

# The integration of Euskaltel and R consolidates the **group's** growth in revenues, customers and results

# 1.89M

Number of products contracted

# 82,000

new products

# +4.5%

increase compared to 2015



Mobile phones

# 74,000

new mobile lines in 2016

# +8,6%

vs. 2015



Broadband

# 6,000

new broadband services

# +1,4%

vs. 2015



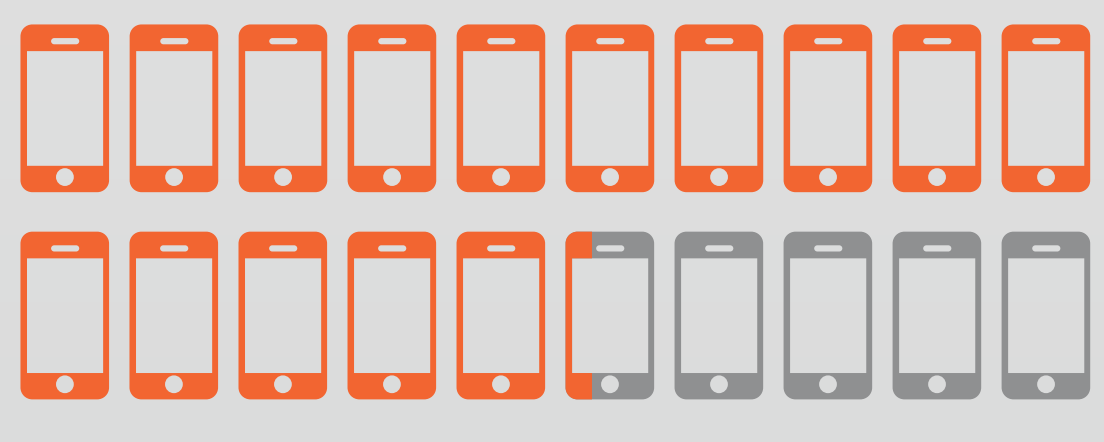
Pay TV

# 22,000

new Pay TV contracts

# +8,1%

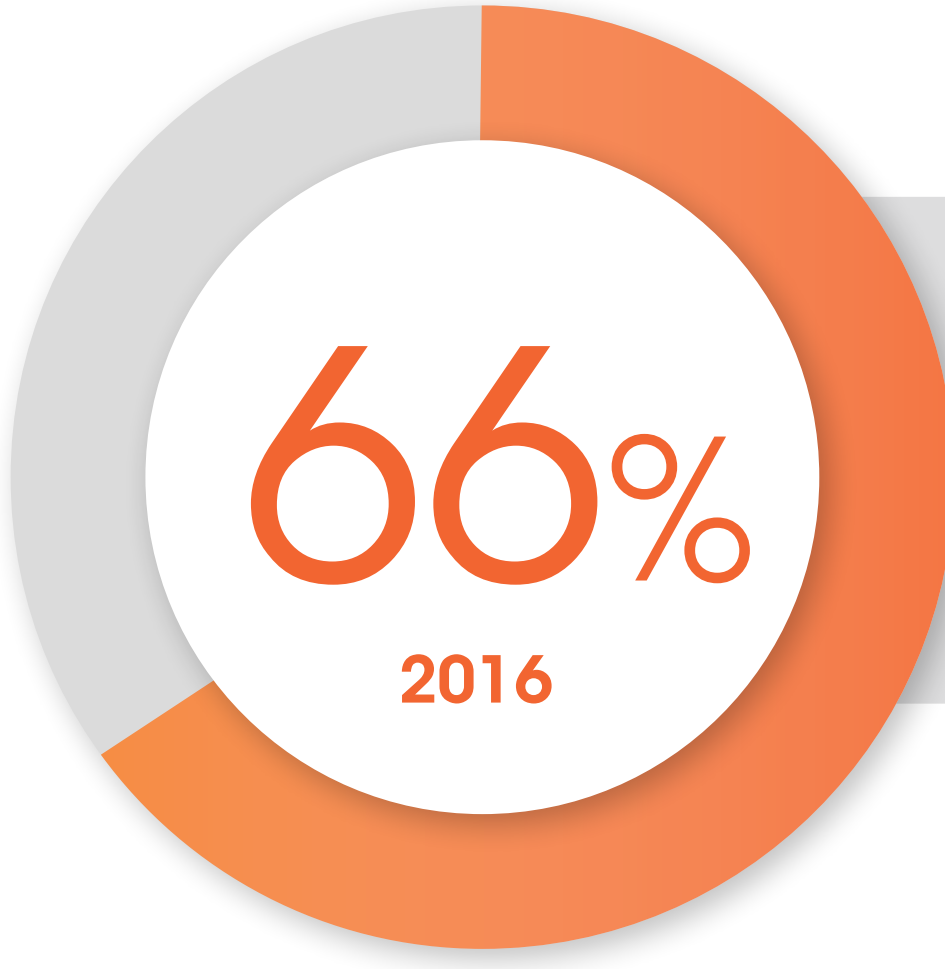
vs. 2015



# 77%

of fixed-line customers have at least one mobile phone line, reflecting a **record penetration level**.

Household leader based on convergent product bundling



Customers contract services for 3 and 4 products.

## Solid growth for the Euskaltel group in its first year on the stock market



# 0.36€

/share

The dividend that Euskaltel's Board of Directors has proposed distributing to shareholders against 2016 results based on the year's net profit.

# 4.43%

Return per dividend on the average share price for December 2016

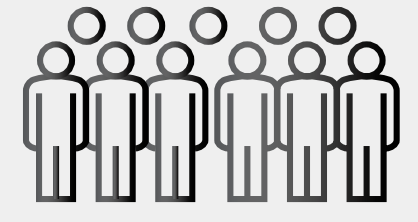
# 184,7 MM€

Operating Cash Flow in 2016. Growth of 62.1% compared to 2015.

# +65.8%

The company's cash flow conversion rate

## Leading service provider compared to similar European companies in the industry



The operator's business strategy allows it to concentrate its investments on maintenance and customer acquisition



State-of-the-art proprietary fibre optic network

# 4G

Start of the roll-out of the proprietary 4G network in the Basque Country and Galicia