



JANUARY - MARCH 2021

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## DISCLAIMER

The financial information related to 2020 and 2021 contained in this document has been prepared under International Financial Reporting Standards (IFRS), as adopted by the European Union. This information is unaudited.

### Changes to the consolidation perimeter

During the January-March 2021 period, there have been no significant changes in the consolidation perimeter.

### Perimeter

**T. Infra is no longer a reportable segment and therefore its results have been included in “Other companies and eliminations” since Q1 21.** Telxius tower business will be deconsolidated once the regulatory approval of the sale agreement with American Tower Corporation is obtained. For comparative purpose, “Other companies and eliminations” results have been restated including T. Infra in 2020.

**T. Tech:** Reported perimeter in 2021 refers to “Telefónica Tech” once the business carve-out and transfer of assets from different OB’s is completed. For comparative purposes, “Telefónica Tech” proforma perimeter for 2020 has been calculated to report a y-o-y change estimated according to the perimeter of Tech’s revenues.

Following the agreement reached on May 7, 2020 between Telefónica and Liberty Global to combine their operating businesses in the UK, and in accordance with IFRS 5, T. UK’s assets and liabilities were reclassified as held for sale in the consolidated statement of financial position from that date. Accordingly, T. UK’s non-current assets ceased to be amortised and depreciated (€291m positive impact in depreciation and amortisation in Q1 21).

Following the agreement signed on January 13, 2021 by Telxius Telecom with American Tower Corporation for the sale of its telecommunications towers division in Europe (Spain and Germany) and in Latin America (Brazil, Peru, Chile and Argentina), and in accordance with IFRS 5, T. Telxius consolidated assets and liabilities subject to the transaction were reclassified as held for sale in the consolidated statement of financial position at December 31, 2020. Accordingly, the non-current assets ceased to be amortized and depreciated (€53m positive impact in depreciation and amortisation in Q1 21).

### Accesses & KPIs

New information has been included since the first quarter 2021 (in the Segments applicable) and is also given for comparative purposes from January 2020.

- FTTH Uptake (%) is included in KPIs tables for the Group and the OBs. It is calculated as FTTH retail and wholesale accesses connected to the OB’s owned FTTH premises passed.
- At T. UK level: Mobile ARPU is discontinued since it is not considered representative due to the impact of changes in the distribution model.

Furthermore, since the first quarter of 2021, information regarding Key Holdings of the Telefónica Group has been included in this document.

TELEFÓNICA

ACCESSES

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>Retail Accesses</b>	<b>319,912.7</b>	<b>314,709.0</b>	<b>318,430.8</b>	<b>322,978.5</b>	<b>324,392.5</b>
Fixed telephony accesses	30,348.6	29,618.4	28,881.4	28,243.0	27,587.2
Broadband	20,518.9	20,321.9	20,213.4	20,077.2	20,128.1
UBB	14,434.2	14,625.2	14,949.5	15,212.8	15,613.2
FTTH	8,565.7	8,950.3	9,486.8	9,964.2	10,574.6
Mobile accesses	260,434.6	256,201.7	260,877.5	266,287.1	268,374.6
Prepay	129,550.6	126,134.2	128,770.2	131,542.0	131,385.1
Contract	106,196.4	105,792.9	106,883.3	108,587.5	110,229.5
IoT	24,687.6	24,274.6	25,224.0	26,157.7	26,760.1
Pay TV	8,287.4	8,243.3	8,140.0	8,059.5	8,000.5
<b>Wholesale Accesses</b>	<b>22,327.0</b>	<b>22,555.0</b>	<b>23,068.9</b>	<b>22,455.0</b>	<b>23,066.4</b>
Fixed wholesale accesses	3,793.6	3,753.1	3,742.5	3,722.8	3,698.1
Mobile wholesale accesses	18,533.4	18,801.8	19,326.4	18,732.1	19,368.3
<b>Total Accesses</b>	<b>342,239.7</b>	<b>337,264.0</b>	<b>341,499.7</b>	<b>345,433.5</b>	<b>347,458.9</b>

OWN UBB COVERAGE

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>UBB Premises passed</b>	<b>56,827.0</b>	<b>58,249.0</b>	<b>60,092.6</b>	<b>61,797.9</b>	<b>63,188.3</b>
FTTH	41,082.9	42,952.5	45,611.9	47,821.3	49,271.3
Up-Take FTTH	26%	26%	26%	26%	27%

Notes:

Up-Take FTTH includes retail accesses and wholesale accesses of T. España connected to the FTTH network

## TELEFÓNICA

## CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	11,366	10,340	10,461	10,909	43,076	10,340
Other income	374	309	320	584	1,587	316
Operating expenses	(7,970)	(7,219)	(7,315)	(7,725)	(30,230)	(7,233)
Impairments & losses on disposal of assets	(9)	(115)	(795)	(16)	(935)	(7)
<i>Underlying operating income before D&amp;A (OIBDA)</i>	<i>3,802</i>	<i>3,430</i>	<i>3,518</i>	<i>3,732</i>	<i>14,481</i>	<i>3,494</i>
Operating income before D&A (OIBDA)	3,760	3,315	2,672	3,751	13,498	3,417
<i>OIBDA Margin</i>	<i>33.1%</i>	<i>32.1%</i>	<i>25.5%</i>	<i>34.4%</i>	<i>31.3%</i>	<i>33.0%</i>
Depreciation and amortisation	(2,669)	(2,282)	(2,128)	(2,280)	(9,359)	(2,023)
Operating income (OI)	1,091	1,033	544	1,471	4,139	1,394
Share of profit (loss) of investments accounted for by the equity method	1	3	2	(4)	2	(4)
Net financial income (expense)	(428)	(321)	(532)	(278)	(1,558)	(240)
Profit before taxes	664	716	14	1,189	2,583	1,150
Corporate income tax	(196)	(224)	(108)	(98)	(626)	(206)
Profit for the period	468	491	(93)	1,091	1,957	944
Attributable to equity holders of the Parent	406	425	(160)	911	1,582	886
Attributable to non-controlling interests	62	66	67	180	375	58
Weighted average number of ordinary shares outstanding during the period (millions)	5,467	5,501	5,482	5,435	5,471	5,424
Basic and diluted earnings per share attributable to equity holders of the Parent (Euros)	0.06	0.07	(0.04)	0.16	0.24	0.15
<i>Underlying basic and diluted earnings per share attributable to equity holders of the Parent (Euros)</i>	<i>0.10</i>	<i>0.12</i>	<i>0.12</i>	<i>0.18</i>	<i>0.52</i>	<i>0.18</i>

## Notes:

- 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 resources (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 July and December 2020, have been taken into account.

- Basic and diluted earnings per share ratio is calculated dividing Profit for the period Attributable to equity holders of the Parent, adjusted for the net coupon corresponding to "Other equity instruments" (€73m in January-March 2021 and €88m in January-March 2020), by the weighted average number of ordinary shares outstanding during the period.

TELEFÓNICA

CONSOLIDATED REVENUES BREAKDOWN

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	11,366	10,340	10,461	10,909	43,076	10,340
Handsets	1,258	1,050	1,235	1,547	5,089	1,226
Service Revenues	10,108	9,290	9,227	9,361	37,986	9,114
% over service revenues						
Voice & Access	33%	31%	31%	30%	31%	29%
BB & SoC	65%	67%	68%	68%	67%	70%
Others	2%	2%	1%	1%	2%	1%

TELEFÓNICA

REVENUES BREAKDOWN

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
T. ESPAÑA	3,078	3,028	3,103	3,192	12,401	3,050
T. DEUTSCHLAND	1,846	1,790	1,873	2,023	7,532	1,850
T. UK	1,739	1,632	1,596	1,742	6,708	1,552
T. BRASIL	2,215	1,739	1,720	1,748	7,422	1,645
T. HISPAM	2,204	1,881	1,903	1,934	7,922	1,939
Other companies and eliminations	284	270	266	270	1,091	304
TOTAL GROUP	11,366	10,340	10,461	10,909	43,076	10,340

TELEFÓNICA

OIBDA BREAKDOWN

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
<b>T. ESPAÑA</b>	<b>1,225</b>	<b>1,211</b>	<b>1,298</b>	<b>1,311</b>	<b>5,046</b>	<b>1,194</b>
<b>T. DEUTSCHLAND</b>	<b>532</b>	<b>563</b>	<b>577</b>	<b>637</b>	<b>2,309</b>	<b>557</b>
<b>T. UK</b>	<b>516</b>	<b>496</b>	<b>516</b>	<b>535</b>	<b>2,064</b>	<b>547</b>
<b>T. BRASIL</b>	<b>951</b>	<b>716</b>	<b>719</b>	<b>802</b>	<b>3,188</b>	<b>702</b>
<b>T. HISPAM</b>	<b>502</b>	<b>361</b>	<b>(344)</b>	<b>471</b>	<b>990</b>	<b>396</b>
<b>Other companies and eliminations</b>	<b>35</b>	<b>(32)</b>	<b>(96)</b>	<b>(5)</b>	<b>(98)</b>	<b>21</b>
<b>TOTAL GROUP</b>	<b>3,760</b>	<b>3,315</b>	<b>2,672</b>	<b>3,751</b>	<b>13,498</b>	<b>3,417</b>

Notes:

- OIBDA before management and brand fees.

TELEFÓNICA

OIBDAaL BREAKDOWN

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
<b>T. ESPAÑA</b>	<b>1,153</b>	<b>1,135</b>	<b>1,224</b>	<b>1,236</b>	<b>4,748</b>	<b>1,118</b>
<b>T. DEUTSCHLAND</b>	<b>398</b>	<b>423</b>	<b>429</b>	<b>513</b>	<b>1,764</b>	<b>404</b>
<b>T. UK</b>	<b>461</b>	<b>475</b>	<b>514</b>	<b>535</b>	<b>1,985</b>	<b>545</b>
<b>T. BRASIL</b>	<b>827</b>	<b>606</b>	<b>621</b>	<b>660</b>	<b>2,713</b>	<b>578</b>
<b>T. HISPAM</b>	<b>366</b>	<b>233</b>	<b>(465)</b>	<b>330</b>	<b>463</b>	<b>273</b>
<b>Other companies and eliminations</b>	<b>61</b>	<b>(1)</b>	<b>(54)</b>	<b>25</b>	<b>30</b>	<b>98</b>
<b>TOTAL GROUP</b>	<b>3,265</b>	<b>2,872</b>	<b>2,269</b>	<b>3,298</b>	<b>11,703</b>	<b>3,016</b>

Notes:

- OIBDA before management and brand fees.



TELEFÓNICA

CAPEX BREAKDOWN

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
<b>T. ESPAÑA</b>	<b>344</b>	<b>304</b>	<b>376</b>	<b>384</b>	<b>1,408</b>	<b>334</b>
<b>T. DEUTSCHLAND</b>	<b>224</b>	<b>251</b>	<b>251</b>	<b>368</b>	<b>1,094</b>	<b>228</b>
<b>T. UK</b>	<b>221</b>	<b>185</b>	<b>205</b>	<b>302</b>	<b>913</b>	<b>768</b>
<b>T. BRASIL</b>	<b>337</b>	<b>328</b>	<b>287</b>	<b>420</b>	<b>1,372</b>	<b>295</b>
<b>T. HISPAM</b>	<b>325</b>	<b>133</b>	<b>155</b>	<b>220</b>	<b>833</b>	<b>350</b>
<b>Other companies and eliminations</b>	<b>32</b>	<b>35</b>	<b>72</b>	<b>101</b>	<b>241</b>	<b>32</b>
<b>TOTAL GROUP</b>	<b>1,485</b>	<b>1,236</b>	<b>1,346</b>	<b>1,795</b>	<b>5,861</b>	<b>2,006</b>
Spectrum	-	-	-	126	126	668

## TELEFÓNICA

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Unaudited figures (Euros in millions)

	2020				2021
	March	June	September	December	March
Non-current assets	89,440	75,913	72,475	71,396	69,568
Intangible assets	14,545	12,191	11,645	11,488	11,286
Goodwill	23,290	17,976	17,020	17,044	16,793
Property, plant and equipment	29,794	25,675	24,428	23,769	23,063
Rights of Use	6,209	5,414	5,230	4,982	5,197
Investments accounted for by the equity method	440	433	391	427	443
Financial assets and other non-current assets	8,952	7,901	7,571	7,270	6,475
Deferred tax assets	6,209	6,323	6,191	6,416	6,311
Current assets	22,513	34,487	33,397	33,655	33,442
Inventories	1,626	1,467	2,075	1,718	1,486
Receivables and other current assets	10,073	7,998	7,734	7,523	7,586
Tax receivables	1,255	1,185	1,106	902	949
Other current financial assets	3,723	3,609	3,240	2,495	1,498
Cash and cash equivalents	5,021	6,815	5,913	5,604	4,940
Non-current assets and disposal groups held for sale (1)	815	13,413	13,328	15,413	16,983
<b>Total Assets = Total Equity and Liabilities</b>	<b>111,953</b>	<b>110,400</b>	<b>105,872</b>	<b>105,051</b>	<b>103,010</b>
Equity	21,474	19,501	17,416	18,260	19,152
Equity attributable to equity holders of the parent and other holders of equity instruments	14,135	12,687	10,866	11,235	12,227
Equity attributable to non-controlling interests	7,339	6,814	6,551	7,025	6,925
Non-current liabilities	61,840	61,845	59,468	58,674	56,609
Non-current financial liabilities	43,588	44,636	42,861	42,297	40,451
Non-current lease liabilities	4,771	4,214	4,036	4,039	4,174
Payables and other non-current liabilities	2,834	2,600	2,679	2,561	2,547
Deferred tax liabilities	2,682	2,577	2,346	2,620	2,647
Non-current provisions	7,965	7,818	7,546	7,157	6,790
Current liabilities	28,639	29,054	28,988	28,117	27,249
Current financial liabilities	9,740	9,471	9,677	8,123	7,832
Current lease liabilities	1,601	1,469	1,567	1,255	1,227
Payables and other current liabilities	12,809	10,834	10,674	10,912	10,413
Current tax payables	2,618	1,918	1,771	1,732	1,656
Current provisions	1,516	1,379	1,364	1,304	1,311
Liabilities associated with non-current assets and disposal groups held for sale (1)	355	3,983	3,935	4,791	4,809

## Notes:

(1) I includes assets and liabilities of T. UK and T. Costa Rica, as well as assets and liabilities subject to the agreement of Telxius Telecom with American Tower Corporation, reclassified as held for sale.

## TELEFÓNICA

## CONSOLIDATED CASH FLOW STATEMENT

Unaudited figures (Euros in millions)

	2020				2021
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar
Cash received from operations	14,010	25,782	38,362	51,353	12,751
Cash paid from operations	(10,912)	(19,240)	(27,931)	(36,477)	(9,517)
Net payments of interest and other financial expenses net of dividends received	(666)	(897)	(1,056)	(1,171)	(571)
Taxes proceeds/(paid)	(173)	(357)	(462)	(509)	(107)
<b>Net cash flow provided by operating activities</b>	<b>2,259</b>	<b>5,288</b>	<b>8,913</b>	<b>13,196</b>	<b>2,556</b>
(Payments)/proceeds on investments in property, plant and equipment and intangible assets, net	(1,749)	(3,493)	(5,272)	(7,020)	(2,184)
Proceeds on disposals/ (payments on investments) in companies, net of cash and cash equivalents disposed	11	6	(38)	2	38
Proceeds/(payments) on financial investments and placements of cash surpluses not included under cash equivalents	1,074	1,455	(149)	(772)	16
<b>Net cash flow used in investing activities</b>	<b>(664)</b>	<b>(2,032)</b>	<b>(5,458)</b>	<b>(7,790)</b>	<b>(2,130)</b>
Dividends paid	(164)	(336)	(853)	(1,296)	(52)
Proceeds from share capital increase	-	-	-	323	-
Proceeds/(payments) of treasury shares and other operations with shareholders and with minority interests	(11)	(5)	(213)	(223)	(16)
Operations with other equity holders (1)	(904)	(930)	(983)	(1,020)	61
Proceeds on issue of debentures and bonds, loans, borrowing and promissory notes, and other debts	2,095	6,263	7,977	8,527	3,557
Repayments of debentures and bonds, and other debts and repayments of loans, borrowings and promissory notes	(2,586)	(5,884)	(7,515)	(9,580)	(3,830)
Lease Principal Payments	(557)	(891)	(1,215)	(1,787)	(545)
Financed operating payments and investments in property, plant and equipment and intangible assets payments	(140)	(231)	(259)	(382)	(61)
<b>Net cash used in financing activities</b>	<b>(2,267)</b>	<b>(2,014)</b>	<b>(3,062)</b>	<b>(5,438)</b>	<b>(886)</b>
Effect of changes in exchange rates, cash reclassified to assets held for sale, effect of changes in consolidation methods and others	(349)	(469)	(522)	(406)	(204)
<b>Net increase (decrease) in cash and cash equivalents during the year</b>	<b>(1,021)</b>	<b>773</b>	<b>(129)</b>	<b>(438)</b>	<b>(664)</b>
Cash and cash equivalents at the beginning of the period	6,042	6,042	6,042	6,042	5,604
Cash and cash equivalents at the end of the period	5,021	6,815	5,913	5,604	4,940

Notes:

(1) Includes issuance and coupons of undated deeply subordinated securities.

## TELEFÓNICA

## CHANGE IN DEBT

Unaudited figures (Euros in millions)

	2020				2021
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar
Net financial debt at beginning of period	37,744	37,744	37,744	37,744	35,228
+ Free Cash Flow including Lease Principal Payments	(233)	(1,222)	(2,801)	(4,794)	(33)
+ Hybrids	723	723	723	723	(211)
+ Shareholder remuneration (including hybrid coupons)	351	372	1,003	1,022	215
+ Pre-retirement commitments	284	493	697	963	231
+ Net financial investments	4	(9)	41	18	(11)
+FX & Others	(651)	(900)	(733)	(449)	377
Net financial debt at end of period	38,223	37,201	36,676	35,228	35,796
+ Lease Liabilities	6,531	6,436	6,316	6,469	6,584
Net Financial Debt plus Lease Liabilities at end of period	44,754	43,637	42,992	41,697	42,380

TELEFÓNICA

RECONCILIATIONS OF CASH FLOW AND OIBDA MINUS CAPEX

Unaudited figures (Euros in millions)

	2020				2021
	Jan - Mar	Jan - Jun	Jan - Sep	Jan -Dec	Jan - Mar
OIBDA	3,760	7,075	9,747	13,498	3,417
- CapEx accrued during the period	(1,485)	(2,721)	(4,067)	(5,861)	(2,006)
- Non-cash items & Others (1)	(2)	110	939	906	26
- Working Capital	(640)	(921)	(764)	189	(177)
- Net interest payment	(666)	(897)	(1,056)	(1,171)	(571)
- Payment for tax	(173)	(357)	(462)	(509)	(107)
- Dividends paid to minority shareholders	(4)	(175)	(322)	(471)	(3)
= Free Cash Flow excluding Lease Principal Payments	790	2,113	4,016	6,581	579
- Lease Principal Payments	(557)	(891)	(1,215)	(1,787)	(545)
= Free Cash Flow including Lease Principal Payments	233	1,222	2,801	4,794	33
Weighted average number of ordinary shares outstanding during the period (millions)	5,467	5,484	5,483	5,471	5,424
= Free Cash Flow per share (Euros)	0.04	0.22	0.51	0.88	0.01

Notes:

- 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 resources (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 July and December 2020, have been taken into account.

- Spectrum payments amounted to €694m in January-March 2021 (€516m in the UK, €135m in Chile, €21m in Spain and €21 in Germany). In January-March 2020 amounted to €8m.

(1) In January-March 2021 it related to commitments associated with long-term restructuring plans mainly in Hispam and "Other companies and eliminations". In January-December 2020, it included €851m related mainly to the impairments allocated to T. Argentina and €55m related to commitments associated with long-term restructuring plans mainly in Germany and Hispam.

TELEFÓNICA  
EXCHANGE RATES APPLIED TO P&L AND CAPEX

Currency units per Euro	2020				2021
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar
USA (US Dollar)	1.103	1.102	1.123	1.140	1.205
United Kingdom (Sterling)	0.861	0.874	0.884	0.889	0.874
Argentina (Argentine Peso) (1)	70.621	78.883	89.182	103.231	107.898
Brazil (Brazilian Real)	4.887	5.347	5.628	5.811	6.595
Chile (Chilean Peso)	885.042	894.831	900.447	901.811	872.585
Colombia (Colombian Peso)	3,885.668	4,048.665	4,147.863	4,197.730	4,286.712
Costa Rica (Colon)	633.312	633.312	652.742	669.792	740.741
Mexico (Mexican Peso)	21.886	23.618	24.313	24.360	24.504
Peru (Peruvian Nuevo Sol)	3.749	3.761	3.881	3.978	4.411
Uruguay (Uruguayan Peso)	43.446	45.360	46.807	47.758	51.966
Venezuela (1)	167,953.860	350,934.727	756,556.031	2,569,519.031	5,597,180.912

Notes:

- Average exchange rate for the period.

(1) Following the consideration of the Argentine and Venezuela economies as hyperinflationary from an accounting perspective, the operations are adjusted by inflation and are to be accounted at their corresponding closing exchange vs. the Euro (in the case of Venezuela Telefónica uses a synthetic exchange rate).

EXCHANGE RATES APPLIED TO CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Currency units per Euro	2020				2021
	March	June	September	December	March
USA (US Dollar)	1.095	1.120	1.171	1.227	1.173
United Kingdom (Sterling)	0.887	0.913	0.913	0.898	0.852
Argentina (Argentine Peso)	70.621	78.883	89.182	103.231	107.898
Brazil (Brazilian Real)	5.695	6.131	6.604	6.376	6.683
Chile (Chilean Peso)	933.315	919.447	922.765	872.227	846.661
Colombia (Colombian Peso)	4,441.345	4,205.533	4,525.686	4,211.165	4,314.846
Costa Rica (Colon)	643.501	653.168	710.227	757.576	722.543
Mexico (Mexican Peso)	25.725	25.851	25.926	24.425	23.975
Peru (Peruvian Nuevo Sol)	3.765	3.961	4.211	4.442	4.406
Uruguay (Uruguayan Peso)	47.111	47.261	49.847	51.945	51.829
Venezuela	167,953.860	350,934.727	756,556.031	2,569,519.031	5,597,180.912

Notes:

- Exchange rates as of the end of the period.

TELEFÓNICA

2021 MAIN LONG TERM FINANCING OPERATIONS

Unaudited figures

	Issue date	Amount (m)	Currency	Issuer	Coupon	Maturity date	ISIN code
DEBENTURES AND BONDS							
CLP Bond	4/15/2021	90,000	CLP	Telefónica Móviles Chile, S.A.	3.250 %	3/1/2026	CL0002672179

	Issue date	Amount (m)	Currency	Issuer	Coupon	First Call date	ISIN code
UNDATED DEEPLY SUBORDINATED RESET RATE SECURITIES							
Hybrid bond	2/12/2021	1,000	EUR	Telefónica Europe B.V.	2.376 %	5/12/2029	XS2293060658

	Signing date	Amount	Currency	Borrower	Maturity date
INTEREST-BEARING DEBT					
Capex facility	3/15/2021	1,500	EUR	Unsere Grüne Glasfaser GMBH & CO. KG (UGG)*	3/15/2028
Syndicated facility	3/15/2021	150	EUR	Unsere Grüne Glasfaser GMBH & CO. KG (UGG)*	3/15/2028
Bilateral Loan	3/26/2021	200	EUR	Telefónica, S.A.	3/31/2022

\* JV of Allianz Group and Telefónica Group (UGG) financing which is not consolidated at TSA

TELEFÓNICA  
RECONCILIATION REPORTED VS. BASIS FOR 2021 GUIDANCE  
Unaudited figures (Euros in millions)

	Base 2020
REVENUES	Jan - Dec
<hr/>	
TELEFÓNICA	
REPORTED DATA	43,076
<b>TELEFÓNICA TOTAL REVENUES ADJUSTED BASE</b>	<b>43,076</b>
<hr/>	
	Base 2020
OIBDA	Jan - Dec
<hr/>	
TELEFÓNICA	
REPORTED DATA	13,498
Restructuring charges	115
Capital gains /losses on sale of assets	(25)
Others	894
<b>TELEFÓNICA TOTAL OIBDA ADJUSTED BASE</b>	<b>14,481</b>
<hr/>	
	Base 2020
CAPEX/SALES (ex spectrum)	Jan - Dec
<hr/>	
TELEFÓNICA	
CAPEX REPORTED DATA	5,861
Spectrum	(126)
<b>TELEFÓNICA TOTAL CAPEX EX- SPECTRUM ADJUSTED BASE</b>	<b>5,736</b>
<hr/>	
<b>TELEFÓNICA TOTAL CAPEX/SALEX ADJUSTED BASE</b>	<b>13.3 %</b>

Notes:

**Criteria for 2021 guidance:**

Assumes constant exchange rates of 2020 (average in 2020). Excludes the contribution to growth from T. Argentina and T. Venezuela. Considers constant perimeter of consolidation and does not include capital gains/losses from the sale of companies, for significant impacts. Does not include write-offs, material non-recurring impacts and restructuring costs. CapEx excludes investments in spectrum.



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

	2020					2021
	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	3,078	3,028	3,103	3,192	12,401	3,050
Mobile handset revenues	64	44	73	83	264	82
Revenues ex-mobile handset revenues	3,014	2,984	3,030	3,109	12,137	2,968
Retail	2,477	2,439	2,459	2,531	9,906	2,432
Wholesale & others	537	545	571	578	2,231	536
Operating income before D&A (OIBDA)	1,225	1,211	1,298	1,311	5,046	1,194
OIBDA Margin	39.8%	40.0%	41.8%	41.1%	40.7%	39.2%
CapEx	344	304	376	384	1,408	334
Spectrum	-	-	-	-	-	21
OIBDA-CapEx	881	907	923	928	3,638	860

Notes:

- OIBDA before management and brand fees.

TELEFÓNICA ESPAÑA

ACCESSES

Unaudited figures (Thousands)

	2020				2021
	March	June	September	December	March
<b>Retail Accesses</b>	<b>37,874.0</b>	<b>37,936.9</b>	<b>37,922.1</b>	<b>37,615.1</b>	<b>37,143.5</b>
Fixed telephony	8,918.6	8,917.6	8,882.5	8,731.0	8,616.6
Broadband	5,985.2	5,993.4	6,030.3	5,961.9	5,911.1
FTTH	4,393.0	4,452.0	4,556.9	4,614.1	4,671.0
Mobile	18,926.7	18,960.3	18,993.7	18,977.8	18,711.0
Prepay	1,070.2	1,012.7	940.0	888.1	840.1
Contract	15,209.9	15,279.8	15,365.1	15,383.7	15,259.7
IoT	2,646.6	2,667.7	2,688.6	2,706.0	2,611.2
Pay TV	4,032.3	4,054.3	4,004.3	3,934.5	3,895.3
<b>Wholesale Accesses</b>	<b>3,772.4</b>	<b>3,719.9</b>	<b>3,709.2</b>	<b>3,689.5</b>	<b>3,676.8</b>
FTTH	2,292.5	2,361.3	2,489.6	2,599.8	2,708.1
<b>Total Accesses</b>	<b>41,646.4</b>	<b>41,656.7</b>	<b>41,631.4</b>	<b>41,304.6</b>	<b>40,820.3</b>

OWN UBB COVERAGE

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
UBB Premises passed (FTTH)	23,421.8	23,650.1	24,445.4	25,219.4	25,651.3
UBB Up-take (FTTH)	29%	29%	29%	29%	29%

Note:

- Up-Take FTTH includes retail accesses and wholesale accesses of T. España connected to the FTTH network

CONVERGENT KPIs

	2020				2021
	March	June	September	December	March
Convergent clients (thousands)	4,824.5	4,830.3	4,847.3	4,824.8	4,781.6
Convergent ARPU (EUR) (cumulative YTD)	91.8	91.3	91.5	91.4	89.7
Convergent churn (cumulative YTD)	1.5%	1.2%	1.3%	1.4%	1.5%

Note:

- Convergent include Consumer, SOHO and SMEs clients

TELEFÓNICA DEUTSCHLAND  
CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul- Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	1,846	1,790	1,873	2,023	7,532	1,850
Mobile Business	1,650	1,597	1,672	1,810	6,730	1,654
Handset revenues	339	322	311	451	1,423	347
Fixed Business	193	193	198	202	785	200
Operating income before D&A (OIBDA)	532	563	577	637	2,309	557
OIBDA Margin	28.8%	31.4%	30.8%	31.5%	30.7%	30.1%
CapEx	224	251	251	368	1,094	228
Spectrum	-	-	-	-	-	-
OIBDA-CapEx	308	312	326	268	1,214	328

Note:

- OIBDA before management and brand fees.

## TELEFÓNICA DEUTSCHLAND

### ACCESSES

Unaudited figures (Thousands)

	2020				2021
	March	June	September	December	March
<b>Retail Accesses</b>	<b>48,121.7</b>	<b>48,017.7</b>	<b>48,544.9</b>	<b>48,804.7</b>	<b>48,942.4</b>
Fixed telephony accesses	2,149.1	2,163.4	2,170.9	2,180.2	2,173.0
Broadband	2,231.7	2,245.2	2,251.6	2,261.1	2,253.9
UBB (1)	1,687.7	1,728.8	1,762.3	1,797.8	1,809.1
Mobile accesses	43,647.1	43,516.5	44,032.4	44,274.8	44,428.2
Prepay	19,689.4	19,323.0	19,530.7	19,283.3	19,174.7
Contract	22,727.2	22,885.3	23,146.3	23,581.3	23,801.4
IoT	1,230.4	1,308.2	1,355.4	1,410.1	1,452.1
<b>Total Accesses</b>	<b>48,121.7</b>	<b>48,017.7</b>	<b>48,544.9</b>	<b>48,804.7</b>	<b>48,942.4</b>

Notes:

(1) UBB accesses refers to VDSL accesses in Germany.

### SELECTED OPERATIONAL DATA

Unaudited figures

	2020				2021
	March	June	September	December	March
<b>Mobile churn (quarterly)</b>	<b>2.0%</b>	<b>1.9%</b>	<b>1.6%</b>	<b>1.8%</b>	<b>1.6%</b>
Contract	1.5%	1.4%	1.4%	1.3%	1.3%
<b>Mobile churn (cumulative YTD)</b>	<b>2.0%</b>	<b>1.9%</b>	<b>1.8%</b>	<b>1.8%</b>	<b>1.6%</b>
Contract	1.5%	1.5%	1.4%	1.4%	1.3%
<b>Mobile ARPU (EUR) (cumulative YTD)</b>	<b>9.8</b>	<b>9.7</b>	<b>9.9</b>	<b>9.9</b>	<b>9.7</b>
Contract	13.7	13.5	13.6	13.6	13.2

Notes:

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

TELEFÓNICA UK

CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	1,739	1,632	1,596	1,742	6,708	1,552
Mobile revenues	1,678	1,566	1,546	1,685	6,476	1,496
Handset revenues	428	428	417	543	1,816	370
Fixed Business	61	65	49	57	232	56
Operating income before D&A (OIBDA)	516	496	516	535	2,064	547
OIBDA Margin	29.7%	30.4%	32.4%	30.7%	30.8%	35.2%
CapEx	221	185	205	302	913	768
Spectrum	-	-	-	94	94	513
OIBDA-CapEx	295	311	312	233	1,151	(221)

Notes:

- OIBDA before management and brand fees.

TELEFÓNICA UK

ACCESSES

Unaudited figures (Thousands)

	2020				2021
	March	June	September	December	March
Retail Accesses	26,368.0	25,752.9	26,702.2	27,330.3	27,562.7
Fixed telephony accesses	315.8	317.8	319.2	320.4	321.2
Broadband	29.0	29.0	29.1	29.2	29.3
Mobile accesses	26,023.2	25,406.1	26,353.8	26,980.7	27,212.2
Prepay	8,199.6	7,570.6	8,127.2	8,117.4	8,075.6
Contract	12,268.3	12,259.7	12,292.7	12,372.7	12,354.3
IoT	5,555.3	5,575.8	5,934.0	6,490.6	6,782.3
Wholesale Accesses	8,774.2	8,694.3	9,018.3	9,210.9	9,350.5
Total accesses	35,142.2	34,447.2	35,720.5	36,541.2	36,913.2

SELECTED OPERATIONAL DATA

Unaudited figures

	2020				2021
	March	June	September	December	March
Mobile churn (quarterly)	1.8 %	2.1 %	0.7 %	1.4 %	1.3 %
Contract	1.0 %	0.9 %	0.9 %	0.9 %	0.9 %
Mobile churn (cumulative YTD)	1.8 %	2.0 %	1.6 %	1.5 %	1.3 %
Contract	1.0 %	0.9 %	0.9 %	0.9 %	0.9 %

TELEFÓNICA BRASIL

CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
Revenues	2,215	1,739	1,720	1,748	7,422	1,645
Mobile Business	1,447	1,113	1,145	1,186	4,891	1,084
Handset revenues	119	60	117	130	426	98
Fixed Business	768	626	575	562	2,531	561
Operating income before D&A (OIBDA)	951	716	719	802	3,188	702
OIBDA Margin	42.9%	41.2%	41.8 %	45.9%	42.9%	42.7%
CapEx	337	328	287	420	1,372	295
Spectrum	-	-	-	32	32	-
OIBDA-CapEx	613	388	432	382	1,815	407

Notes:

- OIBDA before management and brand fees.

## TELEFÓNICA BRASIL

## ACCESSES

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>Retail Accesses</b>	<b>93,173.2</b>	<b>92,103.6</b>	<b>93,811.5</b>	<b>95,145.0</b>	<b>95,900.8</b>
Fixed telephony accesses	10,309.0	9,779.4	9,347.8	8,994.8	8,625.9
Broadband	6,772.6	6,587.0	6,430.4	6,315.0	6,318.2
UBB	5,026.7	5,033.1	5,054.8	5,084.2	5,220.1
FTTH	2,652.3	2,862.6	3,129.7	3,377.7	3,745.8
Mobile accesses	74,740.7	74,399.3	76,709.4	78,523.7	79,673.3
Prepay	31,023.8	31,291.2	32,757.1	33,662.5	33,668.8
Contract	33,310.3	33,246.8	33,689.5	34,418.2	35,321.4
IoT	10,406.6	9,861.3	10,262.8	10,443.0	10,683.2
Pay TV	1,282.9	1,270.3	1,257.8	1,247.7	1,223.5
IPTV	753.3	805.3	854.5	890.8	913.9
<b>Total Accesses</b>	<b>93,173.3</b>	<b>92,116.9</b>	<b>93,824.5</b>	<b>95,157.9</b>	<b>95,901.9</b>

## OWN UBB COVERAGE

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>UBB Premises passed</b>	<b>21,677.8</b>	<b>22,626.8</b>	<b>23,927.6</b>	<b>24,514.0</b>	<b>25,057.9</b>
FTTH	11,689.7	13,086.4	14,588.5	15,696.9	16,291.1
Up-Take FTTH	23%	22%	21%	22%	23%

## SELECTED OPERATIONAL DATA

Unaudited figures

	2020				2021
	March	June	September	December	March
<b>Mobile churn (quarterly)</b>	<b>3.1%</b>	<b>3.4%</b>	<b>3.1%</b>	<b>2.9%</b>	<b>2.9%</b>
Contract	1.5%	1.5%	1.2%	1.1%	1.1%
<b>Mobile churn (cumulative YTD)</b>	<b>3.1%</b>	<b>3.2%</b>	<b>3.2%</b>	<b>3.1%</b>	<b>2.9%</b>
Contract	1.5%	1.5%	1.4%	1.3%	1.1%
<b>Mobile ARPU (EUR) (cumulative YTD)</b>	<b>5.7</b>	<b>5.1</b>	<b>4.9</b>	<b>4.7</b>	<b>4.0</b>
Contract	10.2	9.2	8.7	8.4	7.2

Notes:

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



TELEFÓNICA HISPAM  
CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
<b>Revenues</b>	<b>2,204</b>	<b>1,881</b>	<b>1,903</b>	<b>1,934</b>	<b>7,922</b>	<b>1,939</b>
Mobile Business	1,406	1,161	1,232	1,271	5,070	1,260
Handset revenues	295	185	305	327	1,111	316
Fixed Business	764	692	721	660	2,836	676
<b>Operating income before D&amp;A (OIBDA) (1)</b>	<b>502</b>	<b>361</b>	<b>(344)</b>	<b>471</b>	<b>990</b>	<b>396</b>
<b>OIBDA Margin</b>	<b>22.8%</b>	<b>19.2%</b>	<b>(18.0%)</b>	<b>24.4%</b>	<b>12.5%</b>	<b>20.4%</b>
<b>CapEx</b>	<b>325</b>	<b>133</b>	<b>155</b>	<b>220</b>	<b>833</b>	<b>350</b>
Spectrum	-	-	-	-	-	135
<b>OIBDA-CapEx</b>	<b>176</b>	<b>228</b>	<b>(499)</b>	<b>251</b>	<b>157</b>	<b>47</b>

Notes:

(1) Includes impairment allocated to Argentina of -€109m registered in April-June 2020 and -€785m registered in July-September 2020.

TELEFÓNICA HISPAM  
SELECTED FINANCIAL DATA

Unaudited figures (Euros in millions)

	2020					2021
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Dec	Jan - Mar
<b>Revenues</b>	<b>2,204</b>	<b>1,881</b>	<b>1,903</b>	<b>1,934</b>	<b>7,922</b>	<b>1,939</b>
Telefónica Argentina	532	445	406	356	1,738	412
Telefónica Chile	391	367	398	430	1,585	424
Telefónica Perú	472	393	394	385	1,645	371
Telefónica Colombia	333	294	304	319	1,249	330
Telefonica México	290	229	238	276	1,033	239
Others and eliminations	187	153	163	168	672	163
<b>Handset sales</b>	<b>295</b>	<b>185</b>	<b>305</b>	<b>327</b>	<b>1,111</b>	<b>316</b>
Telefónica Argentina	64	36	63	52	215	61
Telefónica Chile	62	60	88	93	304	92
Telefónica Perú	53	6	56	53	167	50
Telefónica Colombia	32	18	27	34	111	37
Telefonica México	69	54	59	82	264	64
Others and eliminations	14	11	12	12	49	12
<b>OIBDA</b>	<b>502</b>	<b>361</b>	<b>(344)</b>	<b>471</b>	<b>990</b>	<b>396</b>
Telefónica Argentina	101	105	91	59	355	41
Telefónica Chile	119	122	129	138	508	128
Telefónica Perú	89	81	67	61	298	68
Telefónica Colombia	98	102	105	133	438	94
Telefónica México	33	21	9	22	85	17
Others and eliminations (1)	62	(70)	(744)	58	(694)	47

Notes:

- OIBDA before management and brand fees.

- The results from Central America are consolidated in Telefónica Group's "eliminations & others". Additionally, the contribution to organic growth from T. Argentina and T. Venezuela are excluded from Hispam.

- Following the consideration of the Argentine and Venezuela economies as hyperinflationary from an accounting perspective, both operations are adjusted by inflation and are to be accounted at the closing exchange rate.

(1) Includes impairment allocated to Argentina ( -€109m in April-June 2020 and -€785m in July-September 2020).

## TELEFÓNICA HISPAM

### ACCESSES

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>Retail Accesses</b>	<b>108,739.0</b>	<b>105,534.3</b>	<b>106,040.8</b>	<b>108,488.6</b>	<b>109,152.9</b>
Fixed telephony accesses	8,461.8	8,260.7	7,982.7	7,835.0	7,668.1
Broadband	5,428.5	5,398.6	5,407.1	5,447.3	5,555.0
UBB	3,298.3	3,386.0	3,550.9	3,695.0	3,894.3
FTTH (1)	2,916.2	3,034.6	3,239.3	3,417.6	3,642.4
Mobile accesses	91,759.4	88,837.3	89,650.6	92,204.5	92,924.7
Prepay	66,156.9	63,737.5	64,201.0	66,206.7	66,145.0
Contract	21,909.8	21,348.6	21,603.3	22,000.2	22,611.4
IoT	3,692.6	3,751.1	3,846.3	3,997.6	4,168.3
Pay TV	2,943.2	2,889.7	2,853.5	2,856.8	2,864.1
IPTV	385.8	424.1	501.3	577.7	646.4
<b>Total Accesses</b>	<b>108,760.1</b>	<b>105,554.3</b>	<b>106,061.1</b>	<b>108,509.1</b>	<b>109,173.2</b>

Notes:

(1) Includes Peru's cable accesses.

### OWN UBB COVERAGE

Unaudited figures (thousands)

	2020				2021
	March	June	September	December	March
<b>UBB Premises passed</b>	<b>11,727.5</b>	<b>11,972.1</b>	<b>11,839.7</b>	<b>12,064.5</b>	<b>12,521.5</b>
FTTH (1)	8,989.1	9,233.8	9,595.7	9,923.4	10,389.7
Up-take FTTH	32%	33%	34%	34%	35%

(1) Includes Peru's cable premises passed.

### SELECTED OPERATIONAL DATA

Unaudited figures

	2020				2021
	March	June	September	December	March
<b>Mobile churn (quarterly)</b>	<b>3.4%</b>	<b>3.2%</b>	<b>3.0%</b>	<b>2.5%</b>	<b>3.0%</b>
Contract	2.7%	2.0%	2.5%	2.2%	2.0%
<b>Mobile churn (cumulative YTD)</b>	<b>3.4%</b>	<b>3.3%</b>	<b>3.2%</b>	<b>3.0%</b>	<b>3.0%</b>
Contract	2.7%	2.3%	2.4%	2.3%	2.0%
<b>Mobile ARPU (EUR) (cumulative YTD)</b>	<b>3.9</b>	<b>3.6</b>	<b>3.5</b>	<b>3.4</b>	<b>3.2</b>
Contract	10.9	10.5	10.0	9.6	9.1

Notes:

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

## APPENDIX

### ALTERNATIVE PERFORMANCE MEASURES

Information included in compliance with the ESMA Guidelines, 5 October 2015, on Alternative Performance Measures (APM), applicable to published regulated information from 3 July 2016.

The following APM and their reconciliation to the most directly reconcilable line item, subtotal or total presented in the financial statements of the corresponding period are included:

- OIBDA
- Net financial debt, Net financial debt plus leases and Net financial debt plus commitments
- Leverage ratio
- Free Cash Flow
  
- Organic results
  
- Underlying results

## TELEFÓNICA

## RECONCILIATION OF OIBDA

Unaudited figures (Euros in millions)

	2020				2021
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar
Operating income before D&A (OIBDA)	3,760	7,075	9,747	13,498	3,417
Depreciation and amortisation	(2,669)	(4,951)	(7,079)	(9,359)	(2,023)
Operating income (OI)	1,091	2,124	2,668	4,139	1,394

## TELEFÓNICA

## NET FINANCIAL DEBT

Unaudited figures (Euros in millions)

	December 2020	March 2021
Non-current financial liabilities	42,297	40,451
Current financial liabilities	8,123	7,832
Gross Financial Debt	50,420	48,283
Cash and cash equivalents	(5,604)	(4,940)
Current financial assets	(2,489)	(1,493)
Non-current financial assets	(5,137)	(4,240)
Mark-to-market adjustment by cash flow hedging activities related to debt	(1,048)	(886)
Other current assets and liabilities	(260)	(278)
Other non-current assets and liabilities	(654)	(650)
Net Financial Debt	35,228	35,796
Lease Liabilities	6,469	6,584
Net Financial Debt including Lease liabilities (1)	41,697	42,380

Notes:

(1) Includes assets and liabilities defined as net financial debt including lease liabilities of T. UK, T. Costa Rica and those subject to the agreement of Telxius Telecom with American Tower Corporation, that are classified as non-current assets and disposal groups held for sale and liabilities associated with non-current assets and disposal groups held for sale.

- Net financial debt includes a negative value of the derivatives portfolio for a net amount of €71m, €3,438m included as financial liabilities and €3,366m included as financial assets.

	December 2020	March 2021
Net Financial Debt / OIBDAaL adjusted (1)	2.79 x	2.91x

(1) OIBDA plus adjustments and after Leases.

## TELEFÓNICA

## RECONCILIATION OF LEVERAGE RATIO

Unaudited figures (Euros in millions)

		2020				2021
		March	June	September	December	March
A	Net Financial Debt	38,223	37,201	36,676	35,228	35,796
B	OIBDA reported (LTM)	14,615	13,492	13,416	13,498	13,155
C	Adjustments in OIBDA	2,021	2,336	1,712	983	1,018
	Restructuring charges	2,191	2,177	347	115	158
	Capital gains/losses on sale of assets	(570)	(387)	3	(26)	(35)
	Others	400	546	1,362	894	894
D	Leases	(1,923)	(1,933)	(1,884)	(1,856)	(1,859)
E= B+C+D	OIBDAaL adjusted (LTM)	14,713	13,895	13,243	12,625	12,313
F= A/E	Net Financial Debt / OIBDAaL adjusted	2.60x	2.68x	2.77x	2.79x	2.91x

## TELEFÓNICA

## NET COMMITMENTS RELATED TO EMPLOYEE BENEFITS

Unaudited figures (Euros in millions)

	December 2020	March 2021
Gross commitments related to employee benefits	5,841	5,589
Value of associated Long-term assets	(122)	(124)
Tax benefits	(1,513)	(1,447)
Net commitments related to employee benefits (1)	4,206	4,018

Notes:

(1) Includes assets and liabilities defined as net financial debt including lease liabilities of T. UK, T. Costa Rica and those subject to the agreement of Telxius Telecom with American Tower Corporation, that are classified as non-current assets and disposal groups held for sale and liabilities associated with non-current assets and disposal groups held for sale.

## TELEFÓNICA

## RECONCILIATION OF FREE CASH FLOW

Unaudited figures (Euros in millions)

		2020				2021
		Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar
Net cash flow provided by operating activities		2,259	5,288	8,913	13,196	2,556
(Payments on investments)/proceeds from the sale in property, plant and equipment and intangible assets, net		(1,749)	(3,493)	(5,272)	(7,020)	(2,184)
Government grants received		-	-	-	-	-
Dividends paid to minority shareholders		(4)	(175)	(322)	(471)	(3)
Payments related to cancellation of commitments		284	493	697	963	231
Payments of financed spectrum without explicit interest		-	-	-	(87)	(21)
Free Cash Flow excluding Lease Principal Payments		790	2,113	4,016	6,581	579
Lease Principal Payments		(557)	(891)	(1,215)	(1,787)	(545)
FCF Including Lease Principal Payments		233	1,222	2,801	4,794	33

## TELEFÓNICA

## RECONCILIATION OF REPORTED VS. ORGANIC GROWTH

Unaudited figures (Euros in millions)

REVENUES	2020				2021	%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>T. ESPAÑA</b>						
REPORTED DATA	3,078	6,106	9,209	12,401	3,050	(0.9)
<b>T. ESPAÑA ORGANIC</b>	<b>3,078</b>	<b>6,106</b>	<b>9,209</b>	<b>12,401</b>	<b>3,050</b>	<b>(0.9)</b>
<b>T. DEUTSCHLAND</b>						
REPORTED DATA	1,846	3,636	5,509	7,532	1,850	0.2
<b>T. DEUTSCHLAND ORGANIC</b>	<b>1,846</b>	<b>3,636</b>	<b>5,509</b>	<b>7,532</b>	<b>1,850</b>	<b>0.2</b>
<b>T. UK</b>						
REPORTED DATA	1,739	3,370	4,966	6,708	1,552	(10.7)
Forex Impact	-	-	-	-	23	
<b>T. UK ORGANIC</b>	<b>1,739</b>	<b>3,370</b>	<b>4,966</b>	<b>6,708</b>	<b>1,575</b>	<b>(9.4)</b>
<b>T. BRASIL</b>						
REPORTED DATA	2,215	3,954	5,674	7,422	1,645	(25.7)
Forex Impact	-	-	-	-	575	
<b>T. BRASIL ORGANIC</b>	<b>2,215</b>	<b>3,954</b>	<b>5,674</b>	<b>7,422</b>	<b>2,220</b>	<b>0.2</b>
<b>T. HISPAM</b>						
REPORTED DATA	2,204	4,085	5,988	7,922	1,939	(12.0)
Forex Impact	-	-	-	-	140	
Others	-	-	-	-	120	
<b>T. HISPAM ORGANIC</b>	<b>2,204</b>	<b>4,085</b>	<b>5,988</b>	<b>7,922</b>	<b>2,199</b>	<b>(0.2)</b>
<b>TELEFÓNICA</b>						
REPORTED DATA	11,366	21,706	32,167	43,076	10,340	(9.0)
Forex Impact	-	-	-	-	754	
Others	-	-	-	-	120	
<b>TELEFÓNICA ORGANIC</b>	<b>11,366</b>	<b>21,706</b>	<b>32,167</b>	<b>43,076</b>	<b>11,214</b>	<b>(1.3)</b>

OIBDA	2020				2021	%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>T. ESPAÑA</b>						
REPORTED DATA	1,225	2,436	3,734	5,046	1,194	(2.5)
Restructuring charges	27	27	27	27	-	
<b>T. ESPAÑA ORGANIC</b>	<b>1,252</b>	<b>2,463</b>	<b>3,761</b>	<b>5,073</b>	<b>1,194</b>	<b>(4.6)</b>
<b>T. DEUTSCHLAND</b>						
REPORTED DATA	532	1,095	1,672	2,309	557	4.6
Restructuring charges	(1)	-	26	37	15	
Capital gains/losses on sale of assets	9	5	5	5	-	
<b>T. DEUTSCHLAND ORGANIC</b>	<b>540</b>	<b>1,101</b>	<b>1,704</b>	<b>2,352</b>	<b>571</b>	<b>5.7</b>
<b>T. UK</b>						
REPORTED DATA	516	1,012	1,528	2,064	547	6.0
Forex Impact	-	-	-	-	8	
<b>T. UK ORGANIC</b>	<b>516</b>	<b>1,012</b>	<b>1,528</b>	<b>2,064</b>	<b>555</b>	<b>7.6</b>
<b>T. BRASIL</b>						
REPORTED DATA	951	1,666	2,385	3,188	702	(26.2)
Forex Impact	-	-	-	-	245	
<b>T. BRASIL ORGANIC</b>	<b>951</b>	<b>1,666</b>	<b>2,385</b>	<b>3,188</b>	<b>947</b>	<b>(0.4)</b>
<b>T. HISPAM</b>						
REPORTED DATA	502	863	519	990	396	(21.0)
Restructuring charges	1	2	14	17	44	
Capital gains/losses on sale of assets	-	-	(2)	(2)	-	
Forex Impact	-	-	-	-	28	
Others	-	109	894	894	28	
<b>T. HISPAM ORGANIC</b>	<b>503</b>	<b>974</b>	<b>1,425</b>	<b>1,899</b>	<b>496</b>	<b>(1.4)</b>
<b>TELEFÓNICA</b>						
REPORTED DATA	3,760	7,075	9,747	13,498	3,417	(9.1)
Restructuring charges	33	35	82	115	78	
Capital gains/losses on sale of assets	9	5	4	(25)	-	
Forex Impact	-	-	-	-	288	
Others	-	116	917	894	30	
<b>TELEFÓNICA ORGANIC</b>	<b>3,802</b>	<b>7,232</b>	<b>10,749</b>	<b>14,481</b>	<b>3,813</b>	<b>0.3</b>

	2020				2021	%
OPERATING INCOME	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>TELEFÓNICA</b>						
REPORTED DATA	1,091	2,124	2,668	4,139	1,394	27.8
Restructuring charges	33	35	82	115	78	
Capital gains/losses on sale of assets	9	5	4	(25)	-	
Forex Impact	-	-	-	-	91	
Others	84	68	622	392	(295)	
<b>TELEFÓNICA ORGANIC</b>	<b>1,217</b>	<b>2,233</b>	<b>3,375</b>	<b>4,621</b>	<b>1,268</b>	<b>4.2</b>
	2020				2021	%
CAPEX	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>T. ESPAÑA</b>						
REPORTED DATA	344	649	1,024	1,408	334	(2.9)
Spectrum	-	-	-	-	(21)	
<b>T. ESPAÑA ORGANIC</b>	<b>344</b>	<b>649</b>	<b>1,024</b>	<b>1,408</b>	<b>313</b>	<b>(9.0)</b>
<b>T. DEUTSCHLAND</b>						
REPORTED DATA	224	475	726	1,094	228	1.8
<b>T. DEUTSCHLAND ORGANIC</b>	<b>224</b>	<b>475</b>	<b>726</b>	<b>1,094</b>	<b>228</b>	<b>1.8</b>
<b>T. UK</b>						
REPORTED DATA	221	406	611	913	768	247.3
Forex Impact	-	-	-	-	11	
Spectrum	-	-	-	(94)	(520)	
<b>T. UK ORGANIC</b>	<b>221</b>	<b>406</b>	<b>611</b>	<b>819</b>	<b>259</b>	<b>17.0</b>
<b>T. BRASIL</b>						
REPORTED DATA	337	665	952	1,372	295	(12.6)
Forex Impact	-	-	-	-	103	
Spectrum	-	-	-	(32)	-	
<b>T. BRASIL ORGANIC</b>	<b>337</b>	<b>665</b>	<b>952</b>	<b>1,340</b>	<b>398</b>	<b>18.0</b>
<b>T. HISPAM</b>						
REPORTED DATA	325	458	613	833	350	7.4
Forex Impact	-	-	-	-	12	
Spectrum	-	-	-	-	(133)	
Others	-	-	-	-	34	
<b>T. HISPAM ORGANIC</b>	<b>325</b>	<b>458</b>	<b>613</b>	<b>833</b>	<b>262</b>	<b>(19.3)</b>
<b>TELEFÓNICA</b>						
REPORTED DATA	1,485	2,721	4,067	5,861	2,006	35.1
Forex Impact	-	-	-	-	128	
Spectrum	-	-	-	(126)	(674)	
Others	-	-	-	-	34	
<b>TELEFÓNICA ORGANIC</b>	<b>1,485</b>	<b>2,721</b>	<b>4,067</b>	<b>5,736</b>	<b>1,494</b>	<b>0.6</b>



OIBDA-CapEx	2020				2021	%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>T. ESPAÑA</b>						
REPORTED DATA	881	1,787	2,710	3,638	860	(2.3)
Restructuring charges	27	27	27	27	-	
Spectrum	-	-	-	-	21	
<b>T. ESPAÑA ORGANIC</b>	<b>907</b>	<b>1,814</b>	<b>2,737</b>	<b>3,665</b>	<b>881</b>	<b>(2.9)</b>
<b>T. DEUTSCHLAND</b>						
REPORTED DATA	308	620	946	1,214	328	6.7
Restructuring charges	(1)	-	26	37	15	
Capital gains/losses on sale of assets	9	5	5	5	-	
<b>T. DEUTSCHLAND ORGANIC</b>	<b>316</b>	<b>626</b>	<b>977</b>	<b>1,257</b>	<b>343</b>	<b>8.5</b>
<b>T. UK</b>						
REPORTED DATA	295	606	918	1,151	(221)	c.s.
Restructuring charges	-	-	-	-	-	
Forex Impact	-	-	-	-	(3)	
Spectrum	-	-	-	94	520	
<b>T. UK ORGANIC</b>	<b>295</b>	<b>606</b>	<b>918</b>	<b>1,245</b>	<b>296</b>	<b>0.5</b>
<b>T. BRASIL</b>						
REPORTED DATA	613	1,001	1,433	1,815	407	(33.6)
Forex Impact	-	-	-	-	142	
Spectrum	-	-	-	32	-	
<b>T. BRASIL ORGANIC</b>	<b>613</b>	<b>1,001</b>	<b>1,433</b>	<b>1,847</b>	<b>549</b>	<b>(10.4)</b>
<b>T. HISPAM</b>						
REPORTED DATA	176	404	(94)	157	47	(73.5)
Restructuring charges	1	2	14	17	44	
Capital gains/losses on sale of assets	-	-	(2)	(2)	-	
Forex Impact	-	-	-	-	16	
Spectrum	-	-	-	-	133	
Others	-	109	894	894	(6)	
<b>T. HISPAM ORGANIC</b>	<b>177</b>	<b>515</b>	<b>811</b>	<b>1,065</b>	<b>233</b>	<b>31.5</b>
<b>TELEFÓNICA</b>						
REPORTED DATA	2,275	4,354	5,680	7,637	1,411	(38.0)
Restructuring charges	33	35	82	115	78	
Capital gains/losses on sale of assets	9	5	4	(25)	-	
Forex Impact	-	-	-	-	160	
Spectrum	-	-	-	126	674	
Others	-	116	917	894	(4)	
<b>TELEFÓNICA ORGANIC</b>	<b>2,317</b>	<b>4,511</b>	<b>6,683</b>	<b>8,746</b>	<b>2,320</b>	<b>0.1</b>

Note:

- **Organic growth:** Assumes constant exchange rates of 2020 (average in 2020). Excludes the contribution to growth from T. Argentina and T. Venezuela. Considers constant perimeter of consolidation and does not include capital gains/losses from the sale of companies, for significant impacts. Does not include write-offs, material non-recurring impacts and restructuring costs. CapEx excludes investments in spectrum.

TELEFÓNICA

RECONCILIATION OF REPORTED VS. UNDERLYING GROWTH

Unaudited figures (Euros in millions)

	2020				2021	%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>OIBDA</b>						
<b>TELEFÓNICA</b>						
REPORTED DATA	3,760	7,075	9,747	13,498	3,417	(9.1)
Restructuring charges	33	35	82	115	77	
Capital gains/losses on sale of assets	9	5	4	(25)	-	
Others	-	116	917	894	-	
<b>TELEFÓNICA UNDERLYING</b>	<b>3,802</b>	<b>7,232</b>	<b>10,749</b>	<b>14,481</b>	<b>3,494</b>	<b>(8.1)</b>
	2020				2021	%
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Mar
<b>NET INCOME</b>						
<b>TELEFÓNICA</b>						
REPORTED DATA	406	831	671	1,582	886	118.3
Restructuring charges	24	26	59	83	53	
Capital gains/losses on sale of assets	6	4	2	(27)	-	
Others	182	457	1,320	1,449	137	
<b>TELEFÓNICA UNDERLYING</b>	<b>619</b>	<b>1,318</b>	<b>2,052</b>	<b>3,086</b>	<b>1,076</b>	<b>73.9</b>

Notes:

- **Underlying growth** : Excludes capital gains/losses from the sale of companies and assets sales (material), restructuring costs and other impacts (write-offs, material non-recurring impacts and amortisation charges from purchase price allocation processes).

## KEY HOLDINGS OF THE TELEFÓNICA GROUP

	% Stake		% Stake
TELEFÓNICA ESPAÑA	100.0	OTHER STAKES	
TELEFÓNICA UK	100.0	China Unicom	0.6
TELEFÓNICA DEUTSCHLAND	69.2	BBVA	0.7
TELEFÓNICA BRASIL	73.8	Prisa	9.0
TELEFÓNICA HISPAM			
Telefónica de Argentina	100.0		
Telefónica Móviles Argentina	100.0		
Telefónica Móviles Chile	100.0		
Telefónica Móviles Uruguay	100.0		
Telefónica Móviles México	100.0		
Telefónica Venezolana	100.0		
Telefónica Ecuador	100.0		
Telefónica Chile	99.1		
Telefónica del Perú	98.9		
Telefónica Colombia	67.5		