

## TELEFÓNICA

## ACCESSES

Unaudited figures (thousands)

|                                  | 2014      |           |           |           | 2015      |           | % Chg |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------|
|                                  | March     | June      | September | December  | March     | June      |       |
| Final Clients Accesses           | 283.012,7 | 285.331,4 | 285.237,0 | 309.800,5 | 312.635,8 | 323.021,6 | 13,2  |
| Fixed telephony accesses (1) (2) | 37.382,1  | 37.326,1  | 37.103,9  | 36.602,0  | 36.219,8  | 40.164,5  | 7,6   |
| Internet and data accesses       | 18.105,5  | 18.151,4  | 18.150,3  | 18.132,5  | 18.195,7  | 21.229,3  | 17,0  |
| Broadband (3)                    | 17.569,1  | 17.625,9  | 17.640,2  | 17.649,3  | 17.704,7  | 20.754,8  | 17,8  |
| Fibre (4)                        | 975,9     | 1.181,6   | 1.447,1   | 1.755,0   | 2.062,6   | 5.444,4   | n.m.  |
| Mobile accesses                  | 223.958,0 | 225.662,0 | 225.332,8 | 249.978,9 | 252.753,8 | 253.597,5 | 12,4  |
| Prepay                           | 150.854,2 | 150.750,4 | 149.877,0 | 164.959,2 | 166.813,7 | 166.636,1 | 10,5  |
| Contract                         | 73.103,9  | 74.911,6  | 75.455,7  | 85.019,6  | 85.940,1  | 86.961,4  | 16,1  |
| M2M                              | 6.269,0   | 6.665,1   | 6.841,4   | 7.595,5   | 8.029,0   | 8.447,4   | 26,7  |
| Pay TV (5)                       | 3.567,1   | 4.191,9   | 4.650,0   | 5.087,2   | 5.466,5   | 8.030,3   | 91,6  |
| Wholesale Accesses               | 6.327,7   | 6.438,6   | 6.585,6   | 6.521,6   | 6.475,7   | 6.401,0   | (0,6) |
| Total Accesses                   | 289.340,3 | 291.770,0 | 291.822,5 | 316.322,1 | 319.111,5 | 329.422,6 | 12,9  |

Notes:

- T. Ireland accesses are excluded from the third quarter of 2014. E-Plus accesses are consolidated from the fourth quarter of 2014 and GVT and DTS accesses are consolidated from 1 May 2015.
- O2 UK accesses are excluded from the first quarter of 2014 as a result of the discontinuation of the operation.
- (1) Includes fixed wireless and VoIP accesses.
- (2) From 1 May 2015 4.3 million GVT accesses are included.
- (3) Includes ADSL, satellite, fiber, cable modem and broadband circuits.
- (4) From 1 May 2015 3.2 million GVT fibre accesses (FTTN) are included.
- (5) From 1 May 2015 1.4 million DTS accesses and 1.0 million GVT accesses are included.

## TELEFÓNICA

## MOBILE ACCESSES

Unaudited figures (thousands)

|                            | 2014     |          |           |          | 2015     |          | % Chg      |
|----------------------------|----------|----------|-----------|----------|----------|----------|------------|
|                            | March    | June     | September | December | March    | June     |            |
| Prepay percentage (%)      | 67,4%    | 66,8%    | 66,5%     | 66,0%    | 66,0%    | 65,7%    | (1,1 p.p.) |
| Contract percentage (%)    | 32,6%    | 33,2%    | 33,5%     | 34,0%    | 34,0%    | 34,3%    | 1,1 p.p.   |
| Smartphones ('000)         | 58.340,2 | 63.670,7 | 71.447,1  | 79.027,7 | 91.431,1 | 99.184,0 | 55,8       |
| Prepay                     | 25.660,8 | 29.208,1 | 35.349,2  | 36.539,6 | 46.368,5 | 51.139,4 | 75,1       |
| Contract                   | 32.679,4 | 34.462,6 | 36.097,9  | 42.488,1 | 45.062,5 | 48.044,6 | 39,4       |
| Smartphone penetration (%) | 27,7%    | 30,0%    | 33,7%     | 33,6%    | 38,3%    | 41,4%    | 11,4 p.p.  |
| Prepay                     | 17,2%    | 19,6%    | 23,8%     | 22,4%    | 28,0%    | 30,9%    | 11,4 p.p.  |
| Contract                   | 53,2%    | 54,8%    | 56,8%     | 59,2%    | 61,4%    | 64,8%    | 10,0 p.p.  |
| LTE ('000)                 | 2.758,5  | 3.982,1  | 5.505,8   | 9.830,7  | 14.059,4 | 18.571,7 | n.m.       |
| LTE penetration (%)        | 1,3%     | 1,8%     | 2,5%      | 4,1%     | 5,7%     | 7,6%     | 5,8 p.p.   |

Notes:

- T. Ireland accesses are excluded from the third quarter of 2014. E-Plus accesses are consolidated from the fourth quarter of 2014 and GVT and DTS accesses are consolidated from 1 May 2015.
- O2 UK accesses are excluded from the first quarter of 2014 as a result of the discontinuation of the operation.

TELEFÓNICA  
CONSOLIDATED INCOME STATEMENT  
Unaudited figures (Euros in millions)

|   | January - June |               | % Chg             |                   | April - June  |               | % Chg             |                   |
|---|----------------|---------------|-------------------|-------------------|---------------|---------------|-------------------|-------------------|
|   | 2015           | 2014          | Reported          | Organic           | 2015          | 2014          | Reported          | Organic           |
| <b>Revenues</b>   | <b>23,419</b>  | <b>20,817</b> | <b>12,5</b>       | <b>3,9</b>        | <b>11,876</b> | <b>10,566</b> | <b>12,4</b>       | <b>4,4</b>        |
| Internal exp. capitalized in fixed assets   | 359            | 292           | 23,2              | 16,0              | 189           | 150           | 26,4              | 13,4              |
| Operating expenses  | (16,610)       | (14,477)      | 14,7              | 4,2               | (8,425)       | (7,353)       | 14,6              | 4,4               |
| Supplies  | (6,292)        | (5,580)       | 12,8              | 2,2               | (3,233)       | (2,847)       | 13,6              | 2,5               |
| Personnel expenses  | (3,316)        | (2,943)       | 12,7              | 4,3               | (1,682)       | (1,489)       | 13,0              | 3,6               |
| Other operating expenses  | (7,002)        | (5,953)       | 17,6              | 6,1               | (3,509)       | (3,016)       | 16,3              | 6,6               |
| Other net income (expense)  | 63             | 143           | (55,5)            | (62,1)            | 33            | 92            | (63,9)            | (69,5)            |
| Gain (loss) on sale of fixed assets   | 89             | 49            | 82,5              | c.s.              | 28            | 10            | n.m.              | n.m.              |
| Impairment of goodwill and other assets   | (1)            | 2             | c.s.              | c.s.              | 0             | 1             | (64,0)            | (41,5)            |
| Operating income before D&A (OIBDA)   | 7,320          | 6,825         | 7,2               | 2,9               | 3,702         | 3,467         | 6,8               | 3,3               |
| <i>OIBDA Margin</i>   | <i>31,3%</i>   | <i>32,8%</i>  | <i>(1,5 p.p.)</i> | <i>(0,3 p.p.)</i> | <i>31,2%</i>  | <i>32,6%</i>  | <i>(1,6 p.p.)</i> | <i>(0,3 p.p.)</i> |
| Depreciation and amortization   | (4,252)        | (3,491)       | 21,8              | 4,6               | (2,145)       | (1,722)       | 24,5              | 7,4               |
| Operating income (OI)   | 3,068          | 3,334         | (8,0)             | 0,6               | 1,557         | 1,744         | (10,8)            | (1,7)             |
| Share of profit (loss) of investments accounted for by the equity method            | (4)            | (54)          | (93,4)            |                   | (0)           | (58)          | (99,9)            |                   |
| Net financial income (expense)  | (1,129)        | (1,234)       | (8,5)             |                   | (485)         | (555)         | (12,6)            |                   |
| Profit before taxes from continuing operations                                      | 1,935          | 2,047         | (5,5)             |                   | 1,071         | 1,131         | (5,3)             |                   |
| Corporate income tax  | (71)           | (230)         | (69,2)            |                   | 314           | 54            | n.m.              |                   |
| Profit for the period from continuing operations                                    | 1,864          | 1,817         | 2,6               |                   | 1,385         | 1,185         | 16,9              |                   |
| Profit for the period from discontinued operations                                  | 1,841          | 181           | n.m.              |                   | 537           | 88            | n.m.              |                   |
| <b>Profit for the period</b>  | <b>3,705</b>   | <b>1,997</b>  | <b>85,5</b>       |                   | <b>1,922</b>  | <b>1,272</b>  | <b>51,1</b>       |                   |
| Non-controlling interests   | (12)           | (199)         | (94,0)            |                   | (31)          | (163)         | (80,9)            |                   |
| Net Income  | 3,693          | 1,798         | 105,4             |                   | 1,891         | 1,110         | 70,4              |                   |
| Weighted average number of ordinary shares outstanding during the period (millions) | 4,755          | 4,596         | 3,5               |                   | 4,860         | 4,580         | 6,1               |                   |
| Continuing operations earnings per share (euros)                                    | 0,36           | 0,33          | 8,6               |                   | 0,26          | 0,21          | 24,6              |                   |
| Discontinued operations earnings per share (euros)                                  | 0,39           | 0,04          | n.m.              |                   | 0,11          | 0,02          | n.m.              |                   |
| <b>Basic earnings per share (euros)</b>   | <b>0,75</b>    | <b>0,37</b>   | <b>100,9</b>      |                   | <b>0,37</b>   | <b>0,23</b>   | <b>62,1</b>       |                   |

Notes:

- For comparative purposes, the quarterly data for 2014 are reported adjusting the exchange rate in Venezuela from SICAD I to SICAD II 50 VEF/USD for the Telefónica Group, Hispanoamérica and Venezuela and Central America following the adoption of SICAD II 50 VEF/USD in the fourth quarter of 2014. The January-March 2015 consolidated financial statements use the exchange rate of the Venezuelan bolívar set at the denominated SIMADI, (as of 30 June, this rate was set at 197 Venezuelan bolívars fuertes per dollar).

- From the first quarter of 2015 Telefónica's operations in the United Kingdom are reported as discontinued operations within the Telefónica Group and their assets and liabilities are classified as "held for sale", in compliance with the IFRS, as a result of the signing of the definitive sale agreement of the company in March 2015. For comparative purposes, 2014 results are reported using these same criteria.

- The weighted average number of ordinary shares outstanding during the period has been obtained applying the IAS rule 33 "Earnings per share". Thereby, the weighted average of shares held as treasury stock have not been taken into account as outstanding shares. On the other hand, the denominator is retrospectively adjusted for transactions that have changed the number of shares outstanding without a corresponding change in equity (as if such transactions had occurred at the beginning of the earliest period presented). For instance, the bonus share issue carried out to meet the scrip dividends paid in 2014, has been taken into account. Also, the ordinary shares that would be issued upon the conversion of the mandatorily convertible notes issued on 24 September 2014 are included in the calculation of earnings per share from that date.

- Continuing operations earnings per share ratio is calculated dividing profit for the period from continuing operations, adjusted for the net coupon corresponding to "Other equity instruments", by the weighted average number of ordinary shares outstanding during the period.

- Discontinued operations per share ratio is calculated dividing profit for the period from discontinued operations by the weighted average number of ordinary shares outstanding during the period.

- Basic earnings per share ratio is calculated dividing Net Income, adjusted for the net coupon corresponding to "Other equity instruments", by the weighted average number of ordinary shares outstanding during the period.

- 2014 and 2015 reported figures include hyperinflationary adjustments in Venezuela in both years.

- Group consolidated results consolidate GVT and DTS' results from 1 May 2015, consolidate E-Plus' results from the fourth quarter 2014 and deconsolidate Telefónica Ireland's results from the third quarter 2014.

TELEFÓNICA  
GUIDANCE 2015

| Bases 2014 |                            | Previous Operative Guidance 2015<br>(Feb-2015)   | Upgraded Operative Guidance 2015<br>(Jul-2015)  | Previous criteria |                 |
|------------|----------------------------|--|---|-------------------|-----------------|
|            |                            |  |   | 2015              | Jan-Mar Jan-Jun |
| 42.794     | Revenues (% Chg YoY)       | Growth > 7%  | <b>Growth &gt; 9.5%</b>   | 8,8%              | 9,4%            |
| 32,7%      | OIBDA margin (Chg YoY)     | Limited erosion of around 1 p.p. y-o-y (to allow for commercial flexibility if needed) | <b>Limited erosion of around 1.2 p.p. y-o-y (to allow for commercial flexibility if needed)</b> | (1,0 p.p.)        | (0,9 p.p.)      |
| 16,7%      | CapEx / Sales              | Around 17%   | Around 17%  | 13,3%             | 14,8%           |
|            |                            | Financial Guidance 2015 (unchanged)  |   |                   |                 |
|            | Net financial debt / OIBDA | Net financial debt / OIBDA < 2.35x   |   | 2,13x             | 2,35x           |

- Previous guidance criteria 2015: Assumes constant exchange rates as of 2014 (average FX in 2014). Excludes O2 UK and T. Venezuela. In addition OIBDA excludes write-offs, capital gains/losses from companies' disposals, towers sales, material non-recurring impacts and restructuring charges mainly related to the integration processes in Germany and Brazil and the simplification programme. Additionally, CapEx excludes investment in spectrum and the real estate efficiency plan. GVT results are included from July 2015.

- Upgraded guidance criteria 2015: Assumes constant exchange rates as of 2014 (average FX in 2014). Excludes O2 UK and T. Venezuela. In addition OIBDA excludes write-offs, capital gains/losses from companies' disposals, towers sales, material non-recurring impacts and restructuring charges mainly related to the integration processes in Germany and Brazil and the simplification programme. Additionally, CapEx excludes investment in spectrum and the real estate efficiency plan. GVT and DTS results are included from May 2015.

2014 adjusted bases exclude:

- OIBDA excludes additionally tower sales and the provision for restructuring charges.

- CapEx excludes additionally investment in spectrum, the real estate efficiency plan and the investment in Telefónica's Headquarters in Barcelona.

2014 adjusted bases include:

- E-Plus consolidated in T. Deutschland since the fourth quarter of 2014.

- Ireland in January-June 2014.

Financial guidance criteria 2015:

- Net financial debt / OIBDA adjusted for the O2 UK sale.

TELEFÓNICA ESPAÑA  
CONSOLIDATED INCOME STATEMENT  
*Unaudited figures (Euros in millions)*

|  | January - June |         | % Chg      |            | April - June |         | % Chg      |            |
|--|----------------|---------|------------|------------|--------------|---------|------------|------------|
|  | 2015           | 2014    | Reported   | Organic    | 2015         | 2014    | Reported   | Organic    |
| Revenues   | 5.844          | 5.992   | (2,5)      | (2,5)      | 2.966        | 3.000   | (1,1)      | (1,1)      |
| Revenues ex-handset revenues                     | 5.550          | 5.675   | (2,2)      | (2,2)      | 2.799        | 2.824   | (0,9)      | (0,9)      |
| Wireless Business                                | 2.131          | 2.299   | (7,3)      | (7,3)      | 1.108        | 1.144   | (3,2)      | (3,2)      |
| Mobile service revenues                          | 1.838          | 1.982   | (7,3)      | (7,3)      | 940          | 968     | (2,8)      | (2,8)      |
| Data revenues                                    | 771            | 750     | 2,8        | 2,8        | 395          | 373     | 6,1        | 6,1        |
| Handset revenues                                 | 294            | 317     | (7,4)      | (7,4)      | 167          | 176     | (5,1)      | (5,1)      |
| Wireline Business                                | 4.305          | 4.184   | 2,9        | 2,9        | 2.185        | 2.105   | 3,8        | 3,8        |
| FBB and new services (1)                         | 2.345          | 2.112   | 11,0       | 11,0       | 1.196        | 1.073   | 11,5       | 11,5       |
| Voice & access revenues                          | 1.552          | 1.818   | (14,6)     | (14,6)     | 773          | 897     | (13,8)     | (13,8)     |
| Other  | 407            | 253     | 60,7       | 60,7       | 215          | 134     | 60,0       | 60,0       |
| Internal expenditure capitalized in fixed assets | 170            | 151     | 12,5       | 12,5       | 82           | 75      | 9,1        | 9,1        |
| Operating expenses                               | (3.488)        | (3.469) | 0,6        | 0,6        | (1.753)      | (1.755) | (0,1)      | (0,1)      |
| Supplies   | (1.246)        | (1.236) | 0,8        | 0,8        | (641)        | (649)   | (1,2)      | (1,2)      |
| Personnel expenses                               | (1.109)        | (1.057) | 5,0        | 5,0        | (552)        | (531)   | 3,9        | 3,9        |
| Other operating expenses                         | (1.133)        | (1.176) | (3,7)      | (3,7)      | (559)        | (575)   | (2,7)      | (2,7)      |
| Other net income (expense)                       | (0)            | 14      | c.s.       | c.s.       | (5)          | 8       | c.s.       | c.s.       |
| Gain (loss) on sale of fixed assets              | 72             | 56      | 29,1       | n.m.       | 26           | 13      | n.m.       | n.m.       |
| Impairment of goodwill and other assets          | (0)            | 0       | c.s.       | c.s.       | (0)          | 1       | c.s.       | c.s.       |
| Operating income before D&A (OIBDA)              | 2.598          | 2.745   | (5,3)      | (4,9)      | 1.316        | 1.342   | (1,9)      | (1,3)      |
| OIBDA Margin                                     | 44,5%          | 45,8%   | (1,4 p.p.) | (1,1 p.p.) | 44,4%        | 44,7%   | (0,4 p.p.) | (0,1 p.p.) |
| CapEx  | 887            | 703     | 26,2       | 19,2       | 473          | 436     | 8,6        | 2,4        |
| Spectrum   | 49             | -       | n.m.       | -          | 27           | -       | n.m.       | -          |
| OpCF (OIBDA-CapEx)                               | 1.711          | 2.042   | (16,2)     | (13,4)     | 843          | 907     | (7,0)      | (3,0)      |

Note:

- OIBDA and OI before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

## TELEFÓNICA ESPAÑA

## ACCESSES

Unaudited figures (Thousands)

|                                     | 2014            |                 |                 |                 | 2015            |                 | % Chg        |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|
|                                     | March           | June            | September       | December        | March           | June            |              |
| Final Clients Accesses              | 35.588,4        | 35.702,4        | 35.845,3        | 35.836,7        | 35.882,6        | 35.591,8        | (0,3)        |
| Fixed telephony accesses (1)        | 10.883,9        | 10.715,4        | 10.595,2        | 10.447,8        | 10.321,9        | 10.126,6        | (5,5)        |
| Internet and data accesses          | 5.909,5         | 5.913,8         | 5.920,9         | 5.928,7         | 5.972,7         | 5.905,1         | (0,1)        |
| Broadband (2)                       | 5.860,3         | 5.862,0         | 5.872,7         | 5.885,9         | 5.928,3         | 5.861,0         | (0,0)        |
| Fibre                               | 701,3           | 861,0           | 1.068,9         | 1.316,8         | 1.560,3         | 1.720,7         | 99,9         |
| Mobile accesses                     | 18.064,7        | 17.863,6        | 17.749,7        | 17.575,4        | 17.448,6        | 17.330,7        | (3,0)        |
| Prepay                              | 3.996,7         | 3.767,8         | 3.559,2         | 3.328,1         | 3.122,6         | 2.989,1         | (20,7)       |
| Contract                            | 14.068,0        | 14.095,8        | 14.190,5        | 14.247,3        | 14.325,9        | 14.341,6        | 1,7          |
| M2M                                 | 1.446,6         | 1.491,9         | 1.566,9         | 1.612,4         | 1.662,4         | 1.726,5         | 15,7         |
| Pay TV (3)                          | 730,3           | 1.209,5         | 1.579,4         | 1.884,7         | 2.139,5         | 2.229,3         | 84,3         |
| Wholesale Accesses                  | 5.150,3         | 5.238,0         | 5.309,0         | 5.366,0         | 5.333,6         | 5.286,7         | 0,9          |
| Unbundled loops                     | 3.910,8         | 3.979,1         | 4.034,1         | 4.087,3         | 4.007,1         | 3.908,6         | (1,8)        |
| Wholesale circuits and line rentals | 1.239,5         | 1.258,9         | 1.274,9         | 1.278,7         | 1.326,5         | 1.378,1         | 9,5          |
| <b>Total Accesses</b>               | <b>40.738,7</b> | <b>40.940,4</b> | <b>41.154,3</b> | <b>41.202,7</b> | <b>41.216,2</b> | <b>40.878,5</b> | <b>(0,2)</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

(3) From the second quarter of 2014, Pay TV accesses include 131 thousand "TV Mini" customers.

## MOBILE ACCESSES

Unaudited figures (thousands)

|                            | 2014    |         |           |          | 2015    |         | % Chg      |
|----------------------------|---------|---------|-----------|----------|---------|---------|------------|
|                            | March   | June    | September | December | March   | June    |            |
| Prepay percentage (%)      | 22,1%   | 21,1%   | 20,1%     | 18,9%    | 17,9%   | 17,2%   | (3,8 p.p.) |
| Contract percentage (%)    | 77,9%   | 78,9%   | 79,9%     | 81,1%    | 82,1%   | 82,8%   | 3,8 p.p.   |
| Smartphones ('000)         | 8.738,2 | 8.989,7 | 9.008,8   | 9.535,9  | 9.801,4 | 9.877,2 | 9,9        |
| Prepay                     | 567,2   | 590,4   | 442,5     | 404,2    | 365,7   | 351,4   | (40,5)     |
| Contract                   | 8.171,0 | 8.399,3 | 8.566,3   | 9.131,7  | 9.435,7 | 9.525,8 | 13,4       |
| Smartphone penetration (%) | 53,6%   | 55,9%   | 56,5%     | 60,6%    | 62,8%   | 64,0%   | 8,1 p.p.   |
| Prepay                     | 14,2%   | 15,7%   | 12,4%     | 12,2%    | 11,7%   | 11,8%   | (3,9 p.p.) |
| Contract                   | 66,4%   | 68,1%   | 69,2%     | 73,5%    | 75,6%   | 76,5%   | 8,4 p.p.   |
| LTE ('000)                 | 959,2   | 1.205,7 | 1.409,6   | 1.792,6  | 2.159,0 | 2.554,0 | n.m.       |
| LTE penetration (%)        | 5,8%    | 7,4%    | 8,7%      | 11,2%    | 13,7%   | 16,4%   | 9,0 p.p.   |

## FUSIÓN ACCESSES

Unaudited figures (thousands)

|                   | 2014    |         |           |          | 2015    |         | % Chg    |
|-------------------|---------|---------|-----------|----------|---------|---------|----------|
|                   | March   | June    | September | December | March   | June    |          |
| Fusion Customers  | 3.221,3 | 3.389,3 | 3.557,5   | 3.716,9  | 3.905,9 | 3.921,8 | 15,7     |
| Fibre 100 / 300   | 505,3   | 577,1   | 649,2     | 774,8    | 910,3   | 976,3   | 69,2     |
| IPTV              | 538,7   | 922,0   | 1.320,7   | 1.660,2  | 1.935,9 | 2.046,5 | n.s.     |
| Mobile add-ons    | 1.245,0 | 1.303,6 | 1.352,9   | 1.394,9  | 1.436,2 | 1.453,9 | 11,5     |
| 2014              |         |         |           |          |         |         |          |
| Q1                | Q2      | Q3      | Q4        | Q1       | Q2      | % Chg   |          |
| Fusion ARPU (EUR) | 70,2    | 68,8    | 69,7      | 69,3     | 69,6    | 71,8    | 4,4      |
| Fusion churn      | 1,3%    | 1,1%    | 1,0%      | 1,1%     | 0,9%    | 1,4%    | 0,4 p.p. |
| Jan-Mar           |         |         |           |          |         |         |          |
| Jan-Mar           | Jan-Jun | Jan-Sep | Jan-Dec   | Jan-Mar  | Jan-Jun | % Chg   |          |
| Fusion ARPU (EUR) | 70,2    | 69,4    | 69,5      | 69,5     | 69,6    | 70,7    | 1,9      |
| Fusion churn      | 1,3%    | 1,2%    | 1,1%      | 1,1%     | 0,9%    | 1,2%    | 0,0 p.p. |

## SELECTED OPERATIONAL MOBILE BUSINESS DATA

Unaudited figures

|                                 | 2014    |         |         |         | 2015    |        | % Chg      |
|---------------------------------|---------|---------|---------|---------|---------|--------|------------|
|                                 | Q1      | Q2      | Q3      | Q4      | Q1      | Q2     |            |
| Voice Traffic (Million minutes) | 8.588   | 8.988   | 8.992   | 9.033   | 8.869   | 9.180  | 2,1        |
| Data traffic (TB)               | 14.058  | 15.197  | 18.295  | 22.278  | 24.874  | 29.826 | 96,3       |
| ARPU (EUR)                      | 16,1    | 16,0    | 16,0    | 15,5    | 15,0    | 15,3   | (3,8)      |
| Prepay                          | 6,3     | 6,0     | 6,6     | 5,9     | 5,5     | 5,6    | (6,0)      |
| Contract (1)                    | 21,0    | 20,8    | 20,6    | 20,0    | 19,2    | 19,6   | (5,6)      |
| Data ARPU (EUR)                 | 6,9     | 6,9     | 7,1     | 7,1     | 7,2     | 7,6    | 9,2        |
| % non-SMS over data revenues    | 94,8%   | 95,4%   | 94,5%   | 95,3%   | 95,5%   | 95,5%  | 0,1 p.p.   |
| Churn                           | 3,5%    | 2,0%    | 1,8%    | 1,9%    | 1,8%    | 1,6%   | (0,4 p.p.) |
| Contract (1)                    | 2,2%    | 1,7%    | 1,5%    | 1,5%    | 1,4%    | 1,4%   | (0,2 p.p.) |
| Jan-Mar                         |         |         |         |         |         |        |            |
| Jan-Mar                         | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg  |            |
| Voice Traffic (Million minutes) | 8.588   | 17.575  | 26.567  | 35.600  | 8.869   | 18.049 | 2,7        |
| Data traffic (TB)               | 14.058  | 29.255  | 47.549  | 69.827  | 24.874  | 54.700 | 87,0       |
| ARPU (EUR)                      | 16,1    | 16,0    | 16,0    | 15,9    | 15,0    | 15,2   | (5,0)      |
| Prepay                          | 6,3     | 6,1     | 6,3     | 6,2     | 5,5     | 5,6    | (9,6)      |
| Contract (1)                    | 21,0    | 20,9    | 20,8    | 20,6    | 19,2    | 19,4   | (7,0)      |
| Data ARPU (EUR)                 | 6,9     | 6,9     | 7,0     | 7,0     | 7,2     | 7,4    | 6,9        |
| % non-SMS over data revenues    | 94,8%   | 95,1%   | 94,9%   | 95,0%   | 95,5%   | 95,5%  | 0,4 p.p.   |
| Churn                           | 3,5%    | 2,8%    | 2,5%    | 2,3%    | 1,8%    | 1,7%   | (1,1 p.p.) |
| Contract (1)                    | 2,2%    | 1,9%    | 1,8%    | 1,7%    | 1,5%    | 1,4%   | (0,5 p.p.) |

## Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte =  $10^12$  bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

TELEFÓNICA DEUTSCHLAND  
CONSOLIDATED INCOME STATEMENT  
*Unaudited figures (Euros in millions)*

|  | January - June |         | % Chg      |          | April - June |       | % Chg    |          |
|--|----------------|---------|------------|----------|--------------|-------|----------|----------|
|  | 2015           | 2014    | Reported   | Organic  | 2015         | 2014  | Reported | Organic  |
| Revenues   | 3.849          | 2.284   | 68,6       | 2,1      | 1.949        | 1.162 | 67,8     | 1,3      |
| Wireless Business                                | 3.321          | 1.699   | 95,5       | 4,2      | 1.685        | 872   | 93,2     | 3,1      |
| Mobile service revenues                          | 2.735          | 1.435   | 90,7       | 0,8      | 1.382        | 728   | 89,8     | 0,2      |
| Data revenues                                    | 1.400          | 704     | 98,9       | 1,6      | 707          | 354   | n.m.     | 1,0      |
| Handset revenues                                 | 586            | 264     | n.m.       | 23,4     | 303          | 144   | n.m.     | 18,7     |
| Wireline Business                                | 521            | 581     | (10,2)     | (10,2)   | 260          | 287   | (9,5)    | (9,5)    |
| FBB and new services (1)                         | 399            | 414     | (3,6)      | (3,6)    | 202          | 205   | (1,7)    | (1,7)    |
| Voice & access revenues                          | 121            | 159     | (23,9)     | (23,9)   | 58           | 78    | (25,8)   | (25,8)   |
| Other  | 2              | 9       | (79,2)     | (79,2)   | 1            | 5     | (78,5)   | (78,5)   |
| Internal expenditure capitalized in fixed assets | 49             | 35      | 39,1       | 39,1     | 26           | 18    | 44,1     | 44,1     |
| Operating expenses                               | (3.047)        | (1.814) | 68,0       | (0,3)    | (1.504)      | (916) | 64,1     | (3,1)    |
| Supplies   | (1.306)        | (883)   | 47,9       | 1,3      | (646)        | (455) | 42,0     | (1,8)    |
| Personnel expenses                               | (345)          | (213)   | 61,6       | (3,7)    | (166)        | (105) | 57,2     | (5,9)    |
| Other operating expenses                         | (1.397)        | (718)   | 94,5       | (0,8)    | (692)        | (356) | 94,5     | (3,6)    |
| Other net income (expense)                       | (0)            | 10      | c.s.       | c.s.     | (10)         | 1     | c.s.     | c.s.     |
| Gain (loss) on sale of fixed assets              | 17             | 0       | n.m.       | n.m.     | 0            | 0     | -        | -        |
| Impairment of goodwill and other assets          | -              | -       | -          | -        | 0            | 0     | -        | -        |
| Operating income before D&A (OIBDA)              | 869            | 515     | 68,5       | 10,8     | 461          | 265   | 74,1     | 12,5     |
| OIBDA Margin                                     | 22,6%          | 22,6%   | (0,0 p.p.) | 1,8 p.p. | 23,6%        | 22,8% | 0,9 p.p. | 2,4 p.p. |
| CapEx  | 1.658          | 266     | n.m.       | 5,6      | 1.437        | 134   | n.m.     | 8,2      |
| Spectrum   | 1.195          | -       | n.m.       | -        | 1.195        | -     | n.m.     | -        |
| OpCF (OIBDA-CapEx)                               | (789)          | 249     | c.s.       | 17,5     | (976)        | 130   | c.s.     | 17,6     |

Note:

- The Consolidated Income Statement of Telefónica Deutschland includes E-Plus from the fourth quarter 2014.

- OIBDA and OI before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

TELEFÓNICA DEUTSCHLAND

ACCESSES

*Unaudited figures (Thousands)*

|                              | 2014            |                 |                 |                 | 2015            |                 | % Chg       |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------|
|                              | March           | June            | September       | December        | March           | June            |             |
| Final Clients Accesses       | 23.875,7        | 23.964,3        | 24.113,2        | 46.548,3        | 46.572,8        | 46.981,4        | 96,0        |
| Fixed telephony accesses (1) | 2.109,1         | 2.078,2         | 2.050,9         | 2.036,4         | 2.022,0         | 2.009,7         | (3,3)       |
| Internet and data accesses   | 2.491,7         | 2.450,2         | 2.413,4         | 2.387,0         | 2.371,6         | 2.354,7         | (3,9)       |
| Broadband                    | 2.225,9         | 2.191,4         | 2.160,8         | 2.143,8         | 2.128,3         | 2.115,2         | (3,5)       |
| Mobile accesses              | 19.274,9        | 19.435,9        | 19.648,9        | 42.124,9        | 42.179,2        | 42.617,0        | n.m.        |
| Prepay                       | 8.910,9         | 8.919,7         | 8.989,3         | 23.350,7        | 23.264,2        | 23.500,9        | n.m.        |
| Contract (2)                 | 10.364,0        | 10.516,1        | 10.659,6        | 18.774,1        | 18.915,0        | 19.116,1        | 81,8        |
| M2M                          | 94,6            | 97,5            | 106,0           | 414,0           | 443,4           | 506,2           | n.m.        |
| Wholesale Accesses           | 1.128,0         | 1.151,8         | 1.137,6         | 1.113,3         | 1.085,3         | 1.059,3         | (8,0)       |
| <b>Total Accesses</b>        | <b>25.003,7</b> | <b>25.116,1</b> | <b>25.250,8</b> | <b>47.661,5</b> | <b>47.658,1</b> | <b>48.040,7</b> | <b>91,3</b> |

- E-Plus accesses are consolidated from the fourth quarter 2014.

(1) Includes fixed wireless and VoIP accesses.

(2) In the fourth quarter of 2014, 428 thousand accesses were excluded from customer base on adjustments in the former E-Plus driven by the harmonization of criteria and the disconnection of a partner.

MOBILE ACCESSES

*Unaudited figures (thousands)*

|                                | 2014    |         |           |          | 2015     |          | % Chg      |
|--------------------------------|---------|---------|-----------|----------|----------|----------|------------|
|                                | March   | June    | September | December | March    | June     |            |
| Prepay percentage (%)          | 46,2%   | 45,9%   | 45,7%     | 55,4%    | 55,2%    | 55,1%    | 9,3 p.p.   |
| Contract percentage (%)        | 53,8%   | 54,1%   | 54,3%     | 44,6%    | 44,8%    | 44,9%    | (9,3 p.p.) |
| Smartphones ('000) (1)         | 5.957,2 | 6.057,2 | 6.230,7   | 11.422,2 | 20.364,1 | 21.153,4 | n.m.       |
| Prepay                         | 792,1   | 773,1   | 791,0     | 1.450,6  | 9.086,7  | 9.538,8  | n.m.       |
| Contract                       | 5.165,1 | 5.284,1 | 5.439,6   | 9.971,6  | 11.277,4 | 11.614,6 | n.m.       |
| Smartphone penetration (%) (1) | 32,8%   | 33,1%   | 33,8%     | 29,0%    | 49,8%    | 51,3%    | 18,1 p.p.  |
| Prepay                         | 9,4%    | 9,1%    | 9,3%      | 6,4%     | 39,6%    | 41,1%    | 31,9 p.p.  |
| Contract                       | 53,2%   | 53,9%   | 55,0%     | 59,2%    | 63,0%    | 64,4%    | 10,5 p.p.  |
| LTE ('000) (1)                 | 464,0   | 667,2   | 963,3     | 3.098,0  | 5.146,0  | 6.093,0  | n.m.       |
| LTE penetration (%) (1)        | 2,4%    | 3,5%    | 4,9%      | 7,4%     | 12,3%    | 14,5%    | 11,0 p.p.  |

- E-Plus accesses are consolidated from the fourth quarter 2014.

(1) Smartphones from partners are included from January 2015.

SELECTED OPERATIONAL MOBILE BUSINESS DATA

*Unaudited figures*

|                                 | 2014    |         |         |         | 2015    |         | % Chg      |
|---------------------------------|---------|---------|---------|---------|---------|---------|------------|
|                                 | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |            |
| Voice Traffic (Million minutes) | 7.572   | 7.775   | 7.398   | 18.441  | 15.837  | 15.492  | 99,2       |
| Data traffic (TB)               | 10.569  | 11.247  | 12.898  | 37.159  | 40.172  | 42.255  | n.m.       |
| ARPU (EUR)                      | 12,1    | 12,5    | 12,7    | 10,9    | 10,6    | 10,8    | (13,4)     |
| Prepay                          | 5,0     | 5,2     | 5,3     | 5,6     | 5,6     | 5,9     | 12,2       |
| Contract (1)                    | 18,5    | 18,8    | 19,1    | 17,7    | 17,2    | 17,2    | (8,5)      |
| Data ARPU (EUR)                 | 6,0     | 6,1     | 6,2     | 5,7     | 5,5     | 5,6     | (8,9)      |
| % non-SMS over data revenues    | 72,0%   | 72,5%   | 73,8%   | 68,9%   | 70,5%   | 71,5%   | (1,0 p.p.) |
| Churn                           | 2,4%    | 1,9%    | 1,9%    | 2,9%    | 2,4%    | 2,1%    | 0,3 p.p.   |
| Contract (1)                    | 1,6%    | 1,3%    | 1,5%    | 2,7%    | 1,7%    | 1,7%    | 0,4 p.p.   |
|                                 | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg      |
| Voice Traffic (Million minutes) | 7.572   | 15.347  | 22.745  | 41.186  | 15.837  | 31.329  | n.m.       |
| Data traffic (TB)               | 10.569  | 21.815  | 34.714  | 71.873  | 40.172  | 82.427  | n.m.       |
| ARPU (EUR)                      | 12,1    | 12,3    | 12,4    | 11,8    | 10,6    | 10,7    | (12,8)     |
| Prepay                          | 5,0     | 5,1     | 5,2     | 5,4     | 5,6     | 5,8     | 12,7       |
| Contract (1)                    | 18,5    | 18,7    | 18,8    | 18,4    | 17,2    | 17,2    | (7,8)      |
| Data ARPU (EUR)                 | 6,0     | 6,1     | 6,1     | 5,9     | 5,5     | 5,5     | (9,0)      |
| % non-SMS over data revenues    | 72,0%   | 72,3%   | 72,8%   | 71,2%   | 70,5%   | 71,0%   | (1,2 p.p.) |
| Churn                           | 2,4%    | 2,1%    | 2,1%    | 2,4%    | 2,4%    | 2,3%    | 0,1 p.p.   |
| Contract (1)                    | 1,6%    | 1,4%    | 1,5%    | 1,9%    | 1,7%    | 1,7%    | 0,3 p.p.   |

Notes:

- The operational data include E-Plus from 1 October 2014.

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

TELEFÓNICA BRASIL  
 CONSOLIDATED INCOME STATEMENT  
*Unaudited figures (Euros in millions)*

|   | January - June |         | % Chg      |            | April - June |         | % Chg      |            |
|---|----------------|---------|------------|------------|--------------|---------|------------|------------|
|   | 2015           | 2014    | Reported   | Organic    | 2015         | 2014    | Reported   | Organic    |
| Revenues                                  | 5.737          | 5.484   | 4,6        | 4,8        | 2.943        | 2.818   | 4,5        | 5,2        |
| Wireless Business                         | 3.773          | 3.687   | 2,3        | 7,7        | 1.831        | 1.904   | (3,8)      | 6,9        |
| Mobile service revenues                   | 3.554          | 3.494   | 1,7        | 7,0        | 1.718        | 1.808   | (5,0)      | 5,7        |
| Data revenues                             | 1.455          | 1.159   | 25,5       | 31,9       | 737          | 612     | 20,5       | 33,2       |
| Handset revenues                          | 219            | 193     | 13,3       | 19,1       | 113          | 96      | 17,8       | 30,5       |
| Wireline Business                         | 1.964          | 1.797   | 9,3        | (0,4)      | 1.112        | 914     | 21,7       | 2,4        |
| FBB and new services (1)                  | 870            | 715     | 21,7       | 8,0        | 507          | 372     | 36,2       | 9,7        |
| Voice & access revenues                   | 1.079          | 1.065   | 1,3        | (6,2)      | 598          | 533     | 12,1       | (3,0)      |
| Others                                    | 16             | 17      | (8,6)      | (3,9)      | 8            | 8       | (9,2)      | 0,9        |
| Internal exp. capitalized in fixed assets | 38             | 24      | 54,4       | (6,6)      | 28           | 12      | n.m.       | n.m.       |
| Operating expenses                        | (3.990)        | (3.773) | 5,7        | 6,0        | (2.057)      | (1.939) | 6,1        | 7,0        |
| Supplies                                  | (1.336)        | (1.320) | 1,2        | 2,7        | (671)        | (666)   | 0,7        | 4,0        |
| Personnel expenses                        | (500)          | (446)   | 12,2       | 3,2        | (280)        | (230)   | 22,0       | 4,6        |
| Other operating expenses                  | (2.154)        | (2.007) | 7,3        | 8,9        | (1.106)      | (1.043) | 6,0        | 9,6        |
| Other net income (expense)                | (24)           | 1       | n.m.       | n.m.       | 4            | 14      | (73,6)     | (77,7)     |
| Gain (loss) on sale of fixed assets       | (4)            | (6)     | (31,4)     | (38,6)     | (2)          | (2)     | (14,7)     | (38,0)     |
| Impairment of goodwill and other assets   | 2              | 2       | c.s.       | c.s.       | 3            | 1       | n.m.       | n.m.       |
| Operating income before D&A (OIBDA)       | 1.759          | 1.732   | 1,6        | 0,6        | 919          | 904     | 1,7        | 0,4        |
| OIBDA Margin                              | 30,7%          | 31,6%   | (0,9 p.p.) | (1,3 p.p.) | 31,2%        | 32,1%   | (0,8 p.p.) | (1,5 p.p.) |
| CapEx                                     | 961            | 833     | 15,4       | 8,7        | 566          | 523     | 8,2        | (0,7)      |
| Spectrum                                  | -              | -       | -          | -          | -            | -       | -          | -          |
| OpCF (OIBDA-CapEx)                        | 798            | 899     | (11,2)     | (7,6)      | 354          | 381     | (7,2)      | 2,2        |

Note:

- The Consolidated Income Statement of Telefónica Brasil includes GVT from 1 May 2015.

- OIBDA and OI before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

## TELEFÓNICA BRASIL

## ACCESSES

Unaudited figures (thousands)

|                                  | 2014            |                 |                 |                 | 2015            |                  | % Chg       |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-------------|
|                                  | March           | June            | September       | December        | March           | June             |             |
| Final Clients Accesses           | 94.028,1        | 95.071,1        | 95.601,5        | 95.528,6        | 97.339,9        | 106.528,1        | 12,1        |
| Fixed telephony accesses (1) (2) | 10.828,1        | 10.929,1        | 10.942,1        | 10.743,4        | 10.609,4        | 14.869,6         | 36,1        |
| Internet and data accesses       | 4.094,5         | 4.103,5         | 4.114,8         | 4.082,6         | 4.066,5         | 7.224,0          | 76,0        |
| Broadband (3)                    | 3.933,0         | 3.944,9         | 3.961,6         | 3.939,8         | 3.926,5         | 7.092,4          | 79,8        |
| Fibre (4)                        | 235,8           | 273,3           | 322,1           | 374,6           | 428,5           | 3.640,8          | n.m.        |
| Mobile accesses                  | 78.460,8        | 79.350,7        | 79.817,0        | 79.932,1        | 81.873,2        | 82.648,6         | 4,2         |
| Prepay                           | 53.552,8        | 53.188,5        | 52.639,8        | 51.582,4        | 52.972,3        | 53.068,7         | (0,2)       |
| Contract                         | 24.908,0        | 26.162,3        | 27.177,2        | 28.349,7        | 28.900,8        | 29.580,0         | 13,1        |
| M2M                              | 2.629,0         | 2.920,1         | 3.197,5         | 3.506,9         | 3.687,5         | 3.935,2          | 34,8        |
| Pay TV (5)                       | 644,8           | 687,8           | 727,6           | 770,6           | 790,9           | 1.785,9          | n.m.        |
| Wholesale Accesses               | 27,5            | 27,0            | 26,2            | 25,9            | 25,4            | 23,6             | (12,7)      |
| <b>Total Accesses T. Brasil</b>  | <b>94.055,6</b> | <b>95.098,1</b> | <b>95.627,7</b> | <b>95.554,5</b> | <b>97.365,2</b> | <b>106.551,7</b> | <b>12,0</b> |
| Terra Accesses                   | 379,3           | 361,8           | 329,9           | 329,9           | 269,0           | 269,0            | (25,7)      |

- GVT accesses are consolidated from 1 May 2015.

(1) Includes fixed wireless and VoIP accesses.

(2) From 1 May 2015 4.3 million GVT accesses are included.

(3) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

(4) From 1 May 2015 3.2 million GVT fibre accesses (FTTN) are included.

(5) From 1 May 2015 1.0 million GVT accesses are included.

## MOBILE ACCESSES

Unaudited figures (thousands)

|                            | 2014     |          |           |          | 2015     |          | % Chg      |
|----------------------------|----------|----------|-----------|----------|----------|----------|------------|
|                            | March    | June     | September | December | March    | June     |            |
| Prepay percentage (%)      | 68,3%    | 67,0%    | 66,0%     | 64,5%    | 64,7%    | 64,2%    | (2,8 p.p.) |
| Contract percentage (%)    | 31,7%    | 33,0%    | 34,0%     | 35,5%    | 35,3%    | 35,8%    | 2,8 p.p.   |
| Smartphones ('000)         | 20.227,6 | 23.190,9 | 28.950,0  | 30.076,8 | 30.216,9 | 32.732,7 | 41,1       |
| Prepay                     | 12.117,3 | 14.231,3 | 18.758,7  | 18.997,3 | 18.710,6 | 19.372,1 | 36,1       |
| Contract                   | 8.110,3  | 8.959,6  | 10.191,3  | 11.079,5 | 11.506,3 | 13.360,6 | 49,1       |
| Smartphone penetration (%) | 28,0%    | 31,8%    | 39,5%     | 41,1%    | 40,3%    | 43,3%    | 11,5 p.p.  |
| Prepay                     | 22,7%    | 26,8%    | 35,8%     | 37,0%    | 35,5%    | 36,7%    | 9,9 p.p.   |
| Contract                   | 43,0%    | 45,1%    | 49,1%     | 50,9%    | 51,8%    | 58,8%    | 13,7 p.p.  |
| LTE ('000)                 | 858,0    | 1.281,2  | 1.768,0   | 2.629,8  | 3.943,1  | 5.691,1  | n.m.       |
| LTE penetration (%)        | 1,3%     | 1,9%     | 2,6%      | 3,9%     | 5,0%     | 7,2%     | 5,3 p.p.   |

## SELECTED OPERATIONAL MOBILE BUSINESS DATA

Unaudited figures

|                                 | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---------------------------------|---------|---------|---------|---------|---------|---------|-----------------|
|                                 | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| Voice Traffic (Million minutes) | 31.500  | 30.503  | 31.536  | 33.872  | 31.398  | 32.493  | 6,5             |
| Data traffic (TB)               | 43.342  | 48.337  | 56.879  | 64.154  | 65.043  | 68.799  | 42,3            |
| ARPU (EUR)                      | 7,0     | 7,3     | 7,5     | 7,4     | 7,2     | 6,5     | 0,1             |
| Prepay                          | 3,8     | 3,9     | 4,0     | 4,0     | 3,8     | 3,3     | (6,5)           |
| Contract (1)                    | 15,3    | 15,8    | 16,0    | 15,6    | 15,3    | 14,2    | (0,2)           |
| Data ARPU (EUR)                 | 2,3     | 2,6     | 2,7     | 2,8     | 3,0     | 3,0     | 27,1            |
| % non-SMS over data revenues    | 75,1%   | 76,3%   | 78,0%   | 79,8%   | 81,6%   | 82,5%   | 6,2 p.p.        |
| Churn                           | 3,4%    | 3,5%    | 3,7%    | 4,0%    | 2,9%    | 3,2%    | (0,3 p.p.)      |
| Contract (1)                    | 1,5%    | 1,5%    | 1,8%    | 1,7%    | 1,8%    | 1,9%    | 0,4 p.p.        |
|                                 | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes) | 31.500  | 62.004  | 93.540  | 127.412 | 31.398  | 63.891  | 3,0             |
| Data traffic (TB)               | 43.342  | 91.679  | 148.558 | 212.712 | 65.043  | 133.842 | 46,0            |
| ARPU (EUR)                      | 7,0     | 7,1     | 7,2     | 7,3     | 7,2     | 6,9     | 1,7             |
| Prepay                          | 3,8     | 3,9     | 3,9     | 3,9     | 3,8     | 3,5     | (4,0)           |
| Contract (1)                    | 15,3    | 15,5    | 15,7    | 15,7    | 15,3    | 14,7    | (0,4)           |
| Data ARPU (EUR)                 | 2,3     | 2,5     | 2,6     | 2,6     | 3,0     | 3,0     | 26,4            |
| % non-SMS over data revenues    | 75,1%   | 75,7%   | 76,5%   | 77,4%   | 81,6%   | 82,1%   | 6,4 p.p.        |
| Churn                           | 3,4%    | 3,5%    | 3,6%    | 3,7%    | 2,9%    | 3,0%    | (0,4 p.p.)      |
| Contract (1)                    | 1,5%    | 1,5%    | 1,6%    | 1,6%    | 1,8%    | 1,8%    | 0,3 p.p.        |

## Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

TELEFÓNICA HISPANOAMÉRICA  
CONSOLIDATED INCOME STATEMENT  
Unaudited figures (Euros in millions)

|  | January - June |              | % Chg           |                 | April - June |              | % Chg             |                   |
|--|----------------|--------------|-----------------|-----------------|--------------|--------------|-------------------|-------------------|
|  | 2015           | 2014         | Reported        | Organic         | 2015         | 2014         | Reported          | Organic           |
| <b>Revenues</b>                                | <b>7.132</b>   | <b>6.200</b> | <b>15,0</b>     | <b>10,0</b>     | <b>3.467</b> | <b>3.135</b> | <b>10,6</b>       | <b>10,3</b>       |
| Internal exp. capitalized in fixed assets      | 56             | 51           | 9,7             | 1,4             | 28           | 27           | 5,0               | (2,9)             |
| Operating expenses                             | (5.071)        | (4.439)      | 14,3            | 8,8             | (2.489)      | (2.246)      | 10,8              | 10,0              |
| Supplies                                       | (2.042)        | (1.848)      | 10,5            | 4,2             | (1.012)      | (923)        | 9,6               | 7,5               |
| Personnel expenses                             | (826)          | (681)        | 21,2            | 14,0            | (408)        | (344)        | 18,7              | 13,8              |
| Other operating expenses                       | (2.204)        | (1.910)      | 15,4            | 11,5            | (1.069)      | (979)        | 9,2               | 11,2              |
| Other net income (expense)                     | 32             | 44           | (27,1)          | (32,2)          | 15           | 27           | (45,2)            | (49,7)            |
| Gain (loss) on sale of fixed assets            | 4              | (2)          | c.s.            | c.s.            | 3            | (1)          | c.s.              | c.s.              |
| Impairment of goodwill and other assets        | -              | -            | -               | -               | 0            | 0            | -                 | -                 |
| <b>Operating income before D&amp;A (OIBDA)</b> | <b>2.152</b>   | <b>1.854</b> | <b>16,1</b>     | <b>11,8</b>     | <b>1.025</b> | <b>942</b>   | <b>8,8</b>        | <b>9,1</b>        |
| <b>OIBDA Margin</b>                            | <b>30,2%</b>   | <b>29,9%</b> | <b>0,3 p.p.</b> | <b>0,5 p.p.</b> | <b>29,6%</b> | <b>30,0%</b> | <b>(0,5 p.p.)</b> | <b>(0,3 p.p.)</b> |
| <b>CapEx</b>                                   | <b>1.474</b>   | <b>1.150</b> | <b>28,2</b>     | <b>13,1</b>     | <b>852</b>   | <b>571</b>   | <b>49,2</b>       | <b>12,7</b>       |
| Spectrum                                       | 345            | 189          | 82,3            | 205             | 3            | n.m.         |                   |                   |
| <b>OpCF (OIBDA-CapEx)</b>                      | <b>678</b>     | <b>705</b>   | <b>(3,8)</b>    | <b>10,4</b>     | <b>173</b>   | <b>371</b>   | <b>n.m.</b>       | <b>3,6</b>        |

Note:

- For comparative purposes, the quarterly data for 2014 are reported adjusting the exchange rate in Venezuela from SICAD I to SICAD II 50 VEF/USD for Hispanoamérica and Venezuela and Central America following the adoption of SICAD II 50 VEF/USD in the fourth quarter of 2014. The January-March 2015 consolidated financial statements use the exchange rate of the Venezuelan bolívar set at the denominated SIMADI, (as of 30 June, this rate was set at 197 Venezuelan bolívars fuertes per dollar).

- OIBDA before management and brand fees.

- 2014 and 2015 reported figures include the hyperinflationary adjustments in Venezuela in both years.

TELEFÓNICA HISPANOAMÉRICA

ACCESSES

*Unaudited figures (thousands)*

|   | 2014             |                  |                  |                  | 2015             |                  | % Chg      |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------|
|   | March            | June             | September        | December         | March            | June             |            |
| Final Clients Accesses                  | 127.595,0        | 128.691,4        | 129.347,1        | 131.586,6        | 132.461,8        | 132.247,2        | 2,8        |
| Fixed telephony accesses (1) (2)        | 13.561,0         | 13.603,4         | 13.515,7         | 13.374,4         | 13.266,5         | 13.158,7         | (3,3)      |
| Internet and data accesses              | 5.194,5          | 5.285,0          | 5.371,3          | 5.433,8          | 5.516,0          | 5.573,4          | 5,5        |
| Broadband (3)                           | 5.134,5          | 5.228,7          | 5.315,1          | 5.379,4          | 5.452,7          | 5.514,1          | 5,5        |
| Mobile accesses                         | 106.647,6        | 107.508,3        | 108.117,1        | 110.346,5        | 111.143,1        | 110.866,4        | 3,1        |
| Prepay (4)                              | 83.703,0         | 84.197,0         | 84.688,7         | 86.698,0         | 87.454,6         | 87.077,4         | 3,4        |
| Contract                                | 22.944,6         | 23.311,3         | 23.428,4         | 23.648,5         | 23.688,6         | 23.789,1         | 2,0        |
| M2M                                     | 1.873,3          | 1.923,3          | 1.970,9          | 2.062,2          | 2.125,9          | 2.144,8          | 11,5       |
| Pay TV                                  | 2.192,0          | 2.294,6          | 2.343,0          | 2.431,9          | 2.536,2          | 2.648,6          | 15,4       |
| Wholesale Accesses                      | 21,8             | 21,8             | 112,7            | 16,4             | 31,4             | 31,4             | 44,4       |
| <b>Total Accesses T. Hispanoamerica</b> | <b>127.616,8</b> | <b>128.713,1</b> | <b>129.459,8</b> | <b>131.603,0</b> | <b>132.493,2</b> | <b>132.278,6</b> | <b>2,8</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) In the second quarter of 2014, fixed telephony accesses include 50 thousand fixed wireless additional customers in Peru.

(3) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

(4) In the fourth quarter of 2014, 1.8 million inactive accesses were disconnected in Central America.

MOBILE ACCESSES

*Unaudited figures (thousands)*

|                            | 2014     |          |           |          | 2015     |          | % Chg      |
|----------------------------|----------|----------|-----------|----------|----------|----------|------------|
|                            | March    | June     | September | December | March    | June     |            |
| Prepay percentage (%)      | 78,5%    | 78,3%    | 78,3%     | 78,6%    | 78,7%    | 78,5%    | 0,2 p.p.   |
| Contract percentage (%)    | 21,5%    | 21,7%    | 21,7%     | 21,4%    | 21,3%    | 21,5%    | (0,2 p.p.) |
| Smartphones ('000)         | 23.057,9 | 25.092,5 | 27.257,6  | 27.992,8 | 31.048,7 | 35.420,7 | 41,2       |
| Prepay                     | 12.002,8 | 13.445,2 | 15.356,9  | 15.687,5 | 18.205,6 | 21.877,1 | 62,7       |
| Contract                   | 11.055,1 | 11.647,3 | 11.900,7  | 12.305,3 | 12.843,1 | 13.543,6 | 16,3       |
| Smartphone penetration (%) | 22,4%    | 24,2%    | 26,1%     | 26,3%    | 28,9%    | 33,0%    | 8,8 p.p.   |
| Prepay                     | 14,5%    | 16,1%    | 18,3%     | 18,3%    | 21,0%    | 25,3%    | 9,2 p.p.   |
| Contract                   | 55,2%    | 57,1%    | 58,0%     | 59,4%    | 61,9%    | 64,9%    | 7,8 p.p.   |
| LTE ('000)                 | 348,3    | 632,8    | 1.113,3   | 1.989,8  | 2.811,4  | 4.233,6  | n.m.       |
| LTE penetration (%)        | 0,3%     | 0,6%     | 1,1%      | 1,8%     | 2,6%     | 3,9%     | 3,3 p.p.   |

## TELEFÓNICA ARGENTINA

## SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

|                           | January - June |              |                 |                 | April - June |              |                 |                 |
|---------------------------|----------------|--------------|-----------------|-----------------|--------------|--------------|-----------------|-----------------|
|                           | 2015           | 2014         | % Chg           | % Chg Local Cur | 2015         | 2014         | % Chg           | % Chg Local Cur |
| <b>Revenues</b>           | <b>1.916</b>   | <b>1.434</b> | <b>33,6</b>     | <b>22,9</b>     | <b>981</b>   | <b>718</b>   | <b>36,7</b>     | <b>22,5</b>     |
| <b>Wireless Business</b>  | <b>1.236</b>   | <b>937</b>   | <b>31,9</b>     | <b>21,3</b>     | <b>637</b>   | <b>470</b>   | <b>35,5</b>     | <b>21,4</b>     |
| Mobile service revenues   | 1.086          | 796          | 36,5            | 25,5            | 557          | 392          | 42,1            | 27,2            |
| Data revenues             | 488            | 396          | 23,2            | 13,4            | 287          | 195          | 46,8            | 31,3            |
| Handset revenues          | 150            | 141          | 6,2             | (2,3)           | 79           | 78           | 2,5             | (7,7)           |
| <b>Wireline Business</b>  | <b>680</b>     | <b>497</b>   | <b>36,8</b>     | <b>25,9</b>     | <b>344</b>   | <b>248</b>   | <b>39,0</b>     | <b>24,5</b>     |
| FBB and new services (1)  | 386            | 259          | 48,9            | 37,0            | 196          | 130          | 51,4            | 35,6            |
| Voice & access revenues   | 261            | 213          | 22,7            | 12,8            | 130          | 105          | 23,3            | 10,5            |
| Others                    | 33             | 25           | 32,4            | 21,8            | 18           | 13           | 41,8            | 27,2            |
| <b>OIBDA</b>              | <b>539</b>     | <b>355</b>   | <b>51,8</b>     | <b>39,6</b>     | <b>266</b>   | <b>169</b>   | <b>57,8</b>     | <b>40,9</b>     |
| <b>OIBDA margin (2)</b>   | <b>27,8%</b>   | <b>24,3%</b> | <b>3,5 p.p.</b> |                 | <b>26,8%</b> | <b>23,1%</b> | <b>3,7 p.p.</b> |                 |
| <b>CapEx</b>              | <b>510</b>     | <b>229</b>   | <b>n.m.</b>     | <b>n.m.</b>     | <b>363</b>   | <b>115</b>   | <b>n.m.</b>     | <b>n.m.</b>     |
| <b>Spectrum</b>           | <b>204</b>     | <b>-</b>     | <b>-</b>        | <b>-</b>        | <b>204</b>   | <b>-</b>     | <b>-</b>        | <b>-</b>        |
| <b>OpCF (OIBDA-CapEx)</b> | <b>30</b>      | <b>127</b>   | <b>(76,5)</b>   | <b>(78,4)</b>   | <b>(97)</b>  | <b>54</b>    | <b>c.s.</b>     | <b>c.s.</b>     |

*Note:*

- OIBDA is presented before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

(2) Margin over revenues includes fixed to mobile interconnection.

| ACCESSES                      | 2014            |                 |                 |                 | 2015            |                 | % Chg      |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|
|                               | March           | June            | September       | December        | March           | June            |            |
| Unaudited figures (Thousands) |                 |                 |                 |                 |                 |                 |            |
| Final Clients Accesses        | 26,300,0        | 26,159,9        | 25,910,5        | 26,629,1        | 26,318,5        | 26,236,0        | 0,3        |
| Fixed telephony accesses (1)  | 4,812,7         | 4,779,6         | 4,750,4         | 4,726,8         | 4,693,2         | 4,669,3         | (2,3)      |
| Fixed wireless                | 342,8           | 323,0           | 304,5           | 296,0           | 285,9           | 286,4           | (11,3)     |
| Internet and data accesses    | 1,845,4         | 1,854,5         | 1,870,7         | 1,880,2         | 1,880,7         | 1,877,8         | 1,3        |
| Broadband (2)                 | 1,834,2         | 1,842,3         | 1,859,0         | 1,870,5         | 1,871,8         | 1,869,9         | 1,5        |
| Mobile accesses               | 19,641,9        | 19,525,8        | 19,289,4        | 20,022,1        | 19,744,6        | 19,688,9        | 0,8        |
| Prepay                        | 12,649,6        | 12,522,0        | 12,337,2        | 12,957,6        | 12,778,0        | 12,859,0        | 2,7        |
| Contract                      | 6,992,3         | 7,003,8         | 6,952,1         | 7,064,5         | 6,966,5         | 6,829,9         | (2,5)      |
| M2M                           | 452,6           | 454,9           | 470,8           | 470,7           | 455,4           | 446,9           | (1,8)      |
| Wholesale Accesses            | 14,0            | 13,9            | 104,9           | 8,4             | 23,3            | 23,5            | 68,2       |
| <b>Total Accesses</b>         | <b>26,314,0</b> | <b>26,173,9</b> | <b>26,015,4</b> | <b>26,637,6</b> | <b>26,341,7</b> | <b>26,259,5</b> | <b>0,3</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

| SELECTED OPERATIONAL MOBILE BUSINESS DATA | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| Unaudited figures                         |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)           | 5,480   | 5,773   | 5,870   | 5,959   | 5,674   | 6,345   | 9,9             |
| Data traffic (TB)                         | 5,836   | 6,549   | 7,284   | 8,541   | 10,069  | 11,491  | 75,5            |
| ARPU (EUR)                                | 7,0     | 6,8     | 7,4     | 8,3     | 9,1     | 9,9     | 29,1            |
| Prepay                                    | 2,1     | 2,2     | 2,3     | 2,7     | 2,7     | 2,9     | 17,8            |
| Contract (1)                              | 16,7    | 15,9    | 17,6    | 19,4    | 22,3    | 24,0    | 34,6            |
| Data ARPU (EUR)                           | 3,4     | 3,3     | 3,4     | 3,3     | 3,4     | 4,3     | 16,2            |
| % non-SMS over data revenues              | 57,9%   | 59,1%   | 61,5%   | 57,3%   | 56,2%   | 78,1%   | 18,9 p.p.       |
| Churn                                     | 3,2%    | 3,2%    | 3,1%    | 2,6%    | 3,1%    | 2,9%    | (0,3 p.p.)      |
| Contract (1)                              | 1,1%    | 1,2%    | 1,2%    | 1,0%    | 1,1%    | 1,5%    | 0,3 p.p.        |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)           | 5,480   | 11,253  | 17,123  | 23,081  | 5,674   | 12,020  | 6,8             |
| Data traffic (TB)                         | 5,836   | 12,385  | 19,669  | 28,210  | 10,069  | 21,560  | 74,1            |
| ARPU (EUR)                                | 7,0     | 6,9     | 7,1     | 7,4     | 9,1     | 9,5     | 26,6            |
| Prepay                                    | 2,1     | 2,2     | 2,2     | 2,3     | 2,7     | 2,8     | 19,6            |
| Contract (1)                              | 16,7    | 16,3    | 16,7    | 17,4    | 22,3    | 23,1    | 30,5            |
| Data ARPU (EUR)                           | 3,4     | 3,4     | 3,4     | 3,4     | 3,4     | 4,1     | 12,3            |
| % non-SMS over data revenues              | 57,9%   | 58,5%   | 59,5%   | 59,0%   | 56,2%   | 68,8%   | 10,3 p.p.       |
| Churn                                     | 3,2%    | 3,2%    | 3,2%    | 3,0%    | 3,1%    | 3,0%    | (0,2 p.p.)      |
| Contract (1)                              | 1,1%    | 1,1%    | 1,1%    | 1,1%    | 1,1%    | 1,3%    | 0,2 p.p.        |

Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

## TELEFÓNICA CHILE

## SELECTED FINANCIAL DATA

| Unaudited figures (Euros in millions) | January - June |       |          |                 | April - June |       |          |                 |
|---------------------------------------|----------------|-------|----------|-----------------|--------------|-------|----------|-----------------|
|                                       | 2015           | 2014  | % Chg    | % Chg Local Cur | 2015         | 2014  | % Chg    | % Chg Local Cur |
| Revenues                              | 1.156          | 1.032 | 12,0     | 2,4             | 590          | 507   | 16,4     | 4,4             |
| Wireless Business                     | 686            | 619   | 10,8     | 1,3             | 347          | 300   | 15,6     | 3,7             |
| Mobile service revenues               | 617            | 556   | 11,0     | 1,4             | 313          | 269   | 16,2     | 4,1             |
| Data revenues                         | 207            | 148   | 40,0     | 27,9            | 109          | 76    | 43,8     | 29,1            |
| Handset revenues                      | 69             | 63    | 9,4      | (0,0)           | 34           | 31    | 11,1     | (0,5)           |
| Wireline Business                     | 469            | 412   | 13,8     | 4,0             | 243          | 207   | 17,6     | 5,5             |
| FBB and new services (1)              | 321            | 253   | 26,9     | 16,0            | 170          | 129   | 31,9     | 18,5            |
| Voice & access revenues               | 140            | 150   | (7,0)    | (15,0)          | 69           | 74    | (6,3)    | (16,1)          |
| Others                                | 8              | 9     | (5,8)    | (13,9)          | 4            | 4     | (2,2)    | (12,3)          |
| OIBDA                                 | 379            | 336   | 12,7     | 3,0             | 203          | 170   | 19,7     | 7,6             |
| OIBDA margin                          | 32,8%          | 32,6% | 0,2 p.p. |                 | 34,4%        | 33,5% | 1,0 p.p. |                 |
| CapEx                                 | 238            | 206   | 15,3     | 5,4             | 115          | 116   | (0,4)    | (10,7)          |
| Spectrum                              | 6              | -     | -        | -               | -            | -     | -        | -               |
| OpCF (OIBDA-CapEx)                    | 141            | 130   | 8,4      | (1,0)           | 88           | 54    | 63,1     | 46,8            |

Note:

- OIBDA is presented before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

| ACCESSES                             | 2014            |                 |                 |                 | 2015            |                 | % Chg      |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|
|                                      | March           | June            | September       | December        | March           | June            |            |
| <i>Unaudited figures (Thousands)</i> |                 |                 |                 |                 |                 |                 |            |
| Final Clients Accesses               | 13,566,9        | 13,576,0        | 13,586,1        | 13,888,1        | 13,861,3        | 13,610,4        | 0,3        |
| Fixed telephony accesses (1)         | 1,631,0         | 1,616,8         | 1,593,9         | 1,579,0         | 1,557,7         | 1,537,4         | (4,9)      |
| Internet and data accesses           | 984,5           | 1,005,3         | 1,030,5         | 1,047,7         | 1,067,9         | 1,093,6         | 8,8        |
| Broadband (2)                        | 977,0           | 998,7           | 1,023,4         | 1,040,7         | 1,056,7         | 1,082,5         | 8,4        |
| Fibre                                | 38,8            | 47,3            | 55,9            | 63,7            | 73,8            | 82,8            | 75,2       |
| Mobile accesses                      | 10,424,3        | 10,394,0        | 10,381,4        | 10,660,2        | 10,619,5        | 10,345,1        | (0,5)      |
| Prepay                               | 7,693,6         | 7,595,2         | 7,563,7         | 7,856,6         | 7,817,5         | 7,503,0         | (1,2)      |
| Contract                             | 2,730,7         | 2,798,7         | 2,817,7         | 2,803,6         | 2,802,0         | 2,842,1         | 1,5        |
| M2M                                  | 306,5           | 322,0           | 319,9           | 307,3           | 293,0           | 291,0           | (9,6)      |
| Pay TV                               | 527,1           | 559,9           | 580,3           | 601,3           | 616,2           | 634,3           | 13,3       |
| Wholesale Accesses                   | 5,4             | 5,4             | 5,4             | 5,6             | 5,9             | 5,9             | 8,0        |
| <b>Total Accesses</b>                | <b>13,572,3</b> | <b>13,581,4</b> | <b>13,591,5</b> | <b>13,893,8</b> | <b>13,867,2</b> | <b>13,616,3</b> | <b>0,3</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

| SELECTED OPERATIONAL MOBILE BUSINESS DATA | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| <i>Unaudited figures</i>                  |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)           | 3,151   | 3,107   | 3,095   | 3,239   | 3,148   | 3,043   | (2,1)           |
| Data traffic (TB)                         | 11,510  | 13,550  | 14,686  | 15,895  | 14,616  | 19,302  | 42,5            |
| ARPU (EUR)                                | 8,9     | 8,4     | 8,6     | 9,0     | 9,4     | 9,7     | 3,0             |
| Prepay                                    | 3,9     | 3,6     | 3,6     | 3,7     | 3,8     | 3,8     | (5,8)           |
| Contract (1)                              | 25,8    | 24,4    | 24,7    | 26,1    | 27,8    | 28,7    | 5,5             |
| Data ARPU (EUR)                           | 2,3     | 2,4     | 2,7     | 2,7     | 3,1     | 3,4     | 27,8            |
| % non-SMS over data revenues              | 89,2%   | 91,6%   | 93,3%   | 93,4%   | 94,0%   | 93,5%   | 1,9 p.p.        |
| Churn                                     | 3,3%    | 3,1%    | 3,2%    | 3,3%    | 3,2%    | 3,7%    | 0,6 p.p.        |
| Contract (1)                              | 1,7%    | 1,7%    | 2,0%    | 2,1%    | 1,9%    | 1,9%    | 0,2 p.p.        |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)           | 3,151   | 6,259   | 9,354   | 12,593  | 3,148   | 6,191   | (1,1)           |
| Data traffic (TB)                         | 11,510  | 25,059  | 39,745  | 55,640  | 14,616  | 33,918  | 35,4            |
| ARPU (EUR)                                | 8,9     | 8,7     | 8,6     | 8,7     | 9,4     | 9,5     | 0,8             |
| Prepay                                    | 3,9     | 3,7     | 3,7     | 3,7     | 3,8     | 3,8     | (7,4)           |
| Contract (1)                              | 25,8    | 25,1    | 24,9    | 25,2    | 27,8    | 28,2    | 2,9             |
| Data ARPU (EUR)                           | 2,3     | 2,4     | 2,5     | 2,5     | 3,1     | 3,3     | 26,2            |
| % non-SMS over data revenues              | 89,2%   | 90,4%   | 91,5%   | 91,9%   | 94,0%   | 93,7%   | 3,3 p.p.        |
| Churn                                     | 3,3%    | 3,2%    | 3,2%    | 3,2%    | 3,2%    | 3,4%    | 0,2 p.p.        |
| Contract (1)                              | 1,7%    | 1,7%    | 1,8%    | 1,9%    | 1,9%    | 1,9%    | 0,2 p.p.        |

*Notes:*

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

## TELEFÓNICA PERU

## SELECTED FINANCIAL DATA

|  | January - June |       |            |                 | April - June |       |            |                 |
|--|----------------|-------|------------|-----------------|--------------|-------|------------|-----------------|
|  | 2015           | 2014  | % Chg      | % Chg Local Cur | 2015         | 2014  | % Chg      | % Chg Local Cur |
| <i>Unaudited figures (Euros in millions)</i> |                |       |            |                 |              |       |            |                 |
| Revenues                                     | 1.376          | 1.191 | 15,5       | 4,0             | 684          | 603   | 13,4       | 2,8             |
| Wireless Business                            | 779            | 667   | 16,8       | 5,2             | 385          | 336   | 14,4       | 3,7             |
| Mobile service revenues (1)                  | 696            | 586   | 18,8       | 7,0             | 342          | 296   | 15,6       | 4,8             |
| Data revenues                                | 224            | 147   | 52,1       | 37,0            | 114          | 74    | 53,0       | 38,7            |
| Handset revenues                             | 83             | 81    | 2,4        | (7,8)           | 43           | 41    | 5,7        | (4,2)           |
| Wireline Business                            | 597            | 524   | 13,8       | 2,5             | 299          | 266   | 12,1       | 1,6             |
| FBB and new services (2)                     | 421            | 343   | 22,9       | 10,7            | 214          | 177   | 20,7       | 9,4             |
| Voice & access revenues                      | 166            | 171   | (2,8)      | (12,5)          | 79           | 83    | (4,1)      | (13,0)          |
| Others                                       | 9              | 10    | (10,9)     | (19,7)          | 5            | 6     | (16,4)     | (24,4)          |
| OIBDA  | 450            | 425   | 5,8        | (4,7)           | 212          | 208   | 2,0        | (7,4)           |
| OIBDA margin                                 | 32,7%          | 35,7% | (3,0 p.p.) |                 | 31,0%        | 34,4% | (3,4 p.p.) |                 |
| CapEx  | 181            | 149   | 21,4       | 9,4             | 118          | 100   | 18,7       | 7,3             |
| Spectrum                                     | -              | -     | -          | -               | -            | -     | -          | -               |
| OpCF (OIBDA-CapEx)                           | 268            | 276   | (2,7)      | (12,4)          | 93           | 108   | (13,4)     | (21,1)          |

Note:

- OIBDA is presented before management and brand fees.

(1) Includes fixed wireless revenues.

(2) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

| ACCESSES                             | 2014            |                 |                 |                 | 2015            |                 | % Chg      |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|
|                                      | March           | June            | September       | December        | March           | June            |            |
| <i>Unaudited figures (Thousands)</i> |                 |                 |                 |                 |                 |                 |            |
| Final Clients Accesses               | 21,081,6        | 21,287,9        | 21,632,6        | 21,976,4        | 22,083,4        | 22,104,2        | 3,8        |
| Fixed telephony accesses (1)         | 2,725,7         | 2,776,9         | 2,749,3         | 2,714,7         | 2,641,4         | 2,605,8         | (6,2)      |
| Fixed wireless (2)                   | 251,4           | 292,8           | 280,2           | 262,7           | 191,2           | 229,8           | (21,5)     |
| Internet and data accesses           | 1,457,2         | 1,490,7         | 1,505,2         | 1,523,4         | 1,557,4         | 1,589,2         | 6,6        |
| Broadband (3)                        | 1,431,8         | 1,468,8         | 1,483,2         | 1,501,3         | 1,529,7         | 1,564,4         | 6,5        |
| Mobile accesses                      | 16,012,9        | 16,133,1        | 16,489,0        | 16,790,2        | 16,870,2        | 16,819,1        | 4,3        |
| Prepay                               | 11,377,8        | 11,288,6        | 11,450,9        | 11,676,3        | 11,645,3        | 11,450,4        | 1,4        |
| Contract                             | 4,635,2         | 4,844,5         | 5,038,1         | 5,113,9         | 5,224,8         | 5,368,7         | 10,8       |
| M2M                                  | 82,8            | 85,6            | 87,8            | 86,2            | 118,0           | 98,4            | 15,0       |
| Pay TV                               | 885,7           | 887,3           | 889,1           | 948,0           | 1,014,5         | 1,090,1         | 22,9       |
| Wholesale Accesses                   | 0,4             | 0,4             | 0,4             | 0,4             | 0,3             | 0,2             | (63,5)     |
| <b>Total Accesses</b>                | <b>21,082,1</b> | <b>21,288,4</b> | <b>21,633,0</b> | <b>21,976,8</b> | <b>22,083,7</b> | <b>22,104,3</b> | <b>3,8</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) In the second quarter of 2014, fixed telephony accesses included 50 thousand additional customers.

(3) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

| SELECTED OPERATIONAL MOBILE BUSINESS DATA | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| <i>Unaudited figures</i>                  |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)           | 7,886   | 6,762   | 7,177   | 7,607   | 8,001   | 8,083   | 19,5            |
| Data traffic (TB)                         | 2,901   | 3,078   | 3,599   | 4,206   | 5,040   | 6,389   | n.m.            |
| ARPU (EUR)                                | 6,1     | 6,2     | 6,7     | 6,9     | 7,0     | 6,8     | (1,2)           |
| Prepay                                    | 3,9     | 3,8     | 4,1     | 4,2     | 4,2     | 3,9     | (6,6)           |
| Contract (1)                              | 12,0    | 11,9    | 12,6    | 13,4    | 13,5    | 13,2    | (0,4)           |
| Data ARPU (EUR)                           | 1,5     | 1,6     | 1,8     | 2,0     | 2,2     | 2,3     | 30,4            |
| % non-SMS over data revenues              | 85,5%   | 88,4%   | 88,6%   | 85,9%   | 92,1%   | 94,0%   | 5,5 p.p.        |
| Churn                                     | 3,8%    | 4,0%    | 3,8%    | 3,7%    | 4,0%    | 4,3%    | 0,3 p.p.        |
| Contract (1)                              | 2,1%    | 1,5%    | 1,4%    | 1,9%    | 2,2%    | 2,0%    | 0,5 p.p.        |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)           | 7,886   | 14,648  | 21,825  | 29,432  | 8,001   | 16,084  | 9,8             |
| Data traffic (TB)                         | 2,901   | 5,979   | 9,578   | 13,784  | 5,040   | 11,429  | 91,2            |
| ARPU (EUR)                                | 6,1     | 6,1     | 6,3     | 6,5     | 7,0     | 6,9     | 0,7             |
| Prepay                                    | 3,9     | 3,8     | 3,9     | 4,0     | 4,2     | 4,0     | (4,5)           |
| Contract (1)                              | 12,0    | 11,9    | 12,1    | 12,4    | 13,5    | 13,3    | 1,3             |
| Data ARPU (EUR)                           | 1,5     | 1,5     | 1,6     | 1,7     | 2,2     | 2,2     | 29,9            |
| % non-SMS over data revenues              | 85,5%   | 86,9%   | 87,5%   | 87,1%   | 92,1%   | 93,1%   | 6,1 p.p.        |
| Churn                                     | 3,8%    | 3,9%    | 3,9%    | 3,8%    | 4,0%    | 4,1%    | 0,2 p.p.        |
| Contract (1)                              | 2,1%    | 1,5%    | 1,5%    | 1,6%    | 2,2%    | 2,1%    | 0,6 p.p.        |

*Notes:*

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

## TELEFÓNICA COLOMBIA

## SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

|                          | January - June |       |          |                 | April - June |       |          |                 |
|--------------------------|----------------|-------|----------|-----------------|--------------|-------|----------|-----------------|
|                          | 2015           | 2014  | % Chg    | % Chg Local Cur | 2015         | 2014  | % Chg    | % Chg Local Cur |
| Revenues                 | 798            | 831   | (3,9)    | (0,7)           | 400          | 428   | (6,6)    | (1,8)           |
| Wireless Business        | 500            | 523   | (4,4)    | (1,2)           | 249          | 269   | (7,4)    | (2,6)           |
| Mobile service revenues  | 445            | 475   | (6,3)    | (3,2)           | 221          | 244   | (9,1)    | (4,4)           |
| Data revenues            | 133            | 123   | 8,7      | 12,3            | 67           | 64    | 5,2      | 10,5            |
| Handset revenues         | 55             | 48    | 14,5     | 18,3            | 27           | 25    | 9,5      | 15,1            |
| Wireline Business        | 299            | 308   | (3,0)    | 0,2             | 151          | 159   | (5,2)    | (0,3)           |
| FBB and new services (1) | 172            | 171   | 0,2      | 3,5             | 87           | 89    | (1,8)    | 3,2             |
| Voice & access revenues  | 126            | 136   | (7,0)    | (3,9)           | 64           | 70    | (9,4)    | (4,8)           |
| Others                   | 1              | 1     | (23,8)   | (21,3)          | 0            | 0     | (14,6)   | (9,4)           |
| OIBDA                    | 296            | 283   | 4,7      | 8,2             | 146          | 143   | 1,8      | 7,1             |
| OIBDA margin             | 37,0%          | 34,0% | 3,0 p.p. |                 | 36,5%        | 33,5% | 3,0 p.p. |                 |
| CapEx                    | 159            | 301   | (47,0)   | (45,3)          | 111          | 123   | (9,8)    | (3,8)           |
| Spectrum                 | -              | 110   | n.m.     | n.m.            | -            | 2     | n.m.     | n.m.            |
| OpCF (OIBDA-CapEx)       | 136            | (18)  | c.s.     | c.s.            | 35           | 20    | 73,0     | 68,8            |

Note:

- OIBDA is presented before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), including value added services, TV services, ICT revenues and other services over connectivity.

| ACCESSES                             | 2014            |                 |                 |                 | 2015            |                 | % Chg      |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|
|                                      | March           | June            | September       | December        | March           | June            |            |
| <i>Unaudited figures (Thousands)</i> |                 |                 |                 |                 |                 |                 |            |
| Final Clients Accesses               | 15,128,7        | 15,052,5        | 15,403,9        | 15,689,7        | 15,777,5        | 15,308,1        | 1,7        |
| Fixed telephony accesses (1)         | 1,459,9         | 1,464,0         | 1,468,6         | 1,461,0         | 1,465,8         | 1,450,8         | (0,9)      |
| Internet and data accesses           | 895,1           | 922,4           | 952,9           | 970,2           | 997,3           | 999,8           | 8,4        |
| Broadband (2)                        | 886,7           | 913,9           | 944,5           | 961,7           | 988,9           | 991,3           | 8,5        |
| Mobile accesses                      | 12,409,8        | 12,281,9        | 12,581,6        | 12,842,5        | 12,884,9        | 12,413,3        | 1,1        |
| Prepay                               | 9,105,9         | 8,982,4         | 9,313,3         | 9,582,6         | 9,633,2         | 9,158,6         | 2,0        |
| Contract                             | 3,303,9         | 3,299,5         | 3,268,3         | 3,259,9         | 3,251,7         | 3,254,7         | (1,4)      |
| M2M                                  | 404,7           | 416,2           | 421,5           | 427,8           | 438,7           | 444,4           | 6,8        |
| Pay TV                               | 363,8           | 384,1           | 400,8           | 416,0           | 429,4           | 444,2           | 15,6       |
| Wholesale Accesses                   | 1,9             | 1,9             | 1,9             | 1,9             | 1,9             | 1,9             | 0,0        |
| <b>Total Accesses</b>                | <b>15,130,6</b> | <b>15,054,4</b> | <b>15,405,9</b> | <b>15,691,6</b> | <b>15,779,4</b> | <b>15,310,1</b> | <b>1,7</b> |

(1) Includes fixed wireless and VoIP accesses.

(2) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

| SELECTED OPERATIONAL MOBILE BUSINESS DATA | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| <i>Unaudited figures</i>                  |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)           | 5,603   | 5,525   | 5,607   | 5,781   | 5,591   | 5,713   | 3,4             |
| Data traffic (TB)                         | 6,670   | 7,454   | 8,708   | 9,410   | 10,516  | 11,387  | 52,8            |
| ARPU (EUR)                                | 6,1     | 6,4     | 6,6     | 6,2     | 5,5     | 5,5     | (9,2)           |
| Prepay                                    | 1,7     | 1,7     | 1,8     | 1,8     | 1,4     | 1,4     | (14,0)          |
| Contract (1)                              | 20,4    | 21,4    | 22,6    | 21,5    | 19,9    | 19,6    | (3,5)           |
| Data ARPU (EUR)                           | 1,6     | 1,7     | 1,8     | 1,7     | 1,7     | 1,8     | 7,7             |
| % non-SMS over data revenues              | 93,7%   | 94,7%   | 95,4%   | 97,5%   | 96,9%   | 97,3%   | 2,5 p.p.        |
| Churn                                     | 3,0%    | 3,8%    | 2,7%    | 3,0%    | 3,0%    | 4,5%    | 0,7 p.p.        |
| Contract (1)                              | 2,3%    | 2,1%    | 2,2%    | 2,1%    | 2,2%    | 2,3%    | 0,1 p.p.        |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)           | 5,603   | 11,128  | 16,735  | 22,516  | 5,591   | 11,304  | 1,6             |
| Data traffic (TB)                         | 6,670   | 14,124  | 22,832  | 32,242  | 10,516  | 21,902  | 55,1            |
| ARPU (EUR)                                | 6,1     | 6,2     | 6,3     | 6,3     | 5,5     | 5,5     | (9,2)           |
| Prepay                                    | 1,7     | 1,7     | 1,8     | 1,8     | 1,4     | 1,4     | (14,8)          |
| Contract (1)                              | 20,4    | 20,9    | 21,5    | 21,5    | 19,9    | 19,8    | (2,3)           |
| Data ARPU (EUR)                           | 1,6     | 1,7     | 1,7     | 1,7     | 1,7     | 1,7     | 8,3             |
| % non-SMS over data revenues              | 93,7%   | 94,2%   | 94,6%   | 95,3%   | 96,9%   | 97,1%   | 2,9 p.p.        |
| Churn                                     | 3,0%    | 3,4%    | 3,2%    | 3,1%    | 3,0%    | 3,8%    | 0,4 p.p.        |
| Contract (1)                              | 2,3%    | 2,2%    | 2,2%    | 2,2%    | 2,2%    | 2,2%    | (0,0 p.p.)      |

*Notes:*

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte =  $10^{12}$  bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

## TELEFÓNICA MÉXICO

## SELECTED FINANCIAL DATA

| Unaudited figures (Euros in millions) | January - June |       |          |                 | April - June |       |          |                 |
|---------------------------------------|----------------|-------|----------|-----------------|--------------|-------|----------|-----------------|
|                                       | 2015           | 2014  | % Chg    | % Chg Local Cur | 2015         | 2014  | % Chg    | % Chg Local Cur |
| Revenues                              | 903            | 793   | 13,8     | 6,8             | 458          | 403   | 13,6     | 7,8             |
| Mobile service revenues               | 766            | 676   | 13,4     | 6,5             | 391          | 346   | 12,8     | 7,0             |
| Data revenues                         | 181            | 165   | 9,4      | 2,8             | 90           | 84    | 6,9      | 1,5             |
| Handset revenues                      | 136            | 117   | 16,0     | 8,9             | 68           | 57    | 17,7     | 11,7            |
| OIBDA                                 | 214            | 129   | 65,7     | 55,6            | 105          | 69    | 51,3     | 43,4            |
| OIBDA margin                          | 23,7%          | 16,3% | 7,4 p.p. |                 | 22,9%        | 17,2% | 5,7 p.p. |                 |
| CapEx                                 | 109            | 91    | 20,7     | 13,4            | 63           | 51    | 22,0     | 15,5            |
| Spectrum                              | -              | -     | -        | -               | -            | -     | -        | -               |
| OpCF (OIBDA-CapEx)                    | 104            | 38    | n.m.     | n.m.            | 42           | 18    | n.m.     | n.m.            |

*Note:*

- OIBDA is presented before management and brand fees.

| ACCESSES                      | 2014     |          |           |          | 2015     |          | % Chg |
|-------------------------------|----------|----------|-----------|----------|----------|----------|-------|
|                               | March    | June     | September | December | March    | June     |       |
| Unaudited figures (Thousands) |          |          |           |          |          |          |       |
| Mobile accesses               | 19,324,8 | 20,244,2 | 20,561,0  | 21,673,4 | 22,536,6 | 23,048,8 | 13,9  |
| Prepay                        | 17,862,0 | 18,777,4 | 19,127,6  | 20,207,5 | 21,056,6 | 21,553,9 | 14,8  |
| Contract                      | 1,462,8  | 1,466,8  | 1,433,4   | 1,465,8  | 1,480,0  | 1,494,9  | 1,9   |
| M2M                           | 351,0    | 354,1    | 362,1     | 433,7    | 455,8    | 485,9    | 37,2  |
| Fixed Wireless                | 1,504,8  | 1,530,6  | 1,540,4   | 1,551,3  | 1,545,6  | 1,553,8  | 1,5   |
| Total Accesses                | 20,829,6 | 21,774,8 | 22,101,5  | 23,224,7 | 24,082,2 | 24,602,6 | 13,0  |

| SELECTED OPERATIONAL MOBILE BUSINESS DATA | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| Unaudited figures                         |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)           | 6,626   | 7,723   | 7,454   | 8,807   | 8,485   | 8,559   | 10,8            |
| Data traffic (TB)                         | 4,460   | 4,590   | 6,497   | 6,832   | 7,891   | 7,967   | 73,6            |
| ARPU (EUR)                                | 4,6     | 5,0     | 5,0     | 5,2     | 4,9     | 4,9     | (7,7)           |
| Prepay                                    | 3,9     | 4,3     | 4,4     | 4,6     | 4,3     | 4,3     | (5,6)           |
| Contract (1)                              | 20,0    | 19,1    | 19,2    | 19,3    | 19,0    | 19,2    | (4,8)           |
| Data ARPU (EUR)                           | 1,3     | 1,4     | 1,4     | 1,4     | 1,3     | 1,3     | (11,9)          |
| % non-SMS over data revenues              | 65,4%   | 68,2%   | 70,2%   | 73,4%   | 80,2%   | 82,0%   | 13,8 p.p.       |
| Churn                                     | 5,7%    | 2,9%    | 3,5%    | 3,4%    | 2,8%    | 3,4%    | 0,5 p.p.        |
| Contract (1)                              | 1,1%    | 1,4%    | 1,4%    | 1,6%    | 1,7%    | 2,2%    | 0,8 p.p.        |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)           | 6,626   | 14,349  | 21,804  | 30,611  | 8,485   | 17,044  | 18,8            |
| Data traffic (TB)                         | 4,460   | 9,050   | 15,547  | 22,379  | 7,891   | 15,858  | 75,2            |
| ARPU (EUR)                                | 4,6     | 4,8     | 4,9     | 5,0     | 4,9     | 4,9     | (4,9)           |
| Prepay                                    | 3,9     | 4,1     | 4,2     | 4,3     | 4,3     | 4,3     | (1,6)           |
| Contract (1)                              | 20,0    | 19,5    | 19,4    | 19,4    | 19,0    | 19,1    | (8,3)           |
| Data ARPU (EUR)                           | 1,3     | 1,4     | 1,4     | 1,4     | 1,3     | 1,3     | (8,3)           |
| % non-SMS over data revenues              | 65,4%   | 66,8%   | 67,9%   | 69,3%   | 80,2%   | 81,1%   | 14,3 p.p.       |
| Churn                                     | 5,7%    | 4,3%    | 4,0%    | 3,9%    | 2,8%    | 3,1%    | (1,2 p.p.)      |
| Contract (1)                              | 1,1%    | 1,3%    | 1,4%    | 1,4%    | 1,7%    | 1,9%    | 0,6 p.p.        |

Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.
- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.
- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte =  $10^{12}$  bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

## TELEFÓNICA VENEZUELA AND CENTRAL AMERICA (1) (2)

## SELECTED FINANCIAL DATA

| Unaudited figures (Euros in millions) | January - June |       |            |                 | April - June |       |             |                 |
|---------------------------------------|----------------|-------|------------|-----------------|--------------|-------|-------------|-----------------|
|                                       | 2015           | 2014  | % Chg      | % Chg Local Cur | 2015         | 2014  | % Chg       | % Chg Local Cur |
| Revenues                              | 576            | 579   | (0,5)      | 30,0            | 150          | 305   | (50,8)      | 34,7            |
| Mobile service revenues               | 529            | 543   | (2,5)      | 24,4            | 144          | 285   | (49,4)      | 28,3            |
| Data revenues (3)                     | 182            | 169   | 7,8        | 45,8            | 40           | 87    | (53,5)      | 50,2            |
| Handset revenues                      | 47             | 36    | 32,6       | n.s.            | 6            | 20    | (67,7)      | n.m.            |
| OIBDA                                 | 136            | 187   | (27,6)     | 4,0             | 30           | 109   | (72,4)      | (6,9)           |
| OIBDA margin                          | 23,5%          | 32,4% | (8,8 p.p.) |                 | 20,1%        | 35,8% | (15,7 p.p.) |                 |
| CapEx                                 | 88             | 136   | (34,7)     | (13,6)          | 47           | 38    | 24,3        | n.m.            |
| Spectrum (4)                          | -              | 79    | n.m.       | n.m.            | -            | -     | -           | -               |
| OpCF (OIBDA-CapEx)                    | 47             | 52    | (9,0)      | 59,3            | (17)         | 71    | c.s.        | (86,6)          |

Note:

- For comparative purposes, the quarterly data for 2014 are reported adjusting the exchange rate in Venezuela from SICAD I to SICAD II 50 VEF/USD following the adoption of SICAD II 50 VEF/USD in the fourth quarter of 2014. The January-March 2015 consolidated financial statements use the exchange rate of the Venezuelan bolívar set at the denominated SIMADI, (as of 30 June, this rate was set at 197 Venezuelan bolívars fuertes per dollar).

- OIBDA is presented before management and brand fees.

(1) Reported figures include the hyperinflationary adjustments in Venezuela in both years. For comparison purposes and to facilitate the interpretation of the year-on-year changes vs. 2014, variations in local currency of the headings affected by the hyperinflation adjustments are reported excluding the impact of this adjustment.

(2) Central America includes Guatemala, Panama, El Salvador, Nicaragua and Costa Rica.

(3) Data revenues do not include hyperinflationary adjustments.

(4) Corresponds to Panama.

| ACCESSES (1)                  | 2014     |          |           |          | 2015     |          | % Chg |
|-------------------------------|----------|----------|-----------|----------|----------|----------|-------|
|                               | March    | June     | September | December | March    | June     |       |
| Unaudited figures (Thousands) |          |          |           |          |          |          |       |
| Fixed telephony accesses (2)  | 1,377,3  | 1,386,0  | 1,361,8   | 1,288,4  | 1,314,7  | 1,297,8  | (6,4) |
| Fixed Wireless                | 1,127,4  | 1,138,2  | 1,128,7   | 1,065,0  | 1,093,5  | 1,078,1  | (5,3) |
| Internet and data accesses    | 12,2     | 12,1     | 11,9      | 12,3     | 12,6     | 13,0     | 6,9   |
| Broadband (3)                 | 4,8      | 4,9      | 5,1       | 5,3      | 5,6      | 6,0      | 22,3  |
| Mobile accesses               | 21,813,8 | 21,919,5 | 21,947,2  | 21,471,9 | 21,899,6 | 22,161,8 | 1,1   |
| Prepay (4) (5)                | 19,602,9 | 19,676,2 | 19,721,3  | 19,242,6 | 19,672,9 | 19,943,2 | 1,4   |
| Contract                      | 2,210,9  | 2,243,3  | 2,225,9   | 2,229,2  | 2,226,7  | 2,218,6  | (1,1) |
| M2M                           | 123,8    | 129,8    | 134,9     | 141,7    | 147,9    | 147,7    | 13,8  |
| Pay TV                        | 415,3    | 463,2    | 472,8     | 466,6    | 476,1    | 480,0    | 3,6   |
| Total Accesses                | 23,618,6 | 23,780,9 | 23,793,7  | 23,239,2 | 23,703,0 | 23,952,6 | 0,7   |

(1) Central America includes Guatemala, Panama, El Salvador, Nicaragua and Costa Rica.

(2) Includes fixed wireless and VoIP accesses.

(3) Includes ADSL, satellite, fiber, cable modem and broadband circuits.

(4) Includes prepay M2M accesses.

(5) In the fourth quarter of 2014, 1.8 million inactive accesses were disconnected in Central America.

| SELECTED OPERATIONAL MOBILE BUSINESS DATA (1) | 2014    |         |         |         | 2015    |         | % Chg Local Cur |
|---|---------|---------|---------|---------|---------|---------|-----------------|
|   | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      |                 |
| Unaudited figures                             |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes)               | 9,173   | 9,262   | 9,413   | 9,627   | 10,125  | 10,215  | 10,3            |
| Data traffic (TB)                             | 9,993   | 10,434  | 11,848  | 13,400  | 14,300  | 16,472  | 57,9            |
| ARPU (EUR) (2)                                | 3,6     | 3,7     | 4,1     | 4,6     | 5,2     | 2,9     | 26,2            |
| Prepay (3)                                    | 3,0     | 2,9     | 3,3     | 3,8     | 4,4     | 2,3     | 32,5            |
| Contract (4)                                  | 10,2    | 10,8    | 11,7    | 12,9    | 13,4    | 8,7     | 8,5             |
| Data ARPU (EUR) (3) (5)                       | 1,3     | 1,3     | 1,5     | 1,7     | 2,1     | 1,1     | 49,9            |
| % non-SMS over data revenues                  | 66,7%   | 70,3%   | 74,2%   | 75,4%   | 79,9%   | 81,5%   | 11,2 p.p.       |
| Churn (3)                                     | 2,6%    | 2,8%    | 3,1%    | 4,8%    | 2,6%    | 2,9%    | 0,0 p.p.        |
| Contract (4)                                  | 1,1%    | 1,2%    | 1,3%    | 1,2%    | 1,1%    | 1,2%    | (0,0 p.p.)      |
|   | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes)               | 9,173   | 18,435  | 27,848  | 37,475  | 10,125  | 20,340  | 10,3            |
| Data traffic (TB)                             | 9,993   | 20,427  | 32,274  | 45,675  | 14,300  | 30,772  | 50,6            |
| ARPU (EUR) (2)                                | 3,6     | 3,7     | 3,8     | 4,0     | 5,2     | 4,0     | 23,2            |
| Prepay (3)                                    | 3,0     | 3,0     | 3,1     | 3,3     | 4,4     | 3,3     | 27,5            |
| Contract (4)                                  | 10,2    | 10,5    | 10,9    | 11,4    | 13,4    | 11,0    | 9,1             |
| Data ARPU (EUR) (3) (5)                       | 1,3     | 1,3     | 1,3     | 1,4     | 2,1     | 1,6     | 45,5            |
| % non-SMS over data revenues                  | 66,7%   | 68,5%   | 70,6%   | 72,0%   | 79,9%   | 80,7%   | 12,2 p.p.       |
| Churn (3)                                     | 2,6%    | 2,7%    | 2,9%    | 3,3%    | 2,6%    | 2,7%    | 0,0 p.p.        |
| Contract (4)                                  | 1,1%    | 1,1%    | 1,2%    | 1,2%    | 1,1%    | 1,1%    | 0,0 p.p.        |

Notes:

- For comparative purposes, the quarterly data for 2014 are reported adjusting the exchange rate in Venezuela from SICAD I to SICAD II 50 VZ\$/ for the Telefónica Group, Hispanoamérica and Venezuela and Central America following the adoption of SICAD II 50 VZ\$/ in the fourth quarter of 2014.

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte = 10^12 bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Central America includes Guatemala, Panama, El Salvador, Nicaragua and Costa Rica.

(2) For comparative purposes and in order to facilitate the interpretation of the year-on-year change versus 2014 results, the variation in local currency of the ARPU in Venezuela is reported excluding the impact of the hyperinflation adjustment.

(3) Impacted by the disconnection of 1.8 million inactive accesses in Central America in the fourth quarter of 2014.

(4) Excludes M2M.

(5) Does not include hyperinflation adjustment.

## TELEFÓNICA ECUADOR

## SELECTED FINANCIAL DATA

| Unaudited figures (Euros in millions) | January - June |       |            |                 | April - June |       |            |                 |
|---------------------------------------|----------------|-------|------------|-----------------|--------------|-------|------------|-----------------|
|                                       | 2015           | 2014  | % Chg      | % Chg Local Cur | 2015         | 2014  | % Chg      | % Chg Local Cur |
| Revenues                              | 297            | 241   | 23,4       | 0,4             | 149          | 121   | 22,4       | (1,5)           |
| Mobile service revenues               | 266            | 227   | 17,5       | (4,4)           | 133          | 115   | 15,5       | (7,1)           |
| Data revenues                         | 96             | 74    | 28,7       | 4,7             | 50           | 38    | 32,7       | 6,9             |
| Handset revenues                      | 31             | 14    | n.m.       | 77,8            | 16           | 6     | n.m.       | 97,3            |
| OIBDA                                 | 97             | 87    | 11,5       | (9,3)           | 45           | 45    | 1,6        | (18,4)          |
| OIBDA margin                          | 32,7%          | 36,2% | (3,5 p.p.) |                 | 30,4%        | 36,7% | (6,2 p.p.) |                 |
| CapEx                                 | 174            | 23    | n.m.       | n.m.            | 28           | 17    | 67,9       | 29,5            |
| Spectrum                              | 135            | -     | n.m.       | n.m.            | 1            | -     | n.m.       | n.m.            |
| OpCF (OIBDA-CapEx)                    | (76)           | 65    | c.s.       | c.s.            | 17           | 28    | (38,0)     | (46,9)          |

- OIBDA is presented before management and brand fees.

## TELEFÓNICA URUGUAY

## SELECTED FINANCIAL DATA

| Unaudited figures (Euros in millions) | January - June |       |            |                 | April - June |       |            |                 |
|---------------------------------------|----------------|-------|------------|-----------------|--------------|-------|------------|-----------------|
|                                       | 2015           | 2014  | % Chg      | % Chg Local Cur | 2015         | 2014  | % Chg      | % Chg Local Cur |
| Revenues                              | 126            | 114   | 10,4       | 2,3             | 61           | 55    | 10,4       | 3,1             |
| Mobile service revenues               | 118            | 108   | 9,8        | 1,7             | 57           | 52    | 9,8        | 2,5             |
| Data revenues                         | 51             | 43    | 21,0       | 12,1            | 26           | 21    | 22,6       | 14,3            |
| Handset revenues                      | 8              | 7     | 20,6       | 11,7            | 4            | 3     | 20,1       | 12,1            |
| OIBDA                                 | 44             | 44    | 0,7        | (6,5)           | 20           | 20    | (2,1)      | (8,4)           |
| OIBDA margin                          | 35,0%          | 38,4% | (3,4 p.p.) |                 | 32,7%        | 36,8% | (4,2 p.p.) |                 |
| CapEx                                 | 14             | 15    | (9,8)      | (16,5)          | 6            | 11    | (45,9)     | (48,5)          |
| Spectrum                              | -              | -     | -          | -               | -            | -     | -          | -               |
| OpCF (OIBDA-CapEx)                    | 30             | 28    | 6,5        | (1,0)           | 14           | 10    | 46,4       | 34,9            |

- OIBDA is presented before management and brand fees.

**TELEFÓNICA ECUADOR**  
ACCESES

|                                      | 2014           |                |                |                | 2015           |                |               |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|
|                                      | March          | June           | September      | December       | March          | June           | % Chg         |
| <i>Unaudited figures (Thousands)</i> |                |                |                |                |                |                |               |
| Mobile accesses                      | 5.174,5        | 5.155,4        | 4.995,9        | 5.002,5        | 4.675,3        | 4.545,3        | (11,8)        |
| Prepay                               | 4.165,4        | 4.111,9        | 3.915,1        | 3.897,8        | 3.545,6        | 3.380,8        | (17,8)        |
| Contract                             | 1.009,1        | 1.043,5        | 1.080,9        | 1.104,7        | 1.129,7        | 1.164,6        | 11,6          |
| M2M                                  | 116,4          | 124,2          | 136,9          | 154,2          | 173,3          | 182,7          | 47,1          |
| Fixed Wireless                       | 49,5           | 49,5           | 51,3           | 53,1           | 48,1           | 43,8           | (11,6)        |
| <b>Total Accesses</b>                | <b>5.224,0</b> | <b>5.204,9</b> | <b>5.047,3</b> | <b>5.055,6</b> | <b>4.723,4</b> | <b>4.589,1</b> | <b>(11,8)</b> |

**SELECTED OPERATIONAL MOBILE BUSINESS DATA**

|                                 | 2014    |         |         |         | 2015    |         |                 |
|---------------------------------|---------|---------|---------|---------|---------|---------|-----------------|
|                                 | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      | % Chg Local Cur |
| <i>Unaudited figures</i>        |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes) | 1.175   | 1.203   | 1.212   | 1.201   | 1.172   | 1.253   | 4,2             |
| Data traffic (TB)               | 1.142   | 1.223   | 1.315   | 1.485   | 1.786   | 2.213   | 80,9            |
| ARPU (EUR)                      | 6,8     | 7,0     | 7,3     | 7,8     | 8,3     | 8,9     | 1,5             |
| Prepay                          | 4,0     | 3,9     | 4,1     | 4,4     | 4,6     | 4,8     | 0,8             |
| Contract (1)                    | 21,1    | 22,1    | 21,8    | 22,3    | 24,5    | 24,6    | (10,9)          |
| Data ARPU (EUR)                 | 2,3     | 2,4     | 2,4     | 2,6     | 3,0     | 3,6     | 22,7            |
| % non-SMS over data revenues    | 76,8%   | 78,6%   | 78,5%   | 80,6%   | 82,5%   | 85,1%   | 6,5 p.p.        |
| Churn                           | 2,5%    | 2,8%    | 3,7%    | 3,2%    | 5,7%    | 4,6%    | 1,8 p.p.        |
| Contract (1)                    | 1,3%    | 1,3%    | 1,3%    | 1,7%    | 1,6%    | 1,5%    | 0,3 p.p.        |
|                                 | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes) | 1.175   | 2.378   | 3.589   | 4.790   | 1.172   | 2.426   | 2,0             |
| Data traffic (TB)               | 1.142   | 2.366   | 3.680   | 5.165   | 1.786   | 3.999   | 69,0            |
| ARPU (EUR)                      | 6,8     | 6,9     | 7,0     | 7,2     | 8,3     | 8,6     | 0,7             |
| Prepay                          | 4,0     | 3,9     | 4,0     | 4,1     | 4,6     | 4,7     | (2,2)           |
| Contract (1)                    | 21,1    | 21,7    | 21,7    | 21,9    | 24,5    | 24,6    | (7,9)           |
| Data ARPU (EUR)                 | 2,3     | 2,3     | 2,3     | 2,4     | 3,0     | 3,3     | 14,6            |
| % non-SMS over data revenues    | 76,8%   | 77,7%   | 78,0%   | 78,6%   | 82,5%   | 83,9%   | 6,1 p.p.        |
| Churn                           | 2,5%    | 2,6%    | 3,0%    | 3,0%    | 5,7%    | 5,2%    | 2,5 p.p.        |
| Contract (1)                    | 1,3%    | 1,3%    | 1,3%    | 1,4%    | 1,6%    | 1,6%    | 0,3 p.p.        |

Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte =  $10^{12}$  bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.

**TELEFÓNICA URUGUAY**

|                                      | 2014           |                |                |                | 2015           |                |              |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
|                                      | March          | June           | September      | December       | March          | June           | % Chg        |
| <i>Unaudited figures (Thousands)</i> |                |                |                |                |                |                |              |
| Mobile accesses                      | 1.845,7        | 1.854,4        | 1.871,6        | 1.883,8        | 1.912,5        | 1.844,1        | (0,6)        |
| Prepay                               | 1.245,8        | 1.243,2        | 1.259,6        | 1.276,9        | 1.305,3        | 1.228,4        | (1,2)        |
| Contract                             | 599,9          | 611,2          | 612,0          | 606,9          | 607,1          | 615,7          | 0,7          |
| M2M                                  | 35,5           | 36,6           | 37,0           | 40,6           | 43,7           | 47,8           | 30,7         |
| <b>Total Accesses</b>                | <b>1.845,7</b> | <b>1.854,4</b> | <b>1.871,6</b> | <b>1.883,8</b> | <b>1.912,5</b> | <b>1.844,1</b> | <b>(0,6)</b> |

**SELECTED OPERATIONAL MOBILE BUSINESS DATA**

|                                 | 2014    |         |         |         | 2015    |         |                 |
|---------------------------------|---------|---------|---------|---------|---------|---------|-----------------|
|                                 | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      | % Chg Local Cur |
| <i>Unaudited figures</i>        |         |         |         |         |         |         |                 |
| Voice Traffic (Million minutes) | 850     | 845     | 862     | 864     | 840     | 783     | (7,3)           |
| Data traffic (TB)               | 1.045   | 1.118   | 1.318   | 1.499   | 1.704   | 1.937   | 73,3            |
| ARPU (EUR)                      | 9,5     | 9,1     | 9,2     | 9,8     | 10,0    | 9,8     | 0,5             |
| Prepay                          | 4,6     | 4,3     | 4,2     | 4,6     | 4,5     | 4,6     | (0,1)           |
| Contract (1)                    | 20,8    | 20,1    | 20,6    | 21,8    | 23,2    | 22,2    | 3,2             |
| Data ARPU (EUR)                 | 3,9     | 3,8     | 3,9     | 4,2     | 4,5     | 4,5     | 12,4            |
| % non-SMS over data revenues    | 51,5%   | 54,0%   | 56,7%   | 60,8%   | 67,3%   | 67,5%   | 13,4 p.p.       |
| Churn                           | 1,9%    | 1,6%    | 1,4%    | 1,5%    | 1,4%    | 3,0%    | 1,4 p.p.        |
| Contract (1)                    | 0,6%    | 0,6%    | 0,7%    | 0,9%    | 0,7%    | 0,7%    | 0,1 p.p.        |
|                                 | Jan-Mar | Jan-Jun | Jan-Sep | Jan-Dec | Jan-Mar | Jan-Jun | % Chg Local Cur |
| Voice Traffic (Million minutes) | 850     | 1.695   | 2.557   | 3.421   | 840     | 1.623   | (4,3)           |
| Data traffic (TB)               | 1.045   | 2.163   | 3.482   | 4.981   | 1.704   | 3.641   | 68,3            |
| ARPU (EUR)                      | 9,5     | 9,3     | 9,2     | 9,4     | 10,0    | 9,9     | (1,2)           |
| Prepay                          | 4,6     | 4,4     | 4,4     | 4,4     | 4,5     | 4,6     | (4,8)           |
| Contract (1)                    | 20,8    | 20,4    | 20,5    | 20,8    | 23,2    | 22,7    | 2,9             |
| Data ARPU (EUR)                 | 3,9     | 3,8     | 3,9     | 4,0     | 4,5     | 4,5     | 9,5             |
| % non-SMS over data revenues    | 51,5%   | 52,7%   | 54,0%   | 55,7%   | 67,3%   | 67,4%   | 14,6 p.p.       |
| Churn                           | 1,9%    | 1,7%    | 1,6%    | 1,6%    | 1,4%    | 2,2%    | 0,4 p.p.        |
| Contract (1)                    | 0,6%    | 0,6%    | 0,7%    | 0,7%    | 0,7%    | 0,7%    | 0,1 p.p.        |

Notes:

- ARPU: monthly average revenue divided by the monthly average accesses of the period.

- Voice traffic is defined as minutes used by the company customers, both outbound and inbound. On-net traffic is only included once (outbound), and promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is excluded. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company customers, both upload and download (1TByte =  $10^{12}$  bytes). Promotional traffic is included. Traffic not associated to the Company's mobile customers (roaming-in, MVNOs, interconnection of third parties and other business lines) is also included. Traffic volume non rounded.

(1) Excludes M2M.