Resultados
Colombia Telecomunicaciones S.A. ESP.

ENE- JUN 2023

Disclaimer

This document and any related conference call or webcast (including any related Q&A session) may contain forward-looking statements and information (hereinafter, the “Statements”) relating to the Telefónica Group (hereinafter, the "Company" or "Telefónica"). These Statements may include financial forecasts and estimates or statements regarding plans, objectives and expectations regarding matters, such as the customer base and its evolution, growth of the different business lines and of the global business, market share, possible acquisitions, divestitures or other transactions, the outcome of recently completed transactions, the Company’s results and its operations, including its environmental, social and governance commitments and targets.

The Statements can be identified, in certain cases, through the use of words such as “forecast”, "expectation", "anticipation", “aspiration”, "purpose", "belief" “may”, “will”, “would”, “could”, “plan”, “project” or similar expressions or variations of such expressions. These Statements reflect the current views or aspirations of Telefónica with respect to future events, do not represent, by their own nature, any guarantee of future fulfilment, and are subject to risks and uncertainties that could cause the final developments and results to materially differ from those expressed or implied by such Statements. These risks and uncertainties include those identified in the documents containing more comprehensive information filed by Telefónica with the different supervisory authorities of the securities markets in which its shares are listed and, in particular, the Spanish National Securities Market Commission (CNMV) and the U.S. Securities and Exchange Commission (SEC).

Except as required by applicable law, Telefónica does not assume any obligation to publicly update the Statements to adapt them to events or circumstances taking place after the date hereof, including changes in the Company's business, changes in its business development strategy or any other circumstances.

This document and any related conference call or webcast (including any related Q&A session) may contain summarised, non-audited or non-IFRS financial information (including information referred to as “organic” and “underlying”). Such information may not be prepared in accordance with the financial reporting requirements established by the SEC, is presented for supplemental informational purposes only and should not be considered a substitute for audited financial information presented in accordance with IFRS. The Company’s non-IFRS financial measures may differ from similarly titled measures used by other companies. In addition, there are material limitations associated with the use of non-IFRS financial measures since they exclude significant expenses and income that are recorded in the Company’s financial statements.

Neither this document nor any related conference call or webcast (including any related Q&A session) nor any of their contents constitute an offer to purchase, sale or exchange any security, a solicitation of any offer to purchase, sale or exchange any security, or a recommendation or advice regarding any security.

This document and any related conference call or webcast (including any related Q&A session) may include data or references to data provided by third parties. Neither Telefónica, nor any of its administrators, directors or employees, either explicitly or implicitly, guarantees that these contents are exact, accurate, comprehensive or complete, nor are they obliged to keep them updated, nor to correct them in the case that any deficiency, error or omission were to be detected. Moreover, in reproducing these contents by any means, Telefónica may introduce any changes it deems suitable, may omit partially or completely any of the elements of this document, and in case of any deviation between such a version and this one, Telefónica assumes no liability for any discrepancy.

Aumento de los ingresos en todos los segmentos.

Ingreso operativo Q2 23	OIBDA orgánico Q2 23	Deuda Neta	OPCF* Q2 23
Var % 23/22	Var % 23/22	Jun-23	
+2,0%	**-5.9%**	**$4.2bn**	**$536MM**
Crecimiento en todos los segmentos	Mayores gastos para conseguir nuevos clientes	Cobertura del 100% de la deuda en USD	-15.8% A/A

Ingresos operativos (Ene-Jun 23):

Pospago: +1,5% A/A ; **Prepago**: -6,0% A/A (total Móvil +0,4% A/A);
BAF (Incluye FTTH) : +21,1% A/A; **TV**: +22,3% A/A

Deuda Neta: 54% en USD ($2.218mm), 46% en COP ($1.898mm)

Colombia Telecomunicaciones S.A. ESP

	Ene-Jun 2023	
COP$ millones	**Reportado**	**Var** 23/22
Ingresos orgánicos*	3.505	4,5%*
Gastos	2.762	7,0%
OIBDA orgánico*	743	-3,7%*
Margen OIBDA	21,2%	-7,9 p.p.

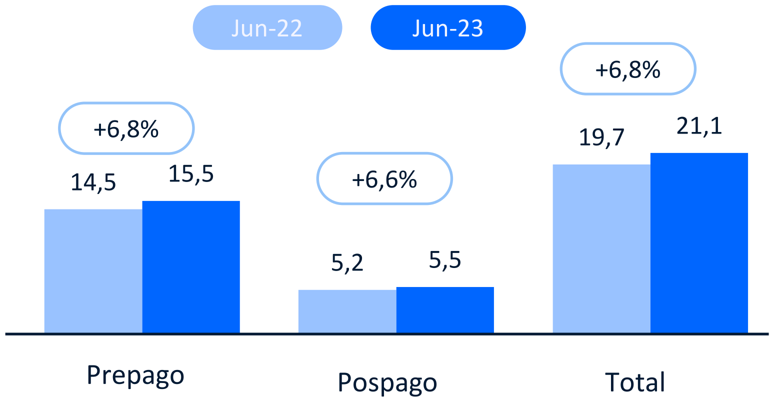
*Excluye la venta de activos FTTH 840 MM en el 1Q 2022

Telefónica

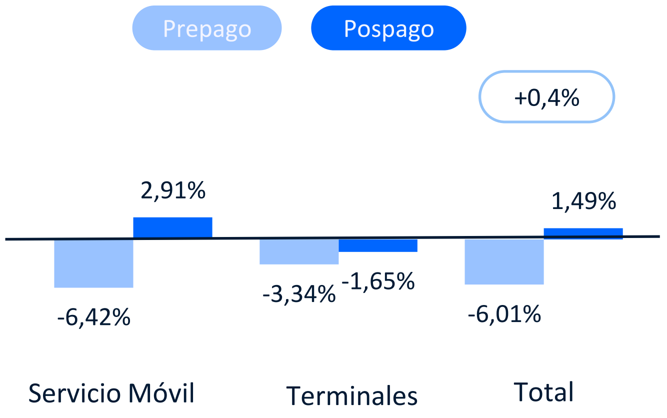
Móvil

Var % 23/22

Clientes (M)



Ingresos (A/A)

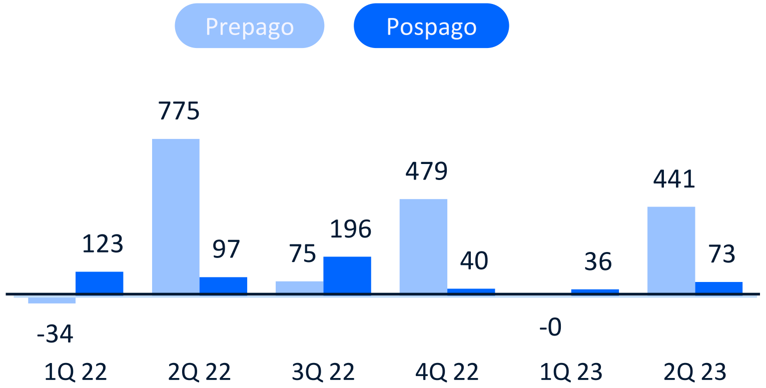


Resultados

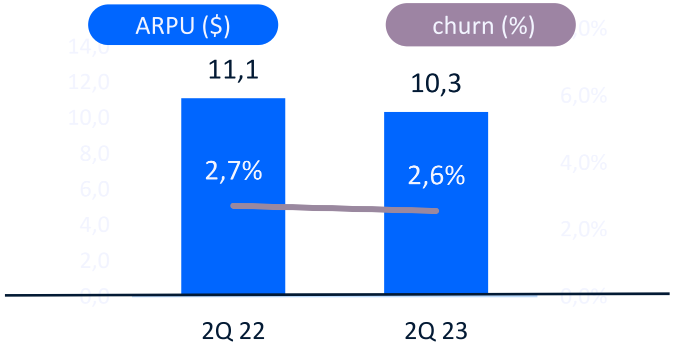
Crecimiento de los accesos (+6,8% A/A), debido a la competitividad de la oferta, generando diferenciación a través de prestaciones adicionales en productos y servicios.

Crecimiento de los ingresos (+0,4% YoY) gracias al mejor comportamiento del segmento de pospago

Ganancia Neta (k)



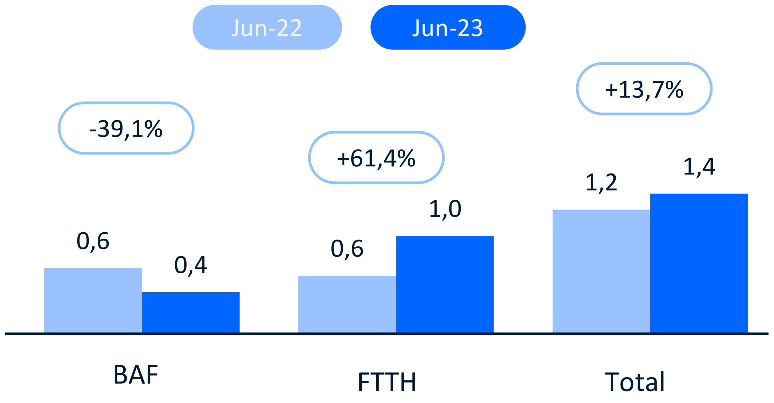
KPIs Móvil



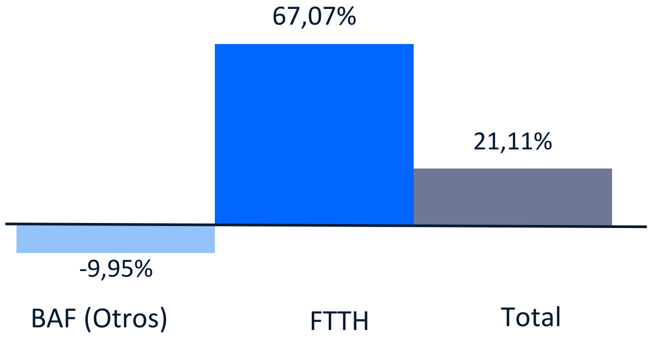
BAF (incluyendo FTTH)

Var % 23/22

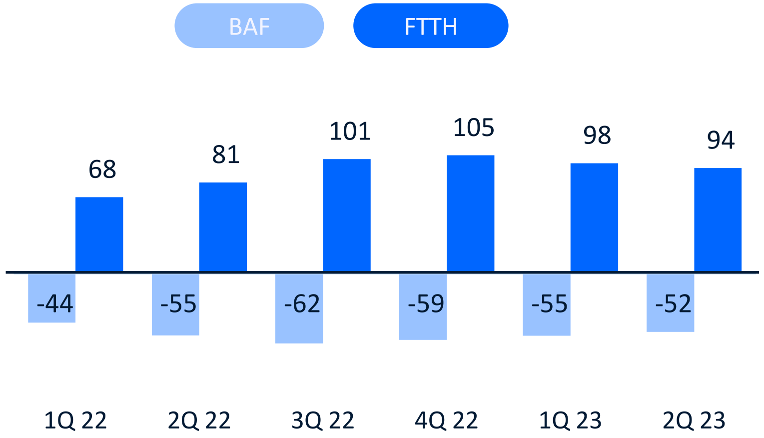
Clientes (M)



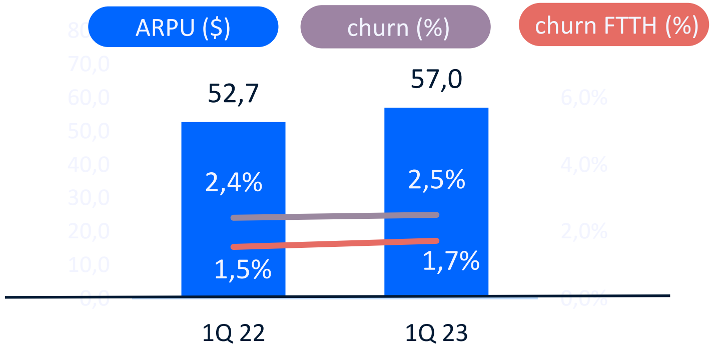
Ingresos (A/A)



Ganancia Neta (k)



KPIs BAF (Total)



Resultados

Crecimiento interanual del 67,1% en los ingresos de fibra, lo que llevó a todo el segmento a un crecimiento interanual de los ingresos del 21,1%.

Número de clientes de BAF, con un crecimiento interanual del 13,7%.

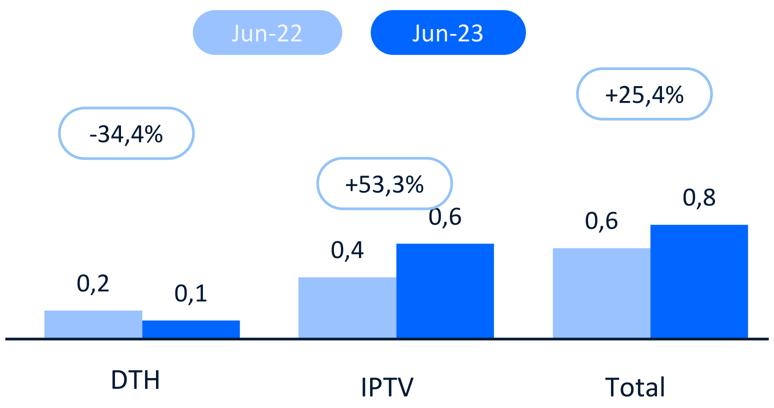
Los clientes de FTTH representan el 74,6% del total de clientes de BAF, lo que supone un aumento interanual del 61,4%

Telefónica

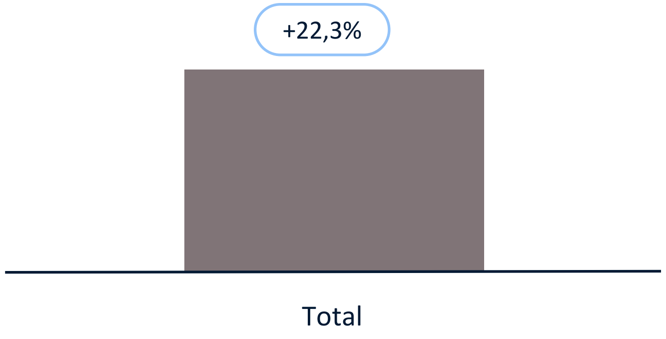
TV

Var % 23/22

Clientes (M)



Ingresos (A/A)

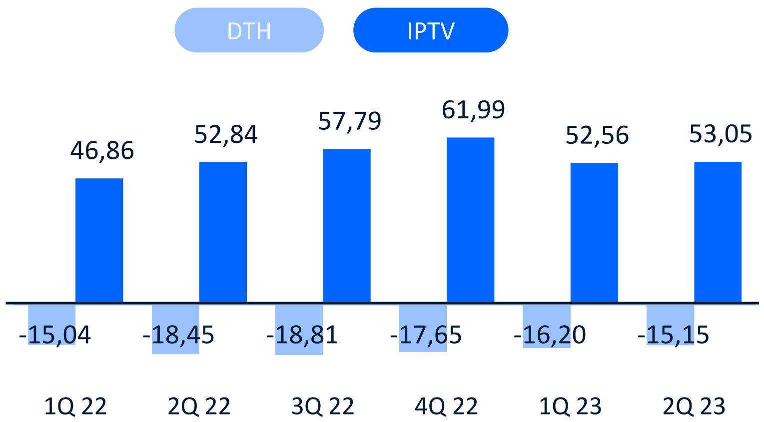


Resultados

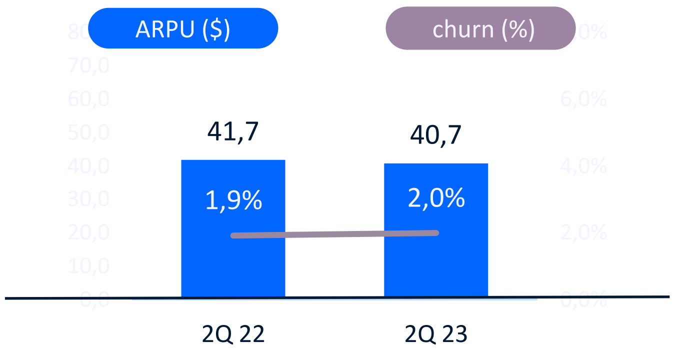
El despliegue de fibra impulsó la televisión de pago a través de IPTV, alcanzando un total de 648,5k clientes con un crecimiento interanual del 53,3%, lo que eleva el número total de clientes de televisión a 777,8k.

La cuota de IPTV representaba el 83,4% del total de abonados a finales del 2Q23, lo que demuestra el impacto de esta tecnología para los consumidores

Ganancia Neta (k)



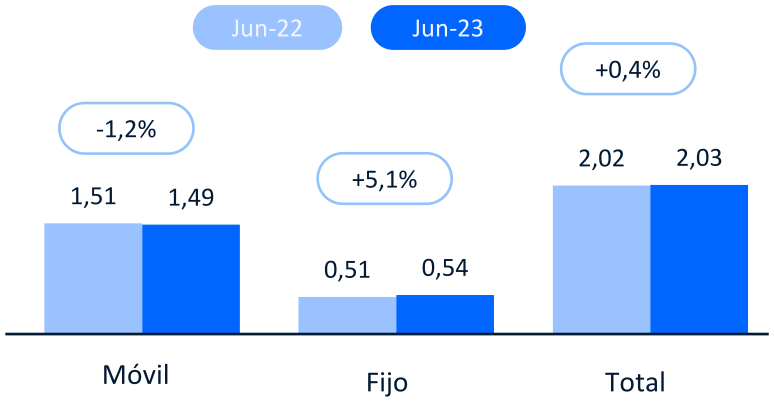
KPIs TV (Total)



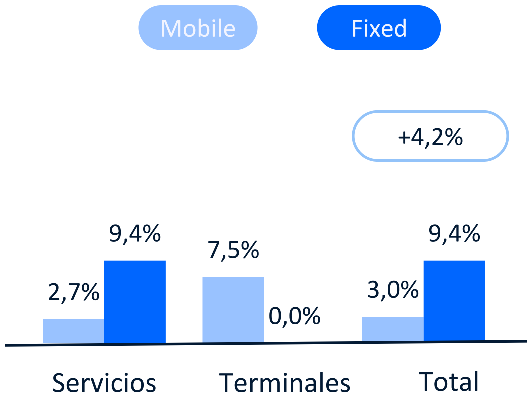
B2B

Var % 23/22

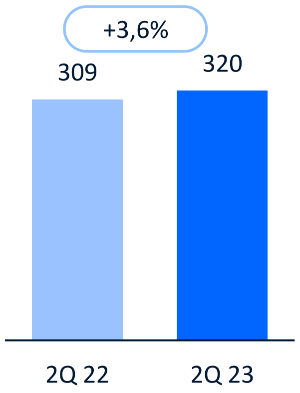
Clientes (M)



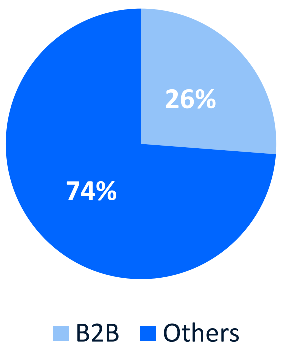
Ingresos (A/A)



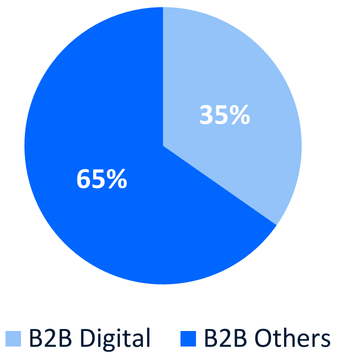
Ingresos Digitales(A/A)



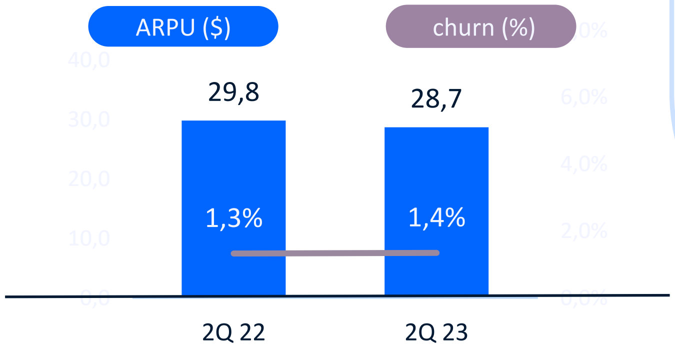
%part. B2B en los ingresos totales



%part. B2B Digital en el total de ingresos B2B



KPIs B2B Móvil



Resultados

En B2B, el crecimiento se registró a finales del 2Q23. Este segmento contribuyó al crecimiento de los ingresos de explotación

Es importante destacar el crecimiento de los ingresos en el segmento digital B2B para el 2Q23 (+3,6% A/A)

B2B representa el 26% de los ingresos totales

Digital (B2B) representa el 35% del total de ingresos B2B

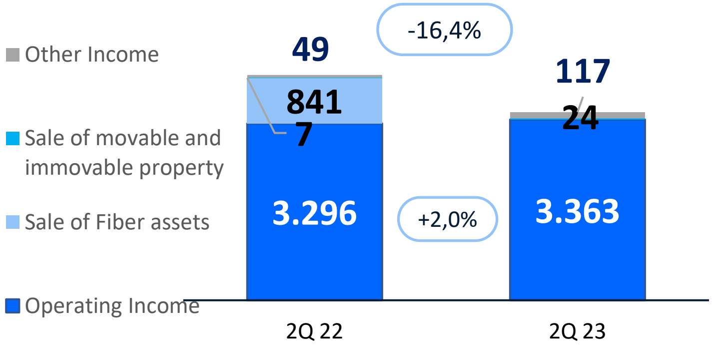
Telefónica

Resultados 2Q23

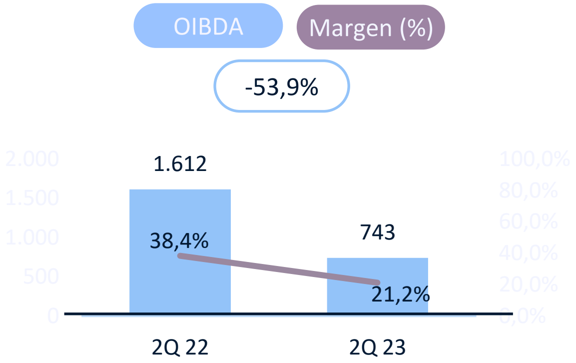
Colombia Telecomunicaciones S.A. ESP.

Ingresos, costos, OIBDA y OpCF

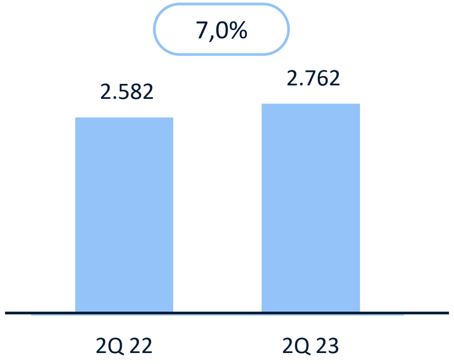
Ingresos (y-o-y)



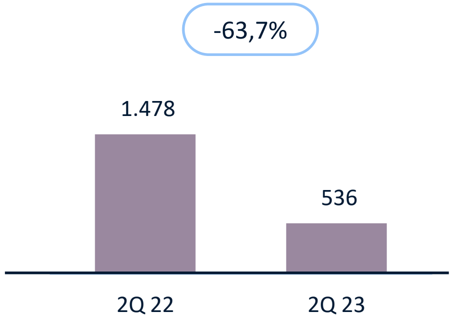
OIBDA y márgen



Costos



OpCF (OIBDA – Capex)



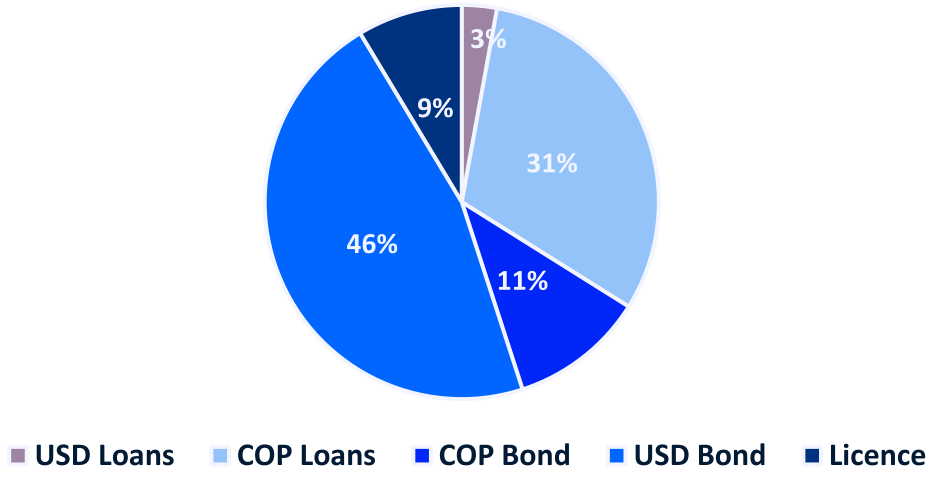
Aumento del ingreso operativo (+2,0% A/A) en el 2Q23 respecto al 2Q23, debido al buen comportamiento de los ingresos por servicios, pospago y productos fijos del segmento B2C y de los ingresos por servicios digitales del segmento B2B; compensando los menores ingresos de prepago.

El OIBDA cayó un -53,9% interanual debido a la venta de activos de fibra y explicado por mayores impuestos debido a la reforma fiscal, mayores costes asociados a la conectividad de Infracos e impactos macroeconómicos.El OIBDA orgánico disminuyó un -5,9% A/A.

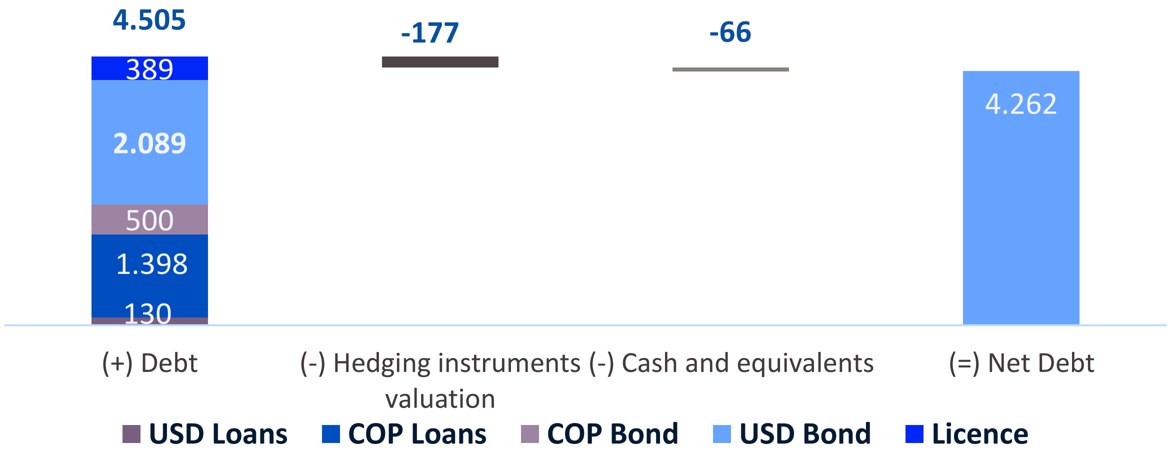
El OpCF alcanzó los 536 millones, con un descenso de -63,7% debido al menor OIBDA, explicado por el impacto de las ventas de activos.

DEUDA

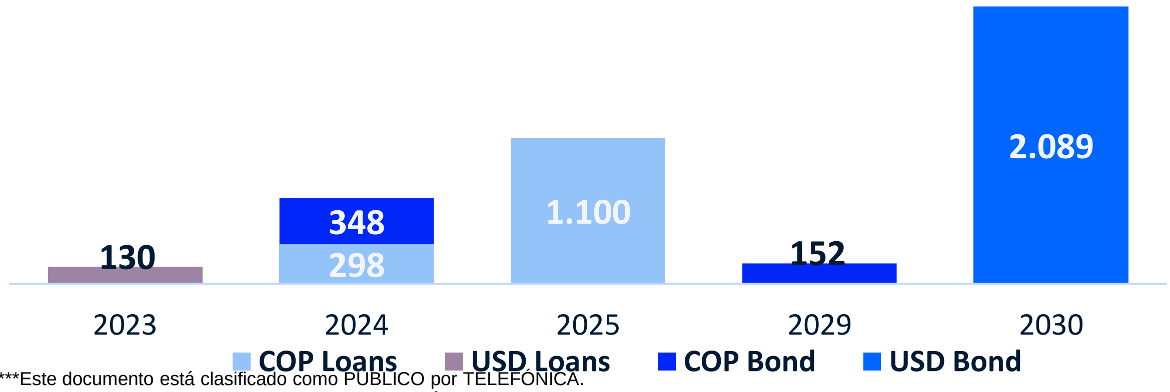
Estructura de Deuda



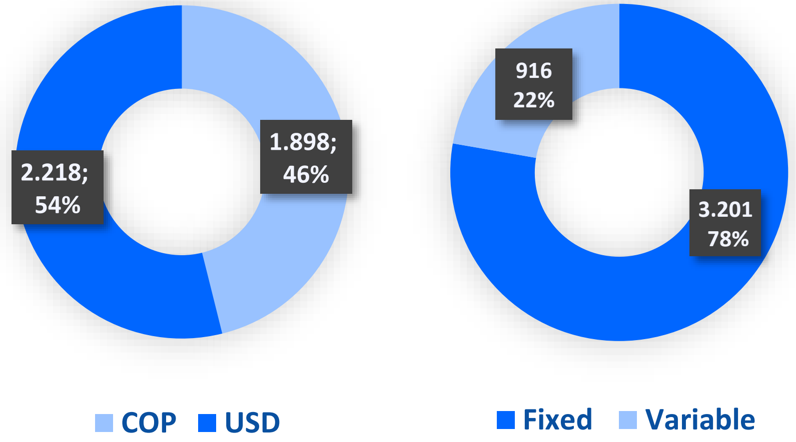
Deuda Neta



Perfil de Vencimiento ($ COP Millones)

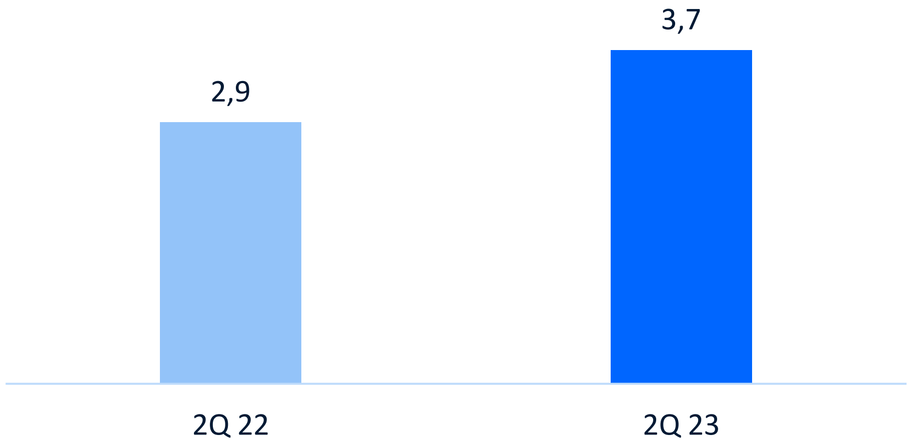


Detalle de la deuda por divisa y tipo de interés

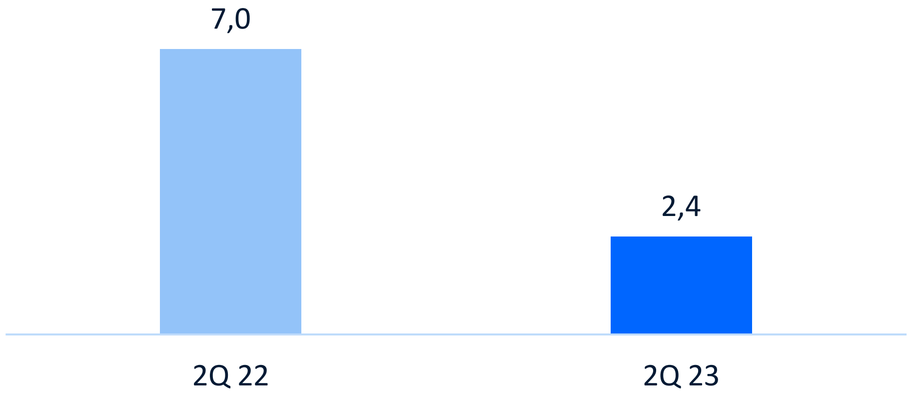


Indicadores Financieros

Deuda Neta/ EBITDA[1]



EBITDA[1] / Gasto financiero neto



Deuda ESG

		2021	2022	Q2 2023	Plazo
Préstamos vinculados a ESG	Total	COP 798.000 millones	COP 1.098.000 millones	COP 1.098.000 millones	2024
Porcentaje de deuda vinculada a ESG / Deuda total	Total	18,08%	25,52%	26,68%	

1. Incluye IFRS 16

Telefónica

Conclusiones

Resumen

2Q23

- **Crecimiento continuo** en **ingreso** organico
- **Ingresos de servicios digitales** ganan participación con el tiempo
- Toda la **deuda** denominada en **USD** está cubierta. 64% de la **deuda en COP** indexada a IBR e IPC está cubierta con IRS.
- Entorno **desafiante** in la prespectiva **Macroeconomica and regulatoria** para finales de 2023

For further information, please contact:

Investor Relations
Inversionistas Co (Inversionistas.co@telefonica.com)
Zamir Suz (zamir.suz@telefonica.com)
Diego Perea (diego.perea@telefonica.com)
Inversionistas.co@telefonica.com
www.telefonica.co/en/shareholders-and-investors/

FOLLOW US: