



FY2015 RESULTS

12 April 2016

TOGETHER WE GROW FURTHER

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These risks include, amongst others, seasonal fluctuations that can change demand, industry competition, economic and legal conditions, restrictions to free trade and / or political instability in the different markets where the MASMOVIL operates or in the countries where the Group's products and services are distributed.

MASMOVIL does not commit to issue updates or related revisions to future projections included in this Financial Information, expectations, events, conditions or circumstances on which these projections are based.

However, MASMOVIL will apply its best efforts to provide information about these and other factors that could affect the projection statements, the business and financial results of the Company, in the documents it submits to the MAB (Mercado Alternativo Bursátil) in Spain. All those who may be interested are invited to consult the said documents.

Full disclosure of FY15 financial results can be found in www.grupomasmovil.com

Highlights

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2015 has been a great year for MASMOVIL



Targets reached

- 100% in Revenues
- 100% in Gross Profit
- 107% in EBITDA



Growth

- +69% Revs FY15¹ vs FY14
- Improving profitability:
 - + 5 p.p. Gross Margin to 34%
 - + 1,6 p.p. EBITDA Margin to 8,5%



Secuential improvement

- All divisions grew in 2H15
- Activity picks up in 2H15:
 - +9% revenues
 - +4,4 p.p. EBITDA Margin



Cash flow

- Cash generated at all levels in the year...
- ... despite doubling investment efforts



Broadband

- MASMOVIL selected as buyer for the remedies (Jazztel broadband assets) by the European Commission to create the 4th convergent operator
- Commercial launching of convergent offer in 2Q16

¹ Accounting datum; rest Proforma

Achieving all targets

MASMOVIL has reached its financial and operative targets

Achieving all target

Financial Targets¹

KPI

Achievement

• Revenues	141 M€ ➡	100%	✓
• Gross Profit	48 M€ ➡	100%	✓
• EBITDA	12 M€ ➡	107%	✓
• EBITDA Margin	8,5% ➡	108%	✓

Operative Targets

• Successful integration of acquisitions	✓
• Management structure consolidated	✓
• Infrastructure divisions in place and audited	✓
• Broadband launching plan ongoing	✓
• Progressive improvement in all divisions	✓

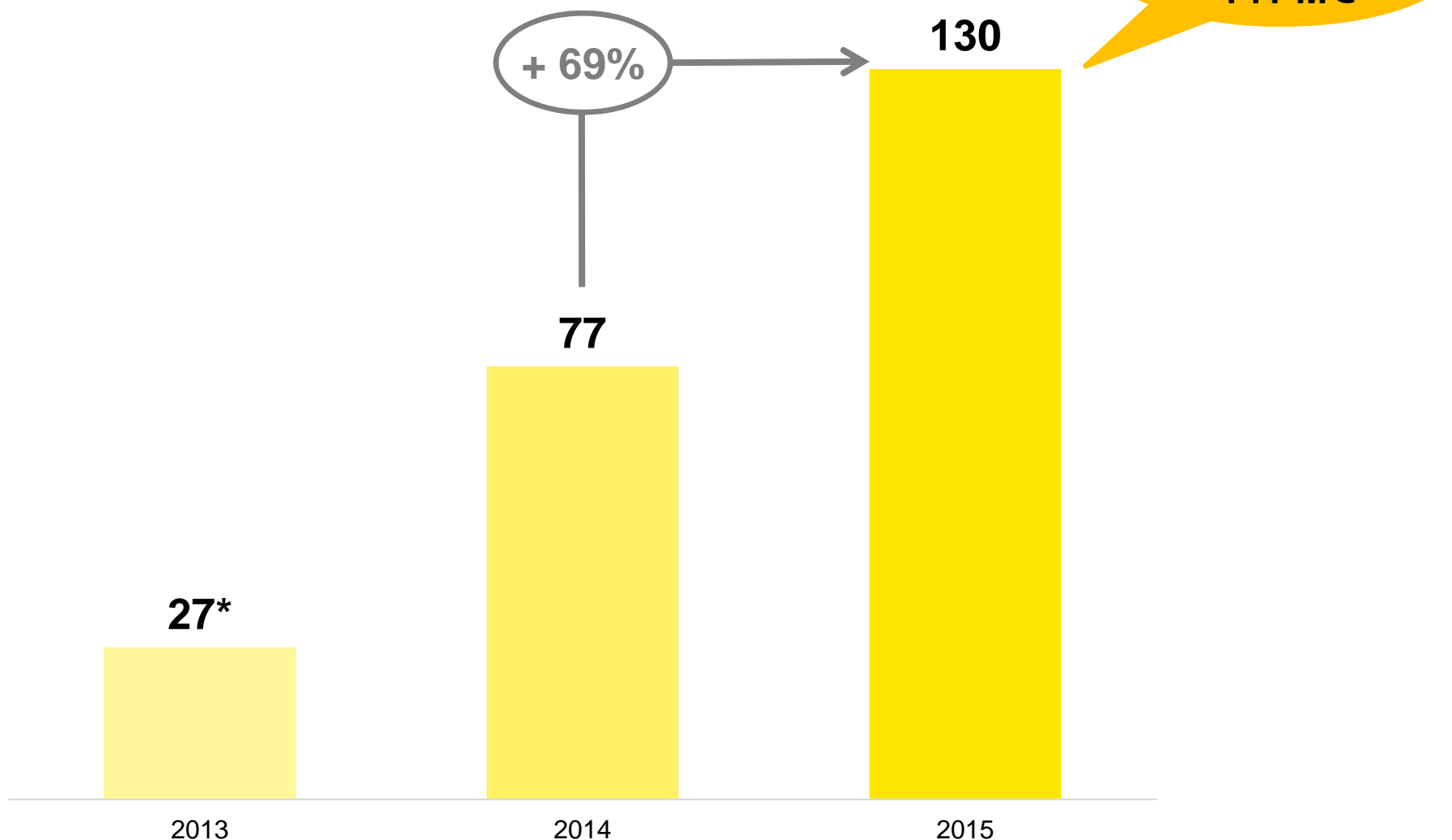
¹ Data proforma without Youmobile

Revenue performance (accounting)

In 2015 MASMOVIL has grown revenues +69%

In million euros

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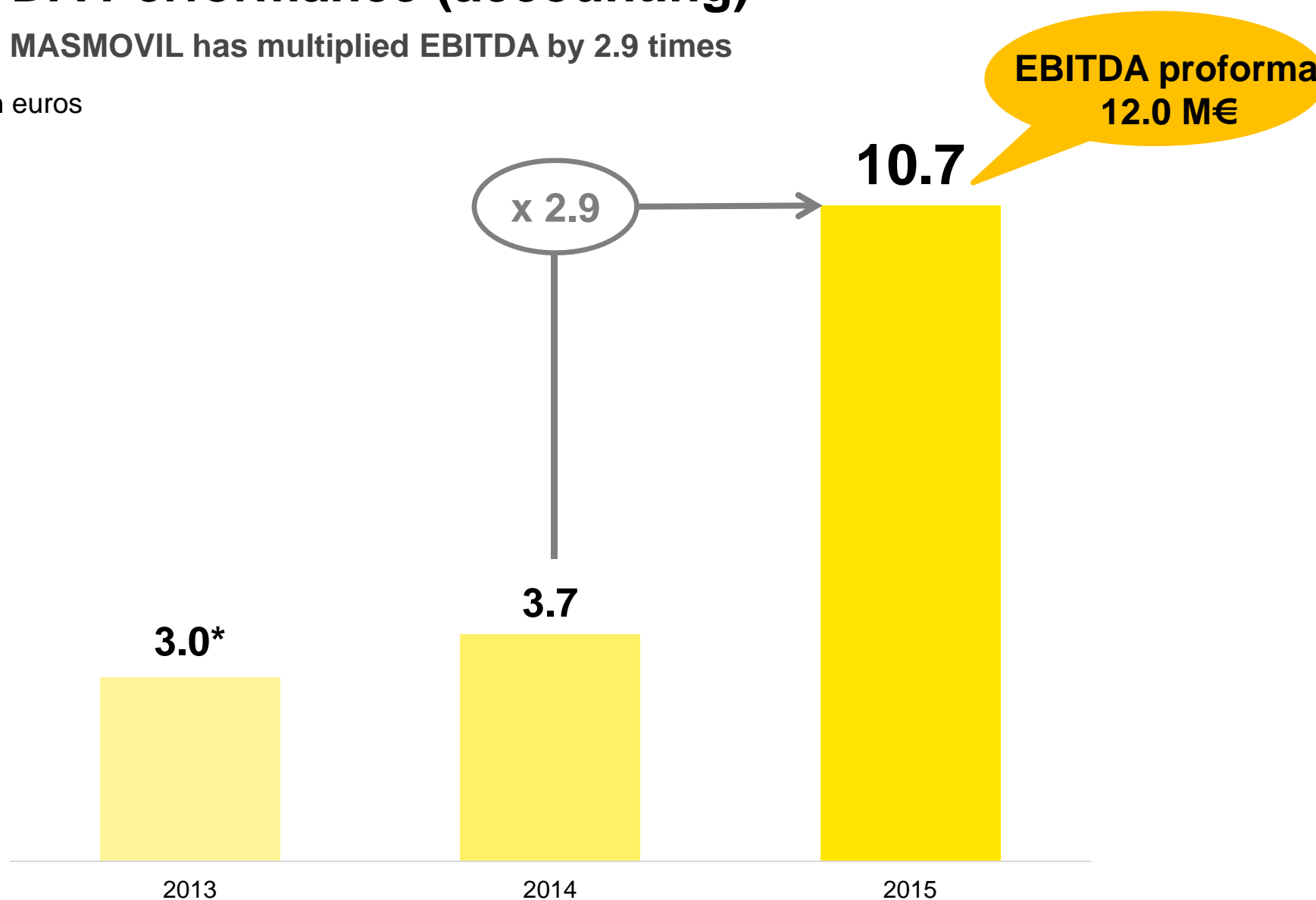
* Including Masmovil Telecom and Grupo Ibercom

EBITDA Performance (accounting)

In 2015 MASMOVIL has multiplied EBITDA by 2.9 times

In million euros

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* Incluyendo Masmovil Telecom, y el Grupo Ibercom

Summary by division

MASMOVIL improves in all divisions and strengthens its competitive position

Residential

- +29% in clients vs 2014
- Second group in net portabilities
- Increasing value of clients: Post-paid >50%
- Decrease in churn

Business

- +6% in clients
- +6% in revs despite regulatory impact (in fixed)
- +23% revs from packed solutions
- LTE offer integrated

Wholesale

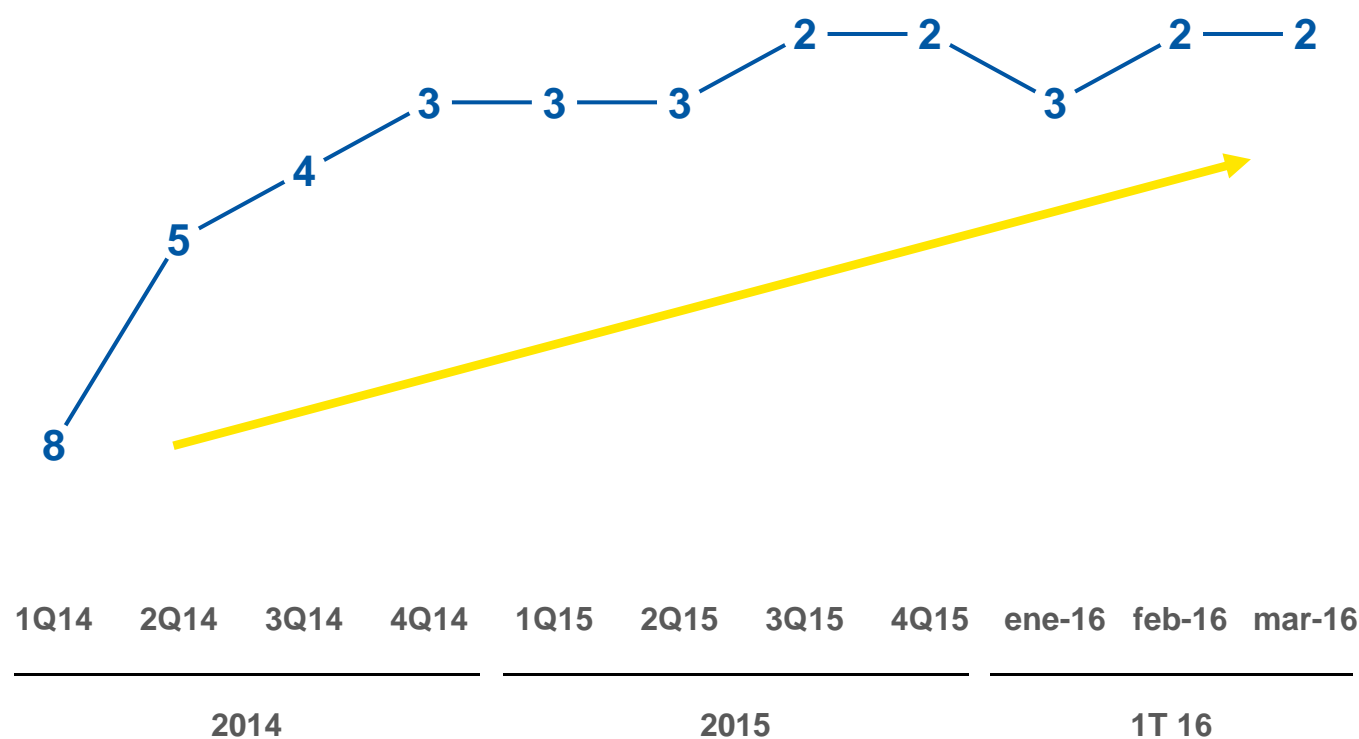
- Growing in the semester, despite challenging environment
- Focusing in tier1 clients
- Diversifying services offering
- Growing traffic in developing geographical areas

MASMOVIL ranking in capturing mobile lines

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MASMOVIL has positioned itself as second group in capturing mobile lines in 2015, and in 2016 consolidates this position

MASMOVIL POSITION IN NET PORTABILITY RANKING BY GROUP (SOURCE: CNMC)



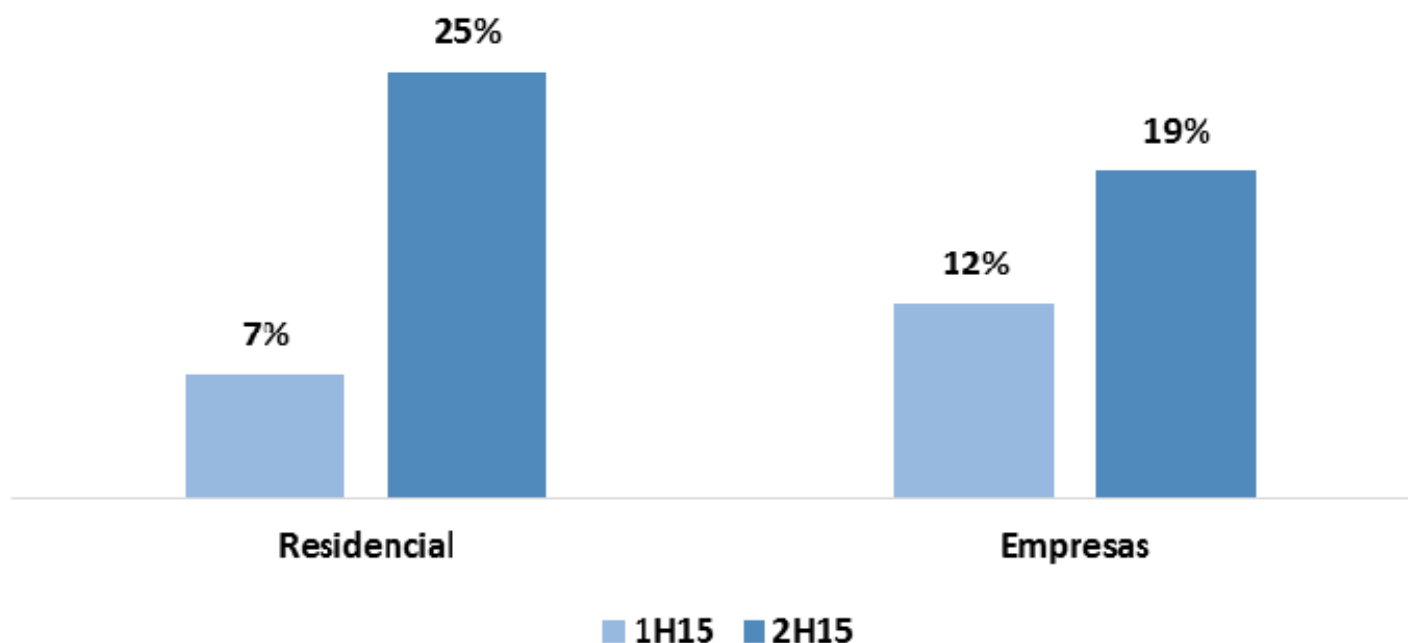
Source: CNMC

Progressive improvement during the year

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MASMOVIL was able to improve profitability in 2H15 y both strategic areas

EBITDA Margin proforma by divisions
(2H15 - 1H15)



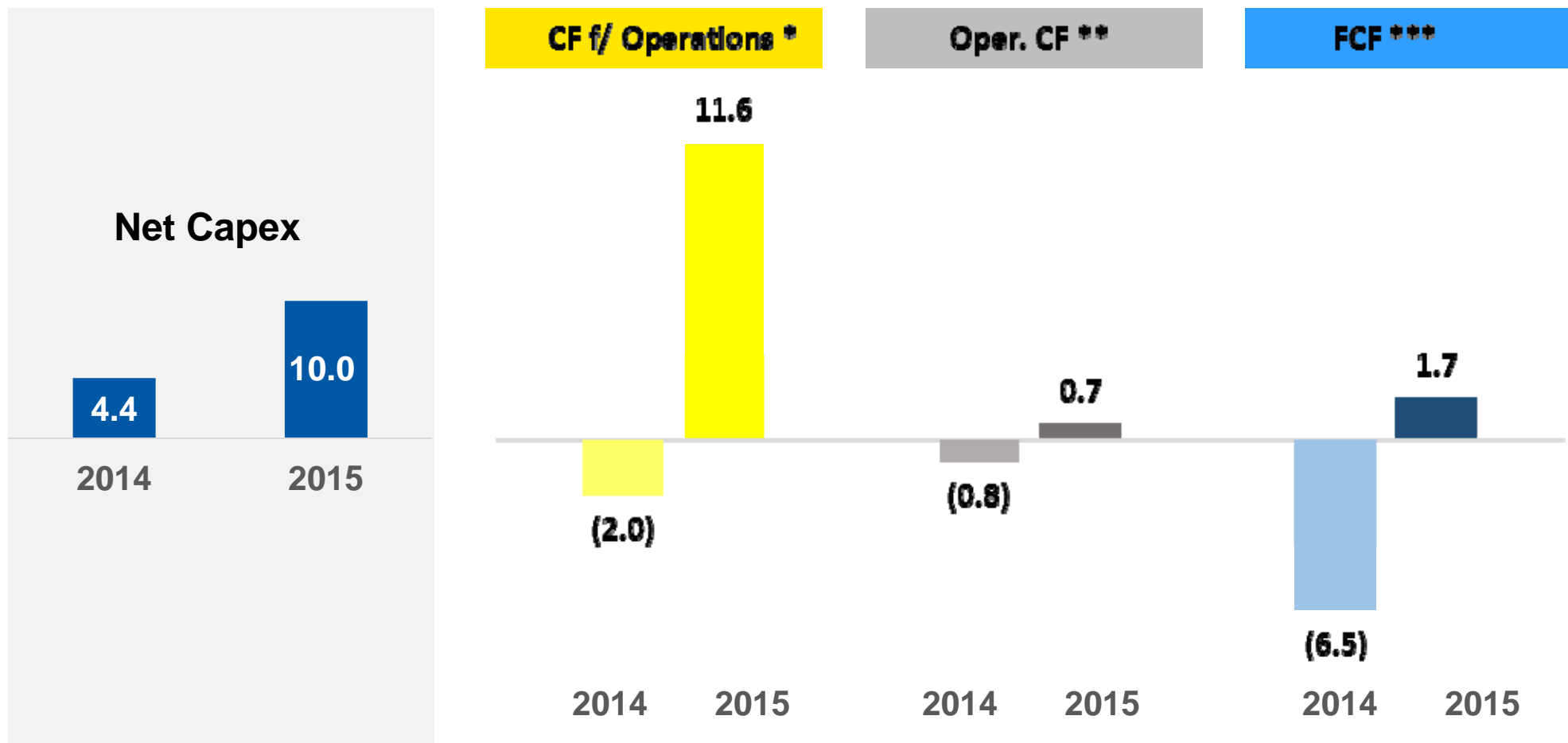
- Revenues +9% and EBITDA +87% (+4,4 p.p. margin expansion) in 2H15 vs 1H15
- All divisions grew in 2H15, including Wholesale.

Generating cash flow

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Showing clear capacity to generate cash despite doubling capex effort

In million euros



* Cash flow before Net Capex

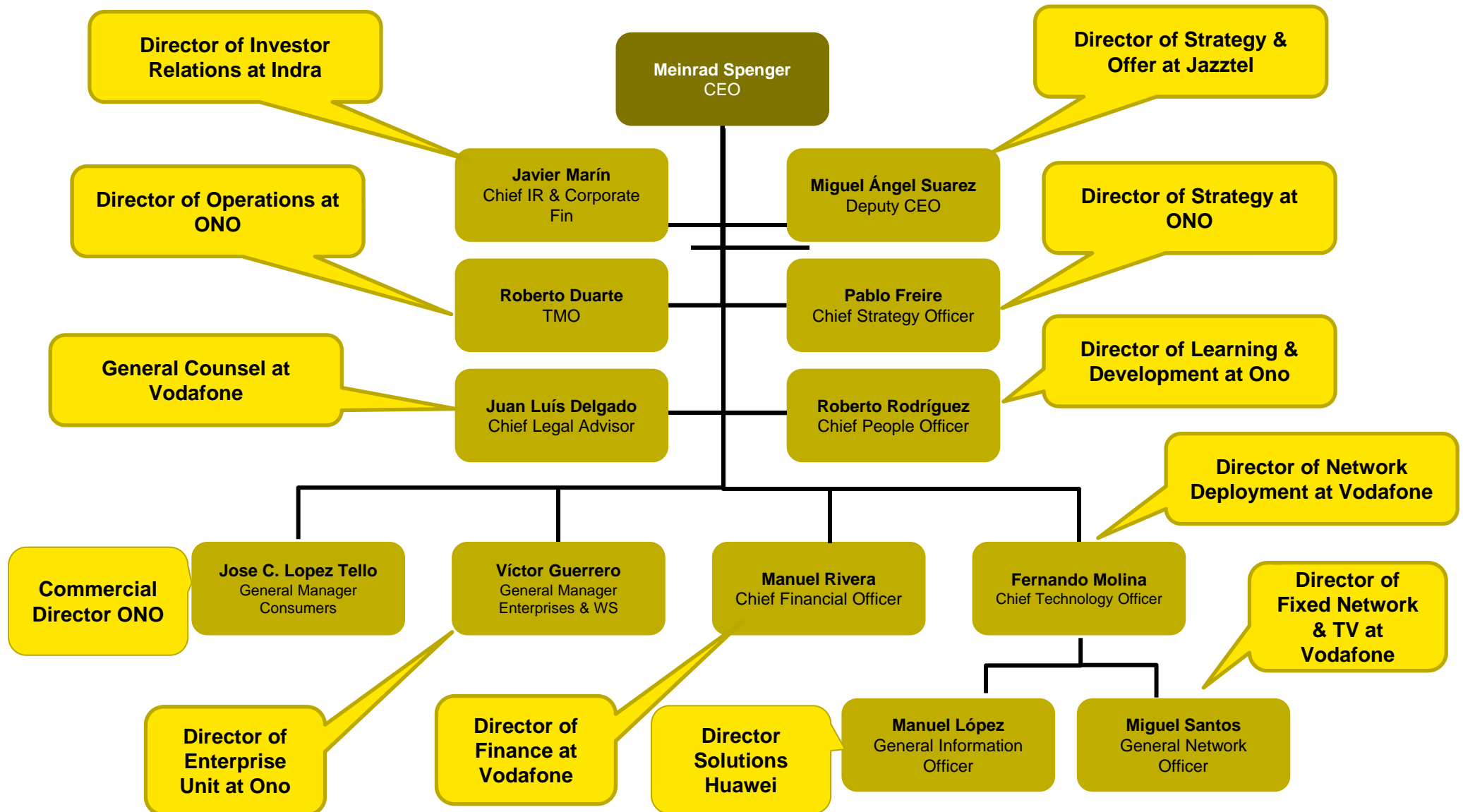
** EBITDA – Net Capex

*** CF from operations – Net Capex

Management structure consolidated

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We have a winning team of highly experienced professionals



Broadband activities

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We have already done the kick-off for massive FTTH roll out, and we will soon launch our convergent offer that will be commercialized also through a channel with MASMOVIL brand

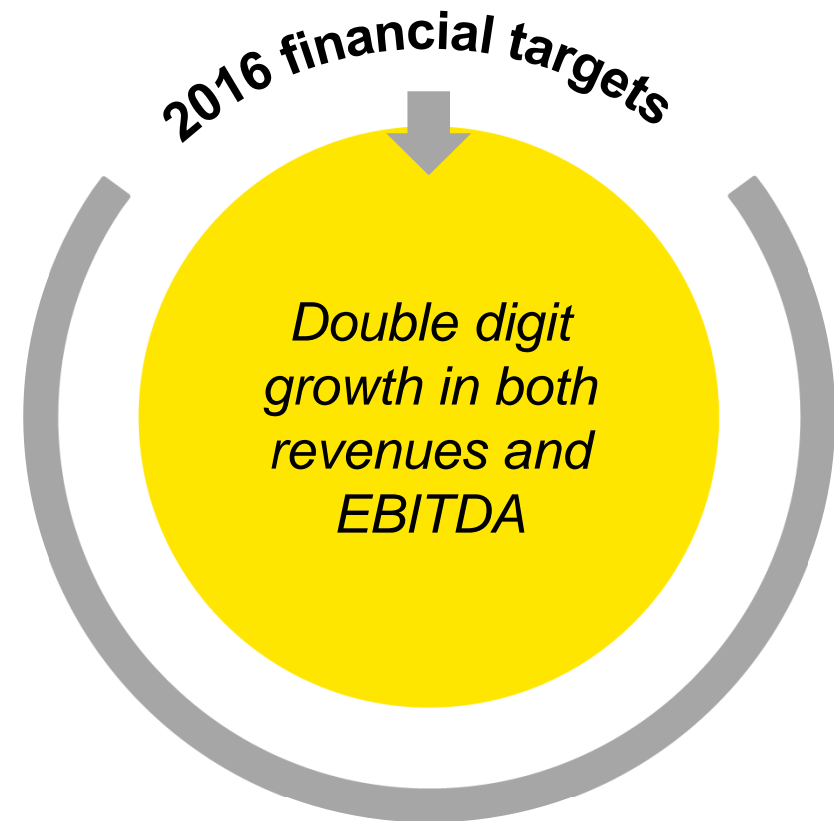
- Kick-off for massive FTTH roll out
- Launching convergent offer
- Opening MASMOVIL shops (opportunity for franchises)



2016 Targets

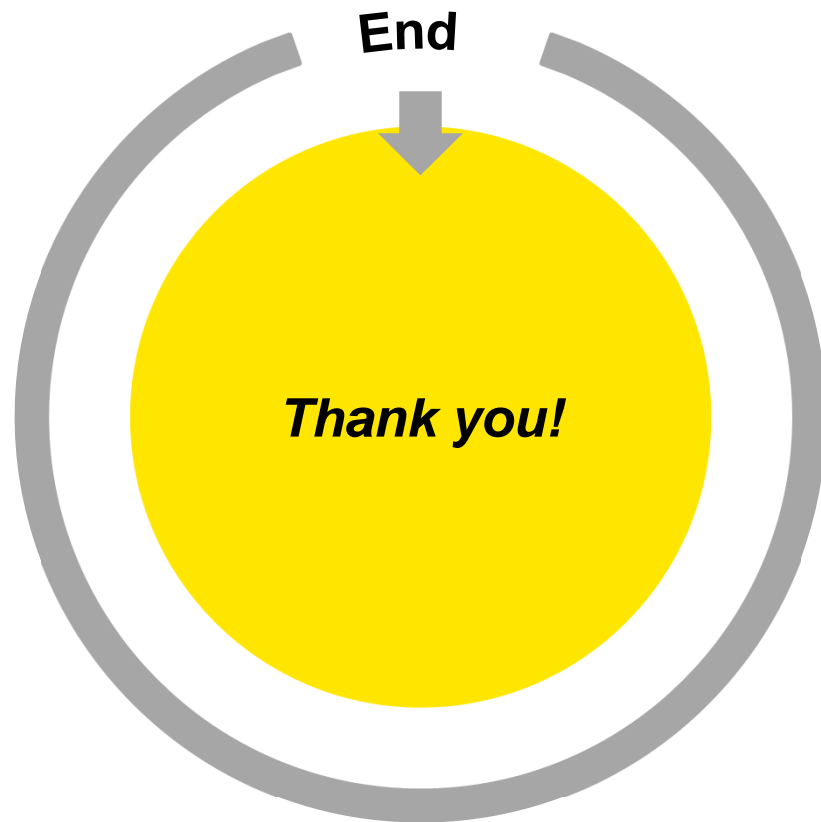
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MASMOVIL Works heartily to reach its targets also in 2016



Many thanks

A challenge is no longer a difficulty when you look straight to it and smile



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