



Resultados

Telefónica del Perú S.A.A.

ENE - MAR 2024

● ● ● 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 summarized, 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.

● ● ●
La empresa mantiene su estrategia de transformación de su base de accesos (clientes) hacia la fibra óptica y recuperación del segmento móvil.

Ingreso Operativo 1Q24

Var % 24/23

-7.0%

● ● ●

Postpago creció en 2%

Hogares Pasados - FTTH 1Q24

Var % 24/23

+54.4%*

● ● ●

TdP superó los 3.4 MM de H. Pasados

Deuda Neta

PEN 3.6bn

● ● ●

Deuda en USD solo representa un 9%

OPCF 1Q 24

+PEN 142 MM

● ● ●

Incluye Capex trimestral por PEN 69 MM



Accesos (1Q 24):

Postpago: +2% A/A ; Prepago: -11% A/A;

FTTH: +35% A/A; BAF (incluyendo FTTH): -17% A/A



Deuda Neta sin IFRS 16: 100% en PEN

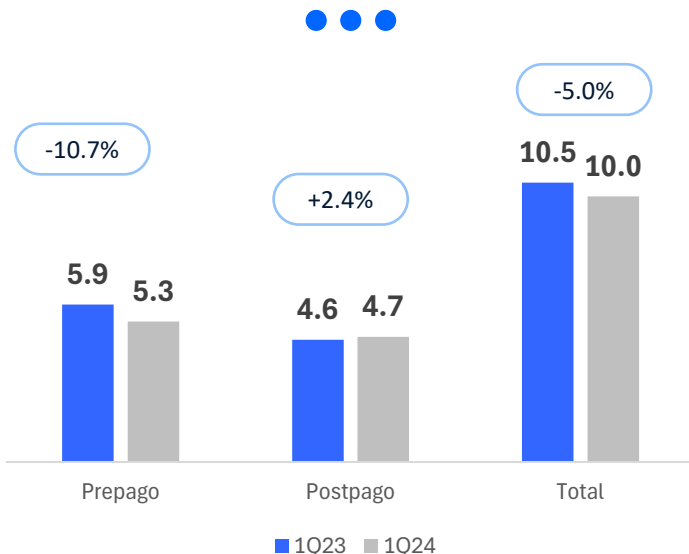
Telefónica del Perú S.A.A.

Ene-Mar 2024

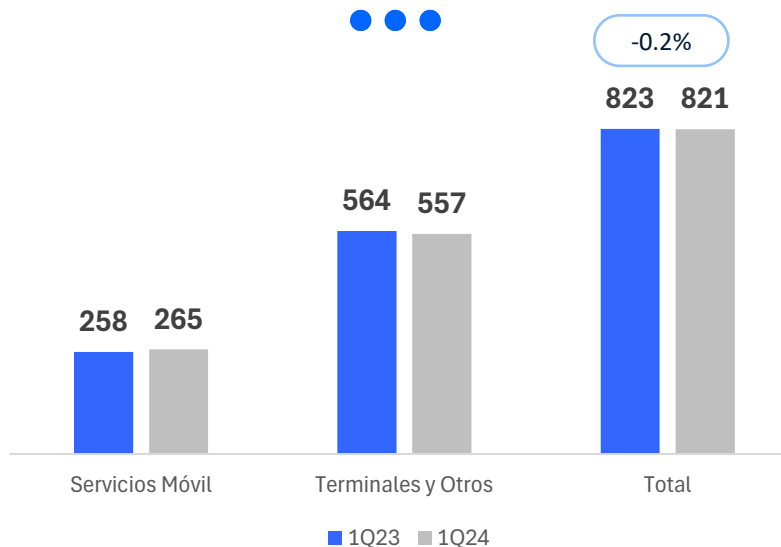
PEN Millones	Reportado	Var 24/23
Ingresos Operativos	1,515	-7%
Costos	1,674	+2%
OIBDA	211	-37%
Margen OIBDA	13%	-7 p.p

*Incluye desplazamiento de Pangea

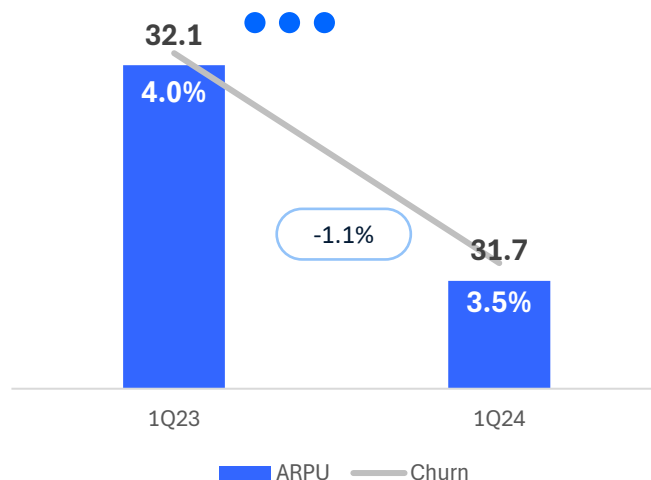
Accesos en MM



Ingresos en PEN MM



KPIs Postpago

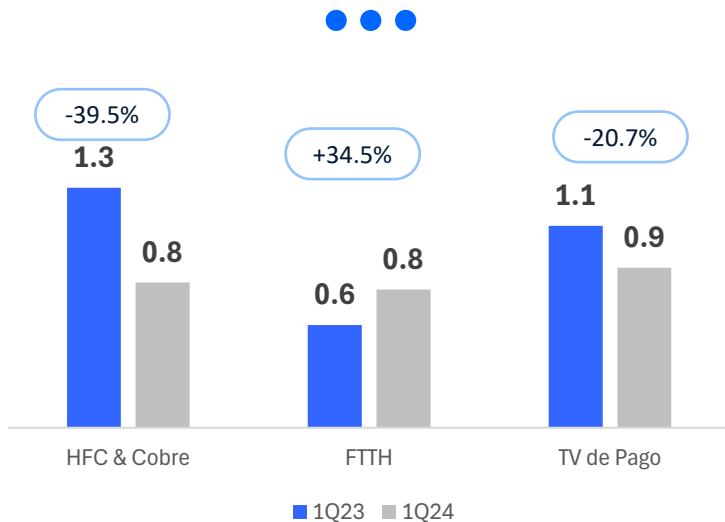


Resultados

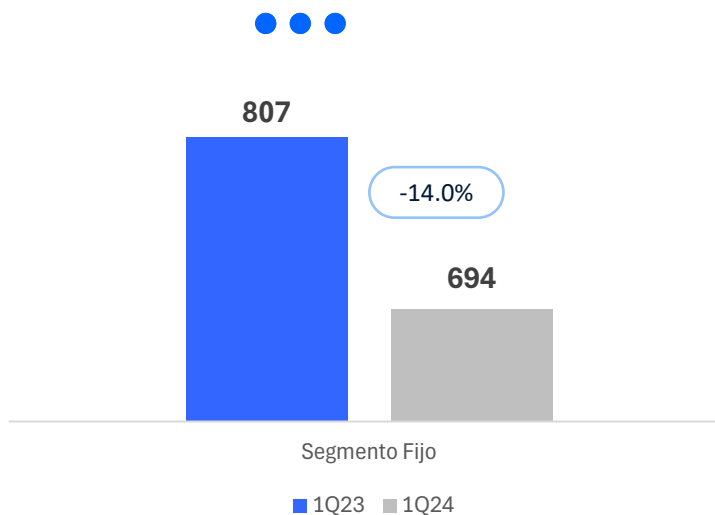
En el postpago TdP registró ingresos por PEN 450 MM, un 1.9% más con respecto al 1Q23, principalmente debido al incremento en la planta de accesos a pesar de la intensidad competitiva.

En el prepago, los ingresos fueron de PEN 107 MM, un 12.8% menos que en el 1Q23, no obstante, TdP mantiene la tendencia de recuperación en el segmento iniciada en el último trimestre del 2023, estabilizando la actividad comercial e impulsando el incremento de recargas previo al cierre del canal ambulatorio por obligación regulatoria en 2T23.

Accesses en MM



Revenue en PEN MM

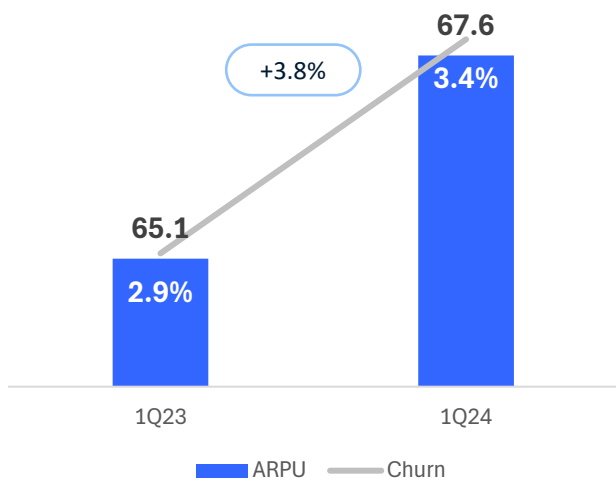


Resultados

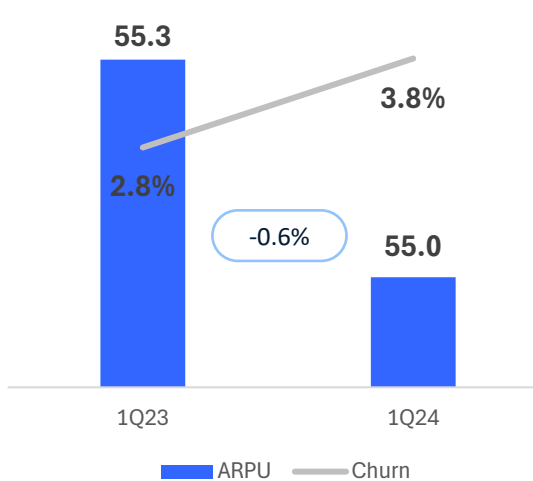
En el 1Q24, el negocio fijo registró ingresos por PEN 694 MM, un 14% menos con respecto al 1T23 debido principalmente al proceso de transformación del mix de ingresos, lo que significa que los ingresos de fibra óptica crecen mientras que los de otras tecnologías (como el HFC y el cobre) disminuyen como resultado del proceso de modernización tecnológica en los servicios de Internet.

Los accesos por la tecnología FTTH creció en 34.5% vs el 1Q23.

KPIs TV (Total)



KPIs BAF (Total)



Resultados 1Q24

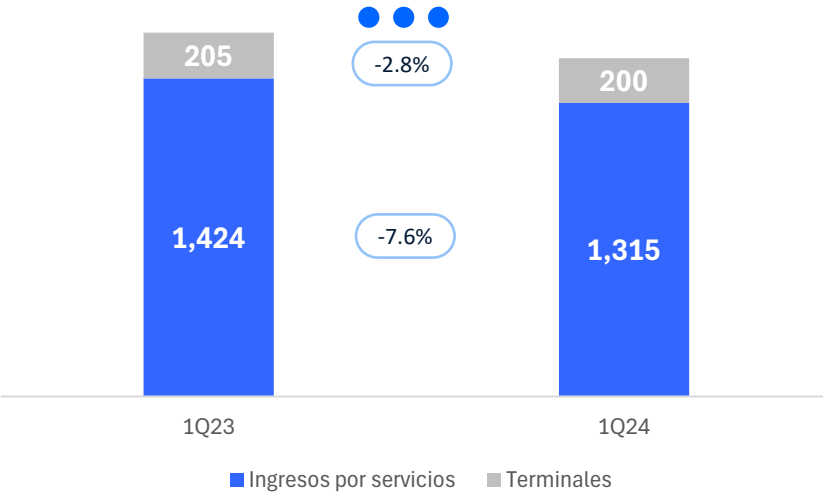
Telefónica del Perú S.A.A.

● ● ● Ingresos, Costos, OIBDA & OpCF en PEN MM

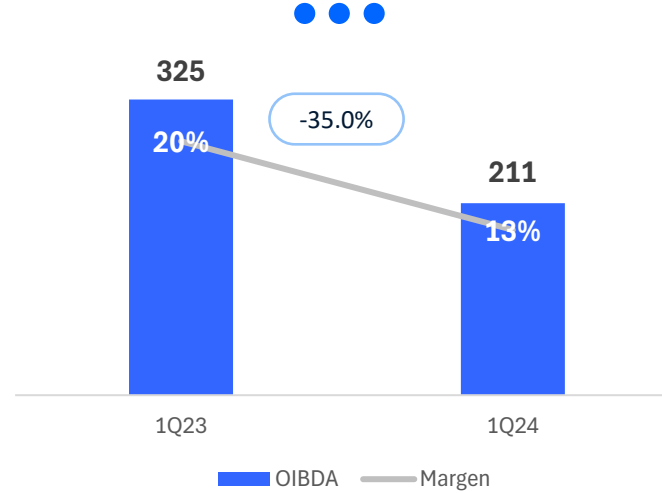


Var % 24/23

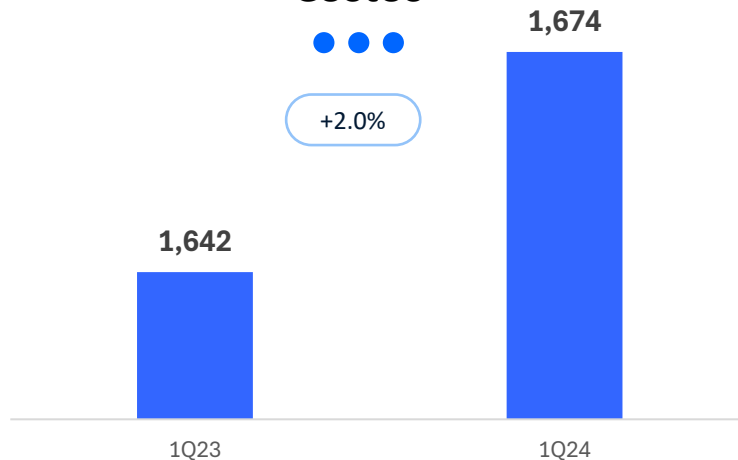
Ingresos



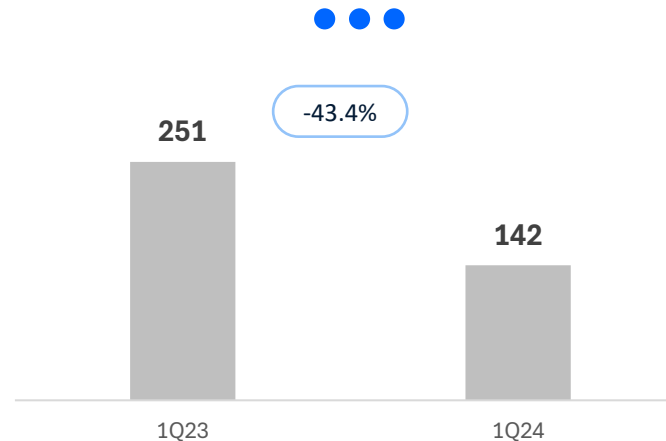
OIBDA⁽¹⁾ & Margen



Costos



OpCF (OIBDA⁽¹⁾ – Capex)



El OIBDA trimestral cae en un 35%, producto principalmente del cambio tecnológico en el segmento fijo y un ligero incremento de los costos operativos, producto de una mayor depreciación, no obstante, cabe resaltar que nuestros accesos en FTTH ha crecido en un 34.5% y estamos mostrando una recuperación en los ingresos del prepago.

OpCF alcanzo los PEN 142 MM, un 43.3% menor contra el 1Q23, debido principalmente a un menor OIBDA trimestral, producto del cambio tecnológico.

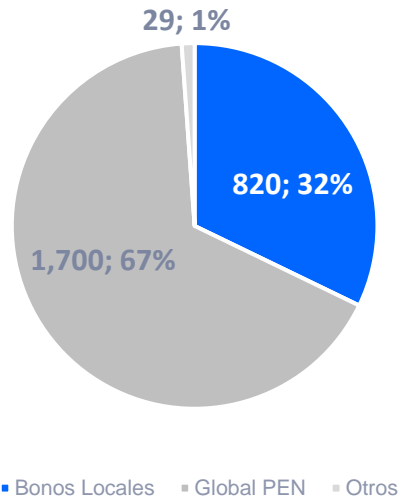
1. OIBDA Trimestral

***Este documento está clasificado como PUBLICO por TELEFÓNICA.
 ***This document is classified as PUBLIC by TELEFÓNICA.



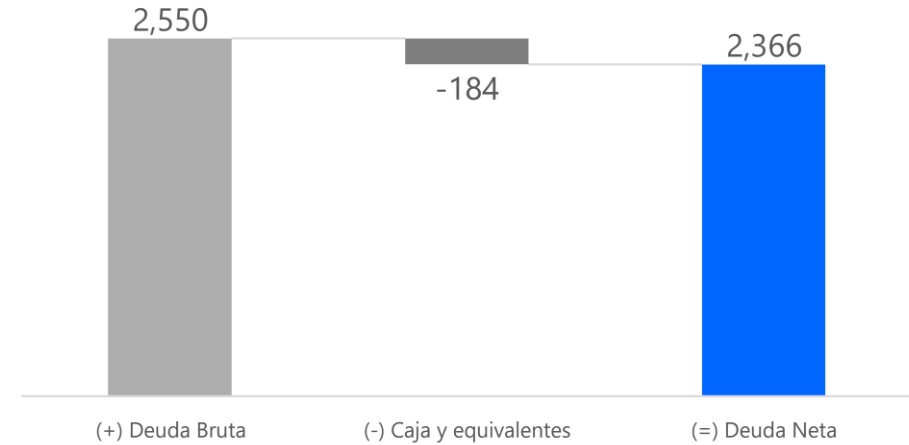
Estructura de Deuda* (PEN MM)

*Excluye IFRS 16



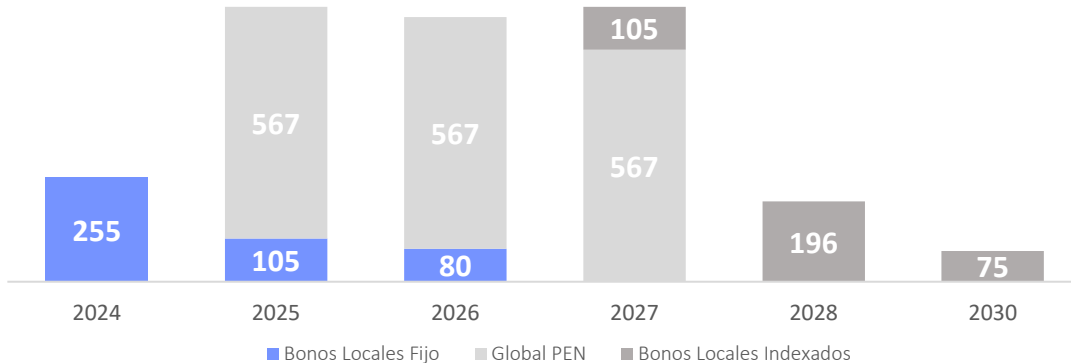
Deuda Neta* (PEN MM)

*Excluye IFRS 16



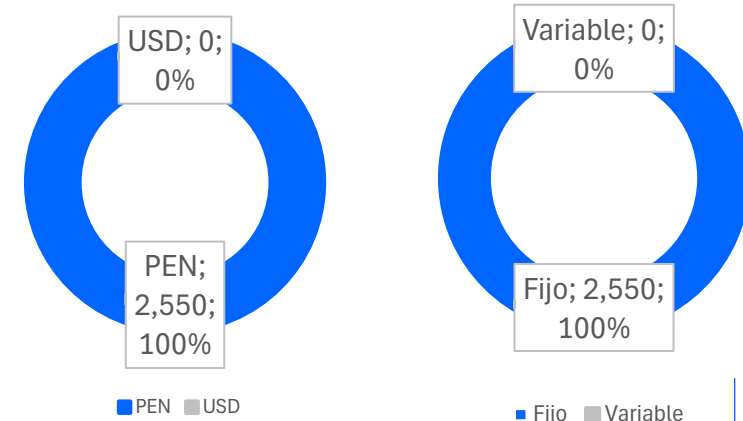
Perfil de Vencimiento* (PEN MM)

*Excluye IFRS 16



Deuda* por moneda y tasa de interés (PEN MM)

*Excluye IFRS 16

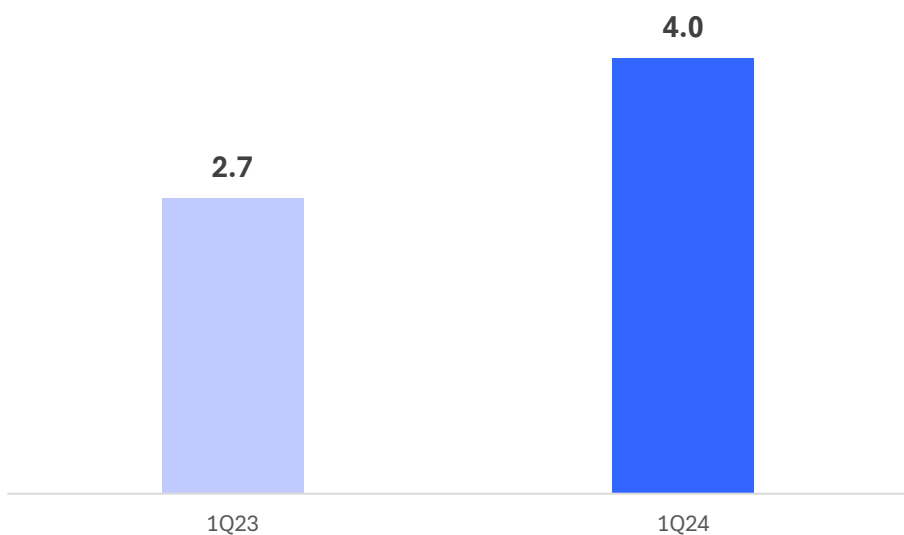




Indicadores Financieros

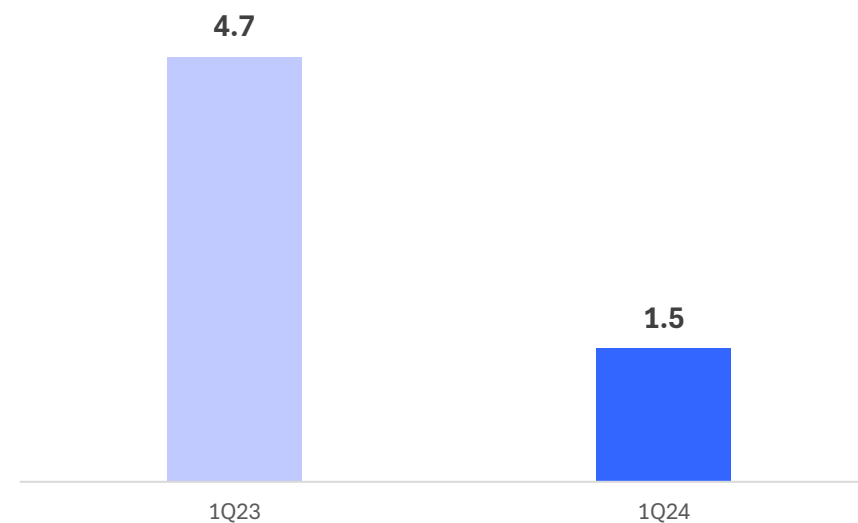


Net Debt/ EBITDA Anualizado⁽¹⁾



1. Incluye IFRS 16

EBITDA Anualizado⁽¹⁾ / Net Financial Expenses



Conclusiones



Resumen

1Q24



- **TdP continuó impulsando la masificación de la Fibra Óptica** superando los 3.4 millones de hogares a nivel nacional que ya pueden contratar o migrar a esta tecnología, lo que equivale a un incremento de 53.4% en hogares con acceso a fibra con respecto al mismo período del año anterior
- Los ingresos del segmento móvil postpago **crecieron 1.9% por incremento del parque de accesos**, con respecto al 1T23.
- La deuda en USD **representa un 9%** del total de nuestras obligaciones financieras, las cuales corresponde a nuestros contratos de arrendamientos, los mismos que son **coberturadas por riesgo FX al 100%**.



For further information, please contact:

Investor Relations

Zamir Suz (zamir.suz@telefonica.com)

Carlos Tapia (carlos.tapiamechato@telefonica.com)

www.telefonica.com.pe/accionistas-e-inversores/

FOLLOW US:

