



JANUARY - JUNE 2016 RESULTS

## Disclaimer

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## DISCLAIMER

The financial information related to the first half of 2016 contained in this document has been prepared under International Financial Reporting Standards (IFRS), as adopted by the European Union. This information is unaudited.

Since the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer be reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with IFRS. For comparative purposes, Telefónica Group financial statements for 2015 and the three-month period ended March 31, 2016 are reported using these same criteria.

The January-December 2015 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at SIMADI (as of 31 December, this rate was set at 199 Venezuelan bolivars fuertes per dollar). The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

New information has been included since the first quarter 2016 and is also given for comparative purposes from January 2015. Please note that T. Venezuela and T. Central America are now presented separately for both financials and KPIs.

- At Group level:
  - i) Consolidated statement of cash flow, in conformity with International Financial Reporting Standards (included in addenda)
  - ii) Revenues split: Voice & access, FBB connectivity, Services over Connectivity and Others
  - iii) Fibre and VDSL accesses
- At business unit level:
  - i) Revenues split: Fixed and mobile revenues (T. Hispanoamérica); Pay TV revenues (T. Brasil, T. Hispanoamérica, T. Chile, T. Perú and T. Colombia). For comparative purposes, FBB and TV revenues in 2015 have been restated
  - ii) Accesses: Fibre and VDSL accesses (T. Hispanoamérica and T. Chile); VDSL (T. Deutschland and T. Perú)
  - iii) Operational data: Fixed voice & data traffic (T. España, T. Deutschland, T. Brasil, T. Argentina, T. Chile, T. Perú and T. Colombia), Fixed telephony and fixed broadband ARPUs (T. Brasil, T. Argentina, T. Chile and T. Perú and T. Colombia), and Pay TV ARPU (T. Brasil, T. Chile, T. Perú and T. Colombia)
- In T. España:
  - i) Revenue split in accordance with customer segmentation and the high level of convergence in the Consumer segment. The following are now included: Handset sales (mobile), Consumer (Fusión and non-Fusión), Business (Communications and IT) and Other
  - ii) Accesses: Total Consumer accesses (Fusión + non-Fusión)
  - iii) Consumer Fusión KPIs: Customers, ARPUs and churn
- Furthermore, mobile voice traffic is now classified as minutes per access on the Company's network and promotional traffic is included. For comparative purposes, the 2015 reported data has been adjusted as per these criteria.
- Other fixed revenue, including equipment, are now classified under FBB revenues. For comparative purposes, the 2015 reported data has been adjusted as per these criteria.

Also, the table "Reconciliations of Cash Flow and OIBDA minus CapEx from continuing operations" has been simplified, excluding net cash received from sale of Real Estate, net payment for financial investment and net payment for operations with minority shareholders and treasury stock. On the other hand, payments related to cancellation of commitments and operations with minority shareholders have been included to provide free cash flow figures.

The following Addenda are included: i) the Consolidated Statement of Cash Flow, in conformity with International Financial Reporting Standards, and ii) the detailed Income Statement for Telefónica España, including DTS in the consolidation perimeter from January 2015.

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TELEFÓNICA  
SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	Jan-Jun	% Chg		Apr-Jun	% Chg	
	2016	Reported	Organic	2016	Reported	Organic
Revenues	25,235	(7.1)	1.3	12,723	(7.7)	(0.2)
Telefónica España (1)	6,328	5.4	0.0	3,202	2.5	(0.1)
Telefónica Deutschland	3,691	(4.1)	(4.1)	1,834	(5.9)	(5.9)
Telefónica UK	3,464	(8.9)	(3.2)	1,712	(12.3)	(4.4)
Telefónica Brasil (2)	5,087	(11.3)	0.8	2,656	(9.8)	0.9
Telefónica Hispanoamerica	6,015	(15.7)	7.5	2,961	(14.6)	3.6
Other companies & eliminations	650	3.7		359	1.5	
OIBDA	7,756	(6.4)	3.1	3,918	(7.1)	0.8
Telefónica España (1)	2,583	(0.1)	1.5	1,317	0.9	1.1
Telefónica Deutschland	850	(2.2)	1.7	458	(0.7)	1.8
Telefónica UK	918	(5.4)	0.6	456	(11.8)	(4.0)
Telefónica Brasil (2)	1,647	(6.4)	7.0	842	(8.4)	5.8
Telefónica Hispanoamerica	1,701	(20.9)	(1.2)	836	(18.5)	(3.4)
Other companies & eliminations	57	c.s.		10	c.s.	
OIBDA margin	30.7%	0.2 p.p.	0.5 p.p.	30.8%	0.2 p.p.	0.3 p.p.
Telefónica España (1)	40.8%	(2.3 p.p.)	0.6 p.p.	41.1%	(0.6 p.p.)	0.5 p.p.
Telefónica Deutschland	23.0%	0.5 p.p.	1.4 p.p.	25.0%	1.3 p.p.	1.9 p.p.
Telefónica UK	26.5%	1.0 p.p.	1.0 p.p.	26.6%	0.2 p.p.	0.1 p.p.
Telefónica Brasil (2)	32.4%	1.7 p.p.	1.9 p.p.	31.7%	0.5 p.p.	1.5 p.p.
Telefónica Hispanoamerica	28.3%	(1.9 p.p.)	(2.5 p.p.)	28.2%	(1.3 p.p.)	(2.0 p.p.)
Operating Income (OI)	3,083	(10.9)	4.6	1,567	(12.0)	(1.5)
Net income	1,241	(42.1)		693	(54.5)	
Basic earnings per share (euros)	0.23	(45.2)		0.13	(55.6)	
CapEx	3,654	(33.7)	2.9	1,959	(45.8)	0.2
Telefónica España (1)	889	0.0	4.1	463	(2.8)	1.2
Telefónica Deutschland	433	(73.9)	(7.1)	213	(85.2)	(12.5)
Telefónica UK	415	0.0	6.3	223	10.1	19.9
Telefónica Brasil (2)	792	(17.5)	(12.4)	445	(21.4)	(12.2)
Telefónica Hispanoamerica	1,015	(31.1)	20.3	556	(34.7)	12.4
Other companies & eliminations	109	(3.5)		59	(27.6)	
Spectrum	10	(99.4)	n.m.	8	(99.4)	n.m.
Telefónica España (1)	7	(85.7)	n.m.	7	(74.0)	n.m.
Telefónica Deutschland	3	(99.8)	n.m.	1	(99.9)	n.m.
Telefónica UK	-	-	-	-	-	-
Telefónica Brasil (2)	-	-	-	-	-	-
Telefónica Hispanoamerica	-	-	-	-	-	-
OpCF (OIBDA-CapEx)	4,102	47.6	3.3	1,959	n.m.	1.4
Telefónica España (1)	1,694	(0.2)	0.2	854	3.0	1.0
Telefónica Deutschland	417	c.s.	11.7	245	c.s.	17.3
Telefónica UK	502	(9.5)	(3.7)	233	(26.0)	(19.4)
Telefónica Brasil (2)	855	7.1	33.6	398	12.6	35.3
Telefónica Hispanoamerica	686	1.1	(24.8)	280	61.9	(30.0)
Other companies & eliminations	(52)	(67.6)		(50)	(45.4)	

Notes:

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- 2015 and 2016 reported figures include hyperinflationary adjustments in Venezuela in both years.

- **Organic criteria:** Assumes constant exchange rates as of 2015 (average FX in 2015), excludes the impact from hyperinflation in Venezuela in both years and considers constant perimeter of consolidation. In OIBDA and OI terms, excludes write-downs, capital gains/losses from the sale of companies, tower sales, material non-recurring impacts and restructuring costs. CapEx also excludes investment in spectrum.

- OIBDA and OI are presented before brand fees and management fees.

- OIBDA margin calculated as OIBDA over revenues.

(1) DTS has been consolidated since 1 May 2015.

(2) GVT has been consolidated since 1 May 2015.

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## TELEFÓNICA

### ACCESSES

Unaudited figures (thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	337,505.0	348,093.8	346,226.8	341,475.6	341,262.7	341,922.3		
Fixed telephony accesses (1)	36,451.9	40,400.0	40,218.1	39,734.9	39,606.5	39,262.1		
Internet and data accesses	18,215.6	21,249.6	21,430.9	21,365.3	21,507.7	21,641.4		
Broadband	17,724.6	20,775.2	20,966.8	20,971.3	21,097.2	21,195.9		
Fibre and VDSL	2,878.7	6,386.4	6,935.1	7,393.1	7,915.1	8,362.0		
Mobile accesses	277,371.0	278,414.0	276,423.5	272,103.9	271,783.2	272,596.8		
Prepay	177,579.8	177,429.1	173,699.9	167,845.1	166,005.2	165,619.6		
Contract	99,791.2	100,984.8	102,723.5	104,258.8	105,778.0	106,977.2		
M2M	10,230.1	10,681.6	11,050.1	11,526.3	12,583.9	12,988.2		
Pay TV	5,466.5	8,030.3	8,154.3	8,271.6	8,365.4	8,422.0		
Wholesale Accesses	6,475.7	6,401.0	6,271.7	6,062.8	5,826.7	5,591.7		
Total Accesses	343,980.7	354,494.8	352,498.5	347,538.4	347,089.4	347,514.0		

#### Notes:

- GVT and DTS accesses are consolidated from 1 May 2015.

- Telefónica UK accesses are included since the first quarter of 2015 as it has been reclassified back into full consolidation.

(1) Includes fixed wireless and VoIP accesses.

## MOBILE ACCESSES

Unaudited figures (thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	64.0%	63.7%	62.8%	61.7%	61.1%	60.8%		
Contract percentage (%)	36.0%	36.3%	37.2%	38.3%	38.9%	39.2%		
Smartphones ('000)	102,215.8	110,156.4	120,003.6	126,178.9	128,326.0	130,058.4		
Prepay	49,712.4	54,510.2	59,961.6	62,823.1	64,140.1	64,957.4		
Contract	52,503.4	55,646.2	60,041.9	63,355.8	64,185.9	65,101.0		
Smartphone penetration (%)	39.2%	42.1%	46.3%	49.5%	50.6%	51.1%		
Prepay (%)	28.2%	31.0%	34.8%	37.7%	38.9%	39.5%		
Contract (%)	62.1%	65.2%	69.1%	71.9%	72.2%	72.3%		
LTE smartphones ('000)	18,965.4	24,341.5	30,209.6	37,375.0	43,870.2	50,077.3		
LTE penetration (%)	7.1%	9.1%	11.4%	15.7%	16.9%	19.3%		

#### Notes:

- GVT and DTS accesses are consolidated from 1 May 2015.

- Telefónica UK accesses are included since the first quarter of 2015 as it has been reclassified back into full consolidation.

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TELEFÓNICA  
CONSOLIDATED INCOME STATEMENT  
Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	13,362	13,789	13,903	13,862	54,916	12,511	12,723			
Internal exp. capitalized in fixed assets	205	231	233	277	946	213	214			
Operating expenses	(9,578)	(9,865)	(9,935)	(13,697)	(43,075)	(8,943)	(9,067)			
Supplies	(3,936)	(4,124)	(4,152)	(4,334)	(16,547)	(3,675)	(3,748)			
Personnel expenses	(1,762)	(1,818)	(1,814)	(4,955)	(10,349)	(1,749)	(1,687)			
Other operating expenses	(3,880)	(3,923)	(3,969)	(4,408)	(16,179)	(3,519)	(3,632)			
Other net income (expense)	23	32	(10)	225	270	49	49			
Gain (loss) on sale of fixed assets	61	31	28	159	279	6	2			
Impairment of goodwill and other assets	(1)	0	0	(105)	(106)	1	(3)			
Operating income before D&A (OIBDA)	4,071	4,218	4,219	721	13,229	3,838	3,918			
OIBDA Margin	30.5%	30.6%	30.3%	5.2%	24.1%	30.7%	30.8%			
Depreciation and amortisation	(2,393)	(2,438)	(2,401)	(2,472)	(9,704)	(2,322)	(2,351)			
Operating income (OI)	1,678	1,780	1,818	(1,751)	3,525	1,516	1,567			
Share of profit (loss) of investments accounted for by the equity method	(6)	(3)	(1)	(1)	(10)	(3)	0			
Net financial income (expense)	(654)	(492)	(777)	(687)	(2,609)	(659)	(660)			
Profit before taxes	1,018	1,286	1,040	(2,438)	906	853	907			
Corporate income tax	(420)	270	(301)	297	(155)	(298)	(251)			
Profit for the period	598	1,556	739	(2,142)	751	555	656			
Non-controlling interests	19	(31)	(29)	(95)	(135)	(7)	37			
Net Income	617	1,525	710	(2,236)	616	548	693			
Weighted average number of ordinary shares outstanding during the period (millions)	4,753	4,973	5,003	4,974	4,928	4,931	4,911			
Basic earnings per share (euros)	0.12	0.29	0.13	(0.46)	0.07	0.10	0.13			

Notes:

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- The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolívares fuertes per dollar at 30 June 2016).
- 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 2015, 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.
- 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.
- 2015 and 2016 reported figures include hyperinflationary adjustments in Venezuela.
- Telefónica Group consolidated results consolidate GVT and DTS since 1 May 2015.

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

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	13,362	13,789	13,903	13,862	54,916	12,511	12,723			
Voice & access	5,877	6,632	6,549	6,156	26,160	5,594	5,494			
Broadband Connectivity	3,532	4,231	4,344	4,369	16,932	4,236	4,451			
Services over Connectivity (SoC)	974	1,333	1,434	1,551	5,397	1,388	1,467			
Others	1,160	1,593	1,576	1,786	6,427	1,293	1,312			

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## TELEFÓNICA

## REVENUE BREAKDOWN

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
<b>T. ESPAÑA (1)</b>	<b>2,878</b>	<b>3,124</b>	<b>3,180</b>	<b>3,220</b>	<b>12,402</b>	<b>3,126</b>	<b>3,202</b>			
<b>T. DEUTSCHLAND</b>	<b>1,901</b>	<b>1,949</b>	<b>1,979</b>	<b>2,059</b>	<b>7,888</b>	<b>1,858</b>	<b>1,834</b>			
<b>T. UK</b>	<b>1,851</b>	<b>1,953</b>	<b>2,023</b>	<b>2,011</b>	<b>7,837</b>	<b>1,752</b>	<b>1,712</b>			
<b>T. BRASIL (2)</b>	<b>2,794</b>	<b>2,943</b>	<b>2,736</b>	<b>2,587</b>	<b>11,060</b>	<b>2,431</b>	<b>2,656</b>			
<b>T. HISPANOAMÉRICA (3)</b>	<b>3,665</b>	<b>3,467</b>	<b>3,634</b>	<b>3,622</b>	<b>14,387</b>	<b>3,054</b>	<b>2,961</b>			
T. ARGENTINA	935	981	1,016	983	3,915	689	709			
T. CHILE	565	590	528	536	2,220	511	524			
T. PERU	692	684	695	695	2,766	624	620			
T. COLOMBIA	398	400	352	358	1,508	323	347			
T. MEXICO	444	458	453	427	1,783	409	337			
T. VENEZUELA (3)	212	(71)	165	175	481	77	21			
T. CENTRAL AMERICA (4)	214	221	223	240	898	227	220			
T. ECUADOR	149	149	150	157	605	145	135			
T. URUGUAY	65	61	56	58	240	54	52			
Other companies and eliminations	(9)	(6)	(5)	(6)	(29)	(6)	(5)			
Other companies and eliminations	273	353	351	363	1,342	290	358			
<b>TOTAL GROUP (3)</b>	<b>13,362</b>	<b>13,789</b>	<b>13,903</b>	<b>13,862</b>	<b>54,916</b>	<b>12,511</b>	<b>12,723</b>			

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- The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

(1) Includes DTS in Telefónica España's consolidation perimeter since 1 May 2015.

(2) GVT has been consolidated since 1 May 2015.

(3) 2015 and 2016 reported figures include hyperinflationary adjustments in Venezuela.

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

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## TELEFÓNICA

## OIBDA BREAKDOWN

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
<b>T. ESPAÑA (1)</b>	<b>1,282</b>	<b>1,305</b>	<b>1,381</b>	<b>(1,631)</b>	<b>2,336</b>	<b>1,266</b>	<b>1,317</b>			
<b>T. DEUTSCHLAND</b>	<b>408</b>	<b>461</b>	<b>403</b>	<b>586</b>	<b>1,858</b>	<b>392</b>	<b>458</b>			
<b>T. UK</b>	<b>453</b>	<b>517</b>	<b>532</b>	<b>426</b>	<b>1,929</b>	<b>461</b>	<b>456</b>			
<b>T. BRASIL (2)</b>	<b>840</b>	<b>919</b>	<b>831</b>	<b>983</b>	<b>3,573</b>	<b>805</b>	<b>842</b>			
<b>T. HISPANOAMÉRICA (3)</b>	<b>1,127</b>	<b>1,025</b>	<b>1,080</b>	<b>1,124</b>	<b>4,356</b>	<b>866</b>	<b>836</b>			
T. ARGENTINA	273	266	242	224	1,006	149	165			
T. CHILE	176	203	187	194	760	176	168			
T. PERU	238	212	240	253	943	187	204			
T. COLOMBIA	150	146	121	130	547	107	108			
T. MEXICO	109	105	134	133	481	106	62			
T. VENEZUELA (3)	53	(26)	26	46	99	22	4			
T. CENTRAL AMERICA (4)	53	56	60	75	243	53	57			
T. ECUADOR	52	45	47	49	194	45	38			
T. URUGUAY	24	20	19	23	86	20	17			
Other companies and eliminations	0	(2)	4	(3)	(3)	0	12			
Other companies and eliminations	(39)	(9)	(8)	(767)	(823)	48	10			
<b>TOTAL GROUP (3)</b>	<b>4,071</b>	<b>4,218</b>	<b>4,219</b>	<b>721</b>	<b>13,229</b>	<b>3,838</b>	<b>3,918</b>			

## Notes:

- From the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with International Financial Reporting Standards (IFRS). For comparative purposes, the results of Grupo Telefónica of 2015 and the first quarter of 2016 are reported following the same criteria.

- The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

- OIBDA figures exclude management and brand fees.

(1) Includes DTS in Telefónica España's consolidation perimeter since 1 May 2015.

(2) GVT has been consolidated since 1 May 2015.

(3) 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela.

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

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## TELEFÓNICA

## CAPEX BREAKDOWN

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
<b>T. ESPAÑA (1)</b>	<b>414</b>	<b>476</b>	<b>433</b>	<b>505</b>	<b>1,827</b>	<b>427</b>	<b>463</b>			
<b>T. DEUTSCHLAND</b>	<b>221</b>	<b>1,437</b>	<b>242</b>	<b>330</b>	<b>2,230</b>	<b>220</b>	<b>213</b>			
<b>T. UK</b>	<b>212</b>	<b>203</b>	<b>236</b>	<b>231</b>	<b>883</b>	<b>192</b>	<b>223</b>			
<b>T. BRASIL (2)</b>	<b>395</b>	<b>566</b>	<b>540</b>	<b>604</b>	<b>2,105</b>	<b>348</b>	<b>445</b>			
<b>T. HISPANOAMÉRICA (3)</b>	<b>622</b>	<b>852</b>	<b>729</b>	<b>857</b>	<b>3,060</b>	<b>459</b>	<b>556</b>			
T. ARGENTINA	146	363	229	199	938	159	152			
T. CHILE	123	115	105	90	433	114	101			
T. PERU	63	118	110	200	491	55	94			
T. COLOMBIA	48	111	95	88	342	33	83			
T. MEXICO	47	63	55	101	266	42	54			
T. VENEZUELA (3)	21	1	32	85	139	9	13			
T. CENTRAL AMERICA (4)	20	46	59	52	177	32	35			
T. ECUADOR	146	28	38	30	241	12	18			
T. URUGUAY	8	6	7	12	33	3	6			
Other companies and eliminations	31	81	63	180	356	49	59			
<b>TOTAL GROUP (3)</b>	<b>1,894</b>	<b>3,616</b>	<b>2,243</b>	<b>2,708</b>	<b>10,461</b>	<b>1,695</b>	<b>1,959</b>			
Spectrum	161	1,427	(2)	(2)	1,585	2	8			

## Notes:

- From the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with International Financial Reporting Standards (IFRS). For comparative purposes, the results of Grupo Telefónica of 2015 and the first quarter of 2016 are reported following the same criteria.

- The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

(1) Includes DTS in Telefónica España's consolidation perimeter since 1 May 2015.

(2) GVT has been consolidated since 1 May 2015.

(3) 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela.

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

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TELEFÓNICA  
CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
Unaudited figures (Euros in millions)

	2015				2016			
	March	June	September	December	March	June	September	December
Non-current assets	102,416	108,859	100,399	101,614	100,178	103,853		
Intangible assets	21,884	23,718	21,378	21,149	20,563	20,789		
Goodwill	25,624	29,922	27,042	27,395	27,320	28,517		
Property, plant and equipment and Investment properties	33,856	35,798	33,567	33,910	33,688	34,727		
Investments accounted for by the equity method	787	82	90	80	68	71		
Non-current financial assets	13,550	11,319	10,424	10,405	9,778	11,078		
Deferred tax assets	6,715	8,020	7,898	8,675	8,762	8,671		
Current assets	21,276	20,261	20,875	18,715	18,974	19,153		
Inventories	1,097	1,302	1,651	1,456	1,348	1,123		
Trade and other receivables	10,982	11,502	10,986	10,226	10,533	11,172		
Current financial assets	3,901	2,151	3,827	3,053	3,094	2,608		
Tax receivables	1,296	1,436	1,331	1,341	1,177	1,341		
Cash and cash equivalents	3,971	3,863	3,063	2,615	2,813	2,884		
Non-current assets and disposal groups classified as held for sale	29	7	18	24	9	25		
<b>Total Assets = Total Equity and Liabilities</b>	<b>123,692</b>	<b>129,120</b>	<b>121,274</b>	<b>120,329</b>	<b>119,152</b>	<b>123,006</b>		
Equity	31,549	34,055	27,997	25,436	25,484	26,225		
Equity attributable to equity holders of the parent and other holders of equity instruments	22,765	22,557	18,499	15,771	15,649	16,137		
Non-controlling interests	8,784	11,498	9,498	9,665	9,835	10,088		
Non-current liabilities	60,358	59,202	57,522	60,509	62,924	64,795		
Non-current interest-bearing debt	48,753	47,799	46,703	47,117	49,580	51,243		
Non-current trade and other payables	2,330	2,488	2,444	2,388	2,156	2,122		
Deferred tax liabilities	2,561	2,556	2,532	2,550	2,512	2,498		
Non-current provisions	6,714	6,359	5,843	8,454	8,676	8,932		
Current liabilities	31,785	35,863	35,755	34,384	30,744	31,986		
Current interest-bearing debt	11,628	14,474	14,774	12,970	11,283	12,469		
Current trade and other payables	16,444	17,210	16,808	17,134	14,985	15,359		
Current tax payables	2,284	2,291	2,256	2,241	2,383	2,202		
Current provisions	1,429	1,888	1,917	2,022	2,093	1,956		
Liabilities associated with non-current assets and disposals groups held for sale	-	-	-	17	-	-		
<b>Financial Data</b>								
<b>Net Financial Debt (1)</b>	<b>45,583</b>	<b>51,179</b>	<b>49,639</b>	<b>49,840</b>	<b>50,588</b>	<b>52,568</b>		

Notes:

- From the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, according to IFRS. For comparative purposes, Telefónica Group financial statements for 2015 and the three-month period and the first quarter 2016 are reported using these same criteria.

- 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela.

- Quarterly information of 2015 using the VEF/USD exchange rate in use at the time, prepared under IFRS as adopted by the European Union.

(1) Figures in million euros. Net Financial Debt at June 2016 includes: Non-current interest-bearing debt + Non-current trade and other payables (875) + Current interest-bearing debt + Current trade and other payables (471) - Non-current financial assets (6,582) - Current financial assets - Current trade and other receivables (416) - Cash and cash equivalents.

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TELEFÓNICA  
FREE CASH FLOW AND CHANGE IN DEBT  
*Unaudited figures (Euros in millions)*

		2015				2016			
		Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
I	Cash flows from operations	3,480	7,345	11,525	16,757	3,083	6,996		
II	Net interest payment (1)	(919)	(1,423)	(1,863)	(2,445)	(887)	(1,377)		
III	Payment for income tax	120	(157)	(398)	(689)	12	(228)		
A=I+II+III	Net cash provided by operating activities	2,681	5,765	9,264	13,623	2,207	5,391		
B	Net payment for investment in fixed and intangible assets	(2,559)	(5,976)	(8,217)	(10,293)	(2,279)	(4,644)		
	Spectrum (2)	(94)	(1,307)	(1,306)	(1,309)	(3)	(13)		
C=A+B	Net free cash flow after CapEx	122	(211)	1,047	3,330	(72)	747		
D	Net Cash received from sale of Real Estate	1	2	8	36	0	1		
E	Net payment for financial investment	(140)	(797)	(697)	(1,016)	170	244		
F	Net payment for operations with minority shareholders and treasury stock (3)	(63)	371	(365)	(1,303)	(756)	(2,970)		
G=C+D+E+F	Free cash flow after dividends	(80)	(635)	(8)	1,047	(658)	(1,978)		
H	Effects of exchange rate changes on net financial debt	545	523	(794)	(564)	(566)	(227)		
I	Effects on net financial debt of changes in consolid. and others	(129)	4,934	5,339	6,364	656	977		
J	Net financial debt at beginning of period	45,087	45,087	45,087	45,087	49,840	49,840		
K=J-G+H+I	Net financial debt at end of period	45,583	51,179	49,639	49,840	50,588	52,568		

Notes:

- From the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with International Financial Reporting Standards (IFRS). For comparative purposes, the results of Grupo Telefónica of 2015 and the first quarter of 2016 are reported following the same criteria.

- The differences with the caption "Net Free Cash Flow after CapEx" included in the table presented above, are related to "Free Cash Flow" being calculated before payments related to commitments (payment of labour commitments) and after operations with minority shareholders, due to cash recirculation within the Group.

- 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela in both years.

(1) Includes cash received from dividends paid by subsidiaries that are not fully consolidated.

(2) Figures in million euros. 2016 includes the following spectrum payments: 6 in Peru, 3 in Spain, 2 in Colombia and 2 in Germany. In 2015: 976 in Germany, 204 in Argentina, 67 in Ecuador, 49 in Spain, 6 in Chile, 4 in Colombia and 1 in Nicaragua.

(3) Dividends paid by Telefónica S.A., operations with treasury stock, issuance of shares, issuance and coupons of undated deeply subordinated securities, issuance of mandatorily convertible bonds into Telefónica S.A. shares and operations with minority shareholders from subsidiaries that are consolidated through the equity method.

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## TELEFÓNICA

## RECONCILIATIONS OF CASH FLOW AND OIBDA MINUS CAPEX FROM CONTINUING OPERATIONS

*Unaudited figures (Euros in millions)*

	2015				2016			
	Jan - Mar	Jan - Jun	Jan - Sep	Jan -Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
OIBDA	4,071	8,289	12,508	13,229	3,838	7,756		
- CapEx accrued during the period	(1,894)	(5,509)	(7,753)	(10,461)	(1,695)	(3,654)		
- Payments related to cancellation of commitments	(266)	(417)	(572)	(721)	(141)	(332)		
- Net interest payment	(919)	(1,423)	(1,863)	(2,445)	(887)	(1,377)		
- Payment for tax	120	(157)	(398)	(689)	12	(228)		
- Gain (loss) on sale of fixed assets and impairment of goodwill and other assets	(59)	(91)	(119)	(173)	(6)	(6)		
- Investment in working cap. and other deferred income and expenses (1)	(930)	(903)	(756)	4,590	(1,192)	(1,412)		
= Net Free Cash Flow after CapEx	122	(211)	1,047	3,330	(72)	747		
+ Payments related to cancellation of commitments	266	417	572	721	141	332		
- Dividends paid to minority shareholders	(26)	(400)	(412)	(537)	0	(264)		
= Free Cash Flow	363	(194)	1,206	3,514	69	815		
Weighted average number of ordinary shares outstanding during the period (millions)	4,753	4,866	4,912	4,928	4,931	4,924		
= Free Cash Flow per share	0.08	(0.04)	0.25	0.71	0.01	0.17		

*Notes:*

- From the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with International Financial Reporting Standards (IFRS). For comparative purposes, the results of Grupo Telefónica of 2015 and the first quarter of 2016 are reported following the same criteria.

- The concept "Free Cash Flow" reflects the amount of cash flow available to remunerate Telefónica S.A. Shareholders, to protect solvency levels (financial debt and commitments), and to accommodate strategic flexibility.

- The differences with the caption "Net Free Cash Flow after CapEx" included in the table presented above, are related to "Free Cash Flow" being calculated before payments related to commitments (payment of labour commitments) and after operations with minority shareholders, due to cash recirculation within the Group.

- 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela in both years.

(1) In January-December 2015 includes 3,019 million euros related to the restructuring cost provision, mainly in Spain.

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TELEFÓNICA

EXCHANGE RATES APPLIED TO P&L AND CAPEX

	2015				2016			
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
USA (US Dollar/Euro)	1.126	1.115	1.114	1.109	1.102	1.115		
United Kingdom (Sterling/Euro)	0.743	0.732	0.727	0.726	0.770	0.778		
Argentina (Argentine Peso/Euro)	9.788	9.836	9.981	10.220	15.894	15.968		
Brazil (Brazilian Real/Euro)	3.215	3.302	3.485	3.643	4.290	4.118		
Chile (Chilean Peso/Euro)	703.349	692.458	711.288	723.914	772.332	768.533		
Colombia (Colombian Peso/Euro)	2,784.003	2,771.265	2,919.350	3,016.491	3,577.459	3,474.913		
Costa Rica (Colon/Euro)	610.128	602.773	602.410	599.520	597.729	606.796		
Guatemala (Quetzal/Euro)	8.599	8.537	8.530	8.489	8.459	8.561		
Mexico (Mexican Peso/Euro)	16.844	16.882	17.320	17.569	19.850	20.137		
Nicaragua (Cordoba/Euro)	30.140	30.024	30.175	30.229	30.966	31.532		
Peru (Peruvian Nuevo Sol/Euro)	3.444	3.457	3.495	3.530	3.799	3.772		
Uruguay (Uruguayan Peso/Euro)	27.880	28.590	29.511	30.181	34.755	35.012		
Venezuela (Bolivar Fuerte/Euro) (1)	56.057	220.751	223.414	216.310	310.752	697.350		

*Note:*  
- These average exchange rates are used to convert the P&L and CapEx accounts of Telefónica foreign subsidiaries from local currency to euros.

EXCHANGE RATES APPLIED TO CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	2015				2016			
	March	June	September	December	March	June	September	December
USA (US Dollar/Euro)	1.076	1.119	1.120	1.089	1.138	1.110		
United Kingdom (Sterling/Euro)	0.727	0.711	0.739	0.734	0.792	0.827		
Argentina (Argentine Peso/Euro)	9.492	10.169	10.555	14.197	16.601	16.564		
Brazil (Brazilian Real/Euro)	3.451	3.471	4.451	4.251	4.052	3.564		
Chile (Chilean Peso/Euro)	674.136	715.021	782.779	773.150	762.567	734.252		
Colombia (Colombian Peso/Euro)	2,795.576	2,907.661	3,458.090	3,428.826	3,416.211	3,240.682		
Costa Rica (Colon/Euro)	580.046	605.327	606.061	593.120	617.284	615.385		
Guatemala (Quetzal/Euro)	8.225	8.531	8.599	8.309	8.779	8.479		
Mexico (Mexican Peso/Euro)	16.423	17.550	18.939	18.779	19.624	20.499		
Nicaragua (Cordoba/Euro)	28.964	30.490	30.906	30.405	32.184	31.768		
Peru (Peruvian Nuevo Sol/Euro)	3.332	3.554	3.609	3.713	3.786	3.651		
Uruguay (Uruguayan Peso/Euro)	27.626	30.289	32.630	32.604	36.138	33.991		
Venezuela (Bolivar Fuerte/Euro) (1)	56.057	220.751	223.414	216.310	310.752	697.350		

*Notes:*  
- Exchange rates as of the end of the period.  
- After considering Venezuela as a hyperinflationary country, the P&L and CapEx for Telefónica's operations in the country are to be converted at the closing exchange rate Bolivar Fuerte/Euro. The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

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TELEFÓNICA  
YEAR TO DATE MAIN FINANCING OPERATIONS  
*Unaudited figures*

	Issue date	Amount (m)	Currency	Issuer	Coupon	Maturity date	ISIN code
DEBENTURES AND BONDS							
Cash-settled equity-linked bonds related to Telefónica, S.A. shares	9-Mar-16	600	EUR	Telefónica Participaciones, S.A.U.	0.000%	9-Mar-21	XS1377251423
Eurobond	13-Apr-16	1,400	EUR	Telefónica Emisiones, S.A.U.	0.750%	13-Apr-22	XS1394777665
Eurobond	13-Apr-16	1,350	EUR	Telefónica Emisiones, S.A.U.	1.460%	13-Apr-26	XS1394764689
	Signing Date	Amount (m)	Currency	Borrower	Maturity Date		
INTEREST-BEARING DEBT							
Bilateral Loan	23-Feb-16	100	EUR	Telefónica, S.A.	23-Feb-21		
Bilateral Loan	23-Feb-16	100	EUR	Telefónica, S.A.	23-Feb-19		
Loan on supplies	8-Mar-16	300	EUR	Telefónica, S.A.	8-Mar-21		
Syndicated facility	22-Mar-16	750	EUR	Telefónica Germany GmbH & Co. OHG	22-Mar-21		
Club deal loan	15-Apr-16	150	USD	Telefónica Móviles Chile	15-Apr-21		
EIB Financing	13-Jun-16	450	EUR	Telefónica Germany GmbH & Co. OHG	13-Jun-25 <sup>(1)</sup>		

<sup>(1)</sup> Maximum maturity date

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TELEFÓNICA  
RECONCILIATION OF REPORTED VS. ORGANIC GROWTH  
*Unaudited figures (Euros in millions)*

REVENUES	2015				2016				%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Jun
<b>T. ESPAÑA</b>									
REPORTED DATA	2,878	6,002	9,182	12,402	3,126	6,328			5.4
Changes in the consolidation perimeter	243	324	324	324					
<b>T. ESPAÑA ORGANIC</b>	<b>3,121</b>	<b>6,326</b>	<b>9,506</b>	<b>12,726</b>	<b>3,126</b>	<b>6,328</b>			<b>0.0</b>
<b>T. DEUTSCHLAND</b>									
REPORTED DATA	1,901	3,849	5,828	7,888					(4.1)
<b>T. DEUTSCHLAND ORGANIC</b>	<b>1,901</b>	<b>3,849</b>	<b>5,828</b>	<b>7,888</b>	<b>1,858</b>	<b>3,691</b>			<b>(4.1)</b>
<b>T. UK</b>									
REPORTED DATA	1,851	3,804	5,826	7,837	1,752	3,464			(8.9)
Forex impact					63	218			
<b>T. UK ORGANIC</b>	<b>1,851</b>	<b>3,804</b>	<b>5,826</b>	<b>7,837</b>	<b>1,815</b>	<b>3,682</b>			<b>(3.2)</b>
<b>T. BRASIL</b>									
REPORTED DATA	2,794	5,737	8,473	11,060	2,431	5,087			(11.3)
Forex impact					813	1,257			
Changes in the consolidation perimeter	430	559	530	507					
<b>T. BRASIL ORGANIC</b>	<b>3,223</b>	<b>6,296</b>	<b>9,003</b>	<b>11,567</b>	<b>3,244</b>	<b>6,344</b>			<b>0.8</b>
<b>T. HISPAM</b>									
REPORTED DATA	3,665	7,132	10,765	14,387	3,054	6,015			(15.7)
Forex impact					986	1,650			
Hyperinflation in Venezuela	(23)	47	(32)	(119)	15	53			
<b>T. HISPAM ORGANIC</b>	<b>3,643</b>	<b>7,179</b>	<b>10,734</b>	<b>14,268</b>	<b>4,054</b>	<b>7,718</b>			<b>7.5</b>
<b>TELEFÓNICA</b>									
REPORTED DATA	13,362	27,151	41,054	54,916	12,511	25,235			(7.1)
Forex impact					1,875	3,160			
Hyperinflation in Venezuela	(23)	47	(31)	(119)	15	53			
Changes in the consolidation perimeter	672	883	854	831					
<b>TELEFÓNICA ORGANIC</b>	<b>14,012</b>	<b>28,081</b>	<b>41,876</b>	<b>55,628</b>	<b>14,401</b>	<b>28,447</b>			<b>1.3</b>

OIBDA	2015				2016				%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Jun
<b>T. ESPAÑA</b>									
REPORTED DATA	1,282	2,586	3,967	2,336	1,266	2,583			(0.1)
Tower sales	(38)	(38)	(38)	(38)					
Restructuring charges				2,896					
Distribution channel reorganisation plan				30					
Changes in the consolidation perimeter	(2)	(4)	(4)	(4)					
<b>T. ESPAÑA ORGANIC</b>	<b>1,241</b>	<b>2,544</b>	<b>3,925</b>	<b>5,220</b>	<b>1,266</b>	<b>2,583</b>			<b>1.5</b>
<b>T. DEUTSCHLAND</b>									
REPORTED DATA	408	869	1,272	1,858	392	850			(2.2)
Restructuring charges		3	66	74	23	37			
Final settlement agreement related to the acquisition of E-Plus				(102)					
Changes in the consolidation perimeter									
<b>T. DEUTSCHLAND ORGANIC</b>	<b>408</b>	<b>872</b>	<b>1,338</b>	<b>1,830</b>	<b>415</b>	<b>887</b>			<b>1.7</b>
<b>T. UK</b>									
REPORTED DATA	453	970	1,502	1,929	461	918			(5.4)
Restructuring charges				4	1	1			
Forex impact					17	58			
<b>T. UK ORGANIC</b>	<b>453</b>	<b>970</b>	<b>1,502</b>	<b>1,933</b>	<b>479</b>	<b>976</b>			<b>0.6</b>
<b>T. BRASIL</b>									
REPORTED DATA	840	1,759	2,590	3,573	805	1,647			(6.3)
Forex impact					269	407			
Tower sales				(10)					
Restructuring charges			6	7		31			
Changes in the consolidation perimeter	153	190	187	181					
<b>T. BRASIL ORGANIC</b>	<b>993</b>	<b>1,949</b>	<b>2,782</b>	<b>3,751</b>	<b>1,074</b>	<b>2,085</b>			<b>7.0</b>
<b>T. HISPAM</b>									
REPORTED DATA	1,127	2,152	3,232	4,356	866	1,701			(20.9)
Forex impact					267	429			
Hyperinflation in Venezuela	3	22	15	3	7	19			
Tower sales	(1)	(2)	(9)	(18)					
Restructuring charges		8	10	38	(1)	4			
<b>T. HISPAM ORGANIC</b>	<b>1,129</b>	<b>2,179</b>	<b>3,248</b>	<b>4,380</b>	<b>1,138</b>	<b>2,153</b>			<b>(1.2)</b>
<b>TELEFÓNICA</b>									
REPORTED DATA	4,071	8,289	12,508	13,229	3,838	7,756			(6.4)
Forex impact					546	890			
Hyperinflation in Venezuela	3	28	22	8	11	23			
Tower sales	(39)	(40)	(47)	(65)					
Restructuring charges		17	90	3,217	22	75			
Final settlement agreement related to the acquisition of E-Plus				(102)					
Firm commitments relating to the Telefónica Foundation's social activities				325					
Impairments				128					
Distribution channel reorganisation plan				30					
Changes in the consolidation perimeter	151	187	183	177					
<b>TELEFÓNICA ORGANIC</b>	<b>4,186</b>	<b>8,480</b>	<b>12,755</b>	<b>16,947</b>	<b>4,416</b>	<b>8,744</b>			<b>3.1</b>

OPERATING INCOME	2015				2016				%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	
<b>TELEFÓNICA</b>									
REPORTED DATA	1,678	3,458	5,276	3,525	1,516	3,083			(10.9)
Forex impact					278	418			
Hyperinflation in Venezuela	28	42	66	111	24	42			
Tower sales	(39)	(40)	(47)	(65)					
Restructuring charges		17	90	3,217	22	75			
Final settlement agreement related to the acquisition of E-Plus				(102)					
Firm commitments relating to the Telefónica Foundation's social activities				325					
Impairments				128					
Distribution channel reorganisation plan				30					
Changes in the consolidation perimeter	(13)	(18)	2	(24)					
<b>TELEFÓNICA ORGANIC</b>	<b>1,655</b>	<b>3,458</b>	<b>5,387</b>	<b>7,144</b>	<b>1,840</b>	<b>3,617</b>			<b>4.6</b>
CAPEX	2015				2016				%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	
<b>T. ESPAÑA</b>									
REPORTED DATA	414	889	1,322	1,827	427	889			0.1
Spectrum acquisition	(22)	(49)	(49)	(49)		(7)			
Changes in the consolidation perimeter	6	8	8	8					
<b>T. ESPAÑA ORGANIC</b>	<b>398</b>	<b>848</b>	<b>1,280</b>	<b>1,786</b>	<b>427</b>	<b>882</b>			<b>4.1</b>
<b>T. DEUTSCHLAND</b>									
REPORTED DATA	221	1,658	1,900	2,230	220	433			(73.9)
Spectrum acquisition		(1,195)	(1,196)	(1,198)	(2)	(3)			
<b>T. DEUTSCHLAND ORGANIC</b>	<b>221</b>	<b>463</b>	<b>704</b>	<b>1,032</b>	<b>218</b>	<b>430</b>			<b>(7.2)</b>
<b>T. UK</b>									
REPORTED DATA	212	415	652	883	192	415			0.0
Forex impact					7	26			
<b>T. UK ORGANIC</b>	<b>212</b>	<b>415</b>	<b>652</b>	<b>883</b>	<b>199</b>	<b>442</b>			<b>6.3</b>
<b>T. BRASIL</b>									
REPORTED DATA	395	961	1,501	2,105	348	792			(17.6)
Forex impact					116	196			
Spectrum acquisition									
Changes in the consolidation perimeter	136	167	165	160					
<b>T. BRASIL ORGANIC</b>	<b>531</b>	<b>1,128</b>	<b>1,665</b>	<b>2,265</b>	<b>464</b>	<b>988</b>			<b>(12.4)</b>
<b>T. HISPAM</b>									
REPORTED DATA	622	1,474	2,203	3,060	459	1,015			(31.1)
Forex impact					168	337			
Spectrum acquisition	(139)	(345)	(342)	(338)					
Hyperinflation in Venezuela	(2)	10		(8)	2	17			
<b>T. HISPAM ORGANIC</b>	<b>480</b>	<b>1,139</b>	<b>1,861</b>	<b>2,715</b>	<b>629</b>	<b>1,370</b>			<b>20.3</b>
<b>TELEFÓNICA</b>									
REPORTED DATA	1,894	5,509	7,753	10,461	1,695	3,654			(33.7)
Forex impact					292	564			
Spectrum acquisition	(161)	(1,589)	(1,587)	(1,585)	(2)	(10)			
Hyperinflation in Venezuela	(2)	10		(8)	2	17			
Changes in the consolidation perimeter	142	175	172	168					
<b>TELEFÓNICA ORGANIC</b>	<b>1,872</b>	<b>4,106</b>	<b>6,338</b>	<b>9,036</b>	<b>1,988</b>	<b>4,225</b>			<b>2.9</b>



OpCF (OIBDA-CapEx)	2015				2016				%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	
<b>T. ESPAÑA</b>									
REPORTED DATA	868	1,697	2,645	509	840	1,694			(0.2)
Tower sales	(38)	(38)	(38)	(38)					
Spectrum acquisition	22	49	49	49		7			
Restructuring charges				2,896					
Distribution channel reorganisation plan				30					
Changes in the consolidation perimeter	(8)	(11)	(11)	(11)					
<b>T. ESPAÑA ORGANIC</b>	<b>844</b>	<b>1,697</b>	<b>2,645</b>	<b>3,434</b>	<b>840</b>	<b>1,701</b>			<b>0.2</b>
<b>T. DEUTSCHLAND</b>									
REPORTED DATA	187	(789)	(628)	(372)	173	417			c.s.
Spectrum acquisition		1,195	1,196	1,198	2	3			
Restructuring charges		3	66	74	23	37			
Final settlement agreement related to the acquisition of E-Plus				(102)					
<b>T. DEUTSCHLAND ORGANIC</b>	<b>187</b>	<b>409</b>	<b>634</b>	<b>798</b>	<b>197</b>	<b>457</b>			<b>11.7</b>
<b>T. UK</b>									
REPORTED DATA	241	555	850	1,046	269	502			(9.5)
Forex impact					10	32			
Restructuring charges				4	1	1			
<b>T. UK ORGANIC</b>	<b>241</b>	<b>555</b>	<b>850</b>	<b>1,050</b>	<b>280</b>	<b>534</b>			<b>(3.7)</b>
<b>T. BRASIL</b>									
REPORTED DATA	445	798	1,089	1,468	457	855			7.1
Forex impact					153	211			
Tower sales				(10)					
Restructuring charges			6	7		31			
Changes in the consolidation perimeter	17	23	22	21					
<b>T. BRASIL ORGANIC</b>	<b>462</b>	<b>821</b>	<b>1,117</b>	<b>1,486</b>	<b>610</b>	<b>1,097</b>			<b>33.6</b>
<b>T. HISPAM</b>									
REPORTED DATA	505	678	1,029	1,296	406	686			1.1
Forex impact					99	92			
Hyperinflation in Venezuela	6	12	15	11	4	1			
Tower sales	(1)	(2)	(9)	(18)					
Spectrum acquisition	139	345	342	338					
Restructuring charges		8	10	38	(1)	4			
<b>T. HISPAM ORGANIC</b>	<b>649</b>	<b>1,040</b>	<b>1,386</b>	<b>1,665</b>	<b>509</b>	<b>783</b>			<b>(24.8)</b>
<b>TELEFÓNICA</b>									
REPORTED DATA	2,177	2,780	4,755	2,768	2,143	4,102			47.6
Forex impact					253	326			
Spectrum acquisition	161	1,589	1,587	1,585	2	10			
Hyperinflation in Venezuela	6	18	21	16	8	5			
Tower sales	(39)	(40)	(47)	(65)					
Restructuring charges		17	90	3,217	22	75			
Final settlement agreement related to the acquisition of E-Plus				(102)					
Firm commitments relating to the Telefónica Foundation's social activities				325					
Impairments				128					
Distribution channel reorganisation plan				30					
Changes in the consolidation perimeter	9	12	11	10					
<b>TELEFÓNICA ORGANIC</b>	<b>2,314</b>	<b>4,374</b>	<b>6,417</b>	<b>7,911</b>	<b>2,428</b>	<b>4,518</b>			<b>3.3</b>

Notes:

- The breakdown of the effects for the reconciliation of reported vs. organic 2016 excludes forex impacts and therefore it assumes average constant exchange rates as of March 2015. Forex impact on those effects is fully included under the "Forex impact" epigraph.
- **Organic criteria** : Assumes constant exchange rates as of 2015 (average FX in 2015), excludes the impact from hyperinflation in Venezuela in both years and considers constant perimeter of consolidation. In OIBDA and OI terms, excludes write-downs, capital gains/losses from the sale of companies, tower sales, material non-recurring impacts and restructuring costs. CapEx also excludes investment in spectrum.

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TELEFÓNICA

REPORTED VS. UNDERLYING

*Unaudited figures (Euros in millions)*

	January - June			%	
	2016 Reported	2016 Underlying	2015 Underlying	Underlying Change y-o-y	Reported Change y-o-y
Net income	1,241	1,564	2,499	(37.4)	(42.1)
Basic earnings per share (euros)	0.23	0.29	0.49	(40.0)	(45.2)
	2016		2015		
Reported Net Income		1,241	2,142		
PPAs		255	296		
Tower sales			(29)		
Restructuring charges		33	11		
Divestment in Telecom Italia			(285)		
VEF change to SIMADI			364		
Divestment in Mediaset Premium		35			
Underlying Net Income		1,564	2,499		

- **Underlying criteria** : Reported figures excluding the impact on net income of write-downs, capital gains/losses from companies' disposals, tower sales, material non-recurring impacts and restructuring costs, as well as depreciation and amortisation charges arising from purchase price allocation processes.

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TELEFÓNICA

REPORTED VS. UNDERLYING

*Unaudited figures (Euros in millions)*

	April - June			%	
	2016 Reported	2016 Underlying	2015 Underlying	Underlying Change y-o-y	Reported Change y-o-y
Net income	693	884	1,820	(51.4)	(54.5)
Basic earnings per share (euros)	0.13	0.17	0.35	(52.1)	(55.6)

	2016	2015
Reported Net Income	693	1,525
PPAs	132	205
Tower sales		(1)
Restructuring charges	24	11
Divestment in Telecom Italia		(285)
VEF change to SIMADI		364
Divestment in Mediaset Premium	35	
<b>Underlying Net Income</b>	<b>884</b>	<b>1,820</b>

- **Underlying criteria** : Reported figures excluding the impact on net income of write-downs, capital gains/losses from companies' disposals, tower sales, material non-recurring impacts and restructuring costs, as well as depreciation and amortisation charges arising from purchase price allocation processes.

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TELEFÓNICA ESPAÑA

Including DTS from 1 May 2015

CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec
Revenues	2,878	3,124	3,180	3,220	12,402	3,126	3,202			
Mobile handset revenues	142	156	147	202	648	117	121			
Revenues ex-mobile handset revenues	2,736	2,968	3,033	3,018	11,754	3,009	3,081			
Consumer (1)	1,380	1,549	1,625	1,576	6,129	1,626	1,636			
Fusión	776	827	870	895	3,368	979	1,015			
Non-Fusión	604	721	754	681	2,761	647	621			
Business	860	871	873	869	3,473	836	876			
Communications	715	705	697	681	2,799	677	690			
IT	145	166	175	187	674	158	186			
Other (2)	496	548	536	573	2,152	548	568			
Internal expenditure capitalized in fixed assets	88	82	80	100	350	87	82			
Operating expenses	(1,735)	(1,922)	(1,916)	(4,952)	(10,526)	(1,954)	(1,966)			
Supplies	(604)	(767)	(758)	(867)	(2,996)	(781)	(869)			
Personnel expenses	(557)	(565)	(574)	(3,477)	(5,173)	(593)	(524)			
Other operating expenses	(573)	(591)	(584)	(608)	(2,356)	(580)	(574)			
Other net income (expense)	5	(5)	1	(29)	(29)	5	(7)			
Gain (loss) on sale of fixed assets	46	26	37	27	136	4	6			
Impairment of goodwill and other assets	0	0	(1)	4	2	(1)	(1)			
Operating income before D&A (OIBDA)	1,282	1,305	1,381	(1,631)	2,336	1,266	1,317			
OIBDA Margin	44.5%	41.8%	43.4%	n.m.	18.8%	40.5%	41.1%			
CapEx	414	476	433	505	1,827	427	463			
Spectrum	22	27	-	-	49	-	7			
OpCF (OIBDA-CapEx)	868	829	948	(2,136)	509	840	854			

Notes:

- The reported figures include DTS in Telefónica España's consolidation perimeter from 1 May 2015.

- OIBDA before management and brand fees.

- Mobile handset revenues have been restated from 1 January 2015 including all the business of Telefónica España (previously only Telefónica Móviles España).

(1) Consumer revenues include residential and SOHO revenues.

(2) Other revenues include wholesale, subsidiaries and other revenues.

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TELEFÓNICA ESPAÑA  
ACCESSES  
*Unaudited figures (Thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	35,882.6	36,958.2	36,868.1	36,935.6	36,791.3	36,765.2		
Fixed telephony accesses (1)	10,321.9	10,126.6	10,064.9	10,005.6	9,910.6	9,854.2		
Internet and data accesses	5,972.7	5,905.1	5,947.8	6,000.0	6,012.8	6,061.6		
Broadband	5,928.3	5,861.0	5,906.1	5,962.0	5,978.6	6,030.2		
Fibre	1,560.3	1,720.7	1,950.5	2,223.0	2,458.3	2,675.7		
Mobile accesses	17,448.6	17,330.7	17,272.0	17,258.5	17,140.1	17,094.4		
Prepay	3,122.6	2,989.1	2,881.1	2,777.1	2,675.7	2,579.7		
Contract	14,325.9	14,341.6	14,390.9	14,481.4	14,464.5	14,514.7		
M2M	1,662.4	1,726.5	1,705.6	1,778.8	1,827.2	1,890.5		
Pay TV (2)	2,139.5	3,595.7	3,583.4	3,671.5	3,727.8	3,755.0		
Wholesale Accesses	5,333.6	5,286.7	5,200.4	5,037.7	4,866.9	4,693.3		
Fibre	66.5	97.9	124.4	144.7	176.6	210.3		
<b>Total Accesses</b>	<b>41,216.2</b>	<b>42,244.9</b>	<b>42,068.4</b>	<b>41,973.3</b>	<b>41,658.2</b>	<b>41,458.6</b>		

(1) Includes fixed wireless and VoIP accesses.

(2) From the second quarter of 2015, Pay TV accesses include DTS.

CONSUMER ACCESSES (Fusión + non-Fusión)  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Fixed telephony accesses	7,782.2	7,609.9	7,559.7	7,509.9	7,428.5	7,382.1		
Internet and data accesses	5,119.0	5,049.6	5,089.0	5,135.8	5,145.4	5,186.4		
Mobile accesses	12,240.0	12,049.3	12,001.3	11,920.1	11,759.7	11,676.5		
Prepay	3,122.6	2,989.2	2,881.1	2,777.1	2,675.7	2,579.7		
Contract	9,117.3	9,060.0	9,120.2	9,143.0	9,084.0	9,096.8		
Pay TV	2,139.5	3,595.7	3,583.4	3,671.5	3,727.8	3,755.0		
<b>Total Consumer Accesses</b>	<b>27,280.6</b>	<b>28,304.5</b>	<b>28,233.5</b>	<b>28,237.2</b>	<b>28,061.4</b>	<b>28,000.0</b>		

TOTAL MOBILE ACCESSES  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	17.9%	17.2%	16.7%	16.1%	15.6%	15.1%		
Contract percentage (%)	82.1%	82.8%	83.3%	83.9%	84.4%	84.9%		
Smartphones ('000)	9,801.4	9,877.2	10,052.6	10,169.0	10,200.2	10,295.8		
Prepay	365.7	351.4	348.8	383.5	366.3	390.2		
Contract	9,435.7	9,525.8	9,703.8	9,785.5	9,833.9	9,905.6		
Smartphone penetration (%)	62.8%	64.0%	65.2%	66.3%	67.2%	68.3%		
Prepay (%)	11.7%	11.8%	12.1%	13.8%	13.7%	15.1%		
Contract (%)	75.6%	76.5%	77.4%	77.9%	78.7%	79.2%		
LTE ('000)	2,159.0	2,554.0	2,996.0	3,293.0	4,520.7	5,050.0		
LTE penetration (%)	13.7%	16.4%	19.2%	21.3%	29.5%	33.2%		

CONSUMER FUSIÓN  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Fusión Customers	3,866.2	3,880.7	4,002.7	4,140.3	4,209.1	4,268.8		
Fibre 100/300	891.8	957.1	1,064.4	1,188.1	1,267.4	1,345.9		
IPTV	1,926.6	2,035.7	2,339.1	2,600.2	2,768.6	2,873.6		
Mobile add-ons	1,870.5	1,915.2	1,969.1	2,016.5	2,023.3	2,084.1		

CONSUMER FUSIÓN  
*Unaudited figures*

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Fusión ARPU (EUR)	68.6	71.3	73.8	73.2	78.2	79.8		
Fusión churn	0.9%	1.4%	1.1%	1.1%	1.3%	1.1%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dic	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dic
Fusión ARPU (EUR)	68.6	70.0	71.3	71.8	78.2	79.0		
Fusión churn	0.9%	1.2%	1.2%	1.2%	1.3%	1.2%		

SELECTED OPERATIONAL DATA  
*Unaudited figures*

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	42,519	41,500	38,950	38,963	38,139	39,876		
Fixed voice traffic	23,895	22,866	20,958	20,863	20,456	20,903		
Mobile voice traffic	18,624	18,634	17,993	18,100	17,683	18,973		
Total data traffic (TB)	1,007,617	946,695	1,075,921	1,237,898	1,333,989	1,363,624		
Fixed data traffic	982,743	916,869	1,037,339	1,200,768	1,291,860	1,319,042		
Mobile data traffic	24,874	29,826	38,582	37,129	42,129	44,583		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	42,519	84,018	122,969	161,932	38,139	78,015		
Fixed voice traffic	23,895	46,761	67,718	88,582	20,456	41,359		
Mobile voice traffic	18,624	37,258	55,250	73,351	17,683	36,656		
Total data traffic (TB)	1,007,617	1,954,312	3,030,233	4,268,131	1,333,989	2,697,613		
Fixed data traffic	982,743	1,899,612	2,936,951	4,137,720	1,291,860	2,610,901		
Mobile data traffic	24,874	54,700	93,282	130,411	42,129	86,712		

Notes:

Since 1 January 2015:

- Consumer accesses (Fusión + Non-Fusión) include accesses of services taken out by the Consumer segment (including SOHOs).
- Fusión Consumer ARPU: average monthly Consumer Fusión revenue divided by average customers for the period.
- Fusión Consumer customer base excludes SME customers.
- Fusión Consumer mobile add-ons include "Vive 13" accesses associated to Fusión packages.

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

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

	2015					2016				
	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec
Revenues	1,901	1,949	1,979	2,059	7,888	1,858	1,834			
Mobile Business	1,636	1,685	1,720	1,791	6,832	1,603	1,584			
Mobile service revenues	1,354	1,382	1,419	1,378	5,532	1,336	1,358			
Data revenues	692	707	728	712	2,840	729	749			
Handset revenues	282	303	301	413	1,300	267	226			
Fixed Business	261	260	256	266	1,043	253	245			
FBB and new services revenues (1)	198	203	203	199	803	192	187			
Voice & access revenues	63	58	53	66	240	61	58			
Internal expenditure capitalized in fixed assets	23	26	33	30	113	25	26			
Operating expenses	(1,543)	(1,504)	(1,548)	(1,631)	(6,226)	(1,483)	(1,435)			
Supplies	(659)	(646)	(660)	(747)	(2,712)	(629)	(578)			
Personnel expenses	(179)	(166)	(155)	(155)	(655)	(173)	(160)			
Other operating expenses	(705)	(692)	(733)	(729)	(2,859)	(681)	(697)			
Other net income (expense)	10	(10)	(58)	128	70	(7)	33			
Gain (loss) on sale of fixed assets	17	-	(2)	(1)	14	0	0			
Impairment of goodwill and other assets	-	-	-	-	-	-	-			
Operating income before D&A (OIBDA)	408	461	403	586	1,858	392	458			
<i>OIBDA Margin</i>	<i>21.5%</i>	<i>23.6%</i>	<i>20.4%</i>	<i>28.5%</i>	<i>23.6%</i>	<i>21.1%</i>	<i>25.0%</i>			
CapEx	221	1,437	242	330	2,230	220	213			
Spectrum	-	1,195	1	2	1,198	2	1			
OpCF (OIBDA-CapEx)	187	(976)	161	256	(372)	173	245			

*Note:*

- OIBDA before management and brand fees.

(1) Includes FBB connectivity services (retail and wholesale), value-added services, data and ICT revenues, other services over connectivity and FBB equipment.

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TELEFÓNICA DEUTSCHLAND  
ACCESSES  
*Unaudited figures (Thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	46,572.8	46,981.4	47,627.2	47,391.2	47,341.7	47,754.9		
Fixed telephony accesses (1)	2,022.0	2,009.7	1,999.9	1,997.8	2,002.8	2,007.4		
Internet and data accesses	2,371.6	2,354.7	2,338.7	2,330.6	2,330.9	2,329.8		
Broadband	2,128.3	2,115.2	2,102.7	2,098.0	2,101.5	2,103.9		
VDSL	322.2	379.8	444.0	516.8	593.0	669.3		
Mobile accesses	42,179.2	42,617.0	43,288.6	43,062.8	43,008.0	43,417.8		
Prepay	23,264.2	23,500.9	24,003.7	23,979.4	23,743.5	23,814.2		
Contract (2)	18,915.0	19,116.1	19,284.9	19,083.4	19,264.4	19,603.6		
M2M	443.4	506.2	570.7	632.0	682.2	704.3		
Wholesale Accesses	1,085.3	1,059.3	1,017.5	972.0	910.5	850.1		
Total Accesses	47,658.1	48,040.7	48,644.7	48,363.2	48,252.2	48,605.0		

(1) Includes fixed wireless and VoIP accesses.

(2) In the fourth quarter of 2015, 400 thousand inactive customer accesses were excluded.

MOBILE ACCESSES  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	55.2%	55.1%	55.5%	55.7%	55.2%	54.8%		
Contract percentage (%)	44.8%	44.9%	44.5%	44.3%	44.8%	45.2%		
Smartphones ('000)	20,364.1	21,153.4	22,145.5	22,594.3	23,083.0	23,707.1		
Prepay	9,086.7	9,538.8	10,097.5	10,279.7	10,678.9	10,805.8		
Contract	11,277.4	11,614.6	12,048.0	12,314.6	12,404.1	12,901.3		
Smartphone penetration (%)	49.8%	51.3%	52.9%	54.2%	55.4%	56.2%		
Prepay (%)	39.6%	41.1%	42.6%	43.3%	45.4%	45.7%		
Contract (%)	63.0%	64.4%	66.4%	68.7%	68.6%	69.6%		
LTE ('000)	5,146.0	6,093.0	7,002.2	7,883.5	8,690.5	9,399.8		
LTE penetration (%)	12.3%	14.5%	16.4%	18.6%	20.5%	22.0%		

SELECTED OPERATIONAL DATA  
*Unaudited figures*

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	30,769	29,334	28,324	29,450	28,910	29,341		
Fixed voice traffic	6,533	5,686	4,915	5,067	5,214	4,652		
Mobile voice traffic	24,236	23,647	23,409	24,383	23,696	24,689		
Data traffic (TB)	485,180	497,059	514,154	603,296	664,202	663,704		
Fixed data traffic (1)	445,008	454,804	468,256	552,795	612,603	603,867		
Mobile data traffic	40,172	42,255	45,898	50,501	51,599	59,837		
Mobile ARPU (EUR)	10.6	10.8	10.9	10.5	10.3	10.4		
Prepay	5.6	5.9	6.0	5.8	5.7	5.7		
Contract (2)	17.2	17.2	17.4	16.9	16.6	16.6		
Data ARPU (EUR)	5.5	5.6	5.6	5.5	5.6	5.8		
% non-SMS over data revenues	70.5%	71.5%	71.9%	72.5%	75.4%	76.7%		
Churn	2.4%	2.1%	2.1%	2.8%	2.5%	2.1%		
Contract (2)	1.7%	1.7%	1.7%	2.4%	1.8%	1.6%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	30,769	60,103	88,427	117,877	28,910	58,251		
Fixed voice traffic	6,533	12,219	17,134	22,201	5,214	9,865		
Mobile voice traffic	24,236	47,883	71,293	95,676	23,696	48,386		
Data traffic (TB)	485,180	982,239	1,496,393	2,099,689	664,202	1,327,906		
Fixed data traffic (1)	445,008	899,812	1,368,068	1,920,863	612,603	1,216,470		
Mobile data traffic	40,172	82,427	128,325	178,826	51,599	111,436		
Mobile ARPU (EUR)	10.6	10.7	10.8	10.7	10.3	10.3		
Prepay	5.6	5.8	5.8	5.8	5.7	5.7		
Contract (2)	17.2	17.2	17.3	17.2	16.6	16.6		
Data ARPU (EUR)	5.5	5.5	5.6	5.5	5.6	5.7		
% non-SMS over data revenues	70.5%	71.0%	71.3%	71.6%	75.4%	76.1%		
Churn	2.4%	2.3%	2.2%	2.4%	2.5%	2.3%		
Contract (2)	1.7%	1.7%	1.7%	1.9%	1.8%	1.7%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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) Includes solely traffic pertaining to FBB accesses, not Business customers.

(2) Excludes M2M.

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

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	1,851	1,953	2,023	2,011	7,837	1,752	1,712			
Mobile service revenues	1,379	1,455	1,498	1,447	5,778	1,325	1,308			
Data revenues	804	845	871	848	3,369	787	790			
Handset revenues and other	472	498	525	564	2,059	427	404			
Internal expenditure capitalized in fixed assets	35	42	42	43	162	34	36			
Operating expenses	(1,425)	(1,479)	(1,534)	(1,636)	(6,074)	(1,317)	(1,285)			
Supplies	(909)	(929)	(939)	(992)	(3,769)	(806)	(787)			
Personnel expenses	(129)	(136)	(140)	(144)	(549)	(132)	(135)			
Other operating expenses	(387)	(414)	(456)	(499)	(1,756)	(379)	(362)			
Other net income (expense)	(7)	(1)	1	(7)	(14)	(8)	(4)			
Gain (loss) on sale of fixed assets	-	3	0	1	3	0	(2)			
Impairment of goodwill and other assets	-	-	-	15	15	0	-			
Operating income before D&A (OIBDA)	453	517	532	426	1,929	461	456			
<i>OIBDA Margin</i>	<i>24.5%</i>	<i>26.5%</i>	<i>26.3%</i>	<i>21.2%</i>	<i>24.6%</i>	<i>26.3%</i>	<i>26.6%</i>			
CapEx	212	203	236	231	883	192	223			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	241	314	296	196	1,046	269	233			

Notes:

- OIBDA before management and brand fees.

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Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	24,869.2	25,072.2	25,302.4	25,286.9	25,204.2	25,452.6		
Fixed telephony accesses (1)	232.1	235.4	241.2	247.1	249.8	257.7		
Internet and data accesses	19.9	20.4	20.5	21.0	21.5	22.3		
Broadband	19.9	20.4	20.5	21.0	21.5	22.3		
Mobile accesses	24,617.1	24,816.5	25,040.7	25,018.8	24,933.0	25,172.5		
Prepay (2)	10,766.1	10,793.1	10,823.2	10,561.4	9,640.1	9,745.8		
Contract	13,851.1	14,023.4	14,217.6	14,457.4	15,292.8	15,426.7		
M2M (3)	2,201.1	2,234.2	2,289.9	2,383.9	3,143.4	3,176.8		
<b>Total Accesses</b>	<b>24,869.2</b>	<b>25,072.2</b>	<b>25,302.4</b>	<b>25,286.9</b>	<b>25,204.2</b>	<b>25,452.6</b>		

(1) Includes fixed wireless and VoIP accesses.

(2) Includes the disconnection of 720 thousand inactive prepay customers in the first quarter 2016.

(3) Includes 720 thousand M2M accesses on the Jasper platform since the first quarter 2016.

## MOBILE ACCESSES

Unaudited figures (thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	43.7%	43.5%	43.2%	42.2%	38.7%	38.7%		
Contract percentage (%)	56.3%	56.5%	56.8%	57.8%	61.3%	61.3%		
Smartphones ('000)	10,784.8	10,972.4	11,202.4	13,274.4	13,267.7	13,301.8		
Prepay	3,343.9	3,370.8	3,451.1	4,275.5	4,358.7	4,494.0		
Contract	7,440.9	7,601.6	7,751.3	8,998.9	8,909.0	8,807.8		
Smartphone penetration (%)	49.3%	49.9%	50.6%	60.4%	62.8%	62.4%		
Prepay (%)	31.4%	31.6%	32.2%	40.9%	45.6%	46.5%		
Contract (%)	66.4%	67.2%	67.9%	78.1%	77.0%	75.6%		
LTE ('000)	4,906.0	5,769.9	6,631.7	7,661.8	8,300.8	9,489.0		
LTE penetration (%)	22.4%	26.2%	30.0%	34.9%	38.1%	43.1%		

## SELECTED MOBILE OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice Traffic (Million minutes)	22,206	22,926	22,545	22,850	22,964	23,425		
Data traffic (TB)	30,928	35,478	39,873	45,257	49,648	55,720		
ARPU (EUR)	18.8	19.6	19.9	19.3	17.9	17.5		
Prepay	7.4	7.6	7.8	7.8	7.8	7.7		
Contract (1)	32.7	34.0	34.6	33.0	30.1	29.6		
Data ARPU (EUR)	10.9	11.4	11.6	11.3	10.6	10.5		
% non-SMS over data revenues	58.6%	59.2%	60.2%	59.5%	59.9%	61.0%		
Churn	1.7%	1.6%	1.8%	2.2%	2.0%	1.5%		
Contract (1)	1.0%	0.9%	0.9%	1.0%	0.9%	0.8%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice Traffic (Million minutes)	22,206	45,132	67,677	90,527	22,964	46,389		
Data traffic (TB)	30,928	66,406	106,279	151,536	49,648	105,368		
ARPU (EUR)	18.8	19.2	19.4	19.4	17.9	17.7		
Prepay	7.4	7.5	7.6	7.7	7.8	7.7		
Contract (1)	32.7	33.3	33.8	33.5	30.1	29.9		
Data ARPU (EUR)	10.9	11.2	11.3	11.3	10.6	10.6		
% non-SMS over data revenues	58.6%	58.9%	59.4%	59.4%	59.9%	60.4%		
Churn	1.7%	1.6%	1.7%	1.8%	2.0%	1.8%		
Contract (1)	1.0%	1.0%	1.0%	1.0%	0.9%	0.9%		

## 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<sup>12</sup> 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)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	2,794	2,943	2,736	2,587	11,060	2,431	2,656			
Mobile Business	1,942	1,831	1,606	1,526	6,905	1,448	1,583			
Mobile service revenues	1,836	1,718	1,496	1,444	6,495	1,378	1,505			
Data revenues	718	737	694	705	2,853	667	784			
Handset revenues	105	113	110	82	410	70	78			
Fixed Business	852	1,112	1,130	1,060	4,154	983	1,072			
FBB and new services revenues (1)	310	404	401	386	1,502	352	402			
Pay TV revenues	52	102	120	116	391	111	121			
Voice & access revenues	489	605	608	559	2,262	520	549			
Internal exp. capitalized in fixed assets	10	28	30	23	91	25	27			
Operating expenses	(1,933)	(2,057)	(1,924)	(1,741)	(7,655)	(1,656)	(1,817)			
Supplies	(665)	(671)	(639)	(593)	(2,568)	(524)	(535)			
Personnel expenses	(220)	(280)	(280)	(262)	(1,042)	(249)	(290)			
Other operating expenses	(1,048)	(1,106)	(1,005)	(885)	(4,044)	(883)	(992)			
Other net income (expense)	(28)	4	(9)	108	75	2	(22)			
Gain (loss) on sale of fixed assets	(2)	(2)	(1)	10	5	1	0			
Impairment of goodwill and other assets	(1)	3	(2)	(3)	(3)	2	(2)			
Operating income before D&A (OIBDA)	840	919	831	983	3,573	805	842			
OIBDA Margin	30.1%	31.2%	30.4%	38.0%	32.3%	33.1%	31.7%			
CapEx	395	566	540	604	2,105	348	445			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	445	354	291	379	1,468	457	398			

Notes:

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

- OIBDA before management and brand fees.

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

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TELEFÓNICA BRASIL  
ACCESSES  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	97,339.9	106,528.1	103,432.6	96,899.3	97,283.7	97,121.4		
Fixed telephony accesses (1)	10,609.4	14,869.6	14,876.8	14,654.5	14,945.4	14,742.1		
Internet and data accesses	4,066.5	7,224.0	7,319.5	7,195.5	7,294.2	7,321.8		
Broadband	3,926.5	7,092.4	7,191.5	7,129.5	7,229.2	7,263.5		
Fibre	428.5	3,640.8	3,788.6	3,779.9	3,913.5	3,983.6		
Mobile accesses	81,873.2	82,648.6	79,407.1	73,261.3	73,257.4	73,296.1		
Prepay	52,972.3	53,068.7	48,978.8	42,194.4	42,011.5	41,669.4		
Contract	28,900.8	29,580.0	30,428.3	31,066.9	31,245.8	31,626.7		
M2M	3,687.5	3,935.2	4,105.7	4,234.7	4,390.0	4,590.3		
Pay TV	790.9	1,785.9	1,829.2	1,787.9	1,786.7	1,761.4		
Wholesale Accesses	25.4	23.6	22.9	22.3	21.0	20.7		
<b>Total Accesses</b>	<b>97,365.2</b>	<b>106,551.7</b>	<b>103,455.5</b>	<b>96,921.5</b>	<b>97,304.7</b>	<b>97,142.1</b>		
Terra Accesses	269.0	172.1	159.9	150.3	141.5	133.8		

Note:

- GVT accesses are consolidated from the 1 May 2015.

(1) Includes fixed wireless and VoIP accesses.

MOBILE ACCESSES  
*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	64.7%	64.2%	61.7%	57.6%	57.3%	56.9%		
Contract percentage (%)	35.3%	35.8%	38.3%	42.4%	42.7%	43.1%		
Smartphones ('000)	30,216.9	32,732.7	39,117.1	39,911.7	40,327.0	39,670.8		
Prepay	18,710.6	19,372.1	22,945.3	22,376.4	22,977.1	22,689.1		
Contract	11,506.3	13,360.6	16,171.8	17,535.4	17,349.9	16,981.7		
Smartphone penetration (%)	40.3%	43.3%	54.2%	60.4%	61.0%	60.0%		
Prepay (%)	35.5%	36.7%	47.1%	53.4%	55.1%	54.9%		
Contract (%)	51.8%	58.8%	68.9%	72.7%	71.1%	68.4%		
LTE ('000)	3,943.1	5,691.1	7,542.2	10,214.7	12,498.3	15,115.2		
LTE penetration (%)	5.0%	7.2%	10.0%	14.8%	18.1%	22.0%		

SELECTED OPERATIONAL DATA  
*Unaudited figures*

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	93,747	95,738	97,299	92,647	93,579	93,225		
Fixed voice traffic	25,155	25,894	25,137	23,965	23,680	22,850		
Mobile voice traffic	68,592	69,843	72,162	68,682	69,899	70,375		
Data traffic (TB)	1,395,331	1,583,612	1,763,495	2,065,902	2,564,860	2,815,305		
Fixed data traffic	1,330,287	1,514,813	1,695,219	1,995,403	2,485,715	2,729,649		
Mobile data traffic	65,043	68,799	68,276	70,500	79,146	85,657		
Mobile ARPU (EUR)	7.2	6.5	5.7	5.7	6.1	6.6		
Prepay	3.8	3.3	2.8	2.9	3.2	3.4		
Contract (1)	15.3	14.2	12.3	11.6	11.5	12.6		
Data ARPU (EUR)	3.0	3.0	2.8	3.0	3.0	3.6		
% non-SMS over data revenues	81.6%	82.5%	83.0%	84.5%	85.8%	87.1%		
Fixed telephony ARPU (EUR)	15.0	14.5	13.2	12.0	11.3	12.1		
Pay TV ARPU (EUR)	22.3	23.5	22.0	21.1	20.6	22.6		
Broadband ARPU (EUR)	12.5	12.3	11.0	10.6	10.3	11.2		
Churn	2.9%	3.2%	4.7%	6.1%	3.3%	3.1%		
Contract (1)	1.8%	1.9%	1.9%	1.8%	1.8%	1.9%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	93,747	189,485	286,783	379,430	93,579	186,804		
Fixed voice traffic	25,155	51,050	76,186	100,151	23,680	46,530		
Mobile voice traffic	68,592	138,435	210,597	279,279	69,899	140,274		
Data traffic (TB)	1,395,331	2,978,942	4,742,437	6,808,340	2,564,860	5,380,166		
Fixed data traffic	1,330,287	2,845,100	4,540,319	6,535,722	2,485,715	5,215,363		
Mobile data traffic	65,043	133,842	202,118	272,618	79,146	164,803		
Mobile ARPU (EUR)	7.2	6.9	6.5	6.3	6.1	6.4		
Prepay	3.8	3.5	3.3	3.2	3.2	3.3		
Contract (1)	15.3	14.7	13.9	13.3	11.5	12.1		
Data ARPU (EUR)	3.0	3.0	2.9	2.9	3.0	3.3		
% non-SMS over data revenues	81.6%	82.1%	82.4%	82.9%	85.8%	86.5%		
Fixed telephony ARPU (EUR)	15.0	14.7	14.1	13.5	11.3	11.7		
Pay TV ARPU (EUR)	12.5	12.4	11.8	11.4	10.3	10.8		
Broadband ARPU (EUR)	22.3	23.1	22.6	22.1	20.6	21.6		
Churn	2.9%	3.0%	3.6%	4.2%	3.3%	3.2%		
Contract (1)	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	3,665	3,467	3,634	3,622	14,387	3,054	2,961			
Mobile Business	2,668	2,435	2,630	2,614	10,347	2,173	2,023			
Mobile service revenues	2,367	2,158	2,328	2,309	9,161	1,949	1,813			
Data revenues (1)	889	899	946	955	3,688	851	814			
Handset revenues	302	278	302	306	1,188	224	210			
Fixed Business	1,007	1,038	1,010	1,015	4,070	886	943			
FBB and new services revenues (2)	503	528	512	521	2,064	468	511			
Pay TV revenues	133	145	143	147	569	140	147			
Voice & access revenues	370	365	355	346	1,436	278	285			
Internal exp. capitalized in fixed assets	27	28	30	39	125	27	28			
Operating expenses	(2,583)	(2,489)	(2,605)	(2,652)	(10,329)	(2,237)	(2,171)			
Supplies	(1,030)	(1,012)	(1,075)	(1,060)	(4,176)	(912)	(894)			
Personnel expenses	(418)	(408)	(415)	(445)	(1,686)	(379)	(364)			
Other operating expenses	(1,135)	(1,069)	(1,115)	(1,147)	(4,466)	(946)	(913)			
Other net income (expense)	17	15	17	23	72	21	18			
Gain (loss) on sale of fixed assets	-	3	5	93	101	-	(1)			
Impairment of goodwill and other assets	-	-	-	-	-	-	-			
Operating income before D&A (OIBDA)	1,127	1,025	1,080	1,124	4,356	866	836			
<i>OIBDA Margin</i>	<i>30.8%</i>	<i>29.6%</i>	<i>29.7%</i>	<i>31.0%</i>	<i>30.3%</i>	<i>28.3%</i>	<i>28.2%</i>			
CapEx	622	852	729	857	3,060	459	556			
Spectrum	139	205	(3)	(4)	338	-	-			
OpCF (OIBDA-CapEx)	505	173	351	267	1,296	406	280			

*Notes:*

- After considering Venezuela as a hyperinflationary country, the P&L and CapEx for Telefónica's operations in the country are to be converted at the closing exchange rate Bolivar Fuerte/Euro. The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

- OIBDA before management and brand fees.

- 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela in both years.

(1) Since the first quarter 2015, data and voice revenues have been reassigned to homogenise the year-on-year comparison.

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

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## TELEFÓNICA HISPANOAMÉRICA

## ACCESSES

*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	132,461.8	132,247.2	132,672.7	134,612.4	134,274.3	134,422.4		
Fixed telephony accesses (1)	13,266.5	13,158.7	13,035.3	12,829.8	12,497.9	12,400.6		
Internet and data accesses	5,516.0	5,573.4	5,644.5	5,667.8	5,706.8	5,772.1		
Broadband	5,452.7	5,514.1	5,586.1	5,610.4	5,624.8	5,642.2		
Fibre and VDSL	413.2	501.6	619.2	751.1	835.4	923.8		
Mobile accesses	111,143.1	110,866.4	111,251.2	113,302.7	113,218.7	113,344.0		
Prepay	87,454.6	87,077.4	87,013.2	88,332.8	87,934.3	87,810.5		
Contract	23,688.6	23,789.1	24,238.1	24,969.8	25,284.4	25,533.6		
M2M	2,125.9	2,144.8	2,214.3	2,296.9	2,315.1	2,354.3		
Pay TV	2,536.2	2,648.6	2,741.7	2,812.2	2,850.9	2,905.6		
Wholesale Accesses	31.4	31.4	31.0	30.9	28.2	27.5		
<b>Total Accesses</b>	<b>132,493.2</b>	<b>132,278.6</b>	<b>132,703.7</b>	<b>134,643.3</b>	<b>134,302.5</b>	<b>134,449.9</b>		

*(1) Includes fixed wireless and VoIP accesses.*

## MOBILE ACCESSES

*Unaudited figures (thousands)*

	2015				2016			
	March	June	September	December	March	June	September	December
Prepay percentage (%)	78.7%	78.5%	78.2%	78.0%	77.7%	77.5%		
Contract percentage (%)	21.3%	21.5%	21.8%	22.0%	22.3%	22.5%		
Smartphones ('000)	31,048.7	35,420.7	37,486.0	40,229.5	41,448.0	43,082.8		
Prepay	18,205.6	21,877.1	23,118.9	25,508.0	25,759.1	26,578.2		
Contract	12,843.1	13,543.6	14,367.1	14,721.5	15,689.0	16,504.5		
Smartphone penetration (%)	28.9%	33.0%	34.8%	36.7%	37.8%	39.3%		
Prepay (%)	21.0%	25.3%	26.8%	29.1%	29.5%	30.5%		
Contract (%)	61.9%	64.9%	67.5%	67.0%	70.3%	73.3%		
LTE ('000)	2,811.4	4,233.6	6,037.5	8,321.9	9,859.6	11,023.3		
LTE penetration (%)	2.6%	3.9%	5.5%	7.5%	8.9%	9.9%		

TELEFÓNICA ARGENTINA  
SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	935	981	1,016	983	3,915	689	709			
Mobile Business	599	637	662	641	2,539	421	422			
Mobile service revenues	529	557	565	543	2,194	371	373			
Data revenues	201	287	267	246	1,000	172	181			
Handset revenues	71	79	97	98	345	50	50			
Fixed Business	336	344	354	342	1,376	268	287			
FBB and new services revenues (1)	189	196	198	203	787	168	178			
Voice & access revenues	146	148	156	139	589	99	109			
OIBDA	273	266	242	224	1,006	149	165			
OIBDA margin (2)	28.8%	26.8%	23.4%	22.6%	25.4%	21.4%	23.0%			
CapEx	146	363	229	199	938	159	152			
Spectrum	-	204	(3)	(5)	196	-	-			
OpCF (OIBDA-CapEx)	127	(97)	13	25	68	(10)	13			

*Note:*

- OIBDA is presented before management and brand fees.

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

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

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TELEFÓNICA ARGENTINA  
ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	26,318.5	26,236.0	26,375.5	26,910.7	26,430.8	26,242.8		
Fixed telephony accesses (1)	4,693.2	4,669.3	4,662.2	4,635.2	4,599.7	4,550.5		
Fixed wireless	285.9	286.4	295.1	288.0	276.0	256.2		
Internet and data accesses	1,880.7	1,877.8	1,883.9	1,886.3	1,911.8	1,910.9		
Broadband	1,871.8	1,869.9	1,877.5	1,881.2	1,880.6	1,878.5		
Mobile accesses	19,744.6	19,688.9	19,829.4	20,389.2	19,919.2	19,781.5		
Prepay	12,778.0	12,859.0	12,985.6	13,434.6	12,989.8	12,851.6		
Contract	6,966.5	6,829.9	6,843.8	6,954.6	6,929.4	6,929.9		
M2M	455.4	446.9	450.5	448.8	439.2	428.3		
Wholesale Accesses	23.3	23.5	23.0	23.1	22.4	21.8		
Total Accesses	26,341.7	26,259.5	26,398.6	26,933.8	26,453.2	26,264.7		

(1) Includes fixed wireless and VoIP accesses.

SELECTED OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	16,463	16,641	16,592	16,382	14,882	15,587		
Fixed voice traffic	6,612	6,916	7,003	6,768	6,066	6,341		
Mobile voice traffic	9,851	9,725	9,590	9,614	8,816	9,246		
Data traffic (TB)	117,077	167,451	172,826	165,947	175,385	198,738		
Fixed data traffic (1)	107,008	155,961	158,290	146,912	151,868	170,316		
Mobile data traffic	10,069	11,491	14,536	19,035	23,517	28,423		
Mobile ARPU (EUR)	9.1	9.9	9.9	9.0	6.5	6.6		
Prepay	2.7	2.9	2.9	2.7	1.9	2.0		
Contract (2)	22.3	24.0	24.5	22.6	16.2	16.2		
Data ARPU (EUR)	3.4	4.3	4.5	4.0	2.9	3.0		
% non-SMS over data revenues	56.2%	78.1%	76.1%	79.2%	82.2%	90.4%		
Fixed telephony ARPU (EUR)	9.9	9.8	10.4	9.1	6.6	7.5		
Broadband ARPU (EUR)	21.3	21.9	22.5	21.6	17.6	18.5		
Churn	3.1%	2.9%	2.7%	1.9%	3.3%	3.1%		
Contract (2)	1.1%	1.5%	1.7%	1.3%	1.2%	1.4%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	16,463	33,104	49,697	66,079	14,882	30,469		
Fixed voice traffic	6,612	13,528	20,531	27,299	6,066	12,407		
Mobile voice traffic	9,851	19,576	29,166	38,780	8,816	18,062		
Data traffic (TB)	117,077	284,529	457,355	623,302	175,385	374,123		
Fixed data traffic (1)	107,008	262,969	421,259	568,171	151,868	322,183		
Mobile data traffic	10,069	21,560	36,096	55,131	23,517	51,940		
Mobile ARPU (EUR)	9.1	9.5	9.6	9.5	6.5	6.6		
Prepay	2.7	2.8	2.9	2.8	1.9	2.0		
Contract (2)	22.3	23.1	23.6	23.3	16.2	16.2		
Data ARPU (EUR)	3.4	4.1	4.2	4.2	2.9	2.9		
% non-SMS over data revenues	56.2%	68.8%	71.4%	73.5%	82.2%	86.4%		
Fixed telephony ARPU (EUR)	9.9	9.8	10.0	9.8	6.6	7.1		
Broadband ARPU (EUR)	21.3	21.6	21.9	21.8	17.6	18.1		
Churn	3.1%	3.0%	2.9%	2.6%	3.3%	3.2%		
Contract (2)	1.1%	1.3%	1.4%	1.4%	1.2%	1.3%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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) Includes solely traffic related with FBB accesses, not Business customers.

(2) Excludes M2M.

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TELEFÓNICA CHILE  
 SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	565	590	528	536	2,220	511	524			
Mobile Business	339	347	305	301	1,292	297	294			
Mobile service revenues	304	313	282	278	1,177	267	265			
Data revenues	98	109	108	109	424	123	125			
Handset revenues	35	34	23	23	115	30	29			
Fixed Business	226	243	223	235	928	214	229			
FBB and new services revenues (1)	95	106	98	106	405	97	108			
Pay TV revenues	57	64	57	57	235	55	58			
Voice & access revenues	74	73	67	72	287	63	64			
OIBDA	176	203	187	194	760	176	168			
OIBDA margin	31.1%	34.4%	35.4%	36.2%	34.2%	34.4%	32.1%			
CapEx	123	115	105	90	433	114	101			
Spectrum	6	-	-	-	6	-	-			
OpCF (OIBDA-CapEx)	53	88	82	104	327	62	66			

Notes:

- OIBDA is presented before management and brand fees.

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

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## TELEFÓNICA CHILE

## ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	13,861.3	13,610.4	13,387.4	13,158.3	12,741.5	12,481.1		
Fixed telephony accesses (1)	1,557.7	1,537.4	1,510.3	1,486.0	1,459.0	1,438.4		
Internet and data accesses	1,067.9	1,093.6	1,106.4	1,112.0	1,109.1	1,150.8		
Broadband	1,056.7	1,082.5	1,095.4	1,101.1	1,098.4	1,093.3		
Fibre and VDSL	192.2	216.3	240.7	256.7	268.9	290.2		
Mobile accesses	10,619.5	10,345.1	10,129.6	9,915.6	9,527.9	9,235.1		
Prepay	7,817.5	7,503.0	7,268.0	6,995.3	6,524.9	6,150.1		
Contract	2,802.0	2,842.1	2,861.7	2,920.3	3,002.9	3,085.0		
M2M	293.0	291.0	294.3	310.0	331.2	354.8		
Pay TV	616.2	634.3	641.0	644.7	645.6	656.8		
Wholesale Accesses	5.9	5.9	5.8	5.7	5.2	5.1		
Total Accesses	13,867.2	13,616.3	13,393.2	13,164.0	12,746.7	12,486.2		

(1) Includes fixed wireless and VoIP accesses.

## SELECTED OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	8,725	8,693	8,927	9,296	9,130	8,248		
Fixed voice traffic	1,354	1,353	1,320	1,301	1,127	1,194		
Mobile voice traffic	7,372	7,340	7,607	7,995	8,003	7,053		
Data traffic (TB)	252,756	289,259	309,838	322,994	348,695	372,277		
Fixed data traffic	238,140	269,957	288,230	296,880	321,246	344,595		
Mobile data traffic	14,616	19,302	21,607	26,114	27,449	27,682		
Mobile ARPU (EUR)	9.4	9.7	9.0	8.8	8.9	9.2		
Prepay	3.8	3.8	3.3	3.1	3.0	2.9		
Contract (1)	27.8	28.7	26.3	25.2	24.7	24.9		
Data ARPU (EUR)	3.1	3.4	3.4	3.5	4.2	4.5		
% non-SMS over data revenues	94.0%	93.5%	93.5%	93.7%	97.4%	97.8%		
Fixed telephony ARPU (EUR)	14.1	14.1	13.6	14.8	13.1	13.4		
Pay TV ARPU (EUR)	29.1	30.4	26.1	26.1	24.4	24.8		
Broadband ARPU (EUR)	17.9	18.1	16.9	16.8	16.2	17.0		
Churn	3.2%	3.7%	3.2%	3.4%	3.6%	3.7%		
Contract (1)	1.9%	1.9%	2.3%	2.2%	2.0%	2.1%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	8,725	17,418	26,346	35,642	9,130	17,378		
Fixed voice traffic	1,354	2,707	4,027	5,328	1,127	2,321		
Mobile voice traffic	7,372	14,712	22,319	30,314	8,003	15,056		
Data traffic (TB)	252,756	542,015	851,852	1,174,846	348,695	720,972		
Fixed data traffic	238,140	508,097	796,327	1,093,208	321,246	665,841		
Mobile data traffic	14,616	33,918	55,525	81,639	27,449	55,131		
Mobile ARPU (EUR)	9.4	9.7	9.0	8.8	8.9	9.0		
Prepay	3.8	3.8	3.3	3.1	3.0	3.0		
Contract (1)	27.8	28.7	26.3	25.2	24.7	24.8		
Data ARPU (EUR)	3.1	3.4	3.4	3.5	4.2	4.3		
% non-SMS over data revenues	94.0%	93.5%	93.5%	93.7%	97.4%	97.6%		
Fixed telephony ARPU (EUR)	14.1	14.1	13.6	14.8	13.1	13.3		
Pay TV ARPU (EUR)	29.1	30.4	26.1	26.1	24.4	24.6		
Broadband ARPU (EUR)	17.9	18.1	16.9	16.8	16.2	16.6		
Churn	3.2%	3.7%	3.2%	3.4%	3.6%	3.7%		
Contract (1)	1.9%	1.9%	2.3%	2.2%	2.0%	2.1%		

## Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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 PERÚ  
SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	692	684	695	695	2,766	624	620			
Mobile Business	394	385	396	391	1,566	345	332			
Mobile service revenues (1)	354	342	350	344	1,390	308	293			
Data revenues (2)	148	155	156	161	619	146	152			
Handset revenues	40	43	47	47	176	38	39			
Fixed Business	298	299	299	304	1,200	279	288			
FBB and new services revenues (3)	151	155	149	146	602	138	150			
Pay TV revenues	61	64	70	73	268	69	71			
Voice & access revenues	87	79	80	84	330	72	67			
OIBDA	238	212	240	253	943	187	204			
OIBDA margin	34.4%	31.0%	34.6%	36.4%	34.1%	30.0%	32.9%			
CapEx	63	118	110	200	491	55	94			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	175	93	130	53	452	133	110			

*Note:*

- OIBDA is presented before management and brand fees.

(1) Includes fixed wireless revenues.

(2) Since the first quarter 2015, data and voice revenues have been reassigned to homogenise the year-on-year comparison.

(3) Includes FBB connectivity services (retail and wholesale), including value-added services, ICT revenues, other services over connectivity and FBB equipment.

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## TELEFÓNICA PERÚ

## ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	22,083.4	22,104.2	22,184.3	22,231.0	21,791.0	21,638.3		
Fixed telephony accesses (1)	2,641.4	2,605.8	2,634.9	2,596.6	2,452.1	2,491.0		
Fixed wireless	191.2	229.8	208.5	191.9	127.7	117.6		
Internet and data accesses	1,557.4	1,589.2	1,628.0	1,647.1	1,663.9	1,685.0		
Broadband	1,529.7	1,564.4	1,602.5	1,621.2	1,639.2	1,660.3		
VDSL	219.1	283.5	376.7	488.7	557.0	623.7		
Mobile accesses	16,870.2	16,819.1	16,773.8	16,786.5	16,445.4	16,211.9		
Prepay	11,645.3	11,450.4	11,255.3	11,013.3	10,530.0	10,228.5		
Contract	5,224.8	5,368.7	5,518.5	5,773.1	5,915.5	5,983.4		
M2M	118.0	98.4	99.8	103.3	81.7	79.7		
Pay TV	1,014.5	1,090.1	1,147.7	1,200.8	1,229.6	1,250.3		
Wholesale Accesses	0.3	0.2	0.2	0.1	0.1	0.1		
Total Accesses	22,083.7	22,104.3	22,184.5	22,231.1	21,791.0	21,638.3		

(1) Includes fixed wireless and VoIP accesses.

## SELECTED OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	24,759	24,635	26,225	28,033	27,479	28,166		
Fixed voice traffic	5,460	5,429	5,398	5,322	5,144	4,935		
Mobile voice traffic	19,300	19,206	20,828	22,711	22,336	23,231		
Data traffic (TB)	364,397	398,101	407,710	416,543	418,470	414,392		
Fixed data traffic	359,357	391,712	399,478	405,927	407,019	402,357		
Mobile data traffic	5,040	6,389	8,232	10,616	11,451	12,034		
Mobile ARPU (EUR)	7.0	6.8	6.7	6.7	6.3	6.1		
Prepay	4.2	3.9	3.7	3.6	2.8	3.2		
Contract (1)	13.5	13.2	13.1	12.9	12.0	11.6		
Data ARPU (EUR) (2)	2.9	3.1	3.1	3.2	2.9	3.1		
% non-SMS over data revenues	94.1%	95.6%	96.2%	96.9%	99.1%	97.2%		
Fixed telephony ARPU (EUR)	10.8	9.8	10.0	8.5	9.4	8.8		
Pay TV ARPU (EUR)	19.4	18.7	18.1	17.4	16.6	15.9		
Broadband ARPU (EUR)	19.5	18.9	18.5	18.0	16.4	16.0		
Churn	4.0%	4.3%	4.4%	4.3%	4.8%	5.0%		
Contract (1)	2.2%	2.0%	2.2%	1.8%	2.5%	2.6%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	24,759	49,395	75,620	103,653	27,479	55,646		
Fixed voice traffic	5,460	10,889	16,287	21,608	5,144	10,078		
Mobile voice traffic	19,300	38,506	59,334	82,045	22,336	45,567		
Data traffic (TB)	364,397	762,498	1,170,209	1,586,752	418,470	832,862		
Fixed data traffic	359,357	751,069	1,150,547	1,556,474	407,019	809,376		
Mobile data traffic	5,040	11,429	19,662	30,278	11,451	23,486		
Mobile ARPU (EUR)	7.0	6.9	6.8	6.8	6.3	6.2		
Prepay	4.2	4.0	3.9	3.9	2.8	3.0		
Contract (1)	13.5	13.3	13.3	13.2	12.0	11.8		
Data ARPU (EUR) (2)	2.9	3.0	3.0	3.1	2.9	3.0		
% non-SMS over data revenues	94.1%	94.9%	95.3%	95.8%	99.1%	98.1%		
Fixed telephony ARPU (EUR)	10.8	10.3	10.2	9.8	9.4	9.1		
Pay TV ARPU (EUR)	19.4	19.1	18.7	18.4	16.6	16.3		
Broadband ARPU (EUR)	19.5	19.2	19.0	18.7	16.4	16.2		
Churn	4.0%	4.1%	4.2%	4.3%	4.8%	4.9%		
Contract (1)	2.2%	2.1%	2.2%	2.1%	2.5%	2.6%		

## Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

(1) Since the first quarter 2015, data and voice revenues have been reassigned to homogenise the year-on-year comparison.

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TELEFÓNICA COLOMBIA  
SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	398	400	352	358	1,508	323	347			
Mobile Business	251	249	219	224	942	198	209			
Mobile service revenues	223	221	192	192	829	172	180			
Data revenues	66	67	61	62	256	61	69			
Handset revenues	28	27	27	31	113	26	29			
Fixed Business	147	151	134	134	566	125	138			
FBB and new services revenues (1)	68	70	66	66	270	64	74			
Pay TV revenues	16	17	16	17	66	17	18			
Voice & access revenues	63	64	52	51	230	44	46			
OIBDA	150	146	121	130	547	107	108			
OIBDA margin	37.6%	36.5%	34.3%	36.3%	36.2%	33.3%	31.0%			
CapEx	48	111	95	88	342	33	83			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	102	35	26	42	205	74	25			

*Note:*

- OIBDA is presented before management and brand fees.

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

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## TELEFÓNICA COLOMBIA

## ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Final Clients Accesses	15,777.5	15,308.1	15,587.6	15,824.5	15,977.2	16,161.0		
Fixed telephony accesses (1)	1,465.8	1,450.8	1,448.2	1,430.6	1,414.2	1,402.7		
Internet and data accesses	997.3	999.8	1,012.8	1,008.7	1,008.4	1,011.6		
Broadband	988.9	991.3	1,004.4	1,000.2	999.9	1,003.2		
Mobile accesses	12,884.9	12,413.3	12,655.6	12,896.7	13,057.2	13,226.3		
Prepay	9,633.2	9,158.6	9,341.8	9,510.9	9,625.1	9,730.2		
Contract	3,251.7	3,254.7	3,313.7	3,385.8	3,432.1	3,496.1		
M2M	438.7	444.4	456.4	467.5	471.0	464.3		
Pay TV	429.4	444.2	471.0	488.6	497.4	520.4		
Wholesale Accesses	1.9	1.9	1.9	1.9	0.6	0.6		
<b>Total Accesses</b>	<b>15,779.4</b>	<b>15,310.1</b>	<b>15,589.5</b>	<b>15,826.5</b>	<b>15,977.8</b>	<b>16,161.6</b>		

(1) Includes fixed wireless and VoIP accesses.

## SELECTED OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	13,700	13,236	14,011	14,201	14,373	14,884		
Fixed voice traffic	3,598	3,227	3,304	3,068	3,234	3,049		
Mobile voice traffic	10,101	10,009	10,707	11,133	11,139	11,835		
Data traffic (TB)	59,658	69,725	76,320	81,966	84,731	94,467		
Fixed data traffic (1)	49,142	58,338	64,088	68,446	70,654	79,143		
Mobile data traffic	10,516	11,387	12,232	13,520	14,077	15,324		
Mobile ARPU (EUR)	5.5	5.5	4.7	4.6	4.2	4.3		
Prepay	1.4	1.4	1.3	1.3	1.1	1.2		
Contract (2)	19.9	19.6	16.4	16.0	14.6	15.0		
Data ARPU (EUR)	1.7	1.8	1.6	1.6	1.6	1.8		
% non-SMS over data revenues	96.9%	97.3%	97.7%	98.2%	98.7%	98.9%		
Fixed telephony ARPU (EUR)	13.8	13.9	11.5	11.3	9.8	10.4		
Pay TV ARPU (EUR)	12.4	12.5	10.8	11.0	11.0	11.5		
Broadband ARPU (EUR)	10.4	10.8	9.0	8.8	8.2	8.9		
Churn	3.0%	4.5%	3.4%	3.3%	3.2%	3.2%		
Contract (2)	2.2%	2.3%	2.0%	1.8%	1.8%	1.7%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	13,700	26,936	40,947	55,148	14,373	29,257		
Fixed voice traffic	3,598	6,825	10,129	13,196	3,234	6,283		
Mobile voice traffic	10,101	20,111	30,818	41,951	11,139	22,973		
Data traffic (TB)	59,658	129,382	205,702	287,668	84,731	179,197		
Fixed data traffic (1)	49,142	107,480	171,568	240,014	70,654	149,797		
Mobile data traffic	10,516	21,902	34,134	47,654	14,077	29,400		
Mobile ARPU (EUR)	5.5	5.5	5.2	5.2	4.2	4.3		
Prepay	1.4	1.4	1.4	1.4	1.1	1.2		
Contract (2)	19.9	19.8	18.7	18.0	14.6	14.8		
Data ARPU (EUR)	1.7	1.7	1.7	1.7	1.6	1.7		
% non-SMS over data revenues	96.9%	97.1%	97.3%	97.6%	98.7%	98.8%		
Fixed telephony ARPU (EUR)	13.8	13.9	13.1	12.6	9.8	10.1		
Pay TV ARPU (EUR)	12.4	12.5	11.9	11.7	11.0	11.3		
Broadband ARPU (EUR)	10.4	10.6	10.1	9.8	8.2	8.5		
Churn	3.0%	3.8%	3.6%	3.6%	3.2%	3.2%		
Contract (2)	2.2%	2.2%	2.1%	2.1%	1.8%	1.8%		

## Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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) Includes solely traffic pertaining to FBB accesses, not Business customers.

(2) Excludes M2M.

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TELEFÓNICA MÉXICO  
SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	444	458	453	427	1,783	409	337			
Mobile service revenues	376	391	399	374	1,539	360	303			
Data revenues (1)	163	164	167	179	673	155	124			
Handset revenues	69	68	55	53	244	50	33			
OIBDA	109	105	134	133	481	106	62			
OIBDA margin	24.5%	22.9%	29.5%	31.1%	27.0%	25.9%	18.4%			
CapEx	47	63	55	101	266	42	54			
Spectrum	-	-	-	8	8	-	-			
OpCF (OIBDA-CapEx)	62	42	79	32	215	65	8			

Note:

- OIBDA is presented before management and brand fees.

(1) Since the first quarter 2015, data and voice revenues have been reassigned to homogenise the year-on-year comparison.

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## TELEFÓNICA MÉXICO

## ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Mobile accesses	22,536.6	23,048.8	23,405.0	24,895.0	25,655.4	25,928.8		
Prepay	21,056.6	21,553.9	21,779.8	23,102.0	23,803.2	24,069.1		
Contract	1,480.0	1,494.9	1,625.2	1,793.0	1,852.2	1,859.7		
M2M	455.8	485.9	521.2	567.5	602.6	629.2		
Fixed wireless	1,545.6	1,553.8	1,468.9	1,382.9	1,296.9	1,252.9		
<b>Total Accesses</b>	<b>24,082.2</b>	<b>24,602.6</b>	<b>24,873.9</b>	<b>26,277.9</b>	<b>26,952.3</b>	<b>27,181.7</b>		

## SELECTED MOBILE OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	13,435	13,785	13,915	15,570	18,525	20,055		
Data traffic (TB)	7,891	7,967	8,991	11,791	17,192	20,177		
ARPU (EUR)	4.9	4.9	4.7	4.4	3.8	3.2		
Prepay	4.3	4.3	4.3	3.9	3.3	2.7		
Contract (1)	19.0	19.2	17.1	15.7	14.6	13.9		
Data ARPU (EUR) (2)	2.3	2.3	2.3	2.4	2.0	1.6		
% non-SMS over data revenues	84.8%	86.0%	82.4%	89.2%	91.1%	91.5%		
Churn	2.8%	3.4%	3.6%	3.4%	3.5%	3.3%		
Contract (1)	1.7%	2.2%	1.6%	1.7%	1.7%	2.9%		

  

	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	13,435	27,221	41,136	56,706	18,525	38,580		
Data traffic (TB)	7,891	15,858	24,849	36,640	17,192	37,369		
ARPU (EUR)	4.9	4.9	4.8	4.7	3.8	3.5		
Prepay	4.3	4.3	4.3	4.2	3.3	3.0		
Contract (1)	19.0	19.1	18.4	17.6	14.6	14.2		
Data ARPU (EUR) (2)	2.3	2.3	2.3	2.3	2.0	1.8		
% non-SMS over data revenues	84.8%	85.4%	84.4%	85.7%	91.1%	91.3%		
Churn	2.8%	3.1%	3.3%	3.3%	3.5%	3.4%		
Contract (1)	1.7%	1.9%	1.8%	1.8%	1.7%	2.4%		

## Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

(2) Since the first quarter 2015, data and voice revenues have been reassigned to homogenise the year-on-year comparison.

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TELEFÓNICA VENEZUELA (1)  
 SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	212	(71)	165	175	481	77	21			
Mobile service revenues	184	(63)	143	159	423	75	21			
Data revenues (2)	71	(31)	28	37	105	32	-			
Handset revenues	28	(8)	22	15	58	2	1			
OIBDA	53	(26)	26	46	99	22	4			
OIBDA margin	24.9%	36.3%	15.9%	26.2%	20.6%	28.5%	18.5%			
CapEx	21	1	32	85	139	9	13			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	32	(27)	(6)	(40)	(40)	13	(9)			

*Notes:*

- After considering Venezuela as a hyperinflationary country, the P&L and CapEx for Telefónica's operations in the country are to be converted at the closing exchange rate Bolivar Fuerte/Euro. The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

- OIBDA is presented before management and brand fees.

(1) Reported figures include the hyperinflationary adjustments in Venezuela in both years.

(2) Data revenues do not include hyperinflation adjustments.

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TELEFÓNICA VENEZUELA  
ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Fixed telephony accesses (1)	758.3	742.2	712.9	697.3	672.9	654.0		
Internet and data accesses	8.2	8.3	8.5	8.5	8.3	8.1		
Broadband	3.4	3.6	3.8	4.0	4.0	4.0		
Mobile accesses	10,820.8	10,888.6	10,738.6	10,583.1	10,423.4	10,492.3		
Prepay (2)	9,468.5	9,546.3	9,405.4	9,259.2	9,114.2	9,195.3		
Contract	1,352.3	1,342.3	1,333.2	1,323.9	1,309.2	1,297.0		
M2M	113.5	115.6	116.8	117.0	114.2	110.6		
Pay TV	476.1	480.0	482.1	478.1	478.2	478.1		
<b>Total Accesses</b>	<b>12,063.4</b>	<b>12,119.1</b>	<b>11,942.0</b>	<b>11,767.0</b>	<b>11,582.8</b>	<b>11,632.5</b>		

(1) Includes fixed wireless and VoIP accesses.

(2) Includes prepay M2M accesses.

SELECTED MOBILE OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	13,528	14,404	15,178	14,892	14,137	14,240		
Data traffic (TB)	8,672	9,823	10,261	11,550	11,379	10,848		
ARPU (EUR) (1)(3)	4.5	n.m.	2.0	2.3	2.5	1.8		
Prepay	4.1	n.m.	1.8	2.1	2.3	1.5		
Contract (1)	8.0	n.m.	3.5	4.0	4.2	3.7		
Data ARPU (EUR) (2)(3)	2.1	n.m.	1.0	1.2	1.4	0.9		
% non-SMS over data revenues	83.3%	n.m.	86.0%	87.0%	90.2%	91.8%		
Churn	2.0%	2.2%	2.3%	2.2%	2.1%	2.0%		
Contract (1)	0.8%	0.9%	0.9%	0.7%	0.8%	0.8%		

  

	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	13,528	27,932	43,110	58,001	14,137	28,378		
Data traffic (TB)	8,672	18,495	28,756	40,306	11,379	22,226		
ARPU (EUR) (1)(3)	4.5	2.2	2.1	2.2	2.5	2.1		
Prepay	4.1	2.0	1.9	2.0	2.3	1.9		
Contract (1)	8.0	3.8	3.7	3.8	4.2	4.0		
Data ARPU (EUR) (2)(3)	2.1	1.0	1.0	1.1	1.4	1.1		
% non-SMS over data revenues	83.3%	84.0%	84.9%	85.6%	90.2%	91.1%		
Churn	2.0%	2.1%	2.2%	2.2%	2.1%	2.0%		
Contract (1)	0.8%	0.8%	0.9%	0.8%	0.8%	0.8%		

Notes:

- After considering Venezuela as a hyperinflationary country, the P&L and CapEx for Telefónica's operations in the country are to be converted at the closing exchange rate Bolivar Fuerte/Euro. The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

(2) Does not include adjustment for hyperinflation.

(3) As a consequence of modifying the conversion of Venezuela June 2015 results to the exchange rate of 197 VEF/USD (SIMADI) vs. 50 VEF/USD (SICAD II) in the first quarter of 2015, ARPU figure in euros is "n.m."

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TELEFÓNICA CENTRAL AMERICA (1)  
 SELECTED FINANCIAL DATA  
*Unaudited figures (Euros in millions)*

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	214	221	223	240	898	227	220			
Mobile service revenues	202	207	208	221	838	213	206			
Data revenues	71	71	85	82	309	85	85			
Handset revenues	12	15	16	19	62	14	15			
OIBDA	53	56	60	75	243	53	57			
OIBDA margin	24.6%	25.3%	26.7%	31.2%	27.1%	23.6%	25.9%			
CapEx	20	46	59	52	177	32	35			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	32	10	1	23	66	22	22			

*Note:*

- OIBDA is presented before management and brand fees.

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

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TELEFÓNICA CENTRAL AMERICA (1)  
ACCESSES

Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Fixed telephony accesses (2)	556.4	555.6	561.2	567.8	567.0	573.5		
Fixed wireless	335.2	336.0	343.1	334.9	355.6	354.8		
Internet and data accesses	4.4	4.7	4.9	5.1	5.4	5.6		
Broadband	2.2	2.4	2.6	2.7	2.7	2.9		
Mobile accesses	11,078.8	11,273.2	11,577.6	12,083.4	12,453.4	12,584.8		
Prepay (3)	10,204.4	10,396.8	10,692.7	11,186.5	11,536.6	11,666.5		
Contract	874.5	876.3	884.9	896.9	916.7	918.3		
M2M	34.4	32.1	31.5	32.7	34.3	35.8		
<b>Total Accesses</b>	<b>11,639.7</b>	<b>11,833.5</b>	<b>12,143.8</b>	<b>12,656.3</b>	<b>13,025.7</b>	<b>13,163.9</b>		

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

(2) Includes fixed wireless and VoIP accesses.

(3) Includes prepay M2M accesses.

SELECTED MOBILE OPERATIONAL DATA

Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	6,851	6,938	6,896	7,247	6,939	7,024		
Data traffic (TB)	5,628	6,648	7,587	9,948	10,960	12,295		
ARPU (EUR)	5.8	5.9	6.0	5.7	5.6	5.3		
Prepay	4.6	4.6	4.5	4.6	4.4	4.1		
Contract (1)	21.1	21.8	24.2	20.1	22.4	22.8		
Data ARPU (EUR)	2.1	2.1	2.5	2.3	2.3	2.2		
% non-SMS over data revenues	76.5%	77.7%	80.5%	86.3%	84.3%	84.6%		
Churn	3.2%	3.5%	3.4%	3.6%	3.2%	3.4%		
Contract (1)	1.6%	1.6%	1.4%	1.5%	1.3%	1.2%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	6,851	13,790	20,686	27,933	6,939	13,962		
Data traffic (TB)	5,628	12,276	19,863	29,812	10,960	23,256		
ARPU (EUR)	5.8	5.9	5.9	5.8	5.6	5.5		
Prepay	4.6	4.6	4.5	4.6	4.4	4.2		
Contract (1)	21.1	21.4	22.4	21.8	22.4	22.9		
Data ARPU (EUR)	2.1	2.1	2.2	2.2	2.3	2.3		
% non-SMS over data revenues	76.5%	77.1%	78.4%	80.6%	84.3%	84.5%		
Churn	3.2%	3.3%	3.3%	3.4%	3.2%	3.3%		
Contract (1)	1.6%	1.6%	1.5%	1.5%	1.3%	1.3%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

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TELEFÓNICA ECUADOR  
SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	149	149	150	157	605	145	135			
Mobile service revenues	133	133	136	143	546	133	124			
Data revenues	45	50	52	55	203	53	51			
Handset revenues	15	16	14	14	59	11	11			
OIBDA	52	45	47	49	194	45	38			
OIBDA margin	35.0%	30.4%	31.5%	31.2%	32.0%	31.0%	28.3%			
CapEx	146	28	38	30	241	12	18			
Spectrum	133	1	-	(8)	127	-	-			
OpCF (OIBDA-CapEx)	(94)	17	10	19	(47)	33	20			

Note:

- OIBDA is presented before management and brand fees.

TELEFÓNICA URUGUAY  
SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec
Revenues	65	61	56	58	240	54	52			
Mobile service revenues	61	57	53	54	224	51	48			
Data revenues	26	26	23	24	99	25	26			
Handset revenues	4	4	3	5	16	4	4			
OIBDA	24	20	19	23	86	20	17			
OIBDA margin	37.2%	32.7%	33.5%	40.2%	35.9%	36.1%	33.4%			
CapEx	8	6	7	12	33	3	6			
Spectrum	-	-	-	-	-	-	-			
OpCF (OIBDA-CapEx)	16	14	12	11	53	17	12			

Note:

- OIBDA is presented before management and brand fees.

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TELEFÓNICA ECUADOR  
ACCESSES  
Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Mobile accesses	4,675.3	4,545.3	4,355.5	4,000.9	4,009.1	4,174.1		
Prepay	3,545.6	3,380.8	3,135.8	2,738.8	2,759.3	2,886.4		
Contract	1,129.7	1,164.6	1,219.7	1,262.2	1,249.8	1,287.7		
M2M	173.3	182.7	191.5	196.4	184.2	186.5		
Fixed Wireless	48.1	43.8	36.7	33.4	36.2	37.7		
Total Accesses	4,723.4	4,589.1	4,392.1	4,034.4	4,045.3	4,211.8		

SELECTED MOBILE OPERATIONAL DATA  
Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	2,852	2,970	3,018	3,081	2,955	3,137		
Data traffic (TB)	1,786	2,213	2,950	3,857	4,303	4,902		
ARPU (EUR)	8.3	8.9	9.3	10.1	10.4	9.5		
Prepay	4.6	4.8	5.2	5.6	5.7	4.9		
Contract (1)	24.5	24.6	23.8	24.1	24.2	22.9		
Data ARPU (EUR)	3.0	3.6	3.8	4.3	4.2	4.0		
% non-SMS over data revenues	82.5%	85.1%	85.8%	87.8%	88.7%	89.4%		
Churn	5.7%	4.6%	5.3%	4.6%	4.4%	4.0%		
Contract (1)	1.6%	1.5%	1.5%	1.5%	1.9%	1.1%		
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Voice traffic (Million minutes)	2,852	5,822	8,840	11,921	2,955	6,093		
Data traffic (TB)	1,786	3,999	6,949	10,806	4,303	9,205		
ARPU (EUR)	8.3	8.6	8.8	9.1	10.4	10.0		
Prepay	4.6	4.7	4.9	5.0	5.7	5.3		
Contract (1)	24.5	24.6	24.3	24.3	24.2	23.5		
Data ARPU (EUR)	3.0	3.3	3.4	3.6	4.2	4.1		
% non-SMS over data revenues	82.5%	83.9%	84.5%	85.5%	88.7%	89.0%		
Churn	5.7%	5.2%	5.2%	5.1%	4.4%	4.2%		
Contract (1)	1.6%	1.6%	1.5%	1.5%	1.9%	1.3%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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  
ACCESSES  
Unaudited figures (Thousands)

	2015				2016			
	March	June	September	December	March	June	September	December
Mobile accesses	1,912.5	1,844.1	1,786.1	1,752.3	1,727.7	1,709.2		
Prepay	1,305.3	1,228.4	1,148.7	1,092.3	1,051.2	1,032.7		
Contract	607.1	615.7	637.4	660.0	676.5	676.5		
M2M	43.7	47.8	52.3	53.7	56.9	65.0		
Total Accesses	1,912.5	1,844.1	1,786.1	1,752.3	1,727.7	1,709.2		

SELECTED MOBILE OPERATIONAL DATA  
Unaudited figures

	2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Voice traffic (Million minutes)	1,242	1,140	1,167	1,175	1,068	1,082		
Data traffic (TB)	1,704	1,937	2,345	2,682	3,233	3,530		
ARPU (EUR)	10.0	9.8	9.5	9.8	9.3	9.2		
Prepay	4.5	4.6	4.4	4.6	4.3	4.1		
Contract (1)	23.2	22.2	20.8	20.2	18.8	18.7		
Data ARPU (EUR)	4.5	4.5	4.4	4.6	4.8	5.1		
% non-SMS over data revenues	67.3%	67.5%	70.0%	69.0%	78.0%	81.3%		
Churn	1.4%	3.0%	3.0%	2.7%	2.5%	2.1%		
Contract (1)	0.7%	0.7%	0.9%	0.7%	0.7%	1.5%		
	Jan-Mar	Jan-Jun	Jan-Sep	Jan-Dec	Jan-Mar	Jan-Jun	Jan-Sep	Jan-Dec
Voice traffic (Million minutes)	1,242	2,383	3,550	4,725	1,068	2,149		
Data traffic (TB)	1,704	3,641	5,986	8,668	3,233	6,763		
ARPU (EUR)	10.0	9.9	9.8	9.8	9.3	9.3		
Prepay	4.5	4.6	4.5	4.5	4.3	4.2		
Contract (1)	23.2	22.7	22.1	21.6	18.8	18.8		
Data ARPU (EUR)	4.5	4.5	4.5	4.5	4.8	4.9		
% non-SMS over data revenues	67.3%	67.4%	68.3%	68.5%	78.0%	79.7%		
Churn	1.4%	2.2%	2.5%	2.5%	2.5%	2.3%		
Contract (1)	0.7%	0.7%	0.8%	0.7%	0.7%	1.1%		

Notes:

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

- Voice traffic is defined as minutes per access used on the company's network, both outbound and inbound. 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 included. Traffic volume non rounded.

- Data traffic is defined as Terabytes used by the company's customers, both upload and download (1TByte = 10<sup>12</sup> 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.

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## **ADDENDA**

The financial information contained in the addenda has been prepared under International Financial Reporting Standards (IFRS). This financial information is unaudited.

The following Addenda are included: i) the Consolidated Statement of Cash Flow, in conformity with International Financial Reporting Standards; ii) the detailed Income Statement for Telefónica España, including DTS in the consolidation perimeter from January 2015.

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TELEFÓNICA  
CONSOLIDATED CASH FLOW STATEMENT  
Unaudited figures (Euros in millions)

	2015				2016			
	Jan - Mar	Jan - Jun	Jan - Sep	Jan -Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec
Net cash flow provided by operating activities	2,675	5,759	9,258	13,615	2,207	5,392		
Net cash flow used in investing activities	(3,073)	(8,347)	(10,495)	(12,917)	(2,068)	(4,430)		
Dividends paid	(31)	(2,343)	(2,355)	(2,775)	(41)	(2,211)		
Proceeds from issue of share capital increase (1)	(5)	4,202	4,202	4,255	1	0		
(Payments)/proceeds of treasury shares and other operations with shareholders	(387)	(690)	(1,285)	(1,772)	(602)	(651)		
Operations with other equity holders (2)	360	360	193	83	(114)	(118)		
Proceeds on issue of debentures and bonds, and other debts	0	300	1,509	1,602	596	3,415		
Proceeds on loans, borrowings and promissory notes	2,769	6,821	7,803	8,784	6,168	10,445		
Cancellation of debentures and bonds, and other debts	(2,021)	(3,234)	(3,304)	(3,805)	(3,872)	(6,534)		
Repayments of loans, borrowings and promissory notes	(2,910)	(4,842)	(7,688)	(9,858)	(1,261)	(3,728)		
Financed operating payments and investments in property, plant and equipment and intangible assets payments	(39)	(152)	(147)	(126)	(783)	(1,457)		
Net cash used in financing activities	(2,264)	422	(1,072)	(3,612)	92	(839)		
Effect of changes in exchange rates	104	(522)	(1,178)	(999)	(28)	151		
Effect of changes in consolidation methods and others	0	22	21	(1)	(5)	(5)		
Net increase (decrease) in cash and cash equivalents during the year	(2,558)	(2,666)	(3,466)	(3,914)	198	269		
Cash and cash equivalents at the beginning of the period	6,529	6,529	6,529	6,529	2,615	2,615		
Cash and cash equivalents at the end of the period	3,971	3,863	3,063	2,615	2,813	2,884		

Notes:

- Since the second quarter of 2016 Telefónica's operations in the United Kingdom are no longer reported as discontinued operations within Telefónica Group and all its assets and liabilities have ceased to be reported as "held for sale", and have been reclassified back into full consolidation within Telefónica Group financial statements, in compliance with International Financial Reporting Standards (IFRS). For comparative purposes, the results of Grupo Telefónica of 2015 and the first quarter of 2016 are reported following the same criteria.

- The January-June 2016 consolidated financial statements use the exchange rate of the Venezuelan bolivar set at the denominated DICOM (628 Venezuelan bolivars fuertes per dollar at 30 June 2016).

- 2015 and 2016 reported figures include the hyperinflationary adjustments in Venezuela in both years.

1) Includes in 2015 the contribution of minorities in the share capital increase of T. Brasil.

2) Includes issuance and coupons of undated deeply subordinated securities.

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TELEFÓNICA ESPAÑA

Including DTS from 1 January 2015

CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2015					2016				
	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec
Revenues	3,121	3,205	3,180	3,220	12,726	3,126	3,202			
Mobile handset revenues	142	156	147	202	648	117	121			
Revenues ex-mobile handset revenues	2,979	3,048	3,033	3,018	12,078	3,009	3,081			
Consumer (1)	1,597	1,621	1,625	1,576	6,419	1,626	1,636			
Fusión	776	827	870	895	3,368	979	1,015			
Non-Fusión	822	793	754	681	3,051	647	621			
Business	860	871	873	869	3,472	836	876			
Communications	715	705	697	681	2,799	677	690			
IT	145	166	175	187	674	158	186			
Other (2)	521	557	536	573	2,186	548	568			
Internal expenditure capitalized in fixed assets	88	82	80	100	350	87	82			
Operating expenses	(1,981)	(2,005)	(1,916)	(4,952)	(10,854)	(1,954)	(1,966)			
Supplies	(779)	(827)	(758)	(867)	(3,231)	(781)	(869)			
Personnel expenses	(576)	(571)	(574)	(3,477)	(5,198)	(593)	(524)			
Other operating expenses	(625)	(607)	(584)	(608)	(2,424)	(580)	(574)			
Other net income (expense)	6	(5)	1	(29)	(28)	5	(7)			
Gain (loss) on sale of fixed assets	46	26	37	27	136	4	6			
Impairment of goodwill and other assets	0	0	(1)	4	2	(1)	(1)			
Operating income before D&A (OIBDA)	1,280	1,303	1,381	(1,631)	2,332	1,266	1,317			
OIBDA Margin	41.0%	40.7%	43.4%	n.m.	18.3%	40.5%	41.1%			
CapEx	420	477	433	505	1,835	427	463			
Spectrum	22	27	-	-	49	-	7			
OpCF (OIBDA-CapEx)	860	826	948	(2,136)	498	840	854			

Notes:

- The reported figures include DTS in Telefónica España's consolidation perimeter from 1 January 2015 for illustrative purposes only.

- OIBDA before management and brand fees.

- Mobile handset revenues have been restated from 1 January 2015 including all the business of Telefónica España (previously only Telefónica Móviles España).

(1) Consumer revenues include residential and SOHO revenues.

(2) Other revenues include wholesale, subsidiaries and other revenues.

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