

Total Play LT (G)  
HR BB- (G)  
Stable Outlook

Senior Notes  
2020  
HR BB- (G)  
Stable Outlook



**Jesús Pineda**  
Corporates Manager  
Lead Analyst  
[jesus.pineda@hrratings.com](mailto:jesus.pineda@hrratings.com)



**Heinz Cederborg**  
Corporates / ABS Sr. Executive Director  
[heinz.cederborg@hrratings.com](mailto:heinz.cederborg@hrratings.com)

### Information Disclosure Form Rule 17g-7

*The Rating Action Commentary (RAC) associated with this disclosure form is an integral part of the form.*

1. **Symbol, Number, or Score in the Rating Scale used by HR Ratings as required by Paragraph (a)(1)(ii)(A) of Rule 17g-7:**

Entity/Instrument	Rating Action	Rating Type	Rating Code
Total Play LT	Ratified	Long Term Rating	<a href="#">HR BB- (G) / Stable Outlook</a>
Senior Notes 2020	Ratified	Long Term Rating	<a href="#">HR BB- (G) / Stable Outlook</a>

2. **Version of the Procedure or Methodology used to determine the credit rating as required by Paragraph (a)(1)(ii)(B) of Rule 17g-7:**

The rating assigned by HR Ratings to the Company is based in accordance with the following methodologies established by the rating agency:

- General Methodological Criteria, October 2024.

[https://www.hrratings.com/docs/metodologia/General\\_Methodological\\_Criteria\\_2024.pdf](https://www.hrratings.com/docs/metodologia/General_Methodological_Criteria_2024.pdf)



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

### **3. Main assumptions and principles used in constructing the procedures and methodologies to determine the credit rating as required by Paragraph (a)(1)(ii)(C) of Rule 17g-7**

- Based on the General Methodological Criteria

#### **Local and Global Scales**

Any credit rating for a borrower or debt instrument is initially assigned on a Local Scale. HR Ratings Local Scale represents the different rating levels in which the results of a rating process can be categorized as set out in the appropriate methodology. This rating on the scale reflects the results of standardized processes, which are applicable in any political jurisdiction. The global scale considers the risks associated with the sovereign in question and faced by the borrower or debt instrument. This includes the convertibility, degradation and transferability risks for each country in a global scenario.

HR Ratings will use the global rating of the applicable sovereign, as an indicator for country risk, to convert the local credit ratings for borrowers and/or debt instruments into global credit ratings. The applicable sovereign rating may refer to one particular sovereign or a group of sovereigns depending on the case. In general terms, the downgrade will be equal to the difference, in terms of notches, between HR AAA (G) and the applicable sovereign's global rating. However, in some cases it may be appropriate not to take as a basis for the downgrade only the difference in the applicable sovereign's global rating from HR AAA (G). For example, when HR Ratings judges that the global credit rating of an applicable sovereign, or sovereigns, implies a greater or lesser degree of country risk for purposes of the conversion of local rated entities and debt. Also, when the analysis for a specific debtor or debt instrument suggests that its characteristics are such that its rating on the global scale should receive a modified rating differential.

A set of factors is used to determine the applicable jurisdiction or sovereign for assigning a global scale rating. The simplest case is that of a borrower operating in only one country and using only that country's currency. In such cases the global rating of sovereign of the country in which the borrower operates will be used as the basis for conversion. In other cases, an entity may have substantial operations in several jurisdictions, it would be appropriate to determine a weighted average of relevant sovereigns and apply a weighted sovereign differential notch to make the local to global conversion.

### **4. Potential limitations of the credit rating as required by Paragraph (a)(1)(ii)(D) of Rule 17g-7**

- HR Ratings does not validate, guarantee, or certify the accuracy, correctness or completeness of any information and is not responsible for any errors or omissions or for results obtained from the use of such information.
- Ratings and/or opinions assigned by HR Ratings are based on an analysis of the creditworthiness of an entity, issue, or issuer, and do not necessarily imply a statistical likelihood of default.
- The credit ratings do not opine on the liquidity of the issuer's securities or stock.
- The credit ratings do not consider the possible loss severity on an obligation default.



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

- The credit ratings are not an opinion of the market value of any issuer's securities or stock, or the possibility that this value suffer a deterioration.

## **5. Information on the uncertainty of the credit rating as required by Paragraph (a)(1)(ii)(E) of Rule 17g-7**

The Analysis Committee noted no material limitations on the reliability, accuracy and quality on the data relied on in determining the credit rating.

The Analysis Committee noted no lack of information on the scope of historical data that would have better informed any credit rating listed in this disclosure form.

## **6. Use of third-party due diligence services as required by Paragraph (a)(1)(ii)(F) of Rule 17g-7**

HR Ratings did not use third party due diligence services for the rating.

## **7. Use of servicer or remittance reports to conduct surveillance of the credit rating as required by Paragraph (a)(1)(ii)(G) of Rule 17g-7**

HR Ratings did not use Servicer or Remittance Reports for the rating.

## **8. Description of types of data about any obligor, issue, security or money market instrument relied upon for determining credit rating as required by Paragraph (a)(1)(ii)(H) of Rule 17g-7**

Among the main information used for the rating is:

- Quarterly Financial Information from March 2013 to June 2025 reported by the Company.
- Notes and Internal breakdowns from financial information as of 2Q25 provided by the Company.
- Annual Audited Financial Statements made by Mazars Auditores from 2013 to 2024 reported by the Company.
- Press Releases reported by the Company.
- Total Play projections and its main assumptions provided by the Company.
- Senior Notes Term Sheet provided by the Company.
- Company presentation as of 2Q24 provided by the Company.
- Debt breakdown and amortization calendar as of 2Q25 and 2Q24 provided by the Company.
- Wallet's composition as of May 2025 provided by the Company
- Operating metrics as of 2Q25 provided by the Company
- Depreciation and amortization from Assets, SAC and leases breakdown as of 2Q25 provided by a third party.
- Lease interest expense as of 2Q25 provided by a third party.



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

**9. Overall assessment of quality of information available and considered in determining credit rating as required by Paragraph (a)(1)(ii)(I) of Rule 17g-7**

The quality of the information provided by the Company is considered to be consistent with the quality observed in the ratings that use a similar methodology.

**10. Information relating to conflicts of interest as required by Paragraph (a)(1)(ii)(J) of Rule 17g-7**

The rating was solicited by the entity or issuer, or on its behalf, and therefore, HR Ratings has received the corresponding fees for the rating services provided. The following information can be found on our website at [www.hrratings.com](http://www.hrratings.com): (i) The internal procedures for the monitoring and surveillance of our ratings and the periodicity with which they are formally updated, (ii) the criteria used by HR Ratings for the withdrawal or suspension of the maintenance of a rating, (iii) the procedure and process of voting on our Analysis Committee, and (iv) the rating scales and their definitions.

**11. Explanation or measure of potential volatility to the credit rating as required by Paragraph (a)(1)(ii)(K) of Rule17g-7**

1. Factors that are reasonably likely to lead to a change in the credit rating:
  - **FCF Generation.** If the Company presents a higher penetration rate and that increases the FCF generation over our baseline scenario, resulting in an average DSCR metric of 1.9x from 2025 to 2027 (vs. 1.3x in the baseline scenario for the same period), this could lead to a positive minimum impact on the rating.
  - **Debt Increase.** If the Company is not able to achieve the expected FCF generation, and this results in a higher debt disposition compared to the base scenario, that brings years to payment ratio to an average of 6.8 years from 2024 to 2026 (vs. 3.2 years in the base scenario for the same period) this could result in a negative minimum impact on the rating.
2. The magnitude of the change that could occur under different market conditions determined by HR Ratings to be relevant to the rating:
  - **Competitive Landscape.** Higher competitive market conditions could result in an impact of the Company's market share. If Total Play is not able to rapidly adjust its product and price strategy this could decrease the revenue generation and therefore affect the EBITDA and FCF generation. This could lead to a negative minimum impact on the rating.
  - **Mexico Sovereign Rating.** Any movement in Mexico's Sovereign Rating could result in a minimum to strong, positive or negative of the Total Play's Global Rating. Actually, Mexico 's Sovereign Rating is HR BBB+ (G) with Stable Outlook reviewed on October 28, 2025.

NOTE: The Credit Analysis Committee must convene to review and discuss the changes that could occur under different market conditions. All the ratings issued by HR Ratings must be approved by the Credit Analysis Committee in accordance with the applicable methodology and the information available at the time. However, the magnitude of a potential change



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

in the rating that could reasonably occur as a result of the impact of the factors listed above are characterized by the following summary chart:

Rating change impact	Number of notches
Minimum	(0-1)
Moderate	(2 - 3)
Strong	>3

**12. Historical performance and expected probability of default and expected loss in event of default as required by Paragraph (a)(1)(ii)(L) of Rule 17g-7**

For historical performance of each rating listed in the disclosure form, click on the link in the ratings table presented on the first page.

Our credit ratings need to be understood as rankings of the relative creditworthiness of different entities or credits. Creditworthiness takes into consideration both the ability and willingness to meet debt obligations in the manner prescribed in the relevant documentation. Default refers to the noncompliance of previously agreed obligations.

As our ratings measure relative creditworthiness, they do not necessarily reflect any specific statistical probability of default. However, HR Ratings provides to the market participants the default rate for historical default and loss statistics for the class or subclass of the credit rating. Although the default rate is not the expected probability of default or loss given default, we consider it the ratio that could be interpreted by market participants as such. The default rate for each of the asset classes in which HR Ratings provides ratings and for each rating category is publicly available for each calendar year at: [https://www.hrratings.com/regulatory\\_disclosure/transition\\_matrix.xhtml](https://www.hrratings.com/regulatory_disclosure/transition_matrix.xhtml)

**13. Assumptions made by HR Ratings in determining announced credit ratings and examples of how assumptions impact the rating as required by Paragraph (a)(1)(ii)(M) of Rule 17g-7**

1. Assumptions made in the ratings process that, without accounting for any other factor, would have the greatest impact on the credit rating if proven false or inaccurate:

HR Ratings bases its ratings and/or opinions on information obtained from sources that are believed to be accurate and reliable. The assumption is that the information provided is reliable and credible, however, does not validate, guarantee or certify the accuracy, correctness or completeness of any information and is not responsible for any errors or omissions or for results obtained from the use of such information.



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

- We assume the Company will reach total revenue of P\$48,985m in 2027 (vs. P\$44,530m in 2024). This considers the increase in the penetration rate of 34.5% for 2027 (vs. 29.7% as of 2024) resulting in the increase of Doble Play subscriptions.
- We expect EBITDA without SAC to reach P\$24,246m in 2027 (vs. P\$21,477m in 2024), as part of a higher profitability driven by a larger increase in users as well as the use of operating leverage.
- We assume FCF will reach P\$16,428m in 2027 (vs. P\$16,871m in 2024), this number considers the EBITDA expansion as well as a positive working capital performance though the increase of suppliers financing and accrued expenses.
- As of 2027, we project the Company to reach total debt of P\$53,853m in 2027 (vs. P\$56,279m in 2024), this will be driven by debt disposition to fund capital investments and maintain liquidity levels. We incorporate a P\$3,000m debt drawdown through the issuance of TPLAY 25 bond dated September 2025.
- As part of the debt levels and FCF generation, we expect an average years of payment metric of 3.2 years from 2025 to 2027.

2. Analysis, using specific examples, of how each of the assumptions identified in the preceding paragraph impacts the credit rating:

- In the event that the Company presents a lower penetration rate, this could impact revenue generation leading to a lower FCF. This could result in a negative impact on the rating.
- If the Company achieves higher profitability beyond our estimates, and this increase EBITDA also resulting in higher FCF, this could lead a to higher rating.
- In the event that the Company is not able to achieve the expected FCF, this could decrease the debt rating metrics and lead to a lower rating.
- If the Company performs better than expected, and generates a higher cash level, this could result in lower debt levels that might increase the rating.
- If the Company presents an average Years of Payment metric over 6.8 years from 2025 to 2027 (compared to 3.2 in our base scenario for the same period), this could decrease the rating.

**14. Representations, warranties and enforcement mechanisms available to investors as required by Paragraph (a)(1)(ii)(N) of Rule 17g-7**

The reporting of representations, warranties, and enforcement mechanisms does not apply to any of the credit ratings listed in this disclosure form.



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

## Credit Rating Attestation

I, Jesús Pineda, Corporates Manager, have the responsibility for this rating action and, to the best of my knowledge:

- No part of the credit rating was influenced by any other business activities.
- The credit rating was based solely upon the merits of the obligor, security, or money market instrument being rated; and
- The credit rating was an independent evaluation of the credit risk of the obligor, security, or money market instrument

Mexico City, November 3, 2025

/s/ Jesús Pineda  
Corporates Manager  
HR Ratings de México, S.A. de C.V.



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

\* HR Ratings de México, S.A. de C.V. ("HR Ratings"), is a credit rating agency authorized by the National Banking and Securities Commission(CNBV) and registered by the Securities and Exchange Commission (SEC) as a Nationally Recognized Statistical Rating Organization (NRSRO) for the assets of public finance, corporates and financial institutions as described in section 3 (a) (62) (A) and (B) subsection (i), (iii) and (v) of the US Securities Exchange Act of 1934 and certified as a Credit Rating Agency (CRA) by the European Securities and Markets Authority (ESMA) and the Financial Conduct Authority (FCA).

The rating was solicited by the entity or issuer, or on its behalf, and therefore, HR Ratings has received the corresponding fees for the rating services provided. The following information can be found on our website at [www.hrratings.com](http://www.hrratings.com): (i) The internal procedures for the monitoring and surveillance of our ratings and the periodicity with which they are formally updated, (ii) the criteria used by HR Ratings for the withdrawal or suspension of the maintenance of a rating, (iii) the procedure and process of voting on our Analysis Committee, and (iv) the rating scales and their definitions.

The ratings and/or opinions of HR Ratings de México S.A. de C.V. (HR Ratings) are opinions regarding the credit quality and/or the asset management capacity, or relative to the performance of the tasks aimed at the fulfillment of the corporate purpose, by issuing companies and other entities or sectors, and are based on exclusively in the characteristics of the entity, issue and/or operation, regardless of any business activity between HR Ratings and the entity or issuer. The ratings and/or opinions granted are issued on behalf of HR Ratings and not of its management or technical personnel and do not constitute recommendations to buy, sell or maintain any instrument, or to carry out any type of business, investment or operation, and may be subject to updates at any time, in accordance with the rating methodologies of HR Ratings.

HR Ratings bases its ratings and/or opinions on information obtained from sources that are believed to be accurate and reliable. HR Ratings, however, does not validate, guarantee or certify the accuracy, correctness or completeness of any information and is not responsible for any errors or omissions or for results obtained from the use of such information. Most issuers of debt securities rated by HR Ratings have paid a fee for the credit rating based on the amount and type of debt issued. The degree of creditworthiness of an issue or issuer, opinions regarding asset manager quality or ratings related to an entity's performance of its business purpose are subject to change, which can produce a rating upgrade or downgrade, without implying any responsibility for HR Ratings. The ratings issued by HR Ratings are assigned in an ethical manner, in accordance with healthy market practices and in compliance with applicable regulations found on the [www.hrratings.com](http://www.hrratings.com) rating agency webpage. HR Ratings' Code of Conduct, rating methodologies, rating criteria and current ratings can also be found on the website.

Ratings and/or opinions assigned by HR Ratings are based on an analysis of the creditworthiness of an entity, issue or issuer, and do not necessarily imply a statistical likelihood of default, HR Ratings defines as the inability or unwillingness to satisfy the contractually stipulated payment terms of an obligation, such that creditors and/or bondholders are forced to take action in order to recover their investment or to restructure the debt due to a situation of stress faced by the debtor. Without disregard to the aforementioned point, in order to validate our ratings, our methodologies consider stress scenarios as a complement to the analysis derived from a base case scenario. The fees HR Ratings receives from issuers generally range from US\$1,000 to \$1,000,000 (one million dollars, legal tender in the United States of America) (or the equivalent in another currency) per offering. In some cases, HR Ratings will rate all or some of a particular issuer's offerings for an annual fee. Annual fees are estimated to vary between \$5,000 and US\$2,000,000 (five thousand to two million dollars, legal tender in the United States of America) (or the equivalent in another currency).

### Media Contact

[comunicaciones@hrratings.com](mailto:comunicaciones@hrratings.com)



@HRRATINGS



HR RATINGS



WWW.HRRATINGS.COM



HR RATINGS

