

DISCLAIMER

This presentation contains forward-looking statements about Eurona. Although we believe these statements are based on reasonable assumptions, they are subject to numerous risks and uncertainties, including matters not yet known to us or not currently considered material by us, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ from the results anticipated in the forward-looking statements include, among others: the success of Eurona's strategy, the effectiveness of Eurona's action plans for human resources, and the success of Eurona's other strategic, operational and financial initiatives, risks related to information and communications technology systems resulting in particular from cyber-attacks, technical failures of or damage caused to networks, loss or theft of data and fraud, health concerns surrounding telecommunications equipment and devices, fiscal and regulatory constraints and changes, and the results of litigation regarding regulations, competition and other matters, the success of Eurona's Spanish and international investments, joint ventures and strategic partnerships in situations in which it may not have control of the enterprise, and in countries presenting additional risk, Eurona's credit ratings, its ability to access capital markets and the state of capital markets in general, exchange rate or interest rate fluctuations, and changes in assumptions underlying the carrying amount value of certain assets and resulting in their impairment.

EURONA 2016-2018

DEEPER ON THE BLUE OCEANS

June 2016



OBJECTIVE:

TO BE THE #1 ON
THE SELECTED
NICHE MARKETS

WIFI

CARIBBEAN HOTEL RESORTS

AIRPORTS & TRANSPORT HUBS

RETAIL CHAINS

RURAL TELECOM

SATELITE OPERATOR

WIMAX RURAL TELCO

SMALL AND
MEDIUM CITIES
TELECOM

INTERNET+ VOICE+ MOBILE

RESIDENTIAL DEVELOPMENTS ON THE
SPANISH COAST

LONG TERM TOURISTS

EURONA 2016-2018

DEEPER ON THE BLUE OCEANS

WIFI

CARIBBEAN HOTEL RESORTS

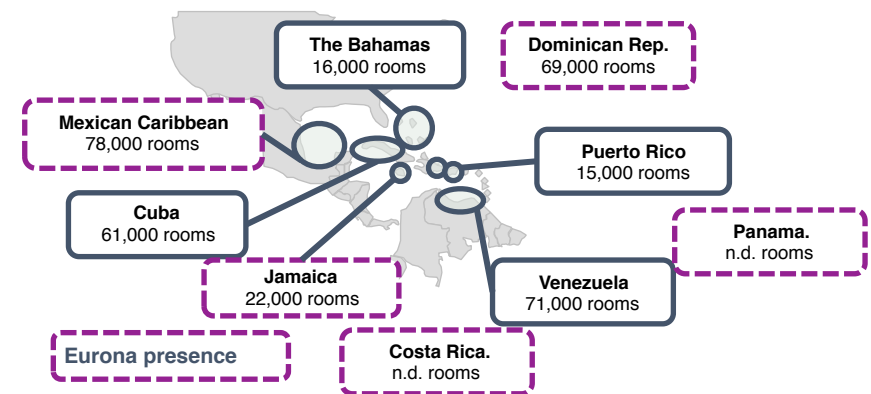
**IMPRESSIVE
THREE YEARS
GROWTH**

**SELF-
FINANCED
GROWTH**

**LARGE
GROWING
MARKET**

15 K TO 80 K ROOMS

**CAPEX IS FINANCED BY
VENDORS AND CF**



AIRPORTS AND
TRANSPORT HUBS

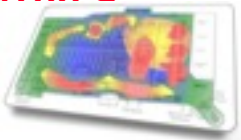
**DIVERSIFIED
PROVED
INCOME**

**NEW INCOME
THROUGH
ADVERTISING**

**LARGE
GROWING
CUSTOMER
BASE**

ROAMING

PROVIDING ACCESS TO USERS THROUGH
THEIR HOME OPERATOR CREDENTIALS

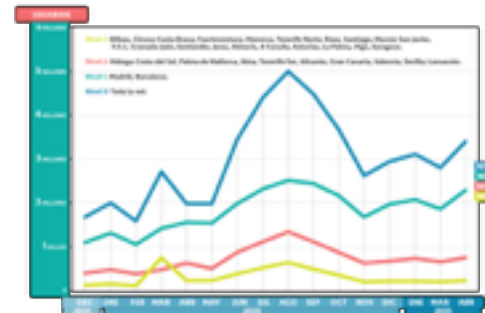


PREMIUM ACCESS

GIVING FREE BASIC WI-FI FOR A SHORT PERIOD
OF TIME. SELLING PREMIUM WI-FI PRODUCTS

ADVERTISING AND DDBB ACCESS

SELLING
ADVERTISEMENT SPACE
AT THE WI-FI SERVICE
ACCESS PAGE. FREE
SERVICE SPONSORING.
DATABASE MARKETING



**4M€ INCOME
1ST AIRPORT WIFI
OPERATOR**

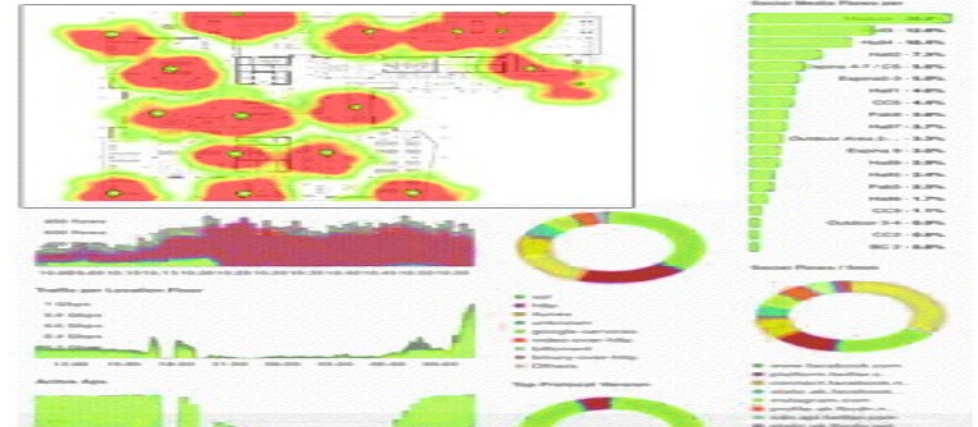
200M PASSENGERS IN 34 AIRPORTS

RETAIL CHAINS

REFERENCE CUSTOMERS



UNDERSTAND THE CLIENT



SINGLE POINT OF CONTACT & BETTER USER EXPERIENCE

13:00h
Manuel Vázquez. Male. 20 years old. Loves cinema and sports.
Frequency of passing in front of the store: 4 times a day.
Frequency of entering: Once a week.
Average visit duration: 18 minutes
Average of visits: Friday 13h



EURONA 2016-2018

DEEPER ON THE BLUE OCEANS

RURAL

RURAL TELECOM
EURONA ORIGINAL
BLUE OCEAN

**SATELITE:
A GROWING
BUSINESS**

14K to 20K USERS

**FROM
RESELLER TO
SATELITE
OPERATOR**



NOW WE ARE RESELLERS 10, 20
& 50 GB PACKET

NEW: EURONA PRODUCTS WITH
HIGHER MARGIN



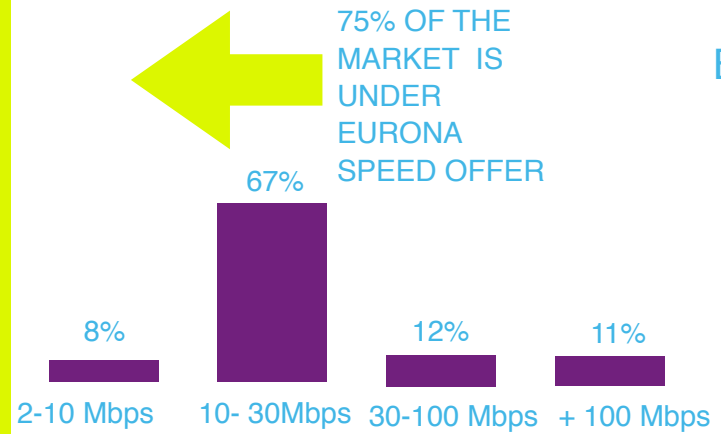
M&A

LOOKING FOR POTENTIAL M&A
OPERATIONS ABROAD FOR
SATELLITE LEADERS ON
DEVELOPING MARKETS

SMALL AND MEDIUM
CITIES IN THE
SPANISH COAST

THE MARKET

BEST HIGH SPEED OFFER



BEST PRICE: 25€

PRICE IS THE #1 CHOICE FACTOR (71%) SPEED IS THE 2ND (53%)

THE COAST TELCO



- LARGE HOUSING DEVELOPMENTS OUTSIDE CITY CENTERS (NO FIBER AVAILABILITY).
- A REGION WITH MORE THAN 1 MILLION LONG TERM TOURIST.
- THE UNIQUE BROADBAND OFFER WITH CUSTOMER SUPPORT IN MULTIPLE LANGUAGES.

BUNDLE PRODUCTS IS CRUCIAL



LOOKING FOR POTENTIAL M&A OPERATIONS TO ACQUIRE CORE COMPETENCES IN ALL PRODUCTS

THE NEW EURONA

DEEPER ON THE BLUE OCEANS

THE NEW EURONA



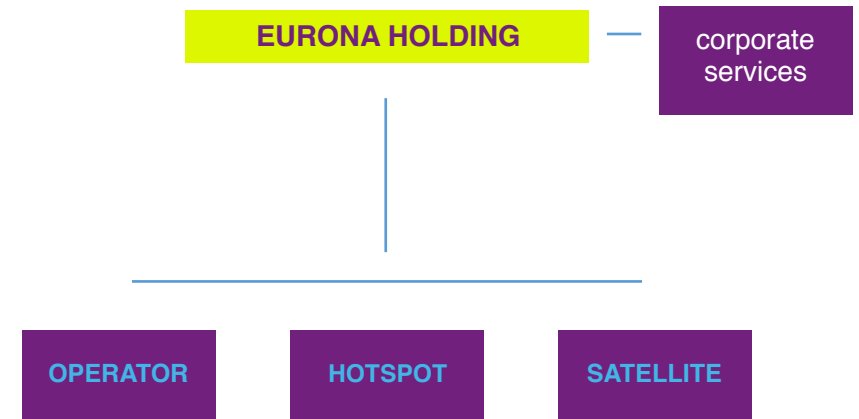
THE NEW EURONA

THE NICHE TELCO

A LARGER MORE PROFITABLE
COMPANY FOCUSED ON THE NICHE
MARKETS

#1 IN EACH MARKET

THE ORGANIZATION



THE NEW EURONA

DEEPER ON THE BLUE OCEANS

THANKS

