Achieve a more digital and human Chile, connecting the lives of the people.
The 30 years of the mobile technology
30 years of mobile telephony are celebrated in Chile

1989
- **Main companies**: CTC
- **Relevant mobile device**: Only Voice
- **Number of subscribers**: 4,886
- **0.04 lines per each 100 inhabitants**

2019
- **Main companies**: CTC, e, Claro, WOM, GTD, Manquehue, Virgin, DIRECTV, MundoPacífico
- **Relevant mobile device**: Voice, SMS, internet, video
- **Number of subscribers**: 24,000,000
- **129.7 lines per each 100 inhabitants**
Exponential boom in mobile internet consumption

Use of mobile data per subscriber, 2018 (GB/month)

Numbers from Mobidia/App Annie

- Germany: 2.0
- UK: 3.7
- Spain: 3.8
- USA: 4.6
- South Korea: 6.4
- Chile: 9.3

x 3.5

Volumen de crecimiento en 3 años
Development of mobile world in Movistar

- Prioritization of the 4G
- Mobile sites connected to Fiber Optics

80%
Increase of data traffic in Chile from 2017 to 2018

14% Yearly Growth in postpaid
Wireline world as a basis for the mobile connectivity

Download speed / Mbps

Fuente: Speedtest

x 2,5

Growth volume in 3 years

<table>
<thead>
<tr>
<th>Country</th>
<th>Speed (Mbps)</th>
</tr>
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<tbody>
<tr>
<td>Argentina</td>
<td>23</td>
</tr>
<tr>
<td>Brazil</td>
<td>25</td>
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<tr>
<td>Uruguay</td>
<td>36</td>
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<tr>
<td>Finland</td>
<td>51</td>
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<td>Chile</td>
<td>52</td>
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<tr>
<td>UK</td>
<td>54</td>
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<tr>
<td>Spain</td>
<td>102</td>
</tr>
<tr>
<td>USA</td>
<td>104</td>
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</tbody>
</table>
With the fiber we are enablers of the digital world

- Up to 600 MEGA
- Technology STABLE
- Low LATENCY

We are LEADERS IN FIBER OPTIC in Chile

+40,000 Kilometers of fiber cable from Movistar
48% Of the total fiber marketshare in Chile
1 minute Equivalent of a new home connected to the fiber optic
100% fiber optic in Chile in 2018

104 MIL
Homes, SMB and schools with Access to fiber in 2018

x2
Our installed base

x14
Homes that changed from Copper to Fiber

6 New cities
100% fiber in 2019

In 2019 we are planning to have
+60%
Of our installed base connected to fiber
A global trend that reached Chile strongly

<table>
<thead>
<tr>
<th>Services of Global Companies</th>
<th>National Platforms</th>
<th>Movistar solutions</th>
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<tbody>
<tr>
<td>Digital Content</td>
<td></td>
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<tr>
<td>- Facebook</td>
<td>ZAPPING TV</td>
<td>eSports</td>
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<td>- Instagram</td>
<td>prime video</td>
<td>m+ Series</td>
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<td>- Netflix</td>
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<td>- Hulu</td>
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<td>Artificial Intelligence</td>
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<td>- Amazon Alexa</td>
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<td>- Siri</td>
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<td>eCommerce and corporate services</td>
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<td>- Alibaba.com</td>
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<td>- METRIC ARTS</td>
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<td>- onthespot</td>
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<td>- Smart Steps</td>
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A digitalization that is powered with innovation

With 11 years of history, Movistar is the first to support Chilean technology startups.

We have today a portfolio of 21 startups, and 70% works with Movistar

350 Million
Of customers worldwide
Moreover, we’ve taken our technology to Education and Corporations

- 2,500 teachers trained
- 200 thousand students in Chile
- Quotas sold out in 72 hours
- 19 mil courses digital skills
- TOP 3 provider of digital services in Chile, by having in a single company all the products needed for a digital transformation gracias a tener, en una sola empresa todos los productos en transformación digital.

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In the meantime we keep developing our technologies

**Artificial Intelligence**

- We strengthen our AI, through robots and cognitive ability of Aura, our virtual assistant.

**Movistar Applications Click y Tool Box**

- Both in branches, as with our field technicians, today they develop using online platforms.

- More than 30 thousand sales in 2018

- ToolBox
  - For Movistar technicians
Releases in 2019

App Smart Wifi
Movistar 2.0

- Intelligent control of home connectivity, which by the end of 2019 will allow remote management
- Lets you know who is connected, block intruder devices, create networks for guests, customize passwords
Releases 2019

eSIM, first in Movistar Chile

- Movistar Chile becomes the first telco in the country, and a pioneer in Latin America, to support and offer this technology

- It is a digital SIM card, which is currently available on the latest iPhone and will be increasingly massive
The new way of consuming videos
The relevance of the video and mobile content

60% of the internet consumption is videos

2020

Year where more than 50% of the TV consumption will be mobile

US$ 280 million

Projected income of OTT products in Chile for 2023
The Evolution of Movistar Play

2014
Projection: 20 thousand subscribers

2015
Differential: Incorporated 15 TV channels

2016
Projection: 300 thousand subscribers

2017
Available for TV and Broadband customers
Differential: 52 channels of pay-TV and “Replay TV” functionality
2018, the year of content for Movistar Play

**Movistar eSports**: first streaming channel with the best gaming tournaments

**Movistar Series**: first channel with original content and 100% in Spanish

**Differential**: 75 live channels for pay TV customers

**Movistar Play Light**: 8 live channels for non TV subscribers (mobile and wireline)

**“Replay TV”, “Live Pause” y “Play from Beginning”**

1. **Netflix in the invoice**: Movistar customers can pay for the service on their invoices

2. **Setup box 4K with Netflix**: Potentialize the IPTV with fiber optics to deliver TV to the home

2018

2019
We will continue with our investment in content
Exclusive Alliance of Movistar with Amazon

- One of the most popular streaming services in the world, with which Movistar Chile will have an alliance content-centric.
- Those who are Movistar can subscribe to this service through the invoice, and Amazon will also add a direct access button via Movistar Play.

Releases 2019

Prime Video

Amazon Prime Video

Movistar Play
The best VOD content, **El mejor contenido VOD**, where Movistar Series stands out.

46 live channels to watch from any device.

**Releases 2019**

**Movistar Play Full**

During 2019, it will also be available for non Movistar customers, revolutionizing the way of watching TV and delivering direct access to Netflix and Amazon.

For $ 9,990 / month, and without the need to have credit cards, everyone who is Movistar will be able to access to the VOD and live content of Movistar Play.

800,000 Customers today have access to Movistar Play.
The future of Digital Chile
High competition and low profitability are stressing the sector.

CHILE N°
Competitiveness in Telco Industry

Internet & Telephone Competition Index

ROIC 2017 - Sector Telco Bloomberg

<table>
<thead>
<tr>
<th>Region</th>
<th>ROIC 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia</td>
<td>14.0%</td>
</tr>
<tr>
<td>USA</td>
<td>10.0%</td>
</tr>
<tr>
<td>EMEA</td>
<td>10.0%</td>
</tr>
<tr>
<td>Europe</td>
<td>7.0%</td>
</tr>
<tr>
<td>Latin A.</td>
<td>7.0%</td>
</tr>
<tr>
<td>Chile</td>
<td>5.0%*</td>
</tr>
</tbody>
</table>

* Consider only the two listed companies

The profitability of our industry is one of the lowest in the world.
We must increase the attractiveness of the sector in Chile to attract greater investments.
Therefore, we present **3 keys** to reach the Digital Chile

1° **Key**
Facilitate infrastructure deployments that support the challenges of digitalization

- **3 of 4** High speed mobile sites are powered by fiber optic deployment
- **70%** More expensive than Europe site rental costs
- **x3.6** Times longer than in Europe to get permits of works

Eliminate the **cost overruns and bureaucracy**
Have equal conditions and certainty to develop 5G
Recover the appeal to encourage investments and increase access to the digital world.
ONLY SO WE WILL ACHIEVE THE SO WANTED
DIGITAL CHILE
Achieve a more digital and human Chile, connecting the lives of the people.