

Record penetration rate in Mobile phones, Pay TV and Broadband

+ 1,9 million product contracts

+3.7% compared to 2016



Mobile phones



774,000
lines

+ 53,000

78.6%
penetration

Broadband



396,000
customers

+ 5,000

84.5%
penetration

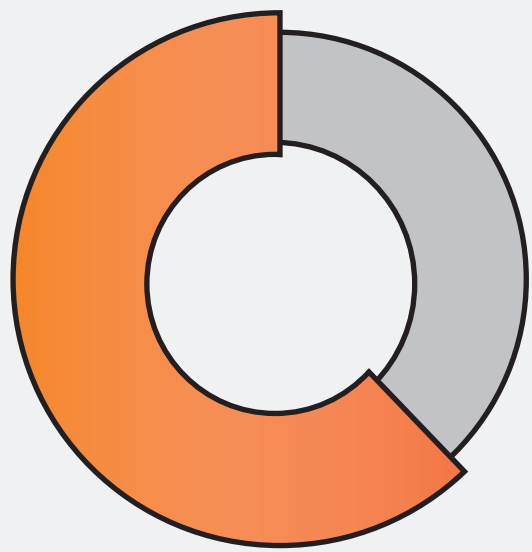
Pay TV



275,000
customers

+ 4,100

58.8%
penetration

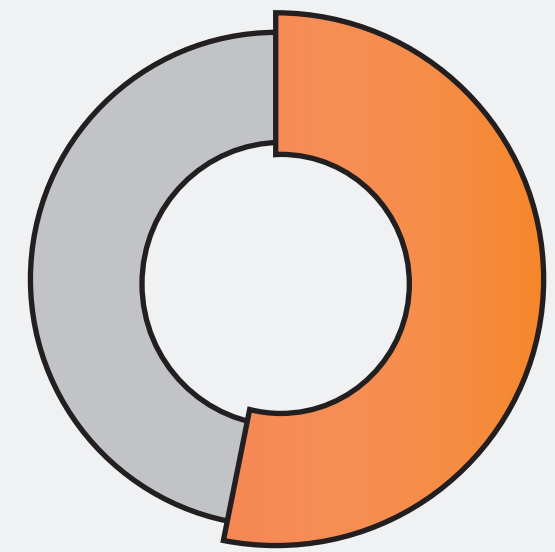


66.5%

Euskaltel & R
customers with 3P
and 4P contracts.
**compared to 64.3% in
2016**

55.3%

Penetration level of
3P and 4P product
packages in the SOHO
segment.
**compared to 49.9%
in 2016**

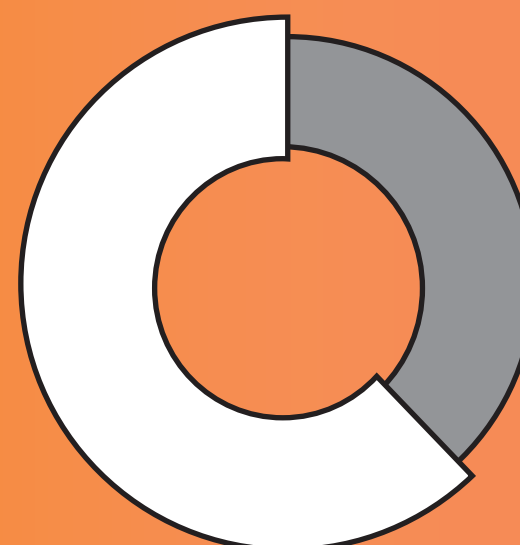


The **Euskaltel group** holds on to benchmark profitability margins in the industry, despite strong competition.

Operating **CASH FLOW**
44.8 million

+5.3%

compared to 4Q 2016



65.8%

Cash conversion
ratio.

**+5.8% compared to 4Q
2016.**

Leader compared to Europe's strongest industry players.