

Corporate Profile

Telefónica in numbers, mission and values

*Making our world more human by **connecting** people's lives*



Open

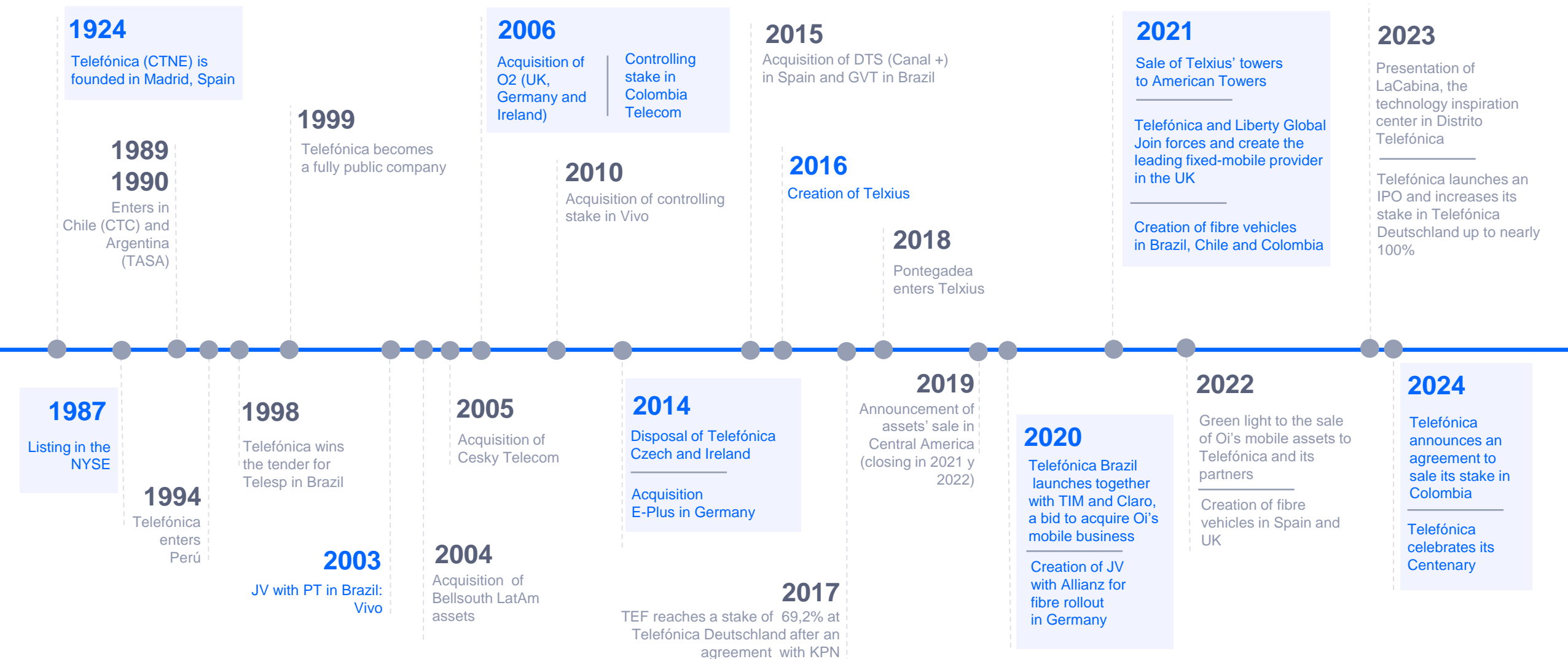


Bold



Trusted

Telefónica 1924-2024: 100 years of history



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**

170 Mn UBB premises passed
78 Mn FTTH premises passed



- 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.

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 markets¹
- ✓ ~ €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 2026²
- ✓ Zero tolerance of corruption
- ✓ >90k employees trained in Code of Ethics and Human Rights
- ✓ >20k supplier audits



#1 in digital rights

Leadership and strength



Strength and delivery

REVENUE

37,895

Mn€

EBITDA*

12,813

Mn€

FCF

2,858

Mn€

DIVIDEND

0.30
€ per share

Widely covered

(*) Adjusted.



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



(*) 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*

7.2%

EBITDA*

7.2%

EBITDAaL-CAPEX MARGIN

17.3%

VALUE ACCESSES

+13% +8%

FTTH

Mobile
Contract

CUSTOMERS

116Mn

PREMISES PASSED WITH FTTH

29.1 Mn

DIFFERENTIAL ASSET

vivo 

MARKET SHARE

#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

+0.6%

EBITDA*

-1.6%

SYNERGIES

£540 Mn

~18 months ahead of target

ARPU GROWTH

+2%

Fixed Business

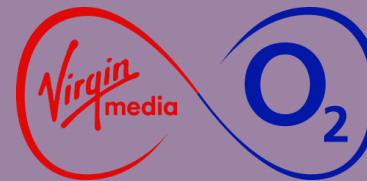
CUSTOMERS

58Mn

PREMISES PASSED WITH FIBRE

6.4Mn

BRAND VALUE



SHAREHOLDER REMUNERATION

£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

5,405

EBITDA*

346

CapEx/REVENUE

11%

EBITDA MARGIN*

22%

CUSTOMERS

73.4 Mn**

PREMISES PASSED WITH FIBRE

23.1 Mn**

STRATEGY EXECUTION

Sale of Telefónica Argentina
—
Sale of Telefónica del Perú
—
Sale agreement in Colombia
—
Sale agreement in Uruguay

INVESTED CAPITAL

- 49%

vs. Dec. 2019

(*) Adjusted.
(**) Data as of 31/03/25

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 nationalities
- ✓ ~80 % de workforce working in Europe
- ✓ 6k certifications in third party technologies

Wide operative capacities

- ✓ 2 DOC (Digital Operations Center)
- ✓ SOC 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



11x leader
in IoT connectivity



#1 global Telco
in Digital Capacities



"Major Player" Global Provider
in communications,
infrastructure and digital
services.



"Very Strong"
in Hybrid Cloud and
Managed Security
Services

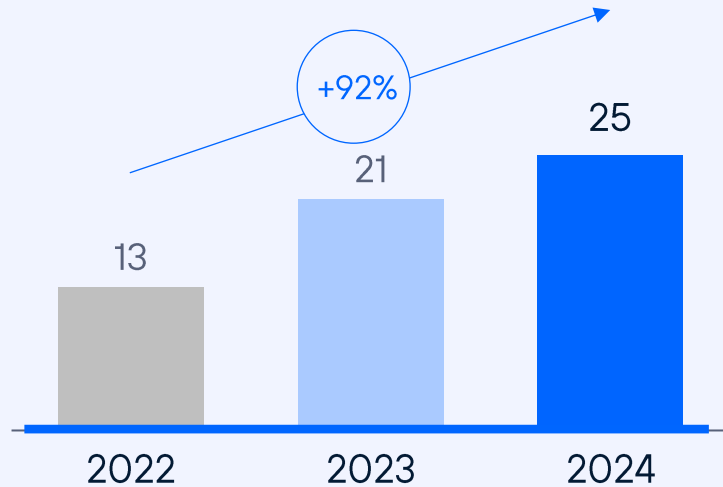


European leader in
Managed Security
Services

A global connectivity platform

FTTH Deployment

Premises passed (Mn)



Bluevíá

nexfibre

UG
UNSERE GRÜNE
GLASFASER

FIBRASIL

* Includes the deployment of fibre vehicles in Hispam

TELXIUS

International fibre connectivity

> 100,000 km

48% EBITDA margin

Nabiax
Hosting the future

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

New technologies, new collaborative solutions

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

Open Gateway



IA aplicada & ML



IoT & Edge Computing



Quantum-safe networks



Metaverso & XR



Trust arch,
ID Digital & Web3

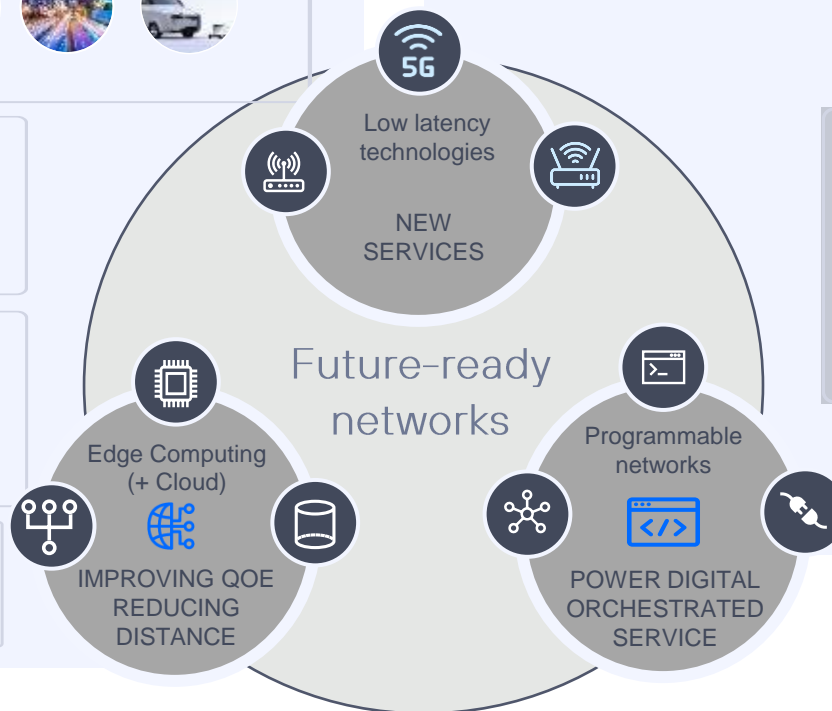


GSMA™

CAMARA
THE TELCO GLOBAL API ALLIANCE

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

Open Innovation

Telefónica's
Corporate Venture
and its open
innovation platform

Core Innovation

- ✓ +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



Core Innovation



Network and Systems Innovation



Innovation in new products and commercial offerings

* Industrial R&D Investment Scoreboard 2024



Fundación Telefónica

Data as of FY24

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
Conecta Empleo
NCN

3,631 students

354k trained
people



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

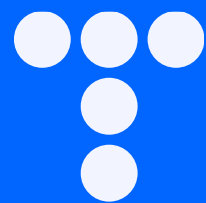
TELOS

286k visitors



47k
attendees
to events





Telefónica