Telefónica

Corporate Profile

2025

Data as of FY24

Telefónica in numbers, mission and values

Making our world more human by connecting people's lives

10
operations
in 10 countries*

390 Mn
customers

100,870
employees

Open

Bold

Trusted

(*) Includes Colombia. The sale of the stake in Colombia Telecomunicaciones is pending the corresponding authorisations.

Telefónica 1924-2024: 100 years of history

1924
Telefónica (CTNE) is founded in Madrid, Spain

1987
Listing in the NYSE

1989
1990
Enters in Chile (CTC) and Argentina (TASA)

1994
Telefónica enters Perú

1998
Telefónica wins the tender for Telesp in Brazil

1999
Telefónica becomes a fully public company

2003
JV with PT in Brazil: Vivo

2004
Acquisition of Bellsouth LatAm assets

2005
Acquisition of Cesky Telecom

2006
Acquisition of O2 (UK, Germany and Ireland)
Controlling stake in Colombia Telecom

2010
Acquisition of controlling stake in Vivo

2014
Disposal of Telefónica Czech and Ireland
Acquisition E-Plus in Germany

2015
Acquisition of DTS (Canal +) in Spain and GVT in Brazil

2016
Creation of Telxius

2017
TEF reaches a stake of 69,2% at Telefónica Deutschland after an agreement with KPN

2018
Pontegadea enters Telxius

2019
Announcement of assets' sale in Central America (closing in 2021 y 2022)

2020
Telefónica Brazil launches together with TIM and Claro, a bid to acquire Oi's mobile business
Creation of JV with Allianz for fibre rollout in Germany

2021
Sale of Telxius' towers to American Towers
Telefónica and Liberty Global Join forces and create the leading fixed-mobile provider in the UK
Creation of fibre vehicles in Brazil, Chile and Colombia

2022
Green light to the sale of Oi's mobile assets to Telefónica and its partners
Creation of fibre vehicles in Spain and UK

2023
Presentation of LaCabina, the technology inspiration center in Distrito Telefónica
Telefónica launches an IPO and increases its stake in Telefónica Deutschland up to nearly 100%

2024
Telefónica announces an agreement to sale its stake in Colombia
Telefónica celebrates its Centenary

A leader in telco infrastructures

#1 global leader in UBB deployment*

Pioneers in Telco Cloud

Open Broadband *Multi Edge Computing* *Network Slicing* *Open RAN* ***Virtualización & Softwarización***

UBB Coverage

181 Mn UBB premises passed
85 Mn FTTH premises passed

ANJ

- High capacity and energy efficiency networks
- Flexible network architecture
- High level of automation: Artificial Intelligence and Machine Learning

Autonomous Network Journey

2024 (Spain)
Leading copper network shutdown

5G Coverage

91% population

61% population

97% population

75% population

74% 5G coverage
in main markets
(+12 p.p.)

Greener technology

FTTH
85% more energy efficient than copper

5G
90% more energy efficient than 4G per traffic unit

Telefónica has reduced 8% energy consumption since 2015, in spite of a traffic increase of 9 times in the same period.

Telefónica

** Excluding China. Source: Analysys Mason*

ESG, at the heart of the company's strategy

Environmental

- ✓ Net Zero across value chain by 2040
- ✓ 100% renewable energy by 2030
- ✓ Zero waste by 2030
- ✓ 52% reduction in total carbon emissions over last 9 years
- ✓ 57% of our B2B solutions verified as Eco Smart

CDP Climate A-List for 11th consecutive years

Social

- ✓ NPS: 33 (+14 p.p. vs. 2017)
- ✓ 92% 4G coverage globally
- ✓ >84% of rural mobile broadband coverage in main markets[1]
- ✓ ~ €100bn of socio economic contribution aligned with SDGs
- ✓ 34% women executives
- ✓ eNPS: 75 (+17 p.p. vs 2019)
- ✓ Ranked in Forbes World Top Companies for women 2024

#1 in digital inclusion

Governance

- ✓ Balanced Board of Directors: 40% women; 53,3% independent.
- ✓ ~ 40% of financing related to ESG indicators by 2026[2]
- ✓ Zero tolerance of corruption
- ✓ >90k employees trained in Code of Ethics and Human Rights
- ✓ >20k supplier audits

#1 in digital rights

[1] *Rural coverage (4G/LTE) FY24: Brazil 84%, Germany 99%, Spain 95% and UK 99,6%.*
[2] *Financing linked to sustainability criteria Includes balance sheet debt, hybrids and undrawn committed credit lines based on ICMA sustainability bond principles, LMA Sustainability Linked Loan Principles and other ESG criteria. Not necessarily linked to EU Taxonomy aligned activities.*

Telefónica

Leadership and strength

Data as of FY24

Strength and delivery

REVENUE

+1.6%

41,315 Mn€

EBITDA*

+1.2%

13,276 Mn€

FCF

+14.1%

2,634 Mn€

DIVIDEND

0.30

€ per share

Widely covered

(*) Adjusted: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

TELEFÓNICA ESPAÑA

Leadership and sustainable growth

REVENUE

+1.1%

EBITDA*

+0.7%

EBITDAaL- CAPEX MARGIN

~20%

RECORD CHURN

0.9%

DIFFERENTIAL ARPU

91.2€

CUSTOMERS

42Mn

PREMISES PASSED WITH FIBRE

31Mn

THE MOST COMPELLING OFFER

BEST TECHNOLOGICAL PARTNER

B2B DIGITALISATION

Telefónica Empresas

(*) Adjusted: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

Differential assets, solid growth and leadership in value

REVENUE*	EBITDA*	EBITDAaL-CAPEX MARGIN	VALUE ACCESSES
7.2%	7.2%	17.3%	+13% FTTH +8% Mobile Contract

CUSTOMERS	PREMISES PASSED WITH FTTH	DIFFERENTIAL ASSET	MARKET SHARE
116Mn	29.1Mn	vivo	#1 FTTH and Mobile Contract

(*) Growth in local currency / Adjusted EBITDA: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

Commercial strength and higher profitability

SERVICE REVENUE

-0.5%

EBITDA*

+4.3%

EBITDAaL-CAPEX

+7.5%

STABLE CHURN

+1%

Mobile Contract

CUSTOMERS

49.6Mn

MOBILE NETWORK

Very Good

connect

BRAND VALUE

O2

WHOLESALE CONTRACTS

Lyca Mobile

LEBARA

freenet

(*) Adjusted: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

Transforming the network, capturing synergies

REVENUE	EBITDA*	SYNERGIES	ARPU GROWTH
+0.6%	-1.6%	£540 Mn ~18 months ahead of target	+2% Fixed Business

CUSTOMERS	PREMISES PASSED WITH FIBRE	BRAND VALUE	SHAREHOLDER REMUNERATION
58Mn	6.4Mn	Virgin media O2	£850 Mn

(*) Adjusted: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

Towards a more rational industry

REVENUE	EBITDA*	CapEx/REVENUE	EBITDA MARGIN*
+7.8%	+3.4%	9.7%	19.4%

CUSTOMERS	PREMISES PASSED WITH FIBRE	STRATEGY EXECUTION	INVESTED CAPITAL
109 Mn	23.1Mn	Sale of Telefónica Argentina Sale agreement in Colombia Ordinary Insolvency Procedure in Telefónica del Perú	- 44% vs. Dec. 2019

(*) Adjusted: excludes restructuring costs, significant capital gain/loses from the sale of companies, goodwill impairment charges and material non-ordinary impacts.

Double-digit sustained growth

Next-generation IT solutions provider, B2B growth engine

2,065 Mn€ | **+10% y-o-y**

- ✓ Revenue x3 since 2020
- ✓ Good revenue mix: by geographies and services with a focus on consulting and professional and managed services, and own platforms
- ✓ Strong commercial performance with Bookings and qualified commercial Funnel growing by double-digit

Diverse & highly qualified team

- ✓ 7k professionals from >60 nacionalities
- ✓ ~80 % de workforce working in Europe
- ✓ 6k certifications in third party technologies

Wide operative capacities

- ✓ 2 DOC (Digital Operations Center)
- ✓ SOCs Network (Security Operations Centres) in multiple geographies
- ✓ Kite platform (IoT managed connectivity)
- ✓ The ThinX (IoT Open Lab)

Sustainable portfolio

- ✓ Supporting customers in their digital transformación Journey
- ✓ Wide partners ecosystem
- ✓ 64% of portfolio ECOSMART

Industry Analysts recognition

- Gartner Magic Quadrant — 11x leader in IoT connectivity
- GlobalData. — #1 global Telco in Digital Capacities
- IDC — "Major Player" Global Provider in communications, infrastructure and digital services.
- GlobalData. — "Very Strong" in Hybrid Cloud and Managed Security Services
- IDC — European leader in Managed Security Services

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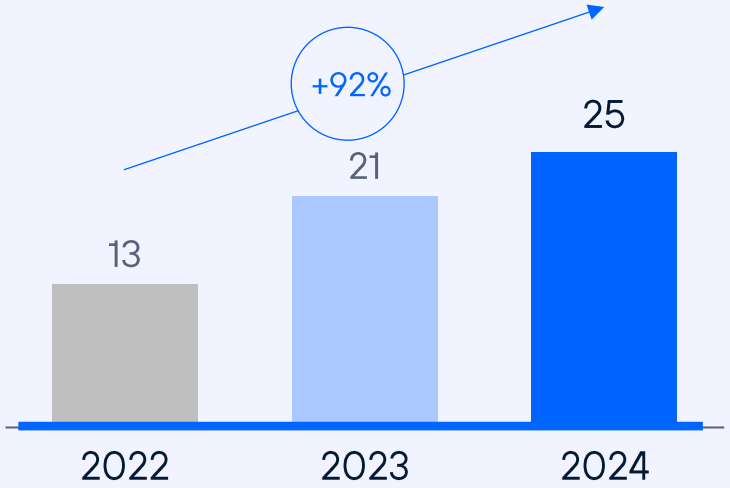
***This document is classified as PUBLIC by TELEFÓNICA.

A global connectivity platform

FTTH Deployment

Premises passed (Mn)



Bluevía · UNSERE GRÜNE GLASFASER · nexfibre · FIBRASIL

TELXIUS

International fibre connectivity

> 100,000 km

48% EBITDA margin

NabiaX Hosting the future

Unlocking value, sale of 20% stake at >40x EBITDA

* Includes the deployment of fibre vehicles in Hispam

New technologies, new colaborative solutions

IA, EC, IoT, Quantum, RX, web3...

IA aplicada & ML

IoT & Edge Computing

Quantum-safe networks

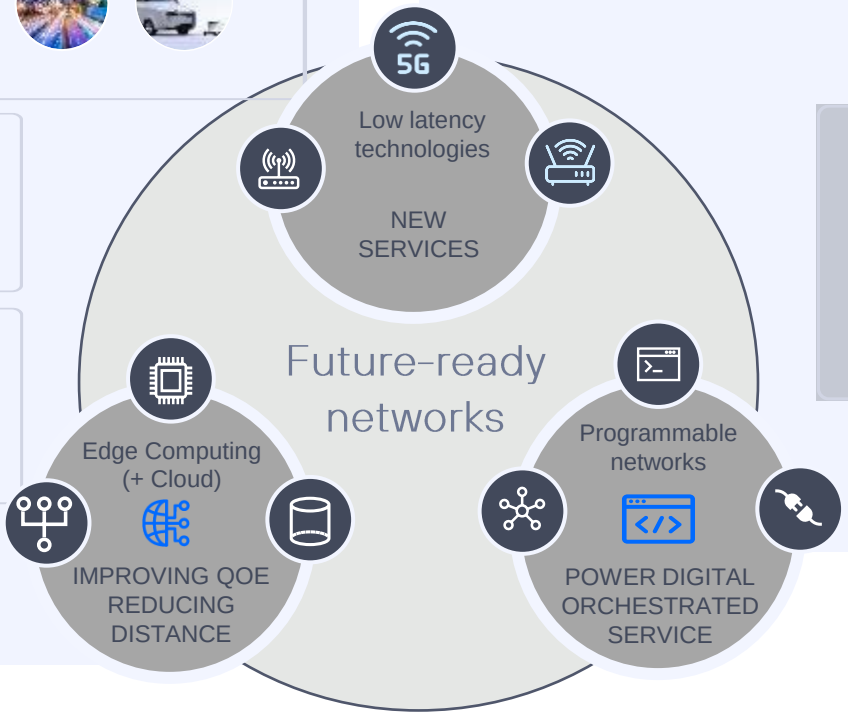
Metaverso & XR

Trust arch, ID Digital & Web3

Open Gateway

GSMA CAMARA tmforum

A GSMA-led multi-telco initiative to open up network capabilities through global, standardised APIs. Developers can create applications compatible with all telco networks and companies have new opportunities to accelerate and transform their business. Now commercially available in Brazil, Spain and Germany.



Telefónica Open Gateway Partner Program
to boost business through APIs

Telefónica Open Gateway Developer Hub,
a lab to test APIs.

Open innovation model

647 Mn€
I+D investment

566
Technological industrial property rights assets

Top 60
EU companies in R+D* investment

* Industrial R&D Investment Scoreboard 2024

Open Innovation

Telefónica's Corporate Venture and its open innovation platform

- ✓ +1,100 investment startups, 530 active
- ✓ 195 startups working of Telefónica
- ✓ 245 Mn€ invested
- ✓ 1 Bn€ business generated for Telefónica
- ✓ Presence in 9 countries
- ✓ 15 funds invested as limited partner
- ✓ +140 partners

wayra Telefónica

Core Innovation

- Core Innovation
- Network and Systems Innovation
- Innovation in new products and commercial offerings

Telefónica

Fundación Telefónica

Data as of FY24

FUNDACIÓN TELEFÓNICA

Mission: Making a more human world by promoting inclusive digital development

Education & Employability

We provide guidance, advice and training in digital skills to reduce digital divide and improve employability

TO CHILDREN AND TEENAGERS

ProFuturo

Responsible Use of Technology

3,500 schools

TO YOUNG PEOPLE AND ADULTS

Campus 42

3,631 students

Conecta Empleo

354k trained people

NCN

Social calling & Volunteering

We promote social and digital integration of the groups that need it most and we channel the solidarity of Telefónica employees

TO SENIORS

Reconectados

39k beneficiaries

VOLUNTEERS

54k volunteers

1.8 Mn beneficiaries

Art, Culture & Knowledge

We promote art, culture and thought in order to understand the challenges and opportunities of the digital age

TO SOCIETY

Espacio Fundación Telefónica

Telefónica Collection

TELOS

286k visitors

47k attendees to events

Fundación Telefónica

Presence in 33 countries

+ 100 aliances

Beneficiaries 16Mn

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