

Fabián Andrés Hernández Ramírez

**General Manager of Colombia Telecomunicaciones S.A. ESP BIC - Patrimonial
Member of Colombia**

Colombian. Lawyer, current General Manager of Colombia Telecomunicaciones, with a specialization in business law and an MBA. He has experience in business transformation processes from a legal and strategic vision. He has been linked to the Telefónica Group since 2006, holding responsibilities in support areas and leading business initiatives in the Issuer.

The initiatives he has led include issues related to customer promise, Big Data, closing deals with the Government -including state contribution projects for the deployment of infrastructure-, and business risk management related to customers or supply chain. He has also been responsible for legal matters, stakeholder management -including the Government- and the Issuer's representation in different boards of directors, including the telecommunications sector guild.

Since 2000, Fabian has participated in inorganic processes in the telecommunications sector to acquire and transform companies. He participated in the structuring and definition of the transformation model of Empresa Nacional de Telecomunicaciones - TELECOM- and the creation of Colombia Telecomunicaciones. This responsibility included the closing of the process of private capital for infrastructure development. He also led the structure and legal strategy for the entry of Telefónica S.A. as a strategic partner of Colombia Telecomunicaciones and the merger with the mobile operation and the regulatory management for the capitalization process of 2012 and 2017.

He was Director of Regulatory Affairs for fixed and mobile operations and was in charge of the negotiation of enabling titles and spectrum allocation processes. This regulatory management achieved the adoption of the necessary agenda to boost the digital economy at the policy and regulatory level.

He has also been responsible for the sustainability plan of Colombia Telecomunicaciones - Responsible Business Plan - and the public positioning of the operation to take advantage of opportunities and avoid reputational risks, having made proposals at the regional level of the Group.

Other appointments

- Member of the Board of Directors of Fundación Telefónica Colombia.
- Member of the Board of Directors of Telefónica Factoring.