



Bezeq Facts & Figures Q3 2020

Three months ending September 30, 2020

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(NIS millions)

Restated Restated Restated

	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1* 2019	Q2* 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Bezeq Group														
Key Income Statement Metrics														
Revenues	9,789	2,361	2,333	2,301	2,326	9,321	2,256	2,224	2,247	2,202	8,929	2,187	2,155	2,178
QoQ Change		-3.9%	-1.2%	-1.4%	1.1%		-3.0%	-1.4%	1.0%	-2.0%		-0.7%	-1.5%	1.1%
YoY Change	-2.9%	-3.8%	-5.3%	-4.7%	-5.4%	-4.8%	-4.4%	-4.7%	-2.3%	-5.3%	-4.2%	-3.1%	-3.1%	-3.1%
Depreciation, amortization & impairment	1,715	525	537	547	580	2,189	466	478	481	487	1,912	452	465	464
QoQ Change		23.0%	2.3%	1.9%	6.0%		-19.7%	2.6%	0.6%	1.2%		-7.2%	2.9%	-0.2%
YoY Change	-1.4%	22.7%	26.7%	25.5%	35.8%	27.6%	-11.2%	-11.0%	-12.1%	-16.0%	-12.7%	-3.0%	-2.7%	-3.5%
Salaries	2,005	510	503	494	485	1,992	492	489	474	478	1,933	479	444	474
QoQ Change		1.0%	-1.4%	-1.8%	-1.4%		-0.6%	-0.6%	-3.1%	0.8%		0.2%	-7.3%	6.8%
YoY Change	-0.3%	1.2%	1.8%	-1.6%	-4.0%	-0.6%	-3.5%	-2.8%	-4.0%	-1.4%	-3.0%	-2.6%	-9.2%	0.0%
Other operating expenses (income), net	(19)	23	84	6	521	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)
Loss from impairment of assets	87	-	-	10	1,665	1,675	-	951	-	196	1,147	-	-	268
Operating profit (loss)	2,110	462	371	429	(1,810)	(548)	511	(94)	440	8	850	466	512	189
QoQ Change		8.2%	-19.7%	15.6%	N/M		N/M	N/M	N/M	-98.2%		5725.0%	9.9%	-63.1%
YoY Change	-9.1%	-18.4%	-35.3%	-21.1%	N/M	N/M	10.6%	N/M	2.6%	N/M	N/M	-8.8%	N/M	-57.0%
Finance expenses (income), net	417	108	110	109	108	435	99	136	205	109	549	34	159	80
QoQ Change		-10.0%	1.9%	-0.9%	-0.9%		-8.3%	37.4%	50.7%	-46.8%		-68.8%	367.6%	-49.7%
YoY Change	-6.7%	6.9%	7.8%	16.0%	-10.0%	4.3%	-8.3%	23.6%	88.1%	0.9%	26.2%	-65.7%	16.9%	-61.0%
Income taxes	453	93	65	85	(163)	80	112	1,342	56	(14)	1,493	100	83	83
QoQ Change		-7.9%	-30.1%	30.8%	N/M		N/M	1098.2%	-95.8%	-125.0%		-814.3%	-17.0%	0.0%
YoY Change	-27.5%	-17.7%	-41.4%	-33.6%	N/M	-82.3%	20.4%	1964.6%	-34.1%	N/M	1766.3%	-10.7%	-93.8%	48.2%
Net profit (loss) - reported	1,235	260	195	234	(1,755)	(1,066)	300	(1,573)	177	(87)	(1,194)	332	270	26
QoQ Change		26.8%	-25.0%	20.0%	N/M		N/M	N/M	N/M	N/M		-481.6%	-18.7%	-90.4%
YoY Change	-0.7%	-25.7%	-45.5%	-27.3%	N/M	N/M	15.4%	N/M	-24.4%	-95.0%	12.0%	10.7%	N/M	-85.3%
ADJUSTED NET PROFIT (excluding other operating income/expenses and one-time impairment)	1,308	278	260	249	197	983	291	223	207	203	913	330	253	289
EBITDA, reported	3,825	987	908	976	(1,230)	1,641	977	384	921	495	2,762	918	977	653
QoQ Change		15.6%	-8.0%	7.5%	N/M		N/M	-60.7%	139.8%	-46.3%		85.5%	6.4%	-33.2%
YoY Change	-5.8%	-0.7%	-8.9%	-0.4%	N/M	-57.1%	-1.0%	-57.7%	-5.6%	N/M	68.3%	-6.0%	154.4%	-29.1%
ADJUSTED EBITDA (excluding other operating income/expenses and one-time impairment)	3,893	1,010	992	992	956	3,950	952	921	960	870	3,688	915	958	914
QoQ Change		6.3%	-1.8%	0.0%	N/M		-0.4%	-3.3%	4.2%	-9.4%		5.2%	4.7%	-4.6%
YoY Change	-4.1%	2.0%	-0.4%	3.7%	N/M	1.5%	-5.7%	-7.2%	-3.2%	-9.0%	-6.6%	-3.9%	4.0%	-4.8%
Earnings Per Share - Diluted (NIS)	0.45	0.09	0.07	0.08	(0.63)	(0.39)	0.11	(0.57)	0.06	(0.03)	(0.43)	0.12	0.10	0.01
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
Operating & General Expenses														
Total operating & general expenses	3,891	841	838	815	885	3,379	812	814	813	854	3,308	793	753	790
QoQ Change		-16.2%	-0.4%	-2.7%	8.6%		-8.2%	0.2%	-0.1%	5.0%		-7.1%	-5.0%	4.9%
YoY Change	-3.0%	-12.3%	-13.9%	-14.7%	-11.8%	-13.2%	-3.4%	-2.9%	-0.2%	-3.5%	-2.1%	-2.3%	-7.5%	-2.8%
Terminal equipment & materials	855	189	171	167	210	737	184	173	202	232	806	180	169	189
QoQ Change		-21.9%	-9.5%	-2.3%	25.7%		-12.4%	-6.0%	16.8%	14.9%		-22.4%	-6.1%	11.8%
YoY Change	2.9%	-6.4%	-25.7%	-7.7%	-13.2%	-13.8%	-2.6%	1.2%	21.0%	10.5%	9.4%	-2.2%	-2.3%	-6.4%
Interconnect & payments to telecom operators	805	192	196	197	204	789	189	194	193	181	757	185	201	199
QoQ Change		-5.0%	2.1%	0.5%	3.6%		-7.4%	2.6%	-0.5%	-6.2%		2.2%	8.6%	-1.0%
YoY Change	-2.4%	-2.0%	-4.9%	-2.0%	1.0%	-2.0%	-1.6%	-1.0%	-2.0%	-11.3%	-4.1%	-2.1%	3.6%	3.1%
Maintenance of buildings and sites	584	71	68	74	73	286	68	65	70	68	271	65	46	68
QoQ Change		-51.7%	-4.2%	8.8%	-1.4%		-6.8%	-4.4%	7.7%	-2.9%		-4.4%	-29.2%	47.8%
YoY Change	-3.5%	-51.7%	-50.1%	-51.3%	-50.3%	-51.0%	-4.2%	-4.4%	-5.4%	-6.8%	-5.2%	-4.4%	-29.2%	-2.9%
Marketing & general	595	145	146	135	129	555	123	118	120	128	489	117	114	117
QoQ Change		-8.2%	0.7%	-7.5%	-4.4%		-4.7%	-4.1%	1.7%	6.7%		-8.6%	-2.6%	2.6%
YoY Change	-14.6%	0.7%	9.0%	-15.1%	-18.4%	-6.7%	-15.2%	-19.2%	-11.1%	-0.8%	-11.9%	-4.9%	-3.4%	-2.5%
Services and maintenance by sub-contractors	260	71	68	68	70	277	70	68	63	69	270	68	71	68
QoQ Change		14.5%	-4.2%	0.0%	2.9%		0.0%	-2.9%	-7.4%	9.5%		-1.4%	4.4%	-4.2%
YoY Change	-0.4%	6.0%	6.3%	1.5%	12.9%	6.5%	-1.4%	0.0%	-7.4%	-1.4%	-2.5%	-2.9%	4.4%	7.9%
Vehicle maintenance	156	17	20	19	26	82	18	20	16	17	71	14	9	14
QoQ Change		-54.1%	17.6%	-5.0%	36.8%		-30.8%	11.1%	-20.0%	6.3%		-17.6%	-35.7%	55.6%
YoY Change	-4.9%	-59.5%	-48.7%	-50.0%	-29.7%	-47.4%	5.9%	0.0%	-15.8%	-34.6%	-13.4%	-22.2%	-55.0%	-12.5%
Content	636	156	169	155	173	653	160	176	149	159	644	164	143	135
QoQ Change		0.6%	8.3%	-8.3%	11.6%		-7.5%	10.0%	-15.3%	6.7%		3.1%	-12.8%	-5.6%
YoY Change	1.1%	-3.1%	4.3%	-1.9%	11.6%	2.7%	2.6%	4.1%	-3.9%	-8.1%	-1.4%	2.5%	-18.8%	-9.4%

*A restatement of Q1-19, Q2-19, Q1-20, Q2-20 Group numbers will be published in the next few weeks



	(NIS millions)	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1* 2019	Q2* 2019	Restated	Restated	Restated	Q1 2020	Q2 2020	Q3 2020
										Q3 2019	Q4 2019	FY 2019			

Bezeq Group (cont'd)

Key Cash Flow Metrics

Operating cash flow		3,525	909	806	883	914	3,512	765	624	787	748	2,924	879	561	830
	QoQ Change		8.0%	-11.3%	9.6%	3.5%		-16.3%	-18.4%	26.1%	-5.0%		17.5%	-36.2%	48.0%
	YoY Change	0.0%	10.0%	-7.9%	-10.1%	8.6%	-0.4%	-15.8%	-22.6%	-10.9%	-18.2%	-16.7%	14.9%	-10.1%	5.5%
Capital expenditures, gross (cash flow)		1,530	368	531	412	416	1,727	373	525	329	324	1,551	338	351	442
	QoQ Change		-5.9%	44.3%	-22.4%	1.0%		-10.3%	40.8%	-37.3%	-1.5%		4.3%	3.8%	25.9%
	YoY Change	8.1%	-3.2%	30.8%	16.7%	6.4%	12.9%	1.4%	-1.1%	-20.1%	-22.1%	-10.2%	-9.4%	-33.1%	34.3%
Proceeds from sale of assets		98	8	(57)	12	272	235	41	341	15	12	409	8	20	3
	QoQ Change		-63.6%	N/M	N/M	2166.7%		-84.9%	731.7%	-95.6%	-20.0%		-33.3%	150.0%	-85.0%
	YoY Change	-29.0%	-20.0%	N/M	-75.0%	1136.4%	139.8%	412.5%	-698.2%	25.0%	-95.6%	74.0%	-80.5%	-94.1%	-80.0%
Capital expenditures, net		1,432	360	588	400	144	1,492	332	184	314	312	1,142	330	331	439
	QoQ Change		-2.4%	63.3%	-32.0%	-64.0%		130.6%	-44.6%	70.7%	-0.6%		5.8%	0.3%	32.6%
	YoY Change	12.1%	-2.7%	51.5%	31.1%	-61.0%	4.2%	-7.8%	-68.7%	-21.5%	116.7%	-23.5%	-0.6%	79.9%	39.8%
Lease payments (IFRS 16)		126	96	109	91	422	117	90	115	92	414	113	86	106	
Free cash flow		2,093	423	122	374	679	1,598	316	350	358	344	1,368	436	144	285
	QoQ Change		-10.6%	-71.2%	206.6%	81.6%		-53.5%	10.8%	2.3%	-3.9%		26.7%	-67.0%	97.9%
	YoY Change	-6.9%	-7.2%	-74.9%	-44.8%	43.6%	-23.7%	-25.3%	186.9%	-4.3%	-49.3%	-14.4%	38.0%	-58.9%	-20.4%

Working Capital

Change in trade & other receivables		193	74	60	66	41	241	(28)	46	20	56	103	(31)	(2)	26
Change in inventory		(35)	(5)	18	(7)	(11)	(5)	(9)	0	4	(14)	(19)	(24)	1	10
Change in trade & other payables		10	42	(152)	(30)	2	(138)	9	(185)	50	43	(77)	84	(232)	34
Change in provisions		15	8	7	(3)	69	81	(30)	3	(5)	(17)	(49)	-	(3)	(8)
Change in employee benefits		(33)	7	77	(40)	445	489	(46)	(52)	(58)	106	(50)	(88)	(78)	(66)
Change in other liabilities (incl broadcasting rights)		(34)	1	(17)	(2)	18	-	(12)	6	(11)	9	(8)	(7)	-	(5)
Total changes in assets and liabilities		116	127	(7)	(16)	564	668	(116)	(182)	0	183	(100)	(66)	(314)	(9)
Income tax paid, net		446	207	93	82	85	467	49	104	89	83	325	-	86	78
Interest paid		415	5	199	5	212	421	5	185	21	181	392	5	154	5
Funds From Operations (FFO)		3,409	656	717	790	681	2,844	764	716	672	872	3,024	832	789	733

Ratios

Net margin	12.6%	11.0%	8.4%	10.2%	(75.5%)	(11.4%)	13.3%	(70.7%)	7.9%	(4.0%)	(13.4%)	15.2%	12.5%	1.2%
EBITDA margin	39.1%	41.8%	38.9%	42.4%	(52.9%)	17.6%	43.3%	17.3%	41.0%	22.5%	30.9%	42.0%	45.3%	30.0%
Capex/Sales	15.6%	15.6%	22.8%	17.9%	17.9%	18.5%	16.5%	23.6%	14.6%	14.7%	17.4%	15.5%	16.3%	20.3%

Adjusted EBITDA and Adjusted Net Profit Calculations

EBITDA reported		3,825					1,641	977	384	921	495	2,762	918	977	653
Other operating expenses (income), net		(19)					634	(25)	(414)	39	179	(221)	(3)	(19)	(7)
Loss from impairment of assets		87					1,675	-	951	-	196	1,147	-	-	268
ADJUSTED EBITDA		3,893	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	3,950	952	921	960	870	3,688	915	958	914
NET PROFIT reported		1,235					(1,066)	300	(1,573)	177	(87)	(1,194)	332	270	26
Other operating expenses (income), after tax		(14)					492	(9)	(321)	30	139	(161)	(2)	(17)	(5)
Loss from impairment of assets (yes and Walla)		87					1,561	-	-	-	-	-	-	-	-
Loss from impairment of Pelephone assets		-					-	-	951	-	-	951	-	-	-
Loss from impairment of Bezeq International assets		-					-	-	-	-	151	151	-	-	282
Profit from increase in value of Walla assets		-					-	-	-	-	-	-	-	-	(14)
Tax asset write-off		-					-	-	1,166	-	-	1,166	-	-	-
ADJUSTED NET PROFIT		1,308	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	987	291	223	207	203	913	330	253	289



(NIS millions)

	FY	Q1	Q2	Q3	Q4	FY	Q1*	Q2*	Q3	Q4	FY	Q1	Q2	Q3
	2017	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020
									Restated	Restated	Restated			
Bezeq Group (cont'd)														
Balance Sheet														
Cash & cash equivalents	2,181	1,826	923	1,408	890	890	1,265	971	639	400	400	927	708	897
Investments	289	1,390	1,676	1,517	1,404	1,404	1,347	1,944	1,750	1,195	1,195	1,114	1,221	1,306
Trade receivables	1,915	1,827	1,822	1,792	1,773	1,773	1,760	1,744	1,727	1,677	1,677	1,680	1,701	1,692
Other receivables	270	306	288	292	267	267	279	288	341	342	342	319	303	332
Eurocom DBS Ltd., related party	43	25	25	20	-	-	-	-	-	-	-	-	-	-
Inventory	125	130	96	86	97	97	102	100	94	96	96	112	110	96
Assets held for sale	-	-	-	-	-	-	-	-	-	43	43	45	46	46
Total current assets	4,823	5,504	4,830	5,115	4,431	4,431	4,753	5,047	4,551	3,753	3,753	4,197	4,089	4,369
Trade and other receivables	493	466	447	423	470	470	511	535	442	477	477	476	454	525
Broadcasting rights	454	451	467	470	60	60	69	59	63	59	59	65	65	67
Right-of-use assets	-	1,417	1,424	1,434	1,504	1,504	1,444	1,394	1,361	1,308	1,308	1,378	1,314	1,276
Fixed assets	6,798	6,782	6,811	6,789	6,214	6,214	6,215	6,245	6,217	6,039	6,039	6,127	6,130	6,069
Intangible assets	2,768	2,728	2,687	2,627	1,919	1,919	1,923	977	968	916	916	934	951	952
Deferred tax assets	1,019	1,027	1,035	1,041	1,205	1,205	1,193	12	18	81	81	40	37	53
Deferred expenses and non-current investments	494	547	530	519	462	462	463	465	477	358	358	386	381	233
Investment property	-	-	130	140	58	58	58	-	-	-	-	-	-	-
Total non-current assets	12,026	13,418	13,531	13,443	11,892	11,892	11,876	9,687	9,546	9,238	9,238	9,406	9,332	9,175
Total assets	16,849	18,922	18,361	18,558	16,323	16,323	16,629	14,734	14,097	12,991	12,991	13,603	13,421	13,544
Debentures, loans and borrowings	1,632	1,609	1,796	1,798	1,542	1,542	1,538	1,625	1,126	1,007	1,007	1,002	955	957
Lease liability	-	428	417	443	445	445	422	434	427	416	416	415	399	387
Trade and other payables	1,699	1,820	1,583	1,602	1,690	1,690	1,845	1,427	1,681	1,614	1,614	1,611	1,348	1,669
Current tax liabilities	152	43	-	9	-	-	10	20	15	-	-	51	46	46
Liability to Eurocom DBS Ltd.	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Employee benefits	280	286	369	330	581	581	500	443	365	654	654	587	486	441
Provisions	94	103	110	106	175	175	145	148	143	125	125	125	122	113
Dividend payable	-	-	-	318	-	-	-	-	-	-	-	-	-	-
Total current liabilities	3,857	4,289	4,275	4,606	4,433	4,433	4,460	4,097	3,757	3,816	3,816	3,791	3,356	3,613
Loans and debentures	10,229	10,547	10,204	10,149	9,637	9,637	9,618	9,709	9,393	8,551	8,551	8,535	8,517	8,507
Lease liability	-	1,006	1,034	1,024	1,106	1,106	1,061	1,022	989	969	969	1,049	1,017	971
Employee benefits	272	272	267	266	445	445	482	487	539	356	356	314	344	334
Derivative and other liabilities	234	258	210	212	174	174	168	163	178	139	139	163	176	342
Deferred tax liabilities	73	86	74	91	56	56	54	53	50	43	43	46	46	48
Provisions	40	39	40	40	38	38	39	39	39	49	49	50	50	54
Total non-current liabilities	10,848	12,208	11,829	11,782	11,456	11,456	11,422	11,473	11,188	10,107	10,107	10,157	10,150	10,256
Total equity	2,144	2,425	2,257	2,170	434	434	747	(836)	(848)	(932)	(932)	(345)	(85)	(325)
Gross debt	11,861	12,156	12,000	11,947	11,179	11,179	11,156	11,334	10,519	9,558	9,558	9,537	9,472	9,464
Cash and short-term investments	2,470	3,216	2,599	2,925	2,294	2,294	2,612	2,915	2,389	1,595	1,595	2,041	1,929	2,203
Net debt	9,391	8,940	9,401	9,022	8,885	8,885	8,544	8,419	8,130	7,963	7,963	7,496	7,543	7,261
Net debt / Adjusted EBITDA (ttm)	2.4	2.3	2.5	2.5	2.5	2.5	2.5	2.5	2.4	2.4	2.4	2.3	2.3	2.2

		(NIS millions)													
		FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
		2017	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020
Bezeq Fixed-Line															
Key Income Statement Metrics (Revenues)															
Total Revenues		4,244	1,063	1,064	1,043	1,026	4,196	1,043	1,020	1,025	985	4,073	1,018	1,044	1,042
	QoQ Change		1.5%	0.1%	-2.0%	-1.6%		1.7%	-2.2%	0.5%	-3.9%		3.4%	2.6%	-0.2%
	YoY Change	-3.2%	-1.4%	0.6%	-1.7%	-2.0%	-1.1%	-1.9%	-4.1%	-1.7%	-4.0%	-2.9%	-2.4%	2.4%	1.7%
Broadband Internet		1,544	396	403	401	396	1,596	397	396	393	392	1,578	395	402	408
	QoQ Change		0.3%	1.8%	-0.5%	-1.2%		0.3%	-0.3%	-0.8%	-0.3%		0.8%	1.8%	1.5%
	YoY Change	2.9%	3.7%	5.8%	3.9%	0.3%	3.4%	0.3%	-1.7%	-2.0%	-1.0%	-1.1%	-0.5%	1.5%	3.8%
Telephony		1,281	302	291	282	281	1,156	269	264	259	247	1,039	248	258	254
	QoQ Change		-2.3%	-3.6%	-3.1%	-0.4%		-4.3%	-1.9%	-1.9%	-4.6%		0.4%	4.0%	-1.6%
	YoY Change	-8.0%	-9.6%	-9.1%	-11.3%	-9.1%	-9.8%	-10.9%	-9.3%	-8.2%	-12.1%	-10.1%	-7.8%	-2.3%	-1.9%
Transmission & data		975	247	244	243	243	977	246	238	245	219	948	244	251	250
	QoQ Change		4.2%	-1.2%	-0.4%	0.0%		1.2%	-3.3%	2.9%	-10.6%		11.4%	2.9%	-0.4%
	YoY Change	-8.8%	-1.2%	0.0%	-0.4%	2.5%	0.2%	-0.4%	-2.5%	0.8%	-9.9%	-3.0%	-0.8%	5.5%	2.0%
Cloud & digital services		230	62	66	69	63	260	71	68	69	66	274	72	70	71
	QoQ Change		3.3%	6.5%	4.5%	-8.7%		12.7%	-4.2%	1.5%	-4.3%		9.1%	-2.8%	1.4%
	YoY Change	13.3%	10.7%	15.8%	21.1%	5.0%	13.0%	14.5%	3.0%	0.0%	4.8%	5.4%	1.4%	2.9%	2.9%
Other		214	56	60	48	43	207	60	54	59	61	234	59	63	59
	QoQ Change		21.7%	7.1%	-20.0%	-10.4%		39.5%	-10.0%	9.3%	3.4%		-3.3%	6.8%	-6.3%
	YoY Change	-2.3%	0.0%	7.1%	-14.3%	-6.5%	-3.3%	7.1%	-10.0%	22.9%	41.9%	13.0%	-1.7%	16.7%	0.0%
Revenues from Residential Customers		2,232	N/A	N/A	N/A	N/A	2,101	N/A	N/A	N/A	N/A	2,029	N/A	N/A	N/A
	% of total revenues	52.6%					50.1%					49.8%			
Revenues from Business Customers		2,012	N/A	N/A	N/A	N/A	2,095	N/A	N/A	N/A	N/A	2,044	N/A	N/A	N/A
	% of total revenues	47.4%					49.9%					50.2%			
Key Income Statement Metrics															
Depreciation & amortization		728	204	211	218	217	850	207	204	225	225	861	212	218	222
	QoQ Change		10.3%	3.4%	3.3%	-0.5%		-4.6%	-1.4%	10.3%	0.0%		-5.8%	2.8%	1.8%
	YoY Change	1.5%	13.3%	19.2%	17.2%	17.3%	16.8%	1.5%	-3.3%	3.2%	3.7%	1.3%	2.4%	6.9%	-1.3%
Salaries		891	228	232	233	219	912	233	231	224	223	911	229	224	225
	QoQ Change		2.2%	1.8%	0.4%	-6.0%		6.4%	-0.9%	-3.0%	-0.4%		2.7%	-2.2%	0.4%
	YoY Change	-0.8%	1.8%	5.5%	4.0%	-1.8%	2.4%	2.2%	-0.4%	-3.9%	1.8%	-0.1%	-1.7%	-3.0%	0.4%
Other operating expenses (income), net		(23)	18	89	(2)	509	614	(69)	(423)	(8)	94	(406)	(4)	(2)	(5)
Operating profit (loss)		1,971	473	387	451	(87)	1,224	531	875	440	296	2,142	439	464	446
	QoQ Change		0.6%	-18.2%	16.5%	N/M		N/M	64.8%	-49.7%	-32.7%		48.3%	5.7%	-3.9%
	YoY Change	-5.1%	-7.8%	-22.0%	-8.3%	N/M	-37.9%	12.3%	126.1%	-2.4%	N/M	75.0%	-17.3%	-47.0%	1.4%
Finance expenses (income), net		403	121	119	113	117	470	106	141	207	115	569	49	163	91
	QoQ Change		-0.8%	-1.7%	-5.0%	3.5%		-9.4%	33.0%	46.8%	-44.4%		-57.4%	232.7%	-44.2%
	YoY Change	-9.4%	31.5%	45.1%	5.6%	-4.1%	16.6%	-12.4%	18.5%	83.2%	-1.7%	21.1%	-53.8%	15.6%	-56.0%
Income taxes		396	89	66	81	(49)	187	104	172	58	47	381	95	72	55
	QoQ Change		1.1%	-25.8%	22.7%	N/M		N/M	65.4%	-66.3%	-19.0%		102.1%	-24.2%	-23.6%
	YoY Change	-0.8%	-12.7%	-32.0%	-25.7%	N/M	-52.8%	16.9%	160.6%	-28.4%	N/M	103.7%	-8.7%	-58.1%	-5.2%
Net profit (loss) - reported		1,172	263	202	257	(155)	567	321	562	175	134	1,192	295	229	300
	QoQ Change		1.2%	-23.2%	27.2%	N/M		N/M	75.1%	-68.9%	-23.4%		120.1%	-22.4%	31.0%
	YoY Change	-4.9%	-17.6%	-36.3%	-6.9%	N/M	-51.6%	22.1%	178.2%	-31.9%	N/M	110.2%	-8.1%	-59.3%	71.4%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses)		1,155	277	271	255	237	1,040	268	236	169	206	879	292	227	296
EBITDA, reported		2,699	677	598	669	130	2,074	738	1,079	665	521	3,003	651	682	668
	QoQ Change		3.4%	-11.7%	11.9%	-80.6%		467.7%	46.2%	-38.4%	-21.7%		25.0%	4.8%	-2.1%
	YoY Change	-3.4%	-2.3%	-11.1%	-1.3%	-80.2%	-23.2%	9.0%	80.4%	-0.6%	300.8%	44.8%	-11.8%	-36.8%	0.5%
ADJUSTED EBITDA (excluding other operating income/expenses)		2,676	695	687	667	639	2,688	669	656	657	615	2,597	647	680	663
	QoQ Change		5.1%	-1.2%	-2.9%	-4.2%		4.7%	-1.9%	0.2%	-6.4%		5.2%	5.1%	-2.5%
	YoY Change	-3.7%	0.9%	2.2%	2.0%	-3.3%	0.4%	-3.7%	-4.5%	-1.5%	-3.8%	-3.4%	-3.3%	3.7%	0.9%
Key Cash Flow Metrics															
Operating cash flow		2,225	516	507	583	600	2,206	471	416	484	476	1,847	611	334	561
	QoQ Change		-12.1%	-1.7%	15.0%	2.9%		-21.5%	-11.7%	16.3%	-1.7%		28.4%	-45.3%	68.0%
	YoY Change	7.8%	-14.0%	9.0%	1.7%	2.2%	-0.9%	-8.7%	-17.9%	-17.0%	-20.7%	-16.3%	29.7%	-19.7%	15.9%
Capital expenditures, gross (cash flow)		825	205	313	233	225	976	210	333	145	193	881	200	201	272
	QoQ Change		-9.3%	52.7%	-25.6%	-3.4%		-6.7%	58.6%	-56.5%	33.1%		3.6%	0.5%	35.3%
	YoY Change	-1.1%	-2.4%	42.9%	37.1%	-0.4%	18.3%	2.4%	6.4%	-37.8%	-14.2%	-9.7%	-4.8%	-39.6%	87.6%
Proceeds from sale of assets		94	7	(58)	8	270	227	39	340	14	14	407	7	19	1
Capital expenditures, net		731	198	371	225	(45)	749	171	(7)	131	179	474	193	182	271
	QoQ Change		-2.9%	87.4%	-39.4%	N/M		N/M	-104.1%	-1971.4%	36.6%		7.6%	-5.7%	48.9%
	YoY Change	4.1%	-1.0%	82.8%	81.5%	N/M	2.5%	-13.6%	-101.9%	-41.8%	N/M	-36.7%	12.9%	N/M	N/M
Lease payments (IFRS 16)			33	29	28	9	99	34	27	25	28	114	32	26	26
Free cash flow		1,494	285	107	330	636	1,358	266	396	328	269	1,259	386	126	264
	QoQ Change		-25.6%	-62.5%	208.4%	92.7%		-58.2%	48.9%	-17.2%	-18.0%		43.5%	-67.4%	109.5%
	YoY Change	9.7%	-28.8%	-59.2%	-26.5%	66.1%	-9.1%	-6.7%	270.1%	-0.6%	-57.7%	-7.3%	45.1%	-68.2%	-19.5%
Ratios															
Net margin		27.6%	24.7%	19.0%	24.6%	-15.1%	13.5%	30.8%	55.1%	17.1%	13.6%	29.3%	29.0%	21.9%	28.8%
EBITDA margin		63.6%	63.7%	56.2%	64.1%	12.7%	49.4%	70.8%	105.8%	64.9%	52.9%	73.7%	63.9%	65.3%	64.1%
Capex/Sales		19.4%	19.3%	29.4%	22.3%	21.9%	23.3%	20.1%	32.6%	14.1%	19.6%	21.6%	19.6%	19.3%	26.1%



		FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	
	(NIS millions)	2017	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020	
Bezeq Fixed-Line (cont'd)																
Operating & general expenses																
Total operating & general expenses		677	140	145	143	168	596	141	133	144	147	565	142	140	154	
	QoQ Change		-14.1%	3.6%	-1.4%	17.5%		-16.1%	-5.7%	8.3%	2.1%		-3.4%	-1.4%	10.0%	
	YoY Change	-4.0%	-15.2%	-12.7%	-21.9%	3.1%	-12.0%	0.7%	-8.3%	0.7%	-12.5%	-5.2%	0.7%	5.3%	6.9%	
Maintenance of buildings and sites		185	34	31	38	40	143	33	30	35	34	132	30	21	32	
	QoQ Change		-22.7%	-8.8%	22.6%	5.3%		-17.5%	-9.1%	16.7%	-2.9%		-11.8%	-30.0%	52.4%	
	YoY Change	-2.1%	-27.7%	-31.1%	-22.4%	-9.1%	-22.7%	-2.9%	-3.2%	-7.9%	-15.0%	-7.7%	-9.1%	-30.0%	-8.6%	
Interconnect & payments to telecom operators		118	28	27	25	28	108	25	24	25	23	97	25	30	30	
	QoQ Change		3.7%	-3.6%	-7.4%	12.0%		-10.7%	-4.0%	4.2%	-8.0%		8.7%	20.0%	0.0%	
	YoY Change	-9.2%	-9.7%	-6.9%	-19.4%	3.7%	-8.5%	-10.7%	-11.1%	0.0%	-17.9%	-10.2%	0.0%	25.0%	20.0%	
Marketing & general		188	40	49	42	52	183	39	34	37	36	146	39	41	41	
	QoQ Change		-16.7%	22.5%	-14.3%	23.8%		-25.0%	-12.8%	8.8%	-2.7%		8.3%	5.1%	0.0%	
	YoY Change	-3.6%	-4.8%	11.4%	-22.2%	8.3%	-2.7%	-2.5%	-30.6%	-11.9%	-30.8%	-20.2%	0.0%	20.6%	10.8%	
Terminal equipment & materials		44	11	10	9	12	42	18	17	17	21	73	20	20	19	
	QoQ Change		10.0%	-9.1%	-10.0%	33.3%		50.0%	-5.6%	0.0%	23.5%		-4.8%	0.0%	-5.0%	
	YoY Change	-6.4%	10.0%	-16.7%	-25.0%	20.0%	-4.5%	63.6%	70.0%	88.9%	75.0%	73.8%	11.1%	17.6%	11.8%	
Services and maintenance by sub-contractors		73	20	20	20	23	83	18	19	21	24	82	21	22	24	
	QoQ Change		11.1%	0.0%	0.0%	15.0%		-21.7%	5.6%	10.5%	14.3%		-12.5%	4.8%	9.1%	
	YoY Change	1.4%	17.6%	5.3%	5.3%	27.8%	13.7%	-10.0%	-5.0%	5.0%	4.3%	-1.2%	16.7%	15.8%	14.3%	
Vehicle maintenance		69	7	8	9	13	37	8	9	9	9	35	7	6	8	
	QoQ Change		-56.3%	14.3%	12.5%	44.4%		-38.5%	12.5%	0.0%	0.0%		-22.2%	-14.3%	33.3%	
	YoY Change	-4.2%	-61.1%	-52.9%	-50.0%	-18.8%	-46.4%	14.3%	12.5%	0.0%	-30.8%	-5.4%	-12.5%	-33.3%	-11.1%	



	(NIS millions)	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Pelephone															
Key Income Statement Metrics (Revenues)															
Total Revenues		2,546	619	602	604	618	2,443	578	570	612	602	2,362	573	535	545
	QoQ Change		-4.9%	-2.7%	0.3%	2.3%		-6.5%	-1.4%	7.4%	-1.6%		-4.8%	-6.6%	1.9%
	YoY Change	-3.2%	-1.4%	-4.7%	-4.9%	-5.1%	-4.0%	-6.6%	-5.3%	1.3%	-2.6%	-3.3%	-0.9%	-6.1%	-10.9%
Service Revenues		1,782	431	438	449	437	1,755	417	430	446	416	1,709	405	394	396
	QoQ Change		-1.4%	1.6%	2.5%	-2.7%		-4.6%	3.1%	3.7%	-6.7%		-2.6%	-2.7%	0.5%
	YoY Change	-2.0%	-0.9%	-2.4%	-2.6%	0.0%	-1.5%	-3.2%	-1.8%	-0.7%	-4.8%	-2.6%	-2.9%	-8.4%	-11.2%
Equipment Revenues		764	188	164	155	181	688	161	140	166	186	653	168	141	149
	QoQ Change		-12.1%	-12.8%	-5.5%	16.8%		-11.0%	-13.0%	18.6%	12.0%		-9.7%	-16.1%	5.7%
	YoY Change	-5.9%	-2.6%	-10.4%	-10.9%	-15.4%	-9.9%	-14.4%	-14.6%	7.1%	2.8%	-5.1%	4.3%	0.7%	-10.2%
Revenues from Private Customers		1,541	N/A	N/A	N/A	N/A	1,415	N/A	N/A	N/A	N/A	1,334	N/A	N/A	N/A
	% of total revenues	60.5%					57.9%					56.5%			
Revenues from Business Customers		1,005	N/A	N/A	N/A	N/A	1,028	N/A	N/A	N/A	N/A	1,028	N/A	N/A	N/A
	% of total revenues	39.5%					42.1%					43.5%			
Key Income Statement Metrics															
Depreciation & amortization		383	158	159	161	177	655	157	156	157	163	633	150	151	147
	QoQ Change		75.6%	0.6%	1.3%	9.9%		-11.3%	-0.6%	0.6%	3.8%		-8.0%	0.7%	-2.6%
	YoY Change	0.8%	68.1%	60.6%	61.0%	96.7%	71.0%	-0.6%	-1.9%	-2.5%	-7.9%	-3.4%	-4.5%	-3.2%	-6.4%
Salaries		384	100	95	94	90	379	94	95	89	95	373	90	70	79
	QoQ Change		2.0%	-5.0%	-1.1%	-4.3%		4.4%	1.1%	-6.3%	6.7%		-5.3%	-22.2%	12.9%
	YoY Change	1.6%	2.0%	1.1%	0.0%	-8.2%	-1.3%	-6.0%	0.0%	-5.3%	5.6%	-1.6%	-4.3%	-26.3%	-11.2%
Operating & general expenses		1,698	359	345	344	354	1,402	337	324	348	364	1,373	345	326	346
	QoQ Change		-18.2%	-3.9%	-0.3%	2.9%		-4.8%	-3.9%	7.4%	4.6%		-5.2%	-5.5%	6.1%
	YoY Change	-7.6%	-16.7%	-15.6%	-17.9%	-19.4%	-17.4%	-6.1%	-6.1%	1.2%	2.8%	-2.1%	2.4%	0.6%	-0.6%
Other operating expenses		9	-	1	7	1	9	-	3	2	77	82	1	(4)	-
Operating profit (loss)		72	2	2	(2)	(4)	(2)	(10)	(8)	16	(97)	(99)	(13)	(8)	(27)
	QoQ Change		-86.7%	0.0%	N/M	100.0%		150.0%	-20.0%	N/M	N/M		-86.6%	-38.5%	237.5%
	YoY Change	125.0%	-60.0%	-93.3%	-109.1%	N/M	N/M	N/M	N/M	2325.0%	N/M	4850.0%	30.0%	0.0%	N/M
Net profit (loss) - reported		95	9	7	6	2	24	2	2	18	(69)	(47)	(2)	1	(12)
	QoQ Change		-57.1%	-22.2%	-14.3%	-66.7%		0.0%	0.0%	800.0%	N/M		-97.1%	N/M	N/M
	YoY Change	55.7%	-43.8%	-79.4%	-75.0%	-90.5%	-74.7%	-77.8%	-71.4%	200.0%	N/M	-295.8%	N/M	-50.0%	-166.7%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses and one-time impairment)		102	9	8	11	3	31	2	4	20	(10)	16	(1)	(2)	(12)
	QoQ Change			-13.7%	46.6%	-75.7%		-27.8%	115.5%	353.4%	N/M		-87.3%	69.1%	476.9%
	YoY Change						-69.7%	-77.8%	-44.5%	71.6%	N/M	-47.8%	-161.5%	N/M	-161.4%
EBITDA reported		455	160	161	159	173	653	147	148	173	66	534	137	143	120
	QoQ Change		52.4%	0.6%	-1.2%	8.8%		-15.0%	0.7%	16.9%	-61.8%		107.6%	4.4%	-16.1%
	YoY Change	10.4%	61.6%	24.8%	30.3%	64.8%	43.5%	-8.1%	-8.1%	8.8%	-61.8%	-18.2%	-6.8%	-3.4%	-30.6%
ADJUSTED EBITDA (excluding other operating income/expenses)		464	160	162	166	174	662	147	151	175	143	616	138	139	120
Key Cash Flow Metrics															
Operating cash flow		605	239	181	194	156	770	195	136	200	146	677	164	149	143
	QoQ Change		177.9%	-24.3%	7.2%	-19.6%		25.0%	-30.3%	47.1%	-27.0%		12.3%	-9.1%	-4.0%
	YoY Change	4.0%	104.3%	-6.2%	-7.2%	81.4%	27.3%	-18.4%	-24.9%	3.1%	-6.4%	-12.1%	-15.9%	9.6%	-28.5%
Capital expenditures, gross (cash flow)		310	69	90	73	78	310	63	83	72	75	293	65	73	100
	QoQ Change		-10.4%	30.4%	-18.9%	6.8%		-19.2%	31.7%	-13.3%	4.2%		-13.3%	12.3%	37.0%
	YoY Change	27.6%	-5.5%	9.8%	-6.4%	1.3%	0.0%	-8.7%	-7.8%	-1.4%	-3.8%	-5.5%	3.2%	-12.0%	38.9%
Capital expenditures, net (cash flow)		309	69	90	69	78	306	63	82	72	75	292	65	73	100
	QoQ Change		-9.2%	30.4%	-23.3%	13.0%		-19.2%	30.2%	-12.2%	4.2%		-13.3%	12.3%	37.0%
	YoY Change	28.2%	-5.5%	9.8%	-11.5%	2.6%	-1.0%	-8.7%	-8.9%	4.3%	-3.8%	-4.6%	3.2%	-11.0%	38.9%
Lease payments (IFRS 16)		-	75	50	64	70	259	69	46	76	51	242	67	48	67
Free cash flow		296	95	41	61	8	205	63	8	52	20	143	32	28	(24)
	QoQ Change		850.0%	-56.8%	48.8%	-86.9%		687.5%	-87.3%	550.0%	-61.5%		60.0%	-12.5%	N/M
	YoY Change	-13.2%	115.9%	-63.1%	-53.4%	-20.0%	-30.7%	-33.7%	-80.5%	-14.8%	150.0%	-30.2%	-49.2%	250.0%	N/M
Ratios															
Net margin		3.7%	1.5%	1.2%	1.0%	0.3%	1.0%	0.3%	0.4%	2.9%	-11.5%	-2.0%	-0.3%	0.2%	-2.2%
EBITDA margin		17.9%	25.8%	26.8%	26.4%	28.0%	26.8%	25.4%	25.9%	28.3%	11.0%	22.6%	23.9%	26.7%	22.0%
Capex/Sales		12.2%	11.1%	15.0%	12.1%	12.6%	12.7%	10.9%	14.6%	11.8%	12.5%	12.4%	11.3%	13.6%	18.3%



Restated Restated Restated Restated Restated Restated Restated

(NIS millions) FY 2017 Q1 2018 Q2 2018 Q3 2018 Q4 2018 FY 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 FY 2019 Q1 2020 Q2 2020 Q3 2020

Bezeq International

Key Income Statement Metrics

Total Revenues		1,537	352	336	333	370	1,391	341	339	329	330	1,339	317	314	315
	QoQ Change		-7.1%	-4.5%	-0.9%	11.1%		-7.8%	-0.6%	-2.9%	0.3%		-3.9%	-0.9%	0.3%
	YoY Change	-0.7%	-8.3%	-17.4%	-9.3%	-2.4%	-9.5%	-3.1%	0.9%	-1.2%	-10.8%	-3.7%	-7.0%	-7.4%	-4.3%

Revenues from Internet services		670	N/A	N/A	N/A	N/A	659	N/A	N/A	N/A	N/A	632	N/A	N/A	N/A
	% of total revenues	43.6%					47.4%					47.2%			
Revenues from Voice and Business services (Data, ICT, PBX)		867	N/A	N/A	N/A	N/A	732	N/A	N/A	N/A	N/A	707	N/A	N/A	N/A
	% of total revenues	56.4%					52.6%					52.8%			

Revenues from Private Customers		488	N/A	N/A	N/A	N/A	468	N/A	N/A	N/A	N/A	441	N/A	N/A	N/A
	% of total revenues	31.8%					33.6%					32.9%			
Revenues from Business Customers		1,049	N/A	N/A	N/A	N/A	923	N/A	N/A	N/A	N/A	898	N/A	N/A	N/A
	% of total revenues	68.2%					66.4%					67.1%			

Key Income Statement Metrics

Depreciation & amortization		135	43	45	46	60	194	46	46	47	51	190	43	38	42
	QoQ Change		22.9%	4.7%	2.2%	30.4%		-23.3%	0.0%	2.2%	8.5%		-15.7%	-11.6%	10.5%
	YoY Change	-1.5%	30.3%	36.4%	35.3%	71.4%	43.7%	7.0%	2.2%	-15.0%	-2.1%	-6.5%	-17.4%	-10.6%	

Salaries		328	84	75	71	70	300	69	66	64	62	261	64	62	63
	QoQ Change		2.4%	-10.7%	-5.3%	-1.4%		-1.4%	-4.3%	-3.0%	-3.1%		3.2%	-3.1%	1.6%
	YoY Change	-0.6%	0.0%	-7.4%	-12.3%	-14.6%	-8.5%	-11.4%	-12.0%	-9.9%	-11.4%	-13.0%	-7.2%	-6.1%	-1.6%

Operating & general expenses		903	190	188	184	216	778	201	203	213	210	827	181	187	203
	QoQ Change		-15.2%	-1.1%	-2.1%	17.4%		-6.9%	1.0%	4.9%	-1.4%		-13.8%	3.3%	8.6%
	YoY Change	1.8%	-12.8%	-23.9%	-14.0%	-3.6%	-13.8%	5.8%	8.0%	15.8%	-2.8%	6.3%	-10.0%	-7.9%	-4.7%

Other operating expenses (income)		3	2	(1)	2	5	8	-	15	45	197	257	-	-	282
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Operating profit (loss)		168	33	29	30	19	111	25	9	(40)	(190)	(196)	29	27	(275)
	QoQ Change		-5.7%	-12.1%	3.4%	-36.7%		31.6%	-64.0%	N/M	375.0%		-115.3%	-6.9%	N/M
	YoY Change	-4.5%	-32.7%	-35.6%	-23.1%	-45.7%	-33.9%	-24.2%	-69.0%	N/M	N/M	N/M	16.0%	200.0%	587.5%

Net profit (loss) - reported		127	24	20	20	13	77	19	5	(32)	(149)	(157)	22	21	(305)
	QoQ Change		-22.6%	-16.7%	0.0%	-35.0%		46.2%	-73.7%	N/M	365.6%		-114.8%	-4.5%	N/M
	YoY Change	1.6%	-33.3%	-39.4%	-25.9%	-58.1%	-39.4%	-20.8%	-75.0%	N/M	N/M	N/M	15.8%	320.0%	853.1%

ADJUSTED NET PROFIT (excluding other operating income/expenses and one-time impairment)		129	26	19	22	17	83	19	17	3	3	41	22	21	(23)
	QoQ Change			-24.7%	12.0%	-21.8%		12.8%	-12.9%	-84.0%	N/M		717.8%	-4.5%	N/M
	YoY Change	-6.9%					-35.7%	-25.6%	-13.9%	-87.7%	-84.0%	-50.8%	15.8%	26.9%	N/M

EBITDA reported		303	76	74	76	79	305	71	55	7	(139)	(6)	72	65	(233)
	QoQ Change		8.6%	-2.6%	2.7%	3.9%		-10.1%	-22.5%	-87.3%	N/M		-151.8%	-9.7%	N/M
	YoY Change	-3.2%	-7.3%	-5.1%	4.1%	12.9%	0.7%	-6.6%	-25.7%	-90.8%	N/M	-102.0%	1.4%	18.2%	N/M

ADJUSTED EBITDA (excluding other operating income/expenses)		306	78	73	78	84	313	71	70	52	58	251	72	65	49
	QoQ Change		6.8%	-6.4%	6.8%	7.7%		-15.5%	-1.4%	-25.7%	11.5%		24.1%	-9.7%	-24.6%
	YoY Change	-7.6%	-4.9%	-7.6%	8.3%	15.1%	2.3%	-9.0%	-4.1%	-33.3%	-31.0%	-19.8%	1.4%	-7.1%	-5.8%

Key Cash Flow Metrics

Operating cash flow		277	67	54	73	106	300	56	48	64	87	255	60	48	47
	QoQ Change		-18.3%	-19.4%	35.2%	45.2%		-47.2%	-14.3%	33.3%	35.9%		-31.0%	-20.0%	-2.1%
	YoY Change	3.0%	28.8%	-21.7%	-1.4%	29.3%	8.3%	-16.4%	-11.1%	-12.3%	-17.9%	-15.0%	7.1%	0.0%	-26.6%

Capital expenditures, gross (cash flow)		142	31	44	27	25	127	33	34	40	21	128	34	33	28
	QoQ Change		-13.9%	41.9%	-38.6%	-7.4%		32.0%	3.0%	17.6%	-47.5%		61.9%	-2.9%	-15.2%
	YoY Change	18.3%	6.9%	-4.3%	-12.9%	-30.6%	-10.6%	6.5%	-22.7%	48.1%	-16.0%	0.8%	3.0%	-2.9%	-30.0%

Capital expenditures, net (cash flow)		139	31	44	26	25	126	33	34	40	21	128	34	33	28
	QoQ Change		-11.4%	41.9%	-40.9%	-3.8%		32.0%	3.0%	17.6%	-47.5%		61.9%	-2.9%	-15.2%
	YoY Change	16.8%	6.9%	-4.3%	-10.3%	-28.6%	-9.4%	6.5%	-22.7%	53.8%	-16.0%	1.6%	3.0%	-2.9%	-30.0%

Lease payments (IFRS 16)		-	9	9	9	9	36	8	8	8	8	32	8	8	7
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Free cash flow		138	27	1	38	72	138	15	6	16	58	95	18	7	12
	QoQ Change		-42.6%	-96.3%	3700.0%	89.5%		-79.2%	-60.0%	166.7%	262.5%		-69.0%	-61.1%	71.4%
	YoY Change	-8.0%	17.4%	-95.7%	-15.6%	53.2%	0.0%	-44.4%	500.0%	-57.9%	-19.4%	-31.2%	20.0%	16.7%	-25.0%

Ratios

Net margin		8.3%	6.8%	6.0%	6.0%	3.5%	5.5%	5.6%	1.5%	-9.7%	-45.2%	-11.7%	6.9%	6.7%	-96.8%
EBITDA margin		19.7%	21.6%	22.0%	22.8%	21.4%	21.9%	20.8%	16.2%	2.1%	-42.1%	-0.4%	22.7%	20.7%	-74.0%
Capex/Sales		9.2%	8.8%	13.1%	8.1%	6.8%	9.1%	9.7%	10.0%	12.2%	6.4%	9.6%	10.7%	10.5%	8.9%



(NIS millions)

	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	
	2017	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020	
yes - Reported															
Key Income Statement Metrics															
Revenues	1,650	375	375	367	356	1,473	343	337	334	331	1,345	338	319	313	
QoQ Change		-7.2%	0.0%	-2.1%	-3.0%		-3.7%	-1.7%	-0.9%	-0.9%		2.1%	-5.6%	-1.9%	
YoY Change	-5.4%	-11.6%	-9.9%	-9.6%	-11.9%	-10.7%	-8.5%	-10.1%	-9.0%	-7.0%	-8.7%	-1.5%	-5.3%	-6.3%	
Depreciation, amortization & impairment	285	79	79	81	84	323	55	68	50	46	219	44	50	50	
QoQ Change		9.7%	0.0%	2.5%	3.7%		-34.5%	23.6%	-26.5%	-8.0%		-4.3%	13.6%	0.0%	
YoY Change	-3.7%	12.9%	11.3%	12.5%	16.7%	13.3%	-30.4%	-13.9%	-38.3%	-45.2%	-32.2%	-20.0%	-26.5%	0.0%	
Salaries	245	58	60	56	59	233	56	54	52	54	216	54	48	50	
QoQ Change		-10.8%	3.4%	-6.7%	5.4%		-5.1%	-3.6%	-3.7%	3.8%		0.0%	-11.1%	4.2%	
YoY Change	-1.6%	-1.7%	1.7%	-9.7%	-9.2%	-4.9%	-3.4%	-10.0%	-7.1%	-8.5%	-7.3%	-3.6%	-11.1%	-3.8%	
Operating, general & impairment expenses	957	237	246	229	244	956	234	248	211	230	923	231	210	195	
QoQ Change		-1.3%	3.8%	-6.9%	6.6%		-4.1%	6.0%	-14.9%	9.0%		0.4%	-9.1%	-7.1%	
YoY Change	1.1%	-2.5%	3.8%	-3.4%	1.7%	-0.1%	-1.3%	0.8%	-7.9%	-5.7%	-3.5%	-1.3%	-15.3%	-7.6%	
Loss from impairment of assets	-	-	-	-	1,100	1,100	-	-	-	-	-	-	-	-	
Other operating expenses (income), net	-	2	7	-	8	17	43	(9)	1	7	42	-	(12)	-	
Operating profit (loss)	163	(1)	(17)	1	(1,139)	(1,156)	(45)	(24)	20	(6)	(55)	9	23	18	
QoQ Change		N/M	1600.0%	N/M	N/M		N/M	-46.7%	N/M	N/M		N/M	155.6%	-21.7%	
YoY Change	-38.3%	N/M	N/M	-97.1%	N/M	N/M	4400.0%	41.2%	1900.0%	-99.5%	-95.2%	N/M	N/M	-10.0%	
Finance expenses (income), net	71	(3)	(7)	3	(4)	(11)	5	2	4	1	12	(5)	4	1	
QoQ Change		N/M	133.3%	N/M	N/M		N/M	-60.0%	100.0%	-75.0%		N/M	N/M	-75.0%	
YoY Change	22.4%	N/M	N/M	N/M	N/M	N/M	N/M	N/M	33.3%	N/M	N/M	N/M	100.0%	-75.0%	
Net profit (loss) - reported	(244)	1	(10)	(2)	(1,137)	(1,148)	(50)	(27)	15	(7)	(69)	14	18	16	
QoQ Change		-90.9%	N/M	-80.0%	N/M		-95.6%	-46.0%	N/M	N/M		N/M	28.6%	-11.1%	
YoY Change	N/M	-94.7%	-93.4%	-98.4%	N/M	370.5%	N/M	170.0%	N/M	-99.4%	-94.0%	N/M	N/M	6.7%	
EBITDA reported	448	78	62	82	(1,055)	(833)	10	44	70	40	164	53	73	68	
QoQ Change		-21.2%	-20.5%	32.3%	N/M		N/M	340.0%	59.1%	-42.9%		32.5%	37.7%	-6.8%	
YoY Change	-20.0%	-36.1%	-48.3%	-23.4%	N/M	N/M	-87.2%	-29.0%	-14.6%	N/M	N/M	430.0%	65.9%	-2.9%	
ADJUSTED EBITDA (excluding other operating income/expenses and one-time impairment)	448	80	69	82	53	284	53	35	71	47	206	53	61	68	
Key Cash Flow Metrics															
Operating cash flow	430	86	60	34	46	226	53	22	37	31	143	41	39	69	
QoQ Change		-9.5%	-30.2%	-43.3%	35.3%		15.2%	-58.5%	68.2%	-16.2%		32.3%	-4.9%	76.9%	
YoY Change	-31.6%	68.6%	-64.5%	-70.4%	-51.6%	-47.4%	-38.4%	-63.3%	8.8%	-32.6%	-36.7%	-22.6%	77.3%	86.5%	
Capital expenditures, gross (cash flow)	235	62	75	79	82	298	64	74	69	32	239	37	41	38	
QoQ Change		17.0%	21.0%	5.3%	3.8%		-22.0%	15.6%	-6.8%	-53.6%		15.6%	10.8%	-7.3%	
YoY Change	12.4%	3.3%	41.5%	14.5%	54.7%	26.8%	3.2%	-1.3%	-12.7%	-61.0%	-19.8%	-42.2%	-44.6%	-44.9%	
Capital expenditures, net (cash flow)	234	62	75	79	81	297	64	73	69	32	238	37	40	38	
QoQ Change		17.0%	21.0%	5.3%	2.5%		-21.0%	14.1%	-5.5%	-53.6%		15.6%	8.1%	-5.0%	
YoY Change	12.5%	3.3%	44.2%	14.5%	52.8%	26.9%	3.2%	-2.7%	-12.7%	-60.5%	-19.9%	-42.2%	-45.2%	-44.9%	
Lease payments (IFRS 16)	-	8	8	9	6	31	8	7	8	7	30	7	7	6	
Free cash flow	196	16	(23)	(54)	(41)	(102)	(19)	(58)	(40)	(8)	(125)	(3)	(8)	25	
QoQ Change		-61.9%	N/M	134.8%	-24.1%		-53.7%	205.3%	-31.0%	-80.0%		-62.5%	166.7%	N/M	
YoY Change	-53.4%	N/M	N/M	N/M	N/M	N/M	N/M	152.2%	-25.9%	-80.5%	22.5%	-84.2%	-86.2%	N/M	
Ratios															
Net margin	(14.8%)	0.3%	0.0%	(0.5%)	(319.4%)	(77.9%)	(14.6%)	(8.0%)	4.5%	(2.1%)	(5.1%)	4.1%	5.6%	5.1%	
EBITDA margin	27.2%	20.8%	16.5%	22.3%	(296.3%)	(56.6%)	2.9%	13.1%	21.0%	12.1%	12.2%	15.7%	22.9%	21.7%	
Capex/Sales	14.2%	16.5%	20.0%	21.5%	23.0%	20.2%	18.7%	22.0%	20.7%	9.7%	17.8%	10.9%	12.9%	12.1%	



(NIS millions)

	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
yes - Proforma (Excluding Impairment Loss)														
Key Income Statement Metrics														
Revenues	1,650	375	375	367	356	1,473	343	337	334	331	1,345	338	319	313
QoQ Change			0.0%	-2.1%	-3.0%			-1.7%	-0.9%	-0.9%		2.1%	-5.6%	-1.9%
YoY Change						-10.7%	-8.5%	-10.1%	-9.0%	-7.0%	-8.7%	-1.5%	-5.3%	-6.3%
Depreciation & amortization	285	79	79	81	84	323	78	81	93	82	334	76	78	76
QoQ Change			0.0%	2.5%	3.7%			3.8%	14.8%	-11.8%		-7.3%	2.6%	-2.6%
YoY Change						13.3%	-1.3%	2.5%	14.8%	-2.4%	3.4%	-2.6%	-3.7%	-18.3%
Salaries	245	58	60	56	59	233	55	51	50	53	209	51	47	48
QoQ Change			3.4%	-6.7%	5.4%			-7.3%	-2.0%	6.0%		-3.8%	-7.8%	2.1%
YoY Change						-4.9%	-5.2%	-15.0%	-10.7%	-10.2%	-10.3%	-7.3%	-7.8%	-4.0%
Operating & general expenses	957	237	246	229	244	956	226	222	219	228	895	222	212	204
QoQ Change			3.8%	-6.9%	6.6%			-1.8%	-1.4%	4.1%		-2.6%	-4.5%	-3.8%
YoY Change						-0.1%	-4.6%	-9.8%	-4.4%	-6.6%	-6.4%	-1.8%	-4.5%	-6.8%
Other operating expenses (income), net	-	2	7	-	8	17	43	(9)	1	7	42	-	(12)	1
QoQ Change			250.0%	N/M	N/M				N/M	600.0%		N/M	N/M	N/M
YoY Change						N/M			N/M	-12.5%	147.1%	N/M	33.3%	0.0%
Operating profit (loss)	163	(1)	(17)	1	(39)	(56)	(59)	(8)	(29)	(39)	(135)	(11)	(6)	(16)
QoQ Change			1600.0%	N/M	N/M			-86.4%	262.5%	34.5%		-71.8%	-45.5%	166.7%
YoY Change						N/M		-52.9%	N/M	0.0%	141.1%	-81.4%	-25.0%	-44.8%
Finance expenses (income), net	71	(3)	(7)	3	(4)	(11)	5	2	4	1	12	(5)	4	1
QoQ Change			133.3%	N/M	N/M				100.0%	-75.0%		N/M	N/M	-75.0%
YoY Change						N/M			33.3%	N/M	N/M	N/M	100.0%	-75.0%
Net profit (loss) - reported	(244)	1	(10)	(2)	(37)	(48)	(64)	(11)	(34)	(40)	(149)	(6)	(11)	(18)
QoQ Change			N/M	-80.0%	1750.0%			-82.8%	209.1%	17.6%		-85.0%	83.3%	63.6%
YoY Change						-80.3%		10.0%	1600.0%	8.1%	210.4%	-90.6%	0.0%	-47.1%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses)	(244)	3	(3)	(2)	(29)	(31)	(21)	(20)	(33)	(33)	(107)	(6)	(23)	(17)
QoQ Change			N/M	-33.3%	1350.0%		-27.6%	-4.8%	65.0%	0.0%		-81.8%	283.3%	-26.1%
YoY Change						-87.3%	N/M	566.7%	1550.0%	13.8%	245.2%	-71.4%	15.0%	-48.5%
EBITDA	448	78	62	82	45	267	19	73	64	43	199	65	72	60
QoQ Change			-20.5%	32.3%	-45.1%			284.2%	-12.3%	-32.8%		51.2%	10.8%	-16.7%
YoY Change						-40.4%	-75.6%	17.7%	-22.0%	-4.4%	-25.5%	242.1%	-1.4%	-6.3%
Adjusted EBITDA (excluding other operating income/expenses)	448	80	69	82	53	284	62	64	65	50	241	65	60	61
QoQ Change			-13.8%	18.8%	-35.4%		17.0%	3.2%	1.6%	-23.1%		30.0%	-7.7%	1.7%
YoY Change						-36.6%	-22.5%	-7.2%	-20.7%	-5.7%	-15.1%	4.8%	-6.3%	-6.2%



(NIS millions)

FY 2017 Q1 2018 Q2 2018 Q3 2018 Q4 2018 FY 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 FY 2019 Q1 2020 Q2 2020 Q3 2020

Key subsidiary companies (Pelephone, Bezeq International, yes - proforma) - Project Alpha

Key Income Statement Metrics

Revenues		5,733	1,346	1,313	1,304	1,344	5,307	1,262	1,246	1,275	1,263	5,046	1,228	1,168	1,173
	QoQ Change			-2.5%	-0.7%	3.1%		-6.1%	-1.3%	2.3%	-0.9%		-2.8%	-4.9%	0.4%
	YoY Change						-7.4%	-6.2%	-5.1%	-2.2%	-6.0%	-4.9%	-2.7%	-6.3%	-8.0%
Depreciation, amortization & impairment		803	280	283	288	321	1,172	281	283	297	296	1,157	269	267	265
	QoQ Change			1.1%	1.8%	11.5%		-12.5%	0.7%	4.9%	-0.3%		-9.1%	-0.7%	-0.7%
	YoY Change						46.0%	0.4%	0.0%	3.1%	-7.8%	-1.3%	-4.3%	-5.7%	-10.8%
Salaries		957	242	230	221	219	912	218	212	203	210	843	205	179	190
	QoQ Change			-5.0%	-3.9%	-0.9%		-0.5%	-2.8%	-4.2%	3.4%		-2.4%	-12.7%	6.1%
	YoY Change						-4.7%	-9.9%	-7.8%	-8.1%	-4.1%	-7.6%	-6.0%	-15.6%	-6.4%
Operating & general expenses		3,558	786	779	757	814	3,136	764	749	780	802	3,095	748	725	753
	QoQ Change			-0.9%	-2.8%	7.5%		-6.1%	-2.0%	4.1%	2.8%		-6.7%	-3.1%	3.9%
	YoY Change						-11.9%	-2.8%	-3.9%	3.0%	-1.5%	-1.3%	-2.1%	-3.2%	-3.5%
Other operating expenses (income), net		12	4	7	9	14	34	43	9	48	281	381	1	(16)	283
Operating profit (loss)		403	34	14	29	(24)	53	(44)	(7)	(53)	(326)	(430)	5	13	(318)
	QoQ Change			-58.8%	107.1%	N/M		83.3%	N/M	N/M	515.1%		-101.5%	160.0%	N/M
	YoY Change						-86.8%	N/M	-150.0%	N/M	1258.3%	N/M	-111.4%	-285.7%	500.0%
Net profit (loss) - reported		(22)	34	17	24	(22)	53	(43)	(4)	(48)	(258)	(353)	14	11	(335)
	QoQ Change			-50.0%	41.2%	N/M		95.5%	N/M	N/M	437.5%		-105.4%	-21.4%	N/M
	YoY Change						N/M	N/M	-123.5%	N/M	1072.7%	N/M	-132.6%	-375.0%	597.9%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses)		(13)	38	24	31	(9)	83	0	1	(10)	(41)	(50)	15	(4)	(52)
	QoQ Change			-36.1%	28.9%	N/M		-100.0%	#DIV/0!	-1262.8%	N/M		-136.2%	-127.6%	1174.5%
	YoY Change						N/M	-100.0%	-96.4%	-132.3%	335.3%	N/M	#DIV/0!	-574.4%	N/M
EBITDA reported		1,206	314	297	317	297	1,225	237	276	244	-30	727	274	280	(53)
	QoQ Change			-5.4%	6.7%	-6.3%		-20.2%	16.5%	-11.6%	-112.3%		-1013.3%	2.2%	-118.9%
	YoY Change						1.6%	-24.5%	-7.1%	-23.0%	-110.1%	-40.7%	15.6%	1.4%	-121.7%
ADJUSTED EBITDA (excluding other operating income/expenses and one-time impairment)		1,218	318	304	326	311	1,259	280	285	292	251	1,108	275	264	230
	QoQ Change			-4.4%	7.2%	-4.6%		-10.0%	1.8%	2.5%	-14.0%		9.6%	-4.0%	-12.9%
	YoY Change						3.4%	-11.9%	-6.3%	-10.4%	-19.3%	-12.0%	-1.8%	-7.4%	-21.2%

Key Cash Flow Metrics

Operating cash flow		1,312	392	295	301	308	1,296	304	206	301	264	1,075	265	236	259
	QoQ Change			-24.7%	2.0%	2.3%		-1.3%	-32.2%	46.1%	-12.3%		0.4%	-10.9%	9.7%
	YoY Change						-1.2%	-22.4%	-30.2%	0.0%	-14.3%	-17.1%	-12.8%	14.6%	-14.0%
Capital expenditures, gross (cash flow)		687	162	209	179	185	735	160	191	181	128	660	136	147	166
	QoQ Change			29.0%	-14.4%	3.4%		-13.5%	19.4%	-5.2%	-29.3%		6.3%	8.1%	12.9%
	YoY Change						7.0%	-1.2%	-8.6%	1.1%	-30.8%	-10.2%	-15.0%	-23.0%	-8.3%
Capital expenditures, net (cash flow)		682	162	209	174	184	729	160	189	181	128	658	136	146	166
	QoQ Change			29.0%	-16.7%	5.7%		-13.0%	18.1%	-4.2%	-29.3%		6.3%	7.4%	13.7%
	YoY Change						6.9%	-1.2%	-9.6%	4.0%	-30.4%	-9.7%	-15.0%	-22.8%	-8.3%
Lease payments (IFRS 16)		-	92	67	82	85	326	85	61	92	66	304	82	63	80
Free cash flow		630	138	19	45	39	241	59	(44)	28	70	113	47	27	13
	QoQ Change			-86.2%	136.8%	-13.3%		51.3%	N/M	-163.6%	150.0%		-32.9%	-42.6%	-51.9%
	YoY Change						-61.7%	-57.2%	N/M	-37.8%	79.5%	-53.1%	-20.3%	-161.4%	-53.6%



	NIS Millions															
	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020		
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)	(14)	-	-	-	-	-	-	-	-		
Profit from the sale of property, plant and equipment (mainly real estate)*	(66)	(1)	(5)	(1)	6	(1)	(44)	(417)	(11)	(36)	(508)	(9)	4	(6)		
Profit from copper sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Provision (cancellation)-contingent liabilities, net	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Provision (cancellation) for early retirement agreement - Bezeq Fixed-Line	23	12	81	6	448	547	(25)	1	3	130	109	5	(5)	-		
Provision (cancellation) for collective agreements at Pelephone, Bezeq International and yes	3	-	2	6	4	12	45	-	45	77	167	-	(5)	-		
Loss from the discontinuation of a software development project	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Proceeds from settlement agreements	-	-	-	-	-	-	-	-	-	-	-	-	(9)	-		
Other (mainly legal claims)	21	12	8	1	69	90	(1)	2	2	8	11	1	(4)	(1)		
Total other operating expenses (income), net	(19)	23	86	12	513	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)		

* Includes profit from copper sales beginning Q1 2015



	Oct 1, 2020- Dec 31, 2020	Jan 1, 2021- Dec 31, 2021	Jan 1, 2022- Dec 31, 2022
NIS Millions			
Bezeq Fixed-Line - Cash Flow Forecast			
Cash and cash equivalents at the beginning of the period	606	846	1,260
Sources			
Net cash from operating activities	516	1,970	2,101
Proceeds from the sale of property, plant and equipment	173	150	7
Proceeds from redemption of bank and other deposits	636	636	-
Miscellaneous	55	4	3
Cash flows from investing activities	864	790	10
Debenture issuance and new loans	-	700*	850*
Cash flows from financing activities	-	700	850
Total	1,380	3,460	2,961
Loans from investees	15	85	130
Repayment of loans to investees	16	-	-
Miscellaneous	9	22	-
Total cash from investees	40	107	130
TOTAL SOURCES	1,420	3,567	3,091
Uses			
Acquisition of fixed assets and investment in intangible assets	(244)	(1,131)	(1,089)
Investment in bank and other deposits	(29)	-	-
Miscellaneous	0	-	-
Cash used in investing activities	(273)	(1,131)	(1,089)
Repayment of bank loans	(118)	(762)*	(306)*
Repayment of public debentures	(555)	(552)	(871)
Repayment of private debentures and non-bank credit	(21)	(98)	(77)
Principal and interest payments on leases	(22)	(115)	(115)
Interest payments and other finance expenses	(149)	(289)	(278)
Miscellaneous	(14)	(40)	(48)
Cash used in financing activities	(879)	(1,856)	(1,695)
Total	(1,152)	(2,987)	(2,784)
Investment in a subsidiary	-	(130)	(130)
Interest payment	(28)	(36)	(39)
Loans to subsidiaries	-	-	-
Repayment of loans from subsidiaries	-	-	(130)
Total cash used in investees	(28)	(166)	(299)
TOTAL USES	(1,180)	(3,153)	(3,083)
Cash and cash equivalents at the end of the period	846	1,260	1,268

*The forecasts for the issuance and repayment of debt as well as the early repayment of bank loans, assumes the continuation of the Company's plan to extend debt maturities in the years 2021-2022. The timing of the early repayments is an estimation and may change between years.



	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	
Bezeq Fixed-Line																						
Key Performance Indicators																						
Total outgoing minutes (in millions)	10,699	9,758	8,694	7,047	6,200	5,607	5,006	4,475	1,055	1,010	960	989	4,014	926	865	888	820	3,499	883	1,079	1,019	
QoQ Change									-1.2%	-4.3%	-5.0%	3.0%		-6.4%	-6.6%	2.7%	-7.7%		7.7%	22.2%	-5.6%	
YoY Change	-11.0%	-8.8%	-10.9%	-18.9%	-12.0%	-9.6%	-10.7%	-10.6%	-10.4%	-8.0%	-15.2%	-7.4%	-10.3%	-12.2%	-14.4%	-7.5%	-17.1%	-12.8%	-4.6%	24.7%	14.8%	
Total incoming minutes (in millions)	6,547	6,240	6,225	6,115	5,829	5,628	5,297	4,972	1,191	1,151	1,125	1,160	4,627	1,090	1,056	1,099	1,046	4,291	1,120	1,293	1,368	
QoQ Change									-1.2%	-3.4%	-2.3%	3.1%		-6.0%	-3.1%	4.1%	-4.8%		7.1%	15.4%	5.8%	
YoY Change	-2.5%	-4.7%	-0.2%	-1.8%	-4.7%	-3.4%	-5.9%	-6.1%	-7.0%	-5.7%	-11.1%	-3.7%	-6.9%	-8.5%	-8.3%	-2.3%	-9.8%	-7.3%	2.8%	22.4%	24.5%	
Total access lines (in 000's)	2,366	2,367	2,268	2,216	2,205	2,087	2,010	1,916	1,889	1,865	1,843	1,818	1,818	1,792	1,768	1,743	1,718	1,718	1,693	1,675	1,653	
QoQ Change									-1.4%	-1.3%	-1.2%	-1.4%		-1.4%	-1.3%	-1.4%	-1.4%		-1.5%	-1.1%	-1.3%	
YoY Change	-4.7%	0.0%	-4.2%	-2.3%	-0.5%	-5.4%	-3.7%	-4.7%	-4.9%	-4.9%	-5.1%	-5.1%	-5.1%	-5.1%	-5.2%	-5.4%	-5.5%	-5.5%	-5.5%	-5.3%	-5.2%	
QoQ Line change (000's)	(117)	1	(99)	(52)	(11)	(118)	(77)	(94)	(27)	(24)	(22)	(25)	(98)	(26)	(24)	(25)	(25)	(100)	(25)	(18)	(22)	
Average revenue per line (ARPL) (in NIS)	109	85	81	74	63	59	57	54	53	52	51	51	52	50	49	49	48	49	48	51	51	
QoQ Change									0.0%	-1.9%	-1.9%	0.0%		-2.0%	-2.0%	0.0%	-2.0%		0.0%	6.3%	0.0%	
YoY Change	0.0%	-22.0%	-4.7%	-8.6%	-14.9%	-6.3%	-3.4%	-5.3%	-5.4%	-3.7%	-5.6%	-3.8%	-3.7%	-5.7%	-5.8%	-3.9%	-5.9%	-5.8%	-4.0%	4.1%	4.1%	
BE Router (in thousands)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	100	100	159	215	272	321	321	378	433	487	
Bspot and Be Mesh (in thousands)														60	77	100	116	116	144	177	218	
Churn rate (telephony)	N/A	11.6%	15.3%	13.1%	11.1%	10.1%	10.2%	9.8%	3.0%	2.8%	2.7%	3.1%	11.6%	3.0%	2.7%	3.0%	2.9%	11.7%	3.2%	2.7%	3.4%	
Broadband Internet lines (in 000's)- Total	1,066	1,111	1,169	1,263	1,364	1,479	1,558	1,635	1,653	1,662	1,663	1,656	1,656	1,635	1,613	1,589	1,575	1,575	1,566	1,571	1,565	
QoQ Change									1.1%	0.5%	0.1%	-0.4%		-1.3%	-1.3%	-1.5%	-0.9%		-0.6%	0.3%	-0.4%	
YoY Change	3.0%	4.2%	5.2%	8.0%	8.0%	8.4%	5.3%	4.9%	4.6%	4.3%	3.4%	1.3%	1.3%	-1.1%	-2.9%	-4.4%	-4.9%	-4.9%	-4.2%	-2.6%	-1.5%	
QoQ Line change (000's)	31	45	58	94	101	115	79	77	18	9	1	(7)	21	(21)	(22)	(24)	(14)	(81)	(9)	5	(6)	
Broadband Internet lines (in 000's)-Wholesale	-	-	-	-	-	244	377	532	574	600	617	626	626	624	612	601	592	592	584	580	570	
QoQ Change									7.9%	4.5%	2.8%	1.5%		-0.3%	-1.9%	-1.8%	-1.5%		-1.4%	-0.7%	-1.7%	
YoY Change									54.5%	41.1%	38.6%	35.1%	27.5%	17.7%	8.7%	2.0%	-2.6%	-5.4%	-5.4%	-6.4%	-5.2%	
QoQ Line change (000's)									133	155	42	26	17	9	94	(2)	(12)	(11)	(9)	(34)	(8)	(4)
Wholesale lines as % of total broadband lines						16.5%	24.2%	32.5%	34.7%	36.1%	37.1%	37.8%	37.8%	38.2%	37.9%	37.8%	37.6%	37.6%	37.3%	36.9%	36.4%	
Broadband Internet lines (in 000's) - Retail	1,066	1,111	1,169	1,263	1,364	1,235	1,181	1,103	1,079	1,062	1,046	1,030	1,030	1,011	1,001	988	983	983	982	991	995	
QoQ Change									-2.2%	-1.6%	-1.5%	-1.5%		-1.8%	-1.0%	-1.3%	-0.5%		-0.1%	0.9%	0.4%	
YoY Change	3.0%	4.2%	5.2%	8.0%	8.0%	-9.5%	-4.4%	-6.6%	-7.5%	-7.6%	-6.9%	-6.6%	-6.6%	-6.3%	-5.7%	-5.5%	-4.6%	-4.6%	-2.9%	-1.0%	0.7%	
QoQ Line change (000's)	31	45	58	94	101	(129)	(54)	(78)	(24)	(17)	(16)	(16)	(73)	(19)	(10)	(13)	(5)	(47)	(1)	9	4	
Broadband Internet ARPU (in NIS) - Retail	75	80	81	84	84	88	89	90	92	93	93	96	93	96	97	98	98	97	98	98	100	
QoQ Change									0.0%	1.1%	0.0%	3.2%		0.0%	1.0%	1.0%	0.0%		0.0%	0.0%	2.0%	
YoY Change	8.7%	6.7%	1.3%	3.7%	0.0%	4.8%	1.1%	1.1%	2.2%	3.3%	3.3%	4.3%	3.3%	4.3%	4.3%	5.4%	2.1%	4.3%	2.1%	1.0%	2.0%	
Average broadband speed per subscriber (end of period, Mbps)	4.3	6.7	9.6	18.1	32.5	37.8	43.4	51.5	53.5	55.4	57.4	59.1	59.1	61.5	64.0	66.2	67.8	67.8	69.1	70.4	71.6	
QoQ Change									3.9%	3.6%	3.6%	2.9%		4.1%	4.1%	3.4%	2.4%		1.9%	1.9%	1.7%	
YoY Change	59.3%	55.8%	43.3%	88.5%	79.6%	16.3%	14.8%	18.7%	18.6%	17.4%	16.0%	14.8%	14.8%	15.0%	15.5%	15.3%	14.7%	14.7%	12.4%	10.0%	8.2%	
Number of employees	7,216	7,076	7,422	6,479	5,964	5,896	5,649	5,582	N/A	N/A	N/A	5,494	5,494	5,358	N/A	N/A	5,256	5,256	N/A	N/A	N/A	
YoY Change	-2.0%	-1.9%	4.9%	-12.7%	-7.9%	-1.1%	-4.2%	-1.2%					-1.6%				-4.3%					
Market share - Internet	59%	59%	60%	63%	66%	68%	69%	70%	N/A	N/A	N/A	N/A	69%	N/A	N/A	N/A	N/A	63%	N/A	N/A	N/A	
Market share - telephony (private sector)	65%	63%	59%	57%	56%	56%	55%	53%	N/A	N/A	N/A	N/A	52%	N/A	N/A	N/A	N/A	53%	N/A	N/A	N/A	
Market share - telephony (business sector)	78%	76%	75%	74%	74%	74%	73%	72%	N/A	N/A	N/A	N/A	71%	N/A	N/A	N/A	N/A	71%	N/A	N/A	N/A	

Bezeq - The Israel Telecommunication Corp. Ltd



	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Telephone																					
Key Performance Indicators																					
Total Subscribers (EOP, in 000's)	2,857	2,847	2,800	2,642	2,586	2,651	2,402	2,525	2,546	2,601	2,185	2,205	2,205	2,224	2,263	2,310	2,336	2,336	2,367	2,376	2,406
QoQ Change									0.8%	2.2%	-16.0%	0.9%		0.9%	1.8%	2.1%	1.1%		1.3%	0.4%	1.3%
YoY Change	3.3%	-0.4%	-1.7%	-5.6%	-2.1%	2.5%	-9.4%	5.1%	4.8%	7.9%	-11.7%	-12.7%	-12.7%	-12.6%	-13.0%	5.7%	5.9%	5.9%	6.4%	5.0%	4.2%
QoQ subscriber change (000's)	91	(10)	(47)	(158)	(56)	65	(249)	123	21	55	(416)	20	(320)	19	39	47	26	131	31	9	30
Postpaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	N/A	1,750	1,726	1,669	1,729	1,760	1,800	1,817	1,831	1,831	1,842	1,866	1,895	1,911	1,911	1,939	1,959	1,986
QoQ Change									1.8%	2.3%	0.9%	0.8%		0.6%	1.3%	1.6%	0.8%		1.5%	1.0%	1.4%
YoY Change						-1.4%	-3.3%		6.1%	8.2%	7.1%	5.9%		4.7%	3.7%	4.3%	4.4%		5.3%	5.0%	4.8%
QoQ subscriber change (000's)						(24)	(57)	60	31	40	17	14	102	11	24	29	16	80	28	20	27
Prepaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	N/A	836	925	733	796	786	801	368	374	374	382	397	415	425	425	428	417	420
QoQ Change									-1.3%	1.9%	-54.1%	1.6%		2.1%	3.9%	4.5%	2.4%		0.7%	-2.6%	0.7%
YoY Change						10.6%	-20.8%	8.6%	1.9%	7.2%	-52.7%	-53.0%	-53.0%	-51.4%	-50.4%	12.8%	13.6%	13.6%	12.0%	5.0%	1.2%
QoQ subscriber change (000's)						89	(192)	63	(10)	15	(433)	6	(422)	8	15	18	10	51	3	(11)	3
ARPU (in NIS)	111	107	95	86	78	64	63	61	57	57	68	66	62	63	64	65	60	63	58	55	55
QoQ Change									-1.7%	0.0%	19.3%	-2.9%		-4.5%	1.6%	1.6%	-7.7%		-3.3%	-5.2%	0.0%
YoY Change		-3.6%	-11.2%	-9.5%	-9.3%	-17.9%	-1.6%	-3.2%	-5.0%	-6.6%	7.9%	13.8%	1.6%	10.5%	12.3%	-4.4%	-9.1%	1.6%	-7.9%	-14.1%	-15.4%
Churn rate	15.3%	22.9%	22.4%	28.6%	28.0%	25.8%	23.7%	28.2%	8.0%	7.3%	9.1%	9.0%	33.3%	8.6%	7.5%	7.3%	7.3%	30.7%	7.1%	6.8%	7.1%
Number of employees	N/A	N/A	4,072	3,288	3,001	2,679	2,594	2,551	N/A	N/A	N/A	2,453	2,453	N/A	N/A	N/A	2,202	2,202	N/A	N/A	N/A
YoY Change				-19.3%	-8.7%	-10.7%	-3.2%	-1.7%				-3.8%					-10.2%				
Market share	28.9%	29.0%	28.2%	26.3%	25.5%	25.2%	23.1%	23.6%	N/A	N/A	21.0%	20.7%	20.7%	N/A	N/A	21.2%	N/A	N/A	N/A	N/A	N/A
Bezeq International																					
Key Performance Indicators																					
Number of employees	2,112	2,262	2,102	2,007	1,932	1,966	1,905	1,864	N/A	N/A	N/A	1,653	1,653	N/A	N/A	N/A	1,419	1,419	N/A	N/A	N/A
QoQ Change																					
YoY Change	-13.6%	7.1%	-7.1%	-4.5%	-3.7%	1.8%	-3.1%	-2.2%					-11.3%						-14.2%		
Churn rate (ISP)	12.7%	12.6%	18.4%	18.0%	17.0%	17.3%	20.4%	23.4%	6.0%	6.0%	5.8%	7.7%	25.5%	6.6%	6.2%	7.1%	6.3%	26.2%	6.7%	6.1%	7.2%
Market share - ISP	35.9%	37.5%	38.8%	40.6%	42%	44%	44%	N/A	N/A	N/A	38.2%	N/A	N/A	N/A	N/A	N/A	N/A	30.0%	N/A	N/A	N/A
Market share - ILD (Outgoing)	30.7%	30.0%	24.6%	21.2%	23%	21%	21%	25.6%	N/A	N/A	N/A	N/A	23.3%	N/A	N/A	N/A	N/A	27.0%	N/A	N/A	N/A
yes																					
Key Performance Indicators																					
Subscribers (EOP, in 000's)	578	586	578	600	630	635	614	587	580	582	584	574	574	568	565	558	555	555	556	557	556
QoQ Change									-1.2%	0.3%	0.3%	-1.7%		-1.0%	-0.5%	-1.2%	-0.5%		0.2%	0.2%	-0.2%
YoY Change	1.2%	1.4%	-1.4%	3.8%	5.0%	0.8%	-3.3%	-4.4%	-4.6%	-3.5%	-2.2%	-2.2%	-2.2%	-2.1%	-2.9%	-4.5%	-3.3%	-3.3%	-2.1%	-1.4%	-0.4%
QoQ subscriber change (000's)							(21)	(27)	(7)	2	2	(10)	(13)	(6)	(3)	(7)	(3)	(3)	(19)	1	1
ARPU (in NIS)*	230	232	234	233	234	233	233	228	214	215	210	206	211	200	197	195	195	197	195	190	187
QoQ Change									-5.3%	0.5%	-2.3%	-1.9%		-2.9%	-1.5%	-1.0%	0.0%		0.0%	-2.6%	-1.6%
YoY Change	1.8%	0.9%	1.0%	-0.4%	0.4%	-0.4%	0.0%	-2.1%	-7.8%	-6.1%	-7.1%	-8.8%	-7.5%	-6.5%	-8.4%	-7.1%	-5.3%	-6.6%	-2.5%	-3.6%	-4.1%
Churn rate	13.0%	11.9%	15.4%	13.5%	12.8%	13.9%	15.9%	18.8%	6.1%	4.7%	5.1%	5.6%	21.5%	5.6%	4.9%	5.5%	5.2%	21.2%	5.9%	4.8%	5.4%
Number of employees	2,229	2,227	2,276	2,208	2,042	1,984	1,753	1,680	N/A	N/A	N/A	1,532	1,532	N/A	1,350	N/A	1,335	1,335	N/A	N/A	N/A
YoY Change	3.3%	-0.1%	2.2%	-3.0%	-7.5%	-2.8%	-11.6%	-4.2%				-8.8%					-12.9%				
Mkt share	39%	40%	39%	40%	42%	42%	40%	37%	N/A	N/A	N/A	N/A	34%	N/A	N/A	N/A	N/A	32%	N/A	N/A	N/A

* In Q1 2020, yes updated its ARPU definition so that ARPU does not include revenue from content sales to external broadcasters. As a result, ARPU data for 2018 and 2019 was adjusted retroactively.



Debt Ratings & Repayments

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

Summary of Financial Undertakings as of September 30, 2020 (based on repayment dates)

In NIS millions

Notes Issued to the Public (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Gross Interest Payment	Total principal and interest
First year	518,333	35,708	195,119	749,160
Second year	518,333	35,708	175,426	729,467
Third year	606,668	250,205	150,846	1,007,719
Fourth year	265,005	643,490	121,583	1,030,078
Fifth year and thereafter	1,799,250	2,121,747	251,793	4,172,790
Total	3,707,589	3,086,858	894,767	7,689,214

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

	CPI Linked	Unlinked	Gross Interest Payment	Total principal and interest
First year	-	85,000	36,535	121,535
Second year	-	93,333	32,880	126,213
Third year	-	76,667	29,183	105,850
Fourth year	-	58,333	26,387	84,720
Fifth year and thereafter	-	700,000	78,709	778,709
Total	-	1,013,333	203,694	1,217,027



Debt Ratings & Repayments

Credit from Israeli Banks (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Gross Interest Payment	Total principal and interest
First year	-	284,056	56,844	340,900
Second year	-	61,556	45,575	107,131
Third year	-	6,000	42,434	48,434
Fourth year	-	406,000	42,333	448,333
Fifth year and thereafter	-	839,000	47,478	886,478
Total	-	1,596,612	234,664	1,831,276

Total Debt - Bezeq Fixed-Line

	CPI Linked	Unlinked	Gross Interest Payment	Total principal and interest
First year	518,333	404,764	288,498	1,211,595
Second year	518,333	190,597	253,881	962,811
Third year	606,668	332,872	222,463	1,162,003
Fourth year	265,005	1,107,823	190,303	1,563,131
Fifth year and thereafter	1,799,250	3,660,747	377,980	5,837,977
Total	3,707,589	5,696,803	1,333,125	10,737,517



	Principal (NIS millions)	Currency	Type of Interest	Average Interest Rate	Interest Rate Range in 2019
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Debt Terms

Source

The following table shows the distribution of long-term debt as of September 30, 2020 (including current maturities):

Banks	1,591	Unlinked NIS	Fixed	3.71%	3.20% - 6.85%
Non-bank sources	107	Unlinked NIS	Variable; based on annual Govt short-term loan rate	1.44%	1.43% - 1.54%
Non-bank sources	3,993	Unlinked NIS	Fixed	3.11%	3.20% - 5.25%
Non-bank sources	3,708	CPI Linked NIS	Fixed	1.99%	1.70% - 3.70%



GLOSSARY

Glossary

EBITDA	= Earnings Before Interest, taxes, depreciation, amortization and ongoing losses from impairment of fixed and intangible assets
Adjusted EBITDA	= EBITDA excluding other operating income/expenses and one-time loss from impairment of assets
Net Debt/Adjusted EBITDA	= Adjusted EBITDA in this ratio is EBITDA excluding other income/expenses, one-time loss from impairment of assets and the effect of the adoption of accounting standard IFRS 16
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
MOU	= Minutes of use
N/A	= Not available
N/M	= Not meaningful
TTM	= Trailing twelve months