# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, DC 20549

FORM 8-K/Amendment No. 1
CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
Date of report (Date of earliest event reported) April 30, 1996

MASTEC, INC.

> (Exact Name of Registrant as Specified in Charter)

(Former Name or Former Address, if Changed Since Last Report)

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Item 7. Consolidated Financial Statements and Exhibits
Page (a)Consolidated Financial Statements of Business Acquired in Spanish Pesetas
Report of Independent Accountants F-3
Consolidated Balance Sheets as of December 31, 1995 and 1994
Consolidated Statements of Operations for the three years ended December 31, 1995
Consolidated Statements of Cash Flows for the three years ended December 31, 1995

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(b) Pro forma Financial Information

The following unaudited pro forma condensed consolidated financial
statements are filed with this report: F-41
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Pro Forma Condensed Consolidated Statements of Continuing Operations:
Three months ended March 31, 1996
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To the Shareholders
of Sintel, S.A.:
We have audited the accompanying consolidated balance sheets of SINTEL, S.A. AND SUBSIDIARIES as of December 31, 1995, and 1994, the related consolidated statements of income, and changes in shareholders' equity for each of the three years in the period ended December 31, 1995, and the cash flows for each of the two years in the period ended December 31, 1995 all expressed in Spanish Pesetas. These financial statements are responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with general accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Sintel, S.A. and subsidiaries as of December 31, 1994 and 1995, and the results of their operations for each of the three years in the period ended December 31, 1995 in conformity with generally accepted accounting principles in the United States.

Madrid, Spain
February 26, 1996

Sintel, S.A. and Subsidiaries
Balance sheets as of December 31, 1995 and 1994
Currency - Thousands of Pesetas
Consolidated Group

| ASSETS |  | 1995 | 1994 |
| :---: | :---: | :---: | :---: |
|  | A) DUE FROM SHAREHOLDERS FOR UNCALLED CAPITAL | - | 42,126 |
|  | B) LONG TERM ASSETS | 5,698,912 | 6,131,970 |
| I. | Intangible assets | 111,107 | 3,927 |
|  | Lease hold investments | 98,951 | - |
|  | Other intangible assets | 39,940 | 8,764 |
|  | Accumulated amortization | $(27,784)$ | $(4,837)$ |
| II. | Fixed assets (Note 6) | 2,204,842 | 2,516,120 |
|  | Land and buildings | 722,251 | 690,625 |
|  | Technical installations and machinery | 888,181 | 998,091 |
|  | Furniture | 442,829 | 422,443 |
|  | Computer hardware | 559,352 | 817,619 |
|  | Tools | 1,065,920 | 997,039 |
|  | Vehicles | 1,364,289 | 1,360,075 |
|  | Meter-reading equipment | 1,407,954 | 1,492,365 |
|  | Accumulated depreciation | $(4,245,934)$ | $(4,262,137)$ |
| III | Investments (Note 7) | 3,382,963 | 3,611,923 |
|  | Holdings carried by the equity method (Note 5) | 238,929 | 412,532 |
|  | Other investments | 9,932 | 256,289 |
|  | Loans to Telefonica Group companies (Note 18) | 2,035,445 | 2,134,122 |
|  | Other loans | 827,472 | 672,233 |
|  | Prepaid taxes (Note 15) | 839,493 | 661,468 |
|  | Long-term deposits and financial guarantees | 36,569 | 57,580 |
|  | Allowances | $(604,877)$ | $(582,301)$ |
|  | C) DEFERRED EXPENSES | 121,435 | 31,196 |

## Sintel, S.A. and Subsidiaries

Balance sheets as of December 31, 1995 and 1994
Currency - Thousands of Pesetas
Consolidated Group

ASSETS
D) CURRENT ASSETS
I. Inventories (Note 8)

Inventories
Advances
Allowances
II. Accounts receivable (Note 9)

Customer receivables
Receivable from Group companies, Telefonica (Note 18)
Receivable from associated companies, Telefonica Group (Note 18)
Receivable from associated companies, Sintel Group (Note 18)
Sundry accounts receivable
Employee receivables
Taxes receivables (Note 15)
Allowances for doubtful accounts
III Short-term investments
Loans to Telefonica group companies (Note 18)
Loans to Sintel group and associated companies (Note 18)
Other loans
Short-term deposits and guarantees provided
Allowances (Note 18)
IV. Cash
V. Prepaids expenses

TOTAL ASSETS ( $\mathrm{A}+\mathrm{B}+\mathrm{C}+\mathrm{D}$ )
19951994

| $33,856,022$ | $33,083,281$ |
| ---: | ---: |
| $3,956,706$ | $4,205,446$ |
| $-\ldots-\ldots$ | $-\ldots, \ldots$ |
| $3,156,339$ | $3,063,187$ |
| 851,522 | $1,200,751$ |
| $(51,155)$ | $(58,492)$ |
| $28,314,418$ | $25,330,437$ |
| $-\ldots-\ldots$ | $-\ldots, \ldots$ |
| $3,585,674$ | $8,538,227$ |
| $21,269,306$ | $16,116,345$ |
| $3,040,219$ | - |

3,391 17,326
423,664 715,592
209,904 211,794
359,860 512,689
$(577,600) \quad(781,536)$
$\begin{array}{rr}1,062,594 & 2,955,358 \\ -------------------\end{array}$
407,513 2,675,833
310,548
268,285
8,126
$(307,434)$
286, 853
305, 187
39,288,573

The accompanying Notes 1 to 20 are an integral part of these consolidated balance sheets.

Currency - Thousands of Pesetas
SHAREHOLDERS' EQUITY AND LIABILITIES
A) SHAREHOLDERS' EQUITY (Note 10)
I. Share capital
II. Other reserves

Unrestricted reserves
Restricted reserves
Prior years' losses

Consolidated Group

| 1995 | 1994 |
| :---: | :---: |
| $2,243,876$ | $2,438,208$ |
| $3,100,000$ | $1,100,000$ |
| 260,046 | $1,745,187$ |
| ------------7 |  |
| $4,062,334$ | $4,253,434$ |
| 321,190 | 321,190 |
| $(4,123,478)$ | $(2,829,437)$ |

III Reserves at companies consolidated by the global integration method
IV. Reserves at companies carried by the equity method
v. Translation differences

Companies consolidated by the global integration method
Companies carried by the equity method
VI. Loss

Consolidated loss
Income attributted to minority interests
B. MINORITY INTERESTS (Note 11)
C. DEFERRED INCOME
D. ACCRUED LIABILITIES (Note 12)
E. LONG-TERM DEBT
I. Bonds (Note 13)
II. Payable to banks (Note 14)

III Payable to Telefonica group and
associated companies (Notes 14 and 18)
Payable to Sintel group and associated companies (Notes 14 and 18)
IV. Other long-term payables

Accrued taxes payable (Note 15)
Other accounts payable
V. Uncalled capital payments payable

883,427 534,973

| 11,313 | $(185,732)$ |
| ---: | ---: |
| $(27,401)$ | 19,997 |
| -------------------- |  |


| $(23,527)$ | 22,184 |
| ---: | ---: |
| $(3,874)$ | $(2,187)$ |
| $(1,983,509)$ | $(776,217)$ |
| ---------1, | $(442,725)$ |
| $(153,623)$ | $(333,492)$ |
| $1,131,681$ | 971,076 |
| 1,409 | 106,873 |
| $2,795,839$ | $2,483,412$ |
| $9,600,464$ | $13,008,857$ |
| - | $2,021,874$ |


| 7,909, 237 | 10, 209, 194 |
| :---: | :---: |
| - | 65,339 |
| 1,515,101 | 712,450 |
| 1,454,290 | 712,450 |
| 60,811 |  |


|  | Currency - Thousands of Pesetas | Consolidated Group |  |
| :---: | :---: | :---: | :---: |
|  | SHAREHOLDERS' EQUITY AND LIABILITIES | 1995 | 1994 |
|  | F. CURRENT LIABILITIES | 23,659,864 | 20,280,147 |
| I. | Bonds (Note 13) | 2,044,231 | 22,500 |
| II. | Payable to banks | 3,911,900 | 4,462,908 |
|  | Loans and other debts (Note 14) | 3,757,136 | 4,331,825 |
|  | Interest payable | 154,764 | 131, 083 |
| III | Payable to Telefonica and Sintel group and associated companies | 913,582 | 459,179 |
|  | Payable to Telefonica group companies (Note 18) | 459, 075 | 221, 223 |
|  | Payable to Sintel group companies (Note 18) | - | 13, 711 |
|  | Payable to Telefonica associated companies | 451,584 | 224,199 |
|  | Payable to Sintel associated companies | 2,923 | 46 |
| IV. | Trade accounts payable | 14,274,828 | 12,459,101 |
|  | Billings in excess of cost (Note 18) | 2,033,540 | 1,946,795 |
|  | Payable for purchases or services | 5,758,161 | 6,400,638 |
|  | Notes payable | 6,483,127 | 4,111,668 |
| v. | Other nontrade payables | 2,515,323 | 2,876,459 |
|  | Accrued taxes payable (Note 15) | 1,498,196 | 1,906,920 |
|  | Compensation payable | 872,825 | 854,217 |
|  | Other accounts payable | 144,302 | 115,322 |
|  | G. ACCRUED LIABILITIES (Note 18) | 243,236 | - |
|  | TOTAL SHAREHOLDERS' INVESTMENT AND |  |  |
|  | LIABILITIES ( $\mathrm{A}+\mathrm{B}+\mathrm{C}+\mathrm{D}+\mathrm{E}+\mathrm{F}+\mathrm{G}$ ) | 39,676,369 | 39,288,573 |

The accompanying Notes 1 to 20 are an integral part of these consolidated balance sheets.

Sintel, S.A. and Subsidiaries
Consolidated statements of operations
for the years ended December 31, 1995, 1994 and 1993

Currency - Thousands of Spanish Pesetas
DEBITS $1995 \quad 1994 \quad 1993$
EXPENSES
Reduction in inventories - $\quad 1,642,9831,051,534$

Procurements
Purchases from Telefonica Group companies (Note 18)
Purchases
Variation in raw materials and other supplies
Work performed by Telefonica group companies (Note 18)
Work performed by other companies
Personnel expenses (Note 18)
Period depreciation and amortization
Intangible assets
Tangible fixed assets
Deferred charges
Variation in operating provisions
Variation in inventory provisions
Variation in other operating provisions
Other operating expenses
Outside services from Telefonica group companies (Note 18)
Outside services
Taxes other than income tax
Other current operating expenses
I. OPERATING INCOME

Other financial expenses on debts to Telefonica group companies (Note 18)
Other financial expenses on debts
Variation in financial investment provisions
Exchange losses
II. FINANCIAL INCOME

Share in losses of companies carried by the equity method

302,251 411,275 25,054

| 1995 | 1994 | 1993 |
| :---: | :---: | :---: |
| - | 1,642,983 | 1,051,534 |
| 22,959,908 | 19,857,220 | 22,552,133 |
| 89,296 | 3,625 | 7,131 |
| 2,774,693 | 1,606,735 | 2,545,221 |
| $(62,293)$ | 16,899 | 2,167 |
| 2,157 | 66,258 | - - |
| 20,156,055 | 18,163,703 | 19,997,614 |
| 20,206,569 | 16,931,124 | 19,971,548 |
| 612,246 | 642,159 | 620,895 |
| 21,204 | 1,688 | 1,496 |
| 566,770 | 639,395 | 608, 024 |
| 24,272 | 1,076 | 11,375 |
| 2,912 | 169,245 | 45,412 |
| $(6,380)$ | $(1,427)$ | 983 |
| 9,292 | 170,672 | 44,429 |
| 4,311,377 | 4,072,481 | 3,285,822 |
| 606,110 | 108,147 | 702 |
| 3,465,938 | 2,932,172 | 1,766,965 |
| 166,248 | 494,887 | 294,367 |
| 73,081 | 537,275 | 1,223,788 |
| - | 438,310 | - |
| 948, 027 | 984,935 | 360,250 |
| 1,227,185 | 791,447 | 1,822,685 |
| - | - | - |
| 302,251 | 411,275 | 25,054 |
| - | - | - |
| - | - | 11,243 |

Sintel, S.A. and Subsidiaries
Consolidated statements of operations
for the years ended December 31, 1995, 1994 and 1993

Currency - Thousands of Spanish Pesetas

| $\begin{aligned} & \text { Consolidated } \\ & 1995 \end{aligned}$ | $\begin{gathered} \text { Group } \\ 1994 \end{gathered}$ | 1993 |
| :---: | :---: | :---: |
| - | - | - |
| 98,307 | 50,395 | - |
| 281,218 | 173,466 | 586,673 |
| - | - | - |
| - | - | - |
| $(821,125)$ | $(252,527)$ | $(214,210)$ |
| - | - | - |
| - | - | - |
| - $=$ | =======- | $======$ |

III INCOME FROM ORDINARY ACTIVITIES
Losses on sale fixed assets
Extraordinary expenses and losses (Note 18)
IV. EXTRAORDINARY INCOME
V. INCOME BEFORE TAXES

Corporate income tax
VI. CONSOLIDATED INCOME

Income attributed to minority interests
VII.INCOME FOR THE YEAR

The accompanying Notes 1 to 20 are an integral part of these consolidated statements of operations.

Currency - Thousands of Spanish Pesetas
Consolidated Group
CREDITS
1995
1994
1993
REVENUE
Total net sales
Net sales to Telefonica group companies (Note 18)
Net sales and services rendered
Increase in inventories
Other operating revenues
Sundry and other current operating revenues
Subsidies
I. OPERATING LOSS

Revenues from other securities and loans
Telefonica group companies (Note 18)
Other companies
Other interest and similar revenues
Exchange gains
II. FINANCIAL LOSS

Share in income of companies carried by the equity method
III LOSS ON ORDINARY ACTIVITIES
Gains on fixed asset disposals
Extraordinary revenues (Note 18)
IV. EXTRAORDINARY LOSS
v. LOSS BEFORE TAXES
VI. CONSOLIDATED LOSS

Income attributed to minority interests (Note 11)
VII LOSS FOR THE YEAR

| Consolidated Group |  |  |
| :---: | :---: | :---: |
| 1995 | 1994 | 1993 |
| 47, 031,888 | 43,455,710 | 46,676,818 |
| 30,841, 221 | 22,798,268 | 39,056,673 |
| 16,190,667 | 20,657,442 | 7,620,145 |
| 202,330 | - | - |
| 110,598 | 297,812 | 294,054 |
| 75,597 | 243,340 | 268,483 |
| 35,001 | 54,472 | 25,571 |
| 748,196 | - | 556,472 |
| 267,699 | 578,754 | 516,418 |
| 30,408 | 214,743 | 208,148 |
| 215,696 | 363,486 | 306,484 |
| 21,595 | 525 | 1,786 |
| 30,802 | 326,488 | 400,357 |
| 2,178,962 | 1,282,415 | 1,291,214 |
| 281,947 | 372,454 | - |
| 2,645,211 | 471,651 | 1,858,929 |
| 28,957 | 260 | 2,062 |
| 344,831 | - | 49,092 |
| 5,737 | 223,601 | 535,519 |
| 2,650,948 | 695,252 | 2,394,448 |
| 1,829,823 | 442,725 | 2,180,238 |
| 153,686 | 333,492 | 532,260 |
| 1,983,509 | 776,217 | 2,712,498 |

The accompanying Notes 1 to 20 are an integral part of these consolidated statements of operations.
for the years ended December 31, 1995, 1994 and 1993

Currency - Thousands of Spanish Pesetas

Cash flows from operating activities:
Net loss
Adjustments to reconcile net loss to cash (used)
provided by operating activities:
Depreciation and amortization
Movements in financial investments provisions
Minority interest
Loss (gain) on sale of assets
Changes in assets and liabilities net of effect of acquisitions and divestitures:
Accounts recivable-net and unbilled revenue
Inventories
Short-term investments
Prepaids
Bonds
Payable to banks
Payable to group and associated companies
Trade accounts payable
Other nontrade payables
Accrued liabilities
Net cash (used) provided by operating activities
Cash flows from investing activities:
Due from shareholders for uncalled capital
Intangible assets
Cash paid for acquisitions of fixed assets
Proceeds from sale of fixed assets
Cash paid for investments
Proceeds from sale of investments
Deferred expenses
Deferred income
Accrued liabilities
Long term debt
Share capital
Start up cost
Sintelar 1994 adjustment.
Translation differences
Absorption of SAC losses
Others
Net cash provided by investing activities
Net increase in cash and cash equivalents
Cash beginning of period
Cash end of period

| $\begin{aligned} & \text { Consolidated Group } \\ & 1995 \end{aligned}$ | 1994 | 1993 |
| :---: | :---: | :---: |
| $(1,983,609)$ | $(776,217)$ | $(2,712,498)$ |
| 587,974 | 641, 083 | 609,520 |
| 22,576 | 0 | $(1,113)$ |
| 66,182 | 378,172 | 592,904 |
| 69,350 | 50,135 | $(2,062)$ |
| $(2,983,981)$ | 2,442,149 | 6,210,468 |
| 248,740 | 629,742 | 911, 222 |
| 1,892,764 | $(36,333)$ | $(446,892)$ |
| 178,217 | $(144,277)$ | $(88,249)$ |
| 2,021,731 | (140) | $(193,090)$ |
| (551, 008 ) | $(890,328)$ | $(8,224,120)$ |
| 454, 403 | (474, 080) | $(424,181)$ |
| 1,815,727 | (480, 060) | $(2,476,627)$ |
| $(361,136)$ | $(1,043,393)$ | $(606,754)$ |
| 243, 236 | 0 | (286) |
| 1,721,166 | 296,453 | $(6,851,758)$ |
| 42,126 | $(42,126)$ | 0 |
| $(128,384)$ | (875) | 0 |
| $(471,125)$ | $(523,000)$ | $(341,762)$ |
| 146,283 | 14,540 | 5,349 |
| ( $2,018,391$ ) | (1, 477, 204) | (1, 901, 000 ) |
| 2, 224, 775 | 380,626 | 598,638 |
| $(90,239)$ | $(31,196)$ | 23,640 |
| $(105,464)$ | $(216,152)$ | $(192,433)$ |
| 312,427 | $(452,375)$ | 797,544 |
| $(3,408,393)$ | 1,661,568 | 8,334,599 |
| 2,000, 000 | 0 | 0 |
| $(23,000)$ | 0 | 0 |
| $(47,744)$ | 0 | 0 |
| $(47,398)$ | $(45,626)$ | 0 |
| 0 | $(145,811)$ | 0 |
| 1,842 | 2,325 | 122,955 |
| $(1,612,685)$ | $(875,306)$ | 7,447,530 |
| 108,481 | $(578,853)$ | 595,772 |
| 286,853 | 865,706 | 269,934 |
| 395,334 | 286,853 | 865,706 |

The accompanying Notes 1 to 20 are an integral part of these consolidated statements of cash flow.

SISTEMAS E INSTALACIONES DE TELECOMUNICACION, S.A. ("SINTEL, S.A." or the Company"), was incorporated on February 8, 1950 under the name of LIENA, S.A. and adopted its present name, on May 2, 1975. Its registered offices are at calle Arte 21, Madrid.

Sintel, S.A. engages mainly in the design and performance of projects and operations of all kinds related to telecommunication and electricity networks and systems.

The detail of the Company's subsidiaries and affiliates is as follows:
Line of Business Method \% of Ownership

SUBSIDIARIES
Sintelar Sintel Venezuela Sintel Peru Cotronic Incosa

Method \% of Ownership

Telecommunication instalations(1) Consolidated 19951994
 Telecommunication instalations(3) Consolidated 38\% 38\% Telecommunication instalations(4) Consolidated 51\% 49\% Telecommunication instalations(5) Consolidated $51.1 \% \quad 49 \%$

AFFILIATED COMPANIES
Sietel Telecommunication instalations(6) Equity method 50\% 50\%
Sintel-Abengoa
Servicios. 2.000 Telecommunication instalations(7) Equity method 50\% 50\%
Sinaben Multimedia Multimedia teleco. network(8) Equity method 50\% --

Inalca
Sistemas Avanzados
de Control Telecommunication instalation(10) Equity method -- 42.12\%
The registered offices of the foregoing companies are the following:
Sintelar: C/Carlos Pellegrini 1163. BUENOS AIRES (ARGENTINA)
Sietel: C/ Mac-Iver 125 piso 12. SANTIAGO DE CHILE (CHILE)
Sintel-Abengoa, Servicios 2000: C/ Infante D. Carlos 16, 2 D, SEVILLA (SPAIN).
Sintel Venezuela: 2 Avda. Campo Alegre, Quinta n 11 CARACAS (VENEZUELA)
Sintel Peru: Avda. Jose Pardo, 601 LIMA (PERU).
Sinaben Multimedia: c/ Arte, 21, MADRID (SPAIN).
Cotronic: C/ Competa 6, Edificio Milton 10-A, MALAGA (SPAIN).
Incosa: Poligono de Pocomaco, parcela A-2 Nave I, LA CORUNA (SPAIN).
Inalca: C/ Ramon y Cajal s/n. LA CAVA DELTEBRE, (TARRAGONA) (SPAIN).
Sistemas Avanzados de Control: C/ Estudio 3, ARAVACA (MADRID) (SPAIN).
(1) and (3) Consolidated since Telefonica de Espana, S.A. has an indirect holding in the company and, therefore, effective control is exercised by virtue of holding a majority of the voting rights in the Board of Directors.
(2), (4) and (5) Consolidated since Sintel has a majority of the voting rights.
(6), (7), (8),
(9) and (10) Carried by the equity method since Sintel exercises significant management influence.

The data in the foregoing tables were furnished by the Group companies and their net worth position is disclosed in their audited financial statements, except for Sintel Abengoa, Servicios 2.000 A.I.E. and Sinaben Multimedia, which did not fall within the minimum statutory audit requirements as of December 31, 1995 and 1994.

In view of the political and economic situation in Venezuela, the Venezuelan government has intervened to control the outflow of foreign currencies. This situation, together with the devaluation of the bolivar, gave rise to a significant loss in the translation at year-end exchange rates of Sintel Venezuela's foreign currency balances with the Parent Company Sintel S.A. Management of the Company considers that the situation will be remedied in the short run.

The Company's sole shareholder is Telefonica de Espana, S.A. Consequently, as required by (Spanish corporation law) section 23 of the Second Additional Provision of Limited Liability Companies Law 2/1995, which makes the legal system stipulated for sole-shareholder limited liability companies applicable to sole-shareholder corporations, the Company:

Registered the status and identity of the shareholder of the sole-shareholder company in the Mercantile Register.
Keeps an updated register-book of any contracts entered into with the sole shareholder, which is periodically legalized in the Mercantile Register.

The contracts between Sintel, S.A. and Telefonica de Espana, S.A. ("Telefonica")in 1995 were mainly of two kinds: comprehensive service contracts and individual project or service contracts, which are awarded by public call for tenders. The detail, by type, of the comprehensive service contracts is as follows:

Contract
Expiration
Economic Conditions

- Lines and Cables

12/31/98 - Price per certified scale point, variable based on province

- May be terminated by either party in September 1997
-     - Wiring system and trenches 12/31/97 - Price per certified scale point, variable based on province
-     - Single line
- Multi-line

12/31/96 - Price per certified scale point, variable based on province
04/30/96 - Price per certified scale point

The transactions with Telefonica in 1995 and 1994 are detailed in Note 18.2.

The Company's directors will propose at the Shareholders' Meeting that the 1995 loss be allocated to "Prior Years' Losses".

The 1994 loss was allocated to "Prior Years' Losses".

NOTE 3. BASIS OF PRESENTATION OF THE FINANCIAL STATEMENTS
A) The accompanying consolidated financial statements were prepared from the accounting records of Sintel and of its Subsidiaries (see Note 1), whose respective financial statements were prepared by the directors of each company in accordance with the Spanish National Chart of Accounts as approved by Royal Decree dated December 20, 1990 and Royal Decree 1815/1991 and, accordingly, they give a true and fair view of the net worth, financial position and results of the Sintel Group. The accompanying consolidated financial statements as of December 31, 1995, were prepared by the directors of Sintel, S.A., according to the structure of with the Spanish National Chart of Accounts and were adapted to US GAAP.
B) Accounting principles

The consolidated financial statements were prepared in accordance with the accounting principles of prudence, going concern, cost, accrual basis, revenue and expense matching, no offset, consistency and materiality. The income from projects is recognized as explained in Note 4 since it is a more appropriate way to present a true and fair view of the net worth, financial position and results of the Sintel group.
C) Consolidation principles

The companies at which there is effective control in their representation and decision-making bodies were consolidated by the global integration method; those in which there is significant influence but not ownership of a majority of the voting rights were consolidated by the equity method

All significant accounts and transactions between consolidated companies were eliminated in consolidation.

The equity of minority interests in stockholders' equity and results of the consolidation of affiliates is presented under the "Minority Interests" and "Income Attributed to Minority Interests" captions in the consolidated balance sheet and consolidated statement of operation, respectively (see Note 11).

The effect of inclusion, by the equity method, of the holdings in associated companies in the consolidated balance sheets is reflected under the "Reserves at Companies Carried by the Equity Method" and "Share in the Income/Losses of Companies Carried by the Equity Method" captions, as appropriate.

The accompanying consolidated financial statements do not include the tax effect of the incorporation of the subsidiaries' reserves to the Sintel consolidated annual accounts, due to the fact that the reserves have not been transferred and will not be distributed at the end of the period, and will be used as a financing source of the subsidiaries to reduce their indebtness.
D) Comparative information

The following companies were included in consolidation for the first time in 1995 and 1994:

> Company Registered Offices

1995 :
Group and multigroup companies SINABEN MULTIMEDIA A.I.E. C/ ARTE, 21 MADRID (SPAIN)

1994 :
Group and multigroup companies SINTEL VENEZUELA 22. AVDA. CAMPO ALEGRE QUINTA No. 11 CARACAS (VENEZUELA)

SINTEL PERU AVDA. JOSE PARDO, 601 LIMA (PERU)

Also, the following companies were excluded from consolidation in 1995 as a result of sale:

Company Registered Offices
1995 :
Associated companies:
INALCA, S.A. C/ RAMON Y CAJAL, S/N LA CAVA
DELTEBRE (TARRAGONA) (SPAIN)
SISTEMAS AVANZADOS DE CONTROL C/ ESTUDIO, 3, ARAVACA (MADRID)

The companies excluded from consolidation in 1995 contributed in 1994 losses of approximately Ptas. 255,727,000 to the "Companies Carried by the Equity Method" caption and approximately Ptas. 96,406,000 of results.

The valuation criteria used by the Company were as follows:
A) Standardization of items.

The financial statements of the individual companies have been formulated following homogeneous accounting principles. For those companies where different principles have been used, the corresponding adjustment was done in the process of consolidation, in order to present the annual consolidated accounts on a homogeneus basis.
B) Adjustment of balance sheets of foreign companies.

The items in the balance sheet and income statement of foreign companies are adjusted, before being translated to pesetas, for the effects of the changes in prices, in accordance with the rules applicable for these purposes in the country where the foreign company is located.
C) Translation methods (year-end exchange rates) The financial statements of the foreign Group companies were translated to pesetas at the exchange rates ruling at year-end (December 31, 1995 and 1994), except for:

1. Capital stock, which was translated at historical exchange rates.
2. Reserves, which were translated at the average exchange rates in the years in which they arose.
3. Income statement balances, which were translated at the average exchange rates for the year.

The exchange difference arising from application of this method is included under the "Shareholder's Equity - Translation Differences" caption in the accompanying consolidated balance sheets, net of the portion relating to minority interests, which is presented under the "Minority Interests" caption of the accompanying consolidated balance sheets.
D) Tangible fixed assets

Tangible fixed assets are recorded at cost. Expenditures for repairs and maintenance are charged to expenses as incurred. Expenditures for betterment's and major improvements are capitalized.

The Companies depreciate its tangible fixed assets by the straight-line method at rates based on the following years of estimated useful life:

ASSET
Years of Estimated
Useful Life
Buildings and other structures (brand new assets) 50
Buildings and other structures (second hand assets) 25
Machinery
Tools
Vehicles
Furniture
Computer hardware $\quad 4$
Meter-reading equipment 10
Installations
E) Other loans granted

The balance of the "Financial Investments - Other Loans" caption relates basically to Sintelar's long-term receivables from its customer Telecom.
F) Inventories

Inventories (raw materials and other supplies) are valued at the lower of average cost or market. "Work-in-Process" and "Completed Work" are carried at cost of the allocated items (mainly direct labor and outsourced services)

Obsolete, defective and slow-moving inventories have been reduced to net realizable value.
G) Subsidies

Operating subsidies are credited to the statement of operations in the year in which they are granted. The subsidies granted in 1995 and 1994 relate basically to social security allowances for training courses.
H) Liability for pensions

In 1990 the Parent Company Sintel, S.A. reached an agreement with its employees in connection with the pension commitments established by the collective labor agreement and the internal regulations. Under this agreement, a pension plan was set up at Gestion de Prevision y Pensiones, S.A. (Argentaria). The Company undertook to make annual contributions of $2.384 \%$ of the fixed compensation ( $2 \%$ for employees who joined the Company after November 4, 1990).

The liability registered by the Company as of December 31, 1990, to cover all the liabilities incurred in this regard at that date, amounted to approximately Ptas. 2,133,521, 000 , based on the calculations by independent actuaries, using individual capitalization techniques and an assumed interest of 6\%. Under the financial rebalancing plan set up with Gestion de Prevision y Pensiones, S.A. (Argentaria), approximately Ptas. 470,000,000 were contributed to this Company in 1990, and the remaining amounts incurred at that date and the related interest were to be paid over 33 years, as agreed in the plan.

Contributions to the fund in 1995 amounted to approximately Ptas. 81,684,000 (approximately Ptas. 78,542,000 in 1994), in accordance with the financial rebalancing plan mentioned above, and approximately Ptas. 53, 875,000, to cover the unamortized amounts for past services of employees who left the Company due to retirement, disability or death in 1995.

Additionally, Ptas. 106,838,000 have been recorded to cover the financial expenses due to the amounts pending to be paid to Gestion de Prevision y Pensiones, S.A. for the past services.

Approximately Ptas. 178,813,000 were paid in 1995 (Ptas.
190,349,000 in 1994) and recorded under "Personnel Expenses" relating
to current obligations for the year.

This relates to the estimated amount required for probable or certain third-party liability arising from litigation in progress or from outstanding indemnity payments or obligations of undetermined amount, and guarantees provided by the Company. This provision is recorded when the contingency or obligation giving rise to the indemnity or payment arises.
J) Extraordinary long-service bonus

Under the collective labor agreement in force, the Parent Company Sintel, S.A. is required to pay an extraordinary bonus equal to one month's current salary to employees reaching 25 years of uninterrupted service at the Company. As of December 31, 1995, the Company had recorded a provision of approximately Ptas. 245,196,000 for the liability incurred in this connection through that date, which is included under the "Accrued liabilities long term" caption on the accompanying balance sheet. As of December 31, 1994, the Company had recorded a provision of approximately Ptas. 230,657,000 in this connection.
K) Corporate income tax

The expense for corporate income tax of each year is calculated on the basis of book income before taxes, increased or decreased, as appropriate, by the permanent differences from taxable income, net of tax relief and tax credits. The corporate income tax expense was recorded taking into account, where applicable, the resolutions adopted by Telefonica based on the ICAC resolution dated April 30, 1992, establishing the criteria for the recording of corporate income tax at companies which file consolidated tax returns.

Prepaid taxes are only recognized in assets insofar as their
realization in the future is reasonably assured. The tax arising from the income obtained from sales to Telefonica de Espana, S.A. by the companies consolidated for tax purposes and pending collection from third parties is deferred for tax purposes by the Group. The effect of this deferral, arising from the aforementioned Telefonica transactions, is recorded under the "Investments - Loans to Telefonica Group Companies" and "Other Long-Term Payables- Accrued Taxes Payable" captions.
L) Foreign currency transactions

Foreign currency balances are translated to pesetas at the exchange rates ruling at the balance sheet date. Exchange losses are charged to period income. Exchange gains are credited to income when they arise. At December, 31 1995, 1994 and 1993 no significant exchange gains are pending to be recorded.
M) Recognition of revenue and expenses

Revenue and expenses are recognized on an accrual basis. In accordance with the accounting principle of prudence, the Company only records realized income at year-end, whereas foreseeable contingencies and losses, including possible losses, are recorded as soon as they become known.

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Revenues from projects taking over one year are valued by adding to the cost incurred the expected profit margin, which is calculated on the basis of the percentage of completion of the project proportionally between the estimated cost and the contractual selling price. If the difference between the resulting value and the billings made is positive, it is recorded in the "Customer Receivables Unissued Billings" account under the "Accounts Receivable - Customer Receivables" and "Accounts Receivable - Receivable from Group Companies" captions. If the difference is negative, the excess billings are recorded under in the "Customer Advances" account under the "Trade Accounts Payable- billings in excess of costs" caption.

The result on the scaled projects of the Telecommunication Networks division is estimated on the basis of the monthly percentage of completion and the sale price agreed upon with Telefonica de Espana, S.A. (under general agreements). The completed work not yet billed to Telefonica is included under the "Receivable from Group Companies Receivable from Group Companies for Accrued Billings" caption.

The "Customer Receivables - Unissued Billings" caption also includes the balances, valued at selling price, of services rendered and pending final billing. If losses are expected, the related provisions are recorded for their full amount.
N) Termination indemnities

Under current labor regulations, Sintel, S.A. is required to make indemnity payments to employees terminated under certain conditions.

As of December 31, 1995, management of Sintel, S.A. had reached an agreement with the workers' representatives in connection with the early retirement of 35 employees in the period 1996 through 1999. A provision of approximately Ptas. 529,524,000 was recorded in 1995 in this connection, under the caption "Personnel expenses" in the accompanying statement of operations.

NOTE 5.- HOLDINGS IN COMPANIES CARRIED BY THE EQUITY METHOD
The movements in 1995 in this caption in the accompanying consolidated balance sheets were as follows:

|  | In thousands of pesetas |  |  |  |  |  | Attribution of Losses to Shareholders |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance at |  | Transfer to Consolidated |  | Dividends |  |  | Translation | Share in Income for | Balance at |
|  | 12/31/94 | Additions | Companies | Sales | Suppl 95 | Interim 95 |  | Differences | the year | 12/31/95 |
| Contronic | 44,043 | 0 | $(44,043)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Incosa | 71,997 | 0 | $(71,997)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| S.A.C. | 107,686 | 0 | 0 | $(107,686)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Servicios 2.000 | 0 | 0 | 0 | 0 | 0 | 0 | 4,768 | 0 | $(6,103)$ | $(3,604)$ |
| Sietel | 191, 075 | 0 | 0 | 0 | $(180,253)$ | $(54,007)$ | 0 | $(3,331)$ | 287,743 | 241, 227 |
| AIE Sinaben | 0 | 1,000 | 0 | 0 | 0 | 0 | 0 | 0 | 306 | 1,306 |
| Total | 412,532 | 1,000 | $(116,040)$ | $(107,686)$ | $(180,253)$ | $(54,007)$ | 4,768 | $(3,331)$ | 281,946 | 238,929 |

The movements in 1995 in fixed asset accounts and in the related accumulated depreciation were as follows:
A) VARIATIONS IN FIXED ASSETS (COST)

In thousands of pesetas

|  | $\begin{gathered} \text { Balance } \\ \text { at } \\ 12 / 31 / 94 \end{gathered}$ | Additions | Retirements | Increase (Decrease) by Transfer | Exchange Rate Variation | $\begin{gathered} \text { Balance } \\ \text { at } \\ 12 / 31 / 95 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land and buildings | 690, 625 | 25,255 | - | 6,371 | - | 722, 251 |
| Technical |  |  |  |  |  |  |
| installations |  |  |  |  |  |  |
| and machinery | 998, 091 | 70,532 | $(147,291)$ | $(23,637)$ | $(9,514)$ | 888,181 |
| Furniture | 422,443 | 14,236 | $(1,500)$ | 15,741 | $(8,091)$ | 442, 829 |
| Computer hardware | 817,619 | 59,413 | $(329,326)$ | 12,786 | $(1,140)$ | 559, 352 |
| Tools | 997,039 | 72,680 | $(30,788)$ | 31,357 | $(4,368)$ | 1,065,920 |
| Vehicles | 1,360, 075 | 21,414 | $(70,780)$ | 72,975 | $(19,395)$ | 1,364,289 |
| Meter-reading |  |  |  |  |  |  |
| equipment | 1,492,365 | 207,595 | ( 305, 940) | 13,941 | (7) | 1,407,954 |
| Total | 6,778, 257 | 471, 125 | $(885,625)$ | 129,534 | $(42,515)$ | 6,450,776 |

B) MOVEMENTS IN ACCUMULATED DEPRECIATION

In thousands of pesetas

| Balance <br> at |  | Amounts |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $12 / 31 / 94$ | Provisions | Increase <br> (Decrease) | Exchange <br> Rate | Balance |
| at |  |  |  |  |


| Land and buildings | - 86,782 | 10,461 | - | 1,146 | - | 98,389 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Technical |  |  |  |  |  |  |
| installations |  |  |  |  |  |  |
| and machinery | 500,103 | 99,377 | $(83,214)$ | $(7,296)$ | $(4,375)$ | 504, 595 |
| Furniture | 250, 876 | 41, 224 | (896) | 5,949 | $(2,249)$ | 294,904 |
| Computer hardware | 663,490 | 43,803 | $(273,346)$ | 5,393 | $(1,454)$ | 437, 886 |
| Tools | 891, 808 | 65,415 | $(26,829)$ | 22,531 | $(2,456)$ | 950,469 |
| Vehicles | 945,965 | 143,644 | $(27,314)$ | 53,975 | $(6,772)$ | 1,109,498 |
| Meter-reading equipment | 923,113 | 162,846 | $(298,458)$ | 68,935 | $(6,243)$ | 850,193 |
| Total | 4,262,137 | 566,770 | $(710,057)$ | 150,633 | $(23,549)$ | $4,245,934$ |

In 1995 Sintel, S.A. reorganized its work centers. As a result, as of December 31, 1995, assets with a cost value of approximately Ptas. 677,655,000 and accumulated depreciation of approximately Ptas. 92,174,000 were not directly assigned to operations. The depreciation of these assets charged to the "Period Depreciation and Amortization - Tangible Fixed Assets" caption in 1995 amounted to approximately Ptas. 9,568,000.

Company's management plan to rent or sale these assets to third parties.
The items which were fully depreciated as of December 31, 1995 and 1994, were as follows:

Technical installations and machinery Furniture
Computer hardware

| In thousands | of pesetas |
| :---: | :---: |
| 1995 | 1994 |
|  |  |
| 100,260 | 142,673 |
| 96,083 | 96,274 |
| 328,352 | 385,425 |
| 835,551 | 840,954 |
| 435,953 | 440,841 |
| 357,749 | 378,782 |
| ------------- | $--153,948$ | 2,284,949.

Projected investments (including financial investments) for 1996 at Sintel, S.A. amount to approximately Ptas. 310, 000, 000.

The Parent Company and the Group have taken out insurance policies to cover the possible risks to which their tangible fixed assets are subject.

NOTE 7.- FINANCIAL INVESTMENTS

The movements in 1995 in "Financial Investments" accounts and in the related provisions were as follows:
A) VARIATIONS IN GROSS FINANCIAL INVESTMENTS :

In thousands of pesetas

| Balance <br> at | Exchange |
| :--- | :--- |
| Balance |  |
| at |  |


| Holdings carried by the equity |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| method | 412, 532 | 293,817 | $(467,420)$ | - | - | 238,929 |
| Other holdings | 256,289 | 152 | (60) | $(246,449)$ | - | 9,932 |
| Loans to group |  |  |  |  |  |  |
| companies | 2,134,122 | 1,340,961 | $(1,420,578)$ | $(19,060)$ | - | 2,035,445 |
| Other loans | 672,233 | 164, 099 | $(186,529)$ | 256, 656 | $(78,987)$ | 827,472 |
| Tax prepayments | 661,468 | 202,925 | $(24,900)$ | - | - | 839,493 |
| Deposits and |  |  |  |  |  |  |
| guarantees | 57,580 | 16,437 | $(27,241)$ | $(10,207)$ | - | 36,569 |
| Total | 4,194, 224 | 2,018,391 | $(2,126,728)$ | $(19,060)$ | $(78,987)$ | 3,987, 840 |

The transfer of approximately Ptas. 246,449,000 in 1995 from "Other Holdings" was due to the fact that the long-term loans from Sintelar to the temporary joint ventures in which it participates were transferred in 1995 to the "Other Loans" caption.

The 1995 divestments in the "Loans to Group Companies" caption amounting to Ptas. 1,420,578,000 relate to collections made in 1995 under the supplementary contract with Telefonica de Espana, S.A. (Ptas. 200,940,000) and in connection with collections arising from this Company due to the long-term tax credit (Ptas. 1, 219, 638, 000).

|  | In thousands of 1995 | pesetas. 1994 |
| :---: | :---: | :---: |
| Receivable from Telefonica for long-term tax credit | 581, 155 | 1,216,644 |
| Receivable from Telefonica for long-term internal transactions | 1,454, 290 | 694,484 |
| Receivable from Telefonica for long-term consolidated taxation | - | 3,094 |
| Receivable from Telefonica under supplementary contract | - | 220,000 |
| TOTAL | 2,035,445 | 2,134, 222 |

B) MOVEMENTS IN FINANCIAL INVESTMENT PROVISIONS :

In thousands of pesetas


The provisions relate to those recorded by Sintelar.

## NOTE 8. INVENTORIES

The breakdown of the balances of the Group's "Inventories" caption as of December 31, 1995 and 1994, is as follows:

In thousands of pesetas

Raw materials and other supplies Work-in-process
Completed work
Allowance Advances to suppliers

TOTAL

| 1995 | 1994 |
| :---: | :---: |
| 305,782 | 412,781 |
| 2,360,648 | 2,226,440 |
| 489,909 | 423,966 |
| $(51,155)$ | $(58,492)$ |
| 851,522 | 1,200,751 |
| 3,956,706 | 4,205,446 |

NOTE 9. ACCOUNTS RECEIVABLE
The balances as of December 31, 1995 and 1994, are as follows:
In thousands of pesetas
1995

Customer receivables
Customer receivables Customer receivables for accrued billings

Receivable from Group companies,Telefonica
Receivable from Group companies (Note 18) Receivable from Group companies for accrued billings (Note 18)

Receivable from associated companies, Telefonica Group (Note 18)
Receivable from associated companies, Sintel Group (Note 18)
Sundry accounts receivable
Employee receivables
Tax receivables
Allowances for doubtful accounts
TOTAL

8,538,227
5, 294,665 3, 243, 562
$16,116,345$
15, 742,644
373, 701

3, 040, 219
3,391
423,664 209, 904 359, 860 $(577,600)$
$28,314,418$

17,326
715,592
211, 794
512, 689 $(781,536)$ 25,330,437

The movements in equity accounts in 1995 and 1994 were as follows:

In thousands of pesetas


| Allocation of Loss |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance at 12/31/93 | Other Variations | Other Reserves of the Controlling Co Company. | eserves at nsolidated ompanies | Gross Dividends | Distribut of Divide within the Group | on <br> ds <br> Loss for the Year | Transfer due to Changes in Holdings | Transfer due to Sales of Holdings | Balance at 12/31/94 |
| Subscribed capital stock | 1,100, 000 | - | - ${ }^{-}$ | - | - | - | - | - | - | 1,100, 000 |
| Unrestricted reserve | 4, 061,243 | 1,091 | 191,100 | - | - | - | - | - | - | 4,253,434 |
| Legal reserve | 220,000 | - | - | - | - | - | - | - | - | 220,000 |
| Restricted reserve | 101,190 | - | - | - | - | - | - | - | - | 101,190 |
| Prior years' losses | 337,251 | - | $(2,987,927)$ | - | $(337,251)$ | 158,490 | - | - | - (2) | $(2,829,437)$ |
| Reserves at companies consolidated by the |  |  |  |  |  |  |  |  |  |  |
| global method | 1,479 | 1,143 | 90 | 532,261 | - | - | - | - | - | 534,973 |
| Reserves at companies carried by |  |  |  |  |  |  |  |  |  |  |
| the equity method | 229,340 | $(145,811)$ | ) 36,306 | $(11,245)$ | $(158,490)$ | - | - | - | - | $(185,732)$ |
| Translation differences in |  |  |  |  |  |  |  |  |  |  |
| consolidation | 19,997 | $(47,398)$ | ) | - | - | - | (770, ${ }^{-}$- | - | - | 19,997 |
| Loss for the year | $(2,712,498)$ | - | 2,712,498 | - | - | - | $(776,217)$ | - | - | $(776,217)$ |
| TOTAL | 3,403,628 | $(189,203)$ | ) $(47,933)$ | 521,016 | $(473,083)$ | - | $(776,217)$ | - | - | 2,438,208 |

As of December 31, 1995, the Company's capital stock consisted of $3,100,000$ fully subscribed and paid registered shares of Ptas. 1,000 par value each. As of December 31, 1994, the capital stock consisted of 1,100,000 fully subscribed and paid registered shares of Ptas. 1,000 par value each. The capital increase carried out in 1995 is in the process of registration in the Commercial Register.

The companies and individuals outside the Group or related to Sintel, S.A. through common shareholders with an ownership interest of $10 \%$ or more in any Group company are as follows:

December 31, 1995

| Shareholders | Investee | Percentage of <br> Ownership |
| :--- | :--- | :---: |
| T. Internacional | Sintelar | 25 |
| C.H.S. | Sintelar | 25 |
| T. Internacional | Sintel Peru | 25 |
| Grana y Montero | Sintel Peru | 37 |
| Antonio Soto | Incosa | 16.3 |
| Jose Doval | Incosa | 16.3 |
| Antonio Di Lello | Cotronic | 26 |
| Gines Ramis | Cotronic | 12.5 |
| Julio J. Rodriguez | Cotronic | 10.5 |
| Iecsa-Sideco | Sietel | 50 |
| Abengoa | Servicios 2.000 | 50 |
| Abengoa | Sinaben M. | 50 |

Under the Corporations Law, as amended, $10 \%$ of income for each year must be transferred to the legal reserve until the balance of this reserve reaches at least $20 \%$ of capital stock.

The legal reserve can be used to increase capital provided that the remaining reserve balance does not fall below $10 \%$ of the increased capital stock amount

Except as mentioned above, until the legal reserve exceeds $20 \%$ of capital stock, it can only be used to offset losses, provided that sufficient other reserves are not available for this purpose.

The breakdown of the reserves, and loss for the year relating to the Group of consolidated companies, and translation differences is as follows at December 31, 1995:

In thousands of pesetas

| $\begin{array}{r} \text { Res } \\ \text { Co } \\ \text { Con } \\ \text { Glof } \end{array}$ | erves At mpanies lidated The Method | Reserves at Companies Carried by the Equity Method | Income <br> (Loss) <br> for the Year | Translation Differences |
| :---: | :---: | :---: | :---: | :---: |
| Sintel | - | - | $(2,328,070)$ | - |
| Sintelar | 857,314 | - | $(81,875)$ | $(36,799)$ |
| Sietel | - | 11,313 | 287,743 | $(3,874)$ |
| Sintel Venezuela | $(40,944)$ |  | $(28,899)$ | 13,315 |
| Sintel Peru | (11, 948 ) | - | 103, 055 | (43) |
| Servicios 2.000 |  |  | $(6,102)$ | - |
| Cotronic | 29,908 | - | 29,407 | - |
| Incosa | 49,097 | - | 40,926 | - |
| Inalca | - | - | - | - |
| S.A.C. | - | - | - | - |
| Sinaben | - | - | 306 | - |
| TOTAL | 883,427 | 11,313 | $(1,983,509)$ | $(27,401)$ |

The variations in the number of shares and in their par value are as follows:

Number of shares registered

| Thousands of Shares |  |  |
| :---: | :---: | :---: |
| $12 / 31 / 93$ | $12 / 31 / 94$ | $12 / 31 / 95$ |
| 1,100 | 1,100 | 1,100 |
| - | - | 2,000 |
| 1,100 | 1,100 | 3,100 |
| $12 / 31 / 93$ | $12 / 31 / 94$ |  |
| In pesetas |  |  |
| 1,000 | 1,000 | 1,000 |

NOTE 11. MINORITY INTERESTS
The movements in 1995 in this caption in the accompanying consolidated balance sheets were as follows (in thousands of Pesetas):

|  | $\begin{aligned} & \text { Balance } \\ & \text { at } \\ & 12 / 31 / 94 \end{aligned}$ | (Loss) <br> Income for the Year | $\begin{gathered} \text { Change } \\ \text { in } \\ \text { Holding } \end{gathered}$ | Translation Differences | Other Variations | $\begin{gathered} \text { Balance } \\ \text { at } \\ 12 / 31 / 95 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sintelar | 878,595 | $(81,875)$ | - | $(51,367)$ | $(1,551)$ | 743,802 |
| Sintel Peru | 92,481 | 168,143 | - | $(4,742)$ | $(29,844)$ | 226,038 |
| Cotronic | - | 28,254 | 39,688 | - | - | 67,942 |
| Incosa | - | 39,164 | 54,735 | - | - | 93,899 |
| Total | 971,076 | 153,686 | 94,423 | $(56,109)$ | $(31,395)$ | 1,131,681 |

The breakdown of the balance of the "Minority Interests" caption as of December 31, 1995, is as follows (in thousands of Pesetas):

Capital Stock Reserves \begin{tabular}{c}
Translation <br>
Differences

 

(Loss) Income <br>
for the Year Total
\end{tabular}

| Sintelar | 5,163 | 857,314 | $(36,800)$ | $(81,875)$ | 743,802 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sintel Peru | 77,459 | $(19,495)$ | (69) | 168,143 | 226, 038 |
| Cotronic | 4,900 | 34, 788 | - | 28, 254 | 67,942 |
| Incosa | 4,890 | 49,845 | - | 39,164 | 93,899 |
| TOTAL | 92,412 | 922,452 | $(36,869)$ | 153, 686 | 1,131, 681 |

NOTE 12. ACCRUED LIABILITIES
The breakdown of the balance of this caption as of December 31, 1995 and 1994, is as follows:


The detail of the debentures outstanding as of December 31, 1995, and of the main features thereof is as follows (in thousands of Pesetas):

| Issue <br> Date | $\%$ | Par <br> Value | Effective <br> Amount | Redemption |
| :--- | :---: | :---: | :---: | :---: |
| 05/31/89 | 12.25 | $2,000,000$ | $2,021,874$ | 1996 |

The accrued interest payable amounted to approximately Ptas. 22,357,000 in 1995 and Ptas. 22,500,000 in 1994. Therefore, the balance outstanding amounted to approximately Ptas. 2,044,231,000 in 1995.
note 14. PAYABLE to banks Entities and payable to group and associated companies
14.1 These accounts are classified in the balance sheet by maturity. The balances as of December 31, 1995 and 1994, are as follows (in thousands of Pesetas):
a) Long-term
19951994

Loans from Telefonica Group (Telfisa) Long-term debt to Sintel Group

Total Payable to Group and Associated Companies

| 7,909,237 | 10,209,194 |
| :---: | :---: |
|  |  |
| 7,909,237 | 10,274,533 |

These balances relate to the financing received from Telfisa (a Telefonica Group Company), by virtue of the long-term financing contract entered into in 1993, at market rates with interest ranging from $8.87 \%$ to $10.22 \%$.

The loan from Telfisa matures on November 2, 1996. However, the Company records it at long-term since there is an agreement to automatically renew it at maturity.

The detail of the balance of the long-term "Payable to Banks" caption as of December 31, 1995, which amounted to approximately Ptas. 175,762,000, is as follows:

In Thousands of Pesetas
Principal
Bank Maturity Limit or Balance Balance or Bala
Used

| Banco de Galicia | 05/18/97 | 25,000 | 24,739 | 261 |
| :---: | :---: | :---: | :---: | :---: |
| Banco de Galicia | 05/18/97 | 135, 000 | 77,600 | 57,400 |
| Bankinter Indefinite |  | 50, 000 | 45,744 | 4,256 |
| COTRONIC : |  |  |  |  |
| Loan from Unicaja | 01/16/99 | 73,000 | 27,679 |  |
| Total |  | 283, 000 | 175,762 | 61,917 |

b) Short-term

Loans received by:
Sintel
Sintelar
Cotronic
Incosa
Sintel Peru

| In Thousands of Pesetas |  |
| :---: | :---: |
| 1995 | 1994 |
| $2,410,841$ | $4,331,825$ |
| 905,513 | - |
| 151,038 | - |
| 221,322 | - |
| 68,422 | $-----\cdots$ |
| ---- | $4,331,825$ |
| $3,757,136$ | $==========$ |

c) Credit and discount lines

As of December 31, 1995, the Sintel Group had the following credit and discount lines, with the limits and unused amounts detailed below:

Credit
facilities

Atlantico
Andalucia
Bankinter
Barclays
Popular Espanol
Urquijo
INCOSA :
Credit Lyonnais
B.B.V.

Banco Gallego
Banco Simeon
Bankinter
Credit Lyonnais
B.B.V.

Banco Gallego
Banco Simeon
Slibail Iberica, S.A. (Leasing)

COTRONIC:
Loan from Unicaja
Banco Herrero
Banco Atlantico
SINTELAR:

## Citibank

Bansud
SINTEL PERU :
Extebandes

In Thousands of Pesetas

|  | Principal <br> Outstanding |  |
| :--- | :--- | ---: |
| Maturity Limit | Or Balance <br> Used | Unused <br> Balance |


| $01 / 05 / 96$ | $1,000,000$ | 260,385 | 739,615 |
| :---: | ---: | ---: | ---: |
| $01 / 18 / 96$ | 500,000 | 458,981 | 41,019 |
| $06 / 06 / 96$ | $2,500,000$ | 554,223 | $1,945,777$ |
| $06 / 10 / 96$ | $1,000,000$ | 695,756 | 304,244 |
| $06 / 22 / 96$ | 500,000 | 450,973 | 49,027 |
| - | - | $(9,477)$ | 9,477 |
|  |  |  |  |
| $10 / 19 / 96$ | 25,000 | $(7,522)$ | 32,522 |
| $09 / 12 / 96$ | 35,000 | 32,486 | 2,514 |
| $01 / 95 / 96$ | 15,000 | 3,724 | 11,276 |
| $10 / 18 / 96$ | 25,000 | 24,331 | 669 |
| $11 / 07 / 96$ | 25,000 | 23,715 | 1,285 |
| $10 / 19 / 96$ | 85,000 | 71,669 | 13,331 |
| $09 / 15 / 96$ | 150,000 | 46,546 | 103,454 |
| $01 / 30 / 96$ | 35,000 | 5,709 | 29,291 |
| $10 / 18 / 96$ | 50,000 | 19,928 | 30,072 |
| $07 / 16 / 96$ | - | 736 | - |
| - | - | - | - |


| - | - | 9,231 | - |
| :---: | :---: | :---: | :---: |
| 02-04-96 | 50,000 | 42,875 | 7,125 |
| 10-06-96 | 100,000 | 98,932 | 1,068 |
| 07-25-96 | 449, 358 | 449, 358 | - |
| 07-14-96 | 456, 155 | 456,155 | - |
| Indefinite | 242,820 | 68,422 | 174,398 |
|  | 7,243,333 | 3,757, 136 | 3,496, 164 |

The average annual interest on these credit facilities was 10.13\% in 1995 (8.70\% in 1994) for the Parent Company.

The financial expenses accrued and payable by the Sintel Group as of December 31, 1995, amounted to approximately Ptas. 441,963,000, of which Ptas. 154, 764, 000 related to interest payable to credit entities and Ptas. 287,199,000 to interest payable to Telefonica group companies, and are included under the short-term "Payable to Telefonica Group Companies" caption.

As of December 31, 1994, these financial expenses amounted to approximately Ptas. 347,798,000, of which Ptas. 131,083,000 related to interest payable to credit entities and Ptas. $216,624,000$ to interest payable to group companies, and are included under the short-term "Payable to Telefonica Group and Associated Companies" caption.

NOTE 15. ACCRUED TAXES PAYABLE, TAX RECEIVABLES AND PREPAID TAXES
The breakdown of these captions as of December 31, 1995 and 1994 is as follows:

|  | In Thousands of Pesetas 19951994 |
| :---: | :---: |
| Long-term accrued taxes payable and other : |  |
| Deferred taxes on intragroup transactions | 1,454,290 712,450 |
| Total long-term accrued taxes payable | 1,454,290 712,450 |
|  | $\begin{array}{cc}\text { In Thousands of Pesetas } \\ 1995 & 1994\end{array}$ |
| Short-term accrued taxes payable and other : |  |
| Personal income tax withholdings | 228,381 211,685 |
| VAT payable | 681,891 941,359 |
| Withholdings from income from financial capital and other | 143,277 307,660 |
| Accrued social security taxes | 313,604 362,650 |
| Taxes payable abroad | 127,869 72,690 |
| Other government entities | 838 3,748 |
| Canary Islands general indirect tax | 2,336 7,128 |
| Total short-term accrued taxes payable | 1,498,196 1,906,920 |
|  | $\begin{array}{cc}\text { In Thousands of Pesetas } \\ 1995 & 1994\end{array}$ |
| Tax prepayments and other long-term items : |  |
| Prepaid taxes | 839,493 661,468 |
| Allowances | $(582,232) \quad(582,232)$ |
| Total prepaid taxes net | 257,261 79,236 |
|  | In Thousands of Pesetas 19951994 |
| Short-term tax receivables and other: |  |
| Prepaid taxes on intragroup transactions | 10,041 10,041 |
| Social security receivables | 11,461 9,465 |
| Sundry tax receivables (international) | 338,209 493,183 |
| Tax withholdings and prepayments | 149 |
| Total short-term tax receivables | 359,860 512,689 |

By Ministerial Order dated July 27, 1993, the Directorate-General of Taxes authorized Telefonica de Espana, S.A. to extend its consolidated taxation status for corporate income tax purposes for 1993, 1994 and 1995, as group number 24/90, which includes the Parent Company Sintel, S.A. from 1990. This authorization is conditional upon compliance with the requirements stipulated by current legislation (Royal Decree $15 / 1977$ and Law 18/1982).

As a result of application of the consolidated taxation system, the individual credits and debits of Sintel, S.A. for corporate income tax purposes are included in Telefonica de Espana, S.A.

The Parent Company has the following years open for review by the tax inspection authorities for the main taxes applicable to it :

Tax
Years
Corporate income tax 1993 and subsequent years
Local taxes 1991 and subsequent years

Personal income tax withholdings 1993 and subsequent years
VAT
Transfer tax
Withholdings from income from movable capital 1993 and subsequent years 1990 and subsequent years 1993 and subsequent years

The remaining consolidated Group companies have the last five years open for review by the tax inspection authorities for all taxes applicable to them.

NOTE 17. GUARANTEE COMMITMENTS TO THIRD PARTIES AND OTHER CONTINGENT LIABILITIES

Sintel, S.A. and the Group have provided guarantees for third parties to finance entities, government agencies, etc., basically to back project completion, as follows:

|  | Thousands of Pesetas |  |
| :--- | ---: | ---: |
|  | $12 / 31 / 95$ | $12 / 31 / 94$ |
|  |  |  |
| Group companies | 89,830 | 233,068 |
| Associated and multigroup companies | $1,407,316$ | 70,366 |
| Other guarantees | $1,387,451$ | $4,613,681$ |

The SIEMENS-SINTEL-PAGE joint venture and the SINTEHMAGREB joint venture have provided guarantees to customers for project completion amounting to approximately Ptas. 1,239,271,000 and Ptas. 437,348,000, respectively. The Parent Company is jointly and severally liable for the guarantees provided in proportion to its holdings (27.3\% and 50.0\%, respectively).

Management of the consolidated companies considers that the unforeseen liabilities, if any, as of December 31, 1995, which might arise from the guarantees provided would not be material.

## NOTE 18. REVENUES AND EXPENSES

18.1 The breakdown of the Consolidated Group's ordinary net sales is as follows:

Geographical market

Spain
Venezuela
Argentina Peru

Total

In Thousands of Pesetas
199519941993
31,469,416 28,669,295
379,935 110,827
12,477,556 14,536,616
2,704,981 138,972
$47,031,888 \quad 43,455,710 \quad 46,676,818$
$====================================$

The transactions carried out in 1994 and 1995 with Telefonica de Espana, S.A., the Telefonica Group companies and the Company's investees, and the balances as of December 31, 1995 and 1994, are as follows:

1995
In Thousands of Pesetas

|  | Work-inProcess and Completed Work | Receivables from Group Companies | Receivable <br> from Group Companies for Accrued Billings | es <br> Short-Term <br> Loans to Group Companies | Long-Term <br> Loans to Group Companies | Short-Term <br> Payables <br> to <br> Group <br> Companies | Long-Term <br> Payables to Group Companies | Billings <br> in excess of cost | Notes <br> Payable <br> to <br> Group <br> Companies |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TELEFONICA | 923,453 | 8,244,311 | $(75,858)$ | 407,513 | 2,035,455 | 140,120 | - | 1,281,829 | - |
| TELEFONICA GROUP |  |  |  |  |  |  |  |  |  |
| DEPENDENT COMPANIES: | 314,561 | 12,565,946 | 534,907 | - | - | 318,955 | 7,909,237 | 26,058 | 1,307 |
| CABITEL | - | - | - | - | - | 13 | - | - | - |
| ESTRATEGIAS TELEFONICAS | - | 33 | - | - | - | - | - | 28 | - |
| MAPTEL | - | - | - | - | - | - | - | - | - |
| TELFISA | - | 10,022,668 | - | - | - | 287,199 | 7,909,237 | - | - |
| T. SERV. MOV. | 253,598 | 1,685,520 | 476,595 | - | - | , |  | 25,382 | 909 |
| T.S.I.P. | 46,990 | 124,235 | 2,254 | - | - | 1,651 | - | - | - |
| T.S.S. |  | - | - | - | - | 29,953 | - | - | 398 |
| T.S.A.I. | 118 | 282 | - | - | - | , | - | 165 | - |
| TELEFONICA INTERN. DE ESPANA | 85 | 533 | - | - | - | - | - | 459 | - |
| TELEFONICA SISTEMAS, S.A. | 13,755 | 884 | - | - | - | 139 | - | - | - |
| CPT PERU | - | 730,036 | 56,058 | - | - | - | - | - | - |
| PLAYA DE MADRID | - | 257 | - | - | - | - | - | - | - |
| TELEF. MULTIMEDIA | - | 1,470 | - | - | - | - | - | - | - |
| MENSATEL | 15 | 28 | - | - | - | - | - | 24 | - |
| TELEFONICA GROUP |  |  |  |  |  |  |  |  |  |
| ASSOCIATED COMPANIES: | - | 3,040,219 | - | - | - | - | - | - | - |
| TELEFONICA ARGENTINA | - | 3,040,219 | - | - | - | - | - | - | - |
| SINTEL GROUP |  |  |  |  |  |  |  |  |  |
| DEPENDENT COMPANIES: | 15,382 | - | - | - | - | - | - | - | - |
| SINTEL - PERU | 4,100 | - | - | - | - | - | - | - | - |
| SINTELAR | 11,282 | - | - | - | - | - | - | - | - |
| SINTEL GROUP |  |  |  |  |  |  |  |  |  |
| ASSOCIATED COMPANIES: | 505 | 3,391 | - | 90,734 | - | - | - | - | - |
| SINABEN | 505 | 3,391 | - | - | - | - | - | - | - |
| SIETEL | - |  | - | 90,734 | - | - | - | - | - |
| Total | 1,253,901 | 23,853,867 | 459, 049 | 498,247 | 2,035,445 | 459, 075 | 7,909,237 | 1,307,887 | 1,307 |


|  | Purchases <br> from <br> Group <br> Companies | Work <br> Performed by Group Companies | Expenses |  | Revenues |  | Financial |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Outside | Interest |  | her Current |  |
|  |  |  | Services | Payable on | Sales | Operaing | Revenues |
|  |  |  | from | Debt to | to | Revenues | from |
|  |  |  | Group | Group | Group | from Group | Group |
|  |  |  | Companies | Companies | Companies | Companies | Companies |
| TELEFONICA | 363 | 55 | 337,735 | 12,379 | 25,408, 523 | - | 30,408 |
| TELEFONICA GROUP |  |  |  |  |  |  |  |
| SUBSIDIARIES: | 88,933 | 2,102 | 268,375 | 935,648 | 5,432,698 | 9,688 | - |
| TELEFONICA INTERNACIONAL | - | - | 952 | - | 1,598 | - | - |
| ANTARES | - | - | 166,866 | - | - | - | - |
| PLEYADE INDUSTRIAL | - | - | 84,126 | - | - | - | - |
| CABITEL | - | 749 |  | - | - | - | - |
| ESTRATEGIAS TELEF. | - | - | - | - | 1,369 | - | - |
| MAPTEL | - | - | - | - | 5,613 | - | - |
| CPT - PERU | - | - | - | - | 3,131, 062 | - | - |
| PLAYA MADRID | - | - | 13, 033 | - | 221 | - | - |
| MENSATEL | - | - | 2,824 | - | - | - | - |
| ST \& HILO | - | - | 154 | - | - | - | - |
| T.S.I.P. | 1,624 | - | - | - | 186, 015 | - | - |
| T.S.A.I. | , | - | 420 | - | 78 | - | - |
| TELEFONICA SISTEMAS, S.A. | 240 | - | - | - | 7,590 | - | - |
| TELFISA | - | - | - | 935,648 | - | - | - |
| TELYCO, S.A. | 1,301 | 440 | - | , | - | - | - |
| TSM | - | - | - | - | 2,099,021 | - | - |
| TSS | 85,768 | 685 | - | - | - | - | - |
| TSC | - | 228 | - | - | - | - | - |
| TS- MULTIMEDIA | - | - | - | - | 131 | 9,688 | - |
| Total | 89,296 | 2,157 | 606,110 | 948, 027 | 30, 841, 221 | 9,688 | 30,408 |


|  |  | Work-inProcess and Completed Work | ```Receivables from Group Companies``` | Receivabl from Group Companies for Accrued Billings | es <br> Short-Term <br> Loans to Group <br> Companies | Long-Term Loans to Group Companies | Short-Term <br> Payables <br> to <br> Group <br> Companies | Long-Term <br> Payables to <br> Group Companies | Billings <br> in excess <br> of cost | Notes <br> Payable <br> to <br> Group <br> Companies |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TELEFONICA |  | 1,107,137 | 9,064, 060 | 366,715 | 2,675, 053 | 2,134,122 | 3,176 | - | 1,453,400 | - |
| TELEFONICA GROUP |  |  |  |  |  |  |  |  |  |  |
| DEPENDENT COMPANIES: |  | 38,180 | 6,678,584 | 6,986 | 780 | - | 218, 047 | 10,209,194 | 5,418 | 9,494 |
| CABITEL |  | - | - | - | - | - | 762 | - | - |  |
| ESTRATEGIAS TELEFONICAS |  | - | 538 | - | - | - | - | - | - | - |
| MAPTEL |  | - | 19,626 | - | - | - | - | - | 5,418 | 5,559 |
| TELFISA |  | - | 6,248,862 | - | - | - | 216,624 | 10,209,194 | - | - |
| T. SERV. MOV.(TS-1) |  | 8,710 | 69,874 | - | - | - | - | - | - | - |
| T.S.I.P. |  | 10,654 | 334,696 | 6,986 | - | - | - | - | - | - |
| T.S.S. |  | - | - | - | - | - | - | - | - | 3,250 |
| T.S.A.I. |  | - | - | - | - | - | - | - | - | 77 |
| TELEFON.INTER. DE ESPANA, | S.A. | . | - | - | - | - | - | - | - | 547 |
| TELEFONICA SISTEMAS, S.A. |  | 18,816 | 4,988 | - | 780 | - | 203 | - | - | - |
| TELYCO |  | - | - | - | - | - | 458 | - | - | 61 |
| SINTEL GROUP |  |  |  |  |  |  |  |  |  |  |
| DEPENDENT COMPANIES: |  | - | - | - | 3,114 | - | 13,711 | 65,339 | - | - |
| SINTELAR |  | - | - | - | - | - | 813 | - | - | - |
| SINTEL VENEZUELA |  | - | - | - | - | - | - | 65,339 | - | - |
| SINTEL PERU |  | - | - | - | 3,114 | - | 12,898 | - | - | - |
| Total |  | 1,145,317 | 15,742, 644 | 373,701 | 2,678,947 | 2,134, 122 | 234,934 | 10,274,533 | 1,458, 818 | 9,494 |

In Thousands of Pesetas
Assets
Receivable from

| Receivable Associated |  |
| :--- | :---: |
| from | Companies Advances |
| Associated for Accrued to |  |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Lort-Term | Provisions |  |
| Loans to | Payable | for |
| Associated | for | Short-Term |
| Companies | Purchases | Financial |
|  | or services | Investments |

SINTEL GROUP
ASSOCIATED COMPANIES

| COTRONIC, S.A. | - | - | 57,810 | - | 171, 028 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INALCA, S.A. | 14,429 | 2,851 | 2,315 | - | 15,165 | - |
| INCOSA, S.A. | - | - | 75,113 | - | 208,610 | - |
| SIST. AVANZAD. DE CONTROL, S.A. | - | - | 2,129 | 307,434 | 20, 217 | 307,434 |
| SERVICIOS 2.000 A.I.E. | 46 | - | - | - | - | - |
| Total | 14,475 | 2,851 | 137, 367 | 307,434 | 415, 020 | 307,434 |


|  | Purchases <br> from Group Companies | Work Performed by Group Companies | Expenses Outside Services from Group Companies | Interest Payable on Debt to Group Companies | Other Current Operating Expenses Group Companies | Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Financial |
|  |  |  |  |  |  | Sales | Revenues |
|  |  |  |  |  |  | to | from |
|  |  |  |  |  |  | Group | Group |
|  |  |  |  |  |  | Companies | Companies |
| TELEFONICA | - | - | - | 117,058 | 323,581 | 22,037,213 | 214,743 |
| TELEFONICA SUBSIDIARIES: | 3,625 | 66,258 | 108,147 | 867, 877 | 149,839 | 761, 055 | - |
| TELEFONICA INTERNACIONAL | - | - | 4,758 | - | - | - | - |
| ANTARES | - | - | - | - | 120,199 | - | - |
| PLEYADE INDUSTRIAL | - | - | 94,510 | - | - | - | - |
| CABITEL | - | 1,091 | - | - | - | - | - |
| ESTRATEGIAS TELEF. | - | - | - | - | - | 817 | - |
| MAPTEL | - | - | - | - | - | 76,185 | - |
| PLAYA MADRID | - | - | - | - | 29,640 | - | - |
| MENSATEL | - | - | 607 | - | - | - | - |
| ST \& HILO | - | - | 207 | - | - | - | - |
| T.S.I.P. | - | - | - | - | - | 496,424 | - |
| T.S.A.I. | - | - | 67 | - | - | - | - |
| TELEFONICA SISTEMAS, S.A. | - | 65,098 | 7,945 | - | - | 51,954 | - |
| TELFISA | - | - | , | 867,877 | - | - | - |
| TELYCO, S.A. | 741 | - | 53 | - | - | - | - |
| TSM | 58 | - | - | - | - | 131,779 | - |
| TSS | 2,826 | - | - | - | - | 3,896 | - |
| TSC | - | 69 | - | - | - | - | - |
| Total | 3,625 | 66,258 | 108,147 | 984,935 | 473,420 | 22,798,268 | 214,743 |

$$
\begin{array}{cc}
\text { In Thousands of Pesetas } \\
\text { Expenses } & \text { Revenues } \\
\text { Purchases and } & \text { Sales and Services } \\
\text { Outside Services } & \text { Rendered }
\end{array}
$$



No bad debt allowance has been recorded in the accompanying balance sheets as of December 31, 1995 and 1994, for accounts receivable from Group companies.

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The detail of the Sintel Group's average number of employees in 1995 and 1994 and of the personnel expenses is as follows:

|  | 19951994 |  |  |
| :---: | :---: | :---: | :---: |
| Managers and graduates | 442 | 448 |  |
| Nongraduate technicians | 699 | 632 |  |
| Clerical staff, messengers, etc. | . 410 | 407 |  |
| Manual workers | 2,586 | 2,426 |  |
| Total | 4,137 | 3,913 |  |
|  | In Thousands of Pesetas |  |  |
| Personnel expenses | 1995 | 1994 | 1993 |
| Wages and salaries | 11,241, 251 | 12,317,539 | 12,899, 024 |
| Employee welfare expenses | 3, 305, 196 | 3,375,652 | 3,609,402 |
| Other personnel expenses | 1,830,190 | 649,684 | 700,122 |
|  | 16,376,637 | 16,342,875 | 17,208,548 |
| Lump-sum payment | 2,844,651 | 588,249 | 2,763,000 |
| Annuity | 156,157 | - | - |
| Termination indemnities | 3, 000, 808 | 588, 249 | 2,763, 000 |
| Relocations | 221,925 | - | - |
| Processing of terminations for |  |  |  |
| permanent disability (Medicalia) | ) 77,675 | - | - |
| Provision for early retirements | 529,524 | - | - |
| Restructuring cost | 3,829,932 | 588,249 | 2,763,000 |
| Total | 20, 206, 569 | 16, 931, 124 | 19, 971, 548 |

18.4 The breakdown of the balances of "Extraordinary Expenses and Losses" and "Extraordinary Revenues" is as follows:

| In Thousand of Pesetas |  |  |  |
| :---: | :---: | :---: | :---: |
| Extraordinary expenses | 1995 | 1994 | 93 |
| Tax assessments | 58,350 | - | - |
| Spanish Employment Institute (INEM) courses | - | 11,906 | - |
| Other extraordinary expenses | 222,868 | 161,560 | - |
| Total | 281,218 | 173,466 | 586,673 |
| Extraordinary revenues | ${ }_{1995}^{\text {In }}$ | $\begin{gathered} \text { ands of } \mathrm{P} \\ 1994 \end{gathered}$ | 1993 |
| Refund from insurance company | 44,518 | - | - |
| Provisions released | 92,000 | - | 10,336 |
| Other extraordinary revenues | 208,313 | - | 38,756 |
| Total | 344,831 | - | 49,092 |

The Parent Company continued the labor force restructuring process which gave rise to the termination with indemnity payments of 413 employees in 1995, at a cost of Ptas. 2, 844, 651, 000 , and to the termination of 18 employees with future pension plan commitments amounting to Ptas. 156,157,000.

Also, as of December 31, 1995, management of the Parent Company reached an agreement with the workers' representatives for the early retirement of 35 employees in 1996 through 1999. A provision of approximately Ptas. $529,524,000$ was recorded in 1995 in this connection, of which Ptas. 379,496,000 were included under the "Accrued liabilities - Long term" caption (see Note 12) and Ptas. 150,028,000 under the "Accruel liabilities - Short term" caption, based on maturity.

There were 91 terminations with indemnity payments at the Parent Company in 1994, the cost of which amounted to approximately Ptas. 588,249,000.
18.5 Individual company result

The contribution of each consolidated company to the loss for 1995 and 1994 is as follows:

|  | Thousands of Pesetas 1995 |  |  |
| :---: | :---: | :---: | :---: |
|  | solidated | Income (Loss) | Total (Loss) |
|  | ss) Income | Attributed to Minority | Income for the Year |
|  |  | Interests |  |
| Sintel | (2,337, 636 ) | - | $(2,337,636)$ |
| Sintelar | $(163,750)$ | 81,875 | $(81,875)$ |
| Sietel | 287,743 | - | 287,743 |
| Servicios 2.000 | $(6,102)$ | - | $(6,102)$ |
| Sintel Venezuela | $(19,333)$ | - ${ }^{-}$ | $(19,333)$ |
| Sintel Peru | 271,198 | $(168,143)$ | 103,055 |
| Cotronic | 57,661 | $(28,254)$ | 29,407 |
| Incosa | 80, 090 | $(39,164)$ | 40,926 |
| Sinaben Multimedia | 306 | - | 306 |
| Total | $(1,829,823)$ | $(153,686)$ | $(1,983,509)$ |

## NOTE 19. OTHER INFORMATION

### 19.1 Directors' remuneration

The overall remuneration paid to the directors of Sintel, S.A. for discharging their functions at the various Group and associated companies amounted to approximately Ptas. 25,972,000 in 1995 and Ptas. 22,359,000 in 1994.

One of the directors of the Parent Company has availed himself, as an employee of SINTEL, S.A., of the pension plan for SINTEL employees, under the same conditions as those applicable to other employees. The pension plan contributions (annual cost) for this director amounted to Ptas. 386,666 in 1995 and Ptas. 383,399 in 1994.

The Parent Company granted no loans to the Board members and provided no guarantees for them.

As a result of the extraordinary losses arising from the labor force restructuring, the Parent Company incurred significant losses in 1995, although income was obtained from ordinary activities.

Management forecasts for 1996 sustained sales which, together with the effects of the 1995 restructuring, would enable the Parent Company to return to a profit-making situation.

However, the Parent Company's business activities and operations largely depend on its future financial capacity, backed by the financing received through Telfisa (see Note 14), and on the sales to its major customer and sole shareholder, Telefonica de Espana, S.A. (see Note 18.2).

NOTE 20. ADDITIONAL INFORMATION

The Sintel Group's consolidated loss for the years ended December 31, 1995 1994 and 1993, is as follows according with the US GAAP format:

Net sales
Cost of sales

GROSS INCOME
General administrative and selling
expenses
Restructuring cost
OPERATING (LOSS) INCOME
other revenues (extraordinary and
other)
Other expenses (extraordinary and other)

LOSS) INCOME BEFORE INTEREST AND TAXES
Financial revenues
Financial expenses
INCOME BEFORE TAXES
Corporate income tax
Income attributed interests

LOSS FOR THE YEAR

In Thousands of Pesetas

| 1995 | 1994 | 1993 |
| :---: | :---: | :---: |
| 47, 031, 888 | 43, 455, 710 | 46,676,608 |
| $(36,743,602)$ | $(35,274,388)$ | $(38,415,697)$ |
| 10, 288, 286 | 8,181,322 | 8,260,911 |
| $(7,466,198)$ | $(7,452,575)$ | $(6,587,120)$ |
| $(3,829,932)$ | $(588,249)$ | $(2,894,000)$ |
| $(1,007,844)$ | 140,498 | $(1,220,209)$ |
| 484, 386 | 298, 072 | 322,440 |
| (230, 475) | $(223,861)$ | $(17,872)$ |
| $(753,933)$ | 214,709 | $(915,641)$ |
| 580,448 | 1,105,130 | 902,692 |
| $(2,477,463)$ | (2, 015, 091) | $(2,733,509)$ |
| $(2,650,948)$ | $(695,252)$ | $(2,746,458)$ |
| 821, 125 | 252,527 | 566,213 |
| $(153,686)$ | $(333,492)$ | $(532,253)$ |
| $(1,983,509)$ | $(776,217)$ | $(2,712,498)$ |

The unaudited Pro Forma Condensed Consolidated Balance Sheet of the Company as of March 31, 1996 reflects the financial position of the Company after giving effect to the April 30, 1996 acquisition of Sistemas e Instalaciones de Telecomunicacion, S.A. ("Sintel") , a former wholly owned subsidiary of Telefonica de Espana, S.A. ("Telefonica") as if the Sintel acquisition took place on March 31, 1996. The unaudited Pro Forma Condensed Consolidated Statements of Continuing Operations for the fiscal year ended December 31, 1995 and the three months ended March 31, 1996 are presented as if the acquisition occurred on January 1, 1995 and are based on the results of continuing operations of the Company and Sintel for the year ended December 31, 1995 and the three months ended March 31, 1996. The pro forma adjustments include the sale of certain buildings by Sintel to Telefonica and the repayment by Telefonica of certain tax credits which occurred on April 1, 1996. These adjustments along with a capital contribution made by Telefonica to Sintel on March 28, 1996, are herein after referred to as the "Related Transactions".

The unaudited combined pro forma financial information is presented for illustrative purposes only, giving effect to the Sintel acquisition and Related Transactions, accounted for as a "purchase", as such term is used under generally accepted accounting principles. The unaudited combined pro forma financial information is not necessarily indicative of the future financial position or future results of continuing operations of the Company, or of the financial position or results from continuing operations of the Company that would have actually occurred had the transactions been in effect as of the date or for the periods presented. In addition, there are certain special charges, primarily severance costs, included in the operating results of Sintel totaling $\$ 30.2$ million and $\$ 1.6$ million for the year ended December 31, 1995 and for the three months ended March 31, 1996, respectively. The operating results of MasTec for the year ended December 31, 1995 include other special charges totaling $\$ 23.1$ million relating to the write down of real estate and other non-operating investments held for sale to estimated net realizable value. It should also be noted that the Company's consolidated statement of operations will reflect the Sintel acquisition commencing on April 30, 1996, the closing date.

The unaudited pro forma condensed consolidated financial statements should be read in conjunction with the historical consolidated financial statements and related notes of the Company and Sintel.

Certain amounts reported in the Sintel historical consolidated financial information have been reclassified to conform with the MasTec presentations in the Unaudited Pro Forma Combined Balance Sheet and Statements of Continuing Operations. The historical consolidated financial statements of Sintel included in Item 7(a) above have been translated to U.S. dollars in accordance with Statement of Financial Accounting Standards No. 52 "Foreign Currency Translation" utilizing the exchange rate in effect at March 31, 1996 of 124 pesetas to $\$ 1$ and the average exchange rate of 124 pesetas to $\$ 1$ and 127 pesetas to $\$ 1$ for the three month period ended March 31, 1996 and the year ended December 31, 1995, respectively.

PRO FORMA FINANCIAL INFORMATION
MasTec, INC.
PRO FORMA CONDENSED CONSOLIDATED BALANCE SHEET
as of March 31, 1996
(unaudited)
(Dollars and shares in thousands )

|  | MasTec | Sintel | Pro forma Adjustments | 1,2 | Combined Pro forma |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |
| Current assets |  |  |  |  |  |
| Cash and cash equivalents | \$1,414 | \$5,788 | $(\$ 5,323)$ | 5 | \$1,879 |
| Accounts receivable-net | 59,859 | 255,617 | $(27,999)$ | 5 | 287,477 |
| Notes receivable | 25,829 |  |  |  | 25,829 |
| Inventories | 3,469 | 9,678 | $(1,398)$ | 5 | 11,749 |
| Deferred and refundable income taxes | 2,168 |  |  |  | 2,168 |
| Real estate investments | 10,886 |  |  |  | 10,886 |
| Investment in discontinued operations | 6,622 |  |  |  | 6,622 |
| Other | 1,916 | 1,972 | (833) | 5 | 3,055 |
| Total current assets | 112,163 | 273,055 | $(35,553)$ |  | 349,665 |
| Property-net | 44,945 | 17,062 | $(8,824)$ | 3(a), 5 | 53,183 |
| Investment in unconsolidated subsidiaries | 17,594 | 2,582 | 6,427 | 5 | 26,603 |
| Long term investments | 1,770 | 9,424 | $(6,819)$ | 3(d), 5 | 4,375 |
| Other assets | 8,137 | 848 | 2,989 | 2,5 | 11,974 |
| TOTAL ASSETS | \$184,609 | \$302,971 | (\$41,780) |  | \$445, 800 |

PRO FORMA FINANCIAL INFORMATION
MasTec, INC.
PRO FORMA CONDENSED CONSOLIDATED BALANCE SHEET
as of March 31, 1996
(unaudited)
(Dollars and shares in thousands )

|  | MasTec | Sintel | Pro forma Adjustments | 1,2 | Combined Pro forma |
| :---: | :---: | :---: | :---: | :---: | :---: |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| Current liabilities |  |  |  |  |  |
| Current maturities of debt | \$35, 669 | \$81,590 | \$1,907 | 4,5 | \$119,166 |
| Accounts payable | 15,114 | 129, 230 | $(18,835)$ | 5 | 125,509 |
| Accrued income taxes | 2,846 |  | 2,118 | 3(b) | 4,964 |
| Other | 14,844 | 13,949 | 9,751 | 2,4 | 38,544 |
| Total current liabilities | 68,473 | 224,769 | $(5,059)$ |  | 288,183 |
| Deferred income taxes | 6,444 |  |  |  | 6,444 |
| Accrued insurance | 8, 057 |  |  |  | 8, 057 |
| Accrued pension |  | 14,178 |  |  | 14,178 |
| Other liabilities | 3,811 | 8,201 | (196) | 5 | 1,816 |
| Total other liabilities | 18,312 | 22,379 | (196) |  | 40,495 |
| Minority interest |  | 8,345 | $(7,016)$ | 5 | 1,329 |
| Long-term debt | 33,990 | 5,517 | 12,452 | $3(\mathrm{e}), 4$ | 51,959 |
| Convertible subordinated debentures | 9,625 |  |  |  | 9,625 |
| Total long-term debt | 43,615 | 5,517 | 12,452 |  | 61,584 |
| Shareholders' equity |  |  |  |  |  |
| Common stock | 2,643 | 49,194 | $(49,194)$ | 6 | 2,643 |
| Capital surplus | 134, 187 |  |  |  | 134,187 |
| Retained earnings | 9,344 | $(7,233)$ | 7,233 | $3(c), 6$ | 9,344 |
| Accumulated translation adjustments | 3 |  |  |  | 3 |
| Treasury stock | (91, 968 ) |  |  |  | (91, 968 ) |
| Total shareholders' equity | 54,209 | 41,961 | $(41,961)$ |  | 54, 209 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$184, 609 | \$302, 971 | (\$41, 780 ) |  | \$445, 800 |

PRO FORMA FINANCIAL INFORMATION
PRO FORMA CONDENSED CONSOLIDATED STATEMENT
OF CONTINUING OPERATIONS
for the three months ended March 31, 1996
(unaudited)
(Dollars and shares in thousands except per share amounts)

|  |  | $\begin{gathered} \text { MasTec } \\ 1996 \end{gathered}$ |  | $\begin{gathered} \text { Sintel } \\ 1996 \end{gathered}$ |  | Pro forma Adjustments | 1,2 | Combined Pro forma |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ | 62,547 | \$ | 82,422 |  | $(21,207)$ | 5 |  | 123,762 |
| Costs of revenue |  | 47,330 |  | 62,478 |  | $(16,755)$ | 5 |  | 93, 053 |
| Gross profit |  | 15,217 |  | 19,944 |  | $(4,452)$ |  |  | 30,709 |
| General and administrative |  | 6,478 |  | 11,481 |  | $(3,001)$ | 5 |  | 14,958 |
| Depreciation and amortization |  | 2,262 |  | 1,228 |  | (445) | 5,7(b) |  | 3,045 |
| Operating income |  | 6,477 |  | 7,235 |  | $(1,006)$ |  |  | 12,706 |
| Interest expense |  | 1,677 |  | 4,244 |  | (915) | 5,7(a) |  | 5,006 |
| Interest and dividend income |  | (839) |  | (259) |  | 219 | 5 |  | (879) |
| Other (income) expense , net |  | (8) |  | 1,772 |  | $(1,821)$ | 5 |  | (57) |
| Special charges |  | 0 |  | 1,561 |  |  |  |  | 1,561 |
| Income (loss) before income taxes |  | 5,647 |  | (83) |  | 1,511 |  |  | 7,075 |
| Equity in earnings of unconsolidated companies |  | 366 |  | 561 |  | (533) | 5 |  | 394 |
| Provision (benefit) for income taxes |  | 2,323 |  | (29) |  | 178 | 7 (c) |  | 2,472 |
| Minority interest |  |  |  | 118 |  | (468) |  |  | (345) |
| Income (loss) from continuing operations | \$ | 3,695 | \$ | 625 | \$ | 332 |  | \$ | 4,652 |
| Average shares outstanding |  | 16,155 |  |  |  |  |  |  | 16,155 |
| Earnings(loss) per share from continuing continuing operations | \$ | 0.23 |  |  |  |  |  | \$ | 0.29 |

PRO FORMA FINANCIAL INFORMATION MasTec, INC
PRO FORMA CONDENSED CONSOLIDATED STATEMENT
OF CONTINUING OPERATIONS
for the year ended December 31, 1995 (unaudited)
(Dollars and shares in thousands except per share amounts)


1. Terms of the Acquisition- On April 30, 1996 (the closing date), MasTec purchased all of the outstanding stock of Sintel from Telefonica for Spanish Pesetas ("Pesetas") 4.9 billion (US\$39.5 million at an exchange rate of 124 Pesetas to $\$ 1$ U.S. dollar). An initial payment of Pesetas 650 million (US $\$ 5.2$ million) was made on April 30, 1996, a second payment of Pesetas 650 million (US $\$ 5.2$ million) is due December 31,1996 and the balance of the purchase price, Pesetas 3.6 billion (US\$ 29.1 million), is due to be paid in two equal installments at year-end 1997 and 1998. As part of the purchase and sale agreement, Telefonica made a capital contribution of Pesetas 3 billion (US\$ 24.2 million) on March 28, 1996 and on April 1, 1996 purchased several buildings for Pesetas 1.5 billion (US\$ 12 million ) and repaid tax credits previously utilized by Telefonica of Pesetas 581 million (US\$ 4.7 million). The capital
contribution, sale of buildings and repayment of tax credits are herein referred to as the Related Transactions. The proceeds generated by the Related Transactions totaling US\$ 41 million were used to reduce Sintel's outstanding debt.
2. Purchase Price Allocation-The purchase price of $\$ 39.5$ million plus expenses of $\$ 162,000$ have been allocated to the estimated fair value of acquired assets and assumed liabilities after taking into consideration the Related Transactions previously described. Managements' preliminary estimate of fair value approximated that of the carrying value of the net assets acquired as of March 31, 1996 after reflecting a reserve for involuntary employee termination benefits of $\$ 9.5$ million and the resulting deferred tax asset of $\$ 3.4$ million. The final allocation will be contingent upon final assessment of the fair value of the net assets acquired. The allocation reflects management's best estimate based upon currently available information and significant differences from that currently presented are not expected.
3.Related Transaction Adjustments-The following adjustments have been made to reflect all of the Related Transactions which were consummated on April 1, 1996. No adjustment has been made regarding the capital contribution of $\$ 24.2$ million as this transaction is reflected in Sintel's March 31, 1996 Consolidated Balance Sheet (see Note 1) ( dollars in thousands):

3a)To reduce property, at cost, net of accumulated depreciation to reflect sale to Telefonica
\$ 5,948
$3 b)$ To record taxes payable related to gain of $\$ 6,052$ on sale of property to Telefonica
3c) To record net gain on sale of property
3d)To reduce long term investments to reflect the repayment by Telefonica of tax credits utilized by Telefonica in prior periods
\$ 2,118
\$ 3, 934

3e)To reduce Sintel's long term debt with the proceeds from the sale of buildings and repayment of tax credits
\$ 4, 648
4. Purchase Price Payment and Financing Adjustments-To record $\$ 5.2$ million
dollar payment made to Telefonica on the closing date in accordance with the terms of the purchase and sale agreement, which was assumed to be financed by MasTec for purposes of the pro forma adjustments, the financing by Telefonica of the balance of the purchase price ( $\$ 34.3$ million of which $\$ 5.2$ million is current and $\$ 29.1$ million is long term ) and $\$ 162,000$ in anticipated expenses.
5.Adjustments related to Equity Method Accounting- Although the Company exercises control over the daily operations of Sintelar and Sintel Peru ( 50\% and $38 \%$ ownership, respectively), as a result of the acquisition, Sintel no
longer has an indirect holding in these entities ( see Note 1 to Sintel's
Consolidated Financial Statements). Accordingly, the following adjustments have been made to reflect the investment in Sintelar and Sintel Peru under the equity method of accounting:

## March 31, 1996

Reduce :
Cash and cash equivalents
Accounts receivable
Inventories
Other current assets
Property-net
Long term investments
Other assets
Accounts payable and accrued expenses Current portion of long term debt
Other liabilities
Minority interest
Increase:
Investment in unconsolidated companies
\$ 5,323
27,999
1, 398
833
2,876
2,171
366
18,835
8,493
196
7,016
6,427

Three months ended Year ended March 31, 1996 December 31, 1995

## Reduce:

Revenue
Costs of revenue
General and administrative expenses
Depreciation and amortization
Interest expense
Interest income
Other expense (income), net
Adjust:
Equity in earnings (losses) of unconsolidated companies
Provision (benefit) for income taxes Minority interest
\$ 21,207 \$ 114, 828
16,755 96,187 3,001 14,327 1, 345 3,548
1,357 337
6. Elimination of Sintel equity.
7. Pro Forma Income Statement Adjustments- The Company's pro forma income statement data for the three months ended March 31, 1996 and the year ended December 31, 1995 presents the effects of the Sintel acquisition and Related Transactions as if they occurred as of January 1, 1995, including:

Three months
ended
Year ended
March 31, 1996 December 31, 1995
a. The Pro Forma adjustments to interest expense
are as follows:
To reduce interest expense resulting from the cash received (\$41 million) from the Related Transactions (see Note 1)
( at $9.6 \%$ for 1996 and $10.2 \%$ for 1995$) \quad \$(983) \quad \$(4,081)$
To record interest expense related to debt
incurred in connection with the Sintel incurred in connection with the Sintel acquisition ( see Note 4) ( at $6.2 \%$ per annum) Total pro forma interest expense adjustment
b. Decrease in depreciation expense related to the buildings sold to Telefonica (see Note 3)
c. To record tax effect related to the interest and depreciation adjustments reflected above

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: July 15, 1996
MASTEC, INC.
/s/ Edwin D. Johnson
Edwin D. Johnson
Senior Vice President
Chief Financial Officer (Principal Financial Officer and Authorized Officer)

