

Financial Results

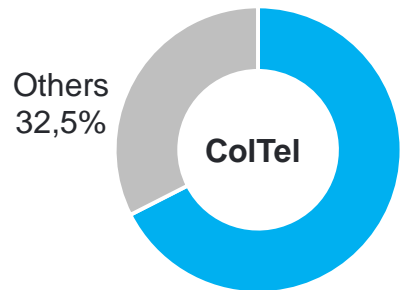
Accumulated as of June 2021

Customers



- Customers as of June 30, 2021:
 - ❖ **17.2 Mn.** Mobile customer
 - ❖ **1.2 Mn.** Broadband clients
 - ❖ **0.5 Mn.** Television clients
 - ❖ **1.4 Mn.** Fixed line customers

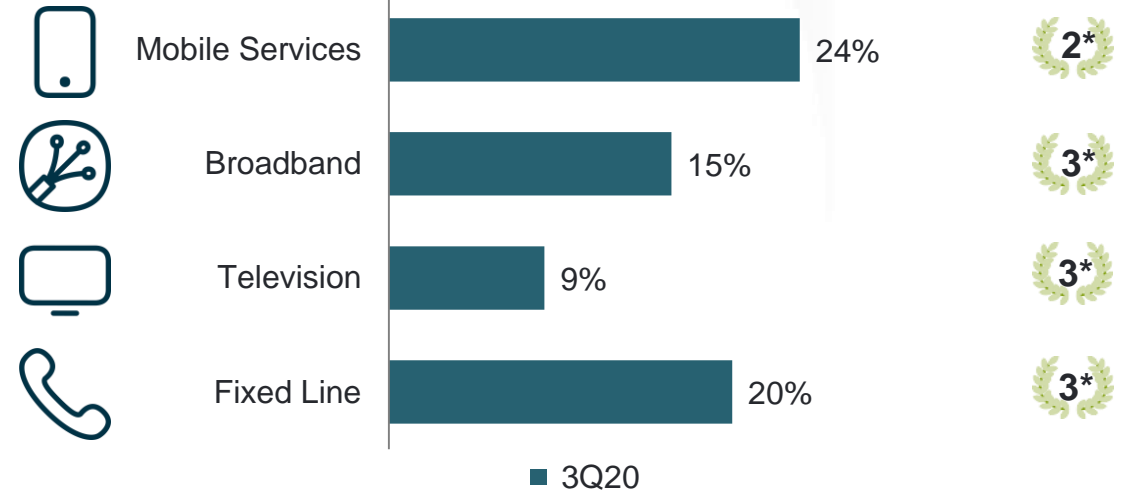
Shareholder structure



- Strategic shareholder: Telefónica S.A. offers telecom services to over 342 million subscribers in 13 countries

Market share by product line⁽¹⁾

Number of customers



Market and opportunities in telecommunications in Colombia

Mobile Services

Postpaid penetration ratios ■ 2020: 133%

Broadband

Penetration ratio ■ 2020: 47%

Television

Penetration ratio ■ 2020: 37%

(1) Source: Ministerio de TIC a 4Q 2020.



Mobile Postpaid – Revenues and accesses growth in 2Q 2021

Colombia Telecomunicaciones S.A ESP BIC with high quality services and added value, has managed to maintain stable growth in revenues and subscribers.

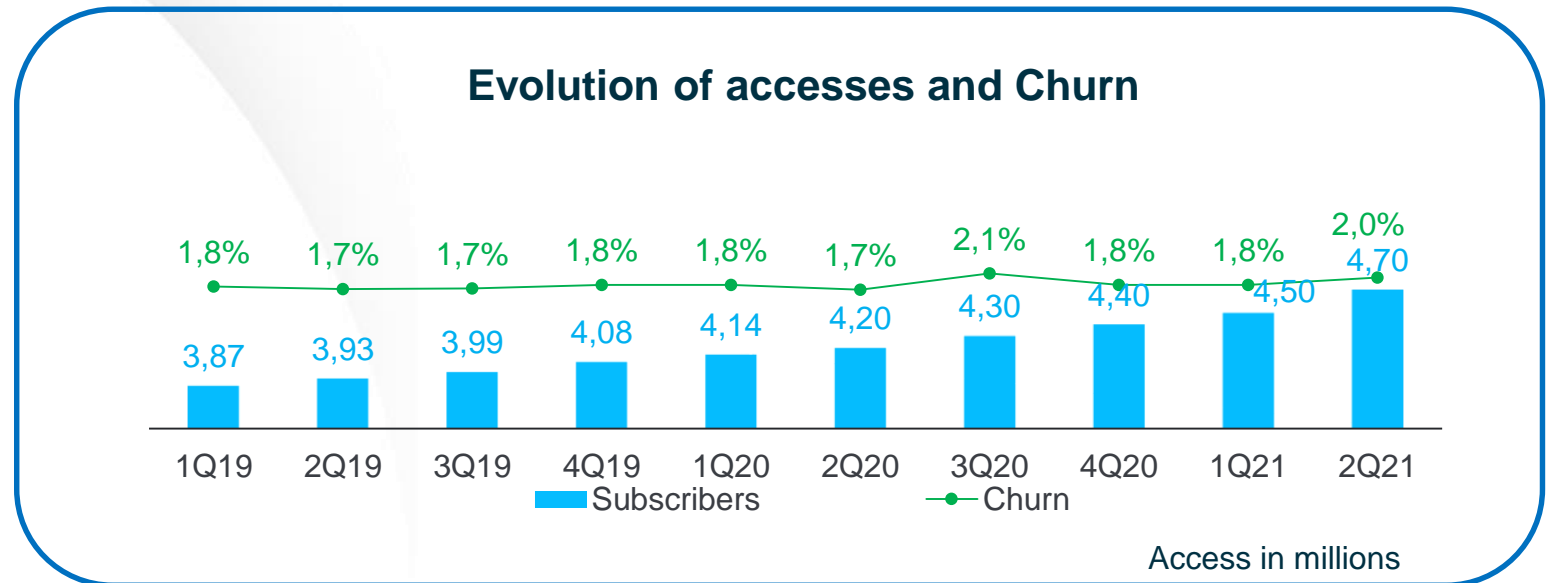
Variation Jun 21 / Jun 20

Postpaid
REVENUES
+12,8%

Postpaid
Accesses
+13,9%



- **Mobile Postpaid revenues accumulated as of June-21** growth 12.8% YoY, mainly due to higher revenues from equipment sales, growth in B2C segment services and higher M2M revenues.
- Postpaid accesses as of June 2021 growth 13,9% YoY, achieving 4,7 million accesses (27% of total mobile access):
Presenting an accumulated net profit of 370k at the end of the first semester 2021, it generated by the good evolution in the commercial activity due to the "unlimited" offer and the management of the customer base.



Mobile Prepaid – Revenues and accesses growth in 2Q 2021

Actions were generated for the reactivation of the product after preventive isolation by COVID 19, focusing on Portability and communicating new benefits

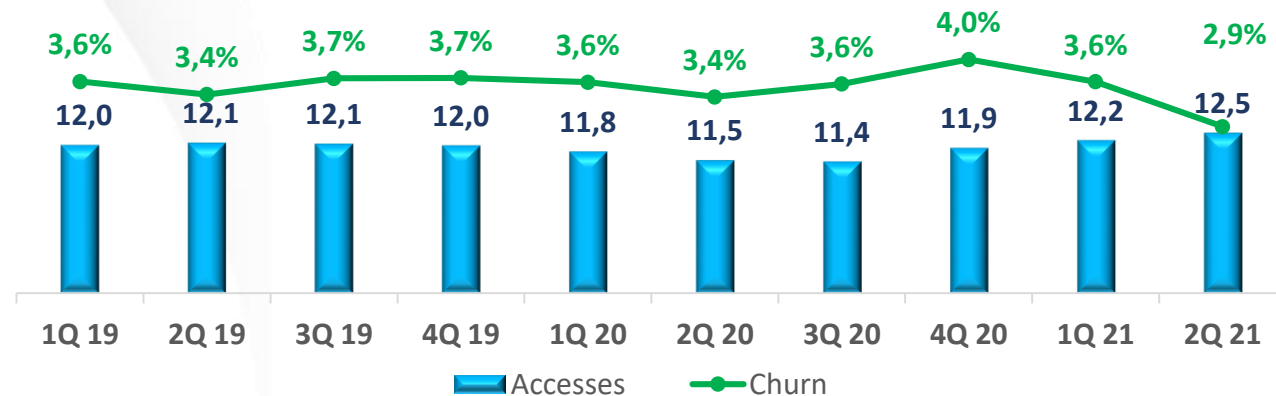
Variation Jun 21 / Jun 20

Prepaid
REVENUES
+7,0%

Prepaid
ACCESSES
+8,9%

- **Mobile Prepaid revenues accumulated to June 21** growth 7,0% YoY, it explained by commercial reactivation and promotional offers that encourage the reactivation and purchases of All In One >=\$10k
- **Prepaid accesses to June 2021** Showed growth of 8,9% YoY, reaching 12.5 million accesses (73% of total mobile accesses):
 - After attractive commercial offers focused on delivering more data and without raising the price, allowing constant net profit since 4Q20.
 - **Prepaid recharging accesses** as of June 2021 increased 14,1% YoY

Evolution of accesses and Churn

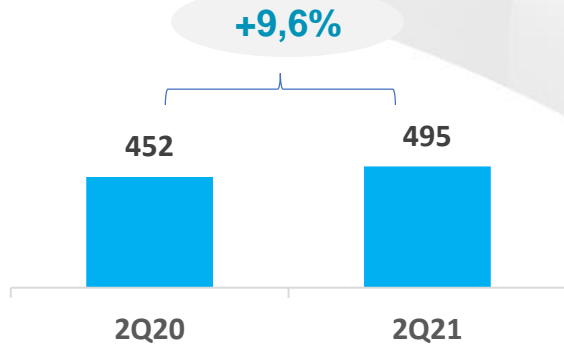


Access in millions

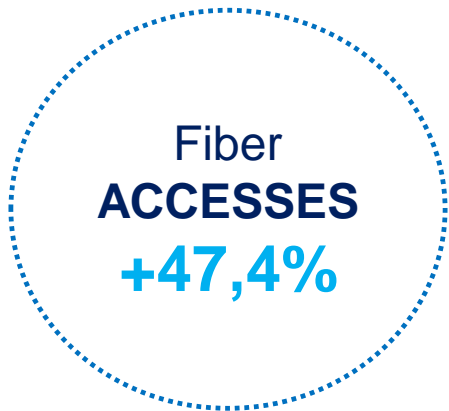
Broadband – Revenues and accesses growth in 2Q 2021

Movistar strengthened the fiber optic offer, providing our clients with higher speed in all fiber plans.

Fixed Broadband Revenues Accumulated (FB)

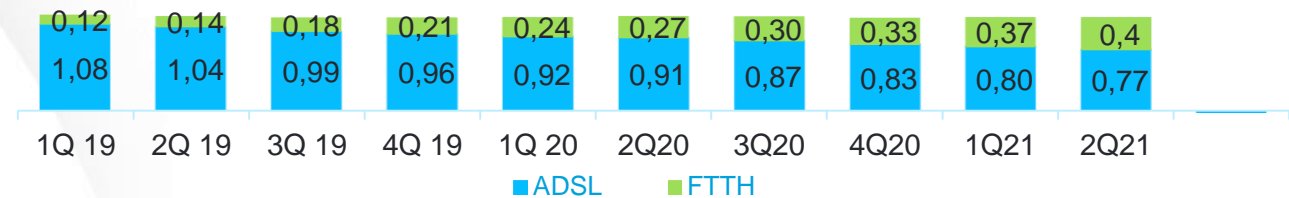


Variation Jun 21 / Jun 20



- **Fixed Broadband Revenues accumulated as of June 2021** growth 9.6% YoY, driven by fiber optic growth, which offset lower copper revenues.
- **Fixed broadband FTTH accesses as of June 2021** growth + 47.4% YoY, due to a positive net adds of 71k customers generated by the quality of the commercial offer and the increase in connection speed:
 - Fiber Optic Accesses reached 401 thousand accesses as of June 2021, which represents 34% of the total Fixed Broadband accesses (vs. 23% in 2Q20)
 - The strategically segmented and aligned offer with the competitive environment and greater demand for data in the market, led to an improvement in the commercial activity in fiber, obtaining 100,000 new adds in 1H21, increasing by 22% the levels vs 1H20

Evolution of accesses



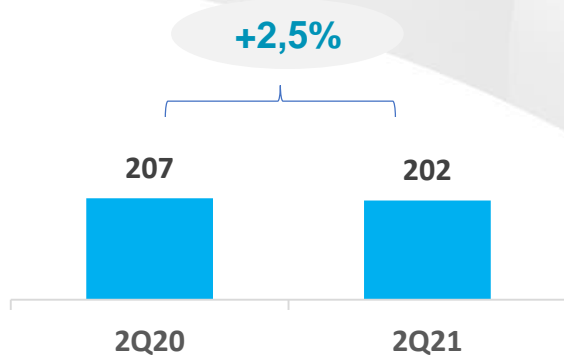
Home passed to FTTH



TV – Revenues and accesses growth in 2Q 2021

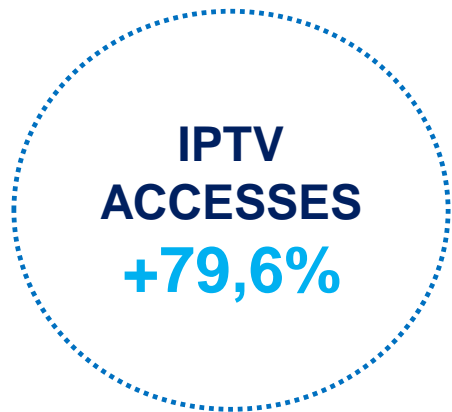
Competitive offer with IPTV as a differential product.

Accumulated televisión revenue

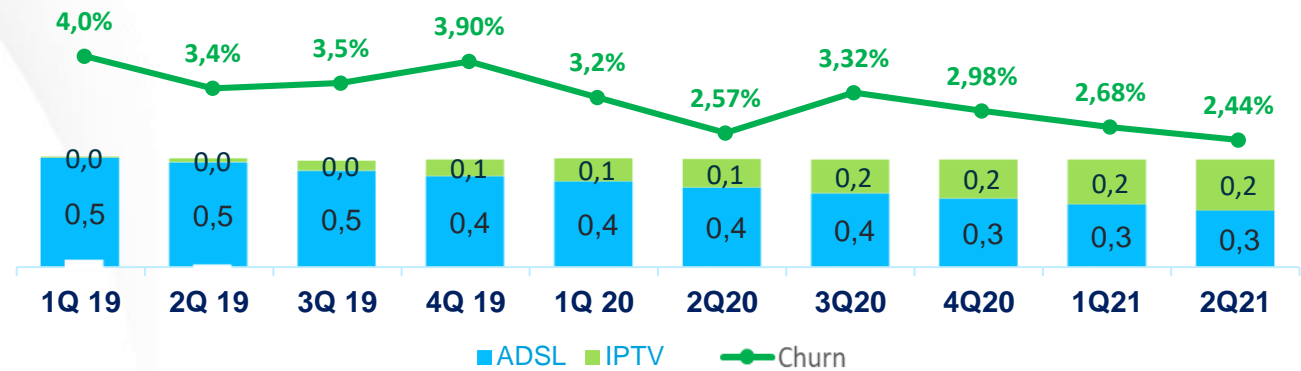


- **Accumulated TV Revenues as of June 2021 growth 2.5% YoY**, explained by IPTV growth, related with the technological transformation process of the TV business from DTH to broadband TV services (IPTV and MPlay).
- **Growth of IPTV accesses (+ 79.6%)**, given by the deployment of fiber that boosted pay-TV through IPTV, achieving a customer base of 247k and a positive net adds of 60k customers in the first half of 2021, reaching to a total of 527k television customers:
 - IPTV accesses represent 46.9% of total TV accesses as of June 2021.

Cumulative VARIATION Jun 21 / Jun 20



Evolution of accesses and Churn

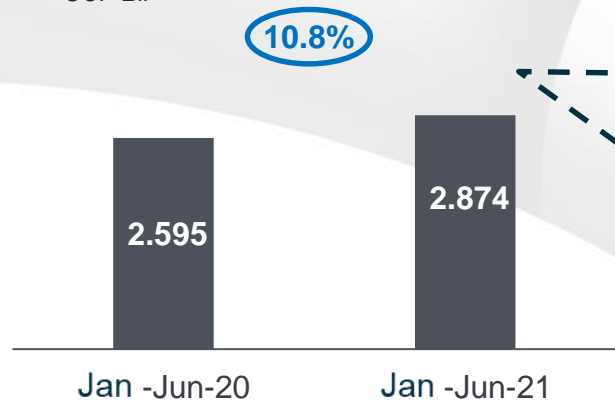


Accesses in millions

Revenues, EBITDA, Capex and OpCF evolution

Revenues

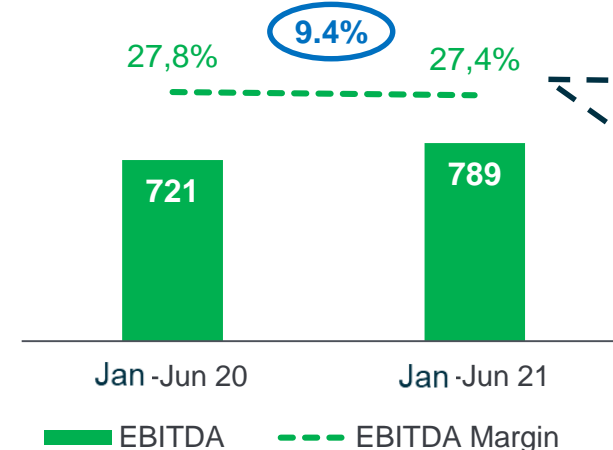
COP BII



Year-on-year growth generated by integrated plans with unlimited services, fixed connectivity services with higher speed, equipment installation, higher terminal revenues and integrated solutions for corporate clients

EBITDA and EBITDA Margin

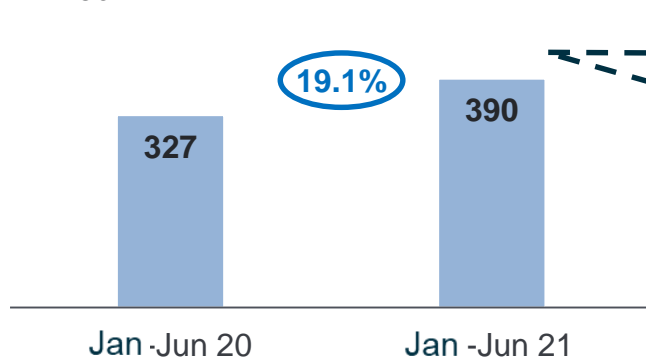
COP BII



Growth driven by performance in connectivity revenues, increase in mobile terminal sales, capture of efficiencies in non-commercial costs and significant improvement in provision for bad debts due to good performance and portfolio management

Operative Cash Flow

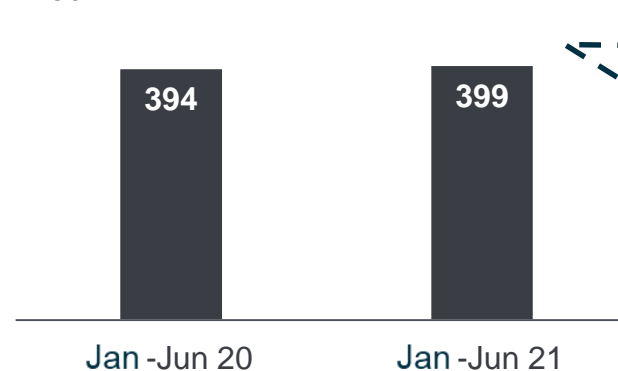
COP BII



OFC increases due to higher EBITDA in the period and efficient use of the Capex

Capex

COP BII



Capex oriented to the expansion of 4G technology, fiber optic deployment, for projects with corporate clients and for the installation of fixed services in clients

Net financial debt as of June 2021 amounts COP 4.404 Bln es una marca de Telefónica

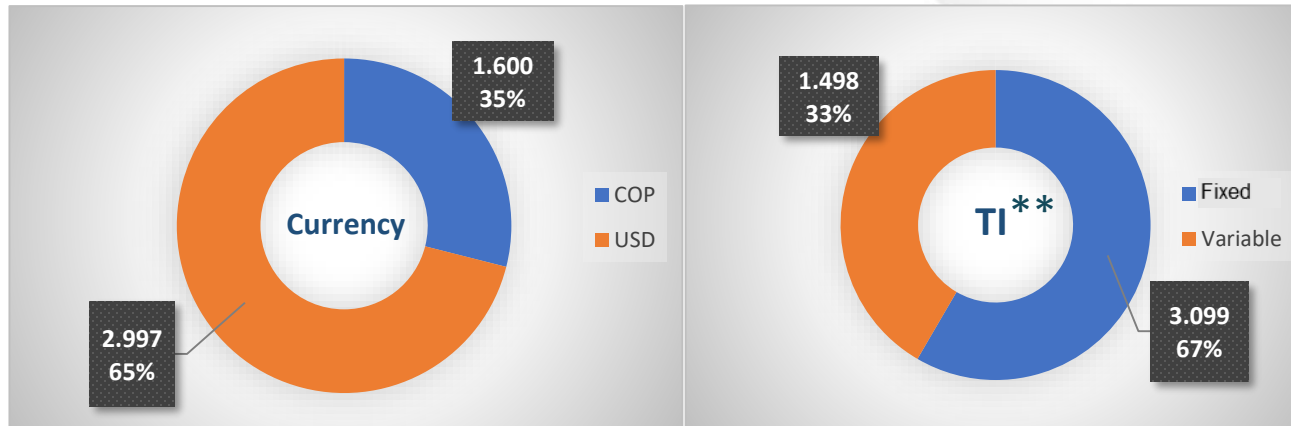
Figures in billions of pesos

Month Summary

- Financial debt average life 5,9 years
- 65% of total debt is denominated in USD \$799.5 Mill (COP\$2.997 Bln).
- Depreciation of COP/USD exchange vs Dec20 = 9.2%
- Prepayment partial of Club deal change risk exposure:
 - FX risk: USD from 71% to 65%
 - Interest rate risk: floating rate from 42% to 33%
- On June, 2021, Colombia Telecomunicaciones S.A. ESP BIC entered into a credit with Scotiabank Colpatría in a sustainable-linked credit for COP \$ 200,000 million. The use of proceeds was to partially prepay the syndicated credit in the additional amount of USD 53 million.

* TC exchange rate closing June 2021 \$ 3,748.5

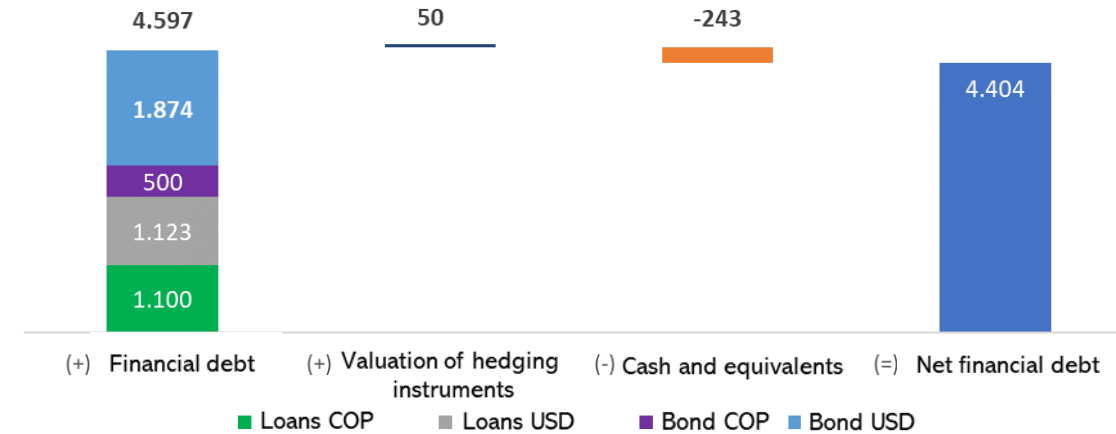
Risk Exposure



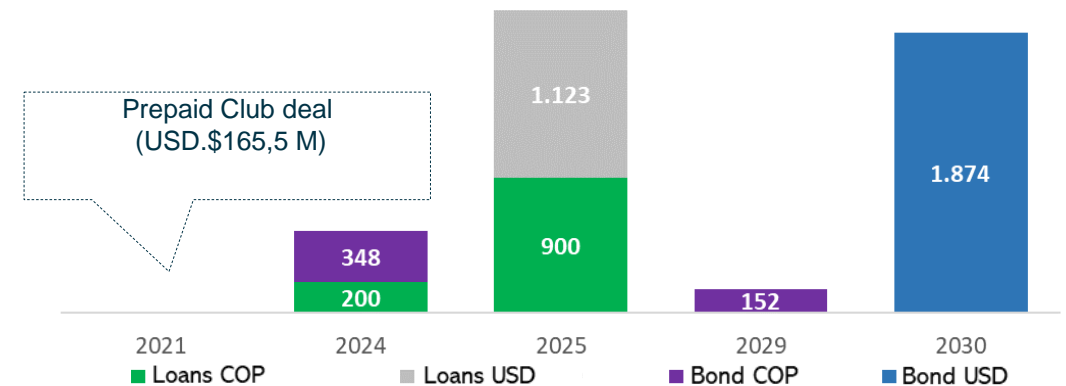
All debt denominated in USD is covered. 100% of the debt in COP indexed to IBR and IPC is covered with IRS.

**After hedging.

Net financial debt

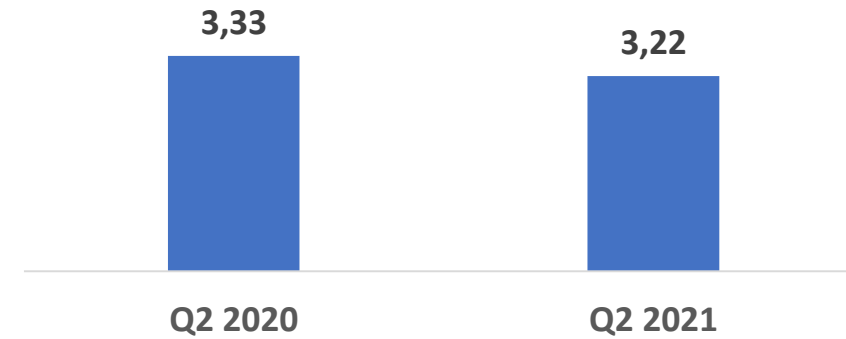


Debt Maturity Profile

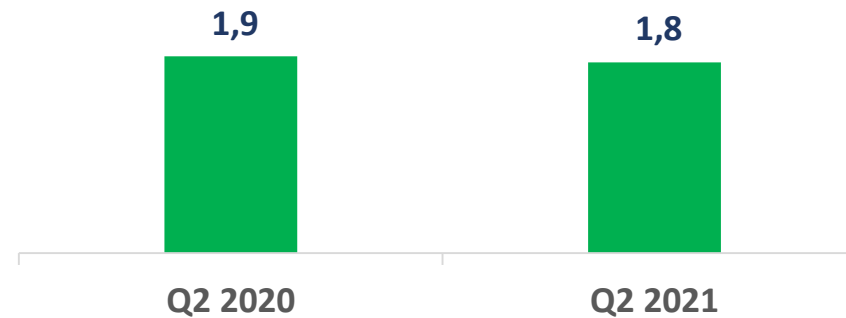


Financial ratios solid

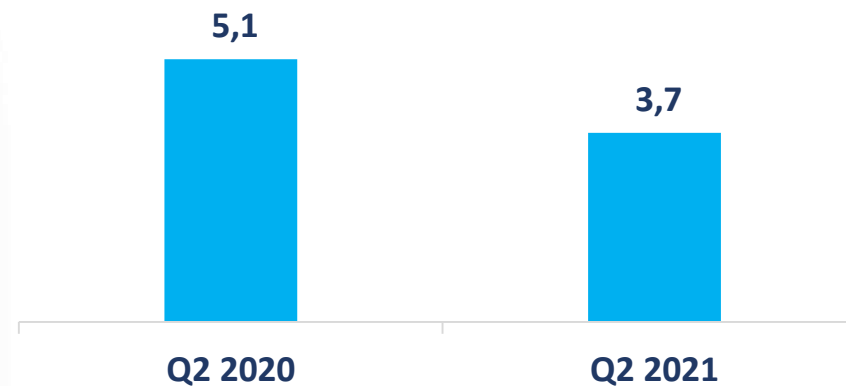
**Net debt / 12 months
EBITDA**



**Total Liabilities (less)
hedging assets / Equity**



**Ebitda / Financial
Expenses**



Summary of Financial Results

Figures in billions of pesos

	Six-month period ended June 30,		Three-month period ended June	
	2021	2020	2021	2020
	(In thousands of COP\$)			
Operating income:				
Income from contracts with customers	2.828	2.531	1.415	1.242
Other operating income	45	63	20	30
	2.874	2.595	1.435	1.272
Operating costs and expenses	(2.085)	(1.874)	(1.046)	(892)
Operating profit before depreciation and amortization	789	721	389	379
Mergin EBITDA	27,4%	27,8%	27,1%	29,8%
Depreciation and amortization	(713)	(714)	(356)	(366)
Operational result	76	7	33	13
Interest expense, net	(215)	(142)	(106)	(31)
Profit before taxes	(139)	(136)	(73)	(17)
Income and supplementary taxes	(58)	(51)	(23)	(61)
Net profit for the period	(197)	(186)	(96)	(79)



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Telefónica