Telefónica continued to post solid and profitable Q3 2019 revenue growth in a quarter marked by a strong performance in our main markets: Spain, Brazil, Results Germany and UK. 11 José María Álvarez-Pallete Telefónica's Chairman and CEO Our main figures Free **OIBDA** Net Net **Cash Flow** (Underlying) Income Debt (Underlying) **€4,243** м **€806**м **€38,293**M **€1,394**M **-8.1%** y-o-y **-1.8%** y-o-y Guidance 118,022 **346**_M 2019 reiterated **Total number Guidance 2019 Employees** of accesses The best technological platforms Movistar Aura Home **COGNITIVE POWER** 8 countries as a Computer +17.4 % y-o-y organic €1,939 M digital revenues **PRODUCTS & SERVICES 67**% **IT & SYSTEMS** Digitalised Processes customers migrated to Full Stack **#1** Fiber 54.5 M PHYSICAL ASSETS in Europe &LatAm network virtualisation Fiber (Premises passed) LTE coverage Our <mark>revenues</mark> breakdown North | HispAm by geographies Postpaid accesses (+2%) (revenues -2.5%; OIBDA -14.1%) **1%** Others South | 12% Fiber connections (+28%) (revenues +16.1%; OIBDA +15.6%) 1 21% Brazil Revenues UK | 15% ARPU growth **€11,902** м (revenues +2.6%; OIBDA +3.6%)

Telefonica

Our **shareholder** remuneration

Organic y-o-y revenues and OIBDA

27% | Spain

Segmented and differential commercial strategy

(service revenues +1.0%; OIBDA +0.1%)

Dividend 0.4 €/share Payable in 20 June 0.2€/share in cash 2019 19 Dec 0.2€/share in cash 0.4 €/share Dividend 19 Dec 0.2€/share in cash 2019 June 2020

0.2€/share in cash

Market leadership

(revenues +4.1%; OIBDA +5.7%)

Germany 16%

(revenues +1.9%; OIBDA -0.8%)

Improvement in year-on-year trends