



Bezeq Facts & Figures Q2 2019

Three months ending June 30, 2019

Index of contents

Sheet I- Financials

Sheet II- Other income / expenses

Sheet III- Key Performance Indicators (KPIs)

Sheet IV- Dividends Sheet V- Glossary

For further information:

Bezeq Investor Relations Phone +9722 539 5441 <u>ir@bezeq.co.il</u> <u>https://ir.bezeq.co.il</u>

The data in this metrics file contains partial information from the public reports of Bezeq under the Israeli Securities Law for which the Hebrew reports can be accessed at the Israeli Securities Authority's website. The metrics file is a not a substitute for a review of the detailed reports of Bezeq.

Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeq Group	(1)															
Key Income Statemer	nt Metrics															
Revenues		9,055	9,985	10,084	2,453	2,463	2,415	2,458	9,789	2,361	2,333	2,301	2,326	9,321	2,256	2,224
	QoQ Change				-2.0%	0.4%	-1.9%	1.8%		-3.9%	-1.2%	-1.4%	1.1%		-3.0%	-1.4%
	YoY Change	-5.3%	10.3%	1.0%	-4.1%	-1.9%	-3.8%	-1.8%	-2.9%	-3.8%	-5.3%	-4.7%	-5.4%	-4.8%	-4.4%	-4.7%
Depreciation, amortiz	ation & impairment	1,281	1,684	1,739	428	424	436	427	1,715	525	537	547	580	2,189	466	478
	QoQ Change				4.9%	-0.9%	2.8%	-2.1%		23.0%	2.3%	1.9%	6.0%		-19.7%	2.6%
	YoY Change	-2.3%	31.5%	3.3%	-4.7%	-3.6%	-1.4%	4.7%	-1.4%	22.7%	26.7%	25.5%	35.8%	27.6%	-11.2%	-11.09
Salaries		1,768	1,957	2,012	504	494	502	505	2,005	510	503	494	485	1,992	492	489
	QoQ Change				0.2%	-2.0%	1.6%	0.6%		1.0%	-1.4%	-1.8%	-1.8%		1.4%	-0.69
	YoY Change	-5.6%	10.7%	2.8%	-1.8%	-0.2%	0.2%	0.4%	-0.3%	1.2%	1.8%	-1.6%	-4.0%	-0.6%	-3.5%	-2.89
ther operating expe	nses (income), net	(586)	(95)	0	(4)	(1)	(23)	9	(19)	23	84	16	511	634	(25)	(414
oss from impairmen.	t of assets	-	-	-	-	-	-	87	87	-	-	-	1,675	1,675	-	95
perating profit (loss)	3,226	2,570	2,321	566	573	544	427	2,110	462	371	429	(1,810)	(548)	511	(94
J (, QoQ Change	-,	,	,-	6.4%	1.2%	-5.1%	-21.5%	,	8.2%	-19.7%	15.6%	N/M	(/	N/M	NI
	YoY Change	14.4%	-20.3%	-9.7%	-1.4%	-7.0%	-9.2%	-19.7%	-9.1%	-18.4%	-35.3%	-21.1%	N/M	-126.0%	10.6%	N/I
inance expenses (in	come), net	130	263	447	101	102	94	120	417	108	110	109	108	435	99	136
. ,	QoQ Change				-25.7%	1.0%	-7.8%	27.7%		-10.0%	1.9%	-0.9%	-0.9%		-8.3%	37.49
	YoY Change	-10.3%	102.3%	70.0%	-1.0%	-2.9%	-9.6%	-11.8%	-6.7%	6.9%	7.8%	16.0%	-10.0%	4.3%	-8.3%	23.69
ncome taxes	-	815	598	625	113	111	128	101	453	93	65	85	(163)	80	112	1,342
	QoQ Change				-46.2%	-1.8%	15.3%	-21.1%		-7.9%	-30.1%	30.8%	N/M		N/M	1098.29
	YoY Change	25.2%	-26.6%	4.5%	-38.3%	-16.5%	29.3%	-51.9%	-27.5%	-17.7%	-41.4%	-33.6%	N/M	-82.3%	20.4%	1964.69
let profit (loss), repo	rted	2,111	1,721	1,244	350	358	322	205	1,235	260	195	234	(1,755)	(1,066)	300	(1,573
	QoQ Change				89.2%	2.3%	-10.1%	-36.3%		26.8%	-25.0%	20.0%	N/M		N/M	N/I
	YoY Change	19.2%	-18.5%	-27.7%	21.5%	-5.0%	-18.3%	10.8%	-0.7%	-25.7%	-45.5%	-27.3%	N/M	N/M	15.4%	N/I
	FIT (excluding other operating															
ncome/expenses and one-	time impairment)	1,672	1,650	1,244	347	357	305	299	1,308	278	260	246	199	983	281	22
BITDA, reported		4,507	4,254	4,060	994	997	980	854	3,825	987	908	976	(1,230)	1,641	977	384
,	QoQ Change	•	•	,	5.7%	0.3%	-1.7%	-12.9%		15.6%	-8.0%	7.5%	N/M	•	N/M	-60.7%
D IIIOTED EDITO 4	YoY Change	9.1%	-5.6%	-4.6%	-2.8%	-5.6%	-5.9%	-9.1%	-5.8%	-0.7%	-8.9%	-0.4%	N/M	-57.1%	-1.0%	-57.7%
ADJUSTED EBITDA (6			4.450	4 000				050		4 0 4 0			050	0.050		
ncome/expenses and one-		3,921	4,159	4,060	990	996 0.6%	957	950	3,893	1,010	992	992	956 N/M	3,950	952	921
	QoQ Change YoY Change	-4.7%	6.1%	-2.4%	1.7% -3.7%	-4.6%	-3.9% -5.7%	-0.7% -2.4%	-4.1%	6.3% 2.0%	-1.8% -0.4%	0.0% 3.7%	N/M	1.5%	-0.4% -5.7%	-3.39 -7.29
Earnings Per Share -		0.77	0.62	0.45	0.13	0.13	0.12	0.07	0.45	0.09	0.07	0.08	(0.63)	(0.39)	0.11	(0.57
Shares Outstanding -		2,755	2,763	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
		2,733	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,703	2,700
Operating & General		2.200	2.000	4.040	OFO	973	OEC	4 002	2 004	044	838	815	005	2 270	040	814
Total operating & gen	QoQ Change	3,366	3,869	4,012	959 -6.7%	973 1.5%	956 -1.7%	1,003 4.9%	3,891	841 -16.2%	-0.4%	-2.7%	885 8.6%	3,379	812 -8.2%	0.29
		5.00/	44004	0.70/					0.007					40.007		
F	YoY Change	-5.9%	14.9%	3.7%	-5.8%	0.1%	-3.8%	-2.4%	-3.0%	-12.3%	-13.9%	-14.7%	-11.8%	-13.2%	-3.4%	-2.99
erminal equipment &	& materials QoQ Change	928	880	831	202 -14.8%	230 13.9%	181 -21.3%	242 33.7%	855	189 -21.9%	171 -9.5%	167 -2.3%	210 25.7%	737	184 -12.4%	173 -6.09
	YoY Change	-13.4%	-5.2%	-5.6%	-6.5%	14.4%	2.3%	2.1%	2.9%	-6.4%	-25.7%	-7.7%	-13.2%	-13.8%	-2.6%	1.29
nterconnect & payme	ents to telecom operators	847	909	825	196	206	201	202	805	192	196	197	204	789	189	194
	QoQ Change	0.40/	7.00/	0.00/	2.6%	5.1%	-2.4%	0.5%	0.40/	-5.0%	2.1%	0.5%	3.6%	0.00/	-7.4%	2.69
Andreas are an and best list	YoY Change	-6.4%	7.3%	-9.2%	-7.5%	-2.4%	-4.7%	5.8%	-2.4%	-2.0%	-4.9%	-2.0%	1.0%	-2.0%	-1.6%	-1.09
Maintenance of buildi		639	616	605	147	138	152	147	584	71 -51.7%	68	74 8.8%	73	286	68	65 -4.49
	QoQ Change YoY Change	5.3%	-3.6%	-1.8%	-5.2% -4.5%	-6.1% -4.8%	10.1% 0.7%	-3.3% -5.2%	-3.5%	-51.7% -51.7%	-4.2% -50.7%	-51.3%	-1.4% -50.3%	-51.0%	-6.8% -4.2%	-4.49 -4.49
Marketing & general	gs	603	640	697	144	134	159	158	595	145	146	135	129	555	123	118
and the state of t	QoQ Change				-16.3%	-6.9%	18.7%	-0.6%		-8.2%	0.7%	-7.5%	-4.4%		-4.7%	-4.19
	YoY Change	7.1%	6.1%	8.9%	-18.6%	-20.2%	-11.7%	-8.1%	-14.6%	0.7%	9.0%	-15.1%	-18.4%	-6.7%	-15.2%	-19.29
Services and mainten		137	199	261	67	64	67	62	260	71	68	68	70	277	70	68
	QoQ Change	45 404	45.007	0 1 001	-2.9%	-4.5%	4.7%	-7.5%	0.40:	14.5%	-4.2%	0.0%	2.9%	0.50:	0.0%	-2.99
ehicle maintenance	YoY Change	-15.4%	45.3% 167	31.2%	6.3% 42	4.9% 39	-1.5%	-10.1%	-0.4% 156	6.0% 17	6.3%	1.5% 19	12.9%	6.5%	-1.4% 18	0.0
emole mamiemance	QoQ Change	154	167	164	42 2.4%	-7.1%	38 -2.6%	37 -2.6%	156	-54.1%	20 17.6%	-5.0%	26 36.8%	82	-30.8%	20 11.19
	YoY Change	1.3%	8.4%	-1.8%	0.0%	0.0%	-9.5%	-9.8%	-4.9%	-59.5%	-48.7%	-50.0%	-29.7%	-47.4%	5.9%	0.0%
Content	-	58	458	629	161	162	158	155	636	156	169	155	173	653	160	176
	QoQ Change				-1.2%	0.6%	-2.5%	-1.9%		0.6%	8.3%	-8.3%	11.6%		-7.5%	10.09
	aca change															

⁽¹⁾ The Bezeq Group's financial data includes yes balance sheet data as of Q1 2015 and income statement and cash flow data as of Q2 2015.

Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeq Group	(cont'd)															
Key Cash Flow Metri	ics															
Operating cash flow		3,796	3,740	3,526	826	875	982	842	3,525	909	806	883	914	3,512	765	62
	QoQ Change				-0.7%	5.9%	12.2%	-14.3%		8.0%	-11.3%	9.6%	3.5%		-16.3%	-18.4
	YoY Change	-8.6%	-1.5%	-5.7%	-10.4%	0.6%	8.9%	1.2%	0.0%	10.0%	-7.9%	-10.1%	8.6%	-0.4%	-15.8%	-22.
Capital expenditures	, gross (cash flow)	1,275	1,635	1,416	380	406	353	391	1,530	368	531	412	416	1,727	373	5
	QoQ Change				13.4%	6.8%	-13.1%	10.8%		-5.9%	44.3%	-22.4%	1.0%		-10.3%	40
	YoY Change	3.8%	28.2%	-13.4%	10.1%	4.9%	1.1%	16.7%	8.1%	-3.2%	30.8%	16.7%	6.4%	12.9%	1.4%	-1
Proceeds from sale of	of assets	230	151	138	10	18	48	22	98	8	(57)	12	272	235	41	3
	QoQ Change				-37.5%	80.0%	166.7%	-54.2%		-63.6%	N/M	N/M	2166.7%		-84.9%	731
	YoY Change	-26.3%	-34.3%	-8.6%	-76.2%	-67.9%	100.0%	37.5%	-29.0%	-20.0%	N/M	-75.0%	1136.4%	139.8%	412.5%	-698
Capital expenditures		1,045	1,484	1,278	370	388	305	369	1,432	360	588	400	144	1,492	332	1
	QoQ Change				16.0%	4.9%	-21.4%	21.0%		-2.4%	63.3%	-32.0%	-64.0%		130.6%	-44
	YoY Change	14.1%	42.0%	-13.9%	22.1%	17.2%	-6.2%	15.7%	12.1%	-2.7%	51.5%	31.1%	-61.0%	4.2%	-7.8%	-68
_ease payments (IFR	RS 16)									126	96	109	91	422	117	
ree cash flow		2.751	2,256	2.248	456	487	677	473	2.093	423	122	374	679	1.598	316	:
	QoQ Change	_,	_,	_,	-11.1%	6.8%	39.0%	-30.1%	_,	-10.6%	-71.2%	206.6%	81.6%	1,000	-53.5%	10
	YoY Change	-15.0%	-18.0%	-0.4%	-26.3%	-9.6%	17.3%	-7.8%	-6.9%	-7.2%	-74.9%	-44.8%	43.6%	-23.7%	-25.3%	186
Working Capital																
Change in trade & ot	her receivables	549	322	106	(7)	23	105	72	193	74	60	66	41	241	(28)	
Change in inventory		28	(20)	(20)	(20)	8	2	(25)	(35)	(5)	18	(7)	(11)	(5)	(9)	
Change in trade & ot	her payables	(39)	(271)	(24)	(24)	(15)	103	(54)	10	42	(152)	(30)	2	(138)	9	(1
Change in provisions	s	(63)	18	(19)	1	(2)	16	0	15	8	7	(3)	69	81	(30)	
Change in employee	hanafits	3	110	(65)	(6)	9	(65)	29	(33)	7	77	(40)	445	489	(46)	
Shange in employee	benefits	J	110	(00)	(0)	J	(00)	23	(33)	•		(40)	770	403	(40)	
Change in other liabi	ilities (incl broadcasting rights)	4	(9)	23	(9)	(25)	4	(4)	(34)	1	(17)	(2)	18	-	(12)	
Total changes in ass	ets and liabilities	482	150	1	(65)	(2)	165	18	116	127	(7)	(16)	564	668	(116)	('
ncome tax paid, net		527	462	455	106	122	118	100	446	207	93	82	85	467	49	
nterest paid		431	494	458	22	177	18	198	415	5	199	5	212	421	5	
unds From Operation	ons (FFO)	3,314	3,590	3,525	891	877	817	824	3,409	656	717	790	681	2,844	764	
Ratios																
Operating margin		35.6%	25.7%	23.0%	23.1%	23.3%	22.5%	17.4%	21.6%	19.6%	15.9%	18.6%	-77.8%	-5.9%	22.7%	-4
Net margin		23.3%	17.2%	12.3%	14.3%	14.5%	13.3%	8.3%	12.6%	11.0%	8.4%	10.2%	-75.5%	-11.4%	13.3%	-70
EBITDA margin		49.8%	42.6%	40.3%	40.5%	40.5%	40.6%	34.7%	39.1%	41.8%	38.9%	42.4%	-52.9%	17.6%	43.3%	17
Capex/Sales		14.1%	16.4%	14.0%	15.5%	16.5%	14.6%	15.9%	15.6%	15.6%	22.8%	17.9%	17.9%	18.5%	16.5%	23

Bezeg	FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
(NIS millions, except for E	PS) 2014	2015	2016	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2019	201
Bezeq Group (cont'd)															
Balance Sheet															
Cash & cash equivalents	N/A	555	648	792	1,854	2,471	2,181	2,181	1,826	923	1,408	890	890	1,265	
nvestments	N/A	762	586	578	19	94	289	289	1,390	1,676	1,517	1,404	1,404	1,347	1
Trade receivables	N/A	2,058	2,000	1,976	1,991	1,948	1,915	1,915	1,827	1,822	1,792	1,773	1,773	1,760	1
Other receivables	N/A	269	219	297	347	294	270	270	306	288	292	267	267	279	
Eurocom DBS Ltd., related party	N/A	-	-	35	56	43	43	43	25	25	20	-	-	-	
nventory	N/A	115	106	114	105	101	125	125	130	96	86	97	97	102	
Total current assets		3,759	3,559	3,792	4,372	4,951	4,823	4,823	5,504	4,830	5,115	4,431	4,431	4,753	5
Trade and other receivables	N/A	674	644	595	507	520	493	493	466	447	423	470	470	511	
Broadcasting rights	N/A	456	432	438	456	457	454	454	451	467	470	60	60	69	
Right-of-use assets									1,417	1,424	1,434	1,504	1,504	1,444	1
Fixed assets	N/A	6,894	6,876	6,886	6,868	6,817	6,798	6,798	6,782	6,811	6,789	6,214	6,214	6,215	(
ntangible assets	N/A	3,332	3,047	2,986	2,943	2,894	2,768	2,768	2,728	2,687	2,627	1,919	1,919	1,923	
Deferred tax assets	N/A	1,178	1,007	1,008	1,015	1,014	1,019	1,019	1,027	1,035	1,041	1,205	1,205	1,193	
Deferred expenses and non-current investments	s N/A	386	382	429	457	489	494	494	547	530	519	462	462	463	
nvestment property	N/A	-	-	-	-	-	-	-	-	130	140	58	58	58	
otal non-current assets		12,920	12,388	12,342	12,246	12,191	12,026	12,026	13,418	13,531	13,443	11,892	11,892	11,876	9
Total assets		16,679	15,947	16,134	16,618	17,142	16,849	16,849	18,922	18,361	18,558	16,323	16,323	16,629	14
Debentures, loans and borrowings	N/A	1,913	1,825	1,594	958	555	1,632	1,632	1,609	1,796	1,798	1,542	1,542	1,538	
ease liability									428	417	443	445	445	422	
rade and other payables	N/A	1,657	1,610	1,705	1,608	1,807	1,699	1,699	1,820	1,583	1,602	1,690	1,690	1,845	
Current tax liabilities	N/A	624	104	112	112	118	152	152	43	-	9	-	-	10	
iability to Eurocom DBS Ltd.	N/A	233	32	6	-	-	-	_	-	-	-	-	-	_	
Employee benefits	N/A	378	315	308	318	251	280	280	286	369	330	581	581	500	
Provisions	N/A	100	80	81	79	94	94	94	103	110	106	175	175	145	
Dividend payable	N/A		_	_	-	708	-	_	-	_	318	-	_	-	
Total current liabilities			3,966	3,806	3,075	3,533	3,857	3,857	4,289	4,275	4,606	4,433	4,433	4,460	
oans and debentures	N/A	8,800	9,128	9,109	10,561	10,978	10,229	10,229	10,547	10,204	10,149	9,637	9,637	9,618	
ease liability		·	·	•	•	•	·	·	1,006	1,034	1,024	1,106	1,106	1,061	
Employee benefits	N/A	240	258	260	259	260	272	272	272	267	266	445	445	482	
Derivative and other liabilities	N/A	226	244	250	251	292	234	234	258	210	212	174	174	168	
Deferred tax liabilities	N/A	51	101	103	99	104	73	73	86	74	91	56	56	54	
Provisions	N/A	46	47	47	48	48	40	40	39	40	40	38	38	39	
otal non-current liabilities		9,363	9,778	9,769	11,218	11,682	10,848	10,848	12,208	11,829	11,782	11,456	11,456	11,422	1
otal equity		2,411	2,203	2,559	2,325	1,927	2,144	2,144	2,425	2,257	2,170	434	434	747	
Gross debt	10,087	10,713	10,953	10,703	11,519	11,533	11,861	11,861	12,156	12,000	11,947	11,179	11,179	11,156	11
Cash and short-term investments	2.883	1,317	1,234	1,370	1,873	2,565	2,470	2.470	3,216	2.599	2.925	2.294	2.294	2,612	2
Jash and short-term investments let debt	7,204	•		•	9,646	•		, -	-,	,	,	, -	, -	2,612 8.544	
	, -	9,396	9,719	9,333	-,	8,968	9,391	9,391	8,940	9,401	9,022	8,885	8,885	- , -	8
Net debt / Adjusted EBITDA (ttm)	1.8	2.3	2.4	2.3	2.4	2.3	2.4	2.4	2.3	2.5	2.5	2.5	2.5	2.5	

Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeq Fixed-L	_ine															
Key Income Statemen	t Metrics (Revenues)															
Total Revenues		4,317	4,407	4,383	1,078	1,058	1,061	1,047	4,244	1,063	1,064	1,043	1,026	4,196	1,043	1,020
	QoQ Change				-0.4%	-1.9%	0.3%	-1.3%		1.5%	0.1%	-2.0%	-1.6%		1.7%	-2.2%
	YoY Change	-3.6%	2.1%	-0.5%	-3.1%	-3.8%	-2.6%	-3.2%	-3.2%	-1.4%	0.6%	-1.7%	-2.0%	-1.1%	-1.9%	-4.1%
Broadband Internet		1,394	1,450	1,500	382	381	386	395	1,544	396	403	401	396	1,596	397	396
	QoQ Change YoY Change	8.3%	4.0%	3.4%	0.3% 3.0%	-0.3% 1.9%	1.3% 3.2%	2.3% 3.7%	2.9%	0.3% 3.7%	1.8% 5.8%	-0.5% 3.9%	-1.2% 0.3%	3.4%	0.3% 0.3%	-0.3% -1.7%
Talanhany	To T Change	1,668	1,499	1,392	3.0% 334	320	318	309		302	291	282	281		269	264
Telephony	QoQ Change	1,000	1,499	1,392	0.9%	-4.2%	-0.6%	-2.8%	1,281	-2.3%	-3.6%	-3.1%	-0.4%	1,156	-4.3%	-1.9%
	YoY Change	-15.4%	-10.1%	-7.1%	-7.0%	-8.8%	-9.4%	-6.6%	-8.0%	-9.6%	-9.1%	-11.3%	-9.1%	-9.8%	-10.9%	-9.3%
Transmission & data	_	1,022	1,053	1,069	250	244	244	237	975	247	244	243	243	977	246	238
	QoQ Change	ĺ	•	ŕ	-8.1%	-2.4%	0.0%	-2.9%		4.2%	-1.2%	-0.4%	0.0%		1.2%	-3.3%
	YoY Change	3.2%	3.0%	1.5%	-7.7%	-9.0%	-5. <u>4%</u>	-12.9%	-8.8%	-1.2%	0.0%	-0.4%	2.5%	0.2%	-0.4%	-2.5%
Cloud & digital service		N/A	184	203	56	57	57	60	230	62	66	69	63	260	71	68
	QoQ Change				5.7%	1.8%	0.0%	5.3%		3.3%	6.5%	4.5%	-8.7%		12.7%	-4.29
Other	YoY Change	222	224	10.3%	12.0%	18.8%	9.6%	13.2%	13.3%	10.7%	15.8%	21.1%	5.0%	13.0%	14.5%	3.09
Other	OoO Chango	233	221	219	56 24.4%	56 0.0%	56 0.0%	46 -17.9%	214	56 21.7%	60 7.1%	48 -20.0%	43 -10.4%	207	60 39.5%	54 -10.09
	QoQ Change YoY Change	1.3%	-5.2%	-0.9%	-8.2%	-5.1%	0.0% 3.7%	-17.9% 2.2%	-2.3%	0.0%	7.1% 7.1%	-20.0% -14.3%	-10.4% -6.5%	-3.3%	39.5% 7.1%	-10.09
	·															
Revenues from Reside		2,498	2,507	2,329	N/A	N/A	N/A	N/A	2,232	N/A	N/A	N/A	N/A	2,101	N/A	N/A
	% of total revenues	57.9%	56.9%	53.1%					52.6%					50.1%		
Revenues from Busin		1,819	1,900	2,054	N/A	N/A	N/A	N/A	2,012	N/A	N/A	N/A	N/A	2,095	N/A	N/A
	% of total revenues	42.1%	43.1%	46.9%					47.4%					49.9%		
Key Income Statemen																
Depreciation & amorti	zation	688	725	717	180	177	186	185	728	204	211	218	217	850	207	204
	QoQ Change	0.70/	E 40/	4.40/	11.8%	-1.7%	5.1%	-0.5%	4.50/	10.3%	3.4%	3.3%	-0.5%	40.00/	-4.6%	-1.49
Salaries	YoY Change	0.7% 895	5.4% 912	-1.1% 898	-1.6% 224	-4.3% 220	-1.1% 224	14.9% 223	1.5% 891	13.3% 228	19.2% 232	17.2% 233	17.3% 219	16.8% 912	1.5% 233	-3.39 231
Salaries	OsO Changa	093	312	090	-0.9%	-1.8%	1.8%	-0.4%	091	2.2%	1.8%	0.4%	-6.0%	312	6.4%	-0.9%
	QoQ Change YoY Change	-8.7%	1.9%	-1.5%	-0.9%	1.4%	-0.4%	-1.3%	-0.8%	1.8%	5.5%	4.0%	-1.8%	2.4%	2.2%	-0.4%
Other operating exper	0	(23)	(99)	(13)	(4)	(1)	(24)	6	(23)	18	89	(2)	509	614	(69)	(423)
		٠,	, ,													•
Operating profit (loss)		1,980	2,148	2,076	513	496	492	470	1,971	473	387	451	(87)	1,224	531	875
	QoQ Change				6.7%	-3.3%	-0.8%	-4.5%		0.6%	-18.2%	16.5%	N/M		N/M	64.8%
	YoY Change	-0.9%	8.5%	-3.4%	-4.3%	-8.1%	-5.2%	-2.3%	-5.1%	-7.8%	-22.0%	-8.3%	N/M	-37.9%	12.3%	126.1%
Finance expenses (inc	come), net	400	332	445	92	82	107	122	403	121	119	113	117	470	106	141
	QoQ Change YoY Change	-9.5%	-17.0%	34.0%	-37.0% -8.9%	-10.9% -21.9%	30.5% 15.1%	14.0% -16.4%	-9.4%	-0.8% 31.5%	-1.7% 45.1%	-5.0% 5.6%	3.5% -4.1%	16.6%	-9.4% -12.4%	33.0% 18.5%
Income taxes	101 Change	478	492	399	102	97	109	88	396	89	66	81	(49)	187	100	172
income taxes	QoQ Change	470	432	399	2.0%	-4.9%	12.4%	-19.3%	390	1.1%	-25.8%	22.7%	N/M	107	N/M	72.0%
	YoY Change	16.6%	2.9%	-18.9%	-4.7%	-11.0%	31.3%	-12.0%	-0.8%	-12.7%	-32.0%	-25.7%	NM	-52.8%	12.4%	160.69
Net profit, reported	re r enange	1,102	1,324	1,232	319	317	276	260	1,172	263	202	257	(155)	567	321	562
, , , , , , , , , , , , , , , , , , ,	QoQ Change	-,	-,	-,	35.7%	-0.6%	-12.9%	-5.8%	-,	1.2%	-23.2%	27.2%	N/M		N/M	75.19
	YoY Change	-3.8%	20.1%	-6.9%	-2.7%	-2.8%	-19.5%	10.6%	-4.9%	-17.6%	-36.3%	-6.9%	N/M	-51.6%	22.1%	178.29
ADJUSTED net profit		0.070	20.170	0.070	2.770	2.070	13.070	10.070	4.570	17.070	30.570	0.070	14101	01.070	22.170	110.27
income/expenses)	(exclusing caller operating	1,085	1,250	1,222	316	316	258	265	1,155	277	271	255	237	1,040	268	236
• •		•	•						-							
EBITDA, reported	0-0.06	2,668	2,873	2,793	693	673	678	655	2,699	677	598	669	130	2,074	738	1,079
	QoQ Change YoY Change	-0.5%	7.7%	-2.8%	7.9% -3.6%	-2.9% -7.2%	0.7% -4.1%	-3.4% 2.0%	-3.4%	3.4% -2.3%	-11.7% -11.1%	11.9% -1.3%	-80.6% -80.2%	-23.2%	467.7% 9.0%	46.2% 80.4%
ADJUSTED EBITDA (e		-0.570	7.770	-2.070	-3.078	-7.270	-4.170	2.070	-3.470	-2.570	-11.170	-1.570	-00.2 /0	-23.270	9.078	00.47
income/expenses)	xcluding other operating	2,645	2,774	2,780	689	672	654	661	2,676	695	687	667	639	2,688	669	650
income/expenses/	QoQ Change	2,043	2,114	2,700	1.9%	-2.5%	-2.7%	1.1%	2,070	5.1%	-1.2%	-2.9%	-4.2%	2,000	4.7%	-1.9%
	YoY Change	1.6%	4.9%	0.2%	-3.0%	-5.8%	-4.0%	-2.2%	-3.7%	0.9%	2.2%	2.0%	-3.3%	0.4%	-3.7%	-4.5%
Key Cash Flow Metric	s															
Operating cash flow		2,259	2,358	2,064	600	465	573	587	2,225	516	507	583	600	2,206	471	416
	QoQ Change	•	•	·	24.5%	-22.5%	23.2%	2.4%	•	-12.1%	-1.7%	15.0%	2.9%		-21.5%	-11.7%
	Yo Y Change	-0.7%	4.4%	-12.5%	11.3%	-10.1%	8.9%	21.8%	7.8%	-14.0%	9.0%	1.7%	2.2%	-0.9%	-8.7%	-17.9%
Capital expenditures,		822	849	834	210	219	170	226	825	205	313	233	225	976	210	333
	QoQ Change	4.00/	0.00/	4.001	2.4%	4.3%	-22.4%	32.9%	4.401	-9.3%	52.7%	-25.6%	-3.4%	40.000	-6.7%	58.6%
	YoY Change	4.2%	3.3%	-1.8%	7.7%	-3.5%	-17.9%	10.2%	-1.1%	-2.4%	42.9%	37.1%	-0.4%	18.3%	2.4%	6.49
Proceeds from sale of		221	146	132	10	16	46	22	94	7	(58)	8	270	227	39	340
Capital expenditures,		601	703	702	200	203	124	204	731	198	371	225	(45)	749	171	(7
	QoQ Change				5.3%	1.5%	-38.9%	64.5%		-2.9%	87.4%	-39.4%	N/M		N/M	-104.19
	YoY Change	23.9%	17.0%	-0.1%	29.9%	17.3%	-33.0%	7.4%	4.1%	-1.0%	82.8%	81.5%	N/M	2.5%	-13.6%	-101.99
Lease payments (IFRS	S 16)									33	29	28	9	99	34	27
Free cash flow		1,658	1,655	1,362	400	262	449	383	1,494	285	107	330	636	1,358	266	396
	QoQ Change	•	•	·	37.0%	-34.5%	71.4%	-14.7%	•	-25.6%	-62.5%	208.4%	92.7%		-58.2%	48.9%
	YoY Change	-7.3%	-0.2%	-17.7%	3.9%	-23.8%	31.7%	31.2%	9.7%	-28.8%	-59.2%	-26.5%	66.1%	-9.1%	-6.7%	270.1%

B																
Bezeg		FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
	(NIS millions, except for EPS)	2014	2015	2016	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2019	2019
	ed-Line (cont'd)															
Operating & ger		777	704	705	405	400	402	400	677	110	445	442	400	FOC	444	1
i otai generai &	operating expenses	///	721	705	165	166	183	163	677	140	145	143	168	596	141	
	QoQ Change	40.007	7.00/	0.004	-8.3%	0.6%	10.2%	-10.9%	4.007	-14.1%	3.6%	-1.4%	17.5%	40.004	-16.1%	-5
Maintonanco of	YoY Change buildings and sites	-13.2% 217	-7.2% 202	-2.2% 189	-4.1% 47	-2.4% 45	0.0% 49	-9.4% 44	-4.0% 185	-15.2% 34	-12.7% 31	-21.9% 38	3.1% 40	-12.0% 143	0.7% 33	-8
wantenance of	QoQ Change	217	202	109	4.4%	-4.3%	8.9%	-10.2%	103	-22.7%	-8.8%	22.6%	5.3%	143	-17.5%	-9
	YoY Change	-6.9%	-6.9%	-6.4%	-4.1%	-2.2%	0.0%	-2.2%	-2.1%	-27.7%	-31.1%	-22.4%	-9.1%	-22.7%	-2.9%	-3
nterconnect &	payments to telecom operators	161	145	130	31	29	31	27	118	28	27	25	28	108	25	
	QoQ Change				6.9%	-6.5%	6.9%	-12.9%		3.7%	-3.6%	-7.4%	12.0%		-10.7%	-4
	YoY Change	-26.8%	-9.9%	-10.3%	-8.8%	-12.1%	-8.8%	-6.9%	-9.2%	-9.7%	-6.9%	-19.4%	3.7%	-8.5%	-10.7%	-11
Marketing & ger	neral	213	188	195	42	44	54	48	188	40	49	42	52	183	39	
	QoQ Change				-20.8%	4.8%	22.7%	-11.1%		-16.7%	22.5%	-14.3%	23.8%		-25.0%	-12
	YoY Change	14.5%	-11.7%	3.7%	-2.3%	0.0%	-1.8%	-9.4%	-3.6%	-4.8%	11.4%	-22.2%	8.3%	-2.7%	-2.5%	-30
Terminal equipr	nent & materials	49	48	47	10	12	12	10	44	11	10	9	12	42	18	
	QoQ Change				-16.7%	20.0%	0.0%	-16.7%		10.0%	-9.1%	-10.0%	33.3%		50.0%	-5
	YoY Change	-45.6%	-2.0%	-2.1%	-16.7%	0.0%	9.1%	-16.7%	-6.4%	10.0%	-16.7%	-25.0%	20.0%	-4.5%	63.6%	70
Services and ma	aintenance by sub-contractors	61	60	72	17	19	19	18	73	20	20	20	23	83	18	_
	QoQ Change YoY Change	-4.7%	-1.6%	20.0%	-22.7% 0.0%	11.8%	0.0% 18.8%	-5.3% -18.2%	4.40/	11.1% 17.6%	0.0% 5.3%	0.0%	15.0% 27.8%	40.70/	-21.7%	-5
/ehicle mainter	3.	-4.7% 76	-1.6% 78	20.0% 72	0.0% 18	11.8% 17	18.8%	-18.2% 16	1.4% 69	17.6% 7	5.3% 8	5.3% 9	13	13.7% 37	-10.0% 8	-0
venicle maniter	QoQ Change	70	,,	12	-5.3%	-5.6%	5.9%	-11.1%	03	-56.3%	14.3%	12.5%	44.4%	37	-38.5%	12
	YoY Change	0.0%	2.6%	-7.7%	5.9%	-5.6%	0.0%	-15.8%	-4.2%	-61.1%	-52.9%	-50.0%	-18.8%	-46.4%	14.3%	12
Ratios	70 Tollango	0.070	2.070	71770	0.070	0.070	0.070	10.070	1.270	011170	02.070	00.070	70.070	10.170	7 11070	
Operating marg	in	45.9%	48.7%	47.4%	47.6%	46.9%	46.4%	44.9%	46.4%	44.5%	36.4%	43.2%	-8.5%	29.2%	50.9%	85.
Net margin		25.5%	30.0%	28.1%	29.6%	30.0%	26.0%	24.8%	27.6%	24.7%	19.0%	24.6%	-15.1%	13.5%	30.8%	55.
EBITDA margin Capex/Sales		61.8% 19.0%	65.2% 19.3%	63.7% 19.0%	64.3% 19.5%	63.6% 20.7%	63.9% 16.0%	62.6% 21.6%	63.6% 19.4%	63.7% 19.3%	56.2% 29.4%	64.1% 22.3%	12.7% 21.9%	49.4% 23.3%	70.8% 20.1%	105. 32.
capex/oales		19.0%	19.5%	19.0%	19.5%	20.1%	10.0%	21.0%	19.4%	19.5%	29.4%	22.3%	21.9%	23.3%	20.1%	ა2.

Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Pelephone																
Key Income Stateme	ent Metrics (Revenues)															
Total Revenues		3,419	2,890	2,630	628	632	635	651	2,546	619	602	604	618	2,443	578	5
	QoQ Change	40.00/	45.50/	0.00/	-3.7%	0.6%	0.5%	2.5%	0.00/	-4.9%	-2.7%	0.3%	2.3%	4.007	-6.5%	-1.
Pamilaa Dawaniiaa	YoY Change	-10.2% 2,453	-15.5%	-9.0%	-6.4% 435	-4.0%	-2.2% 461	-0.2% 437	-3.2%	-1.4% 431	-4.7% 438	-4.9% 449	-5.1% 437	-4.0%	-6.6% 417	-5. 4 :
Service Revenues	QoQ Change	2,455	1,999	1,818	-0.9%	449 3.2%	2.7%	-5.2%	1,782	-1.4%	436 1.6%	2.5%	-2.7%	1,755	-4.6%	3
	YoY Change	-12.6%	-18.5%	-9.1%	-4.4%	-1.5%	-1.5%	-0.5%	-2.0%	-0.9%	-2.4%	-2.6%	0.0%	-1.5%	-3.2%	-1
quipment Revenue	es	966	891	812	193	183	174	214	764	188	164	155	181	688	161	
	QoQ Change				-9.4%	-5.2%	-4.9%	23.0%		-12.1%	-12.8%	-5.5%	16.8%		-11.0%	-1:
	YoY Change	-3.5%	-7.8%	-8.9%	-10.6%	-9.4%	-3.9%	0.5%	-5.9%	-2.6%	-10.4%	-10.9%	-15.4%	-9.9%	-14.4%	-1-
Revenues from Priva		1,930	1,750	1,616	N/A	N/A	N/A	N/A	1,541	N/A	N/A	N/A	N/A	1,415	N/A	-
	% of total revenues	56.4%	60.6%	61.4%					60.5%					57.9%		
Revenues from Busi	iness Customers % of total revenues	1,490 <i>4</i> 3.6%	1,140 39.4%	1,015 38.6%	N/A	N/A	N/A	N/A	1,005 39.5%	N/A	N/A	N/A	N/A	1,028 <i>4</i> 2.1%	N/A	
Key Income Stateme		40.070	33.470	30.078					33.370					42.170		
Depreciation & amor		430	419	380	94	99	100	90	383	158	159	161	177	655	157	-
oprodiction a unio	QoQ Change	400	4.0	000	5.6%	5.3%	1.0%	-10.0%	000	75.6%	0.6%	1.3%	9.9%	000	-11.3%	-
	YoY Change	-6.1%	-2.6%	-9.3%	-9.6%	4.2%	8.7%	1.1%	0.8%	68.1%	60.6%	61.0%	96.7%	71.0%	-0.6%	
Salaries	707 Chango	417	381	378	98	94	94	98	384	100	95	94	90	379	94	
	QoQ Change	• • • •		0.0	4.3%	-4.1%	0.0%	4.3%	•••	2.0%	-5.0%	-1.1%	-4.3%	0.0	4.4%	
	YoY Change	-5.0%	-8.6%	-0.8%	2.1%	0.0%	0.0%	4.3%	1.6%	2.0%	1.1%	0.0%	-8.2%	-1.3%	-6.0%	
Operating & general		2,105	1,928	1,838	431	409	419	439	1,698	359	345	345	353	1,402	337	
- po g g	QoQ Change	_,	.,020	.,000	-8.5%	-5.1%	2.4%	4.8%	.,000	-18.2%	-3.9%	0.0%	2.3%	.,	-4.5%	-
	YoY Change	-6.2%	-8.4%	-4.7%	-8.3%	-11.3%	-3.9%	-6.8%	-7.6%	-16.7%	-15.6%	-17.7%	-19.6%	-17.4%	-6.1%	-
Other operating exp	-	18	5	2	-		-	-	9	-	1	6	2	9	-	
Operating profit (los		449	157	32	5	30	22	15	72	2	2	(2)	(4)		(10)	
Operating profit (los	QoQ Change	443	137	32	N/M	500.0%	-26.7%	-31.8%	12	-86.7%	0.0%	(2) N/M	100.0%	(2)	150.0%	-20
	YoY Change	-26.2%	-65.0%	-79.6%	400.0%	275.0%	-26.7% -18.5%	-31.0% -475.0%	125.0%	-60.0%	-93.3%	-109.1%	N/M	N/M	150.0% N/M	-2
Net profit	101 Change	373	-05.0% 151	-79.6% 61	16	275.0% 34	-16.5% 24	-475.0% 21	95	-60.0% 9	-93.3% 7	-109.1%	2	24	2	
Net profit	QoQ Change	3/3	131	01	433.3%	112.5%	-29.4%	-12.5%	33	-57.1%	-22.2%	-14.3%	-66.7%	24	0.0%	
	YoY Change	-28.4%	-59.5%	-59.6%	23.1%	161.5%	-25.0%	600.0%	55.7%	-43.8%	-22.2 <i>%</i> -79.4%	-75.0%	-90.5%	-74.7%	-77.8%	-7
EBITDA reported	101 Change	879	-59.5 <i>%</i>	412	99	129	-23.0% 122	105	455	160	161	159	173	653	147	-/
LDITDA Teporteu	OoO Changa	0/3	370	712	16.5%	30.3%	-5.4%	-13.9%	433	52.4%	0.6%	-1.2%	8.8%	000	-15.0%	
	QoQ Change	-17.5%	-34.5%	-28.5%	-5.7%	25.2%	-5.4% 2.5%	23.5%	10.4%	52.4% 61.6%	24.8%	30.3%	64.8%	43.5%	-13.0% -8.1%	
ADJUSTED ERITDA	YoY Change (excluding other operating	-17.5%	-34.5%	-28.5%	-5.7%	25.2%	2.5%	23.5%	10.4%	61.6%	24.8%	30.3%	64.8%	43.5%	-8.1%	-6
income/expenses)	(excluding other operating	897	581	414	99	129	122	114	464	160	161	165	176	662	147	
Key Cash Flow Metr	rics					.=•							11.4			
Operating cash flow		1,213	730	582	117	193	209	86	605	239	181	194	156	770	195	
	QoQ Change	ŕ			80.0%	65.0%	8.3%	-58.9%		177.9%	-24.3%	7.2%	-19.6%		25.0%	-30
	YoY Change	-23.8%	-39.8%	-20.3%	-36.8%	7.2%	37.5%	32.3%	4.0%	104.3%	-6.2%	-7.2%	81.4%	27.3%	-18.4%	-2
Capital expenditures		329	428	243	73	82	78	77	310	69	90	73	78	310	63	
	QoQ Change				14.1%	12.3%	-4.9%	-1.3%		-10.4%	30.4%	-18.9%	6.8%		-19.2%	3
	YoY Change	2.8%	30.1%	-43.2%	40.4%	30.2%	21.9%	20.3%	27.6%	-5.5%	9.8%	-6.4%	1.3%	0.0%	-8.7%	_
Capital expenditures		321	426	241	73	82	78	76	309	69	90	69	78	306	63	
	QoQ Change				15.9%	12.3%	-4.9%	-2.6%		-9.2%	30.4%	-23.3%	13.0%		-19.2%	3
	YoY Change	1.9%	32.7%	-43.4%	43.1%	30.2%	21.9%	20.6%	28.2%	-5.5%	9.8%	-11.5%	2.6%	-1.0%	-8.7%	
Lease payments (IFF	-									75	50	64	70	259	69	
	ŕ	902	204	341	44	111	121	10	296	95	41		8	205	62	
Free cash flow	000 01	892	304	341			131	10	290			61		203	63	0.
	QoQ Change	20.40/	6E 00/	10.00/	2100.0% -67.2%	152.3%	18.0%	-92.4% 400.0%	-13.2%	850.0%	-56.8% -63.1%	48.8% -53.4%	-86.9% -20.0%	-30.7%	687.5% -33.7%	-8: -8:
	YoY Change	-30.1%	-65.9%	12.2%	-07.2%	-5.1%	48.9%	400.0%	-13.2%	115.9%	-03.1%	-03.4%	-20.0%	-30.7%	-33.7%	-8
Ratios		40.40/	5.4%	1.2%	0.8%	4.7%	3.5%	2.3%	2.8%	0.3%	0.3%	-0.3%	-0.6%	-0.1%	-1.7%	-1
Ratios															-1.1/0	
Operating margin		13.1% 10.9%													0.3%	
		13.1% 10.9% 25.7%	5.2% 19.9%	2.3% 15.7%	2.5% 15.8%	5.4% 20.4%	3.8% 19.2%	3.2% 16.1%	3.7% 17.9%	1.5% 25.8%	1.2% 26.8%	1.0% 26.4%	0.3% 28.0%	1.0% 26.7%	0.3% 25.4%	0 25

B						Bozot	9 1110 10	naci icic	oomman	ioation oc	np. Ltd.					
Bezeq	s, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeg International	.,															
Key Income Statement Metrics																
Total Revenues		1,504	1,578	1,548	384	407	367	379	1,537	352	336	333	370	1,391	341	33
	QoQ Change YoY Change	F 00/	4.9%	4.00/	-2.0%	6.0% 8.0%	-9.8% -4.4%	3.3% -3.3%	-0.7%	-7.1% -8.3%	-4.5% -17.4%	-0.9% -9.3%	11.1% -2.4%	-9.5%	-7.8% -3.1%	-0. 0.
D	101 Criange	5.0%		-1.9%	-2.8%											
Revenues from ILD services	% of total revenues	395 26.3%	379 24.0%	325 21.0%	N/A	N/A	N/A	N/A	268 17.4%	N/A	N/A	N/A	N/A	225 16.2%	N/A	٨
Revenues from Internet, Data & IC		1,109 73.7%	1,199 76.0%	1,223 79.0%	N/A	N/A	N/A	N/A	1,269 82.6%	N/A	N/A	N/A	N/A	1,166 83.8%	N/A	٨
Revenues from Private Customers		529	555	570	N/A	N/A	N/A	N/A	563	N/A	N/A	N/A	N/A	542	N/A	
D	% of total revenues	35.2%	35.2%	36.8%					36.6%					39.0%		
Revenues from Business Custome	% of total revenues	975 64.8%	1,023 <i>64</i> .8%	978 63.2%	N/A	N/A	N/A	N/A	974 63.4%	N/A	N/A	N/A	N/A	849 61.0%	N/A	I
Key Income Statement Metrics	7,5 0. 1010. 1010.000															
Depreciation & amortization		130	132	137	33	33	34	35	135	43	45	46	60	194	46	
	QoQ Change	0.00/	4.50/	0.00/	-2.9%	0.0%	3.0%	2.9%	4.50/	22.9%	4.7%	2.2%	30.4%	40.70/	-23.3%	(
Salavias	YoY Change	0.0%	1.5%	3.8%	0.0%	-5.7%	-2.9%	2.9%	-1.5%	30.3%	36.4% 75	35.3%	71.4%	43.7%	7.0%	2
Salaries	OoO Changa	298	303	330	84 2.4%	81 -3.6%	81 0.0%	78 -3.7%	324	84 7.7%	75 -10.7%	70 -6.7%	68 -2.9%	297	67 -1.5%	-1
	QoQ Change YoY Change	3.8%	1.7%	8.9%	1.2%	-3.0% -1.2%	-2.4%	-3.7%	-1.8%	0.0%	-7.4%	-13.6%	-2.9% -12.8%	-8.3%	-1.5%	-12
Operating & general expenses	TOT Change	844	903	887	218	247	214	222	901	189	187	184	216	776	194	-12
- pg gp	QoQ Change				-3.1%	13.3%	-13.4%	3.7%		-14.9%	-1.1%	-1.6%	17.4%		-10.2%	(
	YoY Change	7.0%	7.0%	-1.8%	-4.4%	16.0%	-3.2%	-1.3%	1.6%	-13.3%	-24.3%	-14.0%	-2.7%	-13.9%	2.6%	;
Other operating expenses (income))	-	(2)	18	-	1	(1)	3	3	2	(1)	2	5	8	-	
Operating profit		232	240	176	49	45	39	41	174	34	30	31	21	116	34	
operating prom	QoQ Change	202	240	.,,	4.3%	-8.2%	-13.3%	5.1%	1,7	-17.1%	-11.8%	3.3%	-32.3%	110	61.9%	-47
	YoY Change	2.0%	3.4%	-26.7%	32.4%	-4.3%	-13.3%	-12.8%	-1.1%	-30.6%	-33.3%	-20.5%	-48.8%	-33.3%	0.0%	-40
Net profit	ŭ	165	172	125	36	33	27	31	127	24	20	20	13	77	25	
	QoQ Change				9.1%	-8.3%	-18.2%	14.8%		-22.6%	-16.7%	0.0%	-35.0%		92.3%	-60
	YoY Change	4.3%	4.2%	-27.3%	38.5%	0.0%	-18.2%	-6.1%	1.6%	-33.3%	-39.4%	-25.9%	-58.1%	-39.4%	4.2%	-50
EBITDA reported		362	372	313	82	78	73	76	309	77	75	77	81	310	80	
	QoQ Change				1.2%	-4.9%	-6.4%	4.1%		1.3%	-2.6%	2.7%	5.2%		-1.2%	-20
AD HISTED EDITOA (YoY Change	1.3%	2.8%	-15.9%	17.1%	-4.9%	-8.8%	-6.2%	-1.3%	-6.1%	-3.8%	5.5%	6.6%	0.3%	3.9%	-14
ADJUSTED EBITDA (excluding other of income/expenses)	operating	362	370	331	82	79	72	79	312	79	74	79	86	318	80	
Key Cash Flow Metrics																
Operating cash flow	0.00	312	301	269	52	69	74	82	277	67	54	73	106	300	56	
	QoQ Change YoY Change	8.4%	-3.5%	-10.6%	-39.5% 6.1%	32.7% 0.0%	7.2% 13.8%	10.8% -4.7%	3.0%	-18.3% 28.8%	-19.4% -21.7%	35.2% -1.4%	45.2% 29.3%	8.3%	-47.2% -16.4%	-1 -1
Capital expenditures, gross (cash	· ·	8.4% 110	-3.5% 128	-10.6% 120	29	0.0% 46	13.8% 31	-4.7% 36	3.0% 142	28.8% 31	-21.7% 44	-1.4% 27	29.3% 25	8.3% 127	-16.4% 33	-1
oapitai experiantares, gross (casir	QoQ Change		120	120	11.5%	58.6%	-32.6%	16.1%	172	-13.9%	41.9%	-38.6%	-7.4%	127	32.0%	
	YoY Change	5.2%	16.4%	-6.3%	-21.6%	39.4%	29.2%	38.5%	18.3%	6.9%	-4.3%	-12.9%	-30.6%	-10.6%	6.5%	-22
Capital expenditures, net (cash flo	w)	108	128	119	29	46	29	35	139	31	44	26	25	126	33	
, , , , , , ,	QoQ Change				16.0%	58.6%	-37.0%	20.7%		-11.4%	41.9%	-40.9%	-3.8%		32.0%	
	YoY Change	11.2%	18.5%	-7.0%	-21.6%	39.4%	20.8%	40.0%	16.8%	6.9%	-4.3%	-10.3%	-28.6%	-9.4%	6.5%	-22
_ease payments (IFRS 16)										9	9	9	9	36	8	
Free cash flow		204	173	150	23	23	45	47	138	27	1	38	72	138	15	
	QoQ Change				-62.3%	0.0%	95.7%	4.4%		-42.6%	-96.3%	3700.0%	89.5%		-79.2%	-60
	YoY Change	7.0%	-15.2%	-13.3%	91.7%	-36.1%	9.8%	-23.0%	-8.0%	17.4%	-95.7%	-15.6%	53.2%	0.0%	-44.4%	500
Ratios Operating margin		15.4%	15.2%	11.4%	12.8%	11.1%	10.6%	10.8%	11.3%	9.7%	8.9%	9.3%	5.7%	8.3%	10.0%	5
Net margin		11.0%	10.9%	8.1%	9.4%	8.1%	7.4%	8.2%	8.3%	6.8%	6.0%	6.0%	3.5%	5.5%	7.3%	2
EBITDA margin		24.1%	23.6%	20.2%	21.4%	19.2%	19.9%	20.1%	20.1%	21.9%	22.3%	23.1%	21.9%	22.3%	23.5%	18
Capex/Sales		7.3%	8.1%	7.8%	7.6%	11.3%	8.4%	9.5%	9.2%	8.8%	13.1%	8.1%	6.8%	9.1%	9.7%	10

						Beze	q - The Is	rael Tele	communi	cation Co	rp. Ltd.					
Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
yes - Repoi		-				-										
Key Income State	ment Metrics															
Revenues		1,724	1,774	1,745	424	416	406	404	1,650	375	375	367	356	1,473	343	3
	QoQ Change				-3.2%	-1.9%	-2.4%	-0.5%		-7.2%	0.0%	-2.1%	-3.0%		-3.7%	-1.
	YoY Change	5.4%	2.9%	-1.6%	-3.4%	-4.1%	-6.5%	-7.8%	-5.4%	-11.6%	-9.9%	-9.6%	-11.9%	-10.7%	-8.5%	-10
Depreciation, amo	ortization & impairment	297	322	296	70	71	72	72	285	79	79	81	84	323	55	
	QoQ Change				-1.4%	1.4%	1.4%	0.0%		9.7%	0.0%	2.5%	3.7%		-34.5%	23
	YoY Change	13.0%	8.4%	-8.1%	-7.9%	-4.1%	-4.0%	1.4%	-3.7%	12.9%	11.3%	12.5%	16.7%	13.3%	-30.4%	-1.
Salaries		267	270	249	59	59	62	65	245	58	60	56	59	233	56	
	QoQ Change				-7.8%	0.0%	5.1%	4.8%		-10.8%	3.4%	-6.7%	5.4%		-5.1%	
o	YoY Change	007	1.1%	-7.8%	-3.3%	-1.7%	-3.1%	1.6%	-1.6%	-1.7%	1.7%	-9.7%	-9.2%	-4.9%	-3.4%	-1
operating, genera	Il & impairment expenses	887	932	947	243	237	237	240	957	237	246	229	244	956	234	
	QoQ Change YoY Change		5.1%	1.6%	-1.2% -0.8%	-2.5% 6.3%	0.0% 1.7%	1.3% -2.4%	1.1%	-1.3% -2.5%	3.8% 3.8%	-6.9% -3.4%	6.6% 1.7%	-0.1%	-4.1% -1.3%	
Loss from impair	=		5.1%	1.0%	-0.6%	0.3%	1.7%	-2.4%	1.1%	-2.5%	3.0%	-3.4%	1,100	1,100	-1.3%	-
•		_	_		_	_	_	Ī	_	_	_	_		·		
Other operating e	xpenses (income), net	-	-	(11)	-	-	-	-	-	2	7	-	8	17	43	
Operating profit (I	oss)	273	250	264	52	49	35	27	163	(1)	(17)	1	(1,139)	(1,156)	(45)	
	QoQ Change				-23.5%	-5.8%	-28.6%	-22.9%		N/M	1600.0%	N/M	N/M	• • •	N/M	-4
	YoY Change	2.2%	-8.4%	5.6%	-8.8%	-36.4%	-43.5%	-60.3%	-38.3%	N/M	N/M	-97.1%	N/M	N/M	N/M	4
inance expenses	(income), net	111	90	58	27	32	(1)	13	71	(3)	(7)	3	(4)	(11)	5	
-	QoQ Change				2600.0%	18.5%	N/M	N/M		N/M	133.3%	N/M	N/M		N/M	-6
	YoY Change	-31.1%	-18.9%	-35.6%	42.1%	166.7%	N/M	1200.0%	22.4%	N/M	N/M	N/M	N/M	N/M	N/M	
Net profit (loss)		(322)	(354)	68	19	(151)	(123)	11	(244)	1	(10)	(2)	(1,137)	(1,148)	(50)	
	QoQ Change				-95.2%	N/M	-18.5%	-108.9%		-90.9%	N/M	-80.0%	N/M		-95.6%	-4
	YoY Change	-15.4%	9.9%	N/M	N/M	32.5%	-13.4%	-97.2%	N/M	-94.7%	-93.4%	-98.4%	N/M	370.5%	N/M	17
EBITDA reported		570	572	560	122	120	107	99	448	78	62	82	(1,055)	(833)	10	
	QoQ Change				-12.2%	-1.6%	-10.8%	-7.5%		-21.2%	-20.5%	32.3%	N/M		N/M	34
	YoY Change	7.6%	0.4%	-2.1%	-8.3%	-20.5%	-21.9%	-28.8%	-20.0%	-36.1%	-48.3%	-23.4%	N/M	N/M	-87.2%	-2
	DA (excluding other operating one-time impairment)		572	549	-	-	-	-	448	80	69	83	52	284	53	
Key Cash Flow Mo	etrics															
Operating cash flo	ow	442	505	629	51	169	115	95	430	86	60	34	46	226	53	
	QoQ Change				-75.4%	231.4%	-32.0%	-17.4%		-9.5%	-30.2%	-43.3%	35.3%		15.2%	-5
	YoY Change	-10.1%	14.3%	24.6%	-67.7%	53.6%	-25.3%	-54.1%	-31.6%	68.6%	-64.5%	-70.4%	-51.6%	-47.4%	-38.4%	-6
Capital expenditu	res, gross (cash flow)	305	265	209	60	53	69	53	235	62	75	79	82	298	64	
	QoQ Change				46.3%	-11.7%	30.2%	-23.2%		17.0%	21.0%	5.3%	3.8%		-22.0%	
Name	YoY Change	-5.6%	-13.1%	-21.1%	1.7%	-8.6%	35.3%	29.3%	12.4%	3.3%	41.5%	14.5%	54.7%	26.8%	3.2%	
apitai expenditu	res, net (cash flow)	305	265	208	60	52	69	53	234	62	75	79	81	297	64	
	QoQ Change	5.00 /	40.404	0.4 50/	46.3%	-13.3%	32.7%	-23.2%	40.50/	17.0%	21.0%	5.3%	2.5%	00.00/	-21.0%	1
ease payments (YoY Change	-5.6%	-13.1%	-21.5%	1.7%	-10.3%	38.0%	29.3%	12.5%	3.3% 8	44.2% 8	14.5% 9	52.8% 6	26.9% 31	3.2% 8	
. , ,	irks 10)												-			
ree cash flow		137	240	421	(9)	117	46	42	196	16	(23)	(54)	(41)	(102)	(19)	
	QoQ Change				N/M	N/M	-60.7%	-8.7%		-61.9%	N/M	134.8%	-24.1%		-53.7%	20
	YoY Change	-17.8%	75.2%	75.4%	N/M	125.0%	-55.8%	-74.7%	-53.4%	N/M	N/M	N/M	N/M	N/M	N/M	15
Ratios																
Operating margin		15.8%	14.1%	15.1%	12.3%	11.8%	8.6%	6.7%	9.9%	(0.3%)	(4.5%)		(319.9%)	(78.5%)	(13.1%)	(7
Net margin		(18.7%)	(20.0%)	3.9%	4.5%	(36.3%)	(30.3%)	2.7%	(14.8%)	0.3%	0.0%		(319.4%)	(77.9%)	(14.6%)	(8
EBITDA margin		33.1%	32.2%	32.1%	28.8%	28.8%	26.4%	24.5%	27.2%	20.8%	16.5%		(296.3%)	(56.6%)	2.9%	13
Capex/Sales		17.7%	14.9%	12.0%	14.2%	12.7%	17.0%	13.1%	14.2%	16.5%	20.0%	21.5%	23.0%	20.2%	18.7%	22

ß	
Bezea	

Bezeq	(NIS millions, except for EPS)	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
yes - Prof	orma (Excluding Impair	ment L	oss)													
Key Income Stat	tement Metrics															
Revenues		N/A	1,650	375	375			1,473	343	337						
	QoQ Change															-1.7%
	YoY Change													-10.7%	-8.5%	-10.19
Depreciation & a	amortization	N/A	285	79	79			323	78	81						
	QoQ Change															3.8%
	YoY Change													13.3%	-1.3%	2.5%
Salaries		N/A	245	58	60			233	55	51						
	QoQ Change															-7.39
	YoY Change													-4.9%	-5.2%	-15.09
perating & gen	neral expenses	N/A	957	237	246			956	226	222						
	QoQ Change															-1.89
	YoY Change													-0.1%	-4.6%	-9.8%
ther operating	expenses (income), net	N/A	-	2	7			17	43	(9						
	QoQ Change															
	YoY Change															
perating profit	(loss)	N/A	163	(1)	(17)			(56)	(59)	(8						
	QoQ Change															-86.4%
	YoY Change															-52.9%
inance expense	es (income), net	N/A	71	(3)	(7)			(11)	5	:						
•	QoQ Change									` '	` '			` '		
	YoY Change															
let profit (loss)		N/A	(244)	1	(10)			(48)	(64)	(11						
,	QoQ Change								. ,		. ,			, ,	• ,	-82.8%
	YoY Change													-80.3%		10.0%
BITDA	ű	N/A	448	78	62			267	19	73						
	QoQ Change															284.2%
	YoY Change													-40.4%	-75.6%	17.7%

Bezeq NIS	Millions	FY 2013	FY 2014	FY 2015	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeq Group																	
Other Operating Expenses (Income), Net																	
Profit from increase to controlling stake in Yo	es	-	-	(12)	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of shares in Coral Tel Ltd	i.	-	(582)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of affiliate		-	-	-	-	-	-	-	-	-	-	-	-	(14)	(14)	-	-
Profit from the sale of property, plant and equipment (mainly real estate)*		(120)	(167)	(234)	(107)	(6)	(14)	(45)	(1)	(66)	(1)	(5)	9	(4)	(1)	(44)	(417)
Proft from copper sales		(47)	(8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Provision (cancellation)-contingent liabilities	, net	-	(23)	34		-	-	-	-		-	-	-	-	-	-	-
Provision for early retirement agreement		90	176	117	96	-	12	3	8	23	12	81	-	466	559	(25)	1
Expenses for a collective agreement at Pelep	hone	61	18	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Expenses for a collective agreement at yes		-	-	-	-	-	-	-	-	-	-	-	-	-	-	45	
Loss from the discontinuation of a software development project		1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other (mainly legal claims)		-	-	-	11	2	1	19	2	24	12	8	7	63	90	(1)	2
Total other operating expenses (income), net	1	(15)	(586)	(95)	0	(4)	(1)	(23)	9	(19)	23	84	16	511	634	(25)	(414)

^{*} Includes profit from copper sales beginning Q1 2015

Bezeq	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Bezeg Fixed-Line					20.0																	
Key Performance Indicators																						
otal outgoing minutes (in millions)	9,758	8,694	7,047	6,200	5,607	1,316	1,257	1,297	1,136	5,006	1,177	1,098	1,132	1,068	4,475	1,055	1,010	960	989	4,014	926	865
QoQ Change YoY Change	-8.8%	-10.9%	-18.9%	-12.0%	-9.6%	-4.6% -9.8%	-4.5% -10.0%	3.2% -5.5%	-12.4% -17.6%	-10.7%	3.6% -10.6%	-6.7% -12.6%	3.1% -12.7%	-5.7% -6.0%	-10.6%	-1.2% -10.4%	-4.3% -8.0%	-5.0% -15.2%	3.0% -7.4%	-10.3%	-6.4% -12.2%	-6.6% -14.4%
otal incoming minutes (in millions)	6,240	6,225	6,115	5,829	5,628	1,348	1,314 -2.5%	1,383 5.3%	1,252 -9.5%	5,297	1,281 2.3%	1,220 -4.8%	1,266 3.8%	1,205 -4.8%	4,972	1,191 -1.2%	1,151 -3.4%	1,125	1,160 3.1%	4,627	1,090 -6.0%	1,056
YoY Change	-4.7%	-0.2%	-1.8%	-4.7%	-3.4%	-5.7%	-5.2%	-1.9%	-10.8%	-5.9%	-5.0%	-7.2%	-8.5%	-3.8%	-6.1%	-7.0%	-5.7%	-11.1%	-3.7%	-6.9%	-8.5%	-8.3%
otal access lines (in 000's)	2,367	-1400.0% 2,268	2,216	2,205	2,087	2,068	2,050	2,031	2,010	2,010	1,986	1,961	1,942	1,916	1,916	1,889	1,865	1,843	1,818	1,818	1,792	1,768
QoQ Change	0.007		0.00/	0.50/	5.40/	-0.9%	-0.9%	-0.9%	-1.0%	0.70/	-1.2%	-1.3%	-1.0%	-1.3%	4 770 /	-1.4%	-1.3%	-1.2%	-1.4%	5 404	-1.4%	-1.3%
YoY Change QoQ Line change (000's)	0.0% 1	-4.2% (99)	-2.3% (52)	-0.5% (11)	-5.4% (118)	-2.7% (19)	-3.2% (18)	-3.4% (19)	-3.7% (21)	-3.7% (77)	-4.0% (24)	-4.3% (25)	-4.4% (19)	-4.7% (26)	-4.7% (94)	-4.9% (27)	-4.9% (24)	-5.1% (22)	-5.1% (25)	-5.1% (98)	-5.1% (26)	-5.2% (24)
Average revenue per line (ARPL) (in NIS)	85	81	74	63	59	58	57	57	55	57	56	54	54	53	54	53	52	51	51	52	50	49
QoQ Change						-1.7%	-1.7%	0.0%	-3.5%		1.8%	-3.6%	0.0%	-1.9%		0.0%	-1.9%	-1.9%	0.0%		-2.0%	-2.0%
YoY Change	-22.0%	-4.7%	-8.6%	-14.9%	-6.3%	-3.3%	-3.4%	-3.4%	-6.8%	-3.4%	-3.4%	-5.3%	-5.3%	-3.6%	-5.3%	-5.4%	-3.7%	-5.6%	-3.8%	-3.7%	-5.7%	-5.8%
Churn rate (telephony)	11.6%	15.3%	13.1%	11.1%	10.1%	2.8%	2.4%	2.6%	2.4%	10.2%	2.7%	2.4%	2.3%	2.4%	9.8%	3.0%	2.8%	2.7%	3.1%	11.6%	3.0%	2.7%
Broadband Internet lines (in 000's)- Total	1,111	1,169	1,263	1,364	1,479	1,503	1,521	1,539	1,558	1,558	1,580	1,593	1,608	1,635	1,635	1,653	1,662	1,663	1,656	1,656	1,635	1,613
QoQ Change YoY Change	4.2%	5.2%	8.0%	8.0%	8.4%	1.6% 8.1%	1.2% 7.3%	1.2% 6.3%	1.2% 5.3%	5.3%	1.4% 5.1%	0.8% 4.7%	0.9% 4.5%	1.7% 4.9%	4.9%	1.1% 4.6%	0.5% 4.3%	0.1% 3.4%	-0.4% 1.3%	1.3%	-1.3% -1.1%	-1.3% -2.9%
QoQ Line change (000's)	45	58	94	101	115	24	18	18	19	79	22	13	15	27	77	18	9	1	(7)	21	(21)	(22)
Broadband Internet lines (in 000's)-Wholesale	-	-	-	-	244	290	323	347	377	377	414	444	484	532	532	574	600	617	626	626	624	612
QoQ Change Yo Y Change						18.9% 2536.4%	11.4% 314.1%	7.4% 96.0%	8.6%	54.5%	9.8% 42.8%	7.2% 37.5%	9.0% 39.5%	9.9% 41.1%	41.1%	7.9% 38.6%	4.5% 35.1%	2.8% 27.5%	1.5% 17.7%	17.7%	-0.3% 8.7%	-1.9% 2.0%
QoQ Line change (000's)						46	314.1%	24	30	133	42.6%	37.5%	40	41.1%	155	42	26	17	9	94	(2)	(12)
Wholesale lines as % of total broadband lines					16.5%	19.3%	21.2%	22.5%	24.2%	24.2%	26.2%	27.9%	30.1%	32.5%	32.5%	34.7%	36.1%	37.1%	37.8%	37.8%	38.2%	37.9%
Broadband Internet lines (in 000's) - Retail	1,111	1,169	1,263	1,364	1,235	1,213	1,198	1,192	1,181	1,181	1,166	1,149	1,124	1,103	1,103	1,079	1,062	1,046	1,030	1,030	1,011	1,001
QoQ Change YoY Change	4.2%	5.2%	8.0%	8.0%	-9.5%	-1.8% -12.0%	-1.2% -10.6%	-0.5% -6.2%	-0.9% -4.4%	-4.4%	-1.3% -3.9%	-1.5% -4.1%	-2.2% -5.7%	-1.9% -6.6%	-6.6%	-2.2% -7.5%	-1.6% -7.6%	-1.5% -6.9%	-1.5% -6.6%	-6.6%	-1.8% -6.3%	-1.0% -5.7%
QoQ Line change (000's)	45	58	94	101	(129)	(22)	(15)	(6)	(11)	(54)	(15)	(17)	(25)	(21)	(78)	(24)	(17)	(16)	(16)	(73)	(19)	(10)
Broadband Internet ARPU (in NIS) - Retail	80	81	84	84	88	90	90	88	90	89	90	90	90	92	90	92	93	93	96	93	96	97
QoQ Change YoY Change	6.7%	1.3%	3.7%	0.0%	4.00/	2.3%	0.0% 2.3%	-2.2%	2.3%	1.1%	0.0%	0.0% 0.0%	0.0%	2.2%	4.400	0.0%	1.1%	0.0% 3.3%	3.2%	0.00/	0.0%	1.0% 4.3%
Average broadband speed per subscriber (end	0.7%	1.3%	3.7%	0.0%	4.8%	3.4%	2.3%	0.0%	2.3%	1.1%	0.0%	0.0%	2.3%	2.2%	1.1%	2.2%	3.3%	3.3%	4.3%	3.3%	4.3%	4.3%
of period, Mbps)	6.7	9.6	18.1	32.5	37.8	38.9	40.2	41.8	43.4	43.4	45.1	47.2	49.5	51.5	51.5	53.5	55.4	57.4	59.1	59.1	61.5	64.0
QoQ Change YoY Change	55.8%	43.3%	88.5%	79.6%	16.3%	2.9% 17.2%	3.3% 15.2%	4.0% 13.9%	3.8% 14.8%	14.8%	3.9% 15.9%	4.7% 17.4%	4.9% 18.4%	4.0% 18.7%	18.7%	3.9% 18.6%	3.6% 17.4%	3.6% 16.0%	2.9% 14.8%	14.8%	4.1% 15.0%	4.1% 15.5%
lumber of employees	7,076	7,422	6,479	5,964	5,896	N/A	N/A	N/A	5,649	5,649	N/A	N/A	N/A	5,582	5,582	N/A	N/A	N/A	5,494	5,494	5,358	N/A
Yo Y Change	-1.9%	4.9%	-12.7%	-7.9%	-1.1%					-4.2%					-1.2%					-1.6%	,	
Market share - Internet	59%	60% 50%	63%	66% 56%	68% 56%	N/A	N/A	N/A	N/A	69% 55%	N/A	N/A	N/A	N/A	70%	N/A	N/A	N/A	N/A	69%	N/A	N/A
Market share - telephony (private sector) Market share - telephony (business sector)	63% 76%	59% 75%	57% 74%	56% 74%	56% 74%	N/A N/A	N/A N/A	N/A N/A	N/A N/A	55% 73%	N/A N/A	N/A N/A	N/A N/A	N/A N/A	53% 72%	N/A N/A	N/A N/A	N/A N/A	N/A N/A	52% 71%	N/A N/A	N/A N/A

Bezeq	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Pelephone																						
Key Performance Indicators																						
Total Subscribers (EOP, in 000's)	2,847	2,800	2,642	2,586	2,651	2,692	2,260	2,348	2,402	2,402	2,430	2,410	2,475	2,525	2,525	2,546	2,601	2,185	2,205	2,205	2,224	2,263
QoQ Change	ŕ	,	ŕ	ŕ	·	1.5%	-16.0%	3.9%	2.3%	·	1.2%	-0.8%	2.7%	2.0%		0.8%	2.2%	-16.0%	0.9%	ŕ	0.9%	1.8%
YoY Change QoQ subscriber change (000's)	-0.4% (10)	-1.7% (47)	-5.6% (158)	-2.1% (56)	2.5% 65	5.0% 41	-11.9% (432)	-8.6% 88	-9.4% 54	-9.4% (249)	-9.7% 28	6.6% (20)	5.4% 65	5.1% 50	5.1% 123	<i>4</i> .8% 21	7.9% 55	-11.7% (416)	-12.7% 20	-12.7% (320)	-12.6% 19	-13.0% 39
Postpaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	1,750	1,726	N/A	N/A	N/A	1,669	1,669	1,659	1,663	1,697	1,729	1,729	1,760	1,800	1,817	1,831	1,831	1,842	1,866
QoQ Change											-0.6%	0.2%	2.0%	1.9%		1.8%	2.3%	0.9%	0.8%		0.6%	1.3%
YoY Change QoQ subscriber change (000's)					-1.4% (24)				-3.3%	-3.3% (57)	(10)	4	34	3.6% 32	60	6.1% 31	8.2% 40	7.1% 17	5.9% 14	102	<i>4.7</i> % 11	3.7% 24
Prepaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	836	925	N/A	N/A	N/A	733	733	771	747	778	796	796	786	801	368	374	374	382	397
QoQ Change	IVA	IVA	IVA	030	323	IVA	IVA	N/A	733	733	5.2%	-3.1%	4.1%	2.3%	790	-1.3%	1.9%	-54.1%	1.6%	3/4	2.1%	3.9%
YoY Change					10.6%				-20.8%	-20.8%	00	(0.4)	04	8.6%	8.6%	1.9%	7.2%	-52.7%	-53.0%	-53.0%	-51.4%	-50.4%
QoQ subscriber change (000's)					89					(192)	38	(24)	31	18	63	(10)	15	(433)	6	(422)	8	15
ARPU (in NIS) QoQ Change	107	95	86	78	64	57 -5.0%	68 19.3%	68 0.0%	62 -8.8%	63	60 -3.2%	61 1.7%	63 3.3%	58 -7.9%	61	57 -1.7%	57 0.0%	68 19.3%	66 -2.9%	62	63 -4.5%	64 1.6%
YoY Change	-3.6%	-11.2%	-9.5%	-9.3%	-17.9%	-12.3%	4.6%	0.0%	3.3%	-1.6%	5.3%	-10.3%	-7.4%	-6.5%	-3.2%	-5.0%	-6.6%	7.9%	13.8%	1.6%	10.5%	12.3%
Churn rate	22.9%	22.4%	28.6%	28.0%	25.8%	5.2%	6.2%	6.1%	6.3%	23.7%	7.9%	6.3%	7.1%	6.9%	28.2%	8.0%	7.3%	9.1%	9.0%	33.3%	8.6%	7.5%
Onum rate	22.370	22.470	20.070	20.070	25.070	J.Z /0	0.270	0.170	0.570	23.1 /0	7.570	0.570	7.170	0.570	20.270	0.070	7.570	3.170	3.0 /6	33.370	0.078	7.570
Number of employees Yo Y Change	N/A	4,072	3,288 -19.3%	3,001	2,679 -10.7%	N/A	N/A	N/A	2,594	2,594 -3.2%	N/A	N/A	N/A	2,551	2,551 -1.7%	N/A	N/A	N/A	2,453	2,453 -3.8%	N/A	N/A
Yo Y Change			-19.3%	-8.7%	-10.7%					-3.2%					-1.7%					-3.8%		
Market share	29.0%	28.2%	26.3%	25.5%	25.2%	N/A	N/A	22.7%	23.1%	23.1%	N/A	N/A	23.3%	23.6%	23.6%	N/A	N/A	21.0%	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	N/A	N/A	N/A	1.905	1.905	N/A	N/A	N/A	1.864	1,864	N/A	N/A	N/A	1,653	1,653	N/A	N/A
QoQ Change	2,202	2,102	2,007	1,502	1,000	10/1	7474	10/1	1,500	1,500	14/1	747	14/4	1,004	1,004	747	NA	747	1,000	1,000	747	747
YoY Change	7.1%	-7.1%	-4.5%	-3.7%	1.8%					-3.1%					-2.2%					-11.3%		
Churn rate (ISP)	12.6%	18.4%	18.0%	17.0%	17.3%	5.2%	4.5%	5.5%	5.2%	20.4%	5.3%	5.0%	6.3%	6.8%	23.4%	6.0%	6.0%	5.8%	7.7%	25.5%	6.6%	6.2%
Market share - ISP	37.5%	38.8%	40.6%	42%	44%	N/A	N/A	N/A	N/A	44%	N/A	N/A	42.1%	N/A	N/A	N/A	N/A	38.2%	N/A	N/A	N/A	N/A
Market share - ILD (Outgoing)	30.0%	24.6%	21.2%	23%	21%	N/A	N/A	N/A	N/A	21%	N/A	N/A	N/A	N/A	25.6%	N/A	N/A	N/A	N/A	23.3%	N/A	N/A
yes																						
Key Performance Indicators																						
	F00				225	200		242	244	24.4				50-		500	500	504				
	586	578	600	630	635	629 -0.9%	623 -1.0%	618 -0.8%	614 -0.6%	614	608 -1.0%	603 -0.8%	597 -1.0%	587 -1.7%	587	580 -1.2%	582 0.3%	584 0.3%	574 -1.7%	574	568 -1.0%	565 -0.5%
Subscribers (EOP, in 000's)						-0.5%	-2.0%	-3.0%	-3.3%	-3.3%	-3.3%	-3.2%	-3.4%	-4.4%	-4.4%	-4.6%	-3.5%	-2.2%	-2.2%	-2.2%	-2.1%	-2.9%
QoQ Change YoY Change	1.4%	-1.4%	3.8%	5.0%	0.8%							(5)	(6)	(10)	(27)	(7)	2	2			(6)	(3)
QoQ Change YoY Change QoQ subscriber change (000's)						(6)	(6)	(5)	(4)	(21)	(6)	(5)		` '				_	(10)	(13)		
QoQ Change YoY Change QoQ subscriber change (000's) ARPU (in NIS)	1.4% 232	-1.4% 234	3.8% 233	5.0% 234	0.8% 233	(6) 231	(6) 231	233	237	(21) 233	232	229	226	226	228	214	215	210	206	211	200	198
QoQ Change YoY Change QoQ subscriber change (000's)						(6)	(6)							` '				_				198 -1.0%
QoQ Change YoY Change QoQ subscriber change (000's) ARPU (in NIS) QoQ Change YoY Change	232 0.9%	234	233	234 0.4%	233 -0.4%	(6) 231 -1.7% -0.4%	(6) 231 0.0% 0.0%	233 0.9% 0.0%	237 1.7% 0.9%	233 0.0%	232 -2.1% 0.4%	229 -1.3% -0.9%	226 -1.3% -3.0%	226 0.0% -4.6%	228 -2.1%	214 -5.3% -7.8%	215 0.5% -6.1%	210 -2.3% -7.1%	206 -1.9% -8.8%	211 -7.5%	200 -2.9% -6.5%	198 -1.0% -7.9%
QoQ Change Yo'Y Change QoQ subscriber change (000's) ARPU (in NIS) QoQ Change Yo'Y Change Churn rate	232 0.9% 11.9%	234 1.0% 15.4%	233 -0.4% 13.5%	234 0.4% 12.8%	233 -0.4% 13.9%	(6) 231 -1.7% -0.4% 4.2%	(6) 231 0.0% 0.0% 3.6%	233 0.9% 0.0% 4.5%	237 1.7% 0.9% 3.6%	233 0.0% 15.9%	232 -2.1% 0.4% 4.3%	229 -1.3% -0.9% 3.8%	226 -1.3% -3.0% 4.8%	226 0.0% -4.6% 5.9%	228 -2.1% 18.8%	214 -5.3% -7.8% 6.1%	215 0.5% -6.1% 4.7%	210 -2.3% -7.1% 5.1%	206 -1.9% -8.8% 5.6%	211 -7.5% 21.5%	200 -2.9% -6.5% 5.6%	198 -1.0% -7.9% 4.9%
QoQ Change YoY Change QoQ subscriber change (000's) ARPU (in NIS) QoQ Change YoY Change	232 0.9%	234	233	234 0.4%	233 -0.4%	(6) 231 -1.7% -0.4%	(6) 231 0.0% 0.0%	233 0.9% 0.0%	237 1.7% 0.9%	233 0.0%	232 -2.1% 0.4%	229 -1.3% -0.9%	226 -1.3% -3.0%	226 0.0% -4.6%	228 -2.1%	214 -5.3% -7.8%	215 0.5% -6.1%	210 -2.3% -7.1%	206 -1.9% -8.8%	211 -7.5%	200 -2.9% -6.5%	198 -1.0% -7.9% 4.9%

Special Dividend (2 of 6)

Special Dividend (1 of 6)

Semi-Annual Dividend

Semi-Annual Dividend

Semi-Annual Dividend

Semi-Annual Dividend

Semi-Annual Dividend

Semi-Annual Dividend



Bezeq Group Dividends

October 5, 2011

October 5, 2011

May 19, 2011

May 19, 2011

October 7, 2010

May 3, 2010

October 5, 2009

May 24, 2009

Dividend History Dividend Distribution date Total Amount (NIS m) Dividend per share (NIS) **Dividend Type** October 10, 2018 318 0.11 Semi-Annual Dividend May 10, 2018 0.13 368 Semi-Annual Dividend October 16, 2017 0.26 708 Semi-Annual Dividend May 29, 2017 578 0.21 Semi-Annual Dividend October 6, 2016 665 0.24 Semi-Annual Dividend May 30, 2016 776 0.28 Semi-Annual Dividend October 26, 2015 933 0.34 Semi-Annual Dividend May 27, 2015 844 0.31 Semi-Annual Dividend October 2, 2014 0.46 Semi-Annual Dividend 1.267 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 Special Dividend (4 of 6) 500 0.18 October 10, 2012 997 0.37 Semi-Annual Dividend May 21, 2012 Special Dividend (3 of 6) 500 0.18 May 21, 2012 1,074 0.40 Semi-Annual Dividend

0.18

0.37

0.19

0.43

0.48

0.92

0.43

0.30

500

992

500

1,163

1,280

2,453

1,149

792



Bezeq Group Dividends

Dividend History

Dividend Distribution date	Total Amount (NIS m)	Dividend per share (NIS)	Dividend Type
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

Glossary

EBITDA

Adjusted EBITDA

Net Debt/Adjusted EBITDA

Free cash flow

Net capital expenditures

FFO ARPL ARPU

N/A N/M TTM = Earnings Before Interest, taxes, depreciation, amortization and ongoing losses from impairment of fixed and intangible assets

= EBITDA excluding other operating income/expenses and one-time loss from impairment

= Adjusted EBITDA in this ratio is EBITDA excluding other income/expenses, one-time loss from impairment and the effect of the adoption of accounting standard IFRS 16

= Operating cash flows less net capital expenditures and lease payments

= Purchase of property, plant & equipment (PPE), plus investments in intangible assets, less proceeds from the sale of PPE

= Cash flow from operating activities less changes in working capital and payments for leases

Average revenue per lineAverage revenue per user

Not availableNot meaningfulTrailing twelve months