

AMERICA MOVIL SAB DE CV/

Form 6-K

March 04, 2015

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**United States**

**Securities and Exchange Commission**

**Washington, D.C. 20549**

**FORM 6-K**

**Report of Foreign Private Issuer**

**Pursuant To Rule 13a-16 or 15d-16 of**

**the Securities Exchange Act of 1934**

**For the month of March 2015**

**Commission File Number: 1-16269**

**AMÉRICA MÓVIL, S.A.B. DE C.V.**

**(Exact Name of the Registrant as Specified in the Charter)**

**America Mobile**

**(Translation of Registrant's Name into English)**

**Lago Zurich 245**

**Plaza Carso / Edificio Telcel**

**Colonia Ampliación Granada**

**11529, México, D.F., México**

**(Address of principal executive offices)**

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.  
(Check One)

Form 20-F       Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

**This Report on Form 6-K shall be deemed incorporated by reference into the Registrant's**

**Registration Statement on Form F-3ASR (File No. 333-182394).**

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We have prepared this report to provide our investors with disclosure and preliminary financial information regarding recent developments in our business and results of operations for the year ended December 31, 2014.

The information in this report supplements information contained in our annual report on Form 20-F for the year ended December 31, 2013 (File No. 001-16269), filed with the U.S. Securities and Exchange Commission on April 30, 2014 (our 2013 Form 20-F ).

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**FORWARD-LOOKING STATEMENTS**

Some of the information contained or incorporated by reference in this report constitutes forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Although we have based these forward-looking statements on our expectations and projections about future events, it is possible that actual events may differ materially from our expectations. In many cases, we include, together with the forward-looking statements themselves, a discussion of factors that may cause actual events to differ from our forward-looking statements. Examples of forward-looking statements include the following:

projections of our commercial, operating or financial performance, our financing, our capital structure or our other financial items or ratios;

statements of our plans, objectives or goals, including those relating to acquisitions, competition and rates;

statements concerning regulation or regulatory developments;

statements about our future economic performance or that of Mexico or other countries in which we operate;

competitive developments in the telecommunications sector;

other factors and trends affecting the telecommunications industry generally and our financial condition in particular; and

statements of assumptions underlying the foregoing statements.

We use words such as believe, anticipate, plan, expect, intend, target, estimate, project, predict, should and other similar expressions to identify forward-looking statements, but they are not the only way we identify such statements.

Forward-looking statements involve inherent risks and uncertainties. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. These factors, some of which are discussed under Risk Factors in our 2013 Form 20-F, include economic and political conditions and government policies in Mexico, Brazil, Colombia, Europe and elsewhere, inflation rates, exchange rates, regulatory developments, technological improvements, customer demand and competition. We caution you that the foregoing list of factors is not exclusive and that other risks and uncertainties may cause actual results to differ materially from those in forward-looking statements. You should evaluate any statements made by us in light of these important factors.

Forward-looking statements speak only as of the date they are made. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information or future events or for any other reason.

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We provide telecommunications services in 25 countries. We are the largest provider of wireless communications services in Latin America based on the number of subscribers, with the largest market share in Mexico and the third-largest in Brazil, in each case based on the number of subscribers. We also have major fixed-line or Pay TV operations in Mexico, Brazil, Colombia and 16 other countries. The table below provides a summary of the principal businesses we conduct and the principal brand names we use in each country where we operated as of December 31, 2014.

| <b>Country</b>     | <b>Principal Brands</b> | <b>Principal Businesses</b>  |
|--------------------|-------------------------|------------------------------|
| Mexico             | Telcel<br>Telmex        | Wireless<br>Fixed line       |
| Argentina          | Claro                   | Wireless, Fixed line         |
| Austria            | A1                      | Wireless, Fixed line         |
| Belarus            | Velcom                  | Wireless                     |
| Brazil             | Claro                   | Wireless, Fixed line, Pay TV |
| Bulgaria           | Mobitel                 | Wireless, Fixed line         |
| Chile              | Claro                   | Wireless, Fixed line, Pay TV |
| Colombia           | Claro                   | Wireless, Fixed line, Pay TV |
| Costa Rica         | Claro                   | Wireless, Fixed line, Pay TV |
| Croatia            | Vipnet                  | Wireless, Fixed line         |
| Dominican Republic | Claro                   | Wireless, Fixed line, Pay TV |
| Ecuador            | Claro                   | Wireless, Fixed line, Pay TV |
| El Salvador        | Claro                   | Wireless, Fixed line, Pay TV |
| Guatemala          | Claro                   | Wireless, Fixed line, Pay TV |
| Honduras           | Claro                   | Wireless, Fixed line, Pay TV |
| Macedonia          | Vip operator            | Wireless                     |
| Nicaragua          | Claro                   | Wireless, Fixed line, Pay TV |
| Panama             | Claro                   | Wireless, Pay TV             |
| Paraguay           | Claro                   | Wireless, Pay TV             |
| Peru               | Claro                   | Wireless, Fixed line, Pay TV |
| Puerto Rico        | Claro                   | Wireless, Fixed line, Pay TV |
| Serbia             | Vip mobile              | Wireless                     |
| Slovenia           | Si.mobil                | Wireless                     |
| Uruguay            | Claro                   | Wireless                     |
| United States      | TracFone                | Wireless                     |

The following table sets forth, as of December 31, 2013 and 2014, the number of our wireless subscribers and our revenue generating units ( RGUs ) in the countries in which we operate. RGUs consist of fixed lines, broadband accesses and cable or direct-to-home Pay TV units. The table includes total subscribers and RGUs of all of our consolidated subsidiaries, without adjustment where our equity interest is less than 100%. The table reflects the geographic segments that we use in our consolidated financial statements, including the following: (a) Southern Cone refers to Argentina, Chile, Paraguay and Uruguay; (b) Andean Region refers to Ecuador and Peru; (c) Central America refers to Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama; (d) Caribbean refers to the Dominican Republic and Puerto Rico and (e) Europe refers to Austria, Belarus, Bulgaria, Croatia, Macedonia, Serbia and Slovenia.

|                                   | <b>As of December 31,</b> |                |
|-----------------------------------|---------------------------|----------------|
|                                   | <b>2013</b>               | <b>2014</b>    |
|                                   | <b>(in thousands)</b>     |                |
| <b>Wireless subscribers:</b>      |                           |                |
| Mexico                            | 73,505                    | 71,463         |
| Brazil                            | 68,704                    | 71,107         |
| Colombia                          | 28,977                    | 29,776         |
| Southern Cone                     | 28,166                    | 27,754         |
| Andean Region                     | 23,886                    | 24,270         |
| Central America                   | 17,222                    | 13,973         |
| United States                     | 23,659                    | 26,006         |
| Caribbean                         | 5,764                     | 5,092          |
| Europe                            |                           | 20,008         |
| <b>Total wireless subscribers</b> | <b>269,883</b>            | <b>289,449</b> |

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|                 | <b>As of December 31,</b> |             |
|-----------------|---------------------------|-------------|
|                 | <b>2013</b>               | <b>2014</b> |
|                 | <b>(in thousands)</b>     |             |
| <b>RGUs:</b>    |                           |             |
| Mexico          | 22,452                    | 22,250      |
| Brazil          | 32,683                    | 36,096      |
| Colombia        | 4,749                     | 5,307       |
| Southern Cone   | 1,714                     | 1,827       |
| Andean Region   | 1,343                     | 1,576       |
| Central America | 4,261                     | 4,606       |
| Caribbean       | 2,244                     | 2,347       |
| Europe          |                           | 4,402       |
| <br>Total RGUs  | <br>69,445                | <br>78,411  |

Our principal operations are described below. Unless otherwise indicated, we operate in all of our geographic segments under the Claro brand.

*Mexico Wireless.* Our subsidiary Radiomóvil Dipsa, S.A. de C.V., which operates under the name Telcel, is the largest provider of wireless telecommunications services in Mexico based on the number of subscribers.

*Mexico Fixed Line.* Our subsidiary Teléfonos de México, S.A.B. de C.V., which operates under the name Telmex, is the largest nationwide provider of fixed-line telecommunications services in Mexico based on the number of subscribers.

*Brazil.* Our subsidiary Claro S.A. (Claro) provides wireless, fixed-line and Pay TV services under the brand names Claro, Embratel and Net Serviços. Claro became one of the leading providers of telecommunications services in Brazil, following a reorganization of our subsidiaries on December 31, 2014, in which our subsidiaries Embratel Participações S.A., Empresa Brasileira de Telecomunicações and Net Serviços de Comunicação merged into Claro. We are one of the three largest providers of wireless telecommunications services in Brazil and the largest cable television operator in Brazil, in each case based on the number of subscribers. We offer quadruple-play services in Brazil, with a cable television network that passed 21.1 million homes as of December 31, 2014.

*Colombia.* We provide wireless services in Colombia, where we are the largest wireless service provider based on the number of subscribers. We also provide fixed-line telecommunications and Pay TV services. As of December 31, 2014, our network passed 7.1 million homes.

*Southern Cone.* We provide wireless and fixed-line services in Argentina, Paraguay, Uruguay and Chile. In Chile and Paraguay, we offer nationwide Pay TV services.



*Andean Region.* We provide wireless services in Peru and Ecuador. We also provide fixed-line telecommunications and Pay TV services in Peru, where our network passed 1.2 million homes, and Ecuador, where our network passed 0.5 million homes, in each case as of December 31, 2014.

*Central America.* We provide fixed-line telecommunications, wireless and Pay TV services in Guatemala, El Salvador, Honduras and Nicaragua. We also provide wireless and Pay TV services in Panama and Costa Rica.

*United States.* Our subsidiary TracFone Wireless Inc. ( TracFone ) is engaged in the sale and distribution of no-contract wireless services and wireless phones throughout the United States, Puerto Rico and the U.S. Virgin Islands. It operates under the brands TracFone, Straight Talk, SafeLink Wireless, Net10 Wireless and Simple Mobile.

*Caribbean.* We provide fixed-line telecommunications, wireless and Pay TV services in the Dominican Republic and Puerto Rico, where we are, in each case, the largest telecommunications services provider based on the number of subscribers.

*Europe.* Our subsidiary Telekom Austria AG ( Telekom Austria ) is a leading provider of wireless and fixed-line telecommunications services in Central and Eastern Europe. It is listed on the Vienna Stock Exchange.

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***Other Investments***

We have a substantial investment in Koninklijke KPN N.V. ( KPN ). KPN is the leading telecommunications and IT services provider in the Netherlands and is listed on the Amsterdam Stock Exchange (Euronext Amsterdam). In our consolidated financial statements, we account for KPN using the equity method.

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**OPERATING AND FINANCIAL REVIEW AS OF DECEMBER 31, 2014, AND FOR THE YEARS ENDED  
DECEMBER 31, 2013 AND 2014**

The following is a summary and discussion of our unaudited preliminary consolidated financial information as of December 31, 2014, and unaudited preliminary consolidated results of operations for the year ended December 31, 2014. For comparative purposes, the tables include financial information as of and for the year ended December 31, 2013. The following tables and discussion should be read in conjunction with our audited annual consolidated financial statements as of and for the year ended December 31, 2013, which are included in our 2013 Form 20-F.

Our consolidated financial statements as of and for the year ended December 31, 2014, are not yet available, and the independent audit of those financial statements has not yet been completed. The unaudited preliminary financial information as of and for the year ended December 31, 2014, presented below is preliminary and subject to change as we complete our financial closing procedures and prepare our consolidated financial statements for publication, and as our independent registered public accounting firm completes its audit of such consolidated financial statements. As of the date of this report on Form 6-K, our independent registered public accounting firm has not expressed an opinion or any other form of assurance on any financial information as of or for the year ended December 31, 2014, or on our internal control over financial reporting as of December 31, 2014. Our audited consolidated financial statements for such period may differ materially from this preliminary information and will also include notes providing extensive additional disclosures.

References herein to U.S.\$ are to U.S. dollars. References herein to Ps. are to Mexican pesos. U.S. dollar amounts in the tables are presented solely for convenience, using the exchange rate of Ps.14.7348 to U.S.\$1.00, which was the rate reported by Banco de México as of December 31, 2014, as published in the Mexican Official Gazette of the Federation (*Diario Oficial de la Federación*, or the Official Gazette ). You should not construe these translations or any other currency translations included herein as representations that the Mexican peso amounts actually represent the U.S. dollar or other foreign currency amounts or could be converted into U.S. dollars or such other foreign currency at the rate used or indicated.

|   | <b>For the year ended December 31,</b> |                                |                                      |
|---|--|--------------------------------|--------------------------------------|
|   | <b>2013</b>                            |                                | <b>2014</b>                          |
|   | <b>(in thousands of Mexican pesos)</b> |                                | <b>(in millions of U.S. dollars)</b> |
|   | <b>(audited)</b>                       | <b>(unaudited preliminary)</b> |                                      |
| <b>Income Statement Data</b>              |  |                                |                                      |
| Operating revenues:                       |  |                                |                                      |
| Mobile voice services                     | Ps. 265,039,903                        | Ps. 255,606,335                | U.S.\$ 17,367                        |
| Fixed voice services                      | 111,785,611                            | 114,687,475                    | 7,792                                |
| Mobile data services                      | 159,589,580                            | 194,882,905                    | 13,241                               |
| Fixed data services                       | 85,039,329                             | 97,533,378                     | 6,627                                |
| Pay TV                                    | 60,829,310                             | 68,378,623                     | 4,646                                |
| Equipment, accessories and computer sales | 84,544,261                             | 95,632,868                     | 6,498                                |
| Other services                            | 19,273,027                             | 21,540,237                     | 1,464                                |

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|   |                |                |              |
|---|----------------|----------------|--------------|
| Total operating revenues  | 786,101,021    | 848,261,821    | 57,635       |
| Operating costs and expenses:   |                |                |              |
| Cost of sales and services  | 358,291,177    | 386,102,139    | 26,233       |
| Commercial, administrative and general expenses   | 167,184,570    | 185,683,205    | 12,616       |
| Other expenses  | 4,832,685      | 8,100,893      | 550          |
| Depreciation and amortization   | 101,534,833    | 119,174,587    | 8,097        |
| Total operating costs and expenses  | 631,843,265    | 699,060,824    | 47,496       |
| Operating income  | 154,257,756    | 149,200,997    | 10,139       |
| Interest income   | 6,245,323      | 12,482,949     | 848          |
| Interest expense  | (30,349,694)   | (39,599,241)   | (2,691)      |
| Foreign currency exchange loss, net   | (19,610,465)   | (28,615,459)   | (1,944)      |
| Valuation of derivatives, interest cost from labor obligations and other financial items, net | (5,211,983)    | (4,372,003)    | (297)        |
| Equity interest in net (losses) income of associated companies                                | 36,282         | (2,647,180)    | (180)        |
| Profit before income tax  | 105,367,219    | 86,450,063     | 5,875        |
| Income tax  | 30,392,731     | 38,952,340     | 2,647        |
| Net profit for the period   | Ps. 74,974,488 | Ps. 47,497,723 | U.S.\$ 3,228 |
| Net profit for the period attributable to:  |                |                |              |
| Equity holders of the parent  | 74,624,979     | 45,922,214     | 3,120        |
| Non-controlling interests   | 349,509        | 1,575,509      | 108          |
|   | Ps. 74,974,488 | Ps. 47,497,723 | U.S.\$ 3,228 |

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|   | At December 31,                 |               |                               |               |        |         |
|---|---------------------------------|---------------|-------------------------------|---------------|--------|---------|
|   | 2013                            |               | 2014                          |               |        |         |
|   | (in thousands of Mexican pesos) |               | (in millions of U.S. dollars) |               |        |         |
|   | (audited)                       |               | (unaudited preliminary)       |               |        |         |
| <b>Balance Sheet Data</b>                           |                                 |               |                               |               |        |         |
| Total current assets                                | Ps.                             | 236,698,068   | Ps.                           | 281,080,377   | U.S.\$ | 19,097  |
| Total non-current assets                            |                                 | 788,894,365   |                               | 979,639,461   |        | 66,562  |
| Total assets  |                                 | 1,025,592,433 |                               | 1,260,719,838 |        | 85,659  |
| Total current liabilities                           |                                 | 273,954,953   |                               | 359,901,441   |        | 24,453  |
| Long-term debt                                      |                                 | 464,478,366   |                               | 539,066,569   |        | 36,626  |
| Deferred taxes                                      |                                 | 1,628,409     |                               | 22,886,281    |        | 1,555   |
| Deferred revenues                                   |                                 | 1,105,294     |                               | 1,330,757     |        | 90      |
| Asset retirement obligation                         |                                 | 7,516,460     |                               | 13,496,202    |        | 917     |
| Employee benefits                                   |                                 | 66,607,874    |                               | 84,298,264    |        | 5,728   |
| Total liabilities                                   |                                 | 815,291,356   |                               | 1,020,979,514 |        | 69,369  |
| Equity:   |                                 |               |                               |               |        |         |
| Capital stock                                       |                                 | 96,392,339    |                               | 96,382,631    |        | 6,549   |
| Retained earnings:                                  |                                 |               |                               |               |        |         |
| Prior period  |                                 | 122,693,933   |                               | 146,188,038   |        | 9,934   |
| Profit for the period                               |                                 | 74,624,979    |                               | 45,922,214    |        | 3,120   |
| Total retained earnings                             |                                 | 197,318,912   |                               | 192,110,252   |        | 13,054  |
| Other comprehensive income (loss) items             |                                 | (91,310,640)  |                               | (99,228,732)  |        | (6,742) |
| Equity attributable to equity holders of the parent |                                 | 202,400,611   |                               | 189,264,151   |        | 12,861  |
| Non-controlling interests                           |                                 | 7,900,466     |                               | 50,476,173    |        | 3,429   |
| Total equity  |                                 | 210,301,077   |                               | 239,740,324   |        | 16,290  |
| Total liabilities and equity                        | Ps.                             | 1,025,592,433 | Ps.                           | 1,260,719,838 | U.S.\$ | 85,659  |

**Consolidated Results of Operations for the Years Ended December 31, 2013 and 2014**

Our financial statements are presented in Mexican pesos, but our operations outside Mexico account for a significant portion of our revenues. Currency variations between the Mexican peso and the currencies of our non-Mexican subsidiaries, especially the Brazilian real, affect our results of operations as reported in Mexican pesos. In the following discussion regarding our operating revenues and operating costs and expenses, we include a discussion of the change in the different components of our revenues and costs and expenses between periods at constant exchange rates (i.e., using the same exchange rate to translate the local-currency results of our non-Mexican operations for both

periods). We believe that this additional information helps investors better understand the performance of our non-Mexican operations and their contribution to our consolidated results.

As of December 31, 2014, we owned, directly and indirectly, 59.70% of the total equity of Telekom Austria. We began consolidating Telekom Austria from July 1, 2014. Prior to July 1, 2014, we accounted for Telekom Austria using the equity method. The consolidation of Telekom Austria affects the comparability of our results for 2014 to our results for 2013.

### ***Operating Revenues***

Total operating revenues for 2014 increased by 7.9%, or Ps.62.2 billion, over 2013. At constant exchange rates, total operating revenues for 2014 increased by 10.9% over 2013, or 6.1% excluding the effects of consolidating Telekom Austria. This increase was principally attributable to increases in revenues from our mobile data, fixed data and Pay TV operations, partially offset by a decrease in revenues from our mobile and fixed voice operations.

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*Mobile Voice* Mobile voice revenues for 2014 decreased by 3.6%, or Ps.9.4 billion, over 2013. At constant exchange rates, mobile voice revenues for 2014 decreased by 0.7% over 2013, or 3.5% excluding the effects of consolidating Telekom Austria. This decrease principally reflects reductions in the effective price per minute for calls, the elimination in Mexico of interconnection rates and national roaming charges and the reduction of interconnection rates in other jurisdictions where we operate, principally Colombia.

*Fixed Voice* Fixed voice revenues for 2014 increased by 2.6%, or Ps.2.9 billion, from 2013. At constant exchange rates, fixed voice revenues for 2014 increased by 4.2% from 2013, or decreased by 2.6% excluding the effects of consolidating Telekom Austria. This decrease was principally attributable to reduced traffic, principally long-distance, in part explained by increased penetration of wireless technology, and new regulatory measures affecting companies operating in the telecommunications sector, such as in Colombia and Mexico.

*Mobile Data* Mobile data revenues for 2014 increased by 22.1%, or Ps.35.3 billion, over 2013. At constant exchange rates, mobile data revenues for 2014 increased by 25.2% over 2013, or 17.5% excluding the effects of consolidating Telekom Austria. This increase was principally attributable to increased use of services such as media and content downloading, web browsing, content streaming and machine-to-machine services, driven in part by increased use of social networking websites and content downloading on handsets, tablets and notebooks.

*Fixed Data* Fixed data revenues for 2014 increased by 14.7%, or Ps.12.5 billion, over 2013. At constant exchange rates, fixed data revenues for 2014 increased by 17.9% over 2013, or 12.6% excluding the effects of consolidating Telekom Austria. The principal factors in the increase were residential broadband services growth, fueled by higher quality services with greater coverage, and the growth of corporate data services such as cloud, dedicated lines, leasing and data center services.

*Pay TV* Pay TV revenues for 2014 increased 12.4%, or Ps.7.5 billion, over 2013. At constant exchange rates, pay TV revenues for 2014 increased by 17.4% over 2013, or 16.9% excluding the effects of consolidating Telekom Austria. This increase reflects subscriber growth and increased revenues driven by new plans and channel packages that integrate multiple services, particularly in Brazil, Colombia, Peru, the Dominican Republic and Ecuador.

*Equipment, Accessories and Computer Sales* Revenues from equipment, accessories and computer sales for 2014 increased by 13.1%, or Ps.11.1 billion, over 2013. At constant exchange rates, revenues from equipment, accessories and computer sales for 2014 increased by 18.1% over 2013, or 13.9% excluding the effects of consolidating Telekom Austria. This increase reflects new commercial plans and promotions among prepaid and postpaid subscribers, which contributed to an increase in handset, tablet and electronics sales.

*Other Services* Revenues from other services for 2014 increased by 11.8%, or Ps.2.3 billion, over 2013. At constant exchange rates, revenues from other services for 2014 increased by 25.4% over 2013, or decreased by 7.6% excluding the effects of consolidating Telekom Austria. This decrease reflects a fall in revenues from other services such as wireless security services, yellow pages and call-center services.

***Operating Costs and Expenses***

*Cost of sales and services* Cost of sales and services for 2014 increased by 7.8%, or Ps.27.8 billion, over 2013, representing 45.5% of operating revenues compared to 45.6% of operating revenues for 2013. At constant exchange rates, cost of sales and services for 2014 increased by 10.4% over 2013, or 6.4% excluding the effects of consolidating Telekom Austria.

Cost of sales was Ps.129.6 billion for 2014 and Ps.122.0 billion for 2013. Excluding the effects of consolidating Telekom Austria, cost of sales was Ps.125.1 billion for 2014 and Ps.122.0 billion for 2013. This 5.3% increase primarily reflects the purchase of increasing quantities of smartphones for sale to customers in all countries in which we operate, and an increase in subsidies we provide in order to acquire and retain subscribers and to incentivize prepaid subscribers to switch to postpaid plans.

Cost of services was Ps.256.5 billion for 2014 and Ps.236.3 billion for 2013, an increase of 8.5%. Excluding the effects of consolidating Telekom Austria, cost of services was Ps.246.9 billion for 2014 and Ps.236.3 billion for 2013. This 7.0% increase primarily reflects an increase in costs related to the growth of our Pay TV business, increased costs to support the growth of our mobile data business, higher royalty payments, an increase in real estate, leasing, electricity, network maintenance and labor costs and an increase in annual concession fees.



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*Commercial, administrative and general expenses* Commercial, administrative and general expenses for 2014 increased by 11.1%, or Ps.18.5 billion, over 2013. As a percentage of operating revenues, commercial, administrative and general expenses for 2013 and 2014 were 21.3% and 21.9%, respectively. At constant exchange rates, commercial, administrative and general expenses for 2014 increased by 14.9% over 2013, or 7.1% excluding the effects of consolidating Telekom Austria. This primarily reflects increased expenses related to higher customer-service costs, including increases in the number of customer service centers and employees, in order to provide better customer care and quality of service.

*Other expenses* Other expenses for 2014 increased by 67.6%, or Ps.3.3 billion, over 2013 principally as a result of the consolidation of Telekom Austria.

*Depreciation and amortization* Depreciation and amortization for 2014 increased by 17.4%, or Ps.17.6 billion, over 2013 principally as a result of the consolidation of Telekom Austria and capital expenditures made in recent years. As a percentage of operating revenues, depreciation and amortization for 2014 increased slightly to 14.0% compared to 12.9% for 2013. Excluding the effects of consolidating Telekom Austria, depreciation and amortization for 2014 increased by 12.0% at constant exchange rates.

***Operating Income***

Operating income for 2014 decreased by 3.3%, or Ps.5.1 billion, from 2013. Operating margin (operating income as a percentage of operating revenues) for 2014 was 17.6% compared to 19.6% for 2013. Excluding the effects of consolidating Telekom Austria, operating income for 2014 decreased by 1.2%, due principally to higher costs for subscriber acquisition, network maintenance and customer service, as well as the growth of lower-margin businesses such as Pay TV and TracFone.

***Non-Operating Items***

*Net Interest Expense* Net interest expense (interest expense less interest income) for 2014 increased by Ps.3.0 billion, or 12.5%, over 2013, or 7.1% excluding the effects of consolidating Telekom Austria, attributable to a small increase in our net debt and appreciation of some of the currencies in which our indebtedness is denominated, particularly the U.S. dollar.

*Foreign Currency Exchange Loss, Net* We recorded a net exchange loss of Ps.28.6 billion for 2014, compared to a net exchange loss of Ps.19.6 billion for 2013. Excluding the effects of consolidating Telekom Austria, net exchange losses increased by 45.6% from 2013, primarily attributable to the appreciation of some of the currencies in which our indebtedness is denominated, particularly the U.S. dollar.

*Valuation of Derivatives, Interest Cost from Labor Obligations and Other Financial Items, Net* The net change in valuation of derivatives and other financial items represented a loss of Ps.4.4 billion for 2014, compared to a loss of Ps.5.2 billion for 2013. This item reflects the loss recorded on our sale of KPN shares, which was partially offset by value gains on the derivative instruments we use to hedge against exchange rate risk in our indebtedness.

*Income Tax* Our income tax expenses for 2014 increased by 28.2% over 2013. In Mexico, for tax purposes we recognize a taxable gain attributable to the effects of inflation on our financial liabilities. Our effective rate of provisions for corporate income tax as a percentage of profit before income tax was 45.1% for 2014, compared to 28.8% for 2013. Our effective tax rate differed from the Mexican statutory rate of 30% principally because of the higher level of taxable inflationary effects and non-deductible expenses, including the impairment in the value of associated companies and the loss associated with our sale of shares in KPN.

*Net Profit*

We recorded net profit of Ps.47.5 billion for 2014, a decrease of 36.6%, or Ps.27.5 billion, from net profit of Ps.75.0 billion in 2013. Excluding the effects of consolidating Telekom Austria, net profit in 2014 decreased by 40.5% compared to 2013. This decrease in net profit was primarily attributable to our foreign exchange losses and a higher tax burden.

**Table of Contents****Segment Results of Operations for the Years Ended December 31, 2013 and 2014**

The following table sets forth the exchange rates used to translate the results of our significant non-Mexican operations, as expressed in Mexican pesos per foreign currency unit, and the change from the rate used in the prior period indicated. The U.S. dollar is our functional currency in several countries in addition to the United States, including Ecuador and Puerto Rico.

|                | <b>Mexican pesos per foreign<br/>currency unit (average for<br/>the period) for the<br/>years ended December 31,</b> |             |                 |
|----------------|--|-------------|-----------------|
|                | <b>2013</b>  | <b>2014</b> | <b>% Change</b> |
| Brazilian real | 5.9334   | 5.6574      | (4.7)           |
| Colombian peso | 0.0068   | 0.0067      | (2.5)           |
| Argentine peso | 2.3410   | 1.6406      | (29.9)          |
| U.S. dollar    | 12.7660  | 13.2969     | 4.2             |
| Euro           | 16.966   | 17.651      | 4.0             |

The tables below set forth operating revenues and operating income for each of our segments for the periods indicated.

|                 | <b>For the Year ended December 31, 2013</b> |                                    |
|-----------------|---|------------------------------------|
|                 | <b>Operating<br/>revenues</b>               | <b>Operating<br/>income (loss)</b> |
|                 | <b>(in millions of Mexican Pesos)</b>       |                                    |
|                 | <b>(audited)</b>                            |                                    |
| Mexico Wireless | Ps. 193,178                                 | Ps. 78,761                         |
| Mexico Fixed    |   |                                    |