GRUPO TELEVISA, S.A.B.
Form 6-K
May 10, 2018

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 6-K

REPORT OF FOREIGN ISSUER PURSUANT TO RULES 13a-16 or 15d-16
UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the month of May, 2018

GRUPO TELEVISA, S.A.B.

(Translation of registrant's name into English)

Av. Vasco de Quiroga No. 2000, Colonia Santa Fe 01210, Mexico City, Mexico
(Address of principal executive offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.)

Form 20-F x Form 40-F

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1).)

Yes No x

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7).)

Yes No x

TLEVISA Consolidated
Ticker: TLEVISA Quarter: 4D Year: 2017

Quarterly Financial Information

[105000] Management commentary

Management commentary

Mexico City, May 3, 2018 — Grupo Televisa, S.A.B. (NYSE:TV; BMV: TLEVISA CPO; "Televisa" or "the Company"), today announced audited results for full year and fourth quarter 2017. The results have been prepared in accordance with International Financial Reporting Standards ("IFRS").

The following table sets forth condensed consolidated statements of income for the years ended December 31, 2017 and 2016, in millions of Mexican pesos, as well as the percentage that each line represents of net sales and the percentage change when comparing 2017 with 2016:

	2017	Margin %	2016	Margin %	Change %
Net sales	94,274.2	100.0	96,287.4	100.0	(2.1)
Net income	6,577.5	7.0	5,333.4	5.5	23.3
Net income attributable to stockholders of the Company	4,524.5	4.8	3,721.4	3.9	21.6
Segment net sales	97,618.4	100.0	99,347.8	100.0	(1.7)
Operating segment income (1)	37,456.8	38.4	38,923.2	39.2	(3.8)

(1) The operating segment income margin is calculated as a percentage of segment net sales.

Net sales decreased by 2.1% to Ps.94,274.2 million in 2017 compared with Ps.96,287.4 million in 2016. This decrease was attributable to the decline in Content segment revenues and, to a lesser extent, the decline in sales at our Other Businesses segment. Operating segment income decreased by 3.8%, reaching Ps.37,456.8 million with a margin of 38.4%.

Net income attributable to stockholders of the Company amounted to Ps.4,524.5 million in 2017, compared with Ps.3,721.4 million in 2016. The net increase of Ps.803.1 million, or 21.6%, reflected primarily (i) a Ps.4,227.2 million decrease in finance expense, net; (ii) a Ps.773.7 million increase in share of income of associates and joint ventures, net; and (iii) a Ps.751.1 million decrease in other expense, net. These favorable variances were partially offset by (i) a Ps.1,556.5 million increase in depreciation and amortization; and (ii) a Ps.1,401.9 million increase in income taxes.

Disclosure of nature of business

Televisa, is a leading media company in the Spanish-speaking world, an important cable operator in Mexico, and an operator of a leading direct-to-home satellite pay television system in Mexico. Televisa distributes the content it produces through several broadcast channels in Mexico and in over 50 countries through 26 pay-tv brands and television networks, cable operators and over the top or "OTT" services. In the United States, Televisa´s audiovisual content is distributed through Univision, the leading media company serving the Hispanic market. Univision broadcasts Televisa's audiovisual content through multiple platforms in exchange for a royalty payment. In addition, Televisa has equity and Warrants which upon their exercise would represent approximately 36% on a fully-diluted, as-converted basis of the equity capital in UHI, the controlling company of Univision. Televisa's cable business offers integrated services, including video, high-speed data and voice services to residential and commercial customers as well as managed services to domestic and international carriers through five cable multiple system operators in Mexico. Televisa owns a majority interest in Sky, a leading direct-to-home satellite pay television system in Mexico, operating also in the Dominican Republic and Central America. Televisa also has interests in magazine publishing and distribution, radio production and broadcasting, professional sports and live entertainment, feature-film production and distribution, and gaming.

Disclosure of management's objectives and its strategies for meeting those objectives

We intend to leverage our position as a leading media company in the Spanish-speaking world to continue expanding our business while maintaining profitability and financial discipline. We intend to do so by maintaining our leading position in the Mexican television market, by continuing to produce high quality programming and by improving our sales and marketing efforts while maintaining high operating margins and expanding our cable business.

By leveraging all our business segments and capitalizing on their synergies to extract maximum value from our content and our distribution channels, we also intend to continue expanding our cable business, increasing our international programming sales worldwide and strengthening our position in the growing U.S.-Hispanic market. We also intend to continue developing and expanding Sky, our DTH platform, and our cable businesses. We will continue to strengthen our position and will continue making additional investments, which could be substantial in size, in the DTH and cable industry in accordance with the consolidation of the cable market in Mexico, and we will also continue developing our publishing business and maintain our efforts to become an important player in the gaming industry.

We intend to continue to expand our business by developing new business initiatives and/or through business acquisitions and investments in Mexico, the United States and elsewhere. However, we continue to evaluate our portfolio of assets, in order to determine whether to continue plans to dispose of select non-core operations.

Disclosure of entity's most significant resources, risks and relationships

We expect to fund our operating cash needs during 2018, other than cash needs in connection with any potential investments and acquisitions, through a combination of cash from operations and cash on hand. We intend to finance our potential investments or acquisitions in 2018 through available cash from operations, cash on hand and/or borrowings. The amount of borrowings required to fund these cash needs in 2018 will depend upon the timing of such transactions and the timing of cash payments from advertisers under our advertising sales plan.

The investing public should consider the risks described as follows, as well as the risks described in "Key Information_Risk Factors" in the Company's Annual Report 2017, which are not the only risks the Company faces. Risks and uncertainties unknown by the Company, as well as those that the Company currently considers as not relevant, could affect its operations and activities.

Risk Factors Related with Political Developments:

- Imposition of fines by regulators and other authorities could adversely affect our financial condition and results of operations
- Social Security Law
- Federal Labor Law
- Mexican tax laws
- Elimination of the tax consolidation regime
- Limitation of the deduction of non-taxable employee benefits
- Increase to the border Value Added Tax rate
- Regulations of the General Health Law on advertising

- Weaknesses in internal controls over financial reporting
- Changes in U.S. tax law
- Mexican Securities Market Law
- Renewal or revocation of our concessions

Risk Factors Related to our Business:

- Control of a stockholder
- Measures for the prevention of the taking of control
- Competition
- Seasonal nature of our business
- Loss of transmission or loss of the use of satellite transponders
- Incidents affecting our network and information systems or other technologies
- Results of operations of UHI
- Uncertainty in global financial markets
- Renegotiation of trade agreements or other changes in foreign policy by the presidential administration in the United States
- Political events in Mexico

Disclosure of results of operations and prospects

The following table presents full year consolidated results ended December 31, 2017 and 2016, for each of our business segments. Full year consolidated results for 2017 and 2016 are presented in millions of Mexican pesos.

Net Sales	2017	%	2016	%	Change %
Content	33,997.2	34.8	36,686.7	36.9	(7.3)
Sky	22,196.6	22.7	21,941.2	22.1	1.2
Cable	33,048.3	33.9	31,891.6	32.1	3.6
Other Businesses	8,376.3	8.6	8,828.3	8.9	(5.1)
Segment Net Sales	97,618.4	100.0	99,347.8	100.0	(1.7)
Intersegment Operations[1]	(3,344.2)		(3,060.4)		(9.3)
Net Sales	94,274.2		96,287.4		(2.1)

Operating Segment Income[2]	2017	Margin %	2016	Margin %	Change %
Content	12,825.3	37.7	14,748.0	40.2	(13.0)
Sky	10,106.6	45.5	9,898.5	45.1	2.1
Cable	14,034.8	42.5	13,236.1	41.5	6.0
Other Businesses	490.1	5.9	1,040.6	11.8	(52.9)
Operating Segment Income	37,456.8	38.4	38,923.2	39.2	(3.8)
Corporate Expenses	(2,291.0)	(2.3)	(2,207.9)	(2.2)	(3.8)
Depreciation and Amortization	(18,536.3)	(19.7)	(16,979.8)	(17.6)	(9.2)
Other Expense, net	(2,386.3)	(2.5)	(3,137.4)	(3.3)	23.9
Operating Income	14,243.2	15.1	16,598.1	17.2	(14.2)

[1] For segment reporting purposes, intersegment operations are included in each of the segment operations.
[2] Operating segment income is defined as operating income before depreciation and amortization, corporate expenses, and other expense, net.

Content Fourth quarter sales decreased by 9.3% to Ps.10,605.8 million compared with Ps.11,690.9 million in fourth quarter 2016.

Full year sales decreased by 7.3% to Ps.33,997.2 million compared with

Ps.36,686.7 million in 2016.

Millions of Mexican pesos	2017	%	2016	%	Change %
Advertising	20,719.1	61.0	23,223.2	63.3	(10.8)
Network Subscription Revenue	4,058.1	11.9	4,399.3	12.0	(7.8)
Licensing and Syndication	9,220.0	27.1	9,064.2	24.7	1.7
Net Sales	33,997.2	100.0	36,686.7	100.0	(7.3)

Advertising

Advertising fourth quarter revenue decreased by 14.7% to Ps.6,820.5 million compared with Ps.7,995.5 million in fourth quarter 2016. Full year advertising revenue decreased by 10.8%.

Advertising sold in our non-cancellable upfront, which typically accounts for the large majority of advertising revenue in a given year, is priced per spot based on, among other things, prior years' ratings.

The pricing of such inventory remains fixed regardless of any change in ratings when transmitted. As a result of the ratings increase during 2017, clients achieved their target number of eyeballs with a smaller expense and were practically absent from the scatter market. This negative effect was particularly adverse to Televisa during the fourth quarter given the significance of scatter market revenue towards the last few months of the year.

For 2018, we have successfully migrated to a pricing mechanism based on ratings. Under the new sales mechanism, advertising customer deposits increased by 1.8% in 2018, with a number of contracts concluded soon after year end.

Network Subscription Revenue

Fourth-quarter Network Subscription revenue increased by 9.5% to Ps.1,145.1 million compared to Ps.1,045.4 million in fourth-quarter 2016.

Full year Network Subscription revenue decreased by 7.8%. The full year decrease is explained by the fact that a competitor is no longer carrying our pay TV networks. Fourth quarter did not have this effect, which explains the growth.

Licensing and Syndication

Fourth-quarter Licensing and Syndication revenue decreased by 0.4% to Ps.2,640.2 million compared to Ps.2,650.0 million in fourth-quarter 2016. Fourth-quarter royalties from Univision reached U.S.$78.8 million compared to U.S.$90.4 million in the fourth-quarter 2016. For the full year 2017 royalties from Univision reached U.S.$313.9 million.

The full year increase in Licensing and Syndication revenue of 1.7% is mainly explained by non-recurring revenue originated in other local licensing agreements.

Fourth quarter operating segment income for our Content segment decreased by 17.8% to Ps.3,919.5 million compared with Ps.4,767.8 million in fourth quarter 2016; the margin was 37.0%.

Full-year operating segment income for our Content segment decreased by 13.0% to Ps.12,825.3 million compared with Ps.14,748.0 million in 2016. The margin was 37.7%.

Sky Fourth quarter sales increased by 1.2% to Ps.5,568.9 million compared with Ps. 5,505.1 million in fourth quarter 2016. During the quarter, Sky lost 12,372 subscribers.

Full year sales increased by 1.2% to Ps.22,196.6 million compared with Ps.21,941.2 million in 2016. The number of net active subscribers decreased by 23,993 during the year to 8,002,526 as of December 31, 2017. Sky ended the quarter with 174,809 subscribers in Central America and the Dominican Republic.

During 2017, Sky was impacted by the unusually high growth in net additions in 2016 as a result of the analog shut down.

On the other hand, during 2017 the number of clients that subscribe to a high-definition package grew by 20% reaching approximately 7% of the total subscriber base. In addition, revenue per customer increased year over year by 6%.

Fourth quarter operating segment income decreased by 4.1% to Ps.2,324.1 million compared with Ps.2,423.8 million in fourth quarter 2016, and the margin was 41.7%. The decrease in margin is explained by the amortization of cost and expenses associated to the 2018 Soccer World Cup.

Full year operating segment income increased by 2.1% to Ps.10,106.6 million compared with Ps.9,898.5 million in 2016, and the margin was 45.5%, in line with given guidance.

Cable

Fourth quarter sales increased by 3.4% to Ps.8,592.9 million compared with Ps.8,313.2 million in fourth quarter 2016.

Full year sales increased by 3.6% to Ps.33,048.3 million compared with Ps.31,891.6 million in 2016.

Total revenue generating units, or RGUs, reached 10.1 million. Quarterly growth was mainly driven by 157 thousand data net additions. Video net additions were 62 thousand and voice net additions were 23 thousand, for a total quarter net additions of approximately 242 thousand.

Last quarter was the third consecutive quarter of improvement in net additions.

The following table sets forth the breakdown of RGUs per service type for our Cable segment as of December 31, 2017 and 2016.

RGUs	2017	2016
Video	4,185,150	4,205,864
Broadband	3,797,336	3,411,790
Voice	2,121,952	2,113,282
Total RGUs	10,104,438	9,730,936

Fourth quarter operating segment income increased by 9.7% to Ps.3,671.7 million compared with Ps.3,346.2 million in fourth quarter 2016, and the margin reached 42.7%.

Full year operating segment income increased by 6.0% to Ps.14,034.8 million compared with Ps.13,236.1 million in 2016. The margin reached 42.5%, equivalent to an increase of 100 basis points from 2016.

The following tables set forth the breakdown of revenues and operating segment income, excluding consolidation adjustments, for our cable and enterprise operations for 2017 and 2016.

Our cable operations include the video, voice and data services provided by Cablevision, Cablemas, TVI, Cablecom and Telecable. Our enterprise operations include the services offered by Bestel and the enterprise operation of Cablecom.

2017 Millions of Mexican pesos	Cable Operations [1]	Enterprise Operations [1]	Total Cable
Revenue	29,067.9	5,218.5	33,048.3
	12,578.0	1,892.6	14,034.8

Operating Segment Income Margin	43.3%	36.3%	42.5%

(1) These results do not include consolidation adjustments of Ps.1,238.1 million in revenues nor Ps.435.8 million in Operating Segment Income, which are considered in the consolidated results of the Cable segment.

2016 Millions of Mexican pesos	Cable Operations (2)	Enterprise Operations(2)	Total Cable
Revenue	27,517.1	5,654.6	31,891.6
Operating Segment Income	11,771.7	2,021.0	13,236.1
Margin	42.8%	35.7%	41.5%

(2) These results do not include consolidation adjustments of Ps.1,280.1 million in revenues nor Ps.556.6 million in Operating Segment Income, which are considered in the consolidated results of the Cable segment.

Other Businesses

Fourth quarter sales decreased by 19.9% to Ps.2,229.2 million compared with Ps.2,783.0 million in fourth quarter 2016. The decrease is mainly explained by lower revenues in our publishing and feature film distribution businesses.

Full year sales decreased by 5.1% to Ps.8,376.3 million compared with Ps.8,828.3 million in 2016. Decrease in revenues was mainly driven by performance in publishing and soccer businesses.

Fourth quarter operating segment income reached Ps.223.7 million compared with Ps.368.1 million in fourth quarter 2016.

Full year operating segment income decreased by 52.9% to Ps.490.1 million compared with Ps.1,040.6 million in 2016, reflecting a decrease in operating segment income of our publishing, soccer and feature film distribution businesses.

Corporate Expense

Corporate expense increased marginally by Ps.83.1 million, or 3.8%, to Ps.2,291.0 million in 2017, from Ps.2,207.9 million in 2016. The increase reflected primarily a higher share-based compensation expense.

Share-based compensation expense in 2017 and 2016 amounted to Ps.1,489.9 million and Ps.1,410.5 million, respectively, and was accounted for as corporate expense. Share-based compensation expense is measured at fair value at the time the equity benefits are conditionally sold to officers and employees, and is recognized over the vesting period.

Other Expense, Net

Other expense, net, decreased by Ps.751.1 million, or 23.9%, to Ps.2,386.3 million in 2017, from Ps.3,137.4 million in 2016. This decrease reflected primarily (i) a lower loss on disposition of property and equipment resulting primarily from a reduction in network upgrades in our Cable segment operations, and from the absence of costs incurred in connection with the cancellation in 2016 of a contract for a new satellite in our Sky segment; and (ii) a lower expense related to legal and accounting advisory and professional services. These favorable variances were partially offset by losses on disposition of a publishing business in Argentina in our Other Businesses segment, and of intangible assets in our Content segment.

Other expense in 2017 included primarily non-recurrent severance expenses; losses on disposition of property, equipment and intangible assets; legal and accounting advisory and professional services; donations; a loss on disposition of a publishing business in Argentina; and impairment adjustments to certain trademarks in our Publishing business.

Finance Expense, Net

The following table sets forth the finance (expense) income, net, stated in millions of Mexican pesos for the years ended December 31, 2017 and 2016.

	2017	2016	(Increase) decrease
Interest expense	(9,245.7)	(8,497.9)	(747.8)
Interest income	2,268.7	1,499.5	769.2
Foreign exchange gain (loss), net	768.9	(2,490.3)	3,259.2
Other finance income (expense), net	903.2	(43.4)	946.6
Finance expense, net	(5,304.9)	(9,532.1)	4,227.2

Finance expense, net, decreased by Ps.4,227.2 million, or 44.3%, to Ps.5,304.9 million in 2017, from Ps.9,532.1 million in 2016. This decrease reflected primarily:

(i) a Ps.3,259.2 million favorable change in foreign exchange income or loss, net, resulting primarily from a 4.5% appreciation of the Mexican peso against the U.S. dollar in 2017, compared with a 19.9% depreciation of the Mexican peso against the U.S. dollar in 2016;

(ii) a favorable change of Ps.946.6 million in other finance income or expense, net, resulting primarily from a net gain in fair value in our derivative contracts; and

(iii) a Ps.769.2 million increase in interest income explained primarily by an increase in interest rates applicable to cash equivalents.

These favorable variances were partially offset by a Ps.747.8 million increase in interest expense, due primarily to a higher average principal amount of debt in the fourth quarter of 2017, as we incurred in Mexican peso debt in October and November 2017, for the prepayment in December 2017 of certain outstanding debt and accrued interest, primarily denominated in U.S. dollars, as well as fees paid in connection with such prepayment of debt.

Share of Income of Associates and Joint Ventures, Net

Share of income of associates and joint ventures, net, increased by Ps.773.7 million, or 67.9%, to Ps.1,913.3 million in 2017, from Ps.1,139.6 million in 2016. This increase reflected mainly a higher share of income of Univision Holdings, Inc. or UHI, the controlling company of Univision Communications Inc., resulting from an increase in UHI's income before income taxes, and a non-recurring tax benefit in connection with a reduction of the corporate tax rate in the United States from 35% to 21%, which was partially offset by a lower share of income of Imagina Media Audiovisual, S.L., a communications company in Spain.

Income Taxes

Income taxes increased by Ps.1,401.9 million, or 48.8%, to Ps.4,274.1 million in 2017, compared with Ps.2,872.2 million in 2016. This increase resulted in a higher effective income tax rate, primarily in connection with a higher taxable inflationary gain resulting from a net monetary liability position of the Company and certain subsidiaries, and a 6.8% inflation rate in 2017, compared with a 3.4% inflation rate in 2016.

Net Income Attributable to Non-controlling Interests

Net income attributable to non-controlling interests increased by Ps.441.0 million, or 27.4%, to Ps.2,053.0 million in 2017, compared with Ps.1,612.0 million in 2016. This increase reflected primarily a higher portion of net income attributable to non-controlling interests in our Cable and Sky segments.

Financial position, liquidity and capital resources

Capital Expenditures

During 2017, capital expenditures were 41% lower than in 2016. We invested approximately U.S.$884.7 million in property, plant and equipment as capital expenditures. These capital expenditures included approximately U.S.$559.7 million for our Cable segment, U.S.$211.4 million for our Sky segment, and U.S.$113.6 million for our Content and Other Businesses segments.

Debt, Finance Lease Obligations and Other Notes Payable

The following table sets forth our total debt, finance lease obligations and other notes payable as of December 31, 2017 and 2016. Amounts are stated in millions of Mexican pesos.

	Dec 31, 2017	Dec 31, 2016	Increase (decrease)
Current portion of long-term debt	307.0	850.9	(543.9)
Long-term debt, net of current portion	121,993.1	126,146.7	(4,153.6)
Total debt [1]	122,300.1	126,997.6	(4,697.5)
Current portion of finance lease obligations	580.9	575.6	5.3
Long-term finance lease obligations	5,041.9	5,816.2	(774.3)
Total finance lease obligations	5,622.8	6,391.8	(769.0)
Current portion of other notes payable	1,178.4	1,202.3	(23.9)
Other notes payable, net of current portion	2,505.6	3,650.7	(1,145.1)
Total other notes payable [2]	3,684.0	4,853.0	(1,169.0)

[1] As of December 31, 2017 and 2016, total debt is presented net of finance costs in the amount of Ps.1,250.7 million and Ps.1,290.6 million, respectively, and does not include related accrued interest payable in the amount of Ps.1,796.8 million and Ps.1,827.3 million, respectively.
[2] In connection with the acquisition in 2016 of a non-controlling interest in our Cable segment subsidiary, Televisión Internacional, S.A. de C.V.

As of December 31, 2017, our consolidated net debt position (total debt, finance leases and other notes payable, less cash and cash equivalents, temporary investments, and non-current held-to-maturity and available-for-sale investments) was Ps.79,273.1 million. The aggregate amount of non-current held-to-maturity and available-for-sale investments as of December 31, 2017, amounted to Ps.7,585.2 million.

In October 2017, we concluded an offering of Ps.4,500 million aggregate principal amount of local bonds (Certificados Bursátiles) due 2027 with an annual interest rate of 8.79%, registered with the Mexican Banking and Securities Commission (Comisión Nacional Bancaria y de Valores). In November 2017, we entered into long-term credit agreements with three Mexican banks in the aggregate principal amount of Ps.6,000 million.

In December 2017, we prepaid the principal outstanding amount of U.S.$500 million Senior Notes due 2018 at an aggregate redemption price of Ps.9,841.7 million (U.S.$511.7 million), which included related fees and accrued and unpaid interest at the redemption date.

Shares Outstanding

As of December 31, 2017 and 2016, our shares outstanding amounted to 342,337.1 million and 341,268.3 million, respectively, and our CPO equivalents outstanding amounted to 2,926.0 million and 2,916.8 million CPO equivalents, respectively. Not all of our shares are in the form of CPOs. The number of CPO equivalents is calculated by dividing the number of shares outstanding by 117.

As of December 31, 2017 and 2016, the GDS (Global Depositary Shares) equivalents outstanding amounted to 585.2 million and 583.3 million GDS equivalents, respectively. The number of GDS equivalents is calculated by dividing the number of CPO equivalents by five.

Internal control

The Company has an integral internal control system. The system is based on business, operating and administrative general policies, as well as the assignment of responsibilities and authorization capacities, in accordance with the nature and significance of identified risks affecting the Company.

The internal control system is currently being optimized and adjusted to international models and best corporate practices. This process includes the update and/or implementation of the following matters:

- Control environment: issuance of senior management pronouncements in the areas of risks and internal control, the issuance of the Ethics Code, the communication and trainning on risk and control matters, and the update of the general model of responsibilities and capacities
- Risk assessment: systematization of the process to identify, manage and control risks
- Control Activities: coordination of internal control procedures and activities with supervisory processes

The governance body responsible for the authorization of the Company's internal control system is the Board of Directors through the Audit Committee.

In connection with the preparation of the Company's financial statements for each of the years ended December 31, 2017 and 2016, the Company identified certain material weaknesses (as defined by standards issued by the Public Company Accounting Oversight Board) in its internal controls over financial reporting. A material weakness is a deficiency, or a combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the Company's annual or interim financial statements will not be prevented or detected on a timely basis. The material weaknesses in internal control over financial reporting arose as the Company did not appropriately design, maintain or monitor certain controls in response to the risk of material misstatement, including controls over certain information technology, effective controls over segregation of duties within the accounting systems, including review and approval of manual journal entries, as well as ineffective controls with respect to the accounting for certain revenue and the related accounts receivable in some divisions.

The Company has commenced the process for designing, implementing and validating correction measures related to the material weaknesses described above. Although none of these weaknesses represented unappropriated activities, inaccuracies or adjustments to the Company's financial statements for the years ended December 31, 2017 and 2016, if the efforts to remediate the items noted above are not successful, it could affect the accuracy of the Company's reporting on the future results of operations and the Company's ability to make its required filings with government authorities, including the CNBV. Furthermore, the Company's business and operating results and the price of its securities may be adversely affected by related negative market reactions. While the Company has no reason to believe there will be further additional material weaknesses identified, it cannot be certain that in the future additional material weaknesses will not exist or otherwise be discovered.

Disclosure of critical performance measures and indicators that management uses to evaluate entity's performance against stated objectives

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	2017	Margin %	2016	Margin %	Change %
Net sales	94,274.2	100.0	96,287.4	100.0	(2.1)
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Operating segment income (1)	37,456.8	38.4	38,923.2	39.2	(3.8)

(1) The operating segment income margin is calculated as a percentage of segment net sales.

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Intersegment Operations[1]	(3,344.2)		(3,060.4)		(9.3)
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Other Businesses	490.1	5.9	1,040.6	11.8	(52.9)
Operating Segment Income	37,456.8	38.4	38,923.2	39.2	(3.8)
Corporate Expenses	(2,291.0)	(2.3)	(2,207.9)	(2.2)	(3.8)
Depreciation and Amortization	(18,536.3)	(19.7)	(16,979.8)	(17.6)	(9.2)
Other Expense, net	(2,386.3)	(2.5)	(3,137.4)	(3.3)	23.9
Operating Income	14,243.2	15.1	16,598.1	17.2	(14.2)

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[2] Operating segment income is defined as operating income before depreciation and amortization, corporate expenses, and other expense, net.

Net Sales	4Q 2017	%	4Q 2016	%	Change %
Content	10,605.8	39.3	11,690.9	41.3	(9.3)
Sky	5,568.9	20.6	5,505.1	19.5	1.2
Cable	8,592.9	31.8	8,313.2	29.4	3.4
Other Businesses	2,229.2	8.3	2,783.0	9.8	(19.9)
Segment Net Sales	26,996.8	100.0	28,292.2	100.0	(4.6)
Intersegment Operations[1]	(893.7)		(991.6)		9.9
Net Sales	26,103.1		27,300.6		(4.4)

Operating Segment Income[2]	4Q 2017	Margin %	4Q 2016	Margin %	Change %
Content	3,919.5	37.0	4,767.8	40.8	(17.8)
Sky	2,324.1	41.7	2,423.8	44.0	(4.1)
Cable	3,671.7	42.7	3,346.2	40.3	9.7
Other Businesses	223.7	10.0	368.1	13.2	(39.2)
Operating Segment Income	10,139.0	37.6	10,905.9	38.5	(7.0)
Corporate Expenses	(606.2)	(2.2)	(593.9)	(2.1)	(2.1)
Depreciation and Amortization	(4,777.0)	(18.3)	(4,469.5)	(16.4)	(6.9)
Other Expense, net	(1,126.0)	(4.3)	(1,121.5)	(4.1)	(0.4)
Operating Income	3,629.8	13.9	4,721.0	17.3	(23.1)

[1] For segment reporting purposes, intersegment operations are included in each of the segment operations.

[2] Operating segment income is defined as operating income before depreciation and amortization, corporate expenses, and other expense, net.

Disclaimer

This management commentary contains forward-looking statements regarding the Company's results and prospects. Actual results could differ materially from these statements. The forward-looking statements in these management commentary should be read in conjunction with the factors described in "Item 3. Key Information – Forward-Looking Statements" in the Company's Annual Report on Form 20-F, which, among others, could cause actual results to differ materially from those contained in forward-looking statements made in these management commentary and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

[110000] General information about financial statements

Ticker:	TLEVISA
Period covered by financial statements:	2017-01-01 to 2017-12-31
Date of end of reporting period:	2017-12-31
Name of reporting entity or other means of identification:	TLEVISA
Description of presentation currency:	MXN
Level of rounding used in financial statements:	THOUSANDS OF MEXICAN PESOS
Consolidated:	Yes
Number of quarter:	4
Type of issuer:	ICS
Explanation of change in name of reporting entity or other means of identification from end of preceding reporting period:	
Description of nature of financial statements:	

Disclosure of general information about financial statements

Corporate Information

Grupo Televisa, S.A.B. (the “Company”) is a limited liability public stock corporation (“Sociedad Anónima Bursátil” or “S.A.B.”), incorporated under the laws of Mexico. Pursuant to the terms of the Company’s bylaws (“Estatutos Sociales”), its corporate existence continues through 2106. The shares of the Company are listed and traded in the form of “Certificados de Participación Ordinarios” or “CPOs” on the Mexican Stock Exchange (“Bolsa Mexicana de Valores”) under the ticker symbol TLEVISA CPO, and in the form of Global Depositary Shares or GDSs, on the New York Stock Exchange, or NYSE, under the ticker symbol TV. The Company’s principal executive offices are located at Avenida Vasco de Quiroga 2000, Colonia Santa Fe, 01210 Ciudad de México, México.

Basis of Preparation and Accounting Policies

The condensed consolidated financial statements of the Group, as of December 31, 2017 and December 31, 2016, and for the years ended December 31, 2017 and 2016, are unaudited, and have been prepared in accordance with the guidelines provided by the International Accounting Standard 34, Interim Financial Reporting. In the opinion of management, all adjustments necessary for a fair presentation of the condensed consolidated financial statements have been included herein.

The unaudited condensed consolidated financial statements should be read in conjunction with the Group’s audited consolidated financial statements and notes thereto for the years ended December 31, 2016, 2015 and 2014, which have been prepared in accordance with International Financial Reporting Standards (“IFRSs”) as issued by the

International Accounting Standards Board, and include, among other disclosures, the Group's most significant accounting policies, which were applied on a consistent basis as of December 31, 2017. The adoption of the improvements and amendments to current IFRSs effective on January 1, 2017 did not have a significant impact in these interim unaudited condensed consolidated financial statements.

Name service provider external audit
PricewaterhouseCoopers, S.C.
Name of the partner signing opinion
L.C.C. Alberto Del Castillo Velasco Vilchis
Type of opinion on the financial statements
Unmodified opinion
Date of opinion on the financial statements
2018-04-13
Date assembly in which the financial statements were approved
2018-04-27
Follow-up of analysis

The financial institutions that perform financial analysis on the securities of Grupo Televisa, S.A.B., are as follows:

Institution:

Merrill Lynch
Evercore
Morgan Stanley
JPMorgan
Itaú Securities
UBS
Credit Suisse
BTG Pactual
New Street
HSBC

Citi
Bradesco
Goldman Sachs

[210000] Statement of financial position, current/non-current

Concept	Close Current Quarter 2017-12-31	Close Previous Exercise 2016-12-31
Statement of financial position		
Assets		
Current assets		
Cash and cash equivalents	38,734,949,000	47,546,083,000
Trade and other current receivables	30,357,412,000	30,992,004,000
Current tax assets, current	3,039,810,000	3,292,941,000
Other current financial assets	7,528,719,000	5,498,219,000
Current inventories	1,492,947,000	1,899,078,000
Current biological assets	0	0
Other current non-financial assets	[1] 5,890,866,000	6,533,173,000
Total current assets other than non-current assets or disposal groups classified as held for sale or as held for distribution to owners	87,044,703,000	95,761,498,000
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	0	0
Total current assets	87,044,703,000	95,761,498,000
Non-current assets		
Trade and other non-current receivables	0	0
Current tax assets, non-current	0	0
Non-current inventories	0	0
Non-current biological assets	0	0
Other non-current financial assets	44,745,685,000	45,784,521,000
Investments accounted for using equity method	0	0
Investments in subsidiaries, joint ventures and associates	14,110,752,000	12,092,254,000
Property, plant and equipment	85,719,810,000	86,783,572,000
Investment property	0	0
Goodwill	14,112,626,000	14,112,626,000
Intangible assets other than goodwill	21,773,808,000	23,622,145,000
Deferred tax assets	21,355,044,000	22,729,580,000
Other non-current non-financial assets	[2] 8,357,673,000	8,167,954,000
Total non-current assets	210,175,398,000	213,292,652,000
Total assets	297,220,101,000	309,054,150,000
Equity and liabilities		
Liabilities		
Current liabilities		
Trade and other current payables	44,353,813,000	50,926,585,000
Current tax liabilities, current	2,524,349,000	2,012,536,000
Other current financial liabilities	3,863,189,000	4,456,175,000
Other current non-financial liabilities	0	0
Current provisions		
Current provisions for employee benefits	0	0
Other current provisions	23,466,000	30,767,000
Total current provisions	23,466,000	30,767,000
Total current liabilities other than liabilities included in disposal groups classified as held for sale	50,764,817,000	57,426,063,000
Liabilities included in disposal groups classified as held for sale	0	0

Total current liabilities	50,764,817,000	57,426,063,000
Non-current liabilities		
Trade and other non-current payables	2,719,236,000	2,413,301,000
Current tax liabilities, non-current	4,730,620,000	6,386,877,000
Other non-current financial liabilities	129,540,643,000	135,619,102,000
Other non-current non-financial liabilities	0	0

Concept	Close Current Quarter 2017-12-31	Close Previous Exercise 2016-12-31
Non-current provisions		
Non-current provisions for employee benefits	716,095,000	520,473,000
Other non-current provisions	54,263,000	54,799,000
Total non-current provisions	770,358,000	575,272,000
Deferred tax liabilities	9,037,513,000	10,349,135,000
Total non-current liabilities	146,798,370,000	155,343,687,000
Total liabilities	197,563,187,000	212,769,750,000
Equity		
Issued capital	4,978,126,000	4,978,126,000
Share premium	15,889,819,000	15,889,819,000
Treasury shares	14,788,984,000	11,433,482,000
Retained earnings	74,983,656,000	70,395,669,000
Other reserves	4,599,147,000	3,961,784,000
Total equity attributable to owners of parent	85,661,764,000	83,791,916,000
Non-controlling interests	13,995,150,000	12,492,484,000
Total equity	99,656,914,000	96,284,400,000
Total equity and liabilities	297,220,101,000	309,054,150,000

[310000] Statement of comprehensive income, profit or loss, by function of expense

Concept	Accumulated Current Year 2017-01-01 - 2017-12-31	Accumulated Previous Year 2016-01-01 - 2016-12-31	Quarter Current Year 2017-10-01 - 2017-12-31	Quarter Previous Year 2016-10-01 - 2016-12-31
Profit or loss				
Profit (loss)				
Revenue	94,274,235,000	96,287,363,000	26,103,115,000	27,300,650,000
Cost of sales	53,534,553,000	52,377,790,000	15,009,144,000	14,844,723,000
Gross profit	40,739,682,000	43,909,573,000	11,093,971,000	12,455,927,000
Distribution costs	10,554,113,000	10,900,695,000	2,904,440,000	3,107,597,000
Administrative expenses	13,556,033,000	13,273,397,000	3,433,715,000	3,505,859,000
Other income	0	0	0	0
Other expense	2,386,334,000	3,137,384,000	1,126,094,000	1,121,439,000
Profit (loss) from operating activities	14,243,202,000	16,598,097,000	3,629,722,000	4,721,032,000
Finance income	3,940,838,000	1,499,473,000	1,717,036,000	324,809,000
Finance costs	9,245,671,000	11,031,585,000	3,650,329,000	3,441,911,000
Share of profit (loss) of associates and joint ventures accounted for using equity method	1,913,273,000	1,139,604,000	892,566,000	226,460,000
Profit (loss) before tax	10,851,642,000	8,205,589,000	2,588,995,000	1,830,390,000
Tax income (expense)	4,274,120,000	2,872,235,000	1,459,405,000	624,645,000
Profit (loss) from continuing operations	6,577,522,000	5,333,354,000	1,129,590,000	1,205,745,000
Profit (loss) from discontinued operations	0	0	0	0
Profit (loss)	6,577,522,000	5,333,354,000	1,129,590,000	1,205,745,000
Profit (loss), attributable to				
Profit (loss), attributable to owners of parent	4,524,496,000	3,721,406,000	562,850,000	642,964,000
Profit (loss), attributable to non-controlling interests	2,053,026,000	1,611,948,000	566,740,000	562,781,000
Earnings per share				
Earnings per share				
Earnings per share				
Basic earnings per share				
Basic earnings (loss) per share from continuing operations	1.54	1.28	0.19	0.21
Basic earnings (loss) per share from discontinued operations	0	0	0	0
Total basic earnings (loss) per share	[3] 1.54	1.28	0.19	0.21
Diluted earnings per share				
Diluted earnings (loss) per share from continuing operations	1.46	1.2	0.18	0.21
Diluted earnings (loss) per share from discontinued operations	0	0	0	0
Total diluted earnings (loss) per share	[4] 1.46	1.2	0.18	0.21

[410000] Statement of comprehensive income, OCI components presented net of tax

Concept	Accumulated Current Year 2017-01-01 - 2017-12-31	Accumulated Previous Year 2016-01-01 - 2016-12-31	Quarter Current Year 2017-10-01 - 2017-12-31	Quarter Previous Year 2016-10-01 - 2016-12-31
Statement of comprehensive income				
Profit (loss)	6,577,522,000	5,333,354,000	1,129,590,000	1,205,745,000
Other comprehensive income				
Components of other comprehensive income that will not be reclassified to profit or loss, net of tax				
Other comprehensive income, net of tax, gains (losses) from investments in equity instruments	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on revaluation	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on remeasurements of defined benefit plans	(283,106,000)	(255,713,000)	(283,106,000)	(255,713,000)
Other comprehensive income, net of tax, change in fair value of financial liability attributable to change in credit risk of liability	0	0	0	0
Other comprehensive income, net of tax, gains (losses) on hedging instruments that hedge investments in equity instruments	0	0	0	0
Share of other comprehensive income of associates and joint ventures accounted for using equity method that will not be reclassified to profit or loss, net of tax	0	0	0	0
Total other comprehensive income that will not be reclassified to profit or loss, net of tax	(283,106,000)	(255,713,000)	(283,106,000)	(255,713,000)
Components of other comprehensive income that will be reclassified to profit or loss, net of tax				
Exchange differences on translation				
Gains (losses) on exchange differences on translation, net of tax	256,057,000	1,123,994,000	793,686,000	271,179,000
Reclassification adjustments on exchange differences on translation, net of tax	0	0	0	0
Other comprehensive income, net of tax, exchange differences on translation	256,057,000	1,123,994,000	793,686,000	271,179,000
Available-for-sale financial assets				
Gains (losses) on remeasuring available-for-sale financial assets, net of tax	509,759,000	(2,567,444,000)	(586,754,000)	(2,271,700,000)
Reclassification adjustments on available-for-sale financial assets, net of tax	0	0	0	0
Other comprehensive income, net of tax, available-for-sale financial assets	509,759,000	(2,567,444,000)	(586,754,000)	(2,271,700,000)

Cash flow hedges				
Gains (losses) on cash flow hedges, net of tax	162,231,000	552,445,000	615,891,000	331,014,000
Reclassification adjustments on cash flow hedges, net of tax	0	0	0	0
Amounts removed from equity and included in carrying amount of non-financial asset (liability) whose acquisition or incurrence was hedged highly probable forecast transaction, net of tax	0	0	0	0
Other comprehensive income, net of tax, cash flow hedges	162,231,000	552,445,000	615,891,000	331,014,000
Hedges of net investment in foreign operations				
Gains (losses) on hedges of net investments in foreign operations, net of tax	0	0	0	0
Reclassification adjustments on hedges of net investments in foreign operations, net of tax	0	0	0	0
Other comprehensive income, net of tax, hedges of net investments in foreign operations	0	0	0	0

Concept	Accumulated Current Year 2017-01-01 - 2017-12-31	Accumulated Previous Year 2016-01-01 - 2016-12-31	Quarter Current Year 2017-10-01 - 2017-12-31	Quarter Previous Year 2016-10-01 - 2016-12-31
Change in value of time value of options				
Gains (losses) on change in value of time value of options, net of tax	0	0	0	0
Reclassification adjustments on change in value of time value of options, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of time value of options	0	0	0	0
Change in value of forward elements of forward contracts				
Gains (losses) on change in value of forward elements of forward contracts, net of tax	0	0	0	0
Reclassification adjustments on change in value of forward elements of forward contracts, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of forward elements of forward contracts	0	0	0	0
Change in value of foreign currency basis spreads				
Gains (losses) on change in value of foreign currency basis spreads, net of tax	0	0	0	0
Reclassification adjustments on change in value of foreign currency basis spreads, net of tax	0	0	0	0
Other comprehensive income, net of tax, change in value of foreign currency basis spreads	0	0	0	0
Share of other comprehensive income of associates and joint ventures accounted for using equity method that will be reclassified to profit or loss, net of tax	(60,340,000)	(42,832,000)	(61,772,000)	(25,443,000)
Total other comprehensive income that will be reclassified to profit or loss, net of tax	867,707,000	(933,837,000)	761,051,000	(1,694,950,000)
Total other comprehensive income	584,601,000	(1,189,550,000)	477,945,000	(1,950,663,000)
Total comprehensive income	7,162,123,000	4,143,804,000	1,607,535,000	(744,918,000)
Comprehensive income attributable to				
Comprehensive income, attributable to owners of parent	5,161,859,000	2,425,636,000	984,253,000	(1,347,407,000)
Comprehensive income, attributable to non-controlling interests	2,000,264,000	1,718,168,000	623,282,000	602,489,000

[520000] Statement of cash flows, indirect method

Concept	Accumulated Current Year 2017-01-01 - 2017-12-31	Accumulated Previous Year 2016-01-01 - 2016-12-31
Statement of cash flows		
Cash flows from (used in) operating activities		
Profit (loss)	6,577,522,000	5,333,354,000
Adjustments to reconcile profit (loss)		
Discontinued operations	0	0
Adjustments for income tax expense	4,274,120,000	2,872,235,000
Adjustments for finance costs	0	0
Adjustments for depreciation and amortization expense	18,536,274,000	16,979,833,000
Adjustments for impairment loss (reversal of impairment loss) recognized in profit or loss	89,597,000	6,851,000
Adjustments for provisions	1,713,053,000	2,272,303,000
Adjustments for unrealized foreign exchange losses (gains)	(2,396,317,000)	6,707,831,000
Adjustments for share-based payments	1,489,884,000	1,410,492,000
Adjustments for fair value losses (gains)	(903,204,000)	43,370,000
Adjustments for undistributed profits of associates	0	0
Adjustments for losses (gains) on disposal of non-current assets	947,699,000	1,448,295,000
Participation in associates and joint ventures	(1,913,273,000)	(1,139,604,000)
Adjustments for decrease (increase) in inventories	839,128,000	(99,002,000)
Adjustments for decrease (increase) in trade accounts receivable	(1,064,810,000)	(4,649,477,000)
Adjustments for decrease (increase) in other operating receivables	183,136,000	(1,347,263,000)
Adjustments for increase (decrease) in trade accounts payable	(2,696,279,000)	5,255,698,000
Adjustments for increase (decrease) in other operating payables	(3,596,835,000)	438,556,000
Other adjustments for non-cash items	0	0
Other adjustments for which cash effects are investing or financing cash flow	295,194,000	312,000
Straight-line rent adjustment	0	0
Amortization of lease fees		