



1H RESULTS PRESENTATION

Madrid, 2014

In addition to figures prepared in accordance with IFRS, PRISA presents non-GAAP financial performance measures, e.g., EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, adjusted EBIT, adjusted net profit, free cash flow, gross debt and net debt, among others. These non-GAAP measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Non-GAAP financial performance measures are not subject to IFRS or any other generally accepted accounting principles. For further information relevant to the interpretation of these terms, please refer to the “Reconciliation Section” of the 1Q 2014 earnings press release filed with the Securities and Exchange Commission and posted on prisa.com.

This document may contain “forward-looking statements” as defined in Section 27A of the Securities Act and Section 21E of the Exchange Act, including statements about the financial conditions, results of operations, earnings outlook and prospects of the Company. In addition, any statements that refer to projections, forecasts or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements.

Forward-looking statements are based on management’s current expectations and are inherently subject to uncertainties and changes in circumstance and their potential effects and each speaks only as of the date of such statement. There can be no assurance that future developments will be those that have been anticipated.

These forward-looking statements are typically identified by words such as “plan,” “believe,” “expect,” “anticipate,” “intend,” “outlook,” “estimate,” “forecast,” “project,” “continue,” “could,” “may,” “might,” “possible,” “potential,” “predict,” “should,” “would” and other similar words and expressions, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements involve a number of risks, uncertainties or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to, those factors described in our filings with the Securities and Exchange Commission under “Risk Factors”.

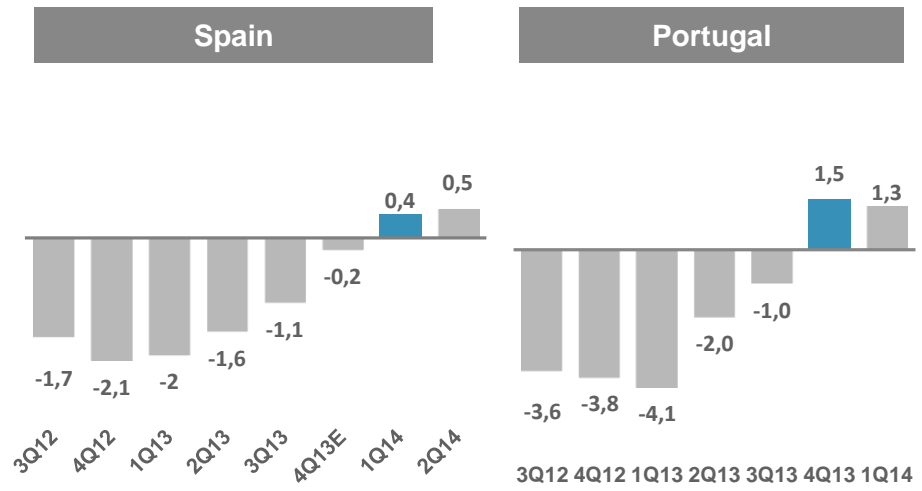
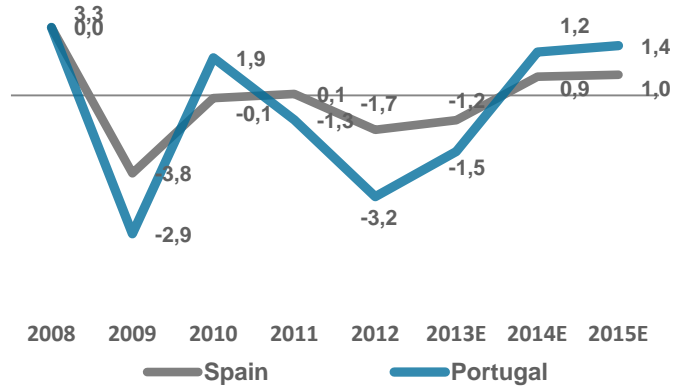
ADJUSTED EBITDA AT CONSTANT CURRENCY REACHES €112 MILLION GROWING BY 12.7%

- **Quarterly improvement in advertising both in Spain and Portugal**
- **Solid growth in Latam in local currency both in Santillana and Radio**
- **Cost reduction and capex under control in all business areas**
- **The group continues its transformation**

GROUP FOCUS ON EXECUTING THE REFINANCING PLAN

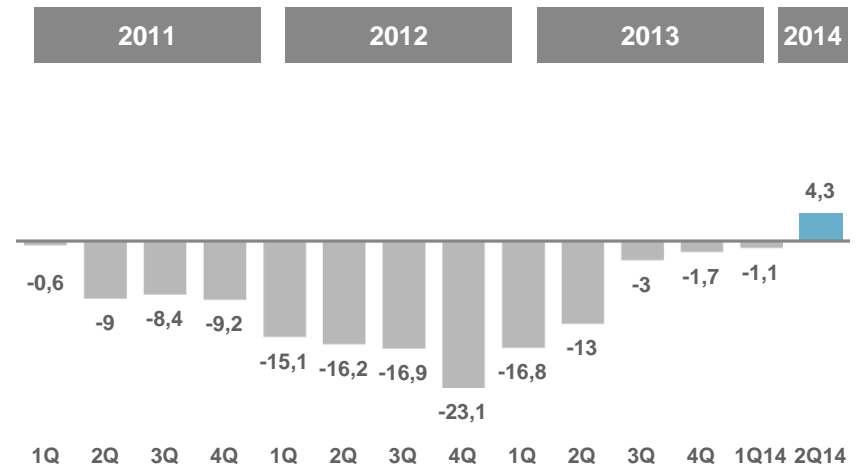
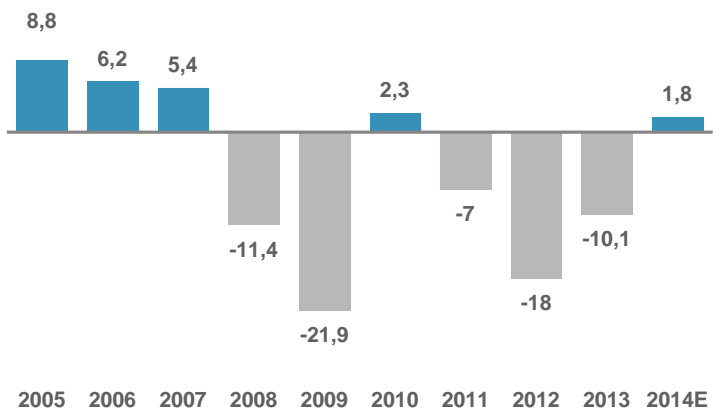
- **Disposal of the Trade Publishing Business**
- **Selling of a 3.69% stake of Mediaset Spain**
- **Debt buy back at discount with Mediaset Spain proceeds**
- **Agreement to sell 56% stake in canal+ to Telefónica for an initial price of €750 million**
- **Capital increase amounting to 100 million euros at 0.53 € per share**
(61% premium over closing price at the date of announcement and 41% premium over last 3 months average)
- **Option from banks to buy up to 600 millions euros at a minimum discount of 25%**

Spain & Portugal GDP (%)



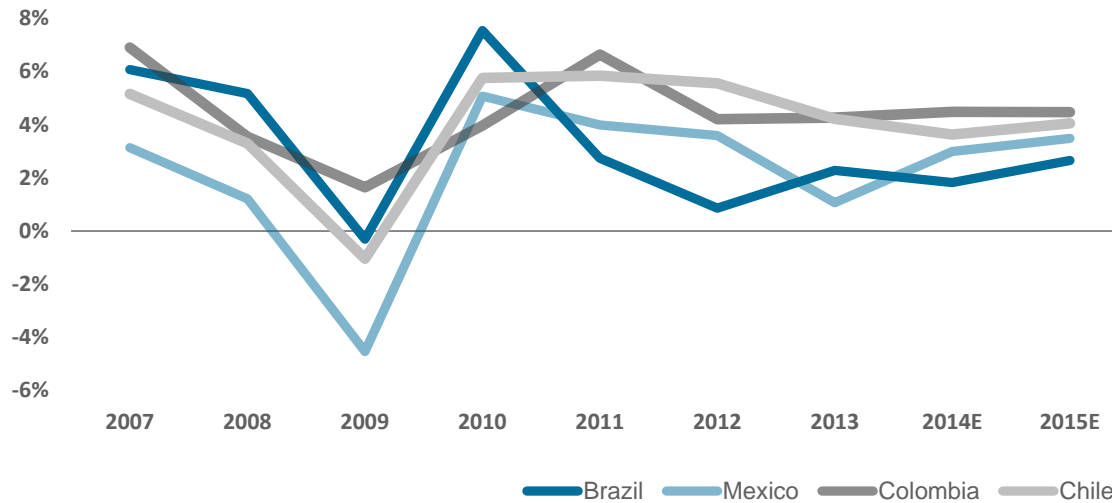
Source: INE, Bank of Portugal & IMF

Spain advertising market growth (%)



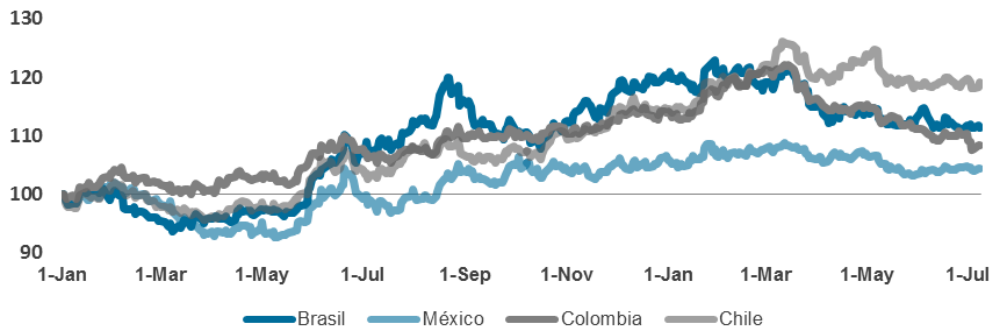
Source: i2p, June, 2014

Latam GDP growth (%)



Source: World Bank, IMF

Latam FX evolution



	Brasil	México	Colombia	Chile
1Q 2013	2.64	16.69	2,365.27	623.76
2Q 2013	2.70	16.30	2,433.00	633.41
3Q 2013	3.03	17.11	2,526.75	671.48
4Q 2013	3.10	17.73	2,604.18	703.22
1Q 2014	3.24	18.13	2,747.88	756.11
2Q 2014	3.06	17.83	2,624.31	760.69
1Q14 / 1Q13	22.83%	8.63%	16.18%	21.22%
2Q14 / 2Q13	13.24%	9.38%	7.86%	20.09%

Source: Bloomberg

Consolidated Group Results



Group results (€m)

	1H 2014	1H 2013	% Ch.
Revenues	635.76	696.02	(8.7%)
EBITDA	96.78	99.49	(2.7%)
<i>EBITDA margin</i>	<i>15.2%</i>	<i>14.3%</i>	
EBIT	36.32	41.13	(11.7%)
<i>EBIT margin</i>	<i>5.7%</i>	<i>5.9%</i>	

Group results at constant currency (€m)

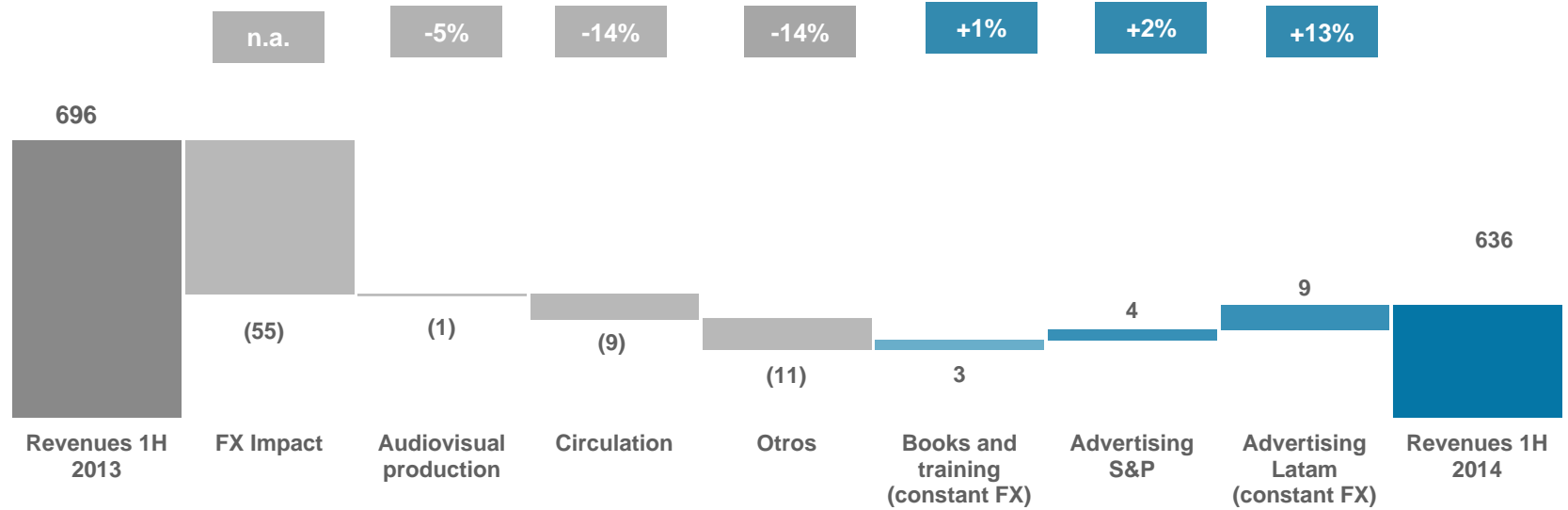
	1H 2014	1H 2013	% Ch.
Revenues	691.23	696.02	(0.7%)
EBITDA	112.16	99.49	12.7%
<i>EBITDA margin</i>	<i>16.2%</i>	<i>14.3%</i>	
EBIT	47.03	41.13	14.3%
<i>EBIT margin</i>	<i>6.8%</i>	<i>5.9%</i>	

* All Group and business unit figures are Adjusted (exclude non-recurring items, detailed in the press release)

Revenue Evolution



Group results (€m)



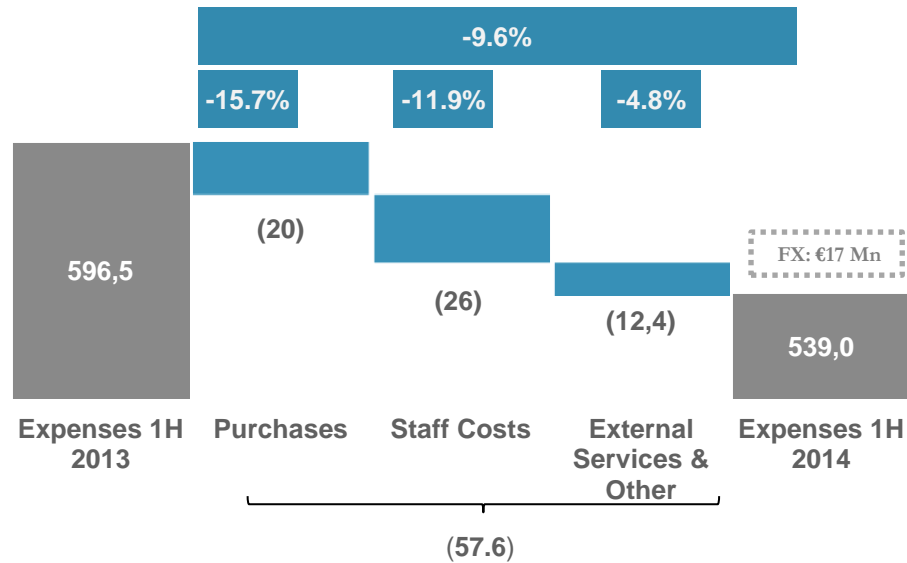
1H 2014*

1H 2013*

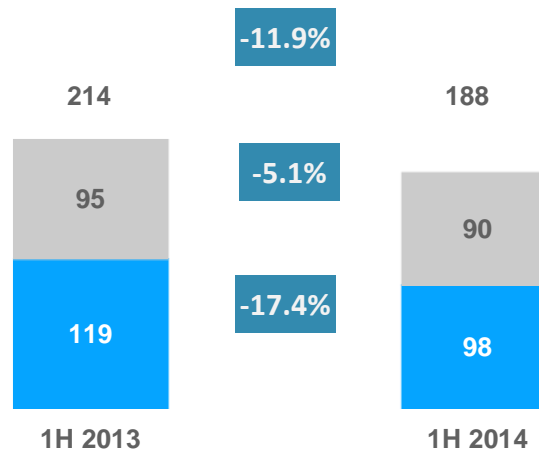
(*) As % of total revenues

1H 2014*	1,7%	8,5%	10.8%	47.6%	28.6%	11.6%
1H 2013*	1,6%	9.1%	11.4%	43.0%	25.5%	9.3%

Opex reduction



Staff costs (€m)



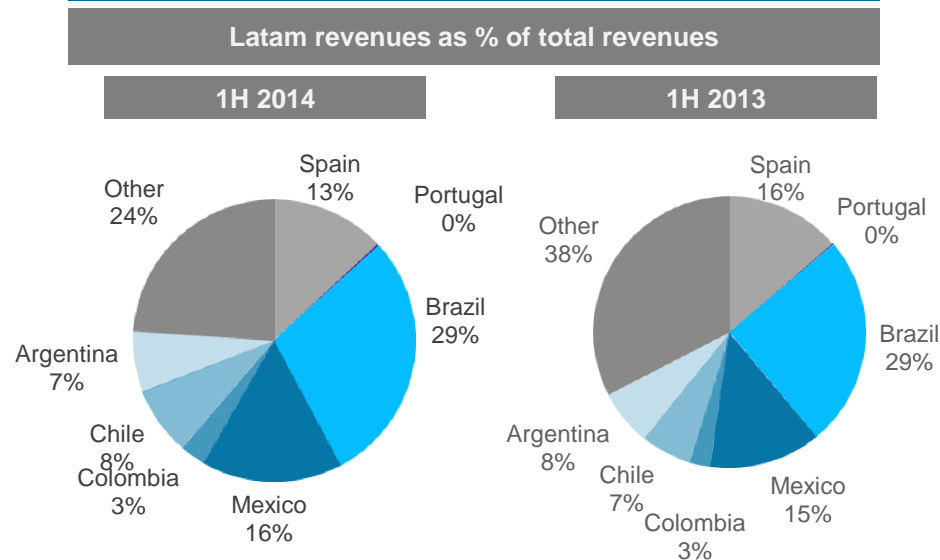
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Market position

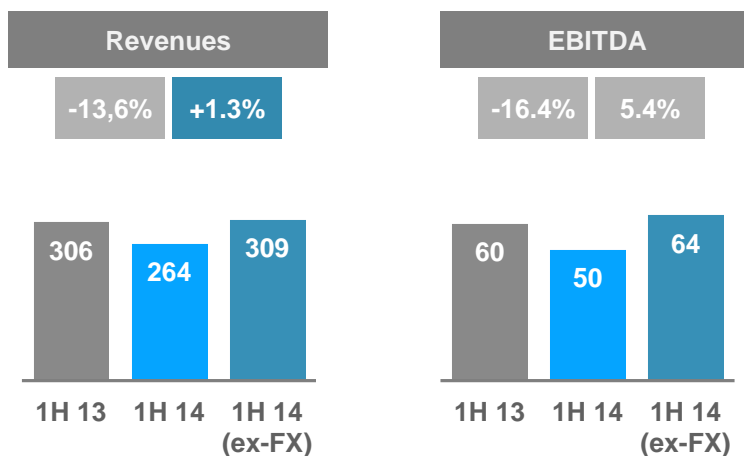
	Textbooks	
	Position	Market Share
Spain	19,3%	1
Brazil	19,9%	1
Mexico	17,4%	1
Argentina	27,6%	1
Chile	38,8%	1
Colombia	17,2%	1
Portugal	7,1%	3

Source: Santillana Market Research, 2013 (all except Mexico – 2012)

Geographical position



Recent performance (€m)



Digital development – learning systems

UNO	Schools	Students
Brazil	327	111.505
Colombia	81	27.793
Mexico	843	265.467

COMPARTIR	Schools	Students
Total	1,110	361,630

Market position

Spain

Thsd. Listeners	Listeners		
	2Q 2014	Rank	Share
Generaist Radio	4.566	1	38,3%
Cadena SER	4.566		38,3%
Music Radio	7.469	1	50,7%
40 Principales	3.203		21,7%
Dial	2.254		15,3%
Máxima FM	834		5,7%
M80	580		3,9%
Radiolé	598		4,1%
Total	12.035		

Source: EGM 2ª Ola 2014

International

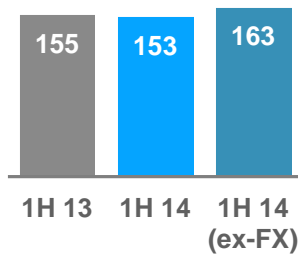
Thsd. Listeners	Listeners		
	2013	Rank	Share
Colombia	10.672	1	36,5%
Chile	2.137	1	48,4%
México	1.353	3	14,0%
Argentina	1.109	4	8,8%
Costa Rica	156	4	7,1%
USA - Miami	102	9	2,5%
USA - Los Ángeles	70	4	8,2%

Source: ECAR (Colombia), IPSOS (Chile), INRA (Mexico), IBOPE (Argentina), latest data available 2014-2013

Recent performance (€m)

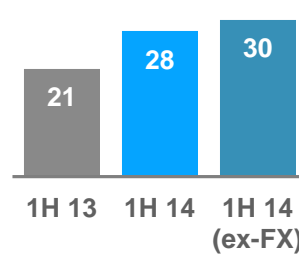
Revenues

-1.2% +4.7%



EBITDA

+34.8% +45.1%

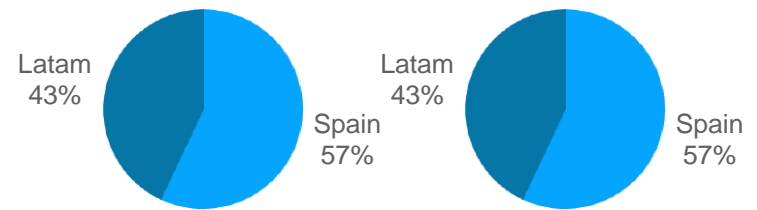


Geographical position

Latam revenues as % of total revenues

1H2014

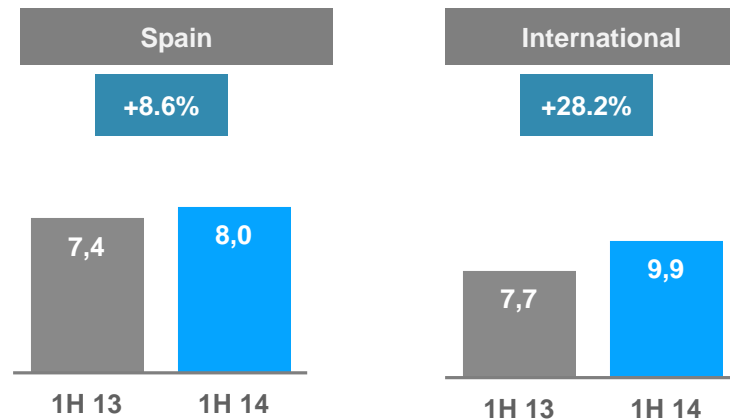
1H 2013



Online radio listening hours (million hours)

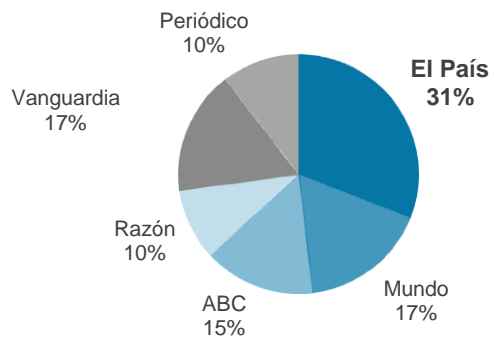


Online audience evolution

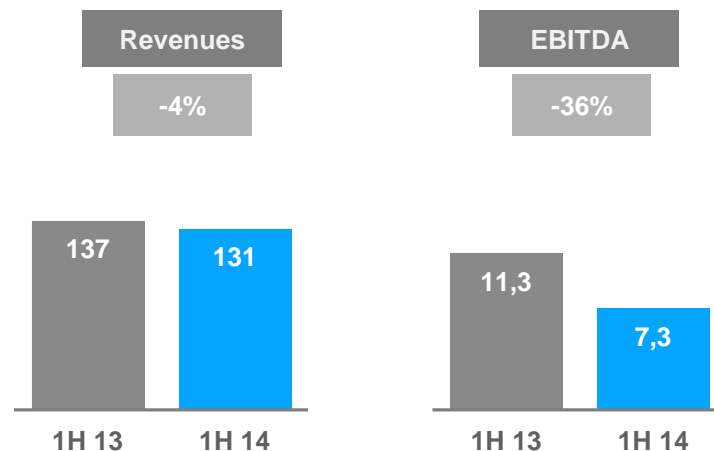


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Market position



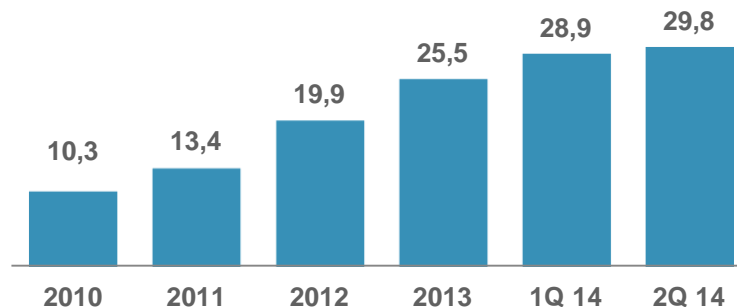
Recent Performance (€m)



Source: OJD May 2014

Digital development

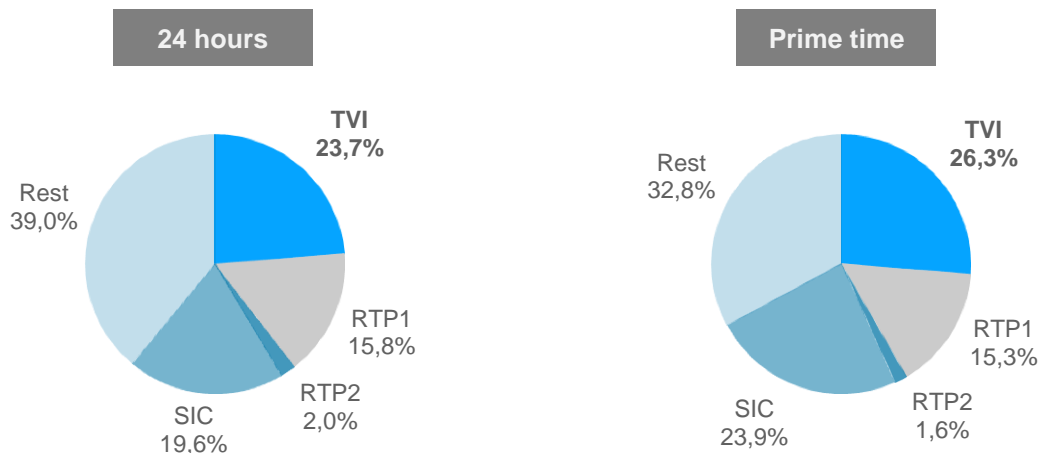
Digital advertising / total advertising (%)



Source: AEDE May 2014

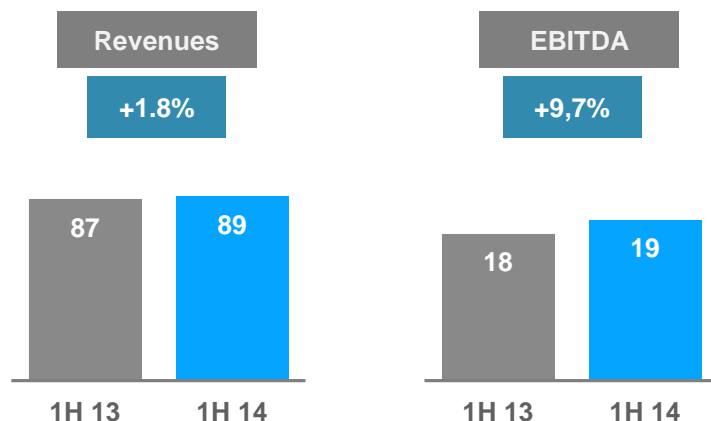
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Market position

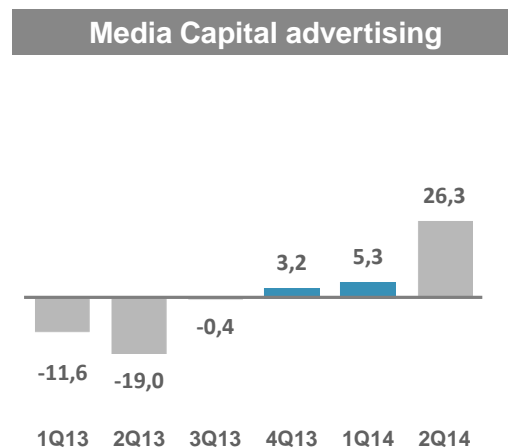


Source: Gfk. Audience share as of 2Q 2014

Recent performance (€m)



Advertising revenues evolution (%)

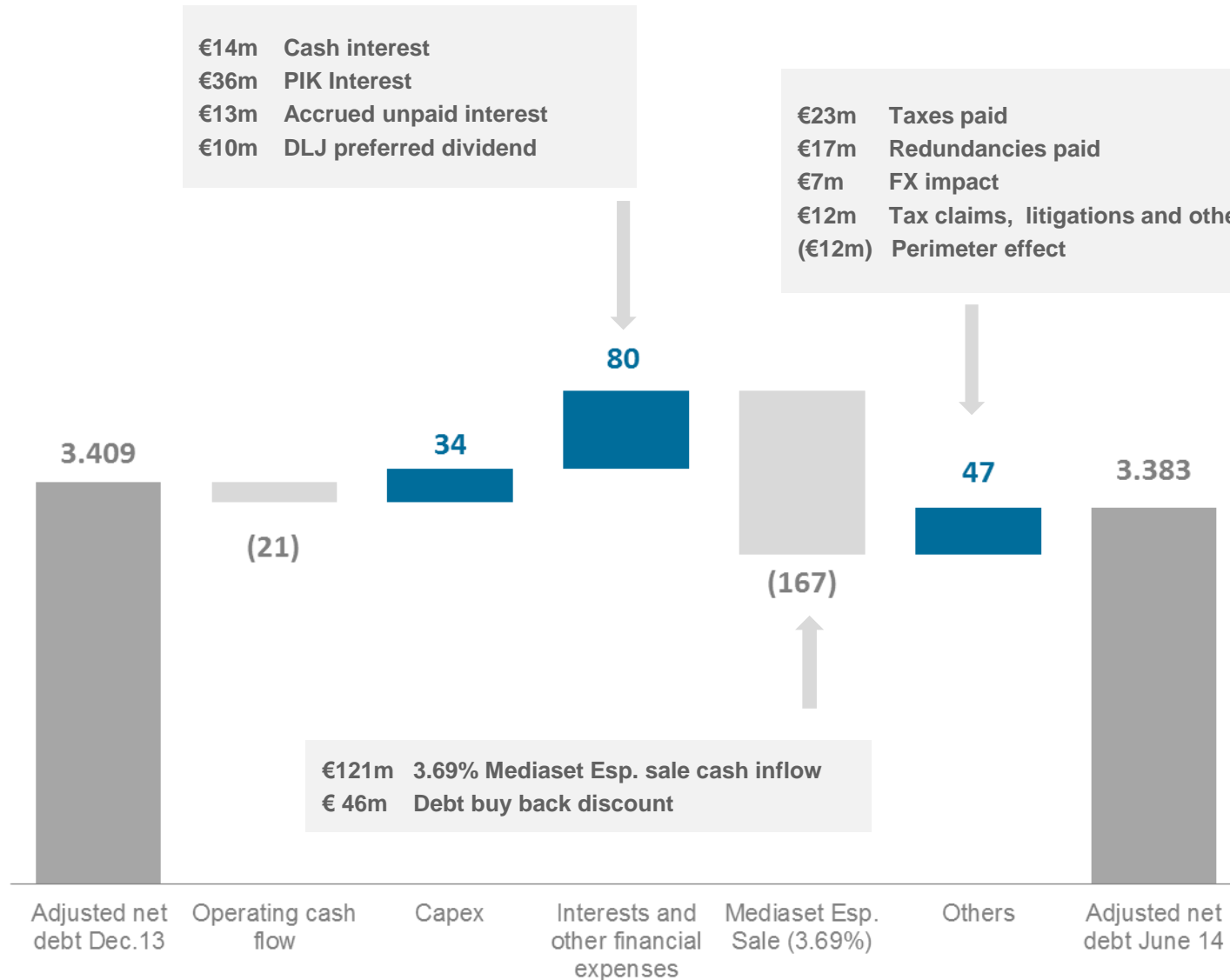


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Cash Flow generation & adjusted net debt position

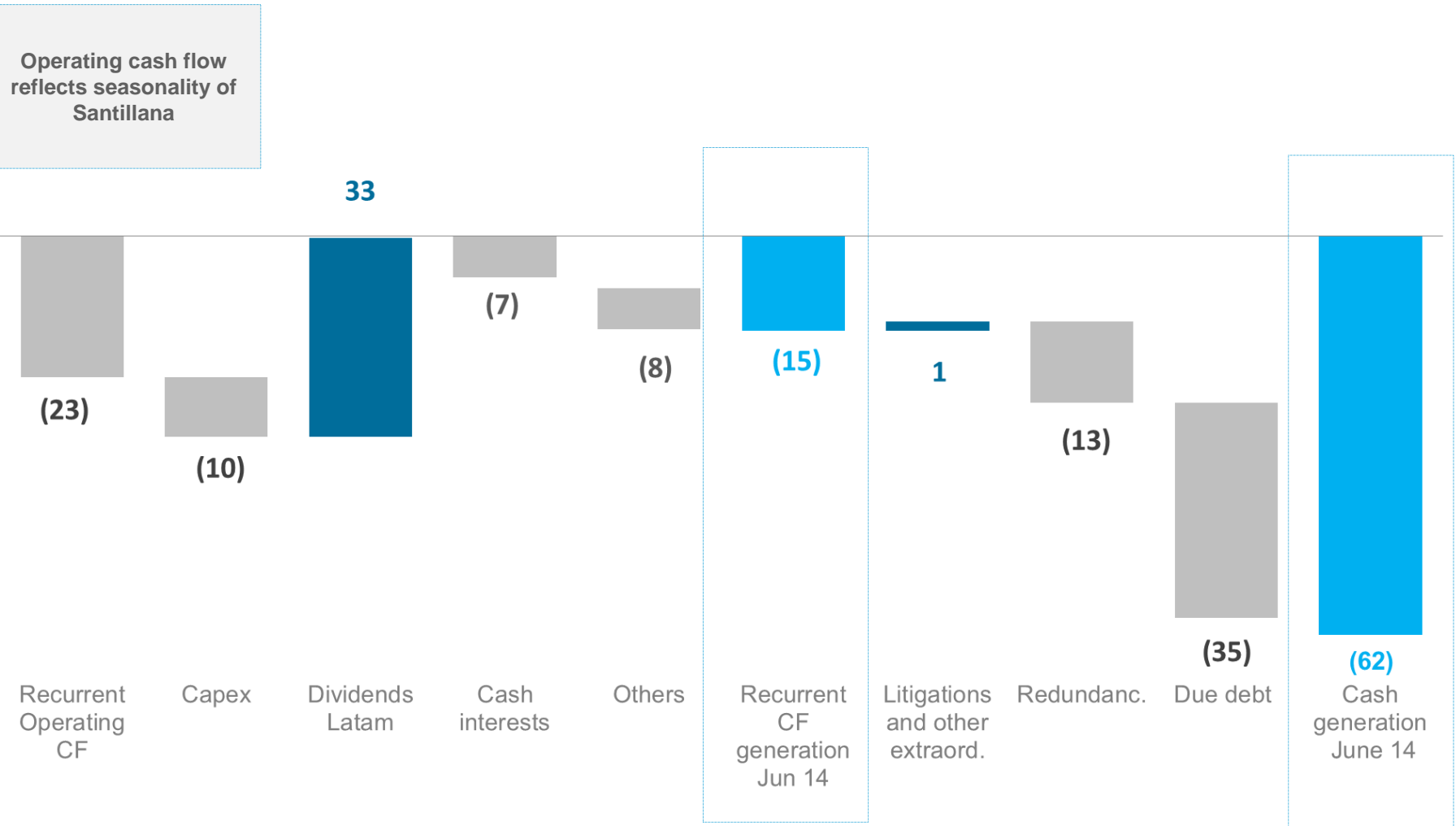


Grupo Prisa Net Debt (€m)



Cash generation at Holdco level- 1H 2014

Cash generation at Holdco level 1H 14 (€m)



SALE OF 56% STAKE IN CANAL+ TO TELEFONICA FOR AN INITIAL AMOUNT OF € 750 MILLION

1

AGREEMENT

- **Price adjustments** at the closing of the transaction
- **Non-opposition of representative panel of Prisa lenders** already granted
- Subjected to **the authorization of the anti-trust authorities**

2

ACCOUNTING IMPACT

- **The transaction implies an accounting loss** in the consolidated Group accounts of € 2,064 million and in the individual accounts of € 750 million **which triggers a capital impairment situation**
- **Refinancing agreement includes an automatic mechanism of automatic conversion of a portion of Tranche 3 of the Company's debt into equity loans** in an amount sufficient to compensate for this capital impairment situation
- **The result of this transaction** is included in the consolidated Group Profit and Loss accounts as **"Result after tax from discontinued operations"** and the assets and liabilities of this business as **"Non current assets held for sale"** and **"Liabilities associated with non-recurrent assets held for sale"** in the consolidated Balance Sheet

CAPITAL INCREASE ANNOUNCEMENT

AGREEMENT

- **€100 million capital increase in cash** at 0.53€ per share fully subscribed by “ Consorcio Transportista Occher”
- **188,679,245 new shares** to be issued. Subject to independent expert opinion
- Proceeds will be used to **Debt buy back** at a minimum **discount of 25%**
- **Several banks have agreed to sell €600 million euros of their existing debt at a minimum discount of 25% before December 31th through the different mechanisms foreseen in the refinancing agreements**



Digital learning systems

1 DIGITAL TRANSFORMATION OF K-12 EDUCATION

- From print content to a new learning experience
 - Digital Content + Services+ New technological platform and devices + Social communities

2 SCHOOLS REASONS

- Pedagogical
 - Technologies and services as factors to improve the teaching process
- Technological
 - Innovative solution to bring schools to the digital age
- Economical
 - Innovative teaching proposals as a factor of differentiation to compete with other schools

Digital learning systems: shift in business model

FROM



TEACHERS

TO



SCHOOL

B2C

Supply of products to teachers through business
(Santillana, Richmond)

B2B

Integrated offerings (through partnerships) in terms of
value for schools:
Sistema Uno
Santillana Compartir

PRODUCT BASED STRUCTURE




CUSTOMER-FOCUSED STRUCTURE

VALUE = CONTENT

VALUE = INTEGRATED SOLUTIONS

The offer of Sistema UNO and Santillana COMPARTIR

Product offering

		CONTENT			SERVICE		DIGITIZATION (HW-SW)			BUSINESS MODEL		
		PRINTED BOOKS	DIGITAL CONTENT	BILINGUAL	PEGAGOGICAL ASSESSMENT	TECHNOLOGY ASSESSMENT	PLATFORM	HARDWARE	SOCIAL EDUCATION COMMUNITY	CUSTOMER RELATIONSHIP	TERM OF CONTRACT	SPEND/STUDENT/YEAR (€) (2014)
1	 SANTILLANA MODERNA	★	★	★	-	-	-	-	-	B2C	-	50
2	 SANTILLANA COMPARTIR SANTILLANA.COMPARTIR	★	★	★	★	★	★	★	★	B2C B2B ↓	3 YEARS	107
3	 SISTEMA UNO INTERNACIONAL INTERNACIONAL	★	★	★	★	★	★	★	★	B2B	3-4 YEARS	256

Complete offer of the product
 Partial offer of the product

Sistema UNO: proposes a complete shift of model, bringing schools in a 100% digital environment from the first moment

Santillana Compartir: offers a progressive introduction of school in the digital environment

Milestones in the strategy of development

Sistema UNO

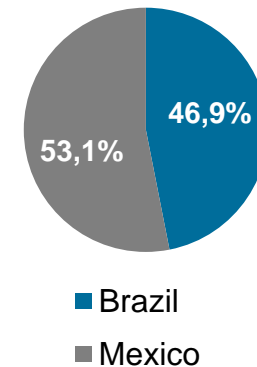
- Acquisition of know-how in Brazil (Editora Moderna)
- A complete new concept launched in Mexico in 2011
- Launch of the new concept in Brazil in 2013
- Consolidation of the model in Mexico in 2014: renewal of 80% of 2011 contracts for 4 additional years
- Larger room for growth in Brazil in the next years (difficult market with high potential)
- Leverage on Santillana's structure

Santillana Compartir

- Launch in Mexico (2012) and Brazil (2013)
- Mass launch in 2014 in an important part of Latam countries
- Leverage on Santillana's structure

Sistema Uno : key drivers

(<i>€ million</i>)	Main figures Brazil + Mexico				
	2011	2012	2013	H1 2013	H1 2014
Revenues	13,1	36,8	58,3	26,5	27,8
EBITDA	-6,9	0,4	2,9	-2,2	5,8
% EBITDA	-52,7%	1,1%	5,0%	-8,3%	20,9%
Number of students (thousand)	59	187,7	231,8	214,8	237,7
CAPEX	6,6	20,9	18	9,3	3,5



Key drivers

- Revenues are accrued in accordance with the delivery of the materials.
- **High implementation, commercial and promotional expenses** during the first years of launching. Important reduction of these expenses in the following years ➡ Significant margins improvement.
- **Strong initial CAPEX to create content and digitize the classrooms.**
- Significant **lower CAPEX to renew** content and digitization.

Santillana Compartir: key drivers

(€ million)	2013	H1 2013	H1 2014
Revenues	15,5	8,9	23,8
Number of students (thousand)	192,5	114,5	361,6

Students (thousands)	H1 2014
Argentina	34,2
Brazil	97,1
Central America	40,2
Chile	22,1
Colombia	59,0
Dominican Republic	6,2
Ecuador	17,9
Mexico	85,0
Total	361,6

Peru: launch in February 2015

Key drivers

- Revenues are accrued in accordance with the delivery of the materials.
- Improvement of margins through higher average sale per student and **synergies** with the traditional business content and structure.

1. **Operating improvement** keeps on consolidating thanks to:
 - Economic recovery pushing revenues in Spain and Portugal
 - Cost structure adequacy
 - new products and businesses starting to contribute

2. **Latam continues to improve in local currency** and we expect a less volatile FX impact in 2H

3. **Significant progress** on the execution **of the debt refinancing plan**
 - Asset sales: Canal+, MediasetSpain 3.69%stake,Trade Publishing
 - Debt buy backs committed
 - Capital increase

4. **Business and cash performance** in line with plan



THANK YOU.