Telefónica

RESULTS 2019

"2019 was an important year for Telefónica. We met our guidance, with all our core markets growing in organic terms."

José María Álvarez-Pallete
Telefonica's Chairman & CEO

Our main **figures**

Net Income (underlying)
€3,574M

OIBDA (underlying)
€16,982M

Net Debt
€37,744M
-8.1% y-o-y

Free Cash Flow
€5,912M
+20.6% y-o-y

344 M
Total number of accesses

117,347
Employees

Guidance 2019
Achieved
Guidance 2019

#1 Fiber
in Spain and Brazil

4G:
96% Europe
89% Brazil

Fiber
128 M

69%
Digitalised processes

Artificial Intelligence:
Aura

Revenues of broadband and services beyond connectivity
55%
of total

Digital revenues:
€7.7 M
(+17%)

Our **REVENUES BREAKDOWN**
by geographies

Revenues
€48,422 M

26% Spain
Quality of assets and commercial value offer

21% Brazil
Good commercial activity and leadership in market share and ARPU

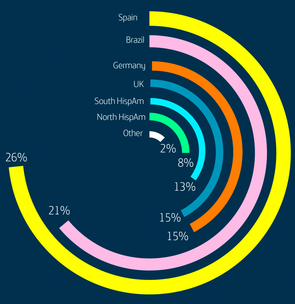
15% Germany
Strong commercial traction and improved contract churn

15% UK
Confirms leadership position in the market

13% South HispAm
+17% Fiber connections

8% North HispAm
Valuable accesses(contract +3%; FTTX +8%; FTTH +127%)

2% Others



Our Shareholder **REMUNERATION**

Dividend 2019 — **0.40** €/share

Dividend 2020 — **0.40** €/share

For more information on results access to **www.telefonica.com**

THE NEW TELEFÓNICA
(sustainable business model)

Key markets
Spain
Brazil
UK
Germany

T. Tech

T. Infra

Corporate Center

T. HispAm

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