

## 2010 年度 年次決算短信

会社名	テレフォニカ・エセ・アー
株式銘柄コード	(9481)
本店所在地	スペイン 28013 マドリッド、グラン・ビア 28
所属部	東証第一部 (外国株)
決算期	本決算：年 1 回 (12 月) 中間決算：四半期ごと
問合せ先	東京都文京区後楽 2 丁目 3 番 27 号 テラル後楽ビル 2 階 島崎法律事務所 電話(03)5802-5860

1. 本国における決算発表日 2011 年 2 月 25 日

## 2. 業績

(単位：1 株当たり利益を除き、百万ユーロ)			
	第 4 四半期 (10 月から 12 月までの 3 ヶ月間) 連結ベース		
	当 期	前年同期	増減率(%)
売上高	16,457	14,976	9.9
営業利益	2,851	3,685	△22.6
純利益 (税引後) (継続事業)	1,084	2,490	△56.5
グループ帰属利益	1,333	2,440	△45.4
1 株当たり純利益	0.30	0.54	△44.9

	2010 年度通期連結ベース		
	当年度	前年度	増減率(%)
売上高	60,737	56,731	7.1
営業利益	16,474	13,647	20.7
純利益 (税引後) (継続事業)	10,072	7,937	26.9
グループ帰属利益	10,167	7,776	30.8
1 株当たり純利益	2.25	1.71	31.6

配当金等の推移			
現地支払日 (又は基準日)	内容	1 株当たり金額等	備 考
2006 年 5 月 12 日	現金配当	0.25 ユーロ	2005 年度純利益からの中間配当
2006 年 11 月 10 日	現金配当	0.30 ユーロ	2006 年度純利益からの中間配当
2007 年 5 月 17 日	現金配当	0.30 ユーロ	2006 年度純利益からの最終配当
2007 年 11 月 14 日	現金配当	0.35 ユーロ	2007 年度純利益からの中間配当
2008 年 5 月 13 日	現金配当	0.40 ユーロ	2007 年度純利益からの最終配当
2008 年 11 月 12 日	現金配当	0.50 ユーロ	2008 年度純利益からの中間配当
2009 年 5 月 12 日	現金配当	0.50 ユーロ	2009 年度純利益からの中間配当
2009 年 11 月 11 日	現金配当	0.50 ユーロ	利益剰余金からの配当
2010 年 5 月 11 日	現金配当	0.65 ユーロ	2010 年度純利益からの中間配当
2010 年 11 月 8 日	現金配当	0.65 ユーロ	利益剰余金からの配当

## 3. 概況・特記事項・その他

当年度の業績は底堅く、順調な分散経営により 8 年連続して市場との公約を果たすことができた。テレフォニカ・ラテンアメリカおよびテレフォニカ・ヨーロッパの力強い成長が、スペインの貢献度の低下を相殺した。特に、テレフォニカ・ラテンアメリカからの貢献は増勢し、昨年 9 月に Vivo に対する持分を Portugal Telecom から買収したことが奏功した。Vivo は 2010 年 10 月から全部連結されている。当社が、顧客基盤の拡大と顧客にとっての付加価値の創造に注力していることが、アクセス件数 (特にブロードバンド事業) の堅調な伸びに繋がった。また、積極的な乗換え政策やスマートフォンの急速な普及により、移動事業で契約セグメントの比率が高まった。積極的な販促活動により新規契約獲得件数が 13.3%増加したほか、ロイヤルティ・プログラムや質の向上によって乗換え率が期中を通じて安定していた。

以上

# TELEFÓNICA GROUP

## Financial Data

### TELEFÓNICA GROUP CONSOLIDATED INCOME STATEMENT

Unaudited figures (Euros in millions)

	January - December			October - December		
	2010	2009	% Chg	2010	2009	% Chg
Revenues	60,737	56,731	7.1	16,457	14,976	9.9
Internal exp capitalized in fixed assets	737	720	2.3	218	237	(8.1)
Operating expenses	(40,375)	(35,489)	13.8	(11,740)	(9,654)	21.6
Supplies	(17,606)	(16,717)	5.3	(4,910)	(4,560)	7.7
Personnel expenses	(8,409)	(6,775)	24.1	(2,444)	(1,770)	38.0
Subcontracts	(12,228)	(9,921)	23.3	(3,771)	(2,734)	37.9
Bad Debt Provisions	(853)	(874)	(2.3)	(249)	(210)	19.0
Taxes	(1,279)	(1,203)	6.3	(367)	(380)	(3.6)
Other net operating income (expense)	494	435	13.5	276	221	24.6
Gain (loss) on sale of fixed assets	4,150	248	n.m.	206	230	n.m.
Impairment of goodwill and other assets	35	(42)	c.s.	(6)	(32)	c.s.
Operating income before D&A (OIBDA)	25,777	22,603	14.0	5,410	5,978	(9.5)
OIBDA margin	42.4%	39.8%	2.6 p.p.	32.9%	39.9%	(7.0 p.p.)
Depreciation and amortization	(9,303)	(8,956)	3.9	(2,559)	(2,293)	11.6
Operating income (OI)	16,474	13,647	20.7	2,851	3,685	(22.6)
Profit from associated companies	76	47	59.8	8	0	n.m.
Net financial income (expense)	(2,649)	(3,307)	(19.9)	(675)	(1,034)	(34.7)
Income before taxes	13,901	10,387	33.8	2,183	2,651	(17.7)
Income taxes	(3,829)	(2,450)	56.2	(1,099)	(161)	n.m.
Income from continuing operations	10,072	7,937	26.9	1,084	2,490	(56.5)
Income (Loss) from discontinued ops.	-	-	-	-	-	-
Non-controlling interests	95	(161)	c.s.	248	(50)	c.s.
Net income	10,167	7,776	30.8	1,333	2,440	(45.4)
Weighted average number of ordinary shares outstanding during the period (millions)	4,522	4,553	(0.7)	4,512	4,554	(0.9)
Basic earnings per share (euros)	2.25	1.71	31.6	0.30	0.54	(44.9)

#### Notes:

- HanseNet and Jajah have been included in T. Europe's consolidation perimeter since mid February 2010 and since January 2010 respectively, and the perimeter of consolidation of T. España excludes Telyco Morocco since January, 2010 and includes Tuenti since August of 2010. The perimeter of consolidation of T. Latinoamérica includes 100% of Vivo since October 2010.

- For the basic earnings per share calculation purposes, the weighted average number of ordinary shares outstanding during the period have been obtained applying IAS rule 33 "Earnings per share". Thereby, there are not been taken into account as outstanding shares the weighted average number of shares held as treasury stock during the period.

- Figures in million euros. OIBDA, OIBDA margin and Operating Income are affected by the positive impact from the revaluation of the pre-existing stake in Vivo at the date of the acquisition of the 50% in Brasilcel owned by Portugal Telecom (3,797 in the third quarter of 2010). Additionally, OIBDA includes a capital gain of 61 from the sale of Manx Telecom in the second quarter of 2010, 220 from the sale of Medi Telecom in the fourth quarter of 2009, and is impacted by 1,262 of non-recurrent restructuring expenses in the second half of the year, mainly related to personnel reorganization (658) and firm commitments relating to the Telefónica Foundation's social activities (400).

- 2009 and 2010 reported figures include the hyperinflationary adjustments in Venezuela in both years.

## Financial Data

TELEFÓNICA GROUP  
RESULTS BY REGIONAL BUSINESS UNITS

Unaudited figures (Euros in millions)

	REVENUES			OIBDA			OIBDA MARGIN		
	January - December			January - December			January - December		
	2010	2009	% Chg	2010	2009	% Chg	2010	2009	Chg
Telefónica España (1)(2)	18,711	19,703	(5.0)	8,520	9,757	(12.7)	45.5%	49.5%	(4.0 p.p.)
Telefónica Latinoamérica (1)(2)	26,041	22,983	13.3	13,782	9,143	50.7	52.9%	39.8%	13.1 p.p.
Telefónica Europe (1)(2)	15,255	13,533	12.7	4,014	3,910	2.6	26.3%	28.9%	(2.6 p.p.)
Other companies and eliminations	730	512	42.7	(539)	(207)	160.3	n.m.	n.m.	n.m.
<b>Total Group (1)(2)</b>	<b>60,737</b>	<b>56,731</b>	<b>7.1</b>	<b>25,777</b>	<b>22,603</b>	<b>14.0</b>	<b>42.4%</b>	<b>39.8%</b>	<b>2.6 p.p.</b>

	OPERATING INCOME			CAPEX			OpCF (OIBDA-CAPEX)		
	January - December			January - December			January - December		
	2010	2009	% Chg	2010	2009	% Chg	2010	2009	% Chg
Telefónica España (1)(2)	6,511	7,617	(14.5)	2,021	1,863	8.4	6,499	7,893	(17.7)
Telefónica Latinoamérica (2)(3)	9,721	5,350	81.7	5,535	3,450	60.5	8,247	5,693	44.9
Telefónica Europe (1)(4)	923	1,015	(9.1)	3,072	1,728	77.8	942	2,183	(56.8)
Other companies and eliminations	(681)	(335)	103.0	216	216	0.0	(755)	(423)	78.5
<b>Total Group (1)(2)(3)(4)</b>	<b>16,474</b>	<b>13,647</b>	<b>20.7</b>	<b>10,844</b>	<b>7,257</b>	<b>49.4</b>	<b>14,933</b>	<b>15,346</b>	<b>(2.7)</b>

(1) Since January 2010, the perimeter of consolidation of T. España excludes Telyco Marruecos and includes Tuenti since August of 2010. The perimeter of consolidation of T. Latinoamérica includes 100% of Vivo since October 2010. HanseNet and Jajah have been included in T. Europe's consolidation perimeter since mid February 2010 and January 2010, respectively.

(2) Figures in million euros. OIBDA, OIBDA margin, Operating Income and OpCF are affected by the positive impact from the revaluation of the pre-existing stake in Vivo at the date of the acquisition of the 50% in Brasilcel owned by Portugal Telecom (3,797 in the third quarter of 2010). Additionally, OIBDA includes a capital gain of 61 from the sale of Manx Telecom in the second quarter of 2010, 220 from the sale of Medi Telecom in the fourth quarter of 2009, and is impacted by 1,262 of non-recurrent restructuring expenses in the second half of the year, mainly related to personnel reorganization (658) and firm commitments relating to the Telefónica Foundation's social activities (400).

(3) CapEx includes 1,237 million euros from the acquisition of sprectrum in Mexico in 2010.

(4) CapEx includes 1,379 million euros from the acquisition of sprectrum in Germany in the second quarter of 2010.

## Notes:

-OIBDA and OI are presented before brand fees and management fees.

-OIBDA margin calculated as OIBDA over revenues.

- 2009 and 2010 reported figures include the hyperinflationary adjustments in Venezuela in both years.

## Financial Data

TELEFÓNICA GROUP  
CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Unaudited figures (Euros in millions)

	December 2010	December 2009	% Chg
Non-current assets	108,721	84,311	29.0
Intangible assets	25,026	15,846	57.9
Goodwill	29,582	19,566	51.2
Property, plant and equipment and Investment properties	35,802	32,003	11.9
Non-current financial assets and investments in associates	12,618	10,925	15.5
Deferred tax assets	5,693	5,971	(4.7)
Current assets	21,054	23,830	(11.7)
Inventories	1,028	934	10.1
Trade and other receivables	12,426	10,622	17.0
Current tax receivable	1,331	1,246	6.8
Current financial assets	1,574	1,906	(17.4)
Cash and cash equivalents	4,220	9,113	(53.7)
Non-current assets classified as held for sale	475	9	n.m.
<b>Total Assets = Total Equity and Liabilities</b>	<b>129,775</b>	<b>108,141</b>	<b>20.0</b>
Equity	31,684	24,274	30.5
Equity attributable to equity holders of the parent	24,452	21,734	12.5
Non-controlling interests	7,232	2,540	n.m.
Non-current liabilities	64,599	56,931	13.5
Non-current financial debt	51,356	47,607	7.9
Deferred tax liabilities	6,074	3,082	97.1
Non-current provisions	4,865	4,993	(2.6)
Other non-current liabilities	2,304	1,249	84.5
Current liabilities	33,492	26,936	24.3
Current financial debt	9,744	9,184	6.1
Trade and other payables	9,314	7,365	26.5
Current tax payables	2,822	2,766	2.0
Current provisions and other liabilities	11,612	7,621	52.4
<b>Financial Data</b>			
Net financial Debt (1)	55,593	43,551	27.7

(1) Figures in million euros. Includes: Long term financial debt + other long term liabilities (1,718) + Short term financial debt + short-term provisions and other liabilities (1,977) - non-current financial assets and investments in associates (3,408) - temporary financial investment included in current financial assets - cash and cash equivalents.

Note: 2009 and 2010 reported figures include the hyperinflationary adjustments in Venezuela in both years.

## Financial Data

TELEFÓNICA GROUP  
FREE CASH FLOW AND CHANGE IN DEBT

Unaudited figures (Euros in millions)

		January - December		
		2010	2009	% Chg
I	Cash flow from operations	21,313	21,178	0.6
II	Net interest payment (1)	(2,018)	(2,070)	
III	Payment for income tax	(2,616)	(2,942)	
A=I+II+III	Net cash provided by operating activities	16,679	16,165	3.2
B	Payment for investment in fixed and intangible assets (2)	(8,670)	(7,592)	
C=A+B	Net free cash flow after CapEx	8,010	8,573	(6.6)
D	Net Cash received from sale of Real Estate	41	241	
E	Net payment for financial investment	(6,618)	(1,419)	
F	Net payment for operations with minority shareholders and treasury stock (3)	(7,132)	(5,785)	
G=C+D+E+F	Free cash flow after dividends	(5,700)	1,610	c.s.
H	Effects of exchange rate changes on net financial debt	2,366	1,226	
I	Effects on net financial debt of changes in consolid. and others	3,977	1,203	
J	Net financial debt at beginning of period	43,551	42,733	
K=J-G+H+I	Net financial debt at end of period	55,593	43,551	27.7

(1) Including cash received from dividends paid by subsidiaries that are not fully consolidated.

(2) Includes 1,379 million euros from the acquisition of spectrum in Germany in the second quarter of 2010 and 276 million euros from the acquisition of spectrum in Mexico.

(3) Dividends paid by Telefónica S.A., operations with treasury stock and operations with minority shareholders from subsidiaries that are fully consolidated.

-Note: 2009 and 2010 reported figures include the hyperinflationary adjustments in Venezuela in both years.

## RECONCILIATIONS OF CASH FLOW AND OIBDA MINUS CAPEX

Unaudited figures (Euros in millions)

		January - December		
		2010	2009	% Chg
OIBDA		25,777	22,603	14.0
-	CapEx accrued during the period	(10,844)	(7,257)	
-	Payments related to cancellation of commitments	(834)	(793)	
-	Net interest payment	(2,018)	(2,070)	
-	Payment for tax	(2,616)	(2,942)	
-	Results from the sale of fixed assets	(4,150)	(248)	
-	Investment in working capital and other deferred income and expenses	2,694	(719)	
=	Net Free Cash Flow after CapEx	8,010	8,573	(6.6)
+	Net Cash received from sale of Real Estate	41	241	
-	Net payment for financial investment	(6,618)	(1,419)	
-	Net payment for operations with minority shareholders and treasury stock	(7,132)	(5,785)	
=	Free Cash Flow after dividends	(5,700)	1,610	c.s.

Unaudited figures (Euros in millions)

		January - December		
		2010	2009	% Chg
Net Free Cash Flow after CapEx		8,010	8,573	(6.6)
+	Payments related to cancellation of commitments	834	793	
-	Operations with minority shareholders	(378)	(269)	
=	Free Cash Flow	8,466	9,097	(6.9)
Weighted average number of ordinary shares outstanding during the period (millions)		4,522	4,553	
=	Free Cash Flow per share (euros)	1.87	2.00	(6.3)

## Notes:

- The concept "Free Cash Flow" reflects the amount of cash flow available to remunerate Telefónica S.A. Shareholders, to protect solvency levels (financial debt and commitments), and to accommodate strategic flexibility.

The differences with the caption "Net Free Cash Flow after CapEx" included in the table presented above, are related to "Free Cash Flow" being calculated before payments related to commitments (workforce reductions and guarantees) and after operations with minority shareholders, due to cash recirculation within the Group.

- 2009 and 2010 reported figures include the hyperinflationary adjustments in Venezuela in both years.

## NET FINANCIAL DEBT AND COMMITMENTS

Unaudited figures (Euros in millions)

	December 2010
Long-term debt (1)	53,074
Short term debt including current maturities (2)	11,721
Cash and cash equivalents	(4,220)
Short and Long-term financial investments (3)	(4,982)
<b>A Net Financial Debt</b>	<b>55,593</b>
Guarantees to IPSE 2000	0
<b>B Commitments related to guarantees</b>	<b>0</b>
Gross commitments related to workforce reduction (4)	3,556
Value of associated Long-term assets (5)	(803)
Taxes receivable (6)	(1,043)
<b>C Net commitments related to workforce reduction</b>	<b>1,710</b>
<b>A + B + C Total Debt + Commitments</b>	<b>57,303</b>
Net Financial Debt / OIBDA (7)	2.4x
Total Net Debt + Commitments / OIBDA (7)	2.5x

(1) Includes "long-term financial debt" and 1,718 million euros of "other long-term debt".

(2) Includes "short-term financial debt" and 1,977 million euros of "short-term provisions and other liabilities" for the pending payment commitment with Portugal Telecom from the acquisition of Brasilcel.

(3) Includes "Current financial assets" and 3,408 million euros recorded under the caption of "Non-current financial assets and investments in associates".

(4) Mainly in Spain. This amount is detailed in the captions "Long-term provisions" and "Short-term provisions and other liabilities" of the Statement of Financial Position, and is the result of adding the following items: "Provision for Pre-retirement, Social Security Expenses and Voluntary Severance", "Group Insurance", "Technical Reserves", and "Provisions for Pension Funds of Other Companies".

(5) Amount included in the caption "Non-current financial assets and investments in associates" of the Statement of Financial Position. Mostly related to investments in fixed income securities and long-term deposits that cover the materialization of technical reserves of the Group insurance companies.

(6) Net present value of tax benefits arising from the future payments related to workforce reduction commitments.

(7) Calculated based on December 2010 OIBDA, and excluding results on the sale of fixed assets and firm commitments relating to the Telefónica Foundation's social activities. It includes 100% of Vivo's OIBDA for the full year 2010.

-Note: 2010 reported figures include the hyperinflationary adjustments in Venezuela.

## DEBT STRUCTURE BY CURRENCY

Unaudited figures

	December 2010				
	EUR	LATAM	GBP	CZK	USD
Debt structure by currency	73%	15%	7%	3%	3%

## CREDIT RATINGS

	Long-Term	Short-Term	Perspective	Date of last rating change
Moody's	Baa1	P-2	Stable	07/29/2010
JCR	A	-	Stable	12/17/2008
S&P	A-	A-2	Negative	08/06/2010
Fitch/IBCA	A-	F-2	Stable	11/25/2008

## Financial Data

TELEFÓNICA GROUP  
EXCHANGES RATES APPLIED

	P&L and CapEx (1)		Statement of Financial Position (2)	
	Jan - Dec 2010	Jan - Dec 2009	December 2010	December 2009
USA (US Dollar/Euro)	1.324	1.390	1.336	1.441
United Kingdom (Sterling/Euro)	0.857	0.891	0.861	0.888
Argentina (Argentinean Peso/Euro)	5.180	5.174	5.313	5.474
Brazil (Brazilian Real/Euro)	2.328	2.757	2.226	2.508
Czech Republic (Czech Crown/Euro)	25.291	26.435	25.060	26.465
Chile (Chilean Peso/Euro)	674.363	775.795	625.356	730.460
Colombia (Colombian Peso/Euro)	2,509.215	2,985.075	2,557.460	2,941.176
Guatemala (Quetzal/Euro)	10.660	11.331	10.708	12.035
Mexico (Mexican Peso/Euro)	16.711	18.778	16.502	18.812
Nicaragua (Cordoba/Euro)	28.271	28.258	29.239	30.023
Peru (Peruvian Nuevo Sol/Euro)	3.738	4.186	3.754	4.165
Uruguay (Uruguayan Peso/Euro)	26.537	31.303	26.850	28.275
Venezuela (Bolivar Fuerte/Euro) (3)	5.746	3.097	5.746	3.097

(1) These exchange rates are used to convert the P&L and CapEx accounts of the Group foreign subsidiaries from local currency to euros.

(2) Exchange rates as of 31/December/10 and 31/December/09.

(3) After considering Venezuela as an hyperinflationary country, P&L and CapEx from the operations in the country are to be accounted at the closing exchange rate Bolivar Fuerte/Euro.