



## **Bezeq Facts & Figures Q1 2015**

Three months ending March 31, 2015

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(NIS millions, except for EPS)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Group <sup>(1)</sup></b>																	
<b>Key Income Statement Metrics</b>																	
Revenues	11,136	11,015	11,519	11,987	11,373	10,278	2,405	2,351	2,398	2,409	9,563	2,311	2,250	2,232	2,262	9,055	2,174
QoQ Change							-1.8%	-2.2%	2.0%	0.5%		-4.1%	-2.6%	-0.8%	1.3%		-3.9%
YoY Change		-1.1%	4.6%	4.1%	-5.1%	-9.6%	-12.2%	-9.4%	-3.8%	-1.6%	-7.0%	-4.3%	-3.9%	-6.1%	-5.3%	-5.9%	
Operating Profit	2,321	2,640	2,972	3,744	3,255	3,041	761	744	721	593	2,819	688	1,234	671	633	3,226	636
QoQ Change							-2.2%	-2.2%	-3.1%	-17.8%		16.0%	79.4%	-45.6%	-5.7%		0.5%
YoY Change		13.7%	12.6%	26.0%	-13.1%	-6.6%	-10.5%	-0.3%	8.1%	-23.8%	-7.3%	-9.6%	65.9%	-6.9%	6.7%	14.4%	-7.6%
Net profit attributed to Bezeq shareholders	1,330	1,627	3,603	2,443	2,074	1,861	497	473	449	352	1,771	457	810	428	416	2,111	463
QoQ Change							-4.8%	-4.8%	-5.1%	-21.6%		29.8%	77.2%	-47.2%	-2.8%		11.3%
YoY Change		22.3%	121.5%	-32.2%	-15.1%	-10.3%	-14.6%	-14.0%	31.3%	-32.6%	-4.8%	-8.0%	71.2%	-4.7%	18.2%	19.2%	1.3%
Earnings Per Share - Basic	0.51	0.62	1.37	0.91	0.77	0.68	0.18	0.17	0.16	0.13	0.65	0.17	0.30	0.16	0.15	0.77	0.17
Earnings Per Share - Diluted	0.50	0.61	1.34	0.90	0.76	0.68	0.18	0.17	0.16	0.13	0.65	0.17	0.29	0.16	0.15	0.77	0.17
Depreciation & amortization	1,509	1,458	1,485	1,409	1,395	1,436	328	326	329	328	1,311	314	319	327	321	1,281	317
QoQ Change							-9.1%	-0.6%	0.9%	-0.3%		-4.3%	1.6%	2.5%	-1.8%		-1.2%
YoY Change		-3.4%	1.9%	-5.1%	-1.0%	2.9%	-8.4%	-8.9%	-8.4%	-9.1%	-8.7%	-4.3%	-2.1%	-0.6%	-2.1%	-2.3%	1.0%
Salaries	2,192	2,161	1,990	2,024	2,090	1,976	499	468	464	441	1,872	448	443	437	440	1,768	439
QoQ Change							11.1%	-6.2%	-0.9%	-5.0%		1.6%	-1.1%	-1.4%	0.7%		-0.2%
YoY Change		-1.4%	-7.9%	1.7%	3.3%	-5.5%	-2.3%	-7.3%	-9.2%	-1.8%	-5.3%	-10.2%	-5.3%	-5.8%	-0.2%	-5.6%	-2.0%
Other operating expenses (income)	N/A	96	201	-216	139	-128	-72	-18	-6	81	-15	-8	-568	-25	15	-586	-17
QoQ Change							N/M	N/M	N/M	N/M		N/M	N/M	N/M	N/M		N/M
YoY Change			N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M
Finance expenses (income), net	182	140	-31	109	212	151	24	27	45	49	145	42	32	39	17	130	37
QoQ Change							-61.9%	12.5%	66.7%	8.9%		-14.3%	-23.8%	21.9%	-56.4%		117.6%
YoY Change		-23.1%		94.5%	-28.8%	-154.5%	-64.9%	-18.2%	-22.2%	-4.0%	75.0%	18.5%	-13.3%	-65.3%	-10.3%	-11.9%	
Share in losses of equity accounted investees	N/A	N/A	N/A	-261	-216	-245	-40	-67	-88	-57	-252	-19	-79	-34	-38	-170	-16
QoQ Change							233.3%	67.5%	31.3%	-35.2%		-66.7%	315.8%	-57.0%	11.8%		-57.9%
YoY Change				-17.2%	13.4%	-31.0%	-19.3%	-4.3%	375.0%	2.9%	-52.5%	17.9%	-61.4%	-33.3%	-32.5%	-15.8%	
EBITDA	3,830	4,098	4,457	5,153	4,650	4,477	1,089	1,070	1,050	921	4,130	1,002	1,553	998	954	4,507	953
QoQ Change							-4.4%	-1.7%	-1.9%	-12.3%		8.8%	55.0%	-35.7%	-4.4%		-0.1%
YoY Change		7.0%	8.8%	15.6%	-9.8%	-3.7%	-9.9%	-3.1%	2.3%	-19.1%	-7.8%	-8.0%	45.1%	-5.0%	3.6%	9.1%	-4.9%
Shares Outstanding - Basic	2,605	2,605	2,635	2,675	2,714	2,720	2,725	2,725	2,726	2,729	2,726	2,731	2,734	2,737	2,741	2,736	2,744
Shares Outstanding - Diluted	2,641	2,649	2,685	2,717	2,725	2,726	2,726	2,729	2,743	2,749	2,741	2,749	2,752	2,755	2,761	2,754	2,759
<b>Key Cash Flow Metrics</b>																	
Operating cash flow	2,697	3,068	3,655	3,696	3,186	4,014	972	1,102	1,143	935	4,152	1,043	1,064	950	739	3,796	961
QoQ Change							-3.0%	13.4%	3.7%	-18.2%		11.6%	2.0%	-10.7%	-22.2%		30.0%
YoY Change		13.7%	19.1%	1.1%	-13.8%	26.0%	-2.6%	11.3%	11.6%	-6.7%	3.4%	7.3%	-3.4%	-16.9%	-21.0%	-8.6%	-7.9%
Capital expenditures, gross (accounting)	1,086	1,632	1,505	1,645	1,939	1,543	254	331	305	347	1,237	318	338	317	328	1,301	392
QoQ Change							-24.9%	30.3%	-7.9%	13.8%		-8.4%	6.3%	-6.2%	3.5%		19.5%
YoY Change		50.3%	-7.8%	9.3%	17.9%	-20.4%	-46.5%	-13.6%	-12.1%	2.7%	-19.8%	25.2%	2.1%	3.9%	-5.5%	5.2%	23.3%
Capital expenditures, gross (cash flow)	991	1,531	1,535	1,622	1,903	1,540	289	301	320	318	1,228	315	323	322	315	1,275	368
QoQ Change							-12.7%	4.2%	6.3%	-0.6%		-0.9%	2.5%	-0.3%	-2.2%		16.8%
YoY Change		54.5%	0.2%	5.7%	17.3%	-19.1%	-37.2%	-21.2%	-12.8%	-3.9%	-20.3%	9.0%	7.3%	0.6%	-0.9%	3.8%	16.8%
Capital expenditures, net (cash flow)	814	1,384	1,445	1,489	1,637	1,235	246	178	267	225	916	286	277	250	232	1,045	355
QoQ Change							28.1%	-27.6%	50.0%	-15.7%		27.1%	-3.1%	-9.7%	-7.2%		53.0%
YoY Change		70.0%	4.4%	3.0%	9.9%	-24.6%	-40.4%	-50.6%	-1.1%	17.2%	-25.8%	16.3%	55.6%	-6.4%	3.1%	14.1%	24.1%
Free cash flow	1,883	1,684	2,210	2,207	1,549	2,779	726	924	876	710	3,236	757	787	700	507	2,751	606
QoQ Change							-10.4%	27.3%	-5.2%	-18.9%		6.6%	4.0%	-11.1%	-27.6%		19.5%
YoY Change		-10.6%	31.3%	-0.1%	-29.8%	79.4%	24.1%	46.7%	16.2%	-12.3%	16.4%	4.3%	-14.8%	-20.1%	-28.6%	-15.0%	-19.9%
<b>Key Balance Sheet Metrics</b>																	
Total debt	5,034	4,356	4,136	5,717	9,578	9,546	9,388	9,939	9,838	9,827	9,827	9,717	9,349	10,363	10,087	10,087	11,912
Cash & short-term investments	1,589	816	734	372	2,298	1,547	2,085	2,007	1,256	1,742	1,742	2,394	2,398	4,094	2,883	2,883	3,709
Net debt	3,445	3,540	3,402	5,345	7,280	7,999	7,303	7,932	8,582	8,085	8,085	7,323	6,951	6,269	7,204	7,204	8,203
<b>Ratios</b>																	
Operating margin	20.8%	24.0%	25.8%	31.2%	28.6%	29.6%	31.6%	31.6%	30.1%	24.6%	29.5%	29.8%	54.8%	30.1%	28.0%	35.6%	29.3%
Net margin	11.9%	14.8%	31.3%	20.4%	18.2%	18.1%	20.7%	20.1%	18.7%	14.6%	18.5%	19.8%	36.0%	19.2%	18.4%	23.3%	21.3%
EBITDA margin	34.4%	37.2%	38.7%	43.0%	40.9%	43.6%	45.3%	45.5%	43.8%	38.2%	43.2%	43.4%	69.0%	44.7%	42.2%	49.8%	43.8%
Capex/Sales	9.8%	14.8%	13.1%	13.7%	17.0%	15.0%	10.6%	14.1%	12.7%	14.4%	12.9%	13.8%	15.0%	14.2%	14.5%	14.4%	18.0%
Total debt / EBITDA (ttm)	1.31	1.06	0.93	1.11	2.06	2.13	2.15	2.30	2.26	2.38	2.38	2.40	2.07	2.32	2.24	2.24	2.67
Net debt / EBITDA (ttm)	0.90	0.86	0.76	1.04	1.57	1.79	1.68	1.83	1.97	1.96	1.96	1.81	1.54	1.40	1.60	1.60	1.84

<sup>(1)</sup> The Bezeq Group's financial data reflects the deconsolidation of yes as of December 31, 2007. However, as of Q1 2015, yes balance sheet data is included in the Group's consolidated numbers.



(NIS millions, except for EPS)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Group (cont'd)</b>																	
<b>Operating &amp; General Expenses</b>																	
<b>Total operating &amp; general expenses</b>	<b>5,075</b>	<b>4,660</b>	<b>4,871</b>	<b>5,026</b>	<b>4,494</b>	<b>3,953</b>	<b>889</b>	<b>831</b>	<b>890</b>	<b>966</b>	<b>3,576</b>	<b>869</b>	<b>822</b>	<b>822</b>	<b>853</b>	<b>3,366</b>	<b>799</b>
QoQ Change							-9.0%	-6.5%	7.1%	8.5%		-10.0%	-5.4%	0.0%	3.8%		-6.3%
YoY Change		-8.2%	4.5%	3.2%	-10.6%	-12.0%	-2.4%	-14.2%	-7.6%	-1.1%	-9.5%	-2.2%	-1.1%	-7.6%	-11.7%	-5.9%	-8.1%
<b>Terminal equipment &amp; materials</b>	<b>N/A</b>	<b>N/A</b>	<b>1,163</b>	<b>1,225</b>	<b>1,693</b>	<b>1,263</b>	<b>258</b>	<b>247</b>	<b>264</b>	<b>302</b>	<b>1,071</b>	<b>262</b>	<b>212</b>	<b>200</b>	<b>254</b>	<b>928</b>	<b>226</b>
QoQ Change							-15.7%	-4.3%	6.9%	14.4%		-13.2%	-19.1%	-5.7%	27.0%		-11.0%
YoY Change				5.3%	38.2%	-25.4%	-31.9%	-15.7%	-7.4%	-1.3%	-15.2%	1.6%	-14.2%	-24.2%	-15.9%	-13.4%	-13.7%
<b>Interconnect &amp; payments to telecom operators</b>	<b>N/A</b>	<b>N/A</b>	<b>1,762</b>	<b>1,876</b>	<b>910</b>	<b>900</b>	<b>224</b>	<b>228</b>	<b>232</b>	<b>221</b>	<b>905</b>	<b>206</b>	<b>208</b>	<b>219</b>	<b>214</b>	<b>847</b>	<b>212</b>
QoQ Change							-0.4%	1.8%	1.8%	-4.7%		-6.8%	1.0%	5.3%	-2.3%		-0.9%
YoY Change				6.5%	-51.5%	-1.1%	0.0%	2.7%	1.3%	-1.8%	0.6%	-8.0%	-8.8%	-5.6%	-3.2%	-6.4%	2.9%
<b>Maintenance of buildings and sites</b>	<b>N/A</b>	<b>N/A</b>	<b>647</b>	<b>640</b>	<b>641</b>	<b>663</b>	<b>161</b>	<b>127</b>	<b>168</b>	<b>151</b>	<b>607</b>	<b>156</b>	<b>156</b>	<b>163</b>	<b>164</b>	<b>639</b>	<b>150</b>
QoQ Change							-7.5%	-21.1%	32.3%	-10.1%		3.3%	0.0%	4.5%	0.6%		-8.5%
YoY Change				-1.1%	0.2%	3.4%	-0.6%	-19.6%	-0.6%	-13.2%	-8.4%	-3.1%	22.8%	-3.0%	8.6%	5.3%	-3.8%
<b>Marketing &amp; general</b>	<b>N/A</b>	<b>N/A</b>	<b>626</b>	<b>622</b>	<b>655</b>	<b>556</b>	<b>140</b>	<b>126</b>	<b>126</b>	<b>171</b>	<b>563</b>	<b>139</b>	<b>142</b>	<b>140</b>	<b>134</b>	<b>555</b>	<b>119</b>
QoQ Change							11.1%	-10.0%	0.0%	35.7%		-18.7%	2.2%	-1.4%	-4.3%		-11.2%
YoY Change				-0.6%	5.3%	-15.1%	14.8%	-17.1%	-19.2%	35.7%	1.3%	-0.7%	12.7%	11.1%	-21.6%	-1.4%	-14.4%
<b>Services and maintenance by sub-contractors</b>	<b>N/A</b>	<b>N/A</b>	<b>218</b>	<b>189</b>	<b>170</b>	<b>158</b>	<b>38</b>	<b>36</b>	<b>33</b>	<b>55</b>	<b>162</b>	<b>40</b>	<b>38</b>	<b>35</b>	<b>24</b>	<b>137</b>	<b>34</b>
QoQ Change							-17.4%	-5.3%	-8.3%	66.7%		-27.3%	-5.0%	-7.9%	-31.4%		41.7%
YoY Change				-13.3%	-10.1%	-7.1%	-11.6%	5.9%	-5.7%	19.6%	2.5%	5.3%	5.6%	6.1%	-56.4%	-15.4%	-15.0%
<b>Vehicle maintenance</b>	<b>N/A</b>	<b>N/A</b>	<b>177</b>	<b>188</b>	<b>142</b>	<b>162</b>	<b>37</b>	<b>38</b>	<b>38</b>	<b>39</b>	<b>152</b>	<b>37</b>	<b>40</b>	<b>38</b>	<b>39</b>	<b>154</b>	<b>35</b>
QoQ Change							-9.8%	2.7%	0.0%	2.6%		-5.1%	8.1%	-5.0%	2.6%		-10.3%
YoY Change				6.2%	-24.5%	14.1%	-2.6%	-2.6%	-13.6%	-4.9%	-6.2%	0.0%	5.3%	0.0%	0.0%	1.3%	-5.4%
<b>Content services</b>	<b>N/A</b>	<b>N/A</b>	<b>151</b>	<b>156</b>	<b>123</b>	<b>103</b>	<b>17</b>	<b>17</b>	<b>16</b>	<b>15</b>	<b>65</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>13</b>	<b>58</b>	<b>13</b>
QoQ Change							-50.0%	0.0%	-5.9%	-6.3%		0.0%	0.0%	0.0%	-13.3%		0.0%
YoY Change				3.3%	-21.2%	-16.3%	-29.2%	-29.2%	-23.8%	-55.9%	-36.9%	-11.8%	-11.8%	-6.3%	-13.3%	-10.8%	-13.3%
<b>Collection fees (royalties)</b>	<b>N/A</b>	<b>N/A</b>	<b>127</b>	<b>130</b>	<b>160</b>	<b>148</b>	<b>14</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>51</b>	<b>14</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>48</b>	<b>10</b>
QoQ Change							-44.0%	-14.3%	8.3%	-7.7%		16.7%	-21.4%	9.1%	-8.3%		-9.1%
YoY Change				2.4%	23.1%	-7.5%	-73.1%	-74.5%	-45.8%	-52.0%	-65.5%	0.0%	-8.3%	-7.7%	-8.3%	-5.9%	-28.6%
<b>Key Working Capital Metrics (Balance Sheet)</b>																	
<b>ST trade receivables</b>	<b>2,403</b>	<b>2,373</b>	<b>2,491</b>	<b>2,701</b>	<b>3,059</b>	<b>2,927</b>	<b>2,875</b>	<b>2,863</b>	<b>2,791</b>	<b>2,651</b>	<b>2,651</b>	<b>2,499</b>	<b>2,335</b>	<b>2,225</b>	<b>2,227</b>	<b>2,227</b>	<b>2,290</b>
QoQ Change (NIS)							-52	-12	-72	-140		-152	-164	-110	2		63
YoY Change (NIS)		-30	118	210	358	-132					-276					-424	
<b>ST other receivables</b>	<b>247</b>	<b>211</b>	<b>171</b>	<b>227</b>	<b>286</b>	<b>321</b>	<b>402</b>	<b>334</b>	<b>340</b>	<b>344</b>	<b>344</b>	<b>293</b>	<b>325</b>	<b>286</b>	<b>238</b>	<b>238</b>	<b>271</b>
QoQ Change (NIS)							81	-68	6	4		-51	32	-39	-48		33
YoY Change (NIS)		-36	-40	56	59	35					23					-106	
<b>LT trade &amp; other receivables</b>	<b>535</b>	<b>576</b>	<b>887</b>	<b>1,114</b>	<b>1,499</b>	<b>1,074</b>	<b>950</b>	<b>817</b>	<b>701</b>	<b>652</b>	<b>652</b>	<b>618</b>	<b>587</b>	<b>567</b>	<b>566</b>	<b>566</b>	<b>541</b>
QoQ Change (NIS)							-124	-133	-116	-49		-34	-31	-20	-1		-25
YoY Change (NIS)		41	311	227	385	-425					-422					-86	
<b>Inventory</b>	<b>203</b>	<b>158</b>	<b>263</b>	<b>178</b>	<b>204</b>	<b>123</b>	<b>148</b>	<b>142</b>	<b>122</b>	<b>117</b>	<b>117</b>	<b>100</b>	<b>89</b>	<b>83</b>	<b>96</b>	<b>96</b>	<b>87</b>
QoQ Change (NIS)							25	-6	-20	-5		-17	-11	-6	13		-9
YoY Change (NIS)		-45	105	-85	26	-81					-6					-21	
<b>Trade payables</b>	<b>1,533</b>	<b>1,381</b>	<b>1,091</b>	<b>1,061</b>	<b>890</b>	<b>790</b>	<b>651</b>	<b>685</b>	<b>629</b>	<b>719</b>	<b>719</b>	<b>624</b>	<b>638</b>	<b>572</b>	<b>664</b>	<b>664</b>	<b>1,074</b>
QoQ Change (NIS)							-139	34	-56	90		-95	14	-66	92		410
YoY Change (NIS)		-152	-290	-30	-171	-100					-71					-55	
<b>Other payables</b>	<b>792</b>	<b>912</b>	<b>733</b>	<b>803</b>	<b>848</b>	<b>703</b>	<b>808</b>	<b>646</b>	<b>794</b>	<b>707</b>	<b>707</b>	<b>818</b>	<b>651</b>	<b>787</b>	<b>710</b>	<b>710</b>	<b>953</b>
QoQ Change (NIS)							105	-162	148	-87		111	-167	136	-77		243
YoY Change (NIS)		120	-179	70	45	-145					4					3	



(NIS millions, except for EPS)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Fixed-Line</b>																	
<b>Key Income Statement Metrics (Revenues)</b>																	
Total Revenues	5,713	5,498	5,303	5,263	4,648	4,630	1,129	1,121	1,127	1,101	4,478	1,077	1,073	1,081	1,086	4,317	1,113
QoQ Change							0.7%	-0.7%	0.5%	-2.3%		-2.2%	-0.4%	0.7%	0.5%		2.5%
YoY Change		-3.8%	-3.5%	-0.8%	-11.7%	-0.4%	-5.8%	-3.4%	-1.9%	-1.8%	-3.3%	-4.6%	-4.3%	-4.1%	-1.4%	-3.6%	3.3%
Telephony Revenues	3,905	3,572	3,333	3,160	2,393	2,254	510	503	490	468	1,971	426	415	418	409	1,668	403
QoQ Change							-5.0%	-1.4%	-2.6%	-4.5%		-9.0%	-2.6%	0.7%	-2.2%		-1.5%
YoY Change		-8.5%	-6.7%	-5.2%	-24.3%	-5.8%	-13.3%	-12.1%	-12.0%	-12.8%	-12.6%	-16.5%	-17.5%	-14.7%	-12.6%	-15.4%	-5.4%
Broadband Internet Revenues	712	790	863	977	1,092	1,166	310	321	332	324	1,287	332	345	353	364	1,394	383
QoQ Change							5.4%	3.5%	3.4%	-2.4%		2.5%	3.9%	2.3%	3.1%		5.2%
YoY Change		11.0%	9.2%	13.2%	11.8%	6.8%	4.7%	12.6%	14.1%	10.2%	10.4%	7.1%	7.5%	6.3%	12.3%	8.3%	15.4%
Transmission & Data Revenues	754	811	851	882	931	976	247	241	252	250	990	259	255	251	257	1,022	266
QoQ Change							2.5%	-2.4%	4.6%	-0.8%		3.6%	-1.5%	-1.6%	2.4%		3.5%
YoY Change		7.6%	4.9%	3.6%	5.6%	4.8%	0.8%	-2.4%	3.7%	3.7%	1.4%	4.9%	5.8%	-0.4%	2.8%	3.2%	2.7%
Other Service Revenues	342	325	256	244	232	234	62	56	53	59	230	60	58	59	56	233	61
QoQ Change							26.5%	-9.7%	-5.4%	11.3%		1.7%	-3.3%	1.7%	-5.1%		8.9%
YoY Change		-5.0%	-21.2%	-4.7%	-4.9%	0.9%	-11.4%	-1.8%	-8.6%	20.4%	-1.7%	-3.2%	3.6%	11.3%	-5.1%	1.3%	1.7%
Revenues from Residential Customers	N/A	3,303	3,165	3,128	2,777	2,716	N/A	N/A	N/A	N/A	2,605	N/A	N/A	N/A	N/A	2,498	N/A
% of total revenues		60.1%	59.7%	59.4%	59.7%	58.7%					58.2%					57.9%	
Revenues from Business Customers	N/A	2,195	2,138	2,134	1,871	1,914	N/A	N/A	N/A	N/A	1,873	N/A	N/A	N/A	N/A	1,819	N/A
% of total revenues		39.9%	40.3%	40.5%	40.3%	41.3%					41.8%					42.1%	
<b>Key Income Statement Metrics</b>																	
Operating profit	1,319	1,475	1,523	2,043	1,671	1,959	535	510	494	459	1,998	504	471	498	507	1,980	547
QoQ Change							-5.1%	-4.7%	-3.1%	-7.1%		9.8%	-6.5%	5.7%	1.8%		7.9%
YoY Change		11.8%	3.3%	34.1%	-18.2%	17.2%	-0.7%	16.7%	17.9%	-18.6%	2.0%	-5.8%	-7.6%	0.8%	10.5%	-0.9%	8.5%
Net profit <sup>(1)</sup>	737	950	1,107	1,426	1,073	1,227	348	351	360	312	1,371	332	314	324	345	1,315	367
QoQ Change							-5.9%	0.9%	2.6%	-13.3%		6.4%	-5.4%	3.2%	6.5%		6.4%
YoY Change		28.9%	16.5%	28.8%	-24.8%	14.4%	0.0%	33.5%	46.3%	-15.7%	11.7%	-4.6%	-10.5%	-10.0%	10.6%	-4.1%	10.5%
Depreciation & amortization	941	852	794	690	688	730	167	168	174	174	683	168	172	178	170	688	176
QoQ Change							-11.6%	0.6%	3.6%	0.0%		-3.4%	2.4%	3.5%	-4.5%		3.5%
YoY Change		-9.5%	-6.8%	-13.1%	-0.3%	6.1%	-6.2%	-5.6%	-5.9%	-7.9%	-6.4%	0.6%	2.4%	2.3%	-2.3%	0.7%	4.8%
Salaries	1,293	1,202	1,094	1,079	1,076	1,036	270	242	243	225	980	223	228	227	217	895	227
QoQ Change							18.4%	-10.4%	0.4%	-7.4%		-0.9%	2.2%	-0.4%	-4.4%		4.6%
YoY Change		-7.0%	-9.0%	-1.4%	-0.3%	-3.7%	1.1%	-9.4%	-11.3%	-1.3%	-5.4%	-17.4%	-5.8%	-6.6%	-3.6%	-8.7%	1.8%
Other operating expenses (income)	39	96	202	-158	139	-128	-73	-17	-8	20	-78	-8	14	-25	-4	-23	-17
QoQ Change							-36.5%	-76.7%	-52.9%	N/M		N/M	-275.0%	N/M	N/M		N/M
YoY Change		146.2%	N/M	N/M	N/M	N/M	231.8%	N/M	14.3%	N/M	-39.1%	-89.0%	-182.4%	212.5%	N/M	-70.5%	N/M
Finance expenses (income), net	188	125	-15	90	240	259	52	53	57	55	217	56	47	56	28	187	54
QoQ Change							-26.8%	1.9%	7.5%	-3.5%		1.8%	-16.1%	19.1%	-50.0%		92.9%
YoY Change		-33.5%	N/M	N/M	166.7%	7.9%	6.1%	-30.3%	-9.5%	-22.5%	-16.2%	7.7%	-11.3%	-1.8%	-49.1%	-13.8%	-3.6%
EBITDA	2,260	2,327	2,317	2,733	2,359	2,689	702	678	668	633	2,681	672	643	676	677	2,668	723
QoQ Change							-6.8%	-3.4%	-1.5%	-5.2%		6.2%	-4.3%	5.1%	0.1%		6.8%
YoY Change		3.0%	-0.4%	18.0%	-13.7%	14.0%	-2.1%	10.2%	10.6%	-15.9%	-0.3%	-4.3%	-5.2%	1.2%	7.0%	-0.5%	7.6%
<b>Key Cash Flow Metrics</b>																	
Operating cash flow	1,379	1,691	2,220	2,140	2,106	2,009	561	556	631	526	2,274	616	545	599	499	2,259	548
QoQ Change							9.6%	-0.9%	13.5%	-16.6%		17.1%	-11.5%	9.9%	-16.7%		9.8%
YoY Change		22.6%	31.3%	-3.6%	-1.6%	-4.6%	-13.8%	47.9%	34.3%	2.7%	13.2%	9.8%	-2.0%	-5.1%	-0.7%	-11.0%	
Capital expenditures, gross (accounting)	513	600	844	1,041	1,174	945	164	197	191	225	777	215	215	198	207	835	228
QoQ Change							-20.4%	20.1%	-3.0%	17.8%		-4.4%	0.0%	-7.9%	4.5%		10.1%
YoY Change		17.0%	40.7%	23.3%	12.8%	-19.5%	-37.4%	-17.6%	-19.7%	9.2%	-17.8%	31.1%	9.1%	3.7%	-8.0%	7.5%	6.0%
Capital expenditures, gross (cash flow)	505	616	853	1,032	1,165	958	183	186	198	222	789	210	207	210	195	822	231
QoQ Change							-9.4%	1.6%	6.5%	12.1%		-5.4%	-1.4%	1.4%	-7.1%		18.5%
YoY Change		22.0%	38.5%	21.0%	12.9%	-17.8%	-32.0%	-21.8%	-20.5%	9.9%	-17.6%	14.8%	11.3%	6.1%	-12.2%	4.2%	10.0%
Capital expenditures, net (cash flow)	336	472	767	900	937	658	141	62	150	132	485	182	165	141	113	601	219
QoQ Change							113.6%	-56.0%	141.9%	-12.0%		37.9%	-9.3%	-14.5%	-19.9%		93.8%
YoY Change		40.5%	62.5%	17.3%	4.1%	-29.8%	-36.8%	-71.3%	-2.0%	100.0%	-26.3%	29.1%	166.1%	-6.0%	-14.4%	23.9%	20.3%
Free cash flow	1,043	1,219	1,453	1,240	1,169	1,351	420	494	481	394	1,789	434	380	458	386	1,658	329
QoQ Change							-5.8%	17.6%	-2.6%	-18.1%		10.2%	-12.4%	20.5%	-15.7%		-14.8%
YoY Change		16.9%	19.2%	-14.7%	-5.7%	15.6%	-1.9%	208.8%	51.7%	-11.7%	32.4%	3.3%	-23.1%	-4.8%	-2.0%	-7.3%	-24.2%
<b>Ratios</b>																	
Operating margin	23.1%	26.8%	28.7%	38.8%	36.0%	42.3%	47.4%	45.5%	43.8%	41.7%	44.6%	46.8%	43.9%	46.1%	46.7%	45.9%	49.1%
Net margin	12.9%	17.3%	20.9%	27.1%	23.1%	26.5%	30.8%	31.3%	31.9%	28.3%	30.6%	30.8%	29.3%	30.0%	31.8%	30.5%	33.0%
EBITDA margin	39.6%	42.3%	43.7%	51.9%	50.8%	58.1%	62.2%	60.5%	59.3%	57.5%	59.9%	62.4%	59.9%	62.5%	62.3%	61.8%	65.0%
Capex/Sales	9.0%	10.9%	15.9%	19.8%	25.3%	20.4%	14.5%	17.6%	16.9%	20.4%	17.4%	20.0%	20.0%	18.3%	19.1%	19.3%	20.5%

<sup>(1)</sup> Net profit does not include share in profits/losses of equity-accounted investees.



(NIS millions, except for EPS)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Fixed-Line (cont'd)</b>																	
<b>Operating &amp; general expenses</b>																	
<b>Total general &amp; operating expenses</b>	<b>2,121</b>	<b>1,873</b>	<b>1,690</b>	<b>1,609</b>	<b>1,074</b>	<b>1,033</b>	<b>230</b>	<b>218</b>	<b>224</b>	<b>223</b>	<b>895</b>	<b>190</b>	<b>188</b>	<b>203</b>	<b>196</b>	<b>777</b>	<b>180</b>
QoQ Change							-9.8%	-5.2%	2.8%	-0.4%		-14.8%	-1.1%	8.0%	-3.4%		-8.2%
YoY Change		-11.7%	-9.8%	-4.8%	-33.3%	-3.8%	-3.0%	-17.1%	-19.4%	-12.5%	-13.4%	-17.4%	-13.8%	-9.4%	-12.1%	-13.2%	-5.3%
<b>Maintenance of buildings and sites</b>	<b>N/A</b>	<b>N/A</b>	<b>278</b>	<b>240</b>	<b>247</b>	<b>245</b>	<b>59</b>	<b>55</b>	<b>61</b>	<b>58</b>	<b>233</b>	<b>55</b>	<b>53</b>	<b>57</b>	<b>52</b>	<b>217</b>	<b>51</b>
QoQ Change							11.3%	-6.8%	10.9%	-4.9%		-5.2%	-3.6%	7.5%	-8.8%		-1.9%
YoY Change				-13.7%	2.9%	-0.8%	-6.3%	-6.8%	-12.9%	9.4%	-4.9%	-6.8%	-3.6%	-6.6%	-10.3%	-6.9%	-7.3%
<b>Interconnect &amp; payments to telecom operators</b>	<b>N/A</b>	<b>N/A</b>	<b>871</b>	<b>855</b>	<b>314</b>	<b>281</b>	<b>57</b>	<b>58</b>	<b>55</b>	<b>50</b>	<b>220</b>	<b>42</b>	<b>39</b>	<b>42</b>	<b>38</b>	<b>161</b>	<b>38</b>
QoQ Change							-10.9%	1.8%	-5.2%	-9.1%		-16.0%	-7.1%	7.7%	-9.5%		0.0%
YoY Change				-1.8%	-63.3%	-10.5%	-24.0%	-19.4%	-21.4%	-21.9%	-21.7%	-26.3%	-32.8%	-23.6%	-24.0%	-26.8%	-9.5%
<b>Marketing &amp; general</b>	<b>N/A</b>	<b>N/A</b>	<b>218</b>	<b>196</b>	<b>194</b>	<b>159</b>	<b>44</b>	<b>41</b>	<b>47</b>	<b>54</b>	<b>186</b>	<b>42</b>	<b>45</b>	<b>53</b>	<b>48</b>	<b>188</b>	<b>42</b>
QoQ Change							-20.0%	-6.8%	14.6%	14.9%		-22.2%	7.1%	17.8%	-9.4%		-12.5%
YoY Change				-10.1%	-1.0%	-18.0%	450.0%	-2.4%	-13.0%	-1.8%	17.0%	-4.5%	9.8%	12.8%	-11.1%	1.1%	0.0%
<b>Terminal equipment &amp; materials</b>	<b>N/A</b>	<b>N/A</b>	<b>80</b>	<b>88</b>	<b>89</b>	<b>111</b>	<b>27</b>	<b>23</b>	<b>22</b>	<b>18</b>	<b>90</b>	<b>12</b>	<b>10</b>	<b>11</b>	<b>16</b>	<b>49</b>	<b>11</b>
QoQ Change							-15.6%	-14.8%	-4.3%	-18.2%		-33.3%	-16.7%	10.0%	45.5%		-31.3%
YoY Change				10.0%	1.1%	24.7%	12.5%	-14.8%	-21.4%	-43.8%	-18.9%	-55.6%	-56.5%	-50.0%	-11.1%	-45.6%	-8.3%
<b>Services and maintenance by sub-contractors</b>	<b>N/A</b>	<b>N/A</b>	<b>96</b>	<b>76</b>	<b>76</b>	<b>73</b>	<b>16</b>	<b>16</b>	<b>15</b>	<b>17</b>	<b>64</b>	<b>16</b>	<b>15</b>	<b>14</b>	<b>16</b>	<b>61</b>	<b>16</b>
QoQ Change							-15.8%	0.0%	-6.3%	13.3%		-5.9%	-6.3%	-6.7%	14.3%		0.0%
YoY Change				-20.8%	0.0%	-3.9%	-20.0%	-15.8%	0.0%	-10.5%	-12.3%	0.0%	-6.3%	-6.7%	-5.9%	-4.7%	0.0%
<b>Vehicle maintenance</b>	<b>N/A</b>	<b>N/A</b>	<b>96</b>	<b>101</b>	<b>78</b>	<b>83</b>	<b>20</b>	<b>19</b>	<b>18</b>	<b>19</b>	<b>76</b>	<b>17</b>	<b>19</b>	<b>20</b>	<b>20</b>	<b>76</b>	<b>17</b>
QoQ Change							-4.8%	-5.0%	-5.3%	5.6%		-10.5%	11.8%	5.3%	0.0%		-15.0%
YoY Change				5.2%	-22.8%	6.4%	5.3%	5.6%	-28.0%	-9.5%	-8.4%	-15.0%	0.0%	11.1%	5.3%	0.0%	0.0%
<b>Collection fees (royalties)</b>	<b>N/A</b>	<b>N/A</b>	<b>51</b>	<b>53</b>	<b>76</b>	<b>81</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>26</b>	<b>6</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>25</b>	<b>5</b>
QoQ Change							-36.4%	-14.3%	0.0%	16.7%		-14.3%	16.7%	-14.3%	0.0%		-16.7%
YoY Change				3.9%	43.4%	6.6%	-75.0%	-76.9%	-62.5%	-36.4%	-67.9%	-14.3%	16.7%	0.0%	-14.3%	-3.8%	-16.7%



(NIS millions, except for EPS)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Telephone</b>																	
<b>Key Income Statement Metrics (Revenues)</b>																	
Total Revenues	4,684	4,713	5,376	5,732	5,548	4,468	964	915	947	983	3,809	917	843	824	835	3,419	727
QoQ Change							-6.1%	-5.1%	3.5%	3.8%		-6.7%	-8.1%	-2.3%	1.3%		-12.9%
YoY Change							-22.5%	-20.3%	-9.7%	-4.3%	-14.7%	-4.9%	-7.9%	-13.0%	-15.1%	-10.2%	-20.7%
Service Revenues	3,972	4,020	4,256	4,550	3,637	3,261	714	696	710	688	2,808	637	622	610	584	2,453	499
QoQ Change							-5.3%	-2.5%	2.0%	-3.1%		-7.4%	-2.4%	-1.9%	-4.3%		-14.6%
YoY Change							-14.4%	-18.8%	-13.0%	-8.8%	-13.9%	-10.8%	-10.6%	-14.1%	-15.1%	-12.6%	-21.7%
Equipment Revenues	712	693	1,120	1,182	1,911	1,207	250	219	237	295	1,001	280	221	214	251	966	228
QoQ Change							-8.4%	-12.4%	8.2%	24.5%		-5.1%	-21.1%	-3.2%	17.3%		-9.2%
YoY Change							-39.0%	-24.7%	1.7%	8.1%	-17.1%	12.0%	0.9%	-9.7%	-14.9%	-3.5%	-18.6%
Revenues from Private Customers	N/A	2,437	2,751	2,899	2,985	2,461	N/A	N/A	N/A	N/A	2,114	N/A	N/A	N/A	N/A	1,930	N/A
% of total revenues																	
Revenues from Business Customers	N/A	2,276	2,625	2,833	2,563	2,007	N/A	N/A	N/A	N/A	1,695	N/A	N/A	N/A	N/A	1,490	N/A
% of total revenues																	
<b>Key Income Statement Metrics</b>																	
Gross profit	1,337	1,478	1,784	1,978	1,961	1,428	288	288	272	250	1,098	236	231	223	192	882	120
QoQ Change							0.7%	0.0%	-5.6%	-8.1%		-5.6%	-2.1%	-3.5%	-13.9%		-37.5%
YoY Change							-30.3%	-27.3%	-18.3%	-12.6%	-23.1%	-18.1%	-19.8%	-18.0%	-23.2%	-19.7%	-49.2%
Operating profit	805	933	1,190	1,383	1,360	892	174	186	172	76	608	126	127	122	74	449	32
QoQ Change							4.2%	6.9%	-7.5%	-55.8%		65.8%	0.8%	-3.9%	-39.3%		-56.8%
YoY Change							-34.8%	-28.2%	-13.6%	-54.5%	-31.8%	-27.6%	-31.7%	-29.1%	-2.6%	-26.2%	-74.6%
Net profit	585	682	875	1,033	1,056	698	153	161	140	67	521	108	106	100	59	373	36
QoQ Change							14.2%	5.2%	-13.0%	-52.1%		61.2%	-1.9%	-5.7%	-41.0%		-39.0%
YoY Change							-29.2%	-17.0%	-9.1%	-50.0%	-25.4%	-29.4%	-34.2%	-28.6%	-11.9%	-28.4%	-66.7%
Cost of sales	3,347	3,235	3,592	3,754	3,587	3,040	676	627	675	733	2,711	681	612	601	643	2,537	607
QoQ Change							-8.8%	-7.2%	7.7%	8.6%		-7.1%	-10.1%	-1.8%	7.0%		-5.6%
YoY Change							-18.7%	-16.6%	-5.7%	-1.1%	-10.8%	0.7%	-2.4%	-11.0%	-12.3%	-6.4%	-10.9%
Sales & marketing expenses	430	405	461	468	480	422	86	75	69	90	320	83	76	76	74	309	63
QoQ Change							-4.4%	-12.8%	-8.0%	30.4%		-7.8%	-8.4%	0.0%	-2.6%		-14.9%
YoY Change							-25.9%	-32.4%	-34.3%	0.0%	-24.2%	-3.5%	1.3%	10.1%	-17.8%	-3.4%	-24.1%
General & administrative expenses	102	140	133	127	121	114	28	27	31	23	109	27	28	25	26	106	25
QoQ Change							-3.4%	-3.6%	14.8%	-25.8%		17.4%	3.7%	-10.7%	4.0%		-3.8%
YoY Change							-6.7%	3.8%	6.9%	-20.7%	-4.4%	-3.6%	3.7%	-19.4%	13.0%	-2.8%	-7.4%
Depreciation & amortization	479	523	603	601	561	531	121	113	111	113	458	106	105	108	111	430	104
QoQ Change							-6.2%	-6.6%	-1.8%	1.8%		-6.2%	-0.9%	2.9%	2.8%		-6.3%
YoY Change							-10.4%	-17.5%	-14.6%	-12.4%	-13.7%	-12.4%	-7.1%	-2.7%	-1.8%	-6.1%	-1.9%
EBITDA	1,284	1,456	1,794	1,984	1,921	1,423	295	299	283	188	1,065	232	232	231	184	879	136
QoQ Change							-0.3%	1.4%	-5.4%	-33.6%		23.4%	0.0%	-0.4%	-20.3%		-26.1%
YoY Change							-26.6%	-24.5%	-14.0%	-36.5%	-25.2%	-21.4%	-22.4%	-18.4%	-2.1%	-17.5%	-41.4%
<b>Key Cash Flow Metrics</b>																	
Operating cash flow	1,228	1,277	1,115	1,219	800	1,728	354	468	442	327	1,591	349	420	286	158	1,213	351
QoQ Change							-8.8%	32.2%	-5.6%	-26.0%		6.7%	20.3%	-31.9%	-44.8%		122.2%
YoY Change							20.4%	-15.8%	-9.8%	-15.7%	-7.9%	-1.4%	-10.3%	-35.3%	-51.7%	-23.8%	0.6%
Capital expenditures, gross (accounting)	440	911	508	431	442	397	56	91	94	94	335	67	96	87	89	339	97
QoQ Change							-34.9%	62.5%	3.3%	0.0%		-28.7%	43.3%	-9.4%	2.3%		9.0%
YoY Change							-53.7%	-19.5%	22.1%	9.3%	-15.6%	19.6%	5.5%	-7.4%	-5.3%	1.2%	44.8%
Capital expenditures, gross (cash flow)	381	798	559	397	419	384	66	84	92	78	320	73	90	84	82	329	73
QoQ Change							-13.2%	27.3%	9.5%	-15.2%		-6.4%	23.3%	-6.7%	-2.4%		-11.0%
YoY Change							-42.6%	-22.9%	9.5%	2.6%	-16.7%	10.6%	7.1%	-8.7%	5.1%	2.8%	0.0%
Capital expenditures, net (cash flow)	376	795	555	397	382	381	66	84	88	77	315	73	85	83	80	321	72
QoQ Change							-9.6%	27.3%	4.8%	-12.5%		-5.2%	16.4%	-2.4%	-3.6%		-10.0%
YoY Change							-42.6%	-22.9%	4.8%	5.5%	-17.3%	10.6%	1.2%	-5.7%	3.9%	1.9%	-1.4%
Free cash flow	852	482	560	822	418	1,347	288	384	354	250	1,276	276	335	203	78	892	279
QoQ Change							-8.6%	33.3%	-7.8%	-29.4%		10.4%	21.4%	-39.4%	-61.6%		257.7%
YoY Change							60.9%	-14.1%	-12.8%	-20.6%	-5.3%	-4.2%	-12.8%	-42.7%	-68.8%	-30.1%	1.1%
<b>Ratios</b>																	
Gross profit margin	28.5%	31.4%	33.2%	34.5%	35.3%	32.0%	29.9%	31.5%	28.7%	25.4%	28.8%	25.7%	27.4%	27.1%	23.0%	25.8%	16.5%
Operating margin	17.2%	19.8%	22.1%	24.1%	24.5%	20.0%	18.0%	20.3%	18.2%	7.7%	16.0%	13.7%	15.1%	14.8%	8.9%	13.1%	4.4%
Net margin	12.5%	14.5%	16.3%	18.0%	15.6%	15.9%	15.9%	17.6%	14.8%	6.8%	13.7%	11.8%	12.6%	12.1%	7.1%	10.9%	5.0%
EBITDA margin	27.4%	30.9%	33.4%	34.6%	34.6%	31.9%	30.6%	32.7%	29.9%	19.1%	28.0%	25.3%	27.5%	28.0%	22.0%	25.7%	18.7%
Capex/Sales	9.4%	19.3%	9.4%	7.5%	8.0%	8.9%	5.8%	9.9%	9.9%	9.6%	8.8%	7.3%	11.4%	10.6%	10.7%	9.9%	13.3%



(NIS millions, except for EPS)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq International</b>																	
<b>Key Income Statement Metrics</b>																	
Total Revenues	1,304	1,306	1,318	1,380	1,354	1,340	346	359	360	369	1,433	355	365	385	398	1,504	393
QoQ Change							1.8%	3.8%	0.2%	2.6%		-3.6%	2.8%	5.4%	3.5%		-1.4%
YoY Change		0.2%	0.9%	4.8%	-1.9%	-1.0%	4.0%	8.8%	6.2%	8.6%	6.9%	2.8%	1.8%	7.0%	8.0%	5.0%	10.6%
Revenues from ILD services	N/A	502	502	501	413	383	N/A	N/A	N/A	N/A	401	N/A	N/A	N/A	N/A	395	N/A
% of total revenues		38.4%	38.1%	36.3%	30.5%	28.6%					28.0%					26.3%	
Revenues from Internet, Data & ICT services	N/A	804	816	879	941	957	N/A	N/A	N/A	N/A	1,032	N/A	N/A	N/A	N/A	1,109	N/A
% of total revenues		61.6%	61.9%	63.7%	69.5%	71.4%					72.0%					73.7%	
Revenues from Private Customers	N/A	513	520	523	528	538	N/A	N/A	N/A	N/A	535	N/A	N/A	N/A	N/A	529	N/A
% of total revenues		39.3%	39.5%	37.9%	39.0%	40.1%					37.3%					35.2%	
Revenues from Business Customers	N/A	793	798	857	826	802	N/A	N/A	N/A	N/A	898	N/A	N/A	N/A	N/A	975	N/A
% of total revenues		60.7%	60.6%	62.1%	61.0%	59.8%					62.7%					64.8%	
<b>Key Income Statement Metrics</b>																	
Gross profit	445	526	541	558	566	544	138	140	138	139	554	137	137	139	140	553	142
QoQ Change							-1.3%	1.9%	-1.9%	0.7%		-1.1%	0.1%	1.0%	1.1%		1.4%
YoY Change		18.2%	2.9%	3.1%	1.4%	-3.8%	5.2%	3.9%	-1.1%	-0.7%	1.8%	-0.5%	-2.2%	0.7%	1.1%	-0.2%	3.7%
Operating profit	204	242	261	320	241	219	56	60	55	56	227	58	58	59	57	232	61
QoQ Change							-9.2%	7.6%	-8.9%	2.8%		3.2%	-0.9%	2.6%	-3.8%		6.2%
YoY Change		18.6%	8.0%	22.6%	-24.6%	-9.2%	12.9%	13.7%	0.0%	-8.5%	3.8%	4.1%	-4.2%	7.9%	1.0%	2.1%	3.9%
Net profit	153	178	200	254	182	160	37	44	39	38	158	42	41	42	40	164	44
QoQ Change							-16.0%	16.2%	-11.0%	-1.0%		8.5%	-2.0%	2.3%	-3.6%		8.5%
YoY Change		16.6%	12.1%	27.0%	-28.3%	-12.4%	4.7%	12.0%	-3.8%	-14.0%	-0.9%	11.1%	-6.3%	7.7%	4.9%	4.0%	4.9%
Cost of sales	859	780	777	822	788	796	208	218	222	230	879	218	228	246	258	951	251
QoQ Change							3.7%	5.1%	1.7%	3.7%		-5.2%	4.4%	8.0%	4.9%		-2.9%
YoY Change		-9.2%	-0.4%	5.8%	-4.1%	1.0%	3.2%	12.5%	11.4%	14.8%	10.4%	5.0%	4.4%	10.9%	12.2%	8.2%	14.9%
Sales & marketing expenses	147	181	175	192	209	209	51	50	49	54	205	50	50	53	54	208	53
QoQ Change							-0.9%	-2.5%	-1.3%	10.2%		-7.8%	0.1%	6.4%	1.8%		-2.3%
YoY Change		23.1%	-3.3%	9.7%	8.9%	0.1%	2.6%	-5.5%	-9.1%	5.1%	-1.9%	-2.2%	0.4%	8.2%	0.0%	1.5%	5.9%
General & administrative expenses	94	103	105	109	116	117	30	30	33	26	119	29	30	26	28	112	28
QoQ Change							8.3%	0.2%	10.9%	-22.0%		10.2%	3.7%	-12.7%	8.5%		0.7%
YoY Change		9.6%	1.9%	3.8%	6.7%	0.7%	-4.8%	4.4%	13.3%	-6.2%	1.7%	-4.5%	-1.1%	-22.2%	8.3%	-5.8%	-1.0%
Depreciation & amortization	87	80	84	94	109	136	31	33	33	33	130	32	32	32	33	130	32
QoQ Change							-5.4%	4.0%	1.3%	-0.3%		-2.4%	1.2%	0.0%	1.7%		-2.4%
YoY Change		-7.5%	5.2%	11.9%	15.5%	25.2%	-8.9%	-5.5%	-4.5%	-0.7%	-4.9%	2.5%	-0.2%	-1.5%	0.5%	0.3%	0.5%
EBITDA	290	322	345	414	350	355	87	93	88	89	357	90	90	92	90	362	93
QoQ Change							-7.9%	6.3%	-5.3%	1.6%		1.1%	-0.1%	1.7%	-1.8%		3.6%
YoY Change		10.8%	7.3%	20.0%	-15.5%	1.5%	3.9%	6.1%	-1.8%	-5.7%	0.5%	3.5%	-2.8%	4.4%	0.8%	1.4%	3.2%
<b>Key Cash Flow Metrics</b>																	
Operating cash flow	93	163	320	290	243	272	58	81	71	77	288	74	95	71	71	311	62
QoQ Change							-32.4%	39.2%	-12.0%	7.3%		-4.0%	29.6%	-25.4%	0.0%		-13.1%
YoY Change		76.3%	95.5%	-9.2%	-16.1%	11.7%	-0.2%	26.5%	13.2%	-11.1%	5.7%	26.3%	17.5%	-0.5%	-7.2%	8.2%	-16.0%
Capital expenditures, gross (accounting)	131	120	150	160	285	169	26	39	16	25	106	33	24	28	25	110	56
QoQ Change							-13.3%	50.0%	-59.0%	56.3%		32.0%	-27.3%	16.7%	-10.7%		124.0%
YoY Change		-8.4%	25.0%	6.7%	78.1%	-40.7%	-67.9%	34.5%	-44.8%	-16.7%	-37.3%	26.9%	-38.5%	75.0%	0.0%	3.8%	69.7%
Capital expenditures, gross (cash flow)	103	119	120	180	288	175	31	28	25	21	105	31	24	27	28	110	53
QoQ Change							-20.5%	-10.6%	-9.3%	-16.2%		46.6%	-22.4%	14.6%	3.7%		86.7%
YoY Change		14.7%	1.1%	49.9%	60.4%	-39.2%	-56.5%	-22.8%	-15.6%	-46.0%	-40.4%	-0.4%	-13.6%	9.2%	35.2%	5.6%	72.2%
Capital expenditures, net (cash flow)	100	118	120	180	288	173	31	27	21	18	97	31	23	27	28	109	53
QoQ Change							-19.5%	-11.6%	-21.1%	-16.4%		70.9%	-23.3%	13.7%	4.4%		89.9%
YoY Change		18.7%	1.4%	50.0%	60.1%	-39.8%	-56.5%	-23.9%	-25.1%	-53.1%	-43.9%	-0.4%	-13.6%	24.6%	55.5%	11.7%	72.9%
Free cash flow	-7	45	200	110	-44	99	28	54	50	59	191	43	72	44	43	203	9
QoQ Change							-42.7%	95.8%	-7.4%	17.5%		-26.8%	67.1%	-38.2%	-2.6%		-79.2%
YoY Change		N/M	341.0%	-44.7%	N/M	N/M	N/M	89.3%	45.0%	22.1%	92.4%	56.0%	33.1%	-11.2%	-26.3%	6.4%	-79.1%
<b>Ratios</b>																	
Gross profit margin	34.1%	40.3%	41.1%	40.4%	41.8%	40.6%	39.8%	39.1%	38.2%	37.6%	38.7%	38.6%	37.6%	36.0%	35.2%	36.8%	36.1%
Operating margin	15.6%	18.5%	19.8%	23.2%	17.8%	16.3%	16.2%	16.8%	15.3%	15.3%	17.9%	16.4%	15.8%	15.4%	14.3%	15.4%	15.5%
Net margin	11.7%	13.7%	15.2%	18.4%	13.5%	11.9%	10.8%	12.1%	10.8%	10.4%	11.0%	11.7%	11.2%	10.9%	10.1%	10.9%	11.1%
EBITDA margin	22.3%	24.6%	26.2%	30.0%	25.9%	26.5%	25.2%	25.9%	24.4%	24.2%	24.9%	25.4%	24.7%	23.8%	22.6%	24.1%	23.7%
Capex/Sales	10.0%	9.2%	11.4%	11.6%	21.1%	12.6%	7.5%	10.9%	4.4%	6.8%	7.4%	9.3%	6.6%	7.3%	6.3%	7.3%	14.2%





		FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	
<b>yes</b>																			
<b>Key Income Statement Metrics</b>																			
<b>Revenues</b>		1,415	1,513	1,530	1,583	1,619	1,636	404	404	410	418	1,635	424	428	432	440	1,724	440	
	QoQ Change							-1.1%	0.1%	1.6%	1.8%		1.5%	0.9%	1.1%	1.9%		0.0%	
	YoY Change		6.9%	1.2%	3.4%	2.3%	1.1%	-3.2%	-1.2%	1.9%	2.4%	0.0%	5.0%	5.9%	5.4%	5.4%	5.4%	5.4%	3.9%
<b>Gross profit</b>		298	421	488	454	591	569	145	143	152	143	584	155	152	156	150	613	145	
	QoQ Change							2.9%	-1.7%	6.7%	-6.4%		8.6%	-1.7%	2.5%	-4.0%		-3.2%	
	YoY Change		41.6%	15.9%	-7.0%	30.1%	-3.7%	0.7%	-6.5%	17.2%	0.9%	2.6%	6.6%	6.6%	2.4%	5.0%	5.1%	-6.4%	
<b>Operating profit</b>		56	177	248	178	295	253	67	68	72	60	268	73	67	76	57	273	59	
	QoQ Change							-7.2%	0.2%	7.1%	-17.0%		21.3%	-8.3%	13.3%	-24.5%		3.3%	
	YoY Change		216.3%	40.1%	-28.2%	65.4%	-14.3%	30.7%	-9.3%	34.1%	-17.3%	5.8%	8.1%	-1.1%	4.5%	-4.9%	1.9%	-19.0%	
<b>Net profit</b>		-118	-265	-222	-314	-230	-310	-61	-101	-136	-83	-381	-34	-115	-86	-87	-322	-3	
	QoQ Change							187.2%	66.3%	34.8%	-39.0%		-59.3%	241.6%	-25.6%	1.2%		-96.6%	
	YoY Change		125.1%	-16.0%	41.0%	-26.8%	35.1%	-4.9%	-5.4%	14.7%	292.5%	22.7%	-44.4%	14.3%	-37.0%	4.6%	-15.5%	-91.2%	
<b>Cost of sales</b>		1,117	1,091	1,042	1,129	1,028	1,067	258	261	258	275	1,052	269	275	276	290	1,110	295	
	QoQ Change							-3.1%	1.1%	-1.2%	6.6%		-2.2%	2.4%	0.3%	5.2%		1.6%	
	YoY Change		-2.3%	-4.5%	8.3%	-8.9%	3.8%	-5.2%	2.0%	-5.5%	3.1%	-1.4%	4.1%	5.5%	7.1%	5.7%	5.6%	9.8%	
<b>Sales &amp; marketing expenses</b>		138	128	122	143	153	166	39	36	41	37	154	40	40	34	40	154	36	
	QoQ Change							25.7%	-7.4%	13.7%	-9.8%		6.6%	1.4%	-15.8%	18.4%		-10.9%	
	YoY Change		-6.9%	-4.6%	17.1%	6.7%	8.9%	-26.9%	-12.9%	2.8%	19.4%	-7.6%	1.3%	10.9%	-17.9%	7.7%	-0.1%	-10.0%	
<b>General &amp; administrative expenses</b>		104	116	118	133	143	150	39	39	39	45	162	42	45	47	53	187	50	
	QoQ Change							3.4%	0.7%	-0.7%	16.9%		-6.6%	6.8%	2.9%	12.9%		-4.5%	
	YoY Change		11.6%	1.4%	12.5%	7.9%	4.8%	-1.2%	6.1%	7.9%	20.9%	8.3%	9.3%	15.9%	20.1%	16.0%	15.3%	18.6%	
<b>Depreciation &amp; amortization</b>		273	250	234	285	276	248	62	64	66	71	263	70	74	75	79	298	76	
	QoQ Change							-3.5%	3.5%	3.0%	7.1%		-1.3%	5.9%	1.4%	5.7%		-3.5%	
	YoY Change		-8.5%	-6.3%	21.6%	-2.9%	-10.2%	-5.9%	19.1%	2.4%	10.1%	5.8%	12.6%	15.2%	13.4%	12.0%	13.3%	9.6%	
<b>EBITDA</b>		329	427	482	463	571	502	130	132	138	131	530	143	141	151	135	570	135	
	QoQ Change							-4.8%	1.2%	5.1%	-5.4%		8.9%	-1.4%	7.0%	-10.3%		0.3%	
	YoY Change		29.7%	13.0%	-4.0%	23.4%	-12.3%	10.4%	2.6%	16.9%	-4.5%	5.7%	9.5%	6.8%	8.8%	3.5%	7.5%	-5.0%	
<b>Key Cash Flow Metrics</b>																			
<b>Operating cash flow</b>		250	347	410	492	513	418	122	110	126	134	491	113	106	101	122	442	149	
	QoQ Change							1.7%	-9.4%	14.2%	6.5%		-15.8%	-6.5%	-3.9%	20.4%		21.8%	
	YoY Change		38.9%	18.1%	20.0%	4.4%	-18.5%	4.9%	10.1%	52.5%	12.1%	17.5%	-7.2%	-4.3%	-19.5%	-8.8%	-10.1%	31.7%	
<b>Capital expenditures, gross (accounting)</b>		299	265	270	295	291	324	71	76	98	82	327	87	70	78	97	332	79	
	QoQ Change							-4.1%	7.0%	28.9%	-16.3%		6.1%	-19.5%	11.4%	24.4%		-18.6%	
	YoY Change		-11.4%	1.9%	9.4%	-1.5%	11.3%	18.3%	-13.6%	-3.9%	10.8%	0.9%	22.5%	-7.9%	-20.4%	18.3%	1.5%	-9.2%	
<b>Capital expenditures, gross (cash flow)</b>		255	238	262	278	264	284	90	85	67	83	324	78	68	64	95	305	65	
	QoQ Change							24.5%	-5.5%	-21.2%	23.6%		-5.8%	-12.6%	-6.5%	50.0%		-32.0%	
	YoY Change		-6.7%	10.1%	6.4%	-5.0%	7.5%	59.0%	22.4%	-22.8%	14.7%	13.9%	-13.2%	-19.7%	-4.7%	15.6%	-5.8%	-16.6%	
<b>Capital expenditures, net (cash flow)</b>		255	238	261	277	264	284	90	85	67	82	323	78	68	64	95	304	65	
	QoQ Change							24.9%	-5.5%	-21.3%	23.8%		-5.7%	-12.6%	-6.5%	49.9%		-32.1%	
	YoY Change		-6.7%	9.7%	6.2%	-4.8%	7.6%	59.3%	22.3%	-23.0%	14.8%	13.9%	-13.2%	-19.7%	-4.6%	15.5%	-5.8%	-16.8%	
<b>Free cash flow</b>		-5	109	149	215	250	134	32	26	59	50	167	35	38	38	27	138	84	
	QoQ Change							-33.0%	-20.1%	131.8%	-15.2%		-30.1%	6.9%	0.7%	-28.6%		210.9%	
	YoY Change		NM	36.2%	44.0%	16.2%	-46.2%	-46.4%	-17.3%	NM	5.2%	24.3%	9.9%	46.9%	-36.2%	-47.9%	-17.8%	139.0%	
<b>Ratios</b>																			
<b>Gross profit margin</b>		21.0%	27.9%	31.9%	28.7%	36.5%	34.8%	36.0%	35.4%	37.2%	34.2%	35.7%	36.6%	35.6%	36.1%	34.1%	35.6%	33.0%	
<b>Operating margin</b>		4.0%	11.7%	16.2%	11.3%	18.2%	15.4%	16.7%	16.7%	17.6%	14.4%	16.4%	17.2%	15.6%	17.5%	13.0%	15.8%	13.4%	
<b>Net margin</b>		-8.3%	-17.5%	-14.5%	-19.8%	-14.2%	-19.0%	-15.0%	-25.0%	-33.2%	-19.9%	-23.3%	-8.0%	-27.0%	-19.8%	-19.7%	-18.7%	-0.7%	
<b>EBITDA margin</b>		23.3%	28.2%	31.5%	29.3%	35.3%	30.7%	32.3%	32.6%	33.7%	31.3%	32.4%	33.7%	32.9%	34.8%	30.7%	33.1%	30.8%	
<b>Capex/Sales</b>		21.1%	17.5%	17.6%	18.7%	18.0%	19.8%	17.6%	18.8%	23.9%	19.6%	20.0%	20.5%	16.4%	18.0%	22.0%	19.3%	17.9%	





	<i>NIS Millions</i>	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Group</b>									
<b>Other Operating Expenses (Income), Net</b>									
Profit from increase to controlling stake in Yes		-	-	-	-	-	-	-	(12)
Profit from the sale of shares in Coral Tel Ltd.		-	-	-	(582)	-	-	(582)	-
Profit from the sale of property, plant and equipment (mainly real estate)		(29)	(120)	(12)	(102)	(27)	(26)	(167)	(11)
Profit from copper sales		(7)	(47)	(5)	(2)	(1)	-	(8)	-
Provision for contingent liabilities, net		2	-	-	-	-	(20)	(23)	6
Provision for early retirement		53	90	8	117	8	43	176	-
Expenses for a collective agreement at Pelephone		61	61	-	-	-	18	18	-
Loss from the discontinuation of a software development project		1	1	-	-	-	-	-	-
Other		-	-	1	1	(5)	-	-	-
<b>Total other operating expenses (income), net</b>		<b>81</b>	<b>(15)</b>	<b>(8)</b>	<b>(568)</b>	<b>(25)</b>	<b>15</b>	<b>(586)</b>	<b>(17)</b>



	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015
<b>Bezeq Fixed-Line</b>																	
<b>Key Performance Indicators</b>																	
<b>Total outgoing minutes (in millions)</b>	<b>14,711</b>	<b>13,260</b>	<b>12,017</b>	<b>10,699</b>	<b>9,758</b>	<b>8,694</b>	<b>1,788</b>	<b>1,805</b>	<b>1,712</b>	<b>1,742</b>	<b>7,047</b>	<b>1,608</b>	<b>1,522</b>	<b>1,588</b>	<b>1,482</b>	<b>6,200</b>	<b>1,459</b>
QoQ Change							-9.7%	1.0%	-5.2%	1.8%		-7.7%	-5.3%	4.3%	-6.7%		-1.6%
YoY Change		-9.9%	-9.4%	-11.0%	-8.8%	-10.9%	-24.2%	-19.0%	-19.5%	-12.0%	-18.9%	-10.1%	-15.7%	-7.2%	-14.9%	-12.0%	-9.3%
<b>Total incoming minutes (in millions)</b>	<b>6,411</b>	<b>6,691</b>	<b>6,718</b>	<b>6,547</b>	<b>6,240</b>	<b>6,225</b>	<b>1,503</b>	<b>1,550</b>	<b>1,521</b>	<b>1,541</b>	<b>6,115</b>	<b>1,467</b>	<b>1,424</b>	<b>1,498</b>	<b>1,440</b>	<b>5,829</b>	<b>1,428</b>
QoQ Change							-4.3%	3.1%	-1.9%	1.3%		-4.8%	-2.9%	5.2%	-3.9%		-0.8%
YoY Change		4.4%	0.4%	-2.5%	-4.7%	-0.2%	-2.6%	2.2%	-4.6%	-1.9%	-1.8%	-2.4%	-8.1%	-1.5%	-6.6%	-4.7%	-2.7%
<b>Total access lines (in 000's)</b>	<b>2,749</b>	<b>2,604</b>	<b>2,483</b>	<b>2,366</b>	<b>2,367</b>	<b>2,268</b>	<b>2,242</b>	<b>2,224</b>	<b>2,223</b>	<b>2,216</b>	<b>2,216</b>	<b>2,214</b>	<b>2,205</b>	<b>2,205</b>	<b>2,205</b>	<b>2,205</b>	<b>2,208</b>
QoQ Change							-1.1%	-0.8%	0.0%	-0.3%		-0.1%	-0.4%	0.0%	0.0%		0.1%
YoY Change		-5.3%	-4.6%	-4.7%	0.0%	-4.2%	-5.3%	-4.8%	-3.3%	-2.3%	-2.3%	-1.2%	-0.9%	-0.8%	-0.5%	-0.5%	-0.3%
<b>ARPL - including interconnect fees (in NIS)</b>	<i>N/A</i>	<b>111</b>	<b>109</b>	<b>109</b>	<b>85</b>	<b>81</b>	<b>75</b>	<b>75</b>	<b>73</b>	<b>70</b>	<b>74</b>	<b>64</b>	<b>63</b>	<b>63</b>	<b>62</b>	<b>63</b>	<b>61</b>
QoQ Change							-3.8%	0.0%	-2.7%	-4.1%		-8.6%	-1.6%	0.0%	-1.6%		-1.6%
YoY Change			-1.8%	0.0%	-22.0%	-4.7%	-9.6%	-7.4%	-8.8%	-10.3%	-8.6%	-14.7%	-16.0%	-13.7%	-11.4%	-14.9%	-4.7%
<b>Churn rate (%)</b>	<b>9.5%</b>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<b>11.6%</b>	<b>15.3%</b>	<b>3.7%</b>	<b>3.5%</b>	<b>2.8%</b>	<b>3.1%</b>	<b>13.1%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>2.8%</b>	<b>2.5%</b>	<b>11.1%</b>	<b>2.4%</b>
<b>Broadband Internet lines (in 000's)- Total</b>	<b>963</b>	<b>1,005</b>	<b>1,035</b>	<b>1,066</b>	<b>1,111</b>	<b>1,169</b>	<b>1,185</b>	<b>1,202</b>	<b>1,230</b>	<b>1,263</b>	<b>1,263</b>	<b>1,289</b>	<b>1,308</b>	<b>1,335</b>	<b>1,364</b>	<b>1,364</b>	<b>1,390</b>
QoQ Change							1.4%	1.4%	2.3%	2.7%		2.1%	1.5%	2.1%	2.2%		1.9%
YoY Change		4.4%	3.0%	3.0%	4.2%	5.2%	5.7%	5.8%	6.7%	8.0%	8.0%	8.8%	8.8%	8.5%	8.0%	8.0%	7.8%
<b>Broadband Internet lines (in 000's)-Wholesale</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	<b>11</b>
QoQ Change																	
YoY Change																	
<b>Broadband Internet ARPU (in NIS) - Retail</b>	<b>64</b>	<b>67</b>	<b>69</b>	<b>75</b>	<b>80</b>	<b>81</b>	<b>83</b>	<b>85</b>	<b>86</b>	<b>82</b>	<b>84</b>	<b>82</b>	<b>84</b>	<b>85</b>	<b>85</b>	<b>84</b>	<b>87</b>
QoQ Change							3.8%	2.4%	1.2%	-4.7%		0.0%	2.4%	1.2%	0.0%		2.4%
YoY Change		4.7%	3.0%	8.7%	6.7%	1.3%	-1.2%	6.3%	7.5%	2.5%	3.7%	-1.2%	-1.2%	-1.2%	3.7%	0.0%	6.1%
<b>Average broadband speed per subscriber (end of period, Mbps)</b>	<b>1.7</b>	<b>2.2</b>	<b>2.7</b>	<b>4.3</b>	<b>6.7</b>	<b>9.6</b>	<b>10.4</b>	<b>15.2</b>	<b>17.3</b>	<b>18.1</b>	<b>18.1</b>	<b>20.0</b>	<b>21.9</b>	<b>24.0</b>	<b>32.5</b>	<b>32.5</b>	<b>33.2</b>
QoQ Change							8.3%	46.2%	13.8%	4.6%		10.5%	9.5%	9.6%	35.4%		2.2%
YoY Change		29.4%	22.7%	59.3%	55.8%	43.3%	38.7%	83.1%	92.2%	88.5%	88.5%	92.3%	44.1%	38.7%	79.6%	79.6%	66.0%
<b>Number of employees</b>	<b>7,614</b>	<b>7,530</b>	<b>7,364</b>	<b>7,216</b>	<b>7,076</b>	<b>7,422</b>	<i>N/A</i>	<i>N/A</i>	<b>6,576</b>	<b>6,479</b>	<b>6,479</b>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<b>5,964</b>	<b>5,964</b>	<i>N/A</i>
QoQ Change										-1.5%							
YoY Change		-1.1%	-2.2%	-2.0%	-1.9%	4.9%					-12.7%					-7.9%	



		FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	
<b>Telephone</b>																			
<b>Key Performance Indicators</b>																			
Total Subscribers (in 000's)		2,622	2,649	2,766	2,857	2,847	2,800	2,741	2,702	2,683	2,642	2,642	2,631	2,610	2,600	2,586	2,586	2,565	
	QoQ Change							-2.1%	-1.4%	-0.7%	-1.5%		-0.4%	-0.8%	-0.4%	-0.5%		-0.8%	
	YoY Change		1.0%	4.4%	3.3%	-0.4%	-1.7%	-4.7%	-5.5%	-5.5%	-5.6%	-5.6%	-4.0%	-3.4%	-3.1%	-2.1%	-2.1%	-2.5%	
Prepaid Subscribers (in 000's)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	836	836	N/A	
	YoY Change																		
ARPU (in NIS)		N/A	N/A	N/A	111	107	95	86	85	88	86	86	80	79	78	75	78	65	
	QoQ Change							-3.4%	-1.2%	3.5%	-2.3%		-7.0%	-1.3%	-1.3%	-3.8%		-13.3%	
	YoY Change				-3.6%	-11.2%		-11.3%	-14.1%	-7.4%	-3.4%	-9.5%	-7.0%	-7.1%	-11.4%	-12.8%	-9.3%	-18.8%	
Churn rate (%)		N/A	N/A	13.8%	15.3%	22.9%	22.4%	7.2%	6.9%	6.2%	8.3%	28.6%	7.5%	6.5%	7.3%	5.6%	27.0%	6.5%	
Number of employees			N/A	N/A	N/A	N/A	4,072	N/A	N/A	N/A	N/A	3,288	N/A	N/A	N/A	N/A	3,001	N/A	
	QoQ Change																		
	YoY Change											-19.3%					-8.7%		
<b>Bezeq International</b>																			
<b>Key Performance Indicators</b>																			
Number of employees		2,621	2,325	2,445	2,112	2,262	2,102	N/A	N/A	N/A	N/A	2,007	N/A	N/A	N/A	N/A	1,932	N/A	
	QoQ Change																		
	YoY Change		-11.3%	5.2%	-13.6%	7.1%	-7.1%					-4.5%					-3.7%		
Churn rate (%)		N/A	N/A	14.8%	12.7%	12.6%	18.4%	4.2%	4.5%	4.7%	4.6%	18.0%	4.0%	3.7%	4.5%	4.7%	17.0%	4.1%	
<b>yes</b>																			
<b>Key Performance Indicators</b>																			
Subscribers (in 000's)		549	560	571	578	586	578	578	583	593	601	601	607	613	623	632	632	634	
	QoQ Change							0.0%	0.9%	1.7%	1.3%		1.0%	1.0%	1.6%	1.4%		0.3%	
	YoY Change		2.0%	2.0%	1.2%	1.4%	-1.4%	-1.2%	0.2%	2.1%	4.0%	4.0%	5.0%	5.1%	5.1%	5.2%	5.2%	4.4%	
ARPU (in NIS)		217	228	226	230	232	234	233	232	233	233	233	234	234	233	234	234	232	
	QoQ Change							-0.4%	-0.4%	0.4%	0.0%		0.4%	0.0%	-0.4%	0.4%		-0.9%	
	YoY Change		5.1%	-0.9%	1.8%	0.9%	1.0%	-1.7%	-0.9%	0.9%	-0.4%	-0.4%	0.4%	0.9%	0.0%	0.4%	0.4%	-0.9%	
Churn rate (%)		N/A	N/A	13.3%	13.0%	11.9%	15.4%	3.8%	3.2%	3.4%	3.0%	13.5%	3.6%	3.1%	3.2%	2.9%	12.8%	3.3%	
Number of employees		N/A	1,999	2,158	2,229	2,227	2,276	N/A	N/A	N/A	N/A	2,208	N/A	N/A	N/A	N/A	2,042	N/A	
	QoQ Change																		
	YoY Change			8.0%	3.3%	-0.1%	2.2%					-3.0%					-7.5%		



## Bezeq Group Dividends

### Dividend History

Dividend Distribution date	Total Amount (NIS m)	Dividend per share (NIS)	Dividend Type
May 27, 2015	844	0.31	Semi-Annual Dividend
October 2, 2014	1,267	0.46	Semi-Annual Dividend (includes profits from sale of Coral Tel Ltd.)
April 23, 2014	802	0.29	Semi-Annual Dividend
September 15, 2013	500	0.36	Special Dividend (6 of 6)
September 15, 2013	969	0.18	Semi-Annual Dividend
May 13, 2013	500	0.18	Special Dividend (5 of 6)
May 13, 2013	861	0.32	Semi-Annual Dividend
October 10, 2012	500	0.18	Special Dividend (4 of 6)
October 10, 2012	997	0.37	Semi-Annual Dividend
May 21, 2012	500	0.18	Special Dividend (3 of 6)
May 21, 2012	1,074	0.40	Semi-Annual Dividend
October 5, 2011	500	0.18	Special Dividend (2 of 6)
October 5, 2011	992	0.37	Semi-Annual Dividend
May 19, 2011	500	0.19	Special Dividend (1 of 6)
May 19, 2011	1,163	0.43	Semi-Annual Dividend
October 7, 2010	1,280	0.48	Semi-Annual Dividend
May 3, 2010	2,453	0.92	Semi-Annual Dividend
October 5, 2009	1,149	0.43	Semi-Annual Dividend
May 24, 2009	792	0.30	Semi-Annual Dividend
October 29, 2008	835	0.32	Semi-Annual Dividend
April 28, 2008	679	0.26	Semi-Annual Dividend
October 15, 2007	760	0.29	Semi-Annual Dividend
February 26, 2007	1,800	0.69	Special Dividend
January 9, 2007	300	0.12	Semi-Annual Dividend
October 30, 2006	400	0.15	Semi-Annual Dividend
April 16, 2006	1,200	0.46	Semi-Annual Dividend



## GLOSSARY

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### Glossary

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EBITDA	= Earnings Before Interest, Taxes, Depreciation & Amortization; ttm = trailing twelve months
Free cash flow	= Operating cash flows less net capital expenditures
Net capital expenditures	= Purchase of property, plant & equipment (PPE), plus investments in intangible assets, less proceeds from the sale of PPE
ARPL	= Average revenue per line
ARPU	= Average revenue per user
MOU	= Minutes of use
N/A	= Not available
N/M	= Not meaningful