The Euskaltel group grows in terms of revenues, customers and profitability in Q1 2016.



Corporate milestones



Leader in mobile phone services.



Flotation backed by the market.



Integration of **R,** cable operator in Galicia.



High value convergent services adapted to each customer segment.



High value offering in TV features and premium content.

100%

142.3 M€

T1 2016 revenues. Compared with €79.6 million in T1 2015. +2.3%
growth for the Euskaltel group compared with the previous year.



Excellent performance in contracting mobile phone services



74% of the group's fixed-line customers have at least one mobile phone with Euskaltel.



60% of new customers also contracted the television service.



Customers with 3 or more contracted services up to **64.3%** thanks to **convergent strategy**.

is the European leader in terms of the cash

conversion ratio

14,6 M€

Net result. Compared to €1.2 million in T1 2015.

- Euskaltel grows in terms of lines and customers across all products and services: fixedline, mobile, broadband and Pay TV.
- TV penetration up 7 points to 52% of total customer base.
- The **products/customer ratio** rose from 3.1 to 3.4 in one year.
- 81% of **new Euskaltel users** contract services for 3 and 4 products.
- **EBITDA** up by 9.3%.
- **Churn** rate down to 13.5% from 14.8% a year ago

547,000

Euskaltel group residential customers in T1 2016. Up 1.5% compared to the same period a 115,000

New mobile lines contracted in 2016. Up 19% on the previous year.

153,000

New products contracted. Up 9.1% on the previous year.

+4.7%

year ago.

Increase in residential segment customers.

+1.4%

Increase in business segment customers.



