



Bezeq Facts & Figures Q3 2021

Three months ending September 30, 2021

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(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Bezeq Group																			
Key Income Statement Metrics																			
Revenues		9,789	9,321	2,256	2,224	2,247	6,727	2,202	8,929	2,187	2,155	2,178	6,520	2,203	8,723	2,221	2,200	2,142	6,563
	QoQ Change				-1.4%	1.0%		-2.0%		-0.7%	-1.5%	1.1%		1.1%		0.8%	-0.9%	-2.6%	
	YoY Change		-4.8%					-4.2%		-3.1%	-3.1%	-3.1%	-3.1%	0.0%	-2.3%	1.6%	2.1%	-1.7%	0.7%
Depreciation, amortization & impairment		1,715	2,189	466	478	481	1,425	487	1,912	451	459	464	1,374	463	1,837	476	465	466	1,407
	QoQ Change				2.6%	0.6%		1.2%		-7.4%	1.8%	1.1%		-0.2%		2.8%	-2.3%	0.2%	
	YoY Change		27.6%					-12.7%		-3.2%	-4.0%	-3.5%	-3.6%	-4.9%	-3.9%	5.5%	1.3%	0.4%	2.4%
Salaries		2,005	1,992	492	489	474	1,455	478	1,933	479	444	474	1,397	494	1,891	480	467	468	1,415
	QoQ Change				-0.6%	-3.1%		0.8%		0.2%	-7.3%	6.8%		4.2%		-2.8%	-2.7%	0.2%	
	YoY Change		-0.6%					-3.0%		-2.6%	-9.2%	0.0%	-4.0%	3.3%	-2.2%	0.2%	5.2%	-1.3%	1.3%
Other operating expenses (income), net		(19)	634	(25)	(414)	39	-400	179	(221)	(3)	(19)	(7)	(29)	103	74	(152)	2	7	(143)
Loss from impairment of assets		87	1,675	-	951	-	951	196	1,147	-	-	268	268	25	293	-	-	-	-
Operating profit (loss)		2,098	(582)	504	(102)	440	842	8	850	459	511	189	1,159	296	1,455	586	469	459	1,514
	QoQ Change				N/M	N/M		-98.2%		N/M	11.3%	-63.0%		56.6%		98.0%	-20.0%	-2.1%	
	YoY Change		N/M					N/M		-8.9%	N/M	-57.0%	37.6%	3600.0%	71.2%	27.7%	-8.2%	142.9%	30.6%
Finance expenses (income), net		417	435	99	136	205	440	109	549	34	159	80	273	98	371	51	84	100	235
	QoQ Change				37.4%	50.7%		-46.8%		-68.8%	367.6%	-49.7%		22.5%		-48.0%	64.7%	19.0%	
	YoY Change		4.3%					-65.7%		16.9%	-61.0%	-38.0%	-10.1%	-32.4%		50.0%	-47.2%	25.0%	-13.9%
Income taxes		453	72	110	1,340	56	1,506	(13)	1,493	98	83	83	264	24	288	127	91	75	293
	QoQ Change					-95.8%		-123.2%		-853.8%	-15.3%	0.0%		-71.1%		429.2%	-28.3%	-17.6%	
	YoY Change		-84.1%					-10.9%		-93.8%	48.2%	-82.5%	N/M	-80.7%		29.6%	9.6%	-9.6%	11.0%
Net profit (loss) - reported		1,223	(1,092)	295	(1,579)	177	(1,107)	(87)	(1,194)	327	269	26	622	174	796	408	294	284	986
	QoQ Change				N/M	N/M		N/M		N/M	-17.7%	-90.3%		569.2%		134.5%	-27.9%	-3.4%	
	YoY Change		N/M					9.3%		10.8%	N/M	-85.3%	-156.2%	N/M		24.8%	9.3%	992.3%	58.5%
ADJUSTED NET PROFIT		1,296	961	286	217	207	710	203	913	325	252	290	867	277	1,144	299	304	295	898
EBITDA, reported		3,813	1,607	970	376	921	2,267	495	2,762	910	970	653	2,533	759	3,292	1,062	934	925	2,921
	QoQ Change				-61.2%	144.9%		-46.3%		83.8%	6.6%	-32.7%		16.2%		39.9%	-12.1%	-1.0%	
	YoY Change		-57.9%					71.9%		-6.2%	158.0%	-29.1%	11.7%	53.3%	19.2%	16.7%	-3.7%	41.7%	15.3%
ADJUSTED EBITDA		3,881	3,916	945	913	960	2,818	870	3,688	907	951	914	2,772	887	3,659	918	944	938	2,800
	QoQ Change				-3.4%	5.1%		-9.4%		4.3%	4.9%	-3.9%		-3.0%		3.5%	2.8%	-0.6%	
	YoY Change		0.9%					-5.8%		-4.0%	4.2%	-4.8%	-1.6%	2.0%	-0.8%	1.2%	-0.7%	2.6%	1.0%
Earnings Per Share - Diluted (NIS)		0.45	(0.39)	0.11	(0.57)	0.06	(0.40)	(0.03)	(0.43)	0.12	0.10	0.01	0.23	0.06	0.29	0.15	0.11	0.10	0.36
Shares Outstanding - Diluted		2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765
Operating & General Expenses																			
Total operating & general expenses		3,903	3,413	819	822	813	2,454	854	3,308	801	760	790	2,351	822	3,173	831	797	742	2,370
	QoQ Change				0.4%	-1.1%		5.0%		-6.2%	-5.1%	3.9%		4.1%		1.1%	-4.1%	-6.9%	
	YoY Change		-12.6%					-3.1%		-2.2%	-7.5%	-2.8%	-4.2%	-3.7%	-4.1%	3.7%	4.9%	-6.1%	0.8%
Interconnect & payments to telecom operators		805	789	189	194	193	576	181	757	185	201	199	585	191	776	182	180	173	535
	QoQ Change				2.6%	-0.5%		-6.2%		2.2%	8.6%	-1.0%		-4.0%		-4.7%	-1.1%	-3.9%	
	YoY Change		-2.0%					-4.1%		-2.1%	3.6%	3.1%	1.6%	5.5%	2.5%	-1.6%	-10.4%	-13.1%	-8.5%
Terminal equipment & materials		867	771	191	181	202	574	232	806	188	176	189	553	194	747	221	200	146	567
	QoQ Change				-5.2%	11.6%		14.9%		-19.0%	-6.4%	7.4%		2.6%		13.9%	-9.5%	-27.0%	
	YoY Change		-11.1%					4.5%		-1.6%	-2.8%	-6.4%	-3.7%	-16.4%	-7.3%	17.6%	13.6%	-22.8%	2.5%
Content		636	653	160	176	149	485	159	644	164	143	135	442	147	589	144	133	128	405
	QoQ Change				10.0%	-15.3%		6.7%		3.1%	-12.8%	-5.6%		8.9%		-2.0%	-7.6%	-3.8%	
	YoY Change		2.7%					-1.4%		2.5%	-18.8%	-9.4%	-8.9%	-7.5%	-8.5%	-12.2%	-7.0%	-5.2%	-8.4%
Marketing & general		595	555	123	118	120	361	128	489	117	114	117	348	114	462	124	127	138	389
	QoQ Change				-4.1%	1.7%		6.7%		-8.6%	-2.6%	2.6%		-2.6%		8.8%	2.4%	8.7%	
	YoY Change		-6.7%					-11.9%		-4.9%	-3.4%	-2.5%	-3.6%	-10.9%	-5.5%	6.0%	11.4%	17.9%	11.8%
Maintenance of buildings and sites		584	286	68	65	70	203	68	271	65	46	68	179	67	246	60	59	62	181
	QoQ Change				-4.4%	7.7%		-2.9%		-4.4%	-29.2%	47.8%		-1.5%		-10.4%	-1.7%	5.1%	
	YoY Change		-51.0%					-5.2%		-4.4%	-29.2%	-2.9%	-11.8%	-1.5%	-9.2%	-7.7%	28.3%	-8.8%	1.1%
Services and maintenance by sub-contractors		260	277	70	68	63	201	69	270	68	71	68	207	96	303	86	82	81	249
	QoQ Change				-2.9%	-7.4%		9.5%		-1.4%	4.4%	-4.2%		41.2%		-10.4%	-4.7%	-1.2%	
	YoY Change		6.5%					-2.5%		-2.9%	4.4%	7.9%	3.0%	39.1%	12.2%	26.5%	15.5%	19.1%	20.3%
Vehicle maintenance		156	82	18	20	16	54	17	71	14	9	14	37	13	50	14	16	14	44
	QoQ Change				11.1%	-20.0%		6.3%		-17.6%	-35.7%	55.6%		-7.1%		7.7%	14.3%	-12.5%	
	YoY Change		-47.4%					-13.4%		-22.2%	-55.0%	-12.5%	-31.5%	-23.5%	-29.6%	0.0%	77.8%	0.0%	18.9%
Ratios																			
Net margin		12.5%	-11.7%	13.1%	-71.0%	7.9%	-16.5%	-4.0%	-13.4%	15.0%	12.5%	1.2%	9.5%	7.9%	9.1%	18.4%	13.4%	13.3%	15.0%
EBITDA margin		39.0%	17.2%	43.0%	16.9%	41.0%	33.7%	22.5%	30.9%	41.6%	45.0%	30.0%	38.8%	34.5%	37.7%	47.8%	42.5%	43.2%	44.5%
Capex/Sales		15.6%	18.5%	16.5%	23.6%	14.6%	18.2%	14.7%	17.4%	15.5%	16.3%	20.3%	17.3%	16.7%	17.2%	20.6%	19.0%	20.8%	20.1%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Bezeq Group																			
Key Cash Flow Metrics																			
Operating cash flow		3,525	3,512	765	624	787	2,176	748	2,924	879	561	830	2,270	950	3,220	700	594	914	2,208
	QoQ Change				-18.4%	26.1%		-5.0%		17.5%	-36.2%	48.0%		14.5%		-26.3%	-15.1%	53.9%	
	YoY Change		-0.4%						-16.7%	14.9%	-10.1%	5.5%	4.3%	27.0%	10.1%	-20.4%	5.9%	10.1%	-2.7%
Capital expenditures, gross (cash)		1,530	1,727	373	525	329	1,227	324	1,551	338	351	442	1,131	368	1,499	458	418	445	1,321
	QoQ Change				40.8%	-37.3%		-1.5%		4.3%	3.8%	25.9%		-16.7%		24.5%	-8.7%	6.5%	
	YoY Change		12.9%					-10.2%	-9.4%	-33.1%	34.3%		-7.8%	13.6%	-3.4%	35.5%	19.1%	0.7%	16.8%
Proceeds from sale of assets		98	235	41	341	15	397	12	409	8	20	3	31	117	148	183	1	5	189
	QoQ Change				731.7%	-95.6%		-20.0%		-33.3%	150.0%	-85.0%		3800.0%		56.4%	-99.5%	400.0%	
	YoY Change		139.8%					74.0%	-80.5%	-94.1%	-80.0%		-92.2%	875.0%	-63.8%	2187.5%	-95.0%	66.7%	509.7%
Capital expenditures, net (cash)		1,432	1,492	332	184	314	830	312	1,142	330	331	439	1,100	251	1,351	275	417	440	1,132
	QoQ Change				-44.6%	70.7%		-0.6%		5.8%	0.3%	32.6%		-42.8%		9.6%	51.6%	5.5%	
	YoY Change		4.2%					-23.5%	-0.6%	79.9%	39.8%		32.5%	-19.6%	18.3%	-16.7%	26.0%	0.2%	2.9%
Lease payments (IFRS 16)			422	117	90	115	322	92	414	113	86	106	305	86	391	102	92	97	291
Free cash flow		2,093	1,598	316	350	358	1,024	344	1,368	436	144	285	865	613	1,478	323	85	377	785
	QoQ Change				10.8%	2.3%		-3.9%		26.7%	-67.0%	97.9%		115.1%		-47.3%	-73.7%	343.5%	
	YoY Change		-23.7%					-14.4%	38.0%	-58.9%	-20.4%		-15.5%	78.2%	8.0%	-25.9%	-41.0%	32.3%	-9.2%
Working Capital																			
Change in trade & other receivables		206	269	(18)	45	20	47	56	103	(44)	-	26	(18)	75	57	(59)	12	17	(30)
Change in inventory		(35)	(5)	(9)	-	4	(5)	(14)	(19)	(17)	(3)	10	(10)	23	13	(18)	3	1	(14)
Change in trade & other payables		9	(132)	6	(176)	50	(120)	43	(77)	98	(223)	34	(91)	108	17	26	(184)	60	(98)
Change in provisions		15	81	(30)	3	(5)	(32)	(17)	(49)	-	(3)	(8)	(11)	3	(8)	(29)	(3)	(2)	(34)
Change in employee benefits		(33)	489	(46)	(52)	(58)	(156)	106	(50)	(88)	(78)	(66)	(232)	40	(192)	(37)	(93)	(20)	(150)
Change in other liabilities		(34)	-	(12)	6	(11)	(17)	9	(8)	(7)	-	(5)	(12)	18	(1)	2	1	3	6
Total changes in assets and liabilities		128	702	(109)	(174)	0	(283)	183	(100)	(58)	(307)	(9)	(374)	260	(114)	(115)	(264)	59	(320)
Income tax paid, net		446	467	49	104	89	242	83	325	-	86	78	164	79	243	135	83	84	302
Interest paid		415	421	5	185	21	211	181	392	5	154	5	164	150	314	5	123	7	135
Funds From Operations (FFO)		3,397	2,810	757	708	672	2,137	887	3,024	824	782	733	2,339	995	3,334	713	766	758	2,237

	Dec-31 2018	Mar-31 2019	Jun-30 2019	Sept 30 2019	Dec-31 2019	Mar-31 2020	Jun-30 2020	Sept 30 2020	Dec-31 2020	Mar-31 2021	Jun-30 2021	Sept 30 2021
(NIS millions)												
Bezeq Group												
Balance Sheet												
Cash & cash equivalents	890	1,265	971	639	400	927	708	897	840	1,124	907	1,019
Investments	1,404	1,347	1,944	1,750	1,195	1,114	1,221	1,306	724	663	739	771
Trade receivables	1,775	1,752	1,737	1,727	1,677	1,674	1,698	1,692	1,621	1,648	1,661	1,672
Other receivables	284	298	308	341	342	357	340	332	178	209	195	192
Inventory	97	102	100	94	96	109	110	96	73	87	82	70
Assets held for sale	-	-	-	-	43	45	46	46	10	2	-	36
Total current assets	4,450	4,764	5,060	4,551	3,753	4,226	4,123	4,369	3,446	3,733	3,584	3,760
Trade and other receivables	470	511	535	442	477	476	454	525	514	512	513	496
Broadcasting rights	60	69	59	63	59	65	65	67	67	62	60	57
Right-of-use assets	1,504	1,444	1,394	1,361	1,308	1,394	1,329	1,276	1,804	1,735	1,786	1,763
Fixed assets	6,214	6,215	6,245	6,217	6,039	6,072	6,076	6,069	6,131	6,182	6,267	6,266
Intangible assets	1,919	1,923	977	968	916	916	935	952	929	937	938	927
Deferred tax assets	1,205	1,193	12	18	81	61	57	53	108	57	42	37
Deferred expenses and non-current investments	468	472	474	477	358	364	361	233	242	330	323	226
Investment property	58	58	-	-	-	-	-	-	-	-	-	-
Total non-current assets	11,898	11,885	9,696	9,546	9,238	9,348	9,277	9,175	9,795	9,815	9,929	9,772
Total assets	16,348	16,649	14,756	14,097	12,991	13,574	13,400	13,544	13,241	13,548	13,513	13,532
Debentures, loans and borrowings	1,542	1,538	1,625	1,126	1,007	1,002	955	957	786	785	743	745
Lease liability	445	422	434	427	416	415	399	387	415	402	432	440
Trade and other payables	1,855	2,010	1,600	1,681	1,614	1,834	1,580	1,669	1,759	1,793	1,567	1,699
Current tax liabilities	-	10	20	15	-	51	46	46	-	-	-	-
Employee benefits	581	500	443	365	654	587	486	441	482	442	462	439
Provisions	175	145	148	143	125	125	122	113	117	87	84	83
Total current liabilities	4,598	4,625	4,270	3,757	3,816	4,014	3,588	3,613	3,559	3,509	3,288	3,406
Loans and debentures	9,637	9,618	9,709	9,393	8,551	8,535	8,517	8,507	7,614	7,611	7,569	7,279
Lease liability	1,106	1,061	1,022	989	969	1,049	1,017	971	1,492	1,438	1,477	1,457
Employee benefits	445	482	487	539	356	314	344	334	335	337	226	228
Derivative and other liabilities	174	168	163	178	139	163	176	342	307	282	273	178
Deferred tax liabilities	56	54	53	50	43	46	46	48	32	34	40	44
Provisions	38	39	39	39	49	50	50	54	52	49	49	49
Total non-current liabilities	11,456	11,422	11,473	11,188	10,107	10,157	10,150	10,256	9,832	9,751	9,634	9,235
Total equity	294	602	(987)	(848)	(932)	(597)	(338)	(325)	(150)	288	591	891
Gross debt	11,179	11,156	11,334	10,519	9,558	9,537	9,472	9,464	8,400	8,396	8,312	8,024
Cash and short-term investments	2,294	2,612	2,915	2,389	1,595	2,041	1,929	2,203	1,564	1,787	1,646	1,790
Net debt	8,885	8,544	8,419	8,130	7,963	7,496	7,543	7,261	6,836	6,609	6,666	6,234
Net debt / Adjusted EBITDA (ttm)	2.5				2.4	2.3	2.3	2.2	2.1	2.0	2.0	1.9



(NIS millions)

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Bezeq Group																		
Adjusted EBITDA Calculation																		
EBITDA reported	3,813	1,607	970	376	921	2,267	495	2,762	910	970	653	2,533	759	3,292	1,062	934	925	2,921
Other operating expenses (income), net	(19)	634	(25)	(414)	39	(400)	179	(221)	(3)	(19)	(7)	(29)	103	74	(152)	2	7	(143)
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8	8	6	22
Loss from impairment of assets	87	1,675	-	951	-	951	196	1,147	-	-	268	268	25	293	-	-	-	-
ADJUSTED EBITDA	3,881	3,916	945	913	960	2,818	870	3,688	907	951	914	2,772	887	3,659	918	944	938	2,800
QoQ Change			-75.7%	-3.4%	5.1%		-9.4%		4.3%	4.9%	-3.9%		-3.0%		3.5%	2.8%	-0.6%	
YoY Change		0.9%						-5.8%	-4.0%	4.2%	-4.8%	-1.6%	2.0%	-0.8%	1.2%	-0.7%	2.6%	1.0%
ADJUSTED EBITDA Margin	39.6%	42.0%	41.9%	41.1%	42.7%	41.9%	39.5%	41.3%	41.5%	44.1%	42.0%	42.5%	40.3%	41.9%	41.3%	42.9%	43.8%	42.7%
Adjusted Net Profit Calculation																		
NET PROFIT reported	1,223	(1,092)	295	(1,579)	177	(1,107)	(87)	(1,194)	327	269	26	622	174	796	408	294	284	986
Other operating expenses (income), net - Group	(14)	492	(9)	(321)	30	(300)	139	(161)	-	-	-	-	-	-	-	-	-	-
Other operating expenses (income), net - Fixed-Line	-	-	-	-	-	-	-	-	(3)	(2)	(4)	(9)	61	52	(115)	5	6	(104)
Other operating expenses (income), net - Pelephone	-	-	-	-	-	-	-	-	1	(3)	-	(2)	16	14	-	(2)	-	(2)
Other operating expenses (income), net - Bezeq Intl	-	-	-	-	-	-	-	-	-	-	-	-	6	6	-	(1)	(2)	(3)
Other operating expenses (income), net - yes	-	-	-	-	-	-	-	-	-	(12)	-	(12)	(3)	(15)	(2)	-	1	(1)
Other operating expenses (income), net - Walla	-	-	-	-	-	-	-	-	-	-	-	-	(2)	(2)	-	-	-	-
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8	8	6	22
Loss from impairment of assets (yes and Walla)	87	1,561	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loss from impairment of Pelephone assets	-	-	-	951	-	951	-	951	-	-	-	-	-	-	-	-	-	-
Loss from impairment of Bezeq International assets	-	-	-	-	-	-	151	151	-	-	282	282	25	307	-	-	-	-
Profit from increase in value of Walla assets	-	-	-	-	-	-	-	-	-	-	(14)	(14)	-	(14)	-	-	-	-
Tax asset write-off	-	-	-	1,166	-	1,166	-	1,166	-	-	-	-	-	-	-	-	-	-
ADJUSTED NET PROFIT	1,296	961	286	217	207	710	203	913	325	252	290	867	277	1,144	299	304	295	898
QoQ Change			-78.0%	-24.0%	-4.6%		-1.9%		59.8%	-22.5%	15.1%		-4.5%		7.9%	1.7%	-2.9%	
YoY Change		-25.8%						-5.0%	13.8%	16.0%	40.0%	22.1%	36.5%	25.3%	-8.0%	20.6%	1.7%	3.6%



NIS Millions

	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
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Bezeq Group

Other Operating Expenses (Income), Net

Profit from increase to controlling stake in yes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of shares in Coral Tel Ltd.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of affiliate	(14)	-	-	-	-	-	-	-	-	(22)	(22)	-	-	-
Profit from the sale of property, plant and equipment (mainly real estate)	(1)	(44)	(417)	(11)	(36)	(508)	(9)	4	(6)	(7)	(18)	(125)	(2)	4
Profit from copper sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Provision (cancellation)-contingent liabilities, net	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Provision (cancellation) for early retirement agreement - Bezeq Fixed-Line	547	(25)	1	3	130	109	5	(5)	-	64	64	2	6	3
Provision (cancellation) for collective agreements at Telephone, Bezeq International and yes	12	45	-	45	77	167	-	(5)	-	14	9	-	-	1
Loss from the discontinuation of a software development project	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from settlement agreements	-	-	-	-	-	-	-	(9)	-	-	(9)	-	-	-
Provision for grant to fixed-line employees	-	-	-	-	-	-	-	-	-	40	40	-	-	-
Other (mainly legal claims)	90	(1)	2	2	8	11	1	(4)	(1)	14	10	(29)	(2)	(1)
Total other operating expenses (income), net	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)	103	74	(152)	2	7



NIS Millions

	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
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Bezeq Group - Financing Expenses

Financing Expenses (Income), Net														
Interest expense for financial liabilities	370	85	89	94	81	349	73	72	66	62	273	59	60	57
Costs for early repayment of loans and debentures	-	-	-	73	20	93	-	51	-	14	65	-	-	15
Financing expenses for lease commitments	26	6	7	9	7	29	7	7	7	9	30	9	10	9
Linkage and exchange rate differences	63	5	31	-	7	43	2	4	10	6	22	4	16	19
Financing expenses for employee benefits	9	12	18	42	17	89	(29)	29	8	-	8	3	2	4
Change in fair value of financial assets	-	3	3	3	-	9	-	4	-	7	11	-	3	2
Other financing expenses	5	2	1	3	6	12	2	2	3	-	7	2	1	3
Change in the liability for contingent consideration for a business combination	43	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Financing Expenses	516	113	149	224	138	624	55	169	94	98	416	77	92	109
Financing income from credit in sales	30	8	7	8	6	29	8	7	8	7	30	8	7	6
Other financing income	27	6	6	11	9	32	6	3	6	-	15	11	1	3
Financing income from debenture exchange	-	-	-	-	14	14	-	-	-	-	-	-	-	-
Change in fair value of financial assets	24	-	-	-	-	-	7	-	-	(7)	-	7	-	-
Total Financing Income	81	14	13	19	29	75	21	10	14	0	45	26	8	9
Total Financing Expenses, Net	435	99	136	205	109	549	34	159	80	98	371	51	84	100

Bezeq Group - Impairment of Assets

Impairment of Assets														
Loss from impairment (Bezeq International)	-	-	-	-	196	196	-	-	282	25	307	-	-	-
Loss (gain) from impairment (Walla)	37	-	-	-	-	-	-	-	(14)	-	(14)	-	-	-
Loss from impairment (Pelephone)	-	-	951	-	-	951	-	-	-	-	-	-	-	-
Loss from impairment (yes)	1,638	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	1,675	-	951	-	196	1,147	-	-	268	25	293	-	-	-

Bezeq Group - Salaries

Salaries														
Salaries and related expenses	2,571	N/A	N/A	N/A	N/A	2,472	N/A	N/A	N/A	N/A	2,439	N/A	N/A	N/A
Less: capitalized salaries to fixed and intangible assets	(579)	N/A	N/A	N/A	N/A	(539)	N/A	N/A	N/A	N/A	(548)	N/A	N/A	N/A
Net salaries	1,992					1,933					1,891			



(NIS millions)

Fixed-Line
Q3 2021

Cellular
Q3 2021

International
Q3 2021

TV (proforma)
Q3 2021

Other
Q3 2021

Adjustments
Q3 2021

Consolidated
Q3 2021

Bezeq Group - Operating Segments

Revenues from external sources	954	531	273	318	66	-	2,142
Inter-segment revenues	83	10	14	-	2	(109)	-
Total revenues	1,037	541	287	318	68	(109)	2,142
Depreciation, amortization and impairment	239	144	38	77	1	(33)	466
Operating profit (loss)	390	22	13	(11)	5	40	459
Total finance expenses (income), net	110	(11)	-	1	-	-	100
Profit (loss) before income tax	280	33	13	(12)	5	40	359
Income tax	61	10	3	-	1	-	75
Segment results – net profit (loss)	219	23	10	(12)	4	40	284



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Bezeq Fixed-Line																			
Key Income Statement Metrics (Revenues)																			
Total Revenues		4,244	4,196	1,043	1,020	1,025	3,088	985	4,073	1,018	1,044	1,042	3,104	1,055	4,159	1,054	1,039	1,037	3,130
	QoQ Change			1.7%	-2.2%	0.5%		-3.9%		3.4%	2.6%	-0.2%		1.2%		-0.1%	-1.4%	-0.2%	
	YoY Change	-3.2%	-1.1%	-1.9%	-4.1%	-1.7%		-4.0%	-2.9%	-2.4%	2.4%	1.7%	0.5%	7.1%	2.1%	3.5%	-0.5%	-0.5%	0.6%
Broadband Internet		1,544	1,596	397	396	393	1,186	392	1,578	395	402	408	1,205	417	1,622	398	403	407	1,208
	QoQ Change			0.3%	-0.3%	-0.8%		-0.3%		0.8%	1.8%	1.5%		2.2%		-4.6%	1.3%	1.0%	
	YoY Change	2.9%	3.4%	0.3%	-1.7%	-2.0%		-1.0%	-1.1%	-0.5%	1.5%	3.8%	1.6%	6.4%	2.8%	0.8%	0.2%	-0.2%	0.2%
Telephony		1,281	1,156	269	264	259	792	247	1,039	248	258	254	760	248	1,008	242	229	220	691
	QoQ Change			-4.3%	-1.9%	-1.9%		-4.6%		0.4%	4.0%	-1.6%		-2.4%		-2.4%	-5.4%	-3.9%	
	YoY Change	-8.0%	-9.8%	-10.9%	-9.3%	-8.2%		-12.1%	-10.1%	-7.8%	-2.3%	-1.9%	-4.0%	0.4%	-3.0%	-2.4%	-11.2%	-13.4%	-9.1%
Transmission & data		975	977	246	238	245	729	219	948	244	251	250	745	266	1,011	268	276	270	814
	QoQ Change			1.2%	-3.3%	2.9%		-10.6%		11.4%	2.9%	-0.4%		6.4%		0.8%	3.0%	-2.2%	
	YoY Change	-8.8%	0.2%	-0.4%	-2.5%	0.8%		-9.9%	-3.0%	-0.8%	5.5%	2.0%	2.2%	21.5%	6.6%	9.8%	10.0%	8.0%	9.3%
Cloud & digital services		230	260	71	68	69	208	66	274	72	70	71	213	75	288	82	76	80	238
	QoQ Change			12.7%	-4.2%	1.5%		-4.3%		9.1%	-2.8%	1.4%		5.6%		9.3%	-7.3%	5.3%	
	YoY Change	13.3%	13.0%	14.5%	3.0%	0.0%		4.8%	5.4%	1.4%	2.9%	2.9%	2.4%	13.6%	5.1%	13.9%	8.6%	12.7%	11.7%
Other		214	207	60	54	59	173	61	234	59	63	59	181	49	230	64	55	60	179
	QoQ Change			39.5%	-10.0%	9.3%		3.4%		-3.3%	6.8%	-6.3%		-16.9%		30.6%	-14.1%	9.1%	
	YoY Change	-2.3%	-3.3%	7.1%	-10.0%	22.9%		41.9%	13.0%	-1.7%	16.7%	0.0%	4.6%	-19.7%	-1.7%	8.5%	-12.7%	1.7%	-1.1%
Revenues from Residential Customers		2,232	2,101	N/A	N/A	N/A	N/A	N/A	2,029	N/A	N/A	N/A	N/A	N/A	2,033	N/A	N/A	N/A	N/A
	% of total revenues	52.6%	50.1%						49.8%						48.9%				
Revenues from Business Customers		2,012	2,095	N/A	N/A	N/A	N/A	N/A	2,044	N/A	N/A	N/A	N/A	N/A	2,126	N/A	N/A	N/A	N/A
	% of total revenues	47.4%	49.9%						50.2%						51.1%				
Key Income Statement Metrics																			
Depreciation & amortization		728	850	207	204	225	636	225	861	212	218	222	652	225	877	223	231	239	693
	QoQ Change			-4.6%	-1.4%	10.3%		0.0%		-5.8%	2.8%	1.8%		1.4%		-0.9%	3.6%	3.5%	
	YoY Change	1.5%	16.8%	1.5%	-3.3%	3.2%		3.7%	1.3%	2.4%	6.9%	-1.3%	2.5%	0.0%	1.9%	5.2%	6.0%	7.7%	6.3%
Salaries		891	912	233	231	224	688	223	911	229	224	225	678	241	919	233	233	237	703
	QoQ Change			6.4%	-0.9%	-3.0%		-0.4%		2.7%	-2.2%	0.4%		7.1%		-3.3%	0.0%	1.7%	
	YoY Change	-0.8%	2.4%	2.2%	-0.4%	-3.9%		1.8%	-0.1%	-1.7%	-3.0%	0.4%	-1.5%	8.1%	0.9%	1.7%	4.0%	5.3%	3.7%
Other operating expenses (income), net		(23)	614	(69)	(423)	(8)	(500)	94	(406)	(4)	(2)	(5)	(11)	79	68	(150)	6	8	(136)
Operating profit (loss)		1,971	1,224	531	875	440	1,846	296	2,142	439	464	446	1,349	356	1,705	593	407	390	1,390
	QoQ Change			N/M	64.8%	-49.7%		-32.7%		48.3%	5.7%	-3.9%		-20.2%		66.6%	-31.4%	-4.2%	
	YoY Change	-5.1%	-37.9%	12.3%	126.1%	-2.4%		N/M	75.0%	-17.3%	-47.0%	1.4%	-26.9%	20.3%	-20.4%	35.1%	-12.3%	-12.6%	3.0%
Finance expenses (income), net		403	470	106	141	207	454	115	569	49	163	91	303	100	403	68	90	110	268
	QoQ Change			-9.4%	33.0%	46.8%		-44.4%		-57.4%	232.7%	-44.2%		9.9%		-32.0%	32.4%	22.2%	
	YoY Change	-9.4%	16.6%	-12.4%	18.5%	83.2%		-1.7%	21.1%	-53.8%	15.6%	-56.0%	-33.3%	-13.0%	-29.2%	38.8%	-44.8%	20.9%	-11.6%
Income taxes		396	187	104	172	58	334	47	381	95	72	55	222	40	262	125	79	61	265
	QoQ Change			N/M	65.4%	-66.3%		-19.0%		102.1%	-24.2%	-23.6%		-27.3%		212.5%	-36.8%	-22.8%	
	YoY Change	-0.8%	-52.8%	16.9%	160.6%	-28.4%		N/M	103.7%	-8.7%	-58.1%	-5.2%	-33.5%	-14.9%	-31.2%	31.6%	9.7%	10.9%	19.4%
Net profit (loss) - reported		1,172	567	321	562	175	1,058	134	1,192	295	229	300	824	216	1,040	400	238	219	857
	QoQ Change			N/M	75.1%	-68.9%		-23.4%		120.1%	-22.4%	31.0%		-28.0%		85.2%	-40.5%	-8.0%	
	YoY Change	-4.9%	-51.6%	22.1%	178.2%	-31.9%		N/M	110.2%	-8.1%	-59.3%	71.4%	-22.1%	61.2%	-12.8%	35.6%	3.9%	-27.0%	4.0%
ADJUSTED NET PROFIT (LOSS)		1,155	1,040	268	236	169	673	206	879	292	227	296	816	277	1,092	290	248	228	766
EBITDA, reported		2,699	2,074	738	1,079	665	2,482	521	3,003	651	682	668	2,001	581	2,582	816	638	629	2,083
	QoQ Change			467.7%	46.2%	-38.4%		-21.7%		25.0%	4.8%	-2.1%		-13.0%		40.4%	-2.1%	-1.4%	
	YoY Change	-3.4%	-23.2%	9.0%	80.4%	-0.6%		300.8%	44.8%	-11.8%	-36.8%	0.5%	-19.4%	11.5%	-14.0%	25.3%	-6.5%	-5.8%	4.1%
ADJUSTED EBITDA		2,676	2,688	669	656	657	1,982	615	2,597	647	680	663	1,990	660	2,650	671	649	640	1,960
	QoQ Change			4.7%	-1.9%	0.2%		-6.4%		5.2%	5.1%	-2.5%		-0.5%		1.7%	-3.3%	-1.4%	
	YoY Change	-3.7%	0.4%	-3.7%	-4.5%	-1.5%		-3.8%	-3.4%	-3.3%	3.1%	0.0%	0.4%	7.3%	2.0%	3.3%	-4.6%	-3.5%	-1.5%
Key Cash Flow Metrics																			
Operating cash flow		2,225	2,206	471	416	484	1,371	476	1,847	611	334	561	1,506	600	2,106	510	354	567	1,431
	QoQ Change			-21.5%	-11.7%	16.3%		-1.7%		28.4%	-45.3%	68.0%		7.0%		-15.0%	-30.6%	60.2%	
	YoY Change	7.8%	-0.9%	-8.7%	-17.9%	-17.0%		-20.7%	-16.3%	29.7%	-19.7%	15.9%	9.8%	26.1%	14.0%	-16.5%	6.0%	1.1%	-5.0%
Capital expenditures, gross (cash)		825	976	210	333	145	688	193	881	200	201	272	673	237	910	312	285	314	911
	QoQ Change			-6.7%	58.6%	-56.5%		33.1%		3.6%	0.5%	35.3%		-12.9%		31.6%	-8.7%	10.2%	
	YoY Change	-1.1%	18.3%	2.4%	6.4%	-37.8%		-14.2%	-9.7%	-4.8%	-39.6%	87.6%	-2.2%	22.8%	3.3%	56.0%	41.8%	15.4%	35.4%
Proceeds from sale of assets		94	227	39	340	14	393	14	407	7	19	1	27	119	146	182	-	4	186
Capital expenditures, net		731	749	171	(7)	131	295	179	474	193	182	271	646	118	764	130	285	310	725
	QoQ Change			N/M	N/M	N/M		36.6%		7.8%	-5.7%	48.9%		-56.5%		10.2%	119.2%	8.8%	
	YoY Change	4.1%	2.5%	-13.6%	N/M	-41.8%		N/M	-36.7%	12.9%	N/M	N/M	119.0%	-34.1%	61.2%	-32.6%	56.6%	14.4%	12.2%
Lease payments (IFRS 16)		99		34	27	25	86	28	114	32	26	26	84	27	111	29	24	31	84
Free cash flow		1,494	1,358	266	396	328	990	269	1,259	386	126	264	776	455	1,231	351	45	226	622
	QoQ Change			-58.2%	48.9%	-17.2%		-18.0%		43.5%	-67.4%	109.5%		72.3%		-22.9%	-87.2%	402.2%	
	YoY Change	9.7%	-9.1%	-6.7%	270.1%	-0.6%		-57.7%	-7.3%	45.1%	-68.2%	-19.5%	-21.6%	69.1%	-2.2%	-9.1%	-64.3%	-14.4%	-19.8%
Ratios																			
Net margin		27.6%	13.5%	30.8%	55.1%	17.1%	34.3%	13.6%	29.3%	29.0%	21.9%	28.8%	26.5%	20.5%	25.0%	38.0%	22.9%	21.1%	27.4%
EBITDA margin		63.6%	49.4%	70.8%	105.8%	64.9%	80.4%	52.9%	73.7%	63.9%	65.3%	64.1%	64.5%	55.1%	62.1%	77.4%	61.4%	60.7%	66.5%
Capex/Sales		19.4%	23.3%	20.1%	32.6%	14.1%	22.3%	19.6%	21.6%	19.6%	19.3%	26.1%	21.7%	22.5%	21.9%	29.6%	27.4%	30.3%	29.1%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Bezeq Fixed-Line																			
Operating & general expenses																			
Total operating & general expenses		677	596	141	133	144	418	147	565	142	140	154	436	154	590	155	162	163	480
	QoQ Change			-16.1%	-5.7%	8.3%		2.1%		-3.4%	-1.4%	10.0%		0.0%		0.6%	4.5%	0.6%	
	YoY Change	-4.0%	-12.0%	0.7%	-8.3%	0.7%		-12.5%	-5.2%	0.7%	5.3%	6.9%	4.3%	4.8%	4.4%	9.2%	15.7%	5.8%	10.1%
Maintenance of buildings and sites		185	143	33	30	35	98	34	132	30	21	32	83	30	113	27	27	30	84
	QoQ Change			-17.5%	-9.1%	16.7%		-2.9%		-11.8%	-30.0%	52.4%		-6.3%		-10.0%	0.0%	11.1%	
	YoY Change	-2.1%	-22.7%	-2.9%	-3.2%	-7.9%		-15.0%	-7.7%	-9.1%	-30.0%	-8.6%	-15.3%	-11.8%	-14.4%	-10.0%	28.6%	-6.3%	1.2%
Interconnect & payments to telecom operators		118	108	25	24	25	74	23	97	25	30	30	85	30	115	28	25	23	76
	QoQ Change			-10.7%	-4.0%	4.2%		-8.0%		8.7%	20.0%	0.0%		0.0%		-6.7%	-10.7%	-8.0%	
	YoY Change	-9.2%	-8.5%	-10.7%	-11.1%	0.0%		-17.9%	-10.2%	0.0%	25.0%	20.0%	14.9%	30.4%	18.6%	12.0%	-16.7%	-23.3%	-10.6%
Marketing & general		188	183	39	34	37	110	36	146	39	41	41	121	38	159	40	51	48	139
	QoQ Change			-25.0%	-12.8%	8.8%		-2.7%		8.3%	5.1%	0.0%		-7.3%		5.3%	27.5%	-5.9%	
	YoY Change	-3.6%	-2.7%	-2.5%	-30.6%	-11.9%		-30.8%	-20.2%	0.0%	20.6%	10.8%	10.0%	5.6%	8.9%	2.6%	24.4%	17.1%	14.9%
Terminal equipment & materials		44	42	18	17	17	52	21	73	20	20	19	59	21	80	23	24	20	67
	QoQ Change			50.0%	-5.6%	0.0%		23.5%		-4.8%	0.0%	-5.0%		10.5%		9.5%	4.3%	-16.7%	
	YoY Change	-6.4%	-4.5%	63.6%	70.0%	88.9%		75.0%	73.8%	11.1%	17.6%	11.8%	13.5%	0.0%	9.6%	15.0%	20.0%	5.3%	13.6%
Services and maintenance by sub-contractors		73	83	18	19	21	58	24	82	21	22	24	67	27	94	28	27	33	88
	QoQ Change			-21.7%	5.6%	10.5%		14.3%		-12.5%	4.8%	9.1%		12.5%		3.7%	-3.6%	22.2%	
	YoY Change	1.4%	13.7%	-10.0%	-5.0%	5.0%		4.3%	-1.2%	16.7%	15.8%	14.3%	15.5%	12.5%	14.6%	33.3%	22.7%	37.5%	31.3%
Vehicle maintenance		69	37	8	9	9	26	9	35	7	6	8	21	8	29	9	8	9	26
	QoQ Change			-38.5%	12.5%	0.0%		0.0%		-22.2%	-14.3%	33.3%		0.0%		12.5%	-11.1%	12.5%	
	YoY Change	-4.2%	-46.4%	14.3%	12.5%	0.0%		-30.8%	-5.4%	-12.5%	-33.3%	-11.1%	-19.2%	-11.1%	-17.1%	28.6%	33.3%	12.5%	23.8%
Bezeq Fixed-Line																			
Adjusted EBITDA Calculation																			
EBITDA reported		2,699	2,074	738	1,079	665	2,482	521	3,003	651	682	668	2,001	581	2,582	816	638	629	2,083
Other operating expenses (income), net		(23)	614	(69)	(423)	(8)	(500)	94	-406	(4)	(2)	(5)	(11)	79	68	(150)	6	8	(136)
Stock-based compensation		-	-	-	-	-	-	-	-	-	-	-	-	-	-	5	5	3	13
ADJUSTED EBITDA		2,676	2,688	669	656	657	1,982	615	2,597	647	680	663	1,990	660	2,650	671	649	640	1,960
	QoQ Change				-1.9%	0.2%		-6.4%		5.2%	5.1%	-2.5%		-0.5%		1.7%	-3.3%	-1.4%	
	YoY Change		0.4%					-3.4%		-3.3%	3.7%	0.9%	0.4%	7.3%	2.0%	3.7%	-4.6%	-3.5%	-1.5%
ADJUSTED EBITDA Margin		63.1%	64.1%	64.1%	64.3%	64.1%	64.2%	62.4%	63.8%	63.6%	65.1%	63.6%	64.1%	62.6%	63.7%	63.7%	62.5%	61.7%	62.6%
Adjusted Net Profit Calculation																			
NET PROFIT reported		1,172	567	321	562	175	1,058	134	1,192	295	229	300	824	216	1,040	400	238	219	857
Other operating expenses (income), net		(17)	473	(53)	(326)	(6)	(385)	72	(313)	(3)	(2)	(4)	(8)	61	52	(115)	5	6	(104)
Stock-based compensation		-	-	-	-	-	-	-	-	-	-	-	-	-	-	5	5	3	13
ADJUSTED NET PROFIT		1,155	1,040	268	236	169	673	206	879	292	227	296	816	277	1,092	290	248	228	766
	QoQ Change				-11.8%	-28.5%		22.2%		41.4%	-22.1%	30.2%		-6.5%		4.8%	-14.6%	-7.9%	
	YoY Change		-9.9%					-15.4%		9.0%	-3.7%	75.4%	21.2%	34.1%	24.2%	-0.7%	8.9%	-23.0%	-6.1%



	(NIS millions)	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Pelephone																			
Key Income Statement Metrics (Revenues)																			
Total Revenues		2,546	2,443	578	570	612	1,760	602	2,362	573	535	545	1,653	533	2,186	570	576	541	1,687
	QoQ Change			-6.5%	-1.4%	7.4%		-1.6%		-4.8%	-6.6%	1.9%		-2.2%		6.9%	1.1%	-6.1%	
	YoY Change	-3.2%	-4.0%	-6.6%	-5.3%	1.3%		-2.6%	-3.3%	-0.9%	-6.1%	-10.9%	-6.1%	-11.5%	-7.5%	-0.5%	7.7%	-0.7%	2.1%
Service Revenues		1,782	1,755	417	430	446	1,293	2,169	1,709	405	394	396	1,195	396	1,591	392	409	417	1,218
	QoQ Change			-4.6%	3.1%	3.7%		386.3%		-81.3%	-2.7%	0.5%		0.0%		-1.0%	4.3%	2.0%	
	YoY Change	-2.0%	-1.5%	-3.2%	-1.8%	-0.7%		396.3%	-2.6%	-2.9%	-8.4%	-11.2%	-7.6%	-81.7%	-6.9%	-3.2%	3.8%	5.3%	1.9%
Equipment Revenues		764	688	161	140	166	467	186	653	168	141	149	458	137	595	178	167	124	469
	QoQ Change			-11.0%	-13.0%	18.6%		12.0%		-9.7%	-16.1%	5.7%		-8.1%		29.9%	-6.2%	-25.7%	
	YoY Change	-5.9%	-9.9%	-14.4%	-14.6%	7.1%		2.8%	-5.1%	4.3%	0.7%	-10.2%	-1.9%	-26.3%	-8.9%	6.0%	18.4%	-16.8%	2.4%
Revenues from Private Customers		1,541	1,415	N/A	N/A	N/A	N/A	N/A	1,334	N/A	N/A	N/A	N/A	N/A	1,194	N/A	N/A	N/A	N/A
	% of total revenues	60.5%	57.9%						56.5%										
Revenues from Business Customers		1,005	1,028	N/A	N/A	N/A	N/A	N/A	1,028	N/A	N/A	N/A	N/A	N/A	992	N/A	N/A	N/A	N/A
	% of total revenues	39.5%	42.1%						43.5%						45.4%				
Key Income Statement Metrics																			
Depreciation & amortization		383	655	157	156	157	470	163	633	150	151	147	448	151	599	142	144	144	430
	QoQ Change			-11.3%	-0.6%	0.6%		3.8%		-8.0%	0.7%	-2.6%		2.7%		-6.0%	1.4%	0.0%	
	YoY Change	0.8%	71.0%	-0.6%	-1.9%	-2.5%		-7.9%	-3.4%	-4.5%	-3.2%	-6.4%	-4.7%	-7.4%	-5.4%	-5.3%	-4.6%	-2.0%	-4.0%
Salaries		384	379	94	95	89	278	95	373	90	70	79	239	85	324	79	79	76	234
	QoQ Change			4.4%	1.1%	-6.3%		6.7%		-5.3%	-22.2%	12.9%		7.6%		-7.1%	0.0%	-3.8%	
	YoY Change	1.6%	-1.3%	-6.0%	0.0%	-5.3%		5.6%	-1.6%	-4.3%	-26.3%	-11.2%	-14.0%	-10.5%	-13.1%	-12.2%	12.9%	-3.8%	-2.1%
Operating & general expenses		1,698	1,402	337	324	348	1,009	364	1,373	345	326	346	1,017	312	1,329	352	341	299	992
	QoQ Change			-4.8%	-3.9%	7.4%		4.6%		-5.2%	-5.5%	6.1%		-9.8%		12.8%	-3.1%	-12.3%	
	YoY Change	-7.6%	-17.4%	-6.1%	-6.1%	1.2%		2.8%	-2.1%	2.4%	0.6%	-0.6%	0.8%	-14.3%	-3.2%	2.0%	4.6%	-13.6%	-2.5%
Other operating expenses (income)		9	9	-	3	2	5	77	82	1	(4)	-	(3)	21	18	-	(3)	-	(3)
Total operating expenses		2,474	2,445	588	578	596	1,762	699	2,461	586	543	572	1,701	569	2,270	573	561	519	1,653
Operating profit (loss)		72	(2)	(10)	(8)	16	(2)	(97)	(99)	(13)	(8)	(27)	(48)	(36)	(84)	(3)	15	22	34
	QoQ Change			150.0%	-20.0%	N/M		N/M		-86.6%	-38.5%	237.5%		33.3%		-91.7%	N/M	46.7%	
	YoY Change	125.0%	N/M	N/M	N/M	N/M		2325.0%	4850.0%	30.0%	0.0%	N/M	2300.0%	-62.9%	-15.2%	-76.9%	N/M	N/M	N/M
Net profit (loss) - reported		95	24	2	2	18	22	(69)	(47)	(2)	1	(12)	(13)	(12)	(25)	8	20	23	51
	QoQ Change			0.0%	0.0%	800.0%		N/M		-97.1%	N/M	N/M		0.0%		N/M	150.0%	15.0%	
	YoY Change	55.7%	-74.7%	-77.8%	-71.4%	200.0%		N/M	-295.8%	N/M	-50.0%	-166.7%	N/M	-82.6%	-46.8%	N/M	1900.0%	N/M	N/M
ADJUSTED NET PROFIT (LOSS)		102	31	2	4	20	26	(10)	16	(1)	(2)	(12)	(15)	4	(11)	9	19	24	52
	QoQ Change			-27.8%	115.5%	353.4%		N/M		-87.3%	69.1%	476.9%		N/M		115.8%	107.7%	28.4%	
	YoY Change		-69.7%	-77.8%	-44.5%	71.6%		N/M	-47.8%	-161.5%	N/M	-161.4%	N/M	N/M	-169.0%	-831.7%	N/M	N/M	N/M
EBITDA reported		455	653	147	148	173	468	66	534	137	143	120	400	115	515	139	159	166	464
	QoQ Change			-15.0%	0.7%	16.9%		-61.8%		107.6%	4.4%	-16.1%		-4.2%		20.9%	14.4%	4.4%	
	YoY Change	10.4%	43.5%	-8.1%	-8.1%	8.8%		-61.8%	-18.2%	-6.8%	-3.4%	-30.6%	-14.5%	74.2%	-3.6%	1.5%	11.2%	38.3%	16.0%
ADJUSTED EBITDA		464	662	147	151	175	473	143	616	138	139	120	397	136	533	140	157	167	464
Key Cash Flow Metrics																			
Operating cash flow		605	770	195	136	200	531	146	677	164	149	143	456	241	697	72	149	185	406
	QoQ Change			25.0%	-30.3%	47.1%		-27.0%		12.3%	-9.1%	-4.0%		68.5%		-70.1%	106.9%	24.2%	
	YoY Change	4.0%	27.3%	-18.4%	-24.9%	3.1%		-6.4%	-12.1%	-15.9%	9.6%	-28.5%	-14.1%	65.1%	3.0%	-56.1%	0.0%	29.4%	-11.0%
Capital expenditures, gross (cash)		310	310	63	83	72	218	75	293	65	73	100	238	81	319	71	60	68	199
	QoQ Change			-19.2%	31.7%	-13.3%		4.2%		-13.3%	12.3%	37.0%		-19.0%		-12.3%	-15.5%	13.3%	
	YoY Change	27.6%	0.0%	-8.7%	-7.8%	-1.4%		-3.8%	-5.5%	3.2%	-12.0%	38.9%	9.2%	8.0%	8.9%	9.2%	-17.8%	-32.0%	-16.4%
Capital expenditures, net (cash)		309	306	63	82	72	217	75	292	65	73	100	238	80	318	71	60	68	199
	QoQ Change			-19.2%	30.2%	-12.2%		4.2%		-13.3%	12.3%	37.0%		-20.0%		-11.3%	-15.5%	13.3%	
	YoY Change	28.2%	-1.0%	-8.7%	-8.9%	4.3%		-3.8%	-4.6%	3.2%	-11.0%	38.9%	9.7%	6.7%	8.9%	9.2%	-17.8%	-32.0%	-16.4%
Lease payments (IFRS 16)		-	259	69	46	76	191	51	242	67	48	67	182	48	230	60	53	52	165
Free cash flow		296	205	63	8	52	123	20	143	32	28	(24)	36	113	149	(59)	36	65	42
	QoQ Change			687.5%	-87.3%	550.0%		-61.5%		60.0%	-12.5%	N/M		N/M		N/M	N/M	80.6%	
	YoY Change	-13.2%	-30.7%	-33.7%	-80.5%	-14.8%		150.0%	-30.2%	-49.2%	250.0%	N/M	-70.7%	465.0%	4.2%	N/M	N/M	N/M	16.7%
Ratios																			
Net margin		3.7%	1.0%	0.3%	0.4%	2.9%	1.3%	-11.5%	-2.0%	-0.3%	0.2%	-2.2%	-0.8%	-2.3%	-1.1%	1.4%	3.5%	4.3%	3.0%
EBITDA margin		17.9%	26.8%	25.4%	25.9%	28.3%	26.6%	11.0%	22.6%	23.9%	26.7%	22.0%	24.2%	21.6%	23.6%	24.4%	27.6%	30.7%	27.5%
Capex/Sales		12.2%	12.7%	10.9%	14.6%	11.8%	12.4%	12.5%	12.4%	11.3%	13.6%	18.3%	14.4%	15.2%	14.6%	12.5%	10.4%	12.6%	11.8%



(NIS millions)		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Bezeq International																			
Key Income Statement Metrics																			
Total Revenues		1,537	1,391	341	339	329	1,009	330	1,339	317	314	315	946	325	1,271	312	310	287	909
	QoQ Change			-7.8%	-0.6%	-2.9%		0.3%		-3.9%	-0.9%	0.3%		3.2%		-4.0%	-0.6%	-7.4%	
	YoY Change		-9.5%	-3.1%	0.9%	-1.2%		-10.8%	-3.7%	-7.0%	-7.4%	-4.3%	-6.2%	-1.5%	-5.1%	-1.6%	-1.3%	-8.9%	-3.9%
Revenues from Internet services		670	659	N/A	N/A	N/A	N/A	N/A	632	N/A	N/A	N/A	N/A	N/A	596	N/A	N/A	N/A	N/A
	% of total revenues	43.6%	47.4%						47.2%						46.9%				
Revenues from Voice and Business services (Data, ICT, PBX)		867	732	N/A	N/A	N/A	N/A	N/A	707	N/A	N/A	N/A	N/A	N/A	675	N/A	N/A	N/A	N/A
	% of total revenues	56.4%	52.6%						52.8%						53.1%				
Revenues from Private Customers		488	468	N/A	N/A	N/A	N/A	N/A	441	N/A	N/A	N/A	N/A	N/A	401	N/A	N/A	N/A	N/A
	% of total revenues	31.8%	33.6%						32.9%						31.5%				
Revenues from Business Customers		1,049	923	N/A	N/A	N/A	N/A	N/A	898	N/A	N/A	N/A	N/A	N/A	870	N/A	N/A	N/A	N/A
	% of total revenues	68.2%	66.4%						67.1%						68.5%				
Key Income Statement Metrics																			
Depreciation & amortization		135	194	46	46	47	139	51	190	43	38	42	123	26	149	49	46	38	133
	QoQ Change			-23.3%	0.0%	2.2%		8.5%		-15.7%	-11.6%	10.5%		-38.1%		88.5%	-6.1%	-17.4%	
	YoY Change		43.7%	7.0%	2.2%	2.2%		-15.0%	-2.1%	-6.5%	-17.4%	-10.6%	-11.5%	-49.0%	-21.6%	14.0%	21.1%	-9.5%	8.1%
Salaries		328	300	68	67	64	199	62	261	64	62	63	189	59	248	60	58	59	177
	QoQ Change			-2.9%	-1.5%	-4.5%		-3.1%	3.2%	-3.1%	1.6%			-6.3%		1.7%	-3.3%	1.7%	
	YoY Change		-8.5%	-19.0%	-10.7%	-9.9%		-11.4%	-13.0%	-5.9%	-7.5%	-1.6%	-5.0%	-4.8%	-5.0%	-6.3%	-6.5%	-6.3%	-6.3%
Operating & general expenses		915	812	201	203	213	617	210	827	181	187	203	571	231	802	211	191	179	581
	QoQ Change			-12.2%	1.0%	4.9%		-1.4%		-13.8%	3.3%	8.6%		13.8%		-8.7%	-9.5%	-6.3%	
	YoY Change		-11.3%	2.0%	4.1%	11.5%		-8.3%	1.8%	-10.0%	-7.9%	-4.7%	-7.5%	10.0%	-3.0%	16.6%	2.1%	-11.8%	1.8%
Other operating expenses (income)		3	8	-	16	45	61	196	257	-	-	282	282	31	313	-	(1)	(2)	(3)
Total operating expenses		1,381	1,314	315	332	369	1,016	519	1,535	288	287	590	1,165	347	1,512	320	294	274	888
Operating profit (loss)		156	77	26	7	(40)	(7)	(189)	(196)	29	27	(275)	(219)	(22)	(241)	(8)	16	13	21
	QoQ Change			333.3%	-73.1%	N/M		372.5%		-115.3%	-6.9%	N/M		-92.0%		-63.6%	N/M	-18.8%	
	YoY Change		-50.6%	0.0%	-68.2%	N/M		N/M	N/M	11.5%	285.7%	587.5%	N/M	-88.4%	23.0%	N/M	-40.7%	N/M	N/M
Net profit (loss) - reported		115	51	20	4	(32)	(8)	(149)	(157)	22	21	(305)	(262)	(13)	(275)	(8)	11	10	13
	QoQ Change			300.0%	-80.0%	N/M		365.6%		-114.8%	-4.5%	N/M		-95.7%		-38.5%	N/M	-9.1%	
	YoY Change		-55.7%	11.1%	-71.4%	N/M		N/M	N/M	10.0%	425.0%	853.1%	N/M	-91.3%	75.2%	N/M	-47.6%	N/M	N/M
ADJUSTED NET PROFIT		117	57	20	16	3	39	2	41	22	21	(23)	20	18	38	(7)	11	9	13
	QoQ Change			126.0%	-18.4%	-83.8%		N/M		1045.8%	-4.5%	N/M		N/M		N/M	N/M	-18.2%	
	YoY Change		-51.3%	2.4%	23.4%	-82.9%		-78.3%	-28.5%	10.0%	28.7%	N/M	-48.7%	837.5%	-7.1%	N/M	-47.6%	N/M	-35.0%
EBITDA reported		291	271	72	53	7	132	(138)	(6)	72	65	(233)	(96)	4	(92)	41	62	51	154
	QoQ Change			9.1%	-26.4%	-86.8%		N/M		-152.2%	-9.7%	N/M		N/M		925.0%	51.2%	-17.7%	
	YoY Change		-6.9%	4.3%	-20.9%	-89.9%		N/M	-102.2%	0.0%	22.6%	N/M	N/M	N/M	1433.3%	-43.1%	-4.6%	N/M	N/M
ADJUSTED EBITDA		294	279	72	69	52	193	58	251	72	65	49	186	35	221	42	62	50	154
	QoQ Change			1.4%	-4.2%	-24.6%		11.5%		24.1%	-9.7%	-24.6%		-28.6%		20.0%	47.6%	-19.4%	
	YoY Change		-5.1%	1.4%	4.5%	-26.8%		-18.3%	-10.0%	0.0%	-5.8%	-5.8%	-3.6%	-39.7%	-12.0%	-41.7%	-4.6%	2.0%	-17.2%
Key Cash Flow Metrics																			
Operating cash flow		277	300	56	48	64	168	87	255	60	48	47	155	75	230	61	26	96	183
	QoQ Change			-47.2%	-14.3%	33.3%		35.9%		-31.0%	-20.0%	-2.1%		59.6%		-18.7%	-57.4%	269.2%	
	YoY Change		8.3%	-16.4%	-11.1%	-12.3%		-17.9%	-15.0%	7.1%	0.0%	-26.6%	-7.7%	-13.8%	-9.8%	1.7%	-45.8%	104.3%	18.1%
Capital expenditures, gross (cash)		142	127	33	34	40	107	21	128	34	33	28	95	21	116	30	28	27	85
	QoQ Change			26.9%	3.0%	17.6%		-47.5%		61.9%	-2.9%	-15.2%		-25.0%		42.9%	-6.7%	-3.6%	
	YoY Change		-10.6%	6.5%	-22.7%	53.8%		-19.2%	0.8%	3.0%	-2.9%	-30.0%	-11.2%	0.0%	-9.4%	-11.8%	-15.2%	-3.6%	-10.5%
Capital expenditures, net (cash)		139	126	33	34	40	107	21	128	34	33	28	95	21	116	30	27	27	84
	QoQ Change			26.9%	3.0%	17.6%		-47.5%		61.9%	-2.9%	-15.2%		-25.0%		42.9%	-10.0%	0.0%	
	YoY Change		-9.4%	6.5%	-22.7%	60.0%		-19.2%	1.6%	3.0%	-2.9%	-30.0%	-11.2%	0.0%	-9.4%	-11.8%	-18.2%	-3.6%	-11.6%
Lease payments (IFRS 16)		-	36	8	8	8	24	8	32	8	8	7	23	7	30	8	9	9	26
Free cash flow		138	138	15	6	16	37	58	95	18	7	12	37	47	84	23	(10)	60	73
	QoQ Change			-79.2%	-60.0%	166.7%		262.5%		-69.0%	-61.1%	71.4%		291.7%		-51.1%	N/M	N/M	
	YoY Change		0.0%	-44.4%	500.0%	-57.9%		-19.4%	-31.2%	20.0%	16.7%	-25.0%	0.0%	-19.0%	-11.6%	27.8%	-242.9%	400.0%	97.3%
Ratios																			
Net margin		7.5%	3.7%	5.9%	1.2%	-9.7%	-0.8%	-45.2%	-11.7%	6.9%	6.7%	-96.8%	-27.7%	-4.0%	-21.6%	-2.6%	3.5%	3.5%	1.4%
EBITDA margin		18.9%	19.5%	21.1%	15.6%	2.1%	13.1%	-41.8%	-0.4%	22.7%	20.7%	-74.0%	-10.1%	1.2%	-7.2%	13.1%	20.0%	17.8%	16.9%
Capex/Sales		9.2%	9.1%	9.7%	10.0%	12.2%	10.6%	6.4%	9.6%	10.7%	10.5%	8.9%	10.0%	6.5%	9.1%	9.6%	9.0%	9.4%	9.4%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
yes - Reported																			
Key Income Statement Metrics																			
Revenues		1,650	1,473	343	337	334	1,014	331	1,345	338	319	313	970	317	1,287	315	315	318	948
	QoQ Change			-3.7%	-1.7%	-0.9%		-0.9%		2.1%	-5.6%	-1.9%		1.3%		-0.6%	0.0%	1.0%	
	YoY Change	-5.4%	-10.7%	-8.5%	-10.1%	-9.0%		-7.0%	-8.7%	-1.5%	-5.3%	-6.3%	-4.3%	-4.2%	-4.3%	-6.8%	-1.3%	1.6%	-2.3%
Depreciation, amortization & impairment		285	323	55	68	50	173	46	219	44	50	50	144	59	203	61	45	45	151
	QoQ Change			-34.5%	23.6%	-26.5%		-8.0%		-4.3%	13.6%	0.0%		18.0%		3.4%	-26.2%	0.0%	
	YoY Change	-3.7%	13.3%	-30.4%	-13.9%	-38.3%		-45.2%	-32.2%	-20.0%	-26.5%	0.0%	-16.8%	28.3%	-7.3%	38.6%	-10.0%	-10.0%	4.9%
Salaries		245	233	56	54	52	162	54	216	54	48	50	152	51	203	50	45	44	139
	QoQ Change			-5.1%	-3.6%	-3.7%		3.8%		0.0%	-11.1%	4.2%		2.0%		-2.0%	-10.0%	-2.2%	
	YoY Change	-1.6%	-4.9%	-3.4%	-10.0%	-7.1%		-8.5%	-7.3%	-3.6%	-11.1%	-3.8%	-6.2%	-5.6%	-6.0%	-7.4%	-6.3%	-12.0%	-8.6%
Operating, general & impairment expenses		957	956	234	248	211	693	230	923	231	210	195	636	221	857	212	203	198	613
	QoQ Change			-4.1%	6.0%	-14.9%		9.0%		0.4%	-9.1%	-7.1%		13.3%		-4.1%	-4.2%	-2.5%	
	YoY Change	1.1%	-0.1%	-1.3%	0.8%	-7.9%		-5.7%	-3.5%	-1.3%	-15.3%	-7.6%	-8.2%	-3.9%	-7.2%	-8.2%	-3.3%	1.5%	-3.6%
Loss from impairment of assets		-	1,100	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other operating expenses (income), net		-	17	43	(9)	1	35	7	42	-	(12)	-	(12)	(3)	(15)	(2)	-	1	(1)
Total operating expenses		1,487	1,529	388	361	314	1,063	337	1,400	329	296	295	920	328	1,248	321	293	288	902
Operating profit (loss)		163	(1,156)	(45)	(24)	20	(49)	(6)	(55)	9	23	18	50	(11)	39	(6)	22	30	46
	QoQ Change			N/M	-46.7%	N/M		N/M		N/M	155.6%	-21.7%		N/M		-45.5%	N/M	36.4%	
	YoY Change	-38.3%	N/M	4400.0%	41.2%	1900.0%		-99.5%	-95.2%	N/M	N/M	-10.0%	N/M	83.3%	-170.9%	N/M	-4.3%	66.7%	-8.0%
Finance expenses (income), net		71	(11)	5	2	4	11	1	12	(5)	4	1	0	13	13	(7)	4	1	(2)
	QoQ Change			N/M	-60.0%	100.0%		-75.0%		N/M	N/M	-75.0%		1200.0%		N/M	N/M	-75.0%	
	YoY Change	22.4%	N/M	N/M	N/M	33.3%		N/M	N/M	N/M	100.0%	-75.0%	N/M	1200.0%	N/M	40.0%	0.0%	0.0%	N/M
Net profit (loss) - reported		(244)	(1,148)	(50)	(27)	15	(62)	(7)	(69)	14	18	16	48	(24)	24	-	18	29	47
	QoQ Change			-95.6%	-46.0%	N/M		N/M		N/M	28.6%	-11.1%		N/M		N/M	N/M	61.1%	
	YoY Change	N/M	370.5%	N/M	170.0%	N/M		-99.4%	-94.0%	N/M	N/M	6.7%	N/M	242.9%	-134.8%	N/M	0.0%	81.3%	-2.1%
EBITDA reported		448	(833)	10	44	70	124	40	164	53	73	68	194	48	242	55	67	75	197
	QoQ Change			N/M	340.0%	59.1%		-42.9%		32.5%	37.7%	-6.8%		-29.4%		14.6%	21.8%	11.9%	
	YoY Change	-20.0%	N/M	-87.2%	-29.0%	-14.6%		N/M	N/M	430.0%	65.9%	-2.9%	56.5%	20.0%	47.6%	3.8%	-8.2%	10.3%	1.5%
ADJUSTED EBITDA		448	284	53	35	71	159	47	206	53	61	68	182	45	227	53	68	76	197
Key Cash Flow Metrics																			
Operating cash flow		430	226	53	22	37	112	31	143	41	39	69	149	14	163	62	56	73	191
	QoQ Change			15.2%	-58.5%	68.2%		-16.2%		32.3%	-4.9%	76.9%		-79.7%		342.9%	-9.7%	30.4%	
	YoY Change	-31.6%	-47.4%	-38.4%	-63.3%	8.8%		-32.6%	-36.7%	-22.6%	77.3%	86.5%	33.0%	-54.8%	14.0%	51.2%	43.6%	5.8%	28.2%
Capital expenditures, gross (cash)		235	298	64	74	69	207	32	239	37	41	38	116	26	142	43	43	39	125
	QoQ Change			-22.0%	15.6%	-6.8%		-53.6%		15.6%	10.8%	-7.3%		-31.6%		65.4%	0.0%	-9.3%	
	YoY Change	12.4%	26.8%	3.2%	-1.3%	-12.7%		-61.0%	-19.8%	-42.2%	-44.6%	-44.9%	-44.0%	-18.8%	-40.6%	16.2%	4.9%	2.6%	7.8%
Capital expenditures, net (cash)		234	297	64	73	69	206	32	238	37	40	38	115	26	141	43	42	38	123
	QoQ Change			-21.0%	14.1%	-5.5%		-53.6%		15.6%	8.1%	-5.0%		-31.6%		65.4%	-2.3%	-9.5%	
	YoY Change	12.5%	26.9%	3.2%	-2.7%	-12.7%		-60.5%	-19.9%	-42.2%	-45.2%	-44.9%	-44.2%	-18.8%	-40.8%	16.2%	5.0%	0.0%	7.0%
Lease payments (IFRS 16)		-	31	8	7	8	23	7	30	7	7	6	20	6	26	6	7	6	19
Free cash flow		196	(102)	(19)	(58)	(40)	(117)	(8)	(125)	(3)	(8)	25	14	(18)	(4)	13	7	29	49
	QoQ Change			-53.7%	205.3%	-31.0%		-80.0%		-62.5%	166.7%	N/M		N/M		N/M	-46.2%	314.3%	
	YoY Change	-53.4%	N/M	N/M	152.2%	-25.9%		-80.5%	22.5%	-84.2%	-86.2%	N/M	N/M	125.0%	-96.8%	N/M	N/M	16.0%	250.0%
Ratios																			
Net margin		(14.8%)	(77.9%)	(14.6%)	(8.0%)	4.5%	(6.1%)	(2.1%)	(5.1%)	4.1%	5.6%	5.1%	4.9%	(7.6%)	1.9%	0.0%	5.7%	9.1%	5.0%
EBITDA margin		27.2%	(56.6%)	2.9%	13.1%	21.0%	12.2%	12.1%	12.2%	15.7%	22.9%	21.7%	20.0%	15.1%	18.8%	17.5%	21.3%	23.6%	20.8%
Capex/Sales		14.2%	20.2%	18.7%	22.0%	20.7%	20.4%	9.7%	17.8%	10.9%	12.9%	12.1%	12.0%	8.2%	11.0%	13.7%	13.7%	12.3%	13.2%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
yes - Proforma (Excluding Impairment Loss)																			
Key Income Statement Metrics																			
Revenues		1,650	1,473	343	337	334	1,014	331	1,345	338	319	313	970	317	1,287	315	315	318	948
	QoQ Change				-1.7%	-0.9%		-0.9%		2.1%	-5.6%	-1.9%		1.3%		-0.6%	0.0%	1.0%	
	YoY Change		-10.7%	-8.5%	-10.1%	-9.0%		-7.0%	-8.7%	-1.5%	-5.3%	-6.3%	-4.3%	-4.2%	-4.3%	-6.8%	-1.3%	1.6%	-2.3%
Depreciation & amortization		285	323	78	81	93	252	82	334	76	78	76	230	80	310	75	75	77	227
	QoQ Change				3.8%	14.8%		-11.8%		-7.3%	2.6%	-2.6%		5.3%		-6.3%	0.0%	2.7%	
	YoY Change		13.3%	-1.3%	2.5%	14.8%		-2.4%	3.4%	-2.6%	-3.7%	-18.3%	-8.7%	-2.4%	-7.2%	-1.3%	-3.8%	1.3%	-1.3%
Salaries		245	233	55	51	50	156	53	209	51	47	48	146	49	195	47	44	43	134
	QoQ Change				-7.3%	-2.0%		6.0%		-3.8%	-7.8%	2.1%		2.1%		-4.1%	-6.4%	-2.3%	
	YoY Change		-4.9%	-5.2%	-15.0%	-10.7%		-10.2%	-10.3%	-7.3%	-7.8%	-4.0%	-6.4%	-7.5%	-6.7%	-7.8%	-6.4%	-10.4%	-8.2%
Operating & general expenses		957	956	226	222	219	667	228	895	222	212	204	638	200	838	213	199	208	620
	QoQ Change				-1.8%	-1.4%		4.1%		-2.6%	-4.5%	-3.8%		-2.0%		6.5%	-6.6%	4.5%	
	YoY Change		-0.1%	-4.6%	-9.8%	-4.4%		-6.6%	-6.4%	-1.8%	-4.5%	-6.8%	-4.3%	-12.3%	-6.4%	-4.1%	-6.1%	2.0%	-2.8%
Other operating expenses (income), net		-	17	43	(9)	1	35	7	42	-	(12)	1	(11)	(3)	(14)	(2)	-	1	(1)
	QoQ Change					N/M		600.0%		N/M	N/M	N/M		N/M		-33.3%	N/M	N/M	
	YoY Change		N/M			N/M		-12.5%	147.1%	N/M	33.3%	0.0%	-131.4%	N/M	N/M	N/M	N/M	0.0%	-90.9%
Total operating expenses		1,487	1,529	402	345	363	1,110	370	1,480	349	325	329	1,003	326	1,329	333	318	329	980
Operating profit (loss)		163	(56)	(59)	(8)	(29)	(96)	(39)	(135)	(11)	(6)	(16)	(33)	(9)	(42)	(18)	(3)	(11)	(32)
	QoQ Change				-86.4%	262.5%		34.5%		-71.8%	-45.5%	166.7%		-43.8%		100.0%	-83.3%	266.7%	
	YoY Change		N/M		-52.9%	N/M		0.0%	141.1%	-81.4%	-25.0%	-44.8%	-65.6%	-76.9%	-68.9%	63.6%	-50.0%	-31.3%	-3.0%
Finance expenses (income), net		71	(11)	5	2	4	11	1	12	(5)	4	1	0	13	13	(7)	4	1	(2)
	QoQ Change					100.0%		-75.0%		N/M	N/M	-75.0%		1200.0%		N/M	N/M	-75.0%	
	YoY Change		N/M			33.3%		N/M	N/M	N/M	100.0%	-75.0%	-100.0%	N/M	N/M	40.0%	0.0%	0.0%	N/M
Net profit (loss) - reported		(244)	(48)	(64)	(11)	(34)	(109)	(40)	(149)	(6)	(11)	(18)	(35)	(22)	(57)	(12)	(7)	(12)	(31)
	QoQ Change				-82.8%	209.1%		17.6%		-85.0%	83.3%	63.6%		22.2%		-45.5%	-41.7%	71.4%	
	YoY Change		-80.3%	10.0%	1600.0%			8.1%	210.4%	-90.6%	0.0%	-47.1%	-67.9%	-45.0%	-61.7%	100.0%	-36.4%	-33.3%	-11.4%
ADJUSTED NET PROFIT (LOSS)		(244)	(31)	(21)	(20)	(33)	(74)	(33)	(107)	(6)	(23)	(17)	(46)	(25)	(71)	(13)	(6)	(10)	(29)
	QoQ Change				-4.8%	65.0%		0.0%		-81.8%	283.3%	-26.1%		47.1%		-48.0%	-53.8%	66.7%	
	YoY Change		-87.3%	N/M	566.7%	1550.0%		13.8%	245.2%	-71.4%	15.0%	-48.5%	-37.8%	-24.2%	-33.6%	116.7%	-73.9%	-41.2%	-37.0%
EBITDA		448	267	19	73	64	156	43	199	65	72	60	197	71	268	57	72	66	195
	QoQ Change				284.2%	-12.3%		-32.8%		51.2%	10.8%	-16.7%		18.3%		-19.7%	26.3%	-8.3%	
	YoY Change		-40.4%	-75.6%	17.7%	-22.0%		-4.4%	-25.5%	242.1%	-1.4%	-6.3%	26.3%	65.1%	34.7%	-12.3%	0.0%	10.0%	-1.0%
ADJUSTED EBITDA		448	284	62	64	65	191	50	241	65	60	61	186	68	254	56	73	68	197
	QoQ Change				17.0%	3.2%		-23.1%		30.0%	-7.7%	1.7%		11.5%		-17.6%	30.4%	-6.8%	
	YoY Change		-36.6%	-22.5%	-7.2%	-20.7%		-5.7%	-15.1%	4.8%	-6.3%	-6.2%	-2.6%	36.0%	5.4%	-13.8%	21.7%	11.5%	5.9%



	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021
Key Subsidiary Companies (Pelephone, Bezeq International, yes - proforma)																		
Adjusted EBITDA - Key Subsidiary Companies																		
Pelephone - Reported EBITDA	455	653	147	148	173	468	66	534	137	143	120	400	115	515	139	159	166	464
Other operating expenses (income), net	9	9	-	3	2	5	77	82	1	(4)	-	(3)	21	18	-	(3)	-	(3)
Stock based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
Pelephone Adjusted EBITDA	464	662	147	151	175	473	143	616	138	139	120	397	136	533	140	157	167	464
QoQ Change			-15.5%	2.7%	15.9%		-18.3%		-3.5%	0.7%	-13.7%		13.3%		2.9%	12.1%	6.4%	
YoY Change		42.7%	-8.1%	-6.8%	5.4%		-17.8%	-6.9%	-6.1%	-7.9%	-31.4%	-16.1%	-4.9%	-13.5%	1.4%	12.9%	39.2%	16.9%
Pelephone Adjusted EBITDA Margin	18.2%	27.1%	25.4%	26.5%	28.6%	26.9%	23.8%	26.1%	24.1%	26.0%	22.0%	24.0%	25.5%	24.4%	24.6%	27.3%	30.9%	27.5%
Bezeq International - Reported EBITDA	291	271	72	53	7	132	(138)	(6)	72	65	(233)	(96)	4	(92)	41	62	51	154
Other operating expenses (income), net	3	8	-	16	45	61	196	257	-	-	282	282	31	313	-	(1)	(2)	(3)
Stock based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
Bezeq International Adjusted EBITDA	294	279	72	69	52	193	58	251	72	65	49	186	35	221	42	62	50	154
QoQ Change			1.4%	-4.2%	-24.6%		11.5%		24.1%	-9.7%	-24.6%		-28.6%		20.0%	47.6%	-19.4%	
YoY Change		-5.1%	1.4%	4.5%	-26.8%		-18.3%	-10.0%	0.0%	-5.8%	-5.8%	-3.6%	-39.7%	-12.0%	-41.7%	-4.6%	2.0%	-17.2%
Bezeq International Adjusted EBITDA Margin	19.1%	20.1%	21.1%	20.4%	15.8%	19.1%	17.6%	18.7%	22.7%	20.7%	15.6%	19.7%	10.8%	17.4%	13.5%	20.0%	17.4%	16.9%
yes - Proforma EBITDA	448	267	19	73	64	156	43	199	65	72	60	197	71	268	57	72	66	195
Other operating expenses (income), net	-	17	43	(9)	1	35	7	42	0	(12)	1	(11)	(3)	(14)	(2)	-	1	(1)
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
yes Adjusted EBITDA	448	284	62	64	65	191	50	241	65	60	61	186	68	254	56	73	68	197
QoQ Change			17.0%	3.2%	1.6%		-23.1%		30.0%	-7.7%	1.7%		11.5%		-17.6%	30.4%	-6.8%	
YoY Change		-36.6%	-22.5%	-7.2%	-20.7%		-5.7%	-15.1%	4.8%	-6.3%	-6.2%	-2.6%	36.0%	5.4%	-13.8%	21.7%	11.5%	5.9%
yes Adjusted EBITDA Margin	27.2%	19.3%	18.1%	19.0%	19.5%	18.8%	15.1%	17.9%	19.2%	18.8%	19.5%	19.2%	21.5%	19.7%	17.8%	23.2%	21.4%	20.8%
Adjusted Net Profit - Key Subsidiary Companies																		
Pelephone - Reported net profit (loss)	95	24	2	2	18	22	-69	(47)	(2)	1	(12)	(13)	(12)	(25)	8	20	23	51
Other operating expenses (income), net	7	7	-	2	2	4	59	63	1	(3)	-	(2)	16	14	-	(2)	-	(2)
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
Pelephone Adjusted Net Profit (Loss)	102	31	2	4	20	26	(10)	16	(1)	(2)	(12)	(15)	4	(11)	9	19	24	52
QoQ Change			-27.8%	115.5%	353.4%		N/M		-87.3%	69.1%	476.9%		N/M		115.8%	107.7%	28.4%	
YoY Change		-69.7%	-77.8%	-44.5%	71.6%		N/M	-47.8%	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M	N/M
Bezeq International - Reported net profit (loss)	115	51	20	4	(32)	(8)	-149	(157)	22	21	(305)	(262)	(13)	(275)	(8)	11	10	13
Other operating expenses (income), net	2	6	-	12	35	47	151	198	-	-	282	282	31	313	-	(1)	(2)	(3)
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
Bezeq International Adjusted Net Profit (Loss)	117	57	20	16	3	39	2	41	22	21	(23)	20	18	38	(7)	11	9	13
QoQ Change			126.0%	-18.4%	-83.8%		-27.5%		1045.8%	-4.5%	N/M		N/M		-138.9%	-257.1%	-18.2%	
YoY Change		-51.3%	2.4%	23.4%	-82.9%		-78.3%	-28.5%	10.0%	28.7%	N/M	-48.7%	837.5%	-7.1%	-131.8%	-47.6%	N/M	-35.0%
yes - proforma net profit	(244)	(48)	(64)	(11)	(34)	(109)	(40)	(149)	(6)	(11)	(18)	(35)	-22	(57)	(12)	(7)	(12)	(31)
Other operating expenses (income), net	-	17	43	(9)	1	35	7	42	0	(12)	1	(11)	(3)	(14)	(2)	-	1	(1)
Stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	3
yes Adjusted Net Profit (Loss)	(244)	(31)	(21)	(20)	(33)	(74)	(33)	(107)	(6)	(23)	(17)	(46)	(25)	(71)	(13)	(6)	(10)	(29)
QoQ Change			-27.6%	-4.8%	65.0%		0.0%		-81.8%	283.3%	-26.1%		47.1%		-48.0%	-53.8%	66.7%	
YoY Change		-87.3%	-800.0%	566.7%	1550.0%		13.8%	245.2%	-71.4%	15.0%	-48.5%	-37.8%	-24.2%	-33.6%	116.7%	-73.9%	-41.2%	-37.0%



	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
Bezeq Fixed-Line																					
Key Performance Indicators - Broadband Internet																					
Broadband Internet lines (in 000's)- Total	1,111	1,169	1,263	1,364	1,479	1,558	1,635	1,656	1,635	1,613	1,589	1,575	1,575	1,566	1,571	1,565	1,556	1,556	1,540	1,529	1,524
QoQ Change									-1.3%	-1.3%	-1.5%	-0.9%		-0.6%	0.3%	-0.4%	-0.6%		-1.0%	-0.7%	-0.3%
YoY Change	4.2%	5.2%	8.0%	8.0%	8.4%	5.3%	4.9%	1.3%	-1.1%	-2.9%	-4.4%	-4.9%	-4.9%	-4.2%	-2.6%	-1.5%	-1.2%	-1.2%	-1.7%	-2.7%	-2.6%
QoQ Line change (000's)	45	58	94	101	115	79	77	21	(21)	(22)	(24)	(14)	(81)	(9)	5	(6)	(9)	(19)	(16)	(11)	(5)
Broadband Internet lines (in 000's) - Retail	1,111	1,169	1,263	1,364	1,235	1,181	1,103	1,030	1,011	1,001	988	983	983	982	991	995	999	999	1,001	1,009	1,014
QoQ Change									-1.8%	-1.0%	-1.3%	-0.5%		-0.1%	0.9%	0.4%	0.4%		0.2%	0.8%	0.5%
YoY Change	4.2%	5.2%	8.0%	8.0%	-9.5%	-4.4%	-6.6%	-6.6%	-6.3%	-5.7%	-5.5%	-4.6%	-4.6%	-2.9%	-1.0%	0.7%	1.6%	1.6%	1.9%	1.8%	1.9%
QoQ Line change (000's)	45	58	94	101	(129)	(54)	(78)	(73)	(19)	(10)	(13)	(5)	(47)	(1)	9	4	4	16	2	8	5
Broadband Internet lines (in 000's)-Wholesale	-	-	-	-	244	377	532	626	624	612	601	592	592	584	580	570	557	557	539	520	510
QoQ Change									-0.3%	-1.9%	-1.8%	-1.5%		-1.4%	-0.7%	-1.7%	-2.3%		-3.2%	-3.5%	-1.9%
YoY Change						54.5%	41.1%	17.7%	8.7%	2.0%	-2.6%	-5.4%	-5.4%	-6.4%	-5.2%	-5.2%	-5.9%	-5.9%	-7.7%	-10.3%	-10.5%
QoQ Line change (000's)						133	155	94	(2)	(12)	(11)	(9)	(34)	(8)	(4)	(10)	(13)	(35)	(18)	(19)	(10)
Wholesale lines as % of total broadband lines					16.5%	24.2%	32.5%	37.8%	38.2%	37.9%	37.8%	37.6%	37.6%	37.3%	36.9%	36.4%	35.8%	35.8%	35.0%	34.0%	33.5%
Broadband Internet ARPU (in NIS) - Retail	80	81	84	84	88	89	90	93	96	97	98	98	97	98	98	100	102	99	103	106	107
QoQ Change									0.0%	1.0%	1.0%	0.0%		0.0%	0.0%	2.0%	2.0%		1.0%	2.9%	0.9%
YoY Change	6.7%	1.3%	3.7%	0.0%	4.8%	1.1%	1.1%	3.3%	4.3%	4.3%	5.4%	2.1%	4.3%	2.1%	2.0%	2.0%	4.1%	2.1%	5.1%	8.2%	7.0%
Average broadband speed per subscriber (end of period, Mbps)	6.7	9.6	18.1	32.5	37.8	43.4	51.5	59.1	61.5	64.0	66.2	67.8	67.8	69.1	70.4	71.6	74.2	74.2	77.7	87.8	104.2
QoQ Change									4.1%	4.1%	3.4%	2.4%		1.9%	1.9%	1.7%	3.6%		4.7%	13.0%	18.7%
YoY Change	55.8%	43.3%	88.5%	79.6%	16.3%	14.8%	18.7%	14.8%	15.0%	15.5%	15.3%	14.7%	14.7%	12.4%	10.0%	8.2%	9.4%	9.4%	12.4%	24.7%	45.5%
BE Router (in thousands)	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	100	159	215	272	321	321	378	433	487	537	537	579	609	635
QoQ Change (000's)									59	56	57	49		57	55	54	50		42	30	26
Bspot and Be Mesh (in thousands)									60	77	100	116	116	144	177	218	248	248	277	299	323
QoQ Change (000's)										17	23	16		28	33	41	30		29	22	24
Key Performance Indicators - Telephony																					
Total access lines (in 000's)	2,367	2,268	2,216	2,205	2,087	2,010	1,916	1,818	1,792	1,768	1,743	1,718	1,718	1,693	1,675	1,653	1,639	1,639	1,630	1,615	1,602
QoQ Change									-1.4%	-1.3%	-1.4%	-1.4%		-1.5%	-1.1%	-1.3%	-0.8%		-0.5%	-0.9%	-0.8%
YoY Change	0.0%	-4.2%	-2.3%	-0.5%	-5.4%	-3.7%	-4.7%	-5.1%	-5.1%	-5.2%	-5.4%	-5.5%	-5.5%	-5.5%	-5.3%	-5.2%	-4.6%	-4.6%	-3.7%	-3.6%	-3.1%
QoQ Line change (000's)	1	(99)	(52)	(11)	(118)	(77)	(94)	(98)	(26)	(24)	(25)	(25)	(100)	(25)	(18)	(22)	(14)	(79)	(9)	(15)	(13)
Average revenue per line (ARPL) (in NIS)	85	81	74	63	59	57	54	52	50	49	49	48	49	48	51	51	50	50	49	47	46
QoQ Change									-2.0%	-2.0%	0.0%	-2.0%		0.0%	6.3%	0.0%	-2.0%		-2.0%	-4.1%	-2.1%
YoY Change	-22.0%	-4.7%	-8.6%	-14.9%	-6.3%	-3.4%	-5.3%	-3.7%	-5.7%	-5.8%	-3.9%	-5.9%	-5.8%	-4.0%	4.1%	4.1%	4.2%	2.0%	2.1%	-7.8%	-9.8%
Churn rate (telephony)	11.6%	15.3%	13.1%	11.1%	10.1%	10.2%	9.8%	11.6%	3.0%	2.7%	3.0%	2.9%	11.7%	3.2%	2.7%	3.4%	3.2%	12.5%	2.8%	2.6%	2.4%
Total outgoing minutes (in millions)	9,758	8,694	7,047	6,200	5,607	5,006	4,475	4,014	926	865	888	820	3,499	883	1,079	1,019	1,004	3,985	965	827	781
QoQ Change									-6.4%	-6.6%	2.7%	-7.7%		7.7%	22.2%	-5.6%	-1.5%		-3.9%	-14.3%	-5.6%
YoY Change	-8.8%	-10.9%	-18.9%	-12.0%	-9.6%	-10.7%	-10.6%	-10.3%	-12.2%	-14.4%	-7.5%	-17.1%	-12.8%	-4.6%	24.7%	14.8%	22.4%	13.9%	9.3%	-23.4%	-23.4%
Total incoming minutes (in millions)	6,240	6,225	6,115	5,829	5,628	5,297	4,972	4,627	1,090	1,056	1,099	1,046	4,291	1,120	1,293	1,368	1,326	5,107	1,284	1,095	1,151
QoQ Change									-6.0%	-3.1%	4.1%	-4.8%		7.1%	15.4%	5.8%	-3.1%		-3.2%	-14.7%	5.1%
YoY Change	-4.7%	-0.2%	-1.8%	-4.7%	-3.4%	-5.9%	-6.1%	-6.9%	-8.5%	-8.3%	-2.3%	-9.8%	-7.3%	2.8%	22.4%	24.5%	26.8%	19.0%	14.6%	-15.3%	-15.9%
Number of employees	7,076	7,422	6,479	5,964	5,896	5,649	5,582	5,494	5,358	<i>N/A</i>	<i>N/A</i>	5,256	5,256	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	5,408	5,408	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>
YoY Change	-1.9%	4.9%	-12.7%	-7.9%	-1.1%	-4.2%	-1.2%	-1.6%					-4.3%				2.9%				
Market share - Internet (retail and wholesale)	59%	60%	63%	66%	68%	69%	70%	69%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	63%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	61%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>
Market share - telephony (private sector)	63%	59%	57%	56%	55%	53%	52%	52%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	53%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	54%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>
Market share - telephony (business sector)	76%	75%	74%	74%	74%	73%	72%	71%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	71%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	70%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>



	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
Telephone																					
Key Performance Indicators																					
Total Subscribers (EOP, in 000's)	2,847	2,800	2,642	2,586	2,651	2,402	2,525	2,198	2,216	2,254	2,301	2,327	2,327	2,356	2,365	2,396	2,442	2,442	2,492	2,521	2,547
QoQ Change									0.8%	1.7%	2.1%	1.1%		1.2%	0.4%	1.3%	1.9%		2.0%	1.2%	1.0%
YoY Change	-0.4%	-1.7%	-5.6%	-2.1%	2.5%	-9.4%	5.1%	-13.0%	-13.0%	-13.3%	5.3%	5.9%	5.9%	6.3%	4.9%	4.1%	4.9%	4.9%	5.8%	6.6%	6.3%
QoQ subscriber change (000's)	(10)	(47)	(158)	(56)	65	(249)	123	(327)	18	38	47	26	129	29	9	31	46	115	50	29	26
Postpaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	1,750	1,726	1,669	1,729	1,824	1,834	1,857	1,886	1,902	1,902	1,928	1,948	1,976	2,004	2,004	2,030	2,050	2,074
QoQ Change									0.5%	1.3%	1.6%	0.8%		1.4%	1.0%	1.4%	1.4%		1.3%	1.0%	1.2%
YoY Change					-1.4%	-3.3%			4.2%	3.2%	3.8%	4.3%		5.1%	4.9%	4.8%	5.4%		5.3%	5.2%	5.0%
QoQ subscriber change (000's)					(24)	(57)	60	95	10	23	29	16	78	26	20	28	28	102	26	20	24
Prepaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	836	925	733	796	374	382	397	415	425	425	428	417	420	438	438	462	471	473
QoQ Change									2.1%	3.9%	4.5%	2.4%		0.7%	-2.6%	0.7%	4.3%		5.5%	1.9%	0.4%
YoY Change					10.6%	-20.8%	8.6%	-53.0%	-51.4%	-50.4%	12.8%	13.6%	13.6%	12.0%	5.0%	1.2%	3.1%	3.1%	7.9%	12.9%	12.6%
QoQ subscriber change (000's)					89	(192)	63	(422)	8	15	18	10	51	3	(11)	3	18	13	24	9	2
ARPU (in NIS)	107	95	86	78	64	63	61	62	63	64	65	60	63	58	56	56	55	56	53	54	55
QoQ Change									-4.5%	1.6%	1.6%	-7.7%		-3.3%	-3.4%	0.0%	-1.8%		-3.6%	1.9%	1.9%
YoY Change	-3.6%	-11.2%	-9.5%	-9.3%	-17.9%	-1.6%	-3.2%	1.6%	10.5%	12.3%	-4.4%	-9.1%	1.6%	-7.9%	-12.5%	-13.8%	-8.3%	-11.1%	-8.6%	-3.6%	-1.8%
Churn rate	22.9%	22.4%	28.6%	28.0%	25.8%	23.7%	28.2%	33.3%	8.7%	7.5%	7.3%	7.3%	30.8%	7.2%	6.8%	7.0%	5.9%	26.9%	5.8%	5.8%	5.5%
Number of employees	N/A	4,072	3,288	3,001	2,679	2,594	2,551	2,352	N/A	N/A	N/A	2,202	2,202	N/A	N/A	N/A	1,900	1,900	N/A	N/A	N/A
YoY Change			-19.3%	-8.7%	-10.7%	-3.2%	-1.7%	-7.8%					-6.4%				-13.7%				
Market share	29.0%	28.2%	26.3%	25.5%	25.2%	23.1%	23.6%	20.7%	N/A	N/A	N/A	N/A	21.2%	N/A	N/A	21.4%	N/A	N/A	N/A	N/A	N/A
Bezeq International																					
Key Performance Indicators																					
Number of employees	2,262	2,102	2,007	1,932	1,966	1,905	1,864	1,653	N/A	N/A	N/A	1,419	1,419	N/A	N/A	N/A	1,311	1,311	N/A	N/A	N/A
YoY Change	7.1%	-7.1%	-4.5%	-3.7%	1.8%	-3.1%	-2.2%	-11.3%					-14.2%				-7.6%				
Churn rate (ISP)	12.6%	18.4%	18.0%	17.0%	17.3%	20.4%	23.4%	25.5%	6.6%	6.2%	7.1%	6.3%	26.2%	6.7%	6.1%	7.2%	10.2%	30.2%	7.9%	6.0%	5.5%
Market share - ISP	37.5%	38.8%	40.6%	42%	44%	44%	N/A	N/A	N/A	N/A	N/A	N/A	30.0%	N/A	N/A	N/A	N/A	34.0%	N/A	N/A	N/A
Market share - ILD (Outgoing)	30.0%	24.6%	21.2%	23%	21%	21%	25.6%	23.3%	N/A	N/A	N/A	N/A	27.0%	N/A	N/A	N/A	N/A	22.3%	N/A	N/A	N/A
yes																					
Key Performance Indicators																					
Subscribers (EOP, in 000's)	586	578	600	630	635	614	587	574	568	565	558	555	555	556	557	556	557	557	559	560	560
QoQ Change									-1.0%	-0.5%	-1.2%	-0.5%		0.2%	0.2%	-0.2%	0.2%		0.4%	0.2%	0.0%
YoY Change	1.4%	-1.4%	3.8%	5.0%	0.8%	-3.3%	-4.4%	-2.2%	-2.1%	-1.5%	-1.0%	-3.3%	-3.3%	-2.1%	-1.4%	-0.4%	0.4%	0.4%	0.5%	0.5%	0.7%
QoQ subscriber change (000's)						(21)	(27)	(13)	(6)	(3)	(7)	(3)	(19)	1	1	(1)	1	2	2	1	0
ARPU (in NIS)*	232	234	233	234	233	233	228	211	200	197	195	195	197	195	190	187	186	190	187	186	188
QoQ Change									-2.9%	-1.5%	-1.0%	0.0%		0.0%	-2.6%	-1.6%	-0.5%		0.5%	-0.5%	1.1%
YoY Change	0.9%	1.0%	-0.4%	0.4%	-0.4%	0.0%	-2.1%	-7.5%	-6.5%	-8.4%	-7.1%	-5.3%	-6.6%	-2.5%	-3.6%	-4.1%	-4.6%	-3.6%	-4.1%	-2.1%	0.5%
Churn rate	11.9%	15.4%	13.5%	12.8%	13.9%	15.9%	18.8%	21.5%	5.6%	4.9%	5.5%	5.2%	21.2%	5.9%	4.8%	5.4%	4.9%	21.0%	4.3%	3.7%	3.7%
Number of employees	2,227	2,276	2,208	2,042	1,984	1,753	1,680	1,539	N/A	1,350	N/A	1,335	1,335	N/A	N/A	N/A	1,229	1,229	N/A	N/A	N/A
YoY Change	-0.1%	2.2%	-3.0%	-7.5%	-2.8%	-11.6%	-4.2%	-8.4%					-13.3%				-7.9%				
Mkt share	40%	39%	40%	42%	42%	40%	37%	34%	N/A	N/A	N/A	N/A	32%	N/A	N/A	N/A	N/A	32%	N/A	N/A	N/A



NIS Millions

Bezeq Group Outlook - FY 2021

Based on the information known to the Bezeq Group today, the Group's updated Outlook for 2021 is □ as follows:

Adjusted net profit* attributable to shareholders	NIS 1.1 billion
Adjusted EBITDA*	NIS 3.65 billion
CAPEX**	NIS 1.8 billion

The Group's forecasts are based, among other things, on its estimates regarding the structure of competition in the telecommunications market and regulation in this sector, the economic situation and accordingly, the Group's ability to implement its plans in 2021. Actual results may differ from these estimates taking note of changes that may occur in the foregoing, in business conditions, and the effects of regulatory decisions, technology changes and developments in the structure of the telecommunications market, and so forth, or the realization of one or more of the risk factors listed in the Periodic Report of 2020. In addition, there is no certainty that the outlook will be fully or partially fulfilled, among other things, due to the COVID-19 pandemic and the resulting uncertainty.

The Company shall report, as required, deviations of more/less than 10% of the amounts stated in the outlook.

* Adjusted net profit and Adjusted EBITDA – after adjusting for other operating expenses/income, net, one-time losses/gains from impairment/increase in value of assets and stock-based compensation.

**CAPEX - gross payments for investments in fixed and intangible assets.



Debt Ratings & Repayments

<u>Rating Agency</u>	<u>Rating</u>	<u>Outlook</u>
S&P Global Ratings Maalot	ilAA-	Stable
Midroog	Aa3.il	Stable

Summary of Financial Undertakings as of Sept 30, 2021 (based on repayment dates)

In NIS millions

Notes Issued to the Public (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	529,746	35,708	176,621	742,075
Second year	620,026	250,205	151,611	1,021,842
Third year	270,840	643,490	122,054	1,036,384
Fourth year	270,840	643,490	92,608	1,006,938
Fifth year and thereafter	1,548,895	1,478,256	160,041	3,187,192
Total	3,240,347	3,051,149	702,935	6,994,431

Private Notes and Other Non-Bank Credit (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	-	93,333	32,880	126,213
Second year	-	76,667	29,183	105,850
Third year	-	58,333	26,387	84,720
Fourth year	-	70,000	24,354	94,354
Fifth year and thereafter	-	630,000	54,354	684,354
Total	-	928,333	167,158	1,095,491



Debt Ratings & Repayments

Credit from Israeli Banks (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	-	61,556	26,546	88,102
Second year	-	6,000	24,194	30,194
Third year	-	186,000	24,041	210,041
Fourth year	-	146,000	17,131	163,131
Fifth year and thereafter	-	367,000	16,457	383,457
Total	-	766,556	108,369	874,925

Total Debt - Bezeq Fixed-Line

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	529,746	190,597	236,047	956,390
Second year	620,026	332,872	204,988	1,157,886
Third year	270,840	887,823	172,482	1,331,145
Fourth year	270,840	859,490	134,093	1,264,423
Fifth year and thereafter	1,548,895	2,475,256	230,852	4,255,003
Total	3,240,347	4,746,038	978,462	8,964,847



Principal (NIS millions)	Currency	Linkage	Type of Interest	Average Interest Rate	Interest Rate Range in 2020
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Debt Terms

The following table shows the distribution of long-term debt as of December 31, 2020 (including current maturities):

Banks	1,113	NIS	Unlinked	Fixed	3.49%	3.20% - 5.30%
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Non-bank sources	71	NIS	Unlinked	Variable; based on the annual interest rate for Treasury Bills	1.43%	1.43% - 1.54%
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Non-bank sources	3,971	NIS	Unlinked	Fixed	3.10%	3.20% - 5.25%
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Non-bank sources	3,189	NIS	CPI	Fixed	1.92%	1.70% - 3.70%
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GLOSSARY

Glossary

EBITDA	= Earnings Before Interest, taxes, depreciation, amortization and ongoing losses from impairment of fixed and intangible assets
Adjusted EBITDA and Adjusted Net Profit	= After adjusting for other operating income/expenses, one-time losses/gains from impairment/increase in value of assets and stock-based compensation
Net Debt/Adjusted EBITDA Ratio	= Adjusted EBITDA in this ratio is EBITDA (Trailing Twelve Months) less lease payments and excluding other income/expenses and one-time loss from impairment of assets
Free cash flow	= Operating cash flows less net capital expenditures and lease payments
Net capital expenditures	= Purchase of property, plant & equipment (PPE), plus investments in intangible assets, less proceeds from the sale of PPE
FFO	= Cash flow from operating activities less changes in working capital and payments for leases
ARPL	= Average revenue per line
ARPU	= Average revenue per user
N/A	= Not available
N/M	= Not meaningful
TTM	= Trailing twelve months