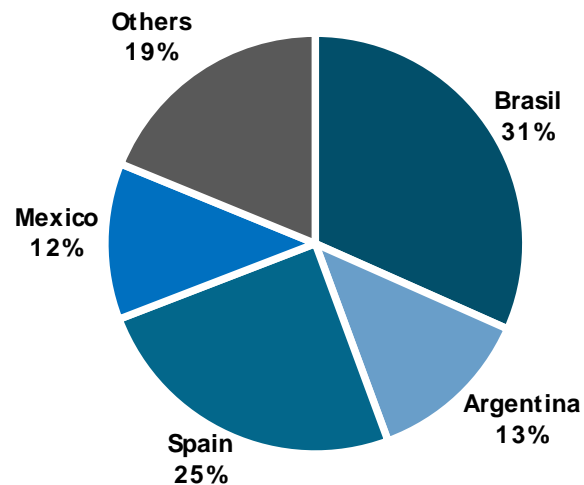
Note: All figures refer to adjusted numbers : Adjustments include redundancies, Hyperinflation in Argentina and Santillana USA.

2018FY Operating Overview – Santillana (Cont'd)

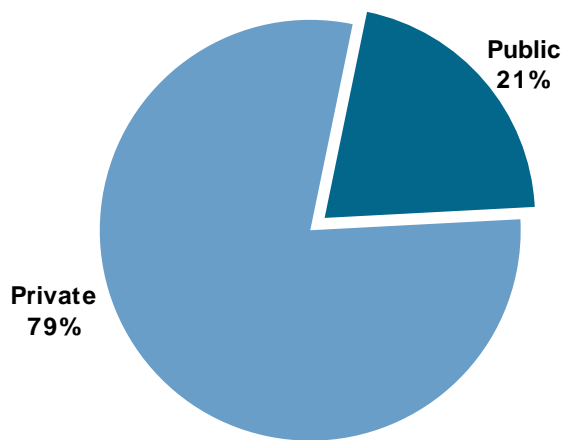
2018 Revenue Split by Geography



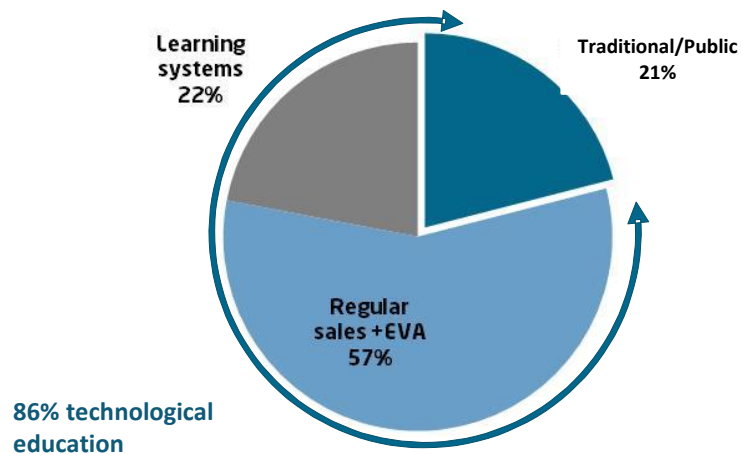
2018 EBITDA Split by Geography



Revenue Split (Public vs. Private)



Revenue Split (Digital vs. Traditional)



Note: All figures refer to adjusted numbers : Adjustments include redundancies, Hyperinflation in Argentina and Santillana USA.

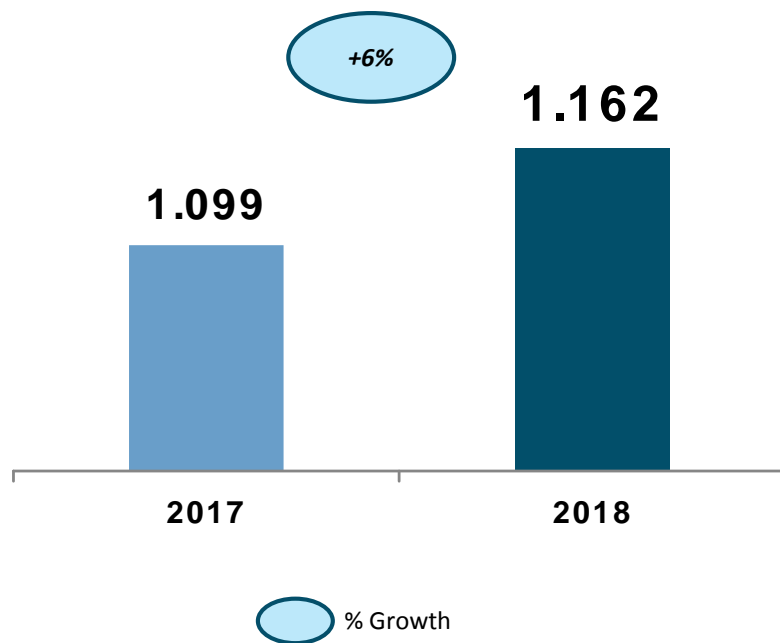
2018FY Operating Overview – Santillana (Cont'd)

Operating Performance by Business & Regions

€ Millions	Adjusted Revenue			Adjusted EBITDA		
	JANUARY - DECEMBER			JANUARY - DECEMBER		
	2018	2017	% Chg.	2018	2017	% Chg.
Total Santillana	600,2	645,1	(7,0)	168,7	184,6	(8,6)
South Campaign	355,6	387,1	(8,1)	114,7	126,2	(9,1)
North Campaign	244,6	258,0	(5,2)	54,0	58,3	(7,5)
	Adjusted Revenue at Constant Currency & excluding IFRS effect			Adjusted EBITDA at Constant Currency & excluding IFRS effect		
	JANUARY - DECEMBER			JANUARY - DECEMBER		
	2018	2017	% Chg.	2018	2017	% Chg.
Total Santillana	676,1	645,1	4,8	190,9	184,6	3,4
South Campaign	420,6	387,1	8,7	133,1	126,2	5,5
North Campaign	255,5	258,0	(1,0)	57,7	58,3	(1,1)

Educational campaigns showed good performance with growth in South area and decline in North area due to lack of novelties in Spain as expected

Learning systems Number of Students (000's)



Public sales in BRZ (2018 PNLD F1) main figures versus 2015

	PNLD 4T2018	PNLD 2015
Market share	33,4%	16,1%
Books (Million)	25,8	7,7
Revenues (BRL Mn)	156,4	51,1

Historical Total PNLD + Prefeituras revenue evolution in LC (BRZ)

<i>Mn BRL</i>	Real 2015	Real 2016	Real 2017	Real 2018
	Low	Mid	High	Low
Total PNLD	215	216	321	324

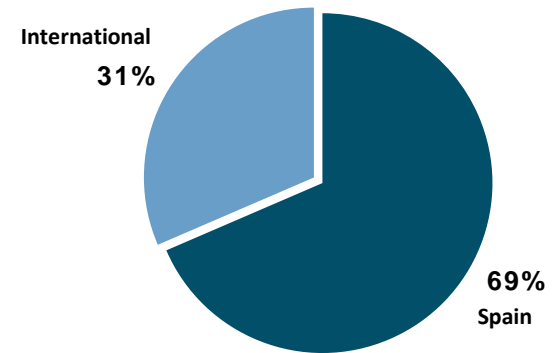
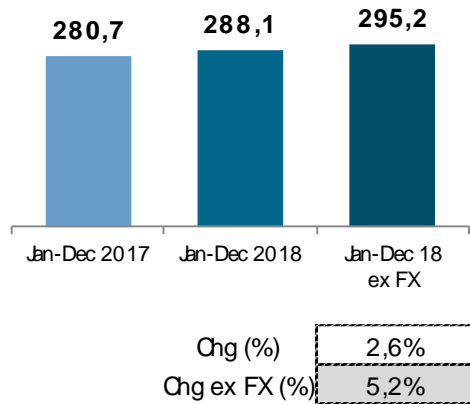
Learning systems expansion and outstanding market share achieved in public sales (PNLD F1) registered in 4Q

Source: Company information.

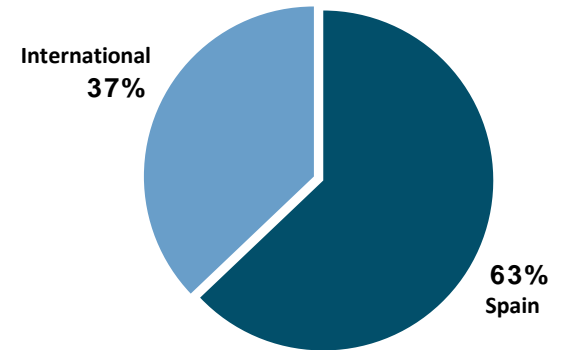
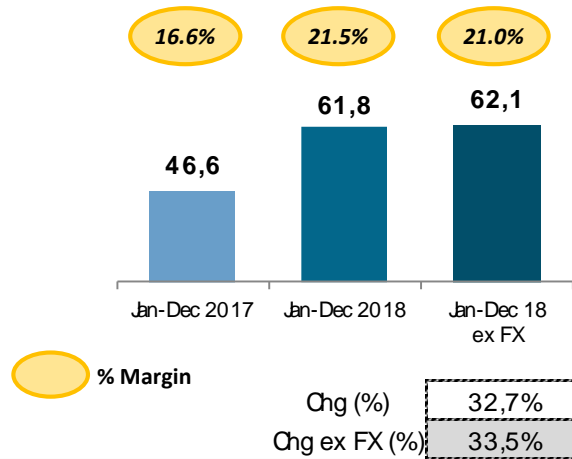
Note: All figures refer to adjusted numbers (excluding mainly redundancies).

2018FY Operating Overview – Radio

Adjusted Revenue Evolution (m€)⁽¹⁾



Adjusted EBITDA Evolution (m€)⁽¹⁾



Strong operational leverage with EBITDA growing by 33%

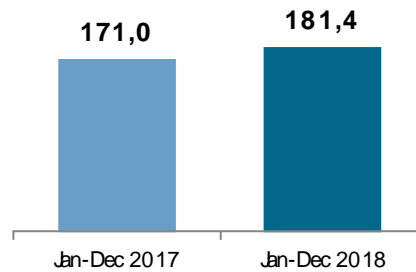
Note: All figures refer to adjusted numbers : Adjustments include redundancies and Hyperinflation in Argentina. Figures exclude 50% of Radio Mexico & Radio Costa Rica.

2018FY Operating Overview – Radio Spain & Radio LatAm

Radio Spain



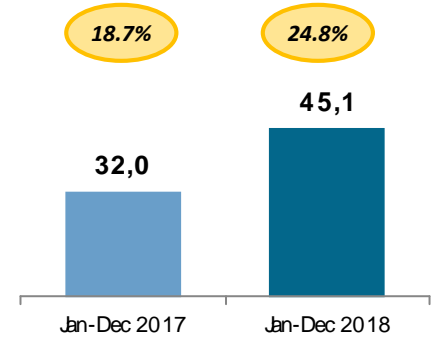
Adjusted Revenue (m€)



Chg (%) 6,1%

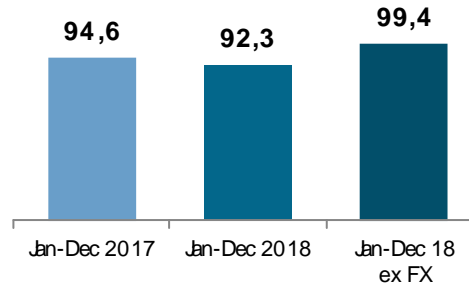
Adjusted EBITDA (m€)

% Margin ->



Chg (%) 41,0%

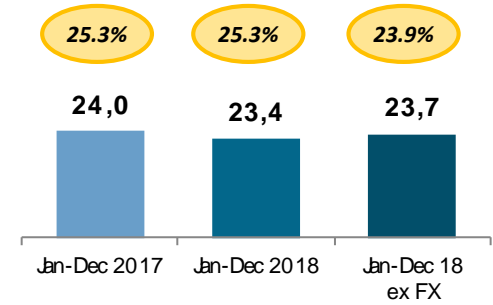
Adjusted Revenue (m€)



Chg (%) -2,4%
Chg ex FX (%) 5,1%

Adjusted EBITDA (m€)

% Margin ->



Chg (%) -2,4%
Chg ex FX (%) -1,0%

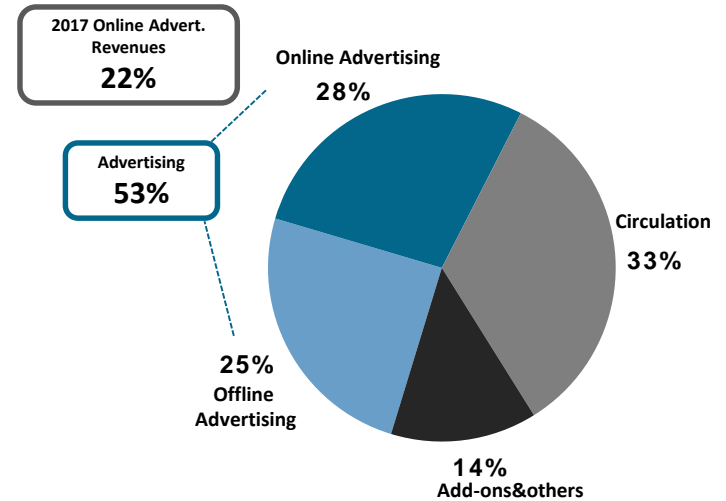
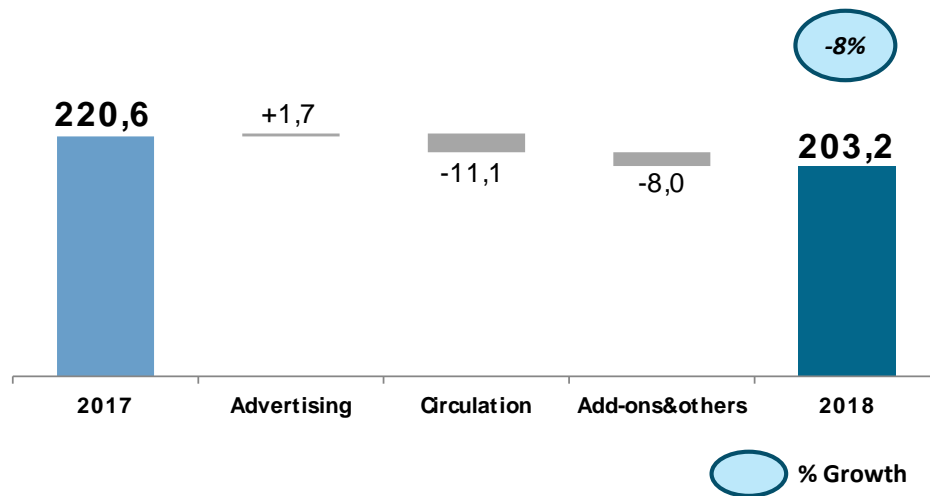


Margins improvement driven by revenue growth supported by good advertising performance both in Spain and LatAm and operational leverage on the back of cost control initiatives

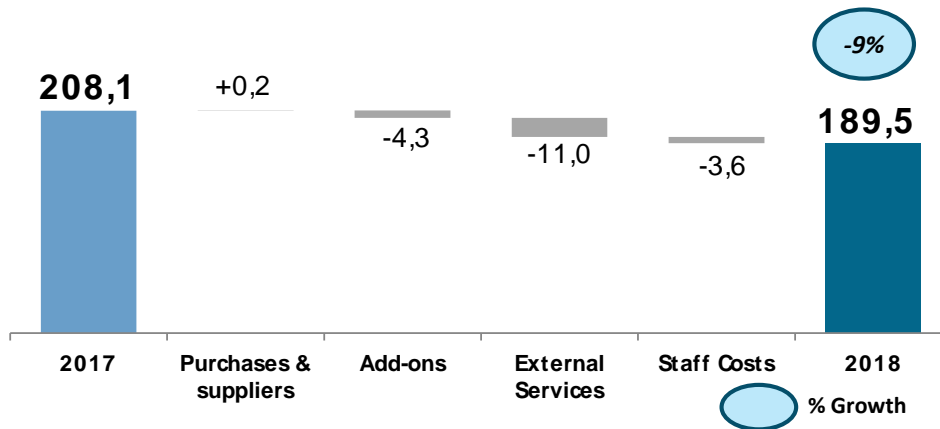
Note: All figures refer to adjusted numbers : Adjustments include redundancies, and Hyperinflation in Argentina. Figures exclude 50% of Radio Mexico & Radio Costa Rica. Spain figures exclude HQ expenses

2018FY Operating Overview – Press

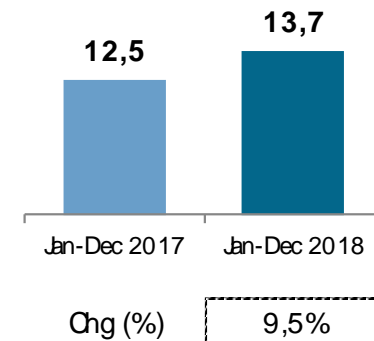
Revenue (m€)



Adjusted Expenses (m€)



Adjusted EBITDA (€m)



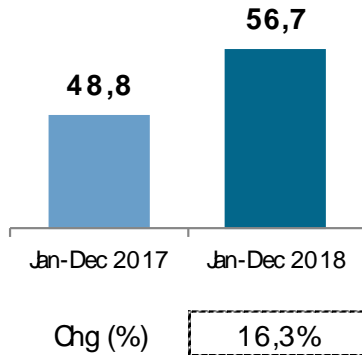
Operating trends improved with digital advertising increasing its weight and growing by +16% and strong efficiency measures in place

Note: All figures refer to adjusted numbers : Adjustments include redundancies.

2018FY Operating Overview – Press

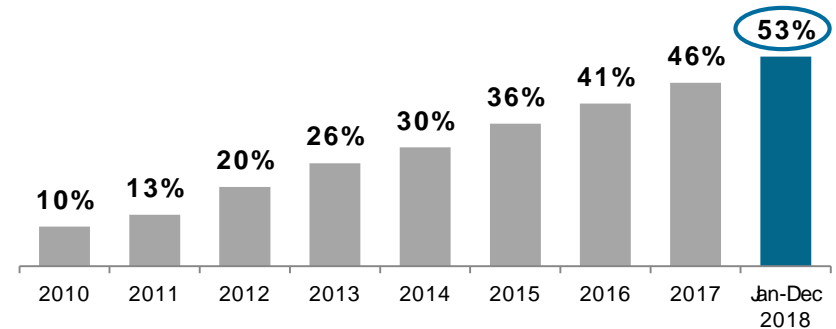
Online Advertising Revenue (m€)

*Includes events



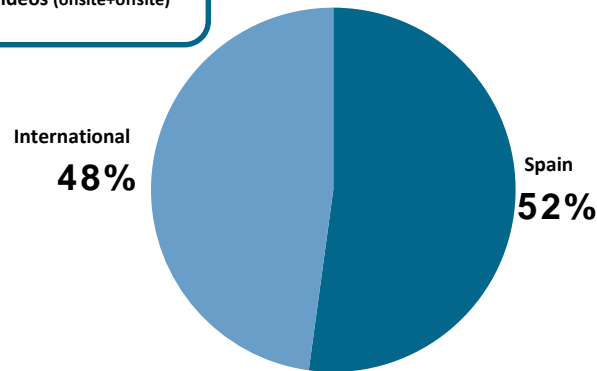
Online Advertising Contribution

*Includes events



Worldwide Audience El País.com (YTD)

83M Unique Browsers
86M Videos (onsite+offsite)



Worldwide Newspapers Audience

Millions, Worldwide figures

- 1 THE GUARDIAN
- 2 NYTIMES
- 3 DAILYMAIL
- 4 WASHINGTON POST
- 5 TELEGRAPH
- 6 EL PAÍS
- ...
- 10 EL MUNDO

Ranking Spain Total
(Pc+Mobile, DIC)
#6 (above El Mundo)

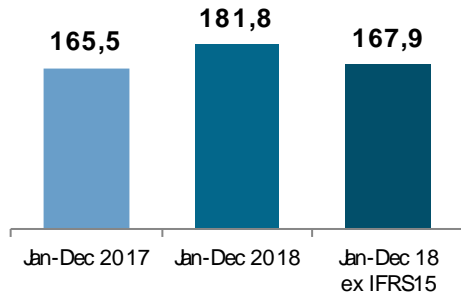
Worldwide figures: unique users (Pc). Source: Comscore
Spain figures: unique users (Pc+mobile). Source: Comscore

Progress towards a growing and scalable digital model with online advertising representing already 53% of total advertising

Note: All figures refer to adjusted numbers : Adjustments include redundancies.

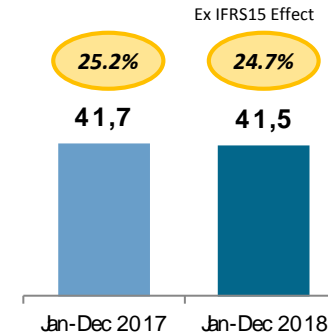
2018FY Operating Overview – Media Capital

Revenue



Chg (%)	9,9%
Chg ex IFRS (%)	1,5%

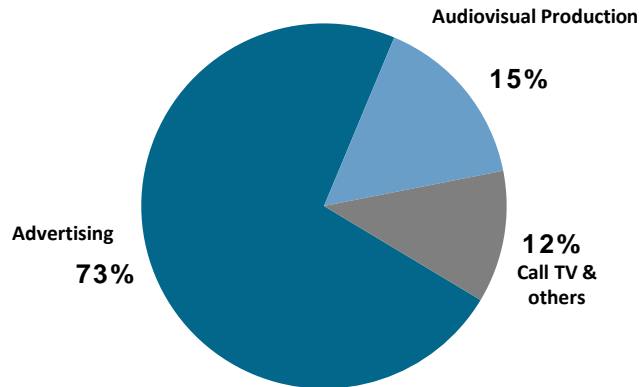
Adjusted EBITDA



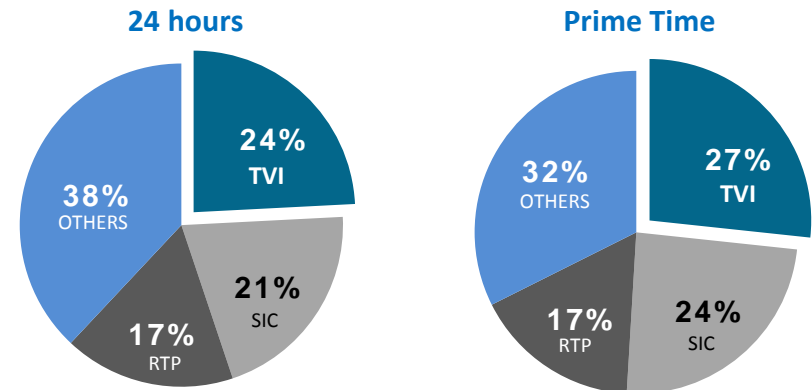
Chg (%)	-0,7%
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Revenue Breakdown YTD

*Excluding IFRS15 effect



TV Audience by Group (average YTD)



Media Capital reinforces its leadership in terms of market share and maintains profitability despite reinforcing its programming during H2. Strong cashflow generation and debt reduction

Note: All figures refer to adjusted numbers : Adjustments include redundancies.

4 2018 Summary and 2019 outlook

- 1 Key corporate events building the pillars for profitable growth and value creation
- 2 Solid underlying business performance fulfilling 2018 outlook
- 3 Accomplishment of efficiency plan & focus on capital discipline
- 4 Positive cashflow generation and debt reduction

Outlook metrics for 2019

Positive evolution in all businesses with margin improvement supported by efficiency measures of 2018 with focus on value and cash generation

KEY DRIVERS

Education

- Positive evolution supported by Spain and Brazil
 - Novelties in Spain
 - Public sales improvement in BRZ as a result of 2018 PNLD F1 renewals and 2019 being medium year cycle
- 1H expected to be weaker than 2018 as a result of Spain seasonality, BRZ&MXN public sales seasonality and Hyperinflation impact, with stronger 2H on the back of Spain and Brazil

Radio

- Advertising growth in Spain, Chile and Colombia outperforming market leveraging on product offering and audience shares, despite extraordinary events related to world cup and elections contributing positively in 2018
- Operating improvement both in Spain and Latam

Press

- Digital growth benefiting from advertising market growth and creation of a Private Market Place
- Transition to a variable cost structure: printing, distribution and technology
- Margin enhancement supported by the implementation of efficiencies on the legacy business& digital growth

MCP

- Advertising growth in line with market
- Highly competitive market to impact programming costs
- Maintain freecash flow generation and debt reduction performance

FX

- Negative impact expected, mainly from BRZ and ARG (bellow 2018 negative impact)

FCF

- Recurrent FCF in line with or above 2018: Improving along the quarters due to seasonality of the businesses, likely to be negative in 1H
- Deferred payment to 3i (non-recurrent) amounting €36.5 million by end of February

Full Focus on maximizing Prisa's value