

## Number of subscribers

	15Q4	16Q3	16Q4	Var. 16Q4 / 16Q3	Var. 16Q4 / 15Q4
Active mobile stations/ MTS subscribers	16 790	17 143	17 080	-0,4%	1,7%
Active mobile stations with actual use	12 779	12 715	12 894	1,4%	0,9%
(of which)					
users of 3G services and upgrades	5 841	6 253	6 578	5,2%	12,6%
(of which)					
MBB Internet users	5 522	6 144	6 477	5,4%	17,3%
Fixed telephone service (direct access customers)	3 857	3 916	3 908	-0,2%	1,3%
Subscription TV service (subscribers)	3 528	3 639	3 673	0,9%	4,1%
Fixed broadband Internet access (customers)	2 991	3 146	3 190	1,4%	6,6%

Unit: Thousands, %

## Number of subscribers to bundles of services

	15Q4	16Q3	16Q4	Var. 16Q4 / 16Q3	Var. 16Q4 / 15Q4
Total subscribers to bundles of services	3 249	3 442	3 514	2,1%	8,2%
Double-play bundles	501	502	501	-0,3%	-0,2%
of which: FTS+FBB	147	181	182	0,3%	23,9%
of which: FTS+STV	310	280	273	-2,4%	-11,8%
Triple-play bundles	1 333	1 414	1 444	2,2%	8,3%
of which: FTS+FBB+STV	1 305	1 388	1 421	2,3%	8,9%
Quadruple/quintuple play bundles	1 414	1 526	1 569	2,9%	11,0%
of which: FBB+FTS+STV+MTS+MBB	1 264	1 391	1 441	3,6%	14,0%

Unit: Thousands, %

## Penetration rates

Services		Penetration rate		variation	EU Average	Deviation from EU average	Most recent ranking (previous ranking)
		16Q4	15Q4	15Q4 / 16Q4			
<b>FTS</b>	per 100 inhabs.	<b>46,3</b>	<b>45,3</b>	<b>1,0</b>	<b>41,7</b>	<b>4,3</b>	<b>7.º (8.º)</b>
<b>MTS</b>	per 100 inhabs.	<b>165,2</b>	<b>162,4</b>	<b>2,8</b>	<b>137,7</b>	<b>28,1</b>	<b>5.º (6.º)</b>
. MTS actual use	per 100 inhabs.	<b>124,7</b>	<b>123,6</b>	1,1	n.a.	n.a.	n.a.
. MTS actual use ex card and M2M	per 100 inhabs.	<b>111,9</b>	<b>113,3</b>	-1,4	n.a.	n.a.	n.a.
<b>FBB</b>	per 100 inhabs.	<b>32,6</b>	<b>30,4</b>	<b>2,3</b>	<b>32,7</b>	<b>-0,1</b>	<b>12.º (14.º)</b>
<b>MBB</b>	per 100 inhabs.	<b>62,6</b>	<b>53,4</b>	<b>9,2</b>	<b>83,9</b>	<b>-21,3</b>	<b>27.º (25.º)</b>
. MBB cards	per 100 inhabs.	<b>5,4</b>	<b>5,5</b>	-0,1	n.a.	n.a.	n.a.
<b>STVS</b>	per 100 hshlds	<b>90,0</b>	<b>86,4</b>	<b>3,6</b>	<b>79,3</b>	<b>9,8</b>	<b>15.º (11.º)</b>
. CDS	per 100 hshlds	<b>33,0</b>	<b>33,0</b>	0,0			
. DTH	per 100 hshlds	<b>14,5</b>	<b>14,9</b>	-0,4	21,5	-6,8	15.º (13.º)
. IPTV	per 100 hshlds	<b>42,5</b>	<b>38,5</b>	4,0	17,3	24,3	1.º (1.º)
<b>Bundles</b>	per 100 hshlds	<b>86,1</b>	<b>79,6</b>	<b>6,5</b>	<b>60,9</b>	<b>23,4</b>	<b>5.º (6.º)</b>
. 3P/4P/5P Bundles	per 100 hshlds	<b>73,8</b>	<b>67,3</b>	6,5	30,3	41,7	3.º (4.º)

**Note 1:** Active mobile stations included in MTS

**Notes 2:** EU average refers to values from December 2014, in case of FTS, July 2015 in case of STVS, bundles, July 2016 in case of FBB and MBB and October 2015 for MTS.

**Note 3:** Portugal's EU ranking is determined based on information available from countries for the year being reported. In the case of the STVS, the information considered is the most recent information from each country. Croatia is included in the ranking from 2013.

**Note 4:** Use was made of most recent population estimates of population and private households after Census 2011. Data reference period: 31/12/2015

## Traffic

	15Q4	16Q3	16Q4	Var. 16Q4 / 16Q3	Var. 16Q4 / 15Q4
Mobile voice traffic (millions of minutes) (excluding roaming)	6 429	6 490	6 491	0,0%	1,0%
<i>of which off-net traffic</i>	2 058	2 258	2 321	2,8%	12,8%
SMS (millions) (excluding roaming)	5 236	4 770	4 615	-3,2%	-11,9%
Fixed voice traffic (millions of minutes)	1 528	1 364	1 382	1,3%	-9,6%
FBB Traffic (TB)	529 565	600 596	651 157	8,4%	23,0%
MBB traffic (TB)	22 506	33 373	33 596	0,7%	49,3%

## Average month traffic

	15Q4	16Q3	16Q4
Mobile voice traffic by mobile stations with actual use (excluding cards/modem and M2M) / month	183	190	189
<i>of which off-net traffic</i>	59	66	67
SMS per SMS user/month	228	211	198
Fixed voice traffic (minutes)	109	96	96
No. of average monthly minutes of Fixed-fixed national calls	86	75	76
No. of average monthly minutes of Fixed-mobile national calls	9	9	9
FBB traffic (GB) per user/month	58	62	66
MBB traffic (GB) per user/month	1,4	1,9	1,8

**Note 1:** MBB average monthly traffic includes roaming out traffic.

## Total revenues

	15Q4	16Q4	16Q4 / 15Q4
<b>Revenues from retail mobile services (1)</b>	<b>1 467 095</b>	<b>1 364 543</b>	<b>-7,0%</b>
<b>Revenues from standalone fixed services</b>	<b>673 656</b>	<b>591 805</b>	<b>-12,2%</b>
Standalone FTS	345 512	298 194	-13,7%
Standalone FBB	122 850	113 033	-8,0%
Standalone STVS	205 295	180 577	-12,0%
<b>Revenues from services offered in bundles</b>	<b>1 509 969</b>	<b>1 683 259</b>	<b>11,5%</b>
Double-play bundles	151 192	141 149	-6,6%
of which: FTS+FBB	38 842	46 494	19,7%
of which: FTS+STV	96 961	80 703	-16,8%
Triple-play bundles	544 490	537 264	-1,3%
of which: FTS+FBB+STV	525 653	518 490	-1,4%
Quadruple/quintuple play bundles	814 286	1 004 846	23,4%
of which: FBB+FTS+STV+MTS+MBB	750 137	925 469	23,4%
<b>Total</b>	<b>3 650 720</b>	<b>3 639 607</b>	<b>-0,3%</b>

Unit: Thousands of euros

(1) Revenues from Mobile Services not included in bundles with fixed services. Includes revenues from the mobile component of bundles referring to additional traffic not included in the monthly subscription fee and Add-On's.

## Subscriber shares in 4Q16

	Total						Multiple play	Double play	Triple play	Quadruple/ quintuple play	FBB+FTS+ STV+MTS +MBB
	Fixed voice	FBB	STVS	Mobile voice	MBB	MBB-Cards					
<b>MEO</b>	<b>46,5</b>	<b>40,9</b>	<b>38,9</b>	<b>43,6</b>	<b>39,4</b>	<b>34,8</b>	<b>39,7</b>	<b>37,1</b>	<b>31,9</b>	<b>47,8</b>	<b>51,4</b>
<b>Grupo APAX</b>	<b>4,0</b>	<b>4,2</b>	<b>4,7</b>	<b>0,4</b>	<b>0,6</b>	<b>0,0</b>	<b>5,0</b>	<b>9,7</b>	<b>6,7</b>	<b>1,8</b>	<b>1,7</b>
Cabovisão/Nowo	3,5	4,0	4,7	0,4	0,6	0,0	5,0	9,7	6,7	1,8	1,7
Onitelecom	0,4	0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Grupo NOS</b>	<b>34,7</b>	<b>37,4</b>	<b>43,5</b>	<b>23,3</b>	<b>30,9</b>	<b>36,2</b>	<b>39,3</b>	<b>36,4</b>	<b>37,4</b>	<b>42,1</b>	<b>38,3</b>
NOS	33,0	35,1	40,8	23,3	30,9	36,2	36,8	34,1	34,7	39,6	38,1
NOS Açores	0,6	0,7	0,9				0,8	0,7	0,9	0,8	0,0
NOS Madeira	1,2	1,5	1,8				1,7	1,5	1,8	1,7	0,2
<b>Vodafone</b>	<b>14,5</b>	<b>17,3</b>	<b>12,8</b>	<b>31,4</b>	<b>28,9</b>	<b>28,9</b>	<b>15,9</b>	<b>16,7</b>	<b>24,0</b>	<b>8,2</b>	<b>8,6</b>
<b>Others</b>	<b>0,3</b>	<b>0,3</b>	<b>0,1</b>	<b>1,3</b>	<b>0,2</b>	<b>0,0</b>	<b>0,0</b>	<b>0,2</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>

Unit: %

**Note 1:** Mobile voice subscriber shares calculated based on active mobile stations with actual use.

**Note 2:** MBB - Use of mobile broadband Internet access service

**Note 3:** On 15 September 2015, Altice announced an agreement with the APAX France investment fund on the sale of its Portuguese operators, ONI and Cabovisão. The transaction remains subject to approval by the European Commission and by Portuguese authorities. On 12 October 2015, Autoridade de Concorrência (Portuguese Competition Authority) was notified as to the acquisition of exclusive control of Cabovisão -Televisão por Cabo, Winreason and Oni SGPS by Cabolink, a company controlled by Apax Partners Midmarket SA and by Apax France.

## Retail revenue shares in 4Q16

	Total (1)	Fixed services (2)	Mobile services	Total Multiple play	Double play	Triple play	Quadruple/ quintuple play	FBB+FTS+ STV+MTS +MBB
<b>MEO</b>	<b>41,9</b>	<b>47,0</b>	<b>33,6</b>	<b>43,1</b>	<b>35,7</b>	<b>34,5</b>	<b>48,8</b>	<b>52,3</b>
<b>Grupo APAX</b>	<b>2,2</b>	<b>3,4</b>	<b>0,2</b>	<b>4,2</b>	<b>13,9</b>	<b>7,3</b>	<b>1,2</b>	<b>1,1</b>
Cabovisão/Nowo	2,1	3,3	0,2	4,2	13,9	7,3	1,2	1,1
Onitelecom	0,1	0,2	0,0	0,0	0,0	0,0	0,0	0,0
<b>Grupo NOS</b>	<b>30,3</b>	<b>37,5</b>	<b>18,2</b>	<b>39,1</b>	<b>32,9</b>	<b>38,3</b>	<b>40,5</b>	<b>36,8</b>
NOS	29,0	35,5	18,2	36,8	31,0	35,7	38,2	36,7
NOS Açores	0,4	0,7	0,0	0,7	0,8	1,1	0,5	0,0
NOS Madeira	0,8	1,4	0,0	1,6	1,1	1,4	1,8	0,1
<b>Vodafone</b>	<b>24,7</b>	<b>11,3</b>	<b>47,0</b>	<b>13,5</b>	<b>17,2</b>	<b>19,9</b>	<b>9,6</b>	<b>9,8</b>
<b>Others</b>	<b>0,9</b>	<b>0,7</b>	<b>1,0</b>	<b>0,0</b>	<b>0,4</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>

**Note (1):** "Total" retail revenues include Nomadic VoIP revenues

**Note (2):** Revenues from Fixed Services include standalone revenues from FTS+STV+IAS and Revenues from services included in bundles.