TELEFONICA BRASIL S.A. Form 6-K July 30, 2018

#### 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 UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the month of July, 2018

Commission File Number: 001-14475

**TELEFÔNICA BRASIL S.A.** (Exact name of registrant as specified in its charter)

#### **TELEFONICA BRAZIL S.A.** (Translation of registrant's name into English)

#### Av. Eng° Luís Carlos Berrini, 1376 - 28° andar São Paulo, S.P. Federative Republic of Brazil (Address of principal executive office)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:

Form 20-F X

Form 40-F

No

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):

Yes

Х

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):

Yes

No X

TELEFÔNICA BRASIL S.A.

### **QUARTERLY INFORMATION**

JUNE 30, 2018

#### Independent auditor's report

Report on review of quarterly information

To the Board of Directors and Shareholders

Telefônica Brasil S.A.

#### Introduction

We have reviewed the accompanying parent company and consolidated interim accounting information of Telefônica Brasil S.A. ("Company"), included in the Quarterly Information Form (ITR) for the quarter ended June 30, 2018, comprising the balance sheet as at that date and the income statements and other comprehensive income for the quarter and six-month periods then ended, and the statements of changes in equity and cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory information.

Management is responsible for the preparation of the parent company interim accounting information in accordance with the accounting standard CPC 21 - "Interim Financial Reporting", of the Brazilian Accounting Pronouncements Committee (CPC), and of the consolidated interim accounting information in accordance with CPC 21 and International Accounting Standard (IAS) 34 - "Interim Financial Reporting" issued by the International Accounting Standards Board (IASB), as well as the presentation of this information in accordance with the standards issued by the Brazilian Securities Commission (CVM), applicable to the preparation of the Quarterly Information (ITR). Our responsibility is to express a conclusion on this interim accounting information based on our review.

#### Scope of review

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We conducted our review in accordance with Brazilian and International Standards on Reviews of Interim Financial Information (NBC TR 2410 - "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" and ISRE 2410 - "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", respectively). A review of interim information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Brazilian and International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion on the parent company interim information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying parent company interim accounting information included in the quarterly information referred to above has not been prepared, in all material respects, in accordance with CPC 21 applicable to the preparation of the Quarterly Information, and presented in accordance with the standards issued by the CVM.

#### Conclusion on the consolidated interim information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying consolidated interim accounting information included in the quarterly information referred to above has not been prepared, in all material respects, in accordance with CPC 21 and IAS 34 applicable to the preparation of the Quarterly Information, and presented in accordance with the standards issued by the CVM.

#### **Other matters**

#### Statements of value added

We have also reviewed the parent company and consolidated statements of value added for the six-month period ended June 30, 2018. These statements are the responsibility of the Company's management, and are required to be presented in accordance with standards issued by the CVM applicable to the preparation of Quarterly Information (ITR) and are considered supplementary information under IFRS, which do not require the presentation of the statement of value added. These statements have been submitted to the same review procedures described above and, based on our review, nothing has come to our attention that causes us to believe that they have not been prepared, in all material respects, in a manner consistent with the parent company and consolidated interim accounting information taken as a whole.

São Paulo, July 20, 2018

PricewaterhouseCoopers

Auditores Independentes

CRC 2SP000160/O-5

Estela Maris Vieira de Souza

Contadora CRC 1RS046957/O-3

### TELEFÔNICA BRASIL S.A.

#### Balance Sheets At June 30, 2018 and December 31, 2017 (In thousands of reais)

		Comp	any	Consoli	dated	LIABILITIES		Compa
ASSETS	Note	06.30.18	12.31.17	06.30.18	12.31.17	AND EQUITY	Note	06.30.18
<b>Current</b> assets Cash and cash		17,655,390	16,668,039	17,659,616	16,731,666	Current liabilities Personnel, social charges		20,595,723
equivalents Trade	3	3,866,359	3,681,173	4,429,805	4,050,338	and benefits	14	655,308
accounts receivable	4	8,705,375	8,413,403	8,619,214	8,588,466	Trade accounts payable Income and social contribution	15	9,606,050
Inventories Income and	5	464,334	324,711	491,358	348,755	taxes payable	6	32,979
social contribution taxes recoverable Taxes, charges and contributions	6	450,114	401,259	523,167	505,535	Taxes, charges and contributions payable Dividends and interest on	16	1,659,290
recoverable Judicial	7	1,843,176	1,984,999	1,856,724	2,058,455		17	4,852,484
deposits and garnishments Prepaid	8	301,521	324,465	301,743	324,638	Provisions Deferred	18	1,269,257
expenses Dividends and	e k	1,020,507	425,298	1,037,835	446,439	revenue	19	521,370
interest on equity Derivative financial	17	426,709	323,206	-	-	Loans and financing	20	1,453,296
instruments	30	109,149	87,643	109,196	87,643	Debentures Derivative	20	83,975
Other assets	10	468,146	701,882	290,574	321,397	financial instruments	30	19,542

	Other liabilities	21	442,172
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Non-current						Other habilities	21	442,172
assets Long-term assets Short-term		87,855,954	85,495,114	86,981,419	84,651,169	Non-current liabilities		13,833,923
investments pledged as collateral		86,843	81,472	86,843	81,486	Personnel, social charges and benefits Taxes, charges	14	-
Trade accounts	4	101 700	167 690	220.025	070 000	and contributions	10	17 006
receivable Deferred	4	181,793	167,682	330,925	273,888	payable	16	17,296
taxes Taxes, charges and	6	-	-	404,781	371,408	Deferred taxes	6	2,030,136
contributions recoverable Judicial	7	4,592,038	740,104	4,650,869	743,285	Provisions	18	5,636,051
deposits and garnishments Prepaid	8	4,826,057	6,155,821	5,012,724	6,339,167	Deferred revenue Loans and	19	369,117
expenses Derivative	9	89,102	21,684	91,823	23,116	financing	20	1,853,682
financial instruments	30	34,322	76,762	34,322	76,762	Debentures Derivative	20	3,115,010
Other assets	10	61,837	86,345	62,423	88 935	financial instruments	30	18,274
Investments Property, plant and	11	2,121,278	1,949,276	110,465	•	Other liabilities	21	794,357
equipment	12	33,370,060	33,112,532	33,473,083	33,222,316			
Intangible assets	13	42,492,624	43,103,436	42,723,161	43,331,904	TOTAL LIABILITIES		34,429,646
						<b>Equity</b> Capital	22	<b>71,081,698</b> 63,571,416
						Capital reserves	22	1,213,522

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reserves	22	1,213,522
Income		
reserves	22	2,468,775
Other		
comprehensive		
income	22	31,359
Retained		
earnings	22	3,796,626
Additional		
proposed		
dividends	22	-

TOTAL TOTAL LIABILITIES ASSETS 105,511,344 102,163,153 104,641,035 101,382,835 AND EQUITY

105,511,344 <sup>-</sup>

#### TELEFÔNICA BRASIL S.A. Income Statements Three and six-month periods ended June 30, 2018 and 2017

(In thousands of reais, except earnings per share)

(A free translation of the origin

		Three mon	Company Three-month periods Six-month periods				Consolidat Three-month periods		
		end	•	end	•	end	•	Six-month	
	Note	06.30.18	06.30.17	06.30.18	06.30.17	06.30.18	06.30.17	06.30.	
Net operating revenue	23	9,019,489	10,054,580	18,162,289	20,134,226	10,823,398	10,697,193	21,612,3	
Cost of sales and services	24	(4,927,372)	(4,796,315)	(9,653,109)	(9,575,713)	(5,303,716)	(5,018,398)	(10,324,64	
Gross profit		4,092,117	5,258,265	8,509,180	10,558,513	5,519,682	5,678,795	11,287,7	
Operating income (expenses)		(1,752,314)	(4,071,014)	(5,210,798)	(8,023,853)	(2,329,147)	(4,107,601)	(6,301,00	
Selling expenses General and administrative	24	(3,061,185)	(3,288,205)	(6,076,884)	(6,444,193)	(3,291,686)	(3,305,711)	(6,490,38	
expenses Other operating	24	(662,042)	(588,247)	(1,213,117)	(1,204,477)	(670,836)	(596,956)	(1,271,65	
income	25	2,386,211	65,366	2,704,004	179,557	2,145,347	66,497	2,234,7	
Other operating expenses	25	(415,298)	(259,928)	(624,801)	(554,740)	(511,972)	(271,431)	(773,74	
Operating profit		2,339,803	1,187,251	3,298,382	2,534,660	3,190,535	1,571,194	4,986,7	
Financial income Financial	26	1,997,241	451,443	2,247,471	977,067	2,048,551	480,998	2,327,5	
expenses	26	(568,546)	(732,166)	(1,013,845)	(1,571,420)	(577,441)	(745,284)	(1,029,16	
Equity in results of investees	11	578,892	262,926	1,146,820	424,784	62	544	6	
		4,347,390	1,169,454	5,678,828	2,365,091	4,661,707	1,307,452	6,285,7	

Income before taxes								
Income and social contribution taxes	6	(1,181,093)	(296,532)	(1,414,512)	(495,972)	(1,495,410)	(434,530)	(2,021,40
Net income for the period		3,166,297	872,922	4,264,316	1,869,119	3,166,297	872,922	4,264,3
Basic and diluted earnings per common share (in R\$) Basic and diluted earnings per preferred share (in R\$)	22 22	1.76	0.48 0.53	2.37 2.61	1.04 1.14			

## TELEFÔNICA BRASIL S.A.

Statements of Changes in Equity Six-month periods ended June 30, 2018 and 2017 (In thousands of reais)

Capital

Capital Special goodwill rese

Balances at December 31, 2016 Payment of additional dividend for 2016 Unclaimed dividends and interest on equity Repurchase of preferred shares Preferred shares delivered referring to the judicial process of expansion plan Transfer of tax incentives Other comprehensive income Net income for the period Interim interest on equity	63,571,416 - - - - - - - - - - -	63,0
Balances at June 30, 2017 Unclaimed dividends and interest on equity Repurchase of preferred shares Transfer of tax incentives Other comprehensive income Equity transactions (Note 1 c) Net income for the period Allocation of income: Legal reserve Interim interest on equity Reversal of expansion and Modernization Reserve Expansion and Modernization Reserve Additional proposed dividends	63,571,416 - - - - - - - - - - - - - - - - - - -	63,0
Balances at December 31, 2017 Effects of the initial adoption of IFRS 9 and 15, net of taxes Payment of additional dividend for 2017 Unclaimed dividends and interest on equity Transfer of tax incentives Other comprehensive income Net income for the period Interim interest on equity	63,571,416 - - - - - - - - -	63,0
Balances at June 30, 2018	63,571,416	63,0

#### TELEFÔNICA BRASIL S.A. Statements of Other Comprehensive Income Three and six-month periods ended June 30, 2018 and 2017

(In thousands of reais)

Net income for the period	Note	Three-m periods 0 06.30.18 3,166,297	onth ended 06.30.17	1pany Six-1 06.3 4,264
Other comprehensive income (losses) that may be reclassified into				
income (losses) in subsequent periods	4.4	<b>7,847</b>	<b>6,666</b>	10
Unrealized gains on investments available for sale Gains (losses) on derivative financial instruments	11 30	(171) (712)	(131) (2,164)	(1
Taxes	00	300	780	('
Cumulative Translation Adjustments (CTA) on transactions in foreign currency	11	8,407	8,181	1
Interest in comprehensive income of subsidiaries	11	23	-	
Other comprehensive income		7,847	6,666	10
Comprehensive income for the period - net of taxes		3,174,144	879,588	4,274

#### **TELEFÔNICA BRASIL S.A.**

Consolidated Statements of Cash Flows Six-month periods ended June 30, 2018 and 2017

#### (In thousands in reais)

<u>(A free tra</u> original

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	Comp	any	Cons
		Six-month pe	riods ended
	06.30.18	06.30.17	06.30.18
Cash flows from operating activities			
Income before taxes	5,678,828	2,365,091	6,285,724
Ajustement for:			
Depreciation and amortization	3,993,847	3,887,106	4,011,150
Foreign exchange gains on loans and derivative financial instruments	31,486	54,286	32,924
Monetary assets and liabilities	325,154	327,745	325,054
Equity pickup	(1,146,820)	(424,784)	(627
Loss (gains) on write-off/sale of assets	31,135	10,791	31,26
Provision for impairment - accounts receivable	664,735	682,800	766,722
Change in liability provisions	(185,477)	121,672	(134,407
Write-off and reversals for impairment - inventories	(23,364)	(36,005)	(24,432
Pension plans and other post-retirement benefits	23,728	15,410	24,57
Provisions for tax, civil, labor and regulatory contingencies	455,485	448,505	463,172
Interest expense	265,103	529,876	265,103
Others	(11,560)	6,205	(11,560
Changes in assets and liabilities			
Trade accounts receivable	(1,168,929)	(758,408)	(1,084,947
Inventories	(116,259)	44,200	(119,272
Taxes recoverable	(3,882,043)	(193,192)	(3,892,119
Prepaid expenses	(478,211)	(425,483)	(475,687
Other assets	220,104	(19,953)	20,05
Personnel, social charges and benefits	(15,297)	(17,386)	(14,773
Trade accounts payable	1,314,422	(4,952)	896,58
Taxes, charges and contributions	52,923	286,211	159,540
Provisions for tax, civil, labor and regulatory contingencies	(1,869,354)	(623,364)	(1,877,295
Other liabilities	(123,306)	(603,864)	(115,727
	(1,642,498)	3,307,416	(754,694
Cash generated from operations	4,036,330	5,672,507	5,531,030
Interest paid	(296,721)	(398,438)	(296,721
Income and social contribution taxes paid	-	-	(323,357
Net cash (used in) generated by operating activities	3,739,609	5,274,069	4,910,952

(3,609,882)	(4,091,019)	(3,726,926)
1,468	16,721	1,468
1,353,488	(46,215)	1,354,074
860,000	-	-
(1,394,926)	(4,120,513)	(2,371,384)
(2,191,600)	(1,223,083)	(2,191,600)
-	2,039,878	-
60,412	50,927	60,728
( , ,	· · /	(28,580)
(649)	(671)	(649)
-	(2)	-
(2,159,497)	735,638	(2,160,101)
185,186	1,889,194	379,467
3,681,173	4,675,627	4,050,338
3,866,359	6,564,821	4,429,805
	1,468 1,353,488 860,000 (1,394,926) (2,191,600) 60,412 (27,660) (649) - (2,159,497) 185,186 3,681,173	1,468 16,721   1,353,488 (46,215)   860,000 -   (1,394,926) (4,120,513)   (2,191,600) (1,223,083)   2,039,878 60,412   60,412 50,927   (27,660) (131,411)   (649) (671)   - (2)   (2,159,497) 735,638   185,186 1,889,194   3,681,173 4,675,627

#### TELEFÔNICA BRASIL S.A. Statements of Value Added Six-month periods ended June 30, 2018 and 2017

(In thousands in reais)

	Com	oany	Consolid		
			eriods ended		
	06.30.18	06.30.17	06.30.18		
Revenues	27,635,567	28,190,119	30,822,497		
Sale of goods and services	25,104,811	28,335,138	29,008,073		
Other revenues	3,195,491	537,781	2,581,146		
Impairment losses of trade accounts receivable	(664,735)	(682,800)	(766,722)		
Inputs acquired from third parties	(9,291,219)	(9,398,203)	(10,166,304)		
Cost of goods and products sold and services rendered	(4,826,228)	(4,681,846)	(5,569,673)		
Materials, electric energy, third-party services and other expenses	(4,457,220)	(4,711,195)	(4,589,800)		
Loss/recovery of assets	(7,771)	(5,162)	(6,831)		
Gross value added	18,344,348	18,791,916	20,656,193		
Withholdings	(3,993,847)	(3,887,106)	(4,011,150)		
Depreciation and amortization	(3,993,847)	(3,887,106)	(4,011,150)		
Net value added produced	14,350,501	14,904,810	16,645,043		
Value added received in transfer	3,394,291	1,401,851	2,328,174		
Equity pickup	1,146,820	424,784	627		
Financial income	2,247,471	977,067	2,327,547		
Total undistributed value added	17,744,792	16,306,661	18,973,217		
Distribution of value added	(17,744,792)	(16,306,661)	(18,973,217) (1		
Personnel, social charges and benefits	(2,121,738)	(2,016,616)	(2,391,271)		
Direct compensation	(1,532,379)	(1,373,761)	(1,694,920)		
Benefits	(502,281)	(537,305)	(593,951)		
Government Severance Indemnity Fund for Employees (FGTS)	(87,078)	(105,550)	(102,400)		
Taxes, charges and contributions	(8,870,921)	(9,471,638)	(9,802,398)		
Federal	(3,438,638)	(2,712,978)	(4,290,775)		
State	(5,351,008)	,	(5,363,705)		
Local	(81,275)		(147,918)		
Debt remuneration	(2,487,817)	(2,949,288)	(2,515,232)		
Interest	(915,518)	,	(927,663)		
Rental	(1,572,299)	(1,409,528)	(1,587,569)		

Equity remuneration Retained profit	(1,869,119) (1,869,119)	

Telefônica Brasil S. A.

#### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

Three and six-month periods ended June 30, 2018

(In thousands of *Reais*, unless otherwise stated)

1) OPERATIONS

#### a) Background information

Telefônica Brasil S.A. ("Company" or "Telefônica Brasil") is a publicly held corporation operating in telecommunication services and in the performance of activities that are necessary or useful in the rendering of such services, in conformity with the concessions and authorizations it has been granted. The Company, headquartered at Avenida Engenheiro Luiz Carlos Berrini, No. 1376, in the city and State of São Paulo, Brazil, is a member of the Telefónica Group ("Group"), with headquarters in Spain and present in several countries of Europe and Latin America.

At June 30, 2018 and December 31, 2017, Telefónica S.A. ("Telefónica"), the Group holding company, held total direct and indirect interest in the Company of 73.58% (Note 22).

The Company is registered in the Brazilian Securities Commission ("CVM") as a publicly-held company under Category A (issuers authorized to trade any marketable securities) and has shares traded on the B3 (company resulting from the combination of activities between BM&FBovespa and CETIP – Central Custody and Settlement of Securities). The Company is also listed in the Securities and Exchange Commission ("SEC"), of the United States of America, and its American Depositary Shares ("ADSs") are classified under level II, backed only by preferred shares and traded on the New York Stock Exchange ("NYSE").

#### b) Operations

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The Company operates in the rendering of: (i) Fixed Switched Telephone Service Concession Arrangement ("STFC"); (ii) Multimedia Communication Service ("SCM", data communication, including broadband internet); (iii) Personal Mobile Service ("SMP"); and (iv) Conditioned Access Service ("SEAC" - Pay TV), throughout Brazil, through concessions and authorizations, as established in the General Plan of Concessions ("PGO").

Service concessions and authorizations are granted by Brazil's Telecommunications Regulatory Agency ("ANATEL"), the agency responsible for the regulation of the Brazilian telecommunications sector under the terms of Law No. 9472 of July 16, 1997 - General Telecommunications Law ("Lei Geral das Telecomunicações" - LGT), amended by Laws No. 9986, of July 18, 2000, and No. 12485, of September 12, 2011. The operation of such concessions is subject to supplementary regulations and plans.

In accordance with the STFC service concession agreement, every two years, during the agreement's 20-year term, the Company shall pay a fee equivalent to 2% of its prior-year STFC revenue, net of applicable taxes and social contribution taxes (Note 21). The Company's current STFC concession agreement is valid until December 31, 2025.

In accordance with the authorization terms for the usage of radio frequencies associated with SMP, every two years after the first renewal of these agreements, the Company shall pay a fee equivalent to 2% of its prior-year SMP revenue, net of applicable taxes and social contribution taxes (Note 21), and in the 15th year the Company will pay 1% of its prior-year revenue. The calculation will consider the net revenue from the application of Basic and Alternative Services Plans. These agreements can be extended only once for a term of 15 years.

The information on a summary of the authorizations for the use of radiofrequency bands for SMP granted to the Company is the same as in Note <u>1b</u>) <u>Operations</u>, as disclosed in the financial statements for the year ended December 31, 2017.

#### c) Acquisition of a Wholly-Owned Subsidiary - 2017

The information on the acquisition process of Terra Networks Brasil SA ("Terra Networks") by Telefônica Data SA ("TData"), a wholly owned subsidiary of the Company, occurred on July 3, 2017, is the same as in Note <u>1.c.1</u>) Acquisition of Company by Integral Subsidiary - 2017, disclosed in the financial statements for the year ended December 31, 2017.

Telefônica Brasil S. A.

#### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

Three and six-month periods ended June 30, 2018

(In thousands of *Reais*, unless otherwise stated)

# 2) BASIS OF PREPARATION AND PRESENTATION OF THE QUARTERLY FINANCIAL STATEMENTS

#### a) Statement of compliance

The individual (Company) and consolidated quarterly financial statements were prepared and are presented in accordance with the accounting practices adopted in Brazil, which comprise CVM standards and CPC (Accounting Pronouncements Committee) pronouncements, in compliance with the International Financial Accounting Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB).

All significant information in the quarterly financial statements, and solely such information, is disclosed and corresponds to that used by Company management for administration purposes.

The consolidated quarterly financial statements (Consolidated) have been prepared and are presented in accordance with CPC 21 (R1) Interim Statements and IAS 34 - Interim Financial Reporting, as issued by the IASB and standards established as Resolution No. 739/15 of the CVM.

#### b) Basis of preparation and presentation

The Company's quarterly financial statements for the six-month period ended June 30, 2018 are presented in thousands of *Reais* (unless otherwise stated), which is the functional currency of the Company.

These quarterly financial statements compares the quarters ended June 30, 2018 and 2017, except for the balance sheets, that compare the positions as at June 30, 2018 and December 31, 2017.

The accounting standards adopted in Brazil require the presentation of the Statement of Value Added ("SVA"), individual and consolidated, while IFRS does not require this presentation. As a result, under IFRS standards, the SVA is being presented as supplementary information, without prejudice to the overall quarterly financial statements.

The Board of Directors authorized the issue of these individual and consolidated financial statements at the meeting held on July 20, 2018.

Business segments are defined as components of a company for which separate financial information is available and regularly assessed by the operational decision making professional in decisions on how to allocate funds to an individual segment and in the assessment of segment performance. Considering that : (i) all officers and managers' decisions are based on consolidated reports; (ii) the Company and subsidiaries' mission is to provide their customers with quality telecommunications services; and (iii) all decisions related to strategic planning, finance, purchases, short and long-term investments are made on a consolidated basis, the Company and subsidiaries operate in a single operating segment, namely the provision of telecommunications services.

The information in the notes to the financial statements that did not significantly change or present irrelevant disclosures as compared to December 31, 2017 were not fully repeated in these quarterly financial statements. However, the Company selected and included information to explain the main events and transactions occurring during the six-month period ended June 30, 2018, so that the changes in the Company's financial position and performance can be understood.

In this context, the Company indicates below the reference to the notes disclosed in the annual financial statements as at December 31, 2017 and not fully repeated in these quarterly financial statements:

- Note 1 Operations
- Note 2 Basis of Preparation and Presentation of Financial Statements
- Note 3 Summary of Significant Accounting Practices

- Note 13 Intangible Assets, Net
- Note 22 Equity

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Telefônica Brasil S. A.

#### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

Three and six-month periods ended June 30, 2018

(In thousands of *Reais*, unless otherwise stated)

- Note 29 Share-Based Payment Plans
- Note 30 Pension Plans and Other Post-Employment Benefits

The quarterly financial statements were prepared in accordance with the principles, practices and accounting criteria consistent with those adopted in the preparation of the financial statements for the fiscal year ended December 31, 2017 (Note <u>3</u>) Summary of Significant Accounting Practices) and should be analyzed in conjunction with these Financial statements, except for the changes required by the new pronouncements, interpretations and amendments, which came into effect as of January 1, 2018, as described below:

Standards and amendments	
IFRS 9	Financial Instruments
IFRS15	Revenue from Contracts with Customers
	Revenue from Contracts with Customers,
Clarifications to IFRS 15	issued on April 12, 2016
	Classication and Valuation of Share
Amendments to IFRS 2	Based Transactions
	Applying IFRS 9 Financial Instruments
Amendments to IFRS 4	with IFRS 4 Insurance Contracts
Amendments to IAS 40	Transfers of Investiment Property
	Foreign Currency Transactions and
IFRIC 22	Advance Consideration
Improvements to IFRS Standards	2014-2016 Cycle

The adoption of many of these standards, changes and interpretations did not have a significant impact on the financial position of the Company and its subsidiaries in the initial period of application. However, for the IFRS 9 and IFRS 15, there was a significant impact on the consolidated financial position at the time of its adoption and prospectively.

#### IFRS 15 Revenues from Contracts with Customers

With the adoption of IFRS 15, for bundled packages that combine multiple wireline, wireless, data, internet or television goods or services, the total revenue is now allocated to each performance obligation based on their standalone selling prices in relation to the total consideration of the package and will be recognized when (or as) the obligation is satisfied, regardless of whether there are undelivered items. Consequently, when bundles include a discount on equipment, there is an increase in revenues recognized from the sale of handsets and other equipment, in detriment of ongoing service revenue over subsequent periods. To the extent that the packages are marketed at a discount, the difference between the revenue from the sale of equipment and the consideration received from the customer upfront is recognised as a *contract asset* in the statement of financial position.

All incremental costs to obtain a contract (sales commissions and other acquisition costs of third parties) are accounted for as prepaid expenses (assets) and amortized over the same period as the revenue associated with that asset. Similarly, certain contract fulfillment costs are also deferred to the extent that they relate to performance obligations that are satisfied over time.

Revenue from the sale of handsets to dealers is accounted for at the time of delivery and not at the time of sale to the final customer.

Certain changes of the contract have been accounted for as a retrospective change (i.e. as a continuation of the original contract), while other modifications are to be considered prospectively as separate contracts, such as the original contract end and the creation of a new one.

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The Company adopted the retrospective method modified with the cumulative effect of the initial application recognized as an adjustment to the opening balance of retained earnings on the date of the initial adoption. Therefore, comparative amounts of previous periods will not be restated. To facilitate the understanding and comparability of information, the Company discloses in Note 33 the consolidated income statement for the six-month period ended June 30, 2018, excluding the effects of adopting IFRS 15.

The main practical expedients adopted by the Company were: (i) <u>completed contracts</u>: the standard was not retrospectively applied to those contracts that are completed at January 1, 2018; (ii) <u>portfolio approach</u>: the requirements of the standard have been applied for groups of contracts with similar characteristics, since, for the clusters identified, the effects do not differ significantly from an application on a contract by contract basis; (iii) <u>financial component</u>: it was not considered significant when the period between the moment when the promised product or service is transferred to a customer and the moment when the customer pays for that product or service is one year or less.; and (iv) <u>costs to obtain a contract</u>: these costs will be recognised as an expense when incurred if the amortisation period of the asset that the entity would otherwise recognise is one year or less.

The process of implementing the new requirements involved the introduction of modifications to the current information systems, the implementation of new IT tools, and changes in the processes and controls of the entire revenue cycle in the Company. This process of implementation in the Company entailed a high degree of complexity due to factors such as a large number of contracts, numerous data source systems, as well as the need to make complex estimates.

From the analysis performed on the transactions of the 2017 financial year, considering commercial offers as well as the volume of contracts affected, the Company recognized on January 1, 2018 an increase in retained earnings of 156 million reais, before deferred taxes, referring to first-time recognition of contract assets that lead to the early recognition of revenue from the sale of goods and the activation and deferral of incremental costs related to obtaining contracts and contract fulfilment costs that result in the subsequent recognition of customer acquisition costs and other sales.

The following table shows the changes in contractual assets and liabilities and incremental costs of the Company (excluding the effects of sales and income taxes) for the six-month period ended June 30, 2018.

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	_	tract assets Provision	. ,				
	Contract assets, gross	for	Contract assets, net	Contractual liabilities	Reclassification (Note 19)	Contractual I liabilities	ncremental costs (2)
Initial adoption on 01.01.18 Reclassification	193,675	(33,196)	160,479	(178,897)	-	(178,897)	183,645
on 01.01.18	-	-	-	-	(381,619)	(381,619)	-
Additions	328,685	(11,270)	317,415	(117,116)	(3,724,722)	(3,841,838)	115,096
Write-offs, net Balances as of	(263,862)	-	(263,862)	102,638	3,738,159	3,840,797	(89,862)
06.30.18	258,498	(44,466)	214,032	(193,375)	(368,182)	(561,557)	208,879
Current Non-current	258,498 -	(44,466) -	214,032	(154,254) (39,121)	(344,789) (23,393)	(499,043) (62,514)	145,393 63,486

The amounts in the above table are classified in the balance sheets as follows: (1) Accounts receivable (Note 4); (2) Prepaid expenses (Note 9); and (3) Deferred income (Note 19).

#### **IFRS 9 Financial Instruments**

IFRS 9 simplified the current measurement model for financial assets and established three main categories: (i) amortised cost; (ii) fair value through profit or loss; and (iii) fair value through Other Comprehensive Income (OCI), depending on the business model and the characteristics of the contractual cash flows. Regarding recognition and measurement of financial liabilities there were not significant changes from current criteria except for the recognition of changes in own credit risk in OCI for those liabilities designated at fair value through profit or loss.

IFRS 9 introduced a new model for impairment losses on financial assets, i.e. the expected credit loss model. The Company applied the simplified approach and recorded lifetime expected losses on all trade receivables. Consequently, the application of the new requirements led to an acceleration in the recognition of impairment losses on its financial assets, mainly trade receivables.

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IFRS 9 introduced a new and less restrictive hedge accounting model, requiring an economic relationship between the hedged item and the hedging instrument and that the hedge ratio be the same as that applied by the entity for risk management, criteria for documenting hedge relationships.

The main changes are related to the documentation of policies and hedging strategies, as well as the estimation and timing of recognition of expected losses on receivables from customers. The Company has decided to apply the option that allows not to restate comparative periods to be presented in the year of initial application.

From the analysis performed on the transactions of the 2017 financial year, the Company recognized on January 1, 2018, a decrease of 364 million reais in retained earnings, before deferred taxes, as a result of the increase in the bad debt provision balance on receivables from customers.

In addition to the effects on provisions for customer receivables defaults mentioned above, the adoption of IFRS 9 had impacts on the classification and measurement of financial assets and liabilities, as presented in the table below.

	Classification by category			
	Classification in accordance w	vith IAS 39	Classification in accordance with IFRS 9	
Financial Assets Short-term investments				
(Cash			Measured at fair value through profit or	
equivalents) Trade accounts	Amortized cost		loss	
receivable Derivative	Loans and receivables		Amortized cost Measured at fair value through	
transactions Short-term investments	Hedges (economic)		comprehensive income	
pledged as collateral	Amortized cost		Measured at fair value through profit or loss	

Financial<br/>LiabilitiesDerivative<br/>transactionsHedges (economic)

Measured at fair value through comprehensive income

The complete information on the Company's financial assets and financial liabilities is disclosed in note 30 of these ITRs.

New IFRS pronouncements, issues, amendments and interpretations of the IASB, applicable to the CPC

On the date of preparation of these quarterly financial statements, the following IFRS amendments had been published; however, their application was not mandatory. The Company does not anticipate the early adoption of any pronouncement, interpretation or amendment that has been issued, before application is mandatory.

Standards and amendments		Mandatory application: annual periods beginning on or after
Improvements to IFRS Standards	2015-2017 Cycle	January 1, 2019
IFRS 16	Leases	January 1, 2019
	Uncertainty over Income Tax	
IFRIC23	Treatments	January 1, 2019
	Prepayment Features with Negative	
Amendments to IFRS 9	Compensation	January 1, 2019
	Long-term Interest in associates	
Amendments to IAS 28	and Joint Ventures	January 1, 2019
	Sale or Contribuition of Assets	
	between na Investidor and its	
Amendments to IFRS 10 and IAS 28	Associate or Joint Venture	January 1, 2019
IFRS 17	Insurance Contracts	January 1, 2021

Based on the analyses made to date, the Company estimates that the adoption of these standards, amendments and interpretations will not have a significant impact on the consolidated quarterly financial statements in the initial period of adoption. However, for IFRS 16 - Leases are expected to have a significant impact on the consolidated quarterly financial statements at the time of their adoption and prospectively.

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#### IFRS 16 Leases

IFRS 16 requires lessees to recognise assets and liabilities arising from all leases (except for short-term leases and leases of low-value assets) in the statement of financial position.

The Company acts as a lessee on a very significant number of lease agreements over different assets, such as third-party towers, circuits, office buildings and stores and land where the towers are located, mainly. A significant portion of these contracts is accounted for as operating lease under the current lease standard, with lease payments being recognised generally on the straight-line basis over the contract term.

The Company is currently in the process of estimating the impact of this new standard on such contracts. This analysis includes the estimation of the lease term, based on the non-cancellable period and the periods covered by options to extend the lease, when the exercise depends only on Telefônica and where such exercise is reasonably certain. This will depend, to a large extent, on the specific facts and circumstances by class of assets in the telecom industry (technology, regulation, competition, business model, among others). In addition to this, the Company will make assumptions to calculate the discount rate, which will mainly be based on the incremental borrowing rate of interest for the estimated term. On the other hand, the Company is considering not to separately recognise non-lease components from lease components for those classes of assets in which non-lease components are not material with respect to the total value of the lease.

In addition to the mentioned estimations, the standard allows for two transition methods: retrospectively for all periods presented, or using a modified retrospective approach where the cumulative effect of adoption is recognised at the date of initial application. The Company has tentatively decided to adopt the latter transition method; therefore the Company would recognise the cumulative effect of initial application as an adjustment to retained earnings in the year of initial application of IFRS 16. Also, certain practical expedients are available on first-time application in connection with the right of use asset measurement, discount rates, impairment, leases that finish within the twelve months subsequent to the date of first application, initial direct costs, and term of the lease. The Company is evaluating which of these practical expedients will be adopted. In this regard, the Company is considering opting for the practical expedient that allows not reassessing whether a contract is or contains a lease on the date of initial application of IFRS 16 but to directly apply the new requirements to all those contracts which under current accounting were identified as a lease.

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Due to the different alternatives available, together with the complexity of the estimations and the significant number of lease contracts, the Company has not yet completed the implementation process, so at present it is not possible to make a reasonable estimation of the impact of initial application of the new requirements. However, based on the volume of contracts affected, as well as the magnitude of the future lease commitments, as disclosed in Note 31 herein, the Company expects that the changes introduced by IFRS 16 will have a significant impact on its financial statements from the date of adoption, including the recognition on the balance sheet of right of use assets and their corresponding lease obligations in connection with the majority of contracts that are classified as operating leases under the current lease standard. Also, amortization of the right of use assets and recognition of interest costs on the lease obligation on the statements of income will replace amounts recognised as lease expense under the current lease standard. Classification of lease payments in the statement of cash flows will also be affected by the requirements of the new lease standard. On the other hand,, the Company's Financial Statements will include broader disclosures with relevant information regarding lease contracts.

#### c) Basis of consolidation

At June 30, 2018 and December 31, 2017, the Company held the following equity interests on the respective dates:

Investees Telefônica Data S.A. ("TData") (1) POP Internet Ltda ("POP") (2)	Type of investment Wholly-owned subsidiary Wholly-owned subsidiary	Equity interests 100.00% 100.00%	Country (Headquarters) Brazil Brazil	Tel
Aliança Atlântica Holding B.V. ("Aliança")	Joint venture	50.00%	Holland	tel
Companhia AIX de Participações ("AIX")	Joint venture	50.00%	Brazil	tel
Companhia ACT de Participações ("ACT")	Joint venture	50.00%	Brazil	te

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(1) TData is the parent of the wholly-owned subsidiaries Terra Networks and Telefônica Transportes e Logística Ltda. ("TGLog").

(2) POP is the parent of the wholly-owned subsidiary Innoweb Ltda. ("Innoweb").

Interest held in subsidiaries or joint ventures is measured under the equity method in the individual financial statements. In the consolidated financial statements, investments and all asset and liability balances, revenues and expenses arising from transactions and interest held in subsidiaries are fully eliminated. Investments in joint venture are measured under the equity method in the consolidated financial statements.

#### d) Reclassification of comparative amounts

The Company reclassified the amount of R\$655,084 in the statements of cash flows for the six-month period ended June 30, 2017, referring to the principal amount of the payment made on January 31, 2017 to the "Entidade Administradora do Processo de Redistribuição e Digitalização de Canais de TV e RTV" ("EAD") of the 2nd and 3rd installments of the auction of 700 MHz frequency bands for the provision of SMP. This reclassification was made between "Cash flow from operating activities - Other liabilities" and "Cash flow from investing activities - Acquisitions of property, plant and equipment and intangible assets".

#### 3) CASH AND CASH EQUIVALENTS

	Company		Consolidated	
	06/30/18	12/31/17	06/30/18	12/31/17
Cash and banks	93,958	114,556	90,139	117,799

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Short-term investments	3,772,401	3,566,617	4,339,666	3,932,539
Total	3,866,359	3,681,173	4,429,805	4,050,338

Highly liquid short-term investments basically comprise Bank Deposit Certificates ("CDB") and Repurchase Agreements kept at first-tier financial institutions, pegged to the Interbank Deposit Certificate ("CDI") rate, with original maturities of up to three months, and with immaterial risk of change in value. Revenues generated by these investments are recorded as financial income.

#### 4) TRADE ACCOUNTS RECEIVABLE

	Company		Consoli	dated
	06/30/18	12/31/17	06/30/18	12/31/17
Billed amounts	7,010,625	6,642,523	6,916,148	6,753,621
Unbilled amounts	2,072,500	2,137,645	2,480,624	2,481,364
Interconnection amounts	854,164	835,085	880,783	859,819
Amounts from related parties				
(Note 27)	173,190	175,201	194,162	201,021
Gross accounts receivable	10,110,479	9,790,454	10,471,717	10,295,825
Estimated impairment losses	(1,223,311)	(1,209,369)	(1,521,578)	(1,433,471)
Total	8,887,168	8,581,085	8,950,139	8,862,354
Current	8,705,375	8,413,403	8,619,214	8,588,466
Non-current	181,793	167,682	330,925	273,888

Consolidated balances of non-current trade accounts receivable include:

• R\$135,156 at June 30, 2018 (R\$122,651 at December 31, 2017), relating to the business model of resale of goods to legal entities, receivable within 24 months. At June 30, 2018, the impact of the present-value adjustment was R\$15,942 (R\$16,011 at December 31, 2017).

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• R\$46,637, at June 30, 2018 (R\$45,031, at December 31, 2017), net of the present value adjustment relating to the portion of accounts receivable arising from negotiations on the bankruptcy process of companies from the OI group. At June 30, 2018, the impact of the present-value adjustment was R\$13,929 (R\$15,535 at December 31, 2017).

• R\$149,132, at June 30, 2018 (R\$106,206, at December 31, 2017), relating to "Soluciona TI", traded by TData, which consists of lease of IT equipment to small and medium companies and receipt of fixed installments over the contractual term. Considering the contractual terms, this product was classified as finance lease. At June 30, 2018, the impact of the present-value adjustment was R\$44,603 (R\$33,614 at December 31, 2017).

The balances of current and non-current trade accounts receivable, relating to finance lease of "Soluciona TI" product, comprise the following effects:

	Consolidated 06/30/18 12/31/	
Nominal amount receivable	501,016	434,743
Deferred financial income Present value of accounts receivable	(44,603)	(33,614)
	456,413	401,129
Estimated impairment losses	(156,120)	(154,666)
Net amount receivable	300,293	246,463
Current	151,161	140,257

Non-current	149,132	106,206
-------------	---------	---------

At June 30, 2018, the aging list of gross trade accounts receivable relating to "Soluciona TI" product is as follows:

	Consolidated		
	Nominal amount receivable	Present value of accounts receivable	
Falling due within one year Falling due between one year and six	251,149	240,637	
years	249,867	215,776	
Total	501,016	456,413	

There are no unsecured residual values resulting in benefits to the lessor nor contingent payments recognized as revenue for the year.

The aging list of trade accounts receivable, net of estimated impairment losses, is as follows:

	Co	ompany	Consolidated		
	06/30/18	12/31/17	06/30/18	12/31/17	
Falling due	6,113,359	6,557,992	6,395,731	6,635,125	
Overdue – 1 to 30 days	1,360,272	1,016,172	1,251,996	1,132,008	
Overdue – 31 to 60 days	532,056	342,779	370,034	375,176	
Overdue - 61 to 90 days	212,573	224,597	224,937	232,648	
Overdue – 91 to 120 days	232,472	96,586	244,260	105,342	
Overdue – over 120 days	436,436	342,959	463,181	382,055	
Total	8,887,168	8,581,085	8,950,139	8,862,354	

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At June 30, 2018 and December 31, 2017, no customer represented more than 10% of trade accounts receivable, net.

Changes in the estimated impairment losses for accounts receivable are as follows:

	Company	Consolidated
Balance at 12/31/16	(1,004,512)	(1,399,895)
Supplement to estimated losses, net of resersal (Note 24)	(682,800)	(728,525)
Write-off due to use	536,528	555,106
Balance at 06/30/17	(1,150,784)	(1,573,314)
Supplement to estimated losses, net of resersal	(722,285)	(752,490)
Write-off due to use	663,700	901,052
Business combinations (Note 1.c)	-	(8,719)
Balance at 12/31/17	(1,209,369)	(1,433,471)
Initial adoption IFRS 9 on 01.01.18	(332,127)	(364,456)
Supplement to estimated losses, net of resersal (Note 24)	(664,735)	(766,722)
Write-off due to use	982,920	1,043,071
Balance at 06/30/18	(1,223,311)	(1,521,578)

# 5) INVENTORIES

	Company 06/30/18 12/31/17		Conso 06/30/18	lidated 12/31/17
	00/30/18	12/31/17	00/30/10	12/31/17
Materials for resale (1)	403,034	302,235	428,381	325,850
Materials for consumption	89,273	55,448	90,465	57,740
Other inventories	7,908	7,822	9,364	7,822
Gross total	500,215	365,505	528,210	391,412
Estimated losses from impairment or obsolescence (2)	(35,881)	(40,794)	(36,852)	(42,657)
Total	464,334	324,711	491,358	348,755

(1) This includes, among others, mobile phones, simcards (chip) and IT equipment in stock.

(2) Additions and reversals of estimated impairment losses and inventory obsolescence are included in cost of goods sold (Note 24).

# 6) INCOME AND SOCIAL CONTRIBUTION TAXES

### a) Income and Social Contribution taxes recoverable

This refers to prepayments of income and social contribution taxes recoverable, which will be offset against federal taxes to be determined in the future.

	Compan	у	Consolidat	ted
	06/30/18	12/31/17	06/30/18	12/31/17
Income taxes recoverable Social contribution taxes	434,664	348,113	482,056	428,524
recoverable	15,450	53,146	41,111	77,011
Total	450,114	401,259	523,167	505,535

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Current	450,114	401,259	523,167	505,535				
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# b) Income and Social Contribution taxes payable

	Company	y	Consolidated		
	06/30/18	12/31/17	06/30/18	12/31/17	
Income taxes payable	-	-	218,038	3,267	
Social contribution taxes payable	32,979	-	114,555	1,212	
Total	32,979	-	332,593	4,479	

# c) Deferred taxes

Deferred income and social contribution tax assets are computed considering expected generation of taxable profit, which were based on a technical feasibility study, approved by the Board of Directors.

Significant components of deferred income and social contribution taxes are as follows:

Company Balances at Income Comprehensive Balances at Income Comprehensive Balances 12/31/16 statement income 06/30/17 statement income at 12/31/17

	209	,ag			0 11	
<b>Deferred</b> tax						
assets						
(liabilities)						
Income and						
social						
contribution						
taxes on tax	1 070	0.001		F 077	500 470	500 750
losses (1)	1,376	3,901	-	5,277	583,473	- 588,750
Income and						
social						
contribution						
taxes on						
temporary						
differences (2)	(90,071)	(497,710)	(1,463)	(589,244)	(766,481)	57,650 (1,298,075) (1
Provisions for						
legal, labor, tax						
civil and						
regulatory						
contingencies	2,221,055	90,499	-	2,311,554	(56,467)	- 2,255,087
Trade accounts					-	
payable and other						
provisions	608,158	41,368	-	649,526	(61,232)	- 588,294
Customer		,		,	( , ,	, ,
portfolio and						
trademarks	313,091	(27,479)	-	285,612	(31,195)	- 254,417
Estimated losses	010,001	(_,,)		200,012	(01,100)	201,117
on impairment of						
accounts						
receivable	341,535	49,732	_	391,267	19,920	- 411,187
Estimated losses	541,555	43,752		551,207	13,320	- 411,107
from modems						
and other P&E						
	282,267	(70.027)		211 220	(11 906)	100 424
items Dension plana	202,207	(70,937)	-	211,330	(11,896)	- 199,434
Pension plans						
and other						
post-employment	100 100	7 74 0		110 101	0 700	FF 400 174 001
benefits	108,403	7,718	-	116,121	2,780	55,480 174,381
Profit sharing	123,911	(34,856)	-	89,055	11,588	- 100,643
				(		
Licenses	(1,420,556)	(108,164)	-	(1,528,720)	(108,166)	- (1,636,886)
Effects of						
goodwill						
generated in the						
merger of Vivo						
Part.	(864,320)	(5,460)	-	(869,780)	(1)	- (869,781)
Goodwill from	,	-		,		
Spanish and						
Navytree	(337,535)	-	-	(337,535)	-	- (337,535)
Goodwill from	( , -)					( ,  ,  ,  ,  ,  ,  ,  ,  ,  ,  ,  ,  ,
Vivo Part.	(1,005,120)	(83,602)	-	(1,088,722)	(83,601)	- (1,172,323)
	(522,228)	(348,152)	-	(870,380)	(348,153)	- (1,218,533)
	(===,==0)	(= : •, : •=)		(2. 0,000)	(= : = , : = = )	(1,210,000)

Goodwill from GVT Part. Technological Innovation Law Property, plant and equipment of small value Income and social contribution taxes on other temporary	(140,940) -	27,346 -	-	(113,594) -	16,061 -	-	(97,533) -
differences (3) Total deferred tax assets (liabilities), non current	202,208 (88,695)	(35,723) (493,809)	(1,463) <b>(1,463)</b>	165,022 ( <b>583,967)</b>	(116,119) (183,008)	2,170 <b>57,650</b>	51,073 ( <b>709,325)</b> (1
Deferred tax	(00,000)	(100,000)	(1,100)	(000,001)	(100,000)		(100,000)
assets Deferred tax	4,425,658			4,489,958			4,916,768
liabilities Deferred tax assets	(4,514,353)			(5,073,925)			(5,626,093)
(liabilities), net	(88,695)			(583,967)			(709,325)
Represented in the balance sheet as follows: Deferred tax assets Deferred tax	-			-			-
liabilities	(88,695)			(583,967)			(709,325)

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### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

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					Co	nsolidated	Pusinasa
	Balances at 12/31/16		Comprehensive income		Income ( statement	Comprehensive income	Business combination (Note 1 c) 0
Deferred tax assets (liabilities) Income and social contribution taxes on tax losses (1) Income and social contribution taxes on	14,071	3,130	-	17,201	707,281	-	69,451
<b>temporary</b> <b>differences (2)</b> Provisions for legal, labor, tax civil and	13,426	(478,482)	(1,463)	(466,519)	(773,334)	59,655	48,434
regulatory contingencies Trade accounts	2,230,336	97,945	-	2,328,281	(29,546)	-	-
payable and other provisions Estimated losses on impairment of	677,123	37,556	-	714,679	(63,262)	-	-
accounts receivable Customer portfolio and	358,805	53,235	-	412,040	22,920	-	-
trademarks	313,092	(27,479)	-	285,613	(31,195)	-	-

Estimated losses from modems and other P&E items Pension plans and other post-employment benefits	284,677 108,419	(71,323) 7,718	-	213,354 116,137	(12,413) 912	- 57,485	-
Profit sharing	125,256	(35,273)	-	89,983	20,063	-	-
Licenses Effects of goodwill generated in the acquisition of	(1,420,556)	(108,164)	-	(1,528,720)	(108,166)	-	-
Vivo Part. Goodwill from Spanish and	(864,320)	(5,460)	-	(869,780)	(1)	-	-
Navytree	(337,535)	-	-	(337,535)	-	-	-
Goodwill from Vivo Part. Goodwill from	(1,005,120)	(83,602)	-	(1,088,722)	(83,601)	-	-
GVTPart.	(522,228)	(348,152)	-	(870,380)	(348,153)	-	-
Technological Innovation Law Property, plant and equipment of	(140,940)	27,346	-	(113,594)	16,061	-	-
small value Income and social contributior taxes on other temporary	-	-	-	-	-	-	-
differences (3) Total deferred tax assets	206,417	(22,829)	(1,463)	182,125	(156,953)	2,170	48,434
(liabilities), non current	27,497	(475,352)	(1,463)	(449,318)	(66,053)	59,655	117,885
Deferred tax assets	4,541,952			4,609,413			
Deferred tax liabilities Deferred tax	(4,514,455)			(5,058,731)			
assets (liabilities), net	27,497			(449,318)			
Represented in the balance sheet as follows:							
	27,497			134,649			

Deferred tax assets Deferred tax liabilities

(583,967)

(1) This refers to the amounts recorded which, in accordance with Brazilian tax legislation, may be offset to the limit of 30% of the tax bases computed for the following years, with no expiry date. In 2017, there were increases of R\$587,374 in the Company and R\$779,862 in the consolidated, consisting of R\$587,374 of the Company and R\$192,488 of Terra Networks and POP.

(2) This refers to amounts that will be realized upon payment of provisions, occurance of impairment losses for trade accounts receivable, or realization of inventories, as well as upon reversal of other provisions.

(3) These refer to deferred taxes arising from other temporary differences, such as provision for loyalty program, accelerated accounting depreciation, estimated impairment losses on inventories, derivative financial instruments, deferred income, renewal of licenses subsidy on the sale of mobile phones, among others.

### (4) Includes deferred social contribution tax amounts on the adoption of IFRS 9 and 15.

At June 30, 2018, deferred tax credits (income and social contribution tax losses) were not recognized in indirect subsidiaries' (Innoweb and TGLog) accounting records, in the amount of R\$12,897 (R\$11,938 at December 31, 2017), as it is not probable that future taxable profits will be available for these subsidiaries to benefit from such tax credits.

### d) Reconciliation of income tax and social contribution expense

The Company and its subsidiaries recognize income and social contribution taxes on a monthly basis, on an accrual basis, and pay the taxes based on estimates, in accordance with the trial balances for tax-reduction/tax-suspension purposes. Taxes calculated on profits until the month of the financial statements are recorded in liabilities or assets, as applicable.

Reconciliation of the reported tax expense and the amounts calculated by applying the statutory tax rate of 34% (income tax of 25% and social contribution tax of 9%) is shown in the table below for the six-month periods ended June 30, 2018 and 2017.

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# Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

# Three and six-month periods ended June 30, 2018

### (In thousands of *Reais*, unless otherwise stated)

		у		
	Three-month 06.30.18	periods ended 06.30.17	Six-month pe 06.30.18	riods ended 06.30.17
Income before taxes Income and social	4,347,390	1,169,454	5,678,828	2,365,091
contribution tax expenses, at the tax rate of 34% <u>Permanent differences</u> Equity pickup, net of effects from interest on equity	(1,478,113)	(397,614)	(1,930,802)	(804,131)
from interest on equity received (Note 11) Unclaimed interest on	196,823	89,395	389,919	144,427
equity	(14,426)	-	(14,426)	(10,319)
Non-deductible expenses, gifts, incentives Tax benefit related to	(11,824)	(19,362)	(21,407)	(38,234)
interest on equity allocated	136,000	32,300	136,000	212,500
Other (additions) exclusions	(9,553)	(1,251)	26,204	(215)
Total	(1,181,093)	(296,532)	(1,414,512)	(495,972)
Effective rate	27.2%	25.4%	24.9%	21.0%
Current income and social contribution taxes Deferred income and social	(32,978)	38,428	(33,187)	(2,163)
contribution taxes	(1,148,115)	(334,960)	(1,381,325)	(493,809)

	Consolidate	d	
Three-month peri	ods ended	Six-month perio	ds ended
06.30.18	06.30.17	06.30.18	06.30.17

	4,661,707	1,307,452	6,285,724	2,588,167
Income and social				
contribution tax expenses,				
at the tax rate of 34%	(1,584,980)	(444,534)	(2,137,146)	(879,977)
Permanent differences Equity pickup, net of effects				
from interest on equity				
received (Note 11)	21	185	213	459
Unclaimed interest on				
equity	(14,426)	-	(14,426)	(10,319)
Non-deductible expenses,	(07.010)	(10,000)		(40, 100)
gifts, incentives Tax benefit related to	(27,213)	(19,892)	(38,054)	(40,168)
interest on equity allocated	136,000	32,300	136,000	212,500
	,	,	,	,
Other (additions) exclusions	(4,812)	(2,589)	32,005	(1,543)
Total	(1,495,410)	(434,530)	(2,021,408)	(719,048)
Effective rate	32.1%	33.2%	32.2%	27.8%
Current income and social	021170	001270	0212/0	271070
contribution taxes	(353,170)	(100,781)	(663,414)	(243,696)
Deferred income and social				
contribution taxes	(1,142,240)	(333,749)	(1,357,994)	(475,352)

# 7) TAXES, CHARGES AND CONTRIBUTIONS RECOVERABLE

	Compar	ny	Consc	blidated
	06/30/18	12/31/17	06/30/18	12/31/17
State VAT (ICMS) (1) Withholding taxes and	2,460,813	2,438,272	2,463,452	2,450,856
contributions (2)	67,389	212,264	72,163	238,355
PIS and COFINS	3,869,950	66,335	3,934,602	85,098
INSS, ISS and other taxes	37,062	8,232	37,376	27,431
Total	6,435,214	2,725,103	6,507,593	2,801,740
Current	1,843,176	1,984,999	1,856,724	2,058,455
Non-current	4,592,038	740,104	4,650,869	743,285

# Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

### Three and six-month periods ended June 30, 2018

### (In thousands of *Reais*, unless otherwise stated)

(1) This includes credits of ICMS arising from the acquisition of property and equipment (subject to offsetting in 48 months); requests for refund of ICMS, which was paid under invoices that were cancelled subsequently; for the rendering of services; tax substitution; and tax rate difference; among others. Non-current consolidated amounts include credits arising from the acquisition of property and equipment of R\$478,942 and R\$423,588 on June 30, 2018 and December 31, 2017, respectively.

(2) This refers to credits on withholding income tax (IRRF) on short-term investments, interest on equity and others, which are used as deduction in operations for the period and social contribution tax withheld at source on services provided to public agencies.

The balances of June 30, 2018 include the tax credits of PIS and COFINS monetarily restated by SELIC, in the amounts of R\$3,783,625 (Company) and R\$3,842,455 (Consolidated), arising from the final judicial process in Superior Court of Justice on March 20, 2018, in favor of the Company and its subsidiary TData, which recognized the right to deduct ICMS from the basis of calculation of PIS and COFINS contributions for the period from September 2003 to July 2014 (see notes 25 and 26).

The Company has four other lawsuits of the same nature in progress (including lawsuits of companies that have already been merged - Vivo, GVT and Telemig), which cover several periods between December 2001 and June 2017, whose amounts are being measured.

# 8) JUDICIAL DEPOSITS AND GARNISHMENTS

In some situations, in connection with a legal requirement or to suspension of tax liability, judicial deposits are made to secure the continuance of the claims under discussion. These judicial deposits may be required for claims where the likelihood of loss was analyzed by the Company and its subsidiaries,

grounded on the opinion of its legal advisors as a probable, possible or remote loss.

	Compar	ıy	Consolida	ated
	06/30/18	12/31/17	06/30/18	12/31/17
Judicial deposits				
Tax	3,159,722	4,074,517	3,319,152	4,230,917
Labor	508,223	864,022	528,062	885,338
Civil	1,140,455	1,203,297	1,142,776	1,205,807
Regulatory	204,435	200,627	206,624	200,627
Total	5,012,835	6,342,463	5,196,614	6,522,689
Garnishments	114,743	137,823	117,853	141,116
Total	5,127,578	6,480,286	5,314,467	6,663,805
Current	301,521	324,465	301,743	,
Non-current	4,826,057	6,155,821	5,012,724	6,339,167

On June 30, 2018, the Company recorded a write-off of R\$232 million resulting from the conclusion of a judicial deposit reconciliation process, with the support of a specialized company, in which information was obtained from banks and the judiciary and reconciled with the accounting records of the Company.

On June 30, 2018, the Company and its subsidiaries had a number of tax-related judicial deposits in the consolidated amount of R\$3,319,152 (R\$4,230,917 at December 31, 2017). In Note 18, we provide further details on issues arising from the most significant judicial deposits.

The table below presents the composition of the balances as at June 30, 2018 and December 31, 2107 of the tax judicial deposits (segregated and summarized by tribute).

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# Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

### Three and six-month periods ended June 30, 2018

### (In thousands of *Reais*, unless otherwise stated)

	Consolida	ated
	06/30/18	12/31/17
Contribution to Empresa Brasil de Comunicação (EBC)	1,368,249	1,238,068
Telecommunications Inspection Fund (FISTEL)	44,032	1,161,061
Corporate Income Tax (IRPJ) and Social Contribution Tax (CSLL)	541,090	518,474
Universal Telecommunication Services Fund (FUST)	492,653	484,649
Social Contribution Tax for Intervention in the Economic Order		
(CIDE)	274,668	270,612
State Value-Added Tax (ICMS)	290,315	273,264
Social Security, work accident insurance (SAT) and funds to third		
parties (INSS)	140,502	134,688
Withholding Income Tax (IRRF)	46,636	45,846
Contribution tax on gross revenue for Social Integration Program		
(PIS) and for Social Security Financing (COFINS)	39,730	37,965
Other taxes, charges and contributions	81,277	66,290
Total	3,319,152	4,230,917

A brief description of the main tax-related judicial deposits is as follows:

### <u>Contribution to Empresa Brasil de Comunicação (EBC)</u>

On behalf of its members, Sinditelebrasil (Union of Telephony, and Mobile and Personal Services) is challenging in court payment of the Contribution to Foster Public Radio Broadcasting to EBC, introduced by Law No. 11.652/2008. The Company and TData, as union members, made court deposits relating to that contribution.

# <u>Telecommunications Inspection Fund (FISTEL)</u>

The Company has legal proceedings involving the collection by ANATEL of the Installation Inspection Fee ("TFI") on the renewal of the licenses.

In the second quarter of 2018, the judicial discussion regarding the exclusion of the calculation basis of the Installation Inspection Fee ("TFI") and Inspection and Operation Fee ("TFF") of mobile (cellular) stations that are not owned by the Company was unfavorable to the Company after it withdrew its appeal. Consequently, the amounts of R\$1,126,810 deposited judicially were handed over to ANATEL.

# 9) PREPAID EXPENSES

	Compa	ny	Consolida	ted
	06/30/18	12/31/17	06/30/18	12/31/17
Fistel Fee (1)	536,590	-	536,590	-
Advertising and publicity	176,460	335,700	176,460	336,295
Insurance	24,181	36,672	24,361	36,941
Rental	34,671	29,713	34,671	29,713
Software and networks				
maintenance	50,242	7,422	53,592	12,375
Incremental costs - IFRS 15				
(2)	208,879	-	208,879	-
Taxes, financial charges,				
personal and other	78,586	37,475	95,105	54,231
Total	1,109,609	446,982	1,129,658	469,555
Current	1,020,507	425,298	1,037,835	446,439
Non-current	89,102	21,684	91,823	23,116

### Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

### Three and six-month periods ended June 30, 2018

#### (In thousands of *Reais*, unless otherwise stated)

(1) Refers to the remaining portion of the Inspection and Operation Fee amounts paid in March and April of 2018, based on the 2017 fiscal year, which will be amortized to the result until the end of the year.

(2) Refers to the incremental costs arising from the adoption of IFRS 15 (Note 2.b).

### 10) OTHER ASSETS

	Company	y	Consolidat	ed
	06/30/18	12/31/17	06/30/18	12/31/17
Advances to employees and				
suppliers	101,250	53,103	110,120	58,456
Related-party receivables				
(Note 27)	301,354	557,211	117,742	166,733
Receivables from suppliers	94,924	114,015	94,924	114,015
Surplus from post-employment				
benefit plans (Note 29)	9,877	9,616	10,106	9,833
Other amounts receivable	22,578	54,282	20,105	61,295
Total	529,983	788,227	352,997	410,332
Current	468,146	701,882	290,574	321,397
Non-current	61,837	86,345	62,423	88,935

#### **11) INVESTMENTS**

### a) Information on investees

The information related to subsidiaries and joint ventures entities is the same as in Note <u>11) Investments</u>, as disclosed in the financial statements for the fiscal year ended December 31, 2017.

Below is a summary of significant financial data on the Company's investees:

	06/30/18							2/31/17	
	Consoli wholly-c					Consolidated wholly-owned			
	subsid		Joir	nt venture	es Cia	subsid		Joi	nt ve
	TData	POP	Aliança	Cia AIX	ACT		POP	Aliança	Cia
Equity interest	100.00%	100.00%	50.00%	50.00%	50.00%	100.00%	100.00%	50.00%	50.
Summary of balance sheets:	<u>.</u>								
Current assets	3,539,809	40,943	189,681	24,885	17	2,928,721	33,566	167,540	22
Non-current assets	870,397	54,339	-	12,532	-	749,694	52,761	-	13
Total assets	4,410,206	95,282	189,681	37,417	17	3,678,415	86,327	167,540	35
Current liabilities	2,479,193	51,742	91	4,314	1	1,893,271	47,337	58	4
Non-current liabilities	175,788	10	-	4,837	-	185,794	24	-	4
Equity	1,755,225	43,530	189,590	28,266	16	1,599,350	38,966	167,482	26
Total liabilities and equity	4,410,206	95,282	189,681	37,417	17	3,678,415	86,327	167,540	35
Investment book value	1,755,225	43,530	94,795	14,133	8	1,599,350	38,966	83,741	13

	Six-month periods ended								
			06	.30.17					
	Consolid	ated				Consolio	dated		
	wholly-ov	vned				wholly-o	wned		
	subsidia	ries	Joir	nt ventures	S	subsidia	aries	Joir	nt ve
					Cia				
Summary of Income Statements:	TData	POP	Aliança	Cia AIX	ACT	TData	POP	Aliança	Cia
Net operating income	3,596,301	15,619	-	22,825	40	1,237,179	14,820	-	22
Operating costs and expenses	(1,915,234)	(8,355)	(83)	(22,150)	(40)	(636,244)	(8,939)	14	(20,
Financial income (expenses), net	64,567	190	17	532	-	38,918	777	12	Ì
Income and social contribution taxes	(604,100)	(2,795)	-	113	-	(220,348)	(2,728)	-	(
Net income (loss) for the period	1,141,534	4,659	(66)	1,320	-	419,505	3,930	26	2
Equity pickup	1,141,534	4,659	(33)	660	-	419,505	3,930	13	1

# Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

### Three and six-month periods ended June 30, 2018

### (In thousands of *Reais*, unless otherwise stated)

### b) Changes in investments

	TData Consolidated	POP Consolidated	Aliança	AIX	ACT	Goodwill (1)	Other investments (2)	Total investments - Company E
Balances at 12/31/16 Equity pick-up Dividends and interest	<b>1,079,464</b> 419,505	<b>29,888</b> 3,930	<b>72,510</b> 13	<b>11,886</b> 1,336		212,058 -	1,342 -	1,407,155( 424,784
on equity Other comprehensive	(384,588)	-	-	-	-	-	-	(384,588)
income	-	-	7,130	-	-	-	334	7,464
Balances at 06/30/17	1,114,381	33,818	79,653	13,222	7	212,058	1,676	1,454,815 ( <sup>-</sup>
Equity pick-up	873,321	5,148	(21)	251	1	<i>-</i>	-	878,700
Equity transactions Dividends and interest	(59,029)	-	-	-	-	-	-	(59,029)
on equity Other comprehensive	(323,206)	-	-	-	-	-	-	(323,206)
income	(6,117)	-	4,109	-	-	-	4	(2,004)
Balances at 12/31/17	1,599,350	38,966	83,741	13,473	8	212,058	1,680	1,949,276(
Equity pick-up Dividends and interest	1,141,534	4,659	(33)	660	-	-	-	<b>1,146,820</b> (
on equity Other comprehensive	(963,503)	-	-	-	-	-	-	(963,503)
income	(22,156)	(95)	11,087	-	-	-	(151)	(11,315)
Balances at 06/30/18	1,755,225	43,530	94,795	14,133	8	212,058	1,529	2,121,278 (

(1) Goodwillfrom partial spin-off of "Spanish and Figueira", which was reversed to the Company upon merger with Telefônica Data Brasil Holding S.A. (TDBH) in 2006.

(2) Other investments (tax incentives and interest held in companies) are measured at fair value.

# 12) PROPERTY, PLANT AND EQUIPMENT

# a) Breakdown, changes and depreciation rates

	Switching			Comp	any		Assets	
	and transmission equipment	Terminal equipment / modems	Infrastructure	Land	Other P&E	Estimated losses (1)	and facilities under construction	Т
<u>Annual</u> depreciation rate (%)	2.50 to 25.00	6.67 to 66.67	2.50 to 66.67		10.00 to 25.00			
<u>Balances</u> <u>and</u> <u>changes:</u> Balance at								
12/31/16 Additions Write-offs,	<b>22,231,625</b> 17,364	<b>2,581,179</b> 58,206	<b>3,715,494</b> 27,967	315,719 -	<b>778,048</b> 99,960	<b>(485,386)</b> (30,317)	<b>2,700,870</b> 2,329,641	<b>31,837,</b> 2,502,8
net Net	(70,367)	(131)	(6,479)	(1,914)	(630)	67,880	(12,984)	(24,6
transfers	1,739,618	670,603	308,961	-	2,329	132,578	(2,836,657)	17,4
Depreciation (Note 24) <b>Balance at</b>	(1,529,531)	(640,994)	(270,637)	-	(160,817)	-	-	(2,601,9
06/30/17 Additions	<b>22,388,709</b> 25,633	<b>2,668,863</b> 82,926	<b>3,775,306</b> 63,193	<b>313,805</b> 550	<b>718,890</b> 139,029	<b>(315,245)</b> (6,961)	<b>2,180,870</b> 3,733,011	<b>31,731</b> , 4,037,
Write-offs, net Net	(18,397)	(7,471)	(212)	(2)	(1,941)	94,344	(4,543)	61,
transfers	1,894,675	800,828	310,047	-	13,124	-	(3,055,315)	(36,6
Depreciation Balance at	(1,481,647)	(825,465)	(270,652)	-	(103,420)	-	-	(2,681,1
12/31/17 Additions Write-offs,	<b>22,808,973</b> 8,747	<b>2,719,681</b> 74,510	<b>3,877,682</b> 37,563	<b>314,353</b> 550	<b>765,682</b> 73,802	<b>(227,862)</b> (8,565)	<b>2,854,023</b> 2,857,497	<b>33,112,</b> 3,044,
net	(13,250)	(131)	(7,235)	-	(1,417)	12,886	(15,072)	(24,2

Net transfers	2,775,838	143,192	208,409	-	19,153	-	(3,171,380)	(24,7
Depreciation (Note 24)	(1,615,930)	(697,251)	(274,998)	-	(149,390)	-	-	(2,737,5
Balance at 06/30/18	23,964,378	2,240,001	3,841,421	314,903	707,830	(223,541)	2,525,068	33,370,
At 12/31/17								
Cost	74,092,109	16,797,604	15,628,384	314,353	4,404,945	(227,862)	2,854,023	113,863,
Accumulated depreciation	(51,283,136)	(14,077,923)	(11,750,702)	-	(3,639,263)	-	-	(80,751,0
Total	22,808,973	2,719,681	3,877,682	314,353	765,682	(227,862)	2,854,023	33,112,
At 06/30/18								
Cost	76,775,940	16,876,458	15,785,326	314,903	4,487,727	(223,541)	2,525,068	116,541,
Accumulated depreciation	(52,811,562)	(14,636,457)	(11,943,905)	-	(3,779,897)	-	-	(83,171,8
Total	23,964,378	2,240,001	3,841,421	314,903	707,830	(223,541)	2,525,068	33,370,
	Switching and transmission equipment	Terminal equipment /	Infrastructure	Consol	Other	Estimated losses (1)	Assets and facilities under construction	т
<u>Annual</u> depreciation rate (%)	2.50 to 25.00	6.67 to	2.50 to 66.67		10.00 to 25.00			
<u>Balances</u> <u>and</u> <u>changes:</u> Balance at								
12/31/16 Additions Write-offs,	<b>22,231,874</b> 17,364		<b>3,725,207</b> 27,967	315,719 -	105 000	<b>(485,575)</b> (30,399)	<b>2,730,030</b> 2,330,383	<b>31,924,</b> 2,509,4
net Net	(70,367)	(131)	(6,754)	(1,914)	(581)	67,960	(13,538)	(25,3
transfers	1,739,618	670,603	308,961	-	20,964	132,578	(2,855,292)	17,4
Depreciation	(1 500 500)	(642 500)	(272.002)		(171 101)			(2 615 2

(Note 24)

(1,529,588)

22,388,901

(642,590)

2,674,395

(272,092)

3,783,289

-

(2,615,3 (171,101) 774,577 (315,436) 2,191,583

Balance at 06/30/17 Additions	25,635	82,926	63,193	<b>313,805</b> 550	153,681	(6,975)	3,755,104	<b>31,811,</b> 4,074,
Write-offs, net Net	(18,399)	(7,471)	(212)	(2)	(1,941)	94,359	(5,359)	60,9
transfers	1,894,675	800,828	310,047	-	13,129	-	(3,055,320)	(36,6
Depreciation Business Combination	(1,481,703)	(826,346)	(272,362)	-	(113,882)	-	-	(2,694,2
(Note 1.c) Balance at	-	-	1,342	-	4,888	-	817	7,0
<b>12/31/17</b> Additions Write-offs,	<b>22,809,109</b> 8,747	<b>2,724,332</b> 74,510	<b>3,885,297</b> 37,563	<b>314,353</b> 550	<b>830,452</b> 101,918	<b>(228,052)</b> (8,565)	<b>2,886,825</b> 2,838,034	<b>33,222,</b> 3,052,
net Net	(13,248)	(131)	(7,364)	-	(1,417)	12,886	(15,072)	(24,3
transfers	2,775,838	143,192	209,149	-	(150)	-	(3,152,890)	(24,8
Depreciation (Note 24) Balance at	(1,615,967)	(697,682)	(276,689)	-	(162,445)	-	-	(2,752,7
06/30/18	23,964,479	2,244,221	3,847,956	314,903	768,358	(223,731)	2,556,897	33,473,
At 12.31.17								
Cost	74,100,056	16,845,903	15,728,808	314,353	4,687,395	(228,052)	2,886,825	114,335,
Accumulated depreciation	(51,290,947)	(14,121,571)	(11,843,511)	-	(3,856,943)	-	-	(81,112,9
Total	22,809,109	2,724,332	3,885,297	314,353	830,452	(228,052)	2,886,825	33,222,:
At 06.30.18								
Cost	76,783,887	16,924,757	15,885,448	314,903	4,779,732	(223,731)	2,556,897	117,021,
Accumulated depreciation	(52,819,408)	(14,680,536)	(12,037,492)	-	(4,011,374)	-	-	(83,548,8
Total	23,964,479	2,244,221	3,847,956	314,903	768,358	(223,731)	2,556,897	33,473,
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### Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

Three and six-month periods ended June 30, 2018

(In thousands of *Reais*, unless otherwise stated)

(1) The Company and its subsidiaries recognized estimated losses for potential obsolescence of materials used in property and equipment maintenance, based on levels of historical use and expected future use.

### b) Property and equipment items pledged in guarantee

At June 30, 2018, the Company had consolidated amounts of property and equipment items pledged in guarantee for lawsuits, amounting to R\$159,766 (R\$176,591 at December 31, 2017).

# c) <u>Reversible assets</u>

The STFC service concession arrangement establishes that all assets owned by the Company and that are indispensable to the provision of the services described in the referred to arrangement are considered "reversible" (returnable to the concession authority). At June 30, 2018, estimated residual value of reversible assets was R\$8,746,928 (R\$8,763,355 at December 31, 2017), which comprised switching and transmission equipment and public use terminals, external network equipment, energy, system and operational support equipment.

### d) Finance lease

At June 30, 2018, classes of switching and transmission equipment, infrastructure and other assets included the net residual amounts of R\$276,083 (R\$280,103 as at December 31, 2017), in which the

Company is a lessee of financial leasing operations.

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# Telefônica Brasil S. A.

### NOTES TO THE QUARTERLY FINANCIAL STATEMENTS

Three and six-month periods ended June 30, 2018

(In thousands of *Reais*, unless otherwise stated)

# **13) INTANGIBLE ASSETS**

# a) Breakdown, changes and amortization rates

	Indofinito		Company						
	Indefinite useful life	Finite useful life Other Estimated Softwa							
	Goodwill (1)	Software	Customer portfolio	Trademarks	Licenses	intangible	losses for		
<u>Annual</u> amortization rate (%)		20.00	11.76	5.13	3.60 to 6.67	20.00			
<u>Balances</u> <u>and</u> <u>changes:</u> Balance at									
12/31/16 Additions Write-offs,	22,850,363 -	<b>2,693,207</b> 148,917	2,561,220 -	1,157,820 -	14,897,968 -	<b>50,698</b> 79		<b>63,425</b> 457,050	
net Net	-	(3,037)	-	-	-	-	-		
transfers	-	299,684	-	-	-	(24,171)	31	(292,976)	
Amortization (Note 24) Balance at	-	(480,434)	(296,640)	(42,102)	(464,182)	(3,035)	-		
06/30/17 Additions	22,850,363 -	<b>2,658,337</b> 111,860	2,264,580 -	1,115,718 -	14,433,786 -	<b>23,571</b> 128	• • •	<b>227,499</b> 643,735	

Write-offs, net	-	(4,388)	-	-	-	-	4,051	
Net transfers	-	401,861	-	-	-	(126)	-	(365,094)
Amortization	-	(463,270)	(285,717)	(42,103)	(464,180)	(2,625)	-	-
Balance at 12/31/17 Additions	22,850,363 -	<b>2,704,400</b> 127,667	1,978,863 -	1,073,615 -	13,969,606 -	<b>20,948</b>	(499)	<b>506,140</b> 493,027
Write-offs, net Net	-	(16)	-	-	-	-	-	
transfers	-	235,110	-	-	-	-	-	(210,322)
Amortization (Note 24) Balance at	-	(476,912)	(274,794)	(42,102)	(460,038)	(2,432)	-	
06/30/18	22,850,363	2,590,249	1,704,069	1,031,513	13,509,568	18,516	(499)	788,845
At 12/31/17								
Cost	22,850,363	14,966,763	4,513,278	1,658,897	20,237,572	238,193	(499)	506,140
Accumulated amortization	-	(12,262,363)	(2,534,415)	(585,282)	(6,267,966)	(217,245)	-	
Total	22,850,363	2,704,400	1,978,863	1,073,615	13,969,606	20,948	(499)	506,140
At 06/30/18								
Cost	22,850,363	15,320,991	4,513,278	1,658,897	20,237,573	238,194	(499)	788,845
Accumulated amortization	-	(12,730,742)	(2,809,209)	(627,384)	(6,728,005)	(219,678)	-	
Total	22,850,363	2,590,249	1,704,069	1,031,513	13,509,568	18,516	(499)	788,845

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