

Francisco Arteche | CEO

We are particularly proud of 2016. The financial results reflect strong growth in revenues, customers and profitability for the Euskaltel group. And especially because they reflect that we have fulfilled the commitment made to our shareholders, to our customers and to our market.

Revenues increased to 573 million euros, thanks to the growth of high net worth customers in the mass market, and this confirms the success of our business strategy, focused on high-value products.

In 2016, we renewed our convergent product offering, which resulted in improvements, especially in the mobile phone and TV service. Flexibility is what distinguishes our convergent product, allowing customers to configure their services according to their needs. This strategy has brought our portfolio of customers with 3 and 4 contracted products to 66% of the total at year end.

With regards the business segment, it was a very successful year thanks to the strong market reception given to our integrated solutions that include not only communications, but also security, consulting and cloud services.

That was the data from the last financial year, but I would now like to turn my attention to what we are going to do in 2017. Our plan is to continue with the strategy that has given us such good results, through the introduction of new services that will improve customer experience, and to strengthen our position in the business segment, in order to become a true service partner for them by providing customised integrated solutions.

And finally, we intend to maintain our sustainable and growing dividend policy.

We hope to accomplish all this, as we have done previously, with the help of the market, of our customers, the support of our shareholders and the hard work of our teams.