

Proximus Group

Results presentation Q2 2021

30 July 2021

proximus

A large, abstract shape with a gradient from light pink to deep purple, set against a white background. The shape is roughly circular on the left and tapers to a point on the right. The text "#inspire2022" is centered within the shape in a white, bold, sans-serif font.

#inspire2022



Build the best
GIGABIT NETWORK
for Belgium

- ✓ Fiber acceleration on track: 10% Fiber coverage; both Fiber JVs launched.
- ✓ First cluster of Mobile antennas consolidated successfully by Mwingz



Operate like a
“DIGITAL native”
company

- ✓ >1M customers on our digital platforms
- ✓ Launch of Doktr & pre-launch of Banx



GROW PROFITABLY
through partners
& ecosystems

- ✓ Welcoming Mobile Vikings; strengthen multi-brand strategy
- ✓ Continued strong commercial momentum and growing revenue in B2C convergence & B2B ICT services
- ✓ TeleSign strong Q2 sales pipe to support continued double digit revenue & margin growth for H2



Act for a
GREEN and
digital society

- ✓ Providing support & restored mobile in flooded area
- ✓ Solid progress in key sustainability initiatives e.g., 31,858 mobiles collected for reuse

Adding +89k HP in Q2 to total 621k HP with Fiber, >10% coverage

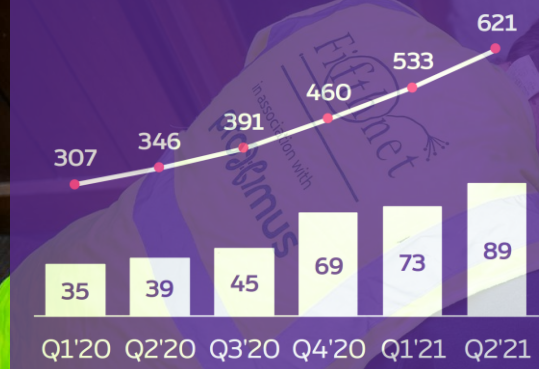
Proximus active in **18** Cities

Fiberklaar to start construction in H2'21



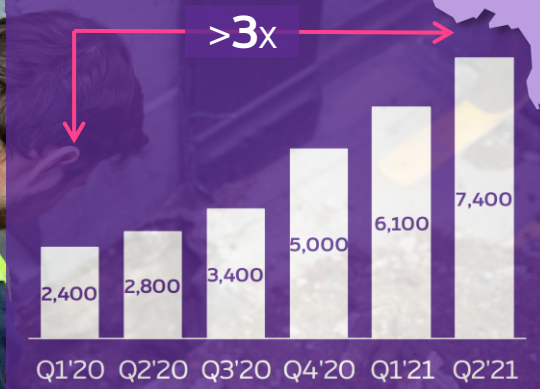
Homes & Businesses Passed (GPON)

(in K)

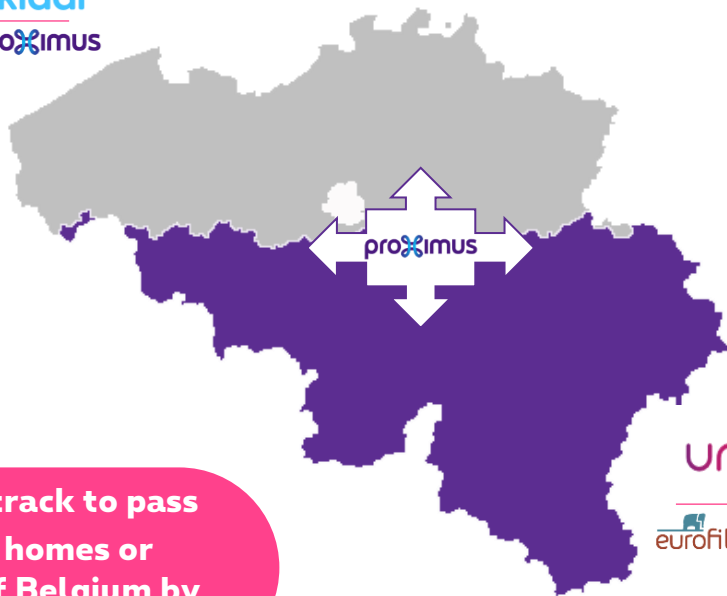


Average weekly rollout

(rounded, HP)



Unifiber, the newly created JV of Proximus and Eurofiber, to deploy Fiber in Wallonia.



unifiber

- ✓ EU clearance on 26 July 2021
- ✓ To build 500K HP at least
- ✓ P2P, open passive Fiber infrastructure

Well on track to pass
4.2M homes or
~70% of Belgium by
2028

We demonstrated the superiority of Fiber: **GPON bringing up to 25Gbps**, a world premier.



Fiber superiority starts to materialize in our customer numbers with +14,000 Fiber net adds in Q2



Progressing on our **Mobile transformation**, committed to take a leading role in the deployment of 5G in Belgium.



- **Only operator in Belgium** to offer **public 5G** connectivity since April 2020
- 5G-light available in c. **150 sites** in **around 70 cities and municipalities**, mainly in Flanders

Launch of **dedicated 5G innovation platform** e.g.,
Smart agriculture with drones , 5G concert broadcasting ...

Mwingz
First cluster of antennas consolidated successfully



5G advertising at Brussels airport



5G

Here you can share pictures as big as this whale in less than 1 second.


proximus
Think possible



>1M customers on our Digital platforms



> 1M Unique visitors
Pickx App & Web



> 1M Active users
MyProximus App

Mobility services



4411

> 3M users



> 2M users

Launching new innovative services



Imagined by Proximus,
powered by Belfius.

pickx+

Moments that
make us.

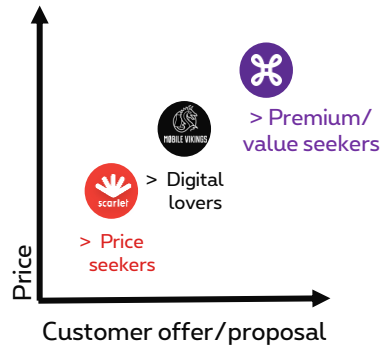


Meet a doctor on your
smartphone.

We welcomed **over 330,000 Mobile Vikings customers** in the Proximus Family

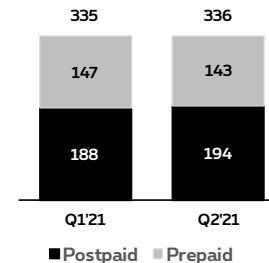


- **Complementary** brand position
- **Upsell potential** to Fixed offers
- Seamless customer migration in H1'22 – material **cost synergies** expected



Converting Prepaid to Postpaid @ higher ARPU (x 2), **improving the customer product mix**

EOP Park & Net adds (in '000)



-4K

O/W -1K incl. in Proximus Q2 net adds.

+6K

O/W +2K incl. in Proximus Q2 net adds.

Strongly committed to a **green, digital and socially inclusive** society



Sustainable Finance Framework

- **1st Belgian telecom operator** to publish its Sustainable Finance Framework
- Clear and transparent information about the **green & social investment strategy**
- **Compliant** with the Green and Social Principles of the LMA and ICMA

Progress in **ESG** initiatives in Q2

- **+ 31,858** mobiles collected for reuse/recycling
- **+ 19** signed Circular manifesto's
- Joined **project CULT** – green & efficient parcel delivery
- **Lean and Green 2 stars** label

Belgium hit by unseen **floods**

- Helping impacted **employees**
 - ✓ Internal HR services & colleagues providing support
- Support for **impacted citizens**
 - ✓ 50GB of free data to customers living in impacted areas
 - ✓ Supporting the Belgian Red Cross initiative by collecting donations by SMS
- Critical **network** interventions
 - ✓ Restored mobile coverage in flooded area
 - ✓ Situation remains very difficult for the fixed network in some areas



Highlights Q2 2021

Key Q2 2021 results

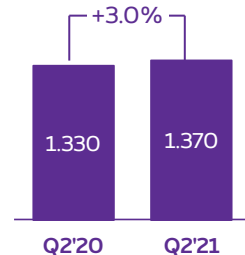
on track to deliver guidance

Commercial momentum remains solid

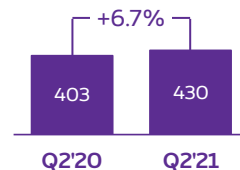
- Main **customer bases growing**
 - ✓ Mobile Postpaid +48K
 - ✓ Internet +10K
- Traction **high value customers** continues
 - ✓ +12K TV
 - ✓ +18K Convergent
 - ✓ +14K Fiber
- **ARPC Consumer +1.2%**

€ 1,370M Group revenue. Progress in all segments

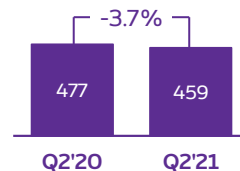
- **Domestic** +2.4% YoY; +2.0% YoY organic
- **BICS** +2.5% YoY
- **TeleSign** +22.5% YoY on constant currency



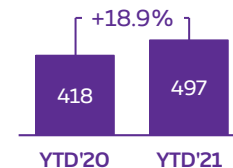
Opex up on low comparable base



Group EBITDA

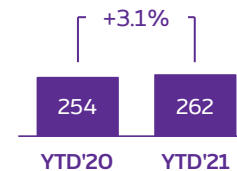


Capex (excl. spectrum & football rights)



FCF

Normalized



Solid **customer growth**, continuing to balance mix to higher-value customers

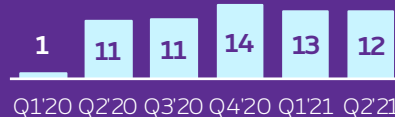


Postpaid excl. M2M

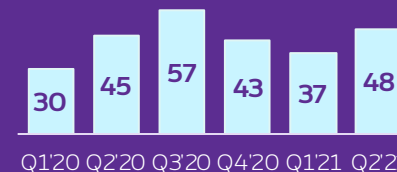
Net add Group ('000)



+**2.4%** YoY
to **2,158K**



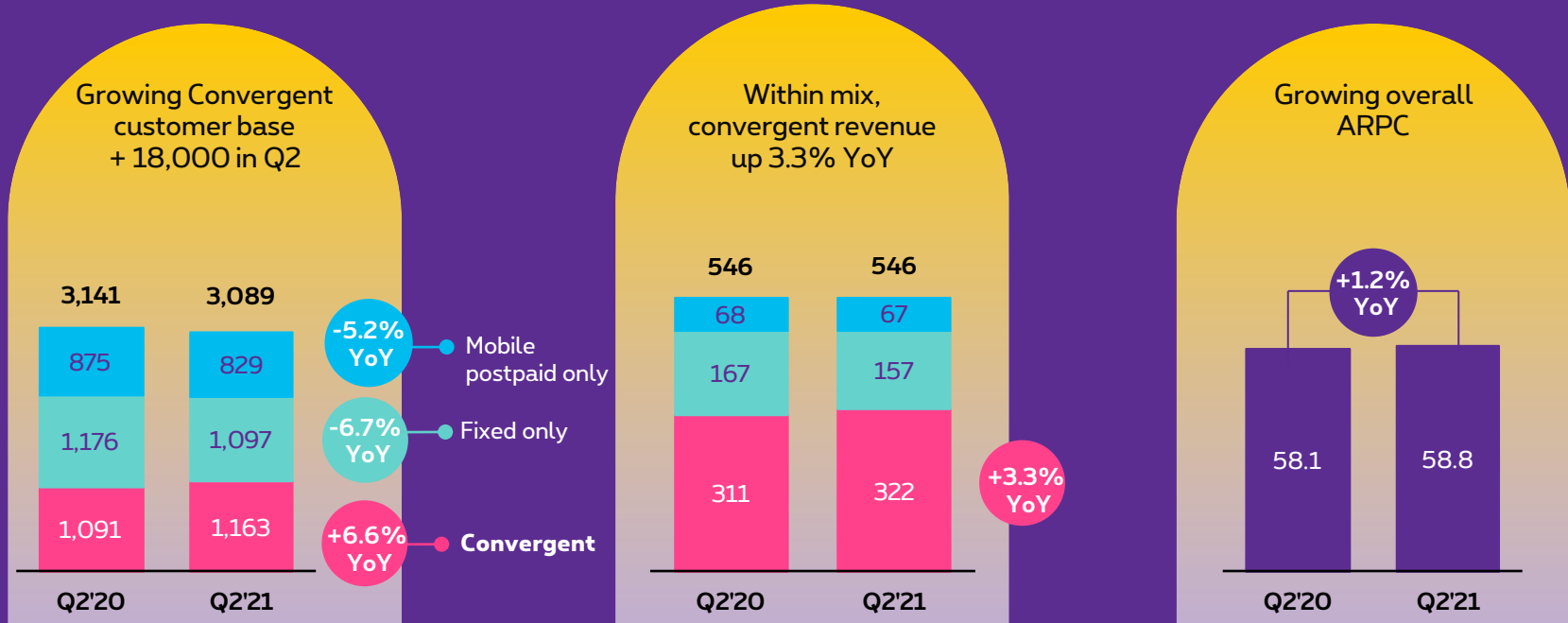
+**3.0%** YoY
to **1,702K**



+**9.0%** YoY
to **4,553K**
incl. Mobile Vikings Postpaid customers of 194K EOP June

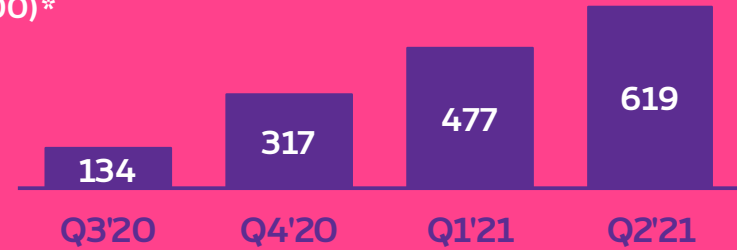
Driving consumer value through **convergence**

Convergent base +6.6% YoY



...supported by continued strong traction of consumer Flex offer, **+142,000 Flex** in Q2

Flex subscriptions ('000)*

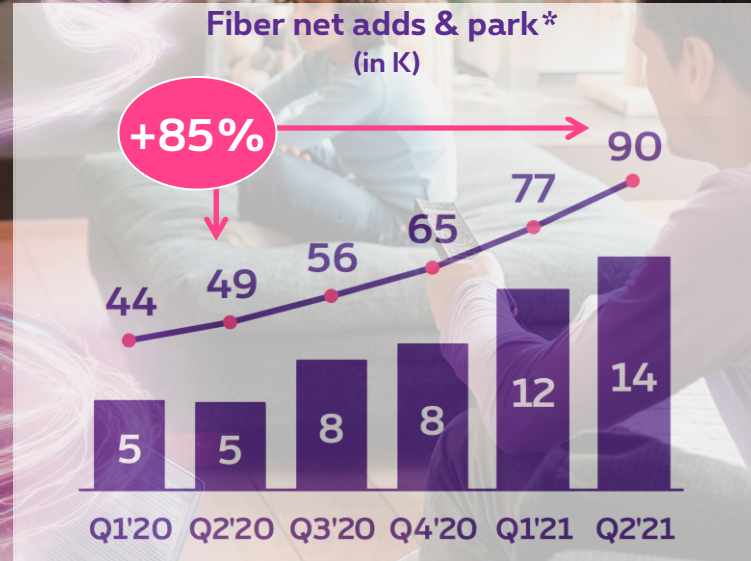


Flex multi-mobile strategy drove average RGUs up



*Mix of migrations & new customers

90,000 consumer customers enjoying the superiority of a **Fiber** connection end-June 2021



Uptiering via Fiber

*Customer X-play level (consumer)

Our **B2B segment** continued its strong revenue for Telecom services, +2.9% on low comparable base.

Internet

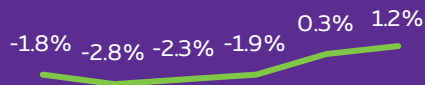
Park (K)

1.0%



Q2'20 Q2'21

Arpu (YoY trend)

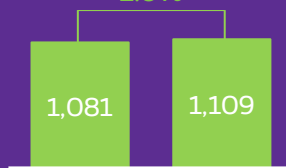


Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21

Mobile

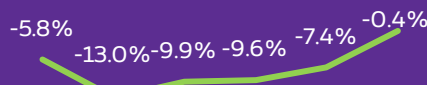
Park (K)

2.6%



Q2'20 Q2'21

Arpu (YoY trend)

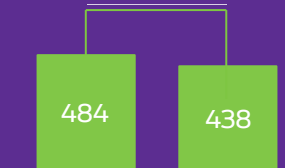


Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21

Fixed Voice

Park (K)

-9.5%



Q2'20 Q2'21

Arpu (YoY trend)



Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21

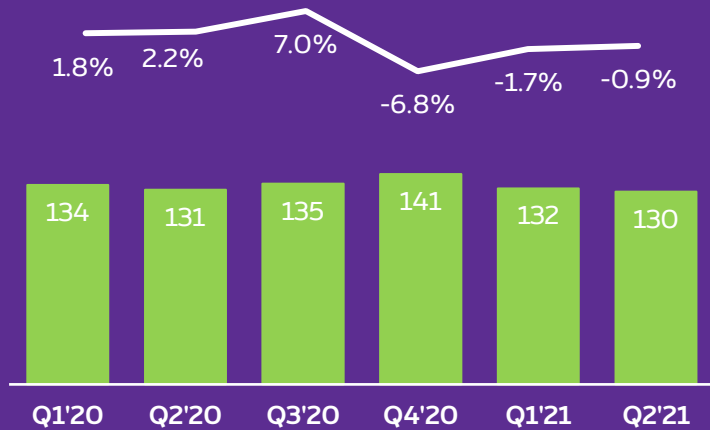
Revenue **Internet services** slightly positive.

Mobile revenue +4.1% on growing base & flattening ARPU

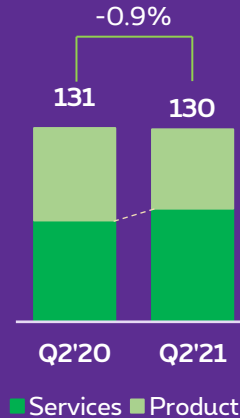
Fixed Voice revenue -0.5% YoY

Ongoing **B2B transformation well managed** with initial success reflected in **better ICT Services revenue**.

ICT revenue (€M) & YoY



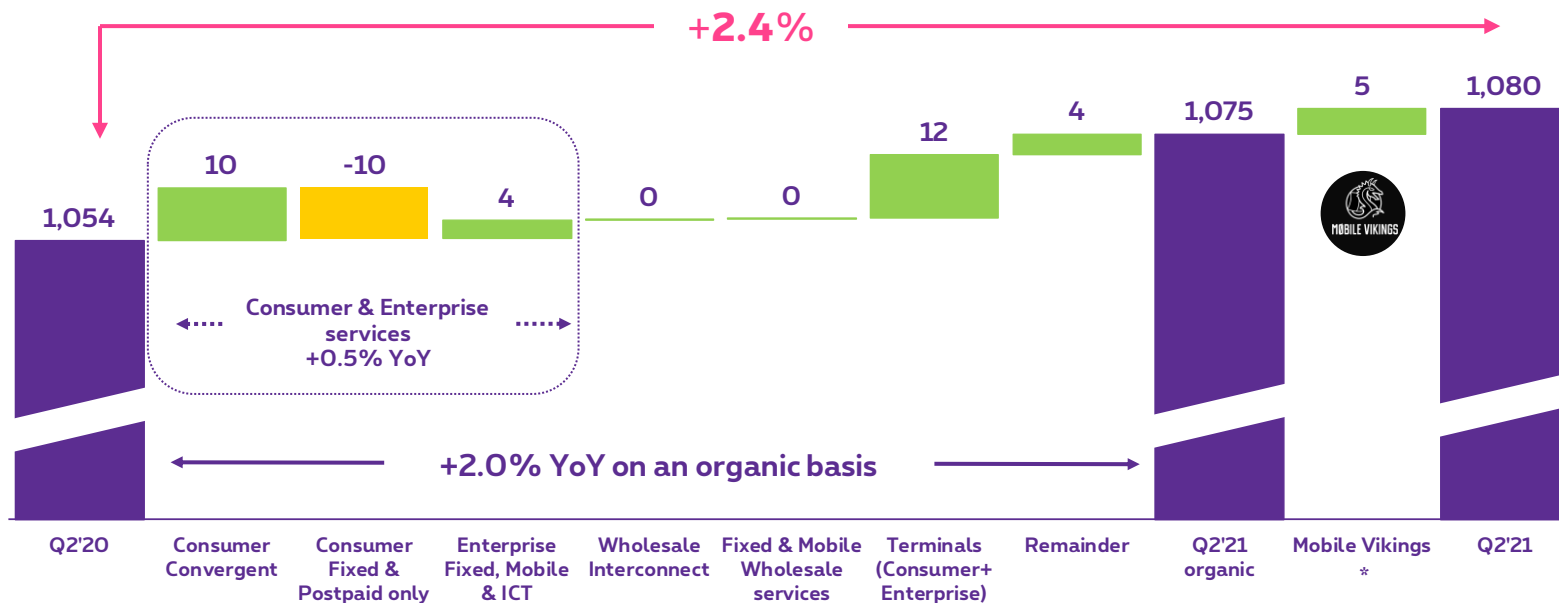
Product vs Services revenue



Digital adoption bringing structural opportunities. Growing revenue from high-value services

- ✓ Cloud services
- ✓ Smart Networks
- ✓ Advanced Workplace
- ✓ Security services
- ✓ Application & Data integration

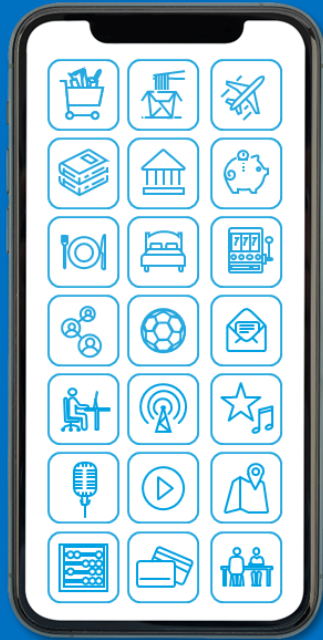
Delivered growth in **domestic revenue**, with all segments improving trend from prior Qs.



*incl. intersegment eliminations. Consumer Mobile Vikings revenue contribution equal to € 6M in Q2 2021.

TeleSign benefitting from accelerated digitalization and unique position in the market

Every growing digital communication and identification needs...



...brings challenges.



TeleSign brings solutions



Digital Identity

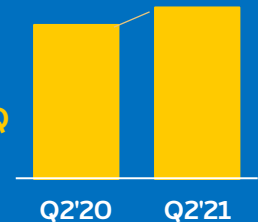
Fraud management & scoring



Communications

Authentication Secured CPaaS

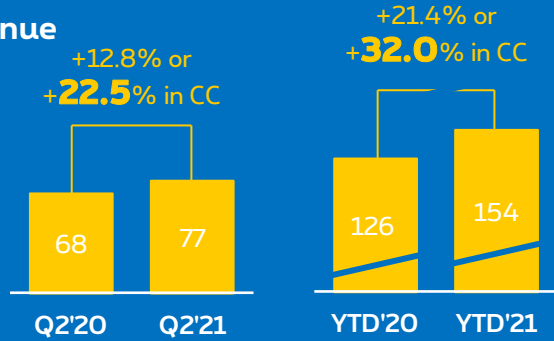
TeleSign >5Bn transactions by Q and growing



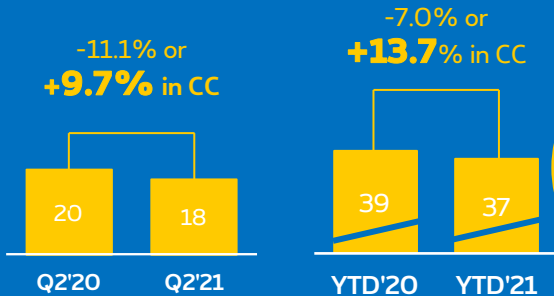
TeleSign delivering **double digit growth**.

Investing to become an Integrated Digital Identity Leader

Revenue €M



Direct Margin €M:



Q2 EBITDA positive by €4M
in spite of steep investments



Investing in

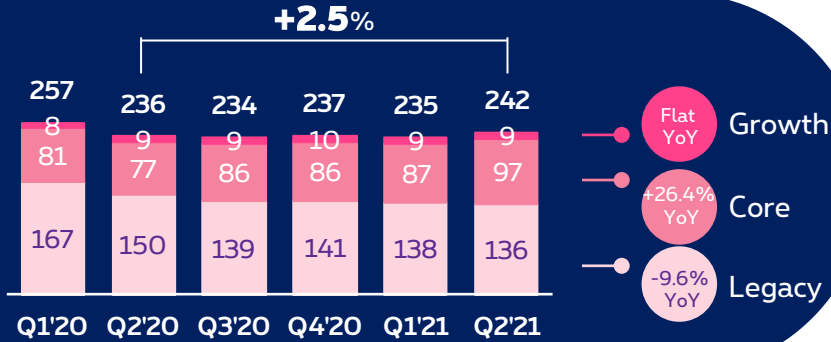
- ✓ Go-to market
- ✓ R&D
- ✓ Product development
- ✓ Marketing...

Strong forward bookings to support growth in H2
Estimated DM by Q



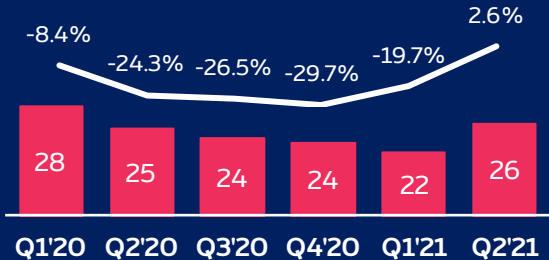
Trends improving on annualized Covid-19 headwind

Revenue (€M) & YoY variance



Revenue +2.5% on strong performance in messaging driven by high volumes combined with a favorable destination mix.

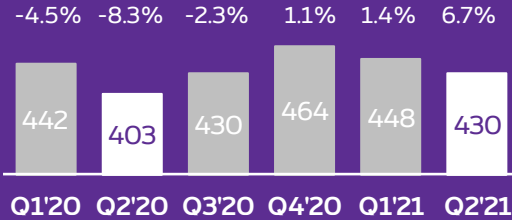
EBITDA (€M) & YoY variance



EBITDA +2.6% YoY, with cost control offsetting limited Direct Margin decrease of -1.3%

Group operating costs up on low comparable base

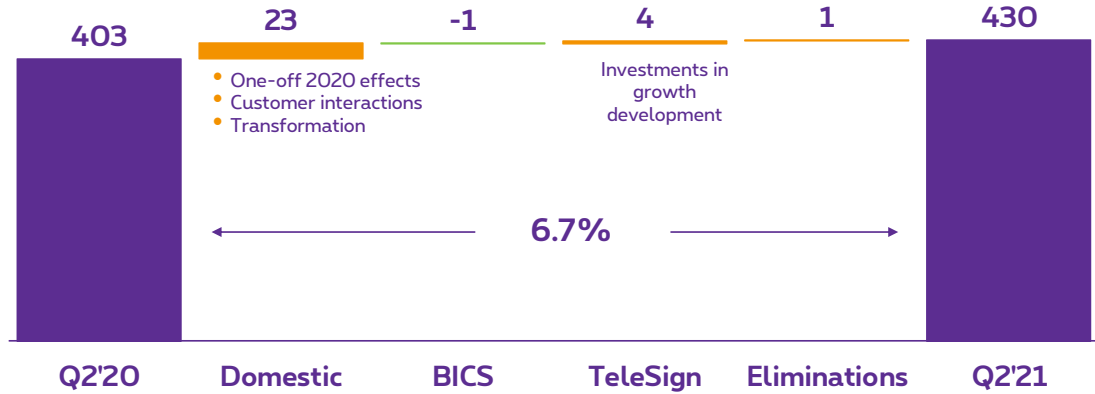
Group OPEX quarterly & YoY (underlying, €M)



Incl. favorable one-off cost effects for ~ 20M

Domestic Opex +6.4%
on exceptionally low Q2'20.

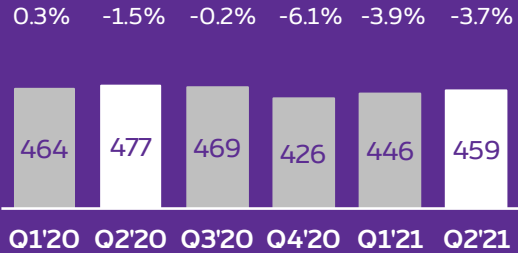
Group OPEX (€M)



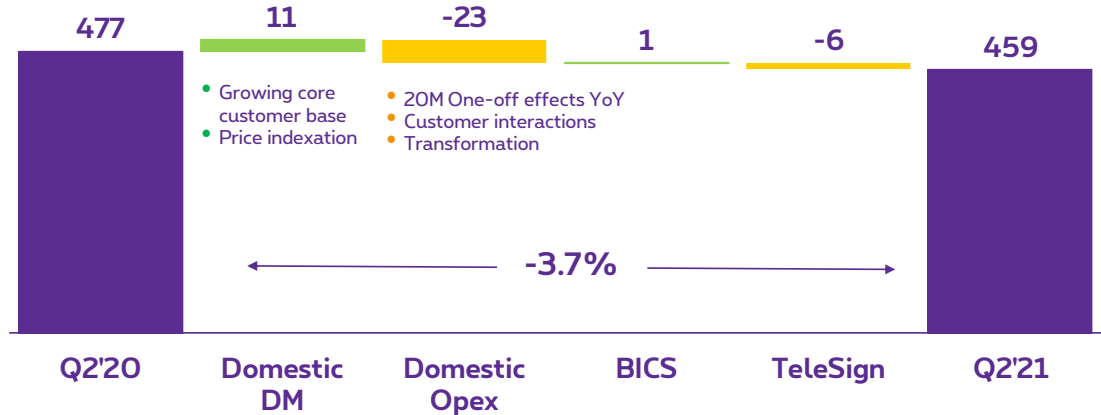
Group EBITDA

decrease reflecting anticipated rise in costs

Group EBITDA quarterly & YoY (underlying, €M)



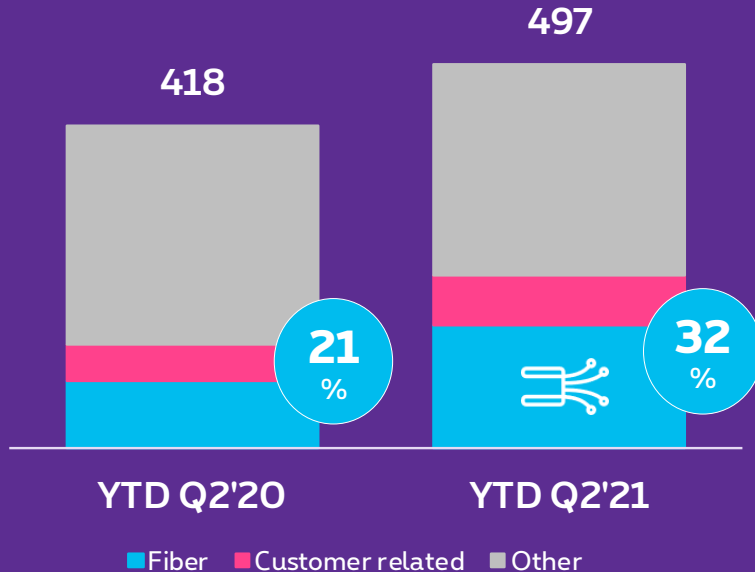
Group EBITDA (underlying, €M)



Balancing **investments** towards our accelerated Fiber roll out

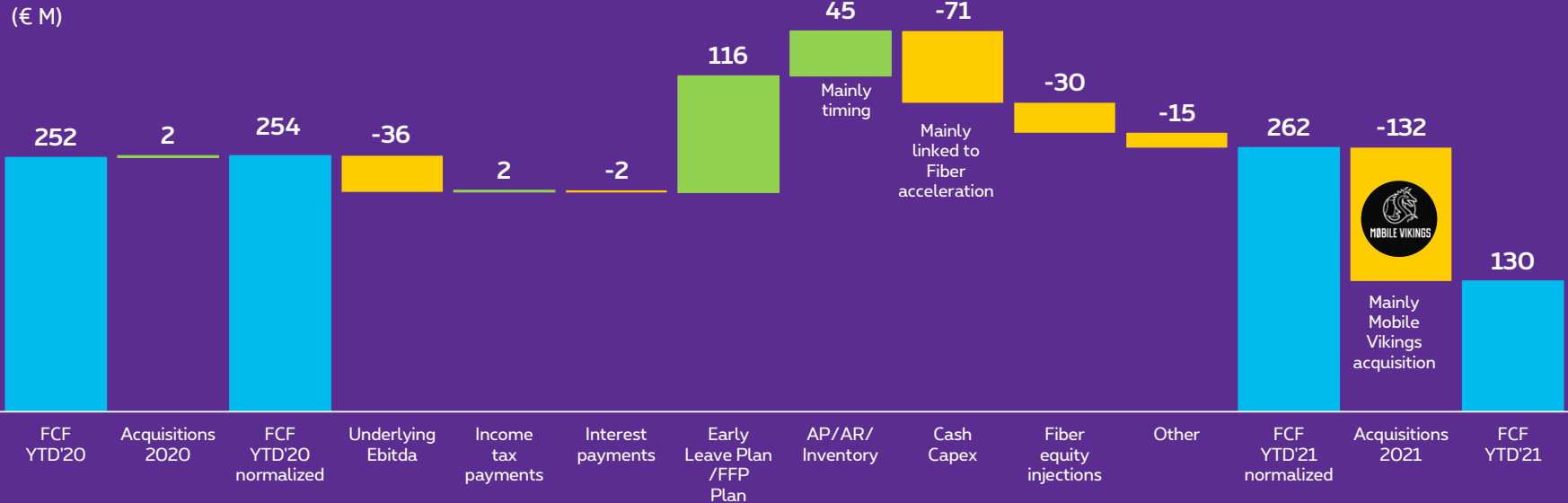
Group Capex

€m, accrued, excl. spectrum & football rights



- **Fiber** roll-out **accelerating**;
+161,000 HP in H1 2021
- Customer related capex up on **more customer installations**
- Stepping up **Digitalization** and **IT transformation** investments.

Strong cash generation, normalized **FCF of € 262M** YTD-June



• The FCF graph represents a management view. The composition reflects the main components, sometimes in aggregate, and might differ from the Consolidated Cash Flow statement.

• Early leave plan refers to voluntary early leave before retirement and FFP plan to the Fit for Purpose transformation plan

• FCF includes the lease payments

• Other: aggregate of smaller items. Year to date variance mainly reflects deferrals.

On track for our **2021 outlook**

| Guidance metrics | Actuals FY 2020 | Outlook FY 2021 | Achievement H1 2021 (excl. Mobile Vikings) |
|--|-----------------|-------------------------|--|
| Underlying Domestic revenue | € 4,356M | Close to the 2020 level | € 2,160M |
| Underlying Group EBITDA | € 1,836M | € 1,750-1,775M | € 904M |
| Capex (excl. Spectrum & football rights) | € 1Bn | Close to € 1.2Bn | € 497M |
| Net debt / EBITDA | 1.28X | < 1.6X | nr |

2021 progressing well to plan and on track to support our #Inspire2022 ambition

Q&A

Join the conference call to ask your questions

| | |
|----------------|------------------|
| Dial-in UK | +44 20 7194 3759 |
| Dial-in USA | +1 646 722 4916 |
| Dial-in Europe | +32 2 403 5816 |

Code *77519873#*

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**A more detailed
view on the
results**

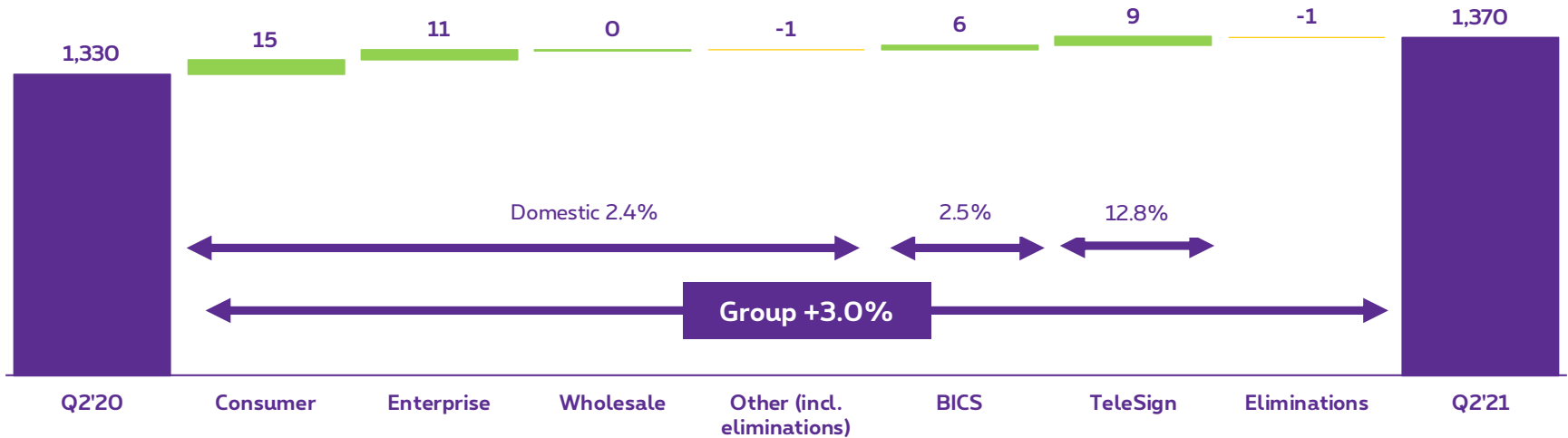
- Group P 31
- Consumer P 38
- Enterprise P 44
- Wholesale P 51
- TeleSign P 52
- BICS P 54
- Appendix P 57

Notes

- All figures included in this presentation are on 'Underlying' basis, allowing for a meaningful YOY comparison.
- Figures are rounded. Variances are calculated from the source data before rounding, implying that some variances may not add up.

Q2 underlying Group Revenue +3.0% YoY, +2.7% organic growth excl. Mobile Vikings

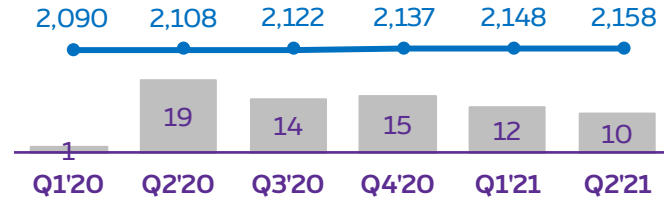
€M



Further increasing Internet and TV base

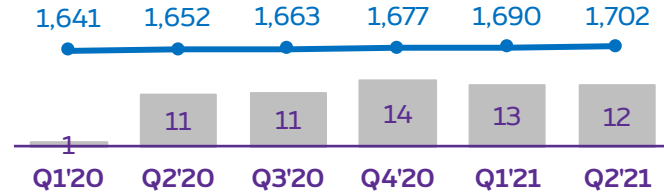
- Strong traction of **Flex** offer
- **Fiber** activations increasing
- **Fixed Voice line** further eroded, reflecting ongoing change in customer needs

('000)*:

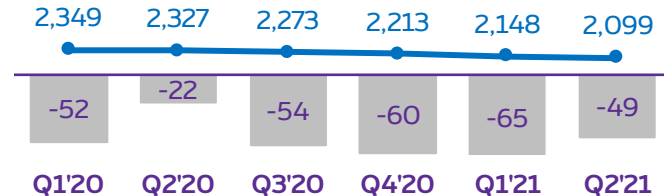


Lines

+50K
YoY
+2.4%



+50K
YoY
+3.0%



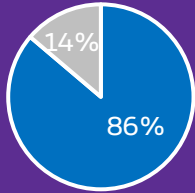
-228K
YoY
-9.8%

— Net adds — Park

*Group operational cover Proximus (Consumer and Enterprise), Scarlet, Proximus Luxembourg and Wholesale.

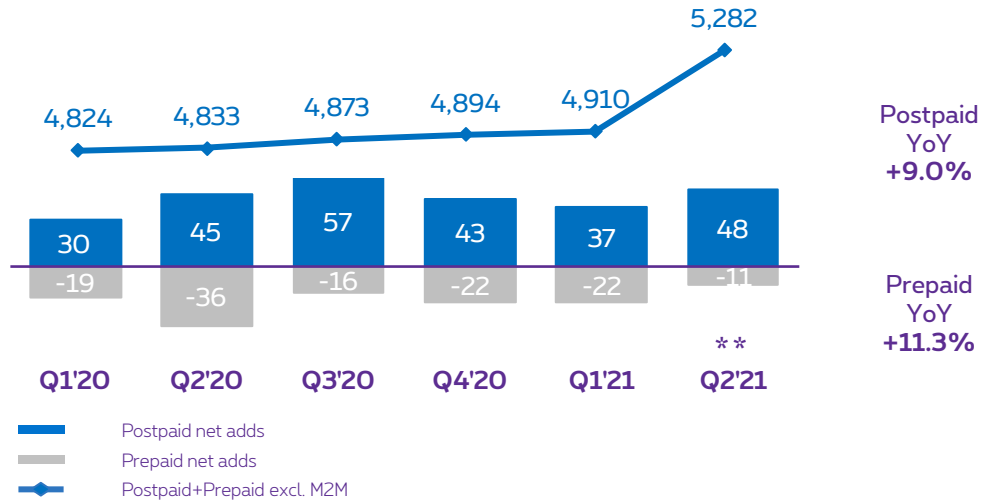
Maintaining a solid Postpaid customer growth

Prepaid
728K



Postpaid
4,553K

Mobile park & net adds (in '000)*:



*Group operationals cover Proximus (Consumer and Enterprise), Scarlet, Proximus Luxembourg and Wholesale.
 ** The mobile park includes customers acquired on 1 June 2021 related to the acquisition of Mobile Vikings, raising the Mobile Postpaid base by 191,000 and the Prepaid base by 144,000.

Group underlying Direct Margin +1.1%

Domestic DM

Q2 YoY +1.4%, incl. a 1-month contribution from Mobile Vikings. +1.1% on organic basis.

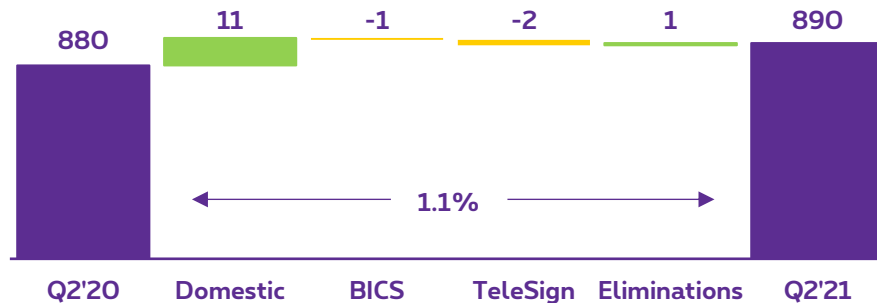
BICS DM

Q2 YoY -1.3%, substantial trend improvement resulting from the lapping of the pandemic impact and limited MTN insourcing impact.

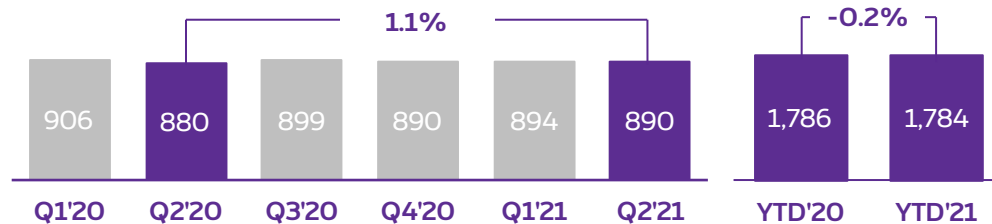
TeleSign DM

Q2 YoY -11.1%, incl. USD/EUR effect. At constant currency, +9.7% direct margin.

Q2
(M€)

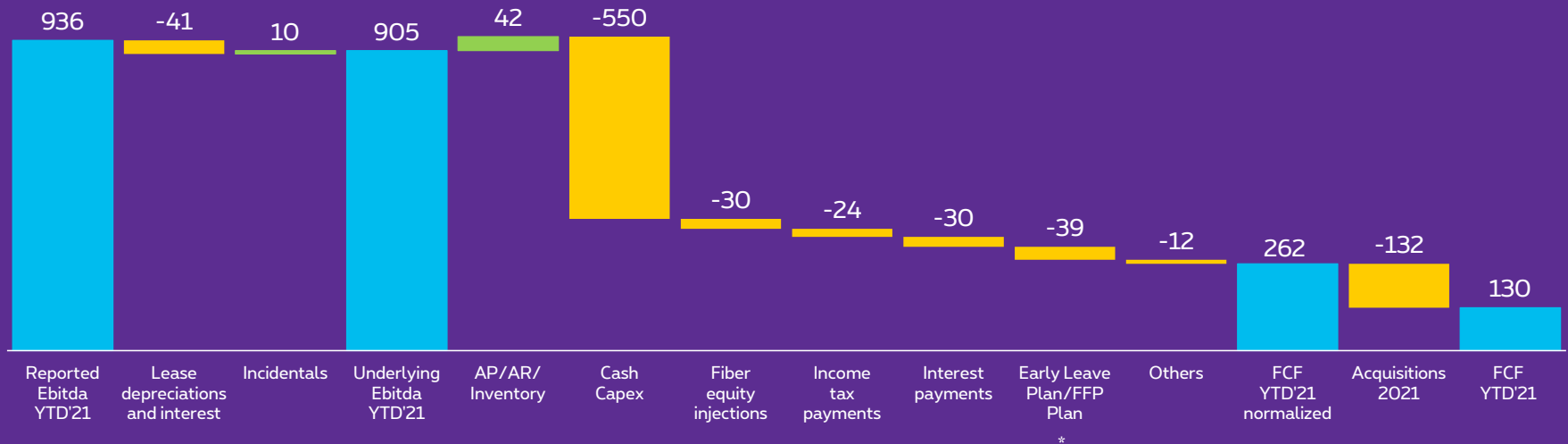


Q's
(M€)



From EBITDA to FCF, YTD Q2 2021

(€ M)



* Early leave plan refers to voluntary early leave before retirement and FFP plan to the Fit for Purpose transformation plan

Net income evolution over first six months 2021

YTD
(€ M)



* Excluding Lease depreciations

** Excluding Lease interests

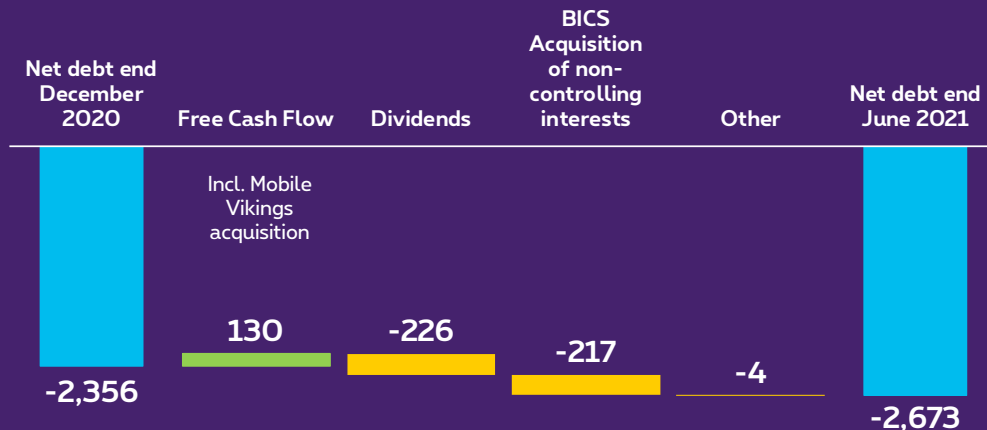
*** Includes Non-controlling interests and Share of loss from associates

Keeping a **sound financial position**

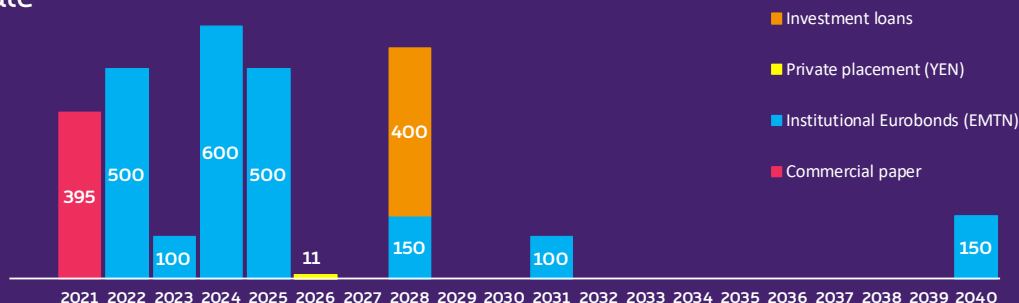
(situation end June 2021)

Adjusted Net Debt (YTD, M€)

Excluding Lease liabilities



Debt Maturity Schedule (M€)



4.2 Yr

Average debt duration

1.76 %

Weighted average coupon

Credit ratings:

Standard & Poor's A (negative outlook)

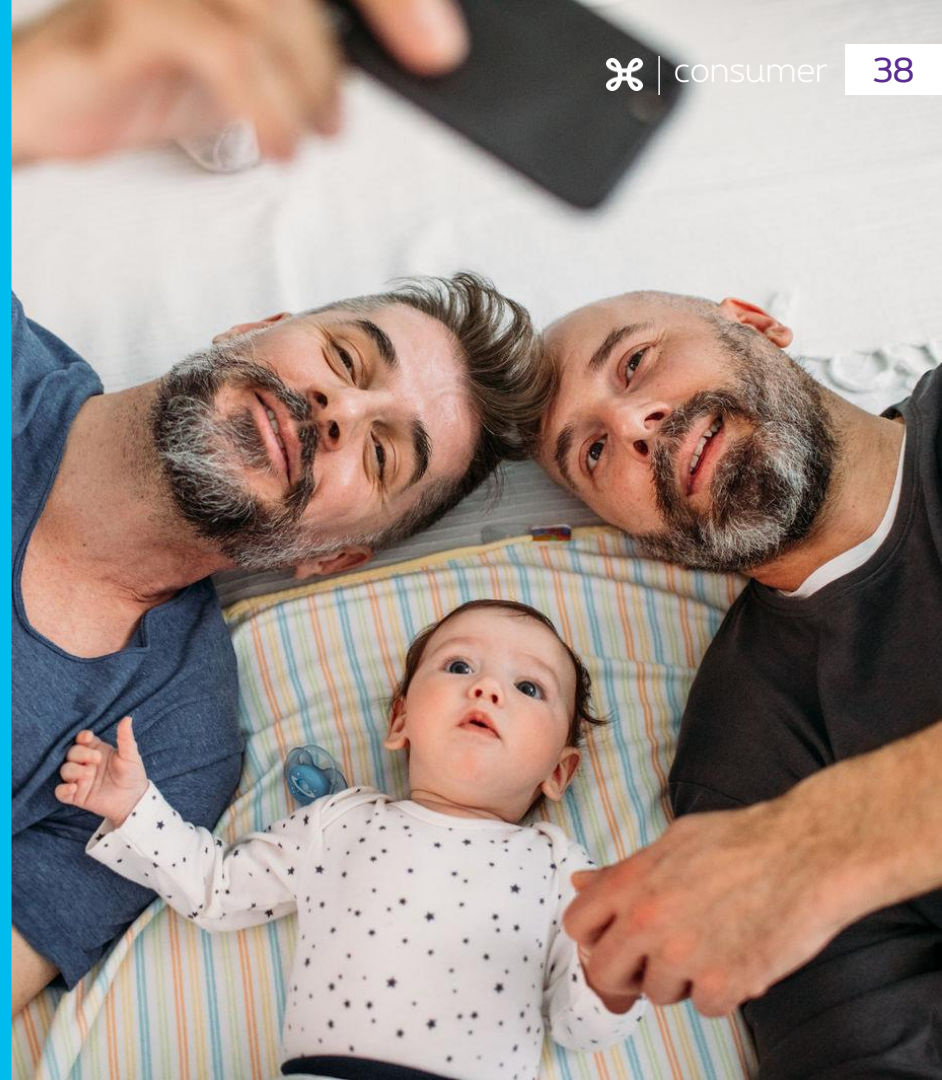
Moody's A1 (stable outlook)

Liquidity end June 2021:

- €243M investments, cash & cash equivalents (incl. derivatives)
- EMTN Program €3,500M (€2,100m outstanding).
- CP Program €1,000M (€395M outstanding)
- Committed credit facilities: €750M (€0M outstanding)

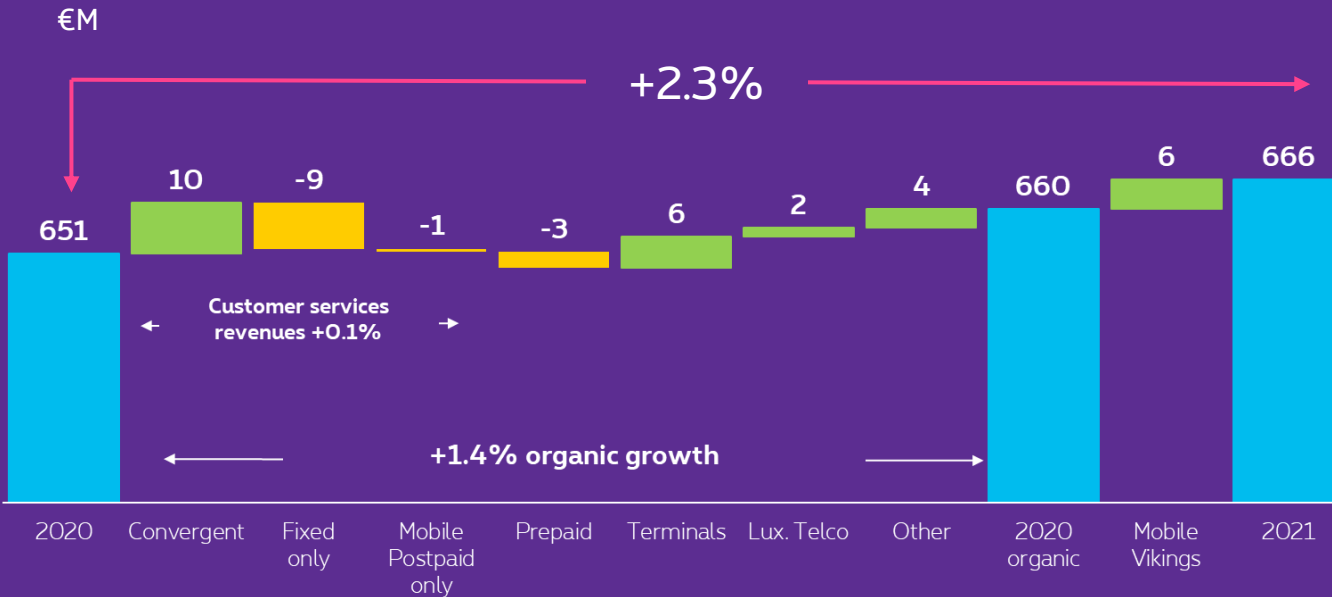
Q2 Consumer highlights

- Continued **strong commercial performance**: +37K Mobile postpaid, 10K Internet & 12K TV subscriptions in Q2'21.
- With **+14,000 Fiber activations** Fiber park reaches 90,000, a +85% year-on-year growth.
- **Success for Flex offers** continuing: 619K Flex subscriptions end-June '21.
- **Convergent** customer base +18K in Q2'21, convergent revenue up by +3.3% YoY.
- **Traction for 3-Play convergent offers** excl. Fixed Voice driving change in customer product mix.
- **Total Consumer revenue +2.3% YoY**, incl. a stable Customer services revenue. ARPC +1.2% YoY to EUR 58.8.



Q2 Consumer revenue +2.3%

+1.4% organic growth excl. Mobile Vikings

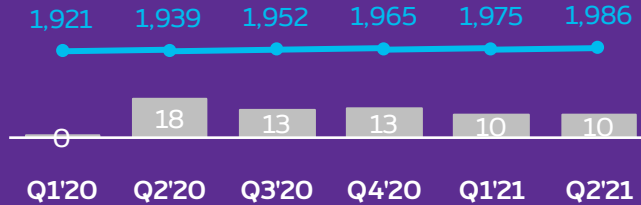


Keeping up a **strong commercial performance**, solidly growing core subscriber bases, with especially good traction in **high-value offers**, combining Fixed with multiple mobile subscriptions, and **Fiber-based** offers.

Sustained **solid** performance for **TV and Internet**

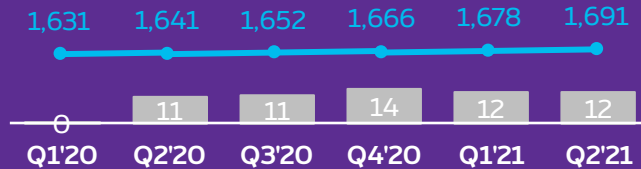
Fixed voice declines on changing customer needs

Internet
customers
(‘000)



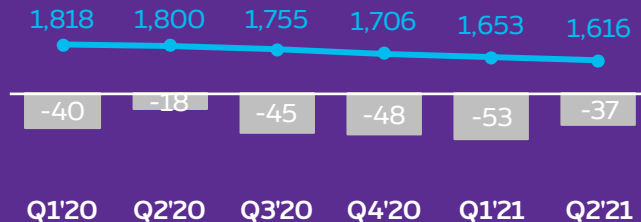
Broadband **+46,000** YoY
+2.4%

TV
customers
(‘000)



+49,000
YoY
TV households
+3.0%

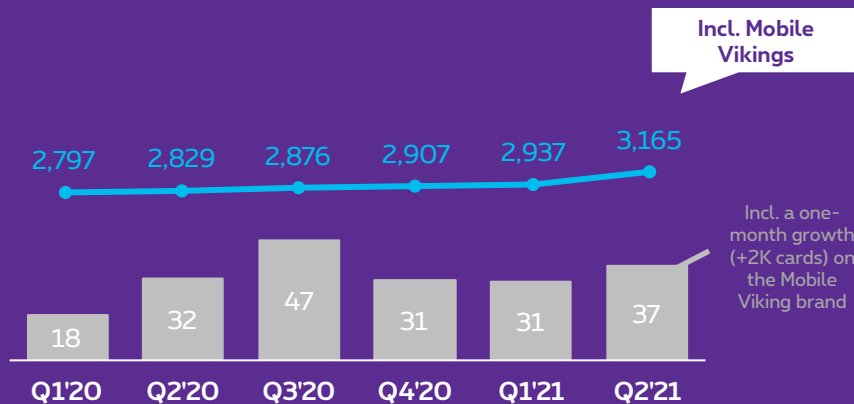
Fixed
voice
customers
(‘000)



-10.2% YoY
Fixed Voice lines,
reflecting ongoing change in customer needs

Continued strong **mobile postpaid** trajectory

Mobile postpaid park & net adds ('000)



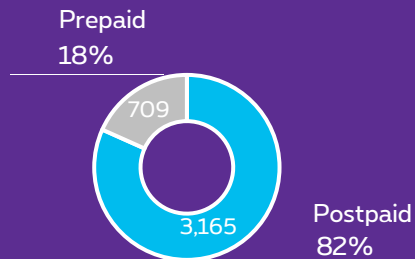
Incl. a one-month growth (+2K cards) on the Mobile Viking brand

Mobile Postpaid customer base

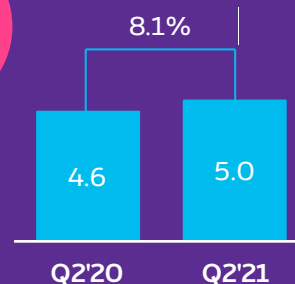
+5% YoY

(excl. 194K Mobile Vikings customers EOP June)

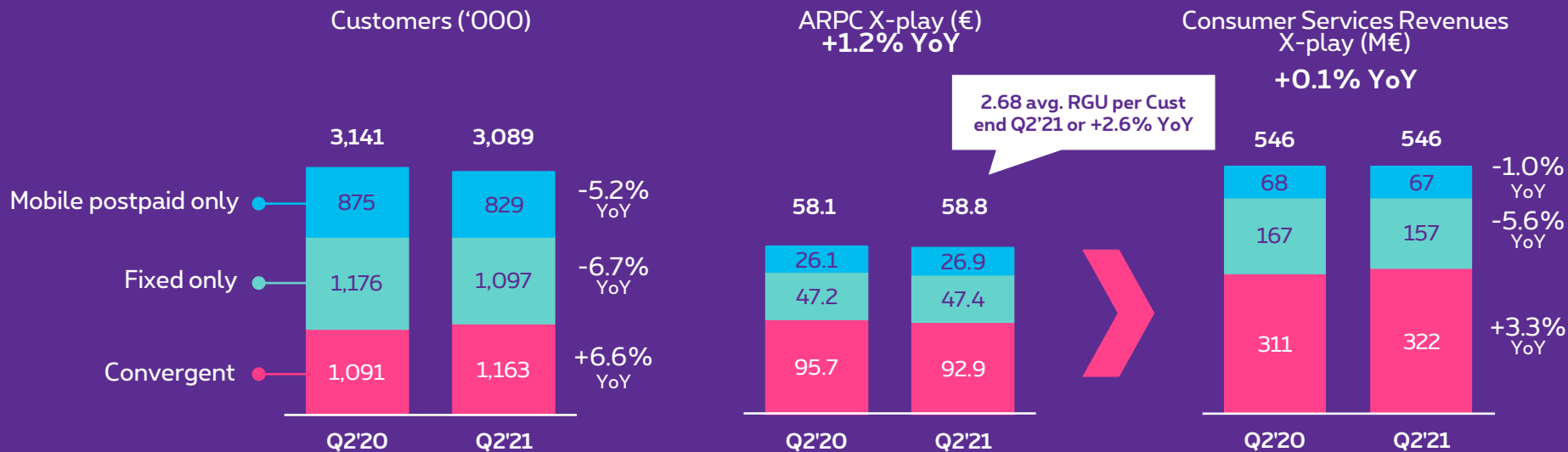
Mobile Park ('000)



Mobile Data usage (GB/customer/month)

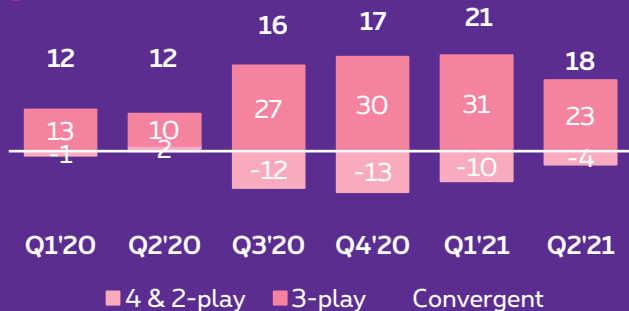


Q2 '21 **ARPC +1.2%** YoY on higher proportion of Convergent customers, further supported by the 1 Jan 2021 price increase.

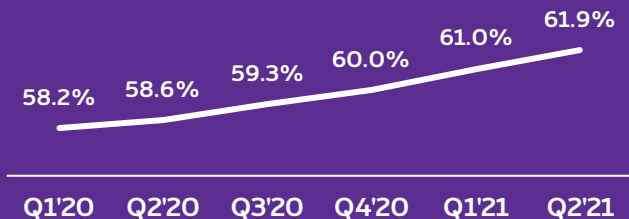


Convergent revenues +3.3% YoY, driven by growing convergent customer base

1 Growing convergent customer base to 1,163,000.
Net adds in '000

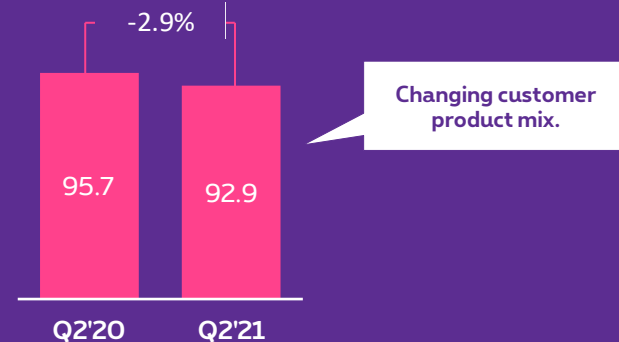


2 Leading to an increasing convergence rate*

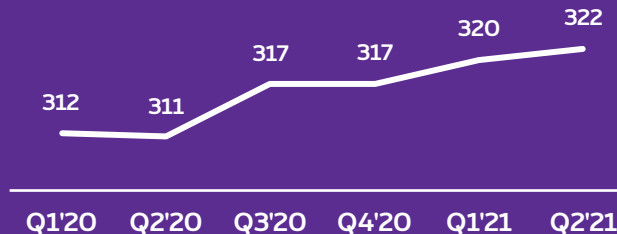


* (i.e. % of Customer having Mobile + Fixed component)

3 Convergent ARPC (€)



4 Growing Convergent revenue (€M)



**+3.3%
Q2 YoY**

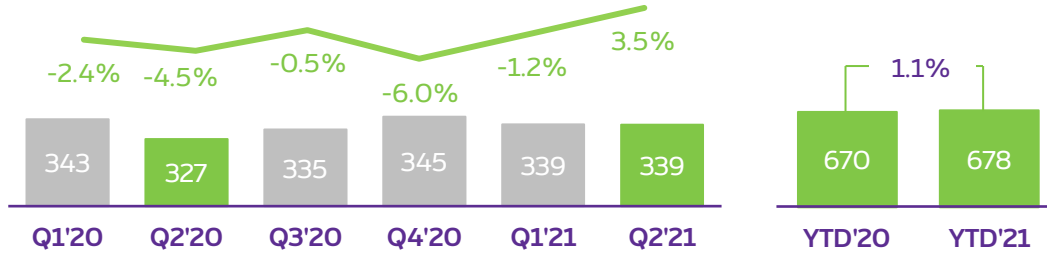
Q2 Enterprise highlights

- **Q2 revenue +3.5%** on low comparable base.
- **Mobile services revenue +4.1%** on growing customer base and moderating ARPU decline.
- **Fixed services revenue +2.0%:**
 - ✓ Fixed Data revenue +3.9%;
 - ✓ Fixed Voice revenue nearly stable with ARPU up by +8.9% on low comparable base.
- **ICT revenue -0.9%:** better services revenue nearly fully offsetting the decline in low-margin products.

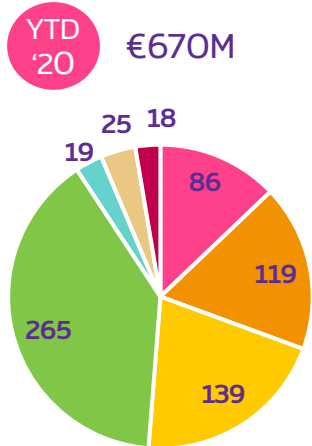


B2B Q2 revenue +3.5%, sequential trend change mainly reflecting annualizing Covid-19 impacts.

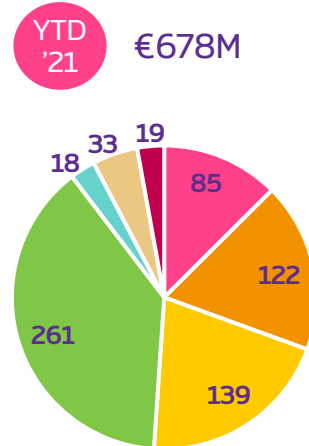
Revenue (M€) & YoY variance



- Solid Mobile customer growth
- Price indexation Jan'21
- Large handset deals
- Q2'20 free offers in lockdown lowered comparable base



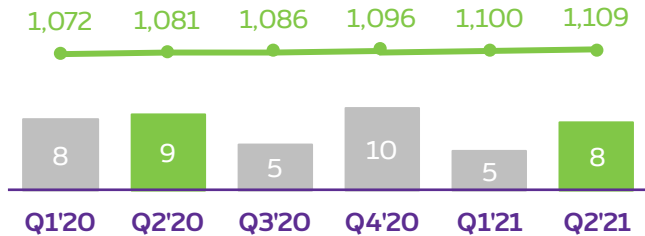
- Fixed Voice
- Fixed Data
- Postpaid
- ICT
- ABS
- Terminals
- Others (incl Tango)



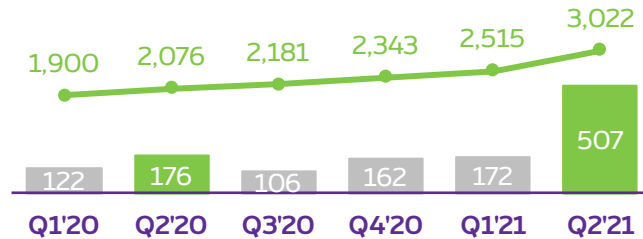
39%
ICT
in total
Enterprise revenue

Mobile revenue up by 4.1%, growing base by +2.6% YoY, ARPU trend flattening.

Mobile postpaid growth & EOP ('000)



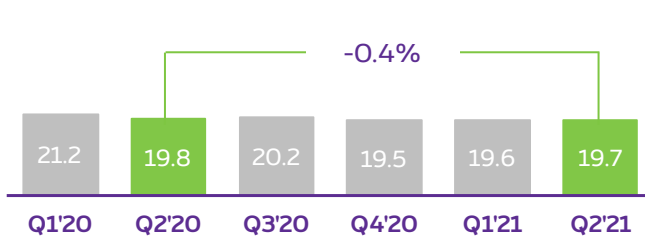
M2M growth & EOP ('000)



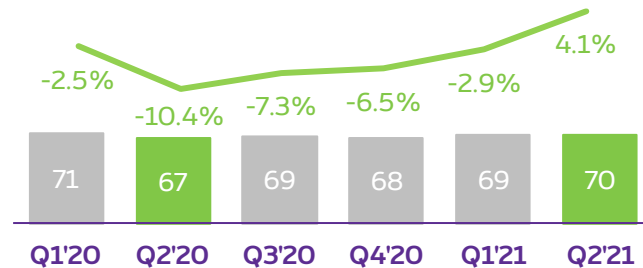
YoY mobile postpaid base
+2.6% or +28,000 cards

> 3 million M2M cards activated
end-June'21.

Mobile postpaid ARPU (€) & YoY variance



Mobile Services revenue (€M) & YoY variance



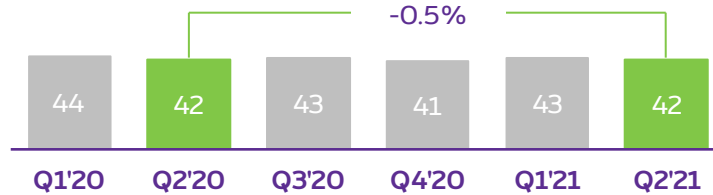
€ 19.7

Mobile postpaid ARPU,
-0.4% YoY

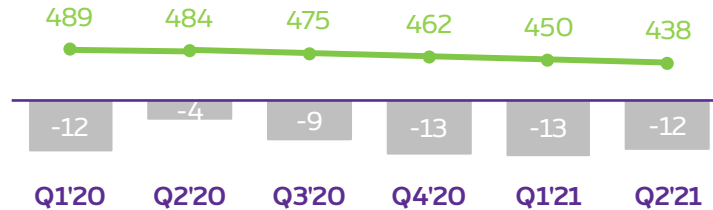
Competitive pricing pressure, partly
offset by a favorable evolution in
mobile managed & network services

Fixed Voice revenue nearly stable, ARPU +8.9% YoY.

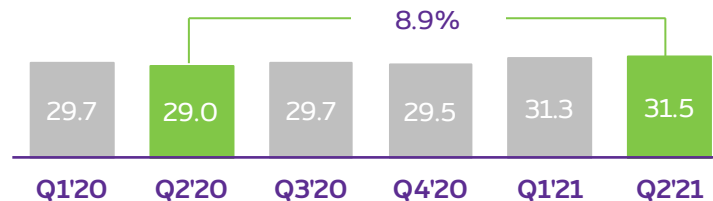
Fixed Voice revenue (M€) & YoY variance



Voice line loss/gain & EOP Park ('000)



Fixed voice ARPU(€) & YoY variance



Fixed Voice revenue erosion limited to **-0.5% YoY**, on a low comparable base

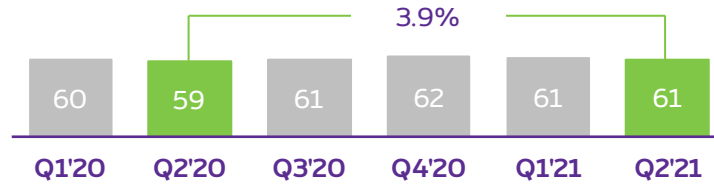
Sequentially stable line loss, 438k Fixed voice park, **-9.5% YoY**

FV ARPU +8.9% YoY

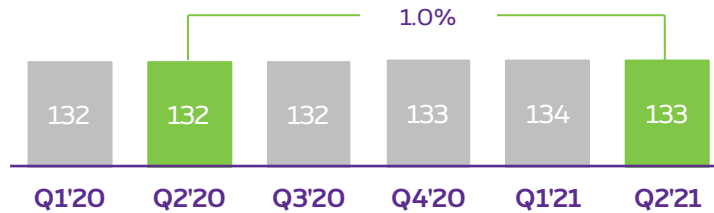
- Covid-19 related rise in traffic volumes sustained
- positive YoY effect from the March 2020 free offers during the lockdown
- 1 January 2021 price indexation

Fixed Data revenue +3.9% YoY, driven by both data connectivity & internet.

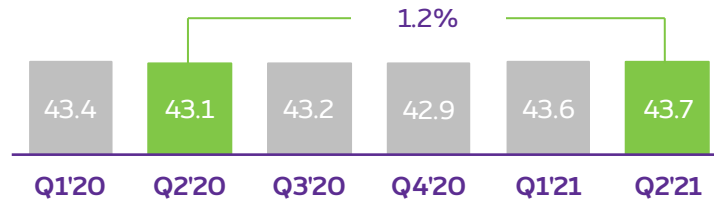
Fixed data* revenue (M€) & YoY variance



Internet growth & EOP ('000)



Broadband ARPU (€) & YoY variance



Internet revenue drivers

Fixed data revenue +3.9% YoY

- + Contract Eleven sports (signed Q320)
- + Growing Fiber Park
- Ongoing legacy Data outphasing
- Attractive customer connectivity pricing in competitive market

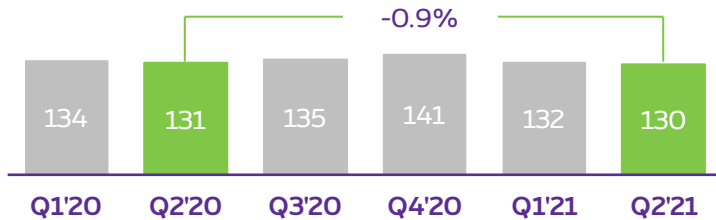
Internet revenue remained slightly positive

benefiting from the 1 Jan price increase, reinforced by increasing internet park

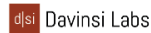
*Consists of data connectivity services, internet and SD-WAN

ICT revenue -0.9% in Q2 YoY, better services revenue offset by decline in low-margin products.

ICT revenue (M€) & YoY



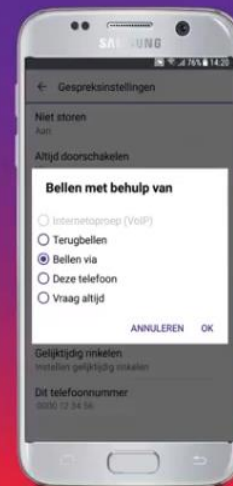
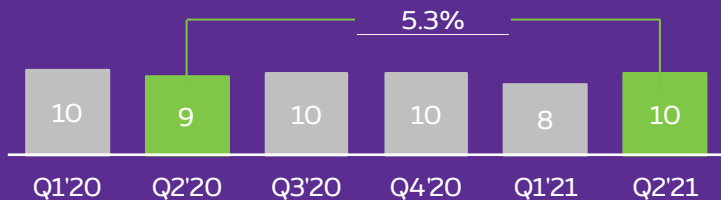
- **High-value services revenues up YoY:** good performance in all ICT services, reflecting the initial success of the transformation into a convergent player, with a high focus on higher-margin next gen ICT services.
- **Product revenues** at lower margin decreased.



Advanced Business Services

ABS includes revenue from Proximus' convergent solutions and Smart mobility revenue from Be-Mobile, for which the Covid-19 exposure on its automotive and parking revenues annualized.

€M

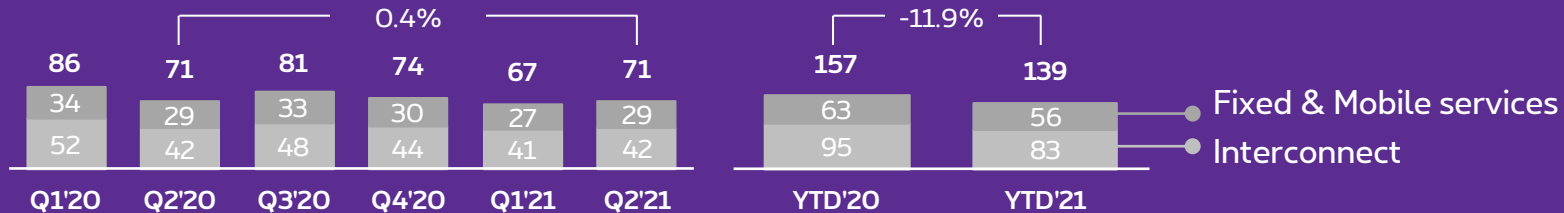


Wholesale revenue rather stable YoY

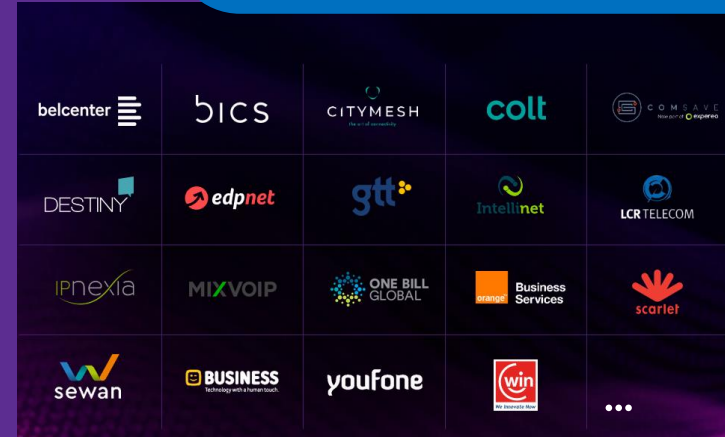
Q2 revenue of € 71M, **+0.4% YoY:**

- **Fixed and Mobile wholesale services +0.7% YoY:** With Covid-19-driven travel effects annualized, Visitor roaming revenue turned positive YoY, further supported by wholesale Mobile and Internet services, partly offset by the ongoing erosion in legacy services.
- **Interconnect (margin-neutral) +0.3% YoY on a low comparable base** (the ongoing shift from regular SMS usage to the usage of OTT applications and reduced SMS usage was amplified during the 2020 Covid-19 lockdown).

Revenue (M€) & YoY



Proximus Carrier and Wholesale Solutions welcomes all operators on the Proximus open networks.



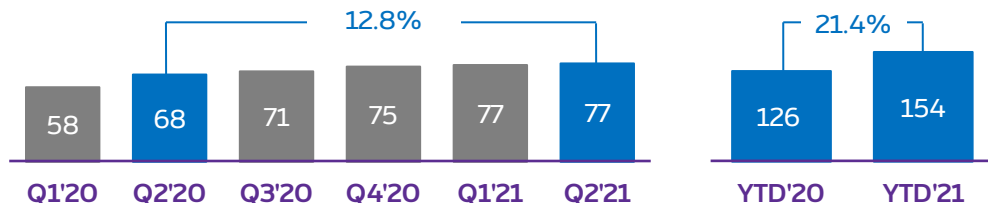
Q2 TeleSign results

- Q2 2021 **revenue up** +22.5% on a constant currency basis.
- Both **Programmable Communication** and **Digital Identity services** show revenue growth.
- **Direct margin up** YoY+9.7% on constant currency basis.
- In view of its **growth ambitions**, TeleSign's operating expenses increased, impacting EBITDA.



TeleSign revenue remains strong, fueled by both CPaaS and Digital Identity services

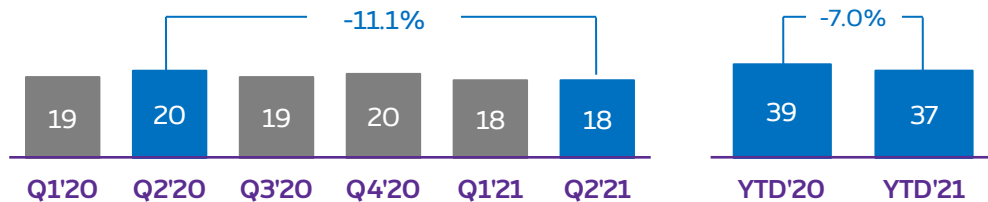
Revenue (M€)
& YoY variance



Revenue **+12.8%**
(+22.5% on constant currency)

Revenue starting to cycle against stronger 2020 revenue (customer acquisition and strong volumes, amplified by sanitary crisis).

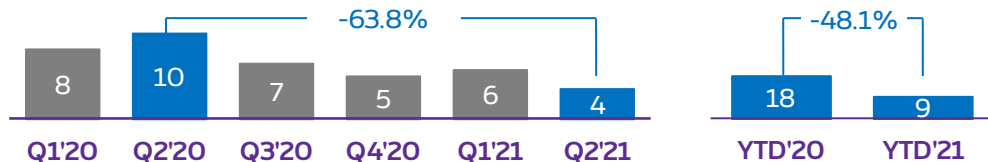
Direct Margin
(M€)



Direct Margin **-11.1%**
(+9.7% on constant currency)

Underlying growth & overall margin profile of the business remains very solid.

EBITDA (M€) &
YoY variance

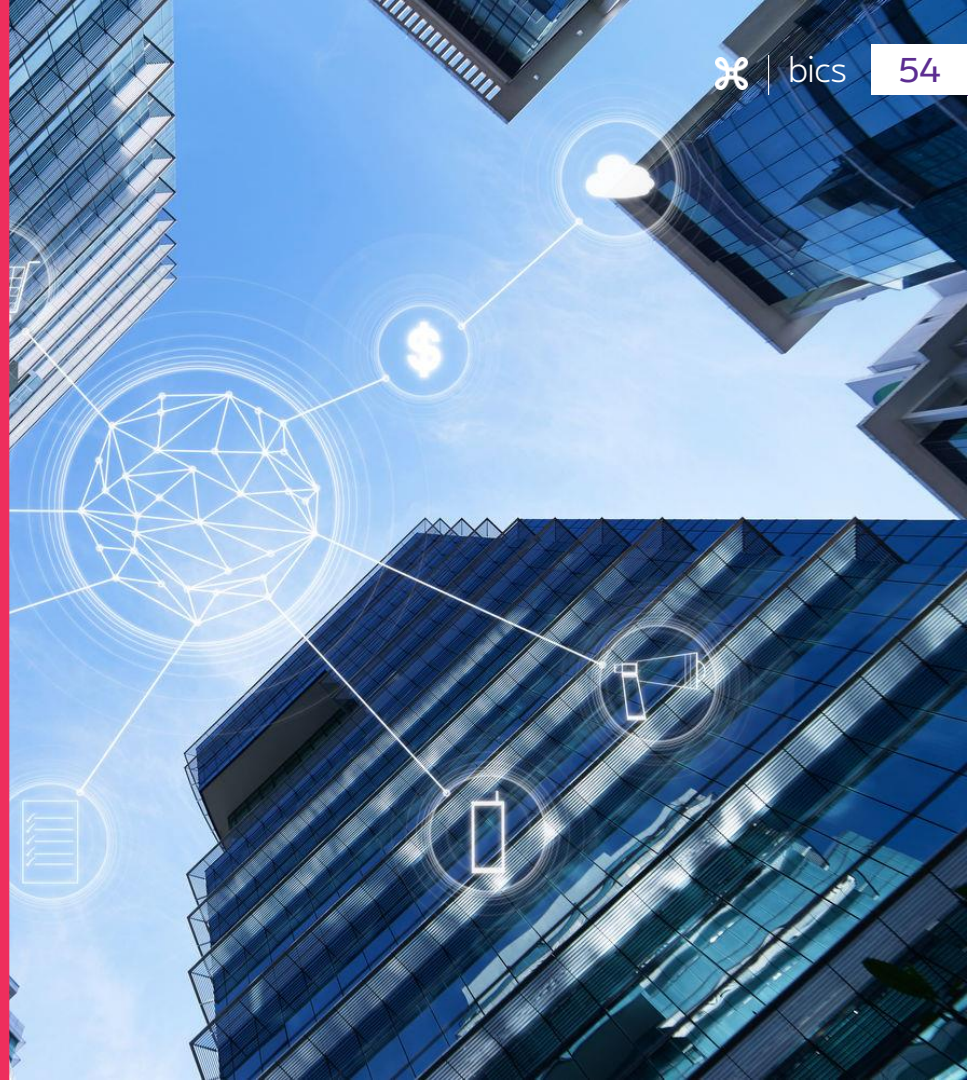


EBITDA at € 4M in Q2'21

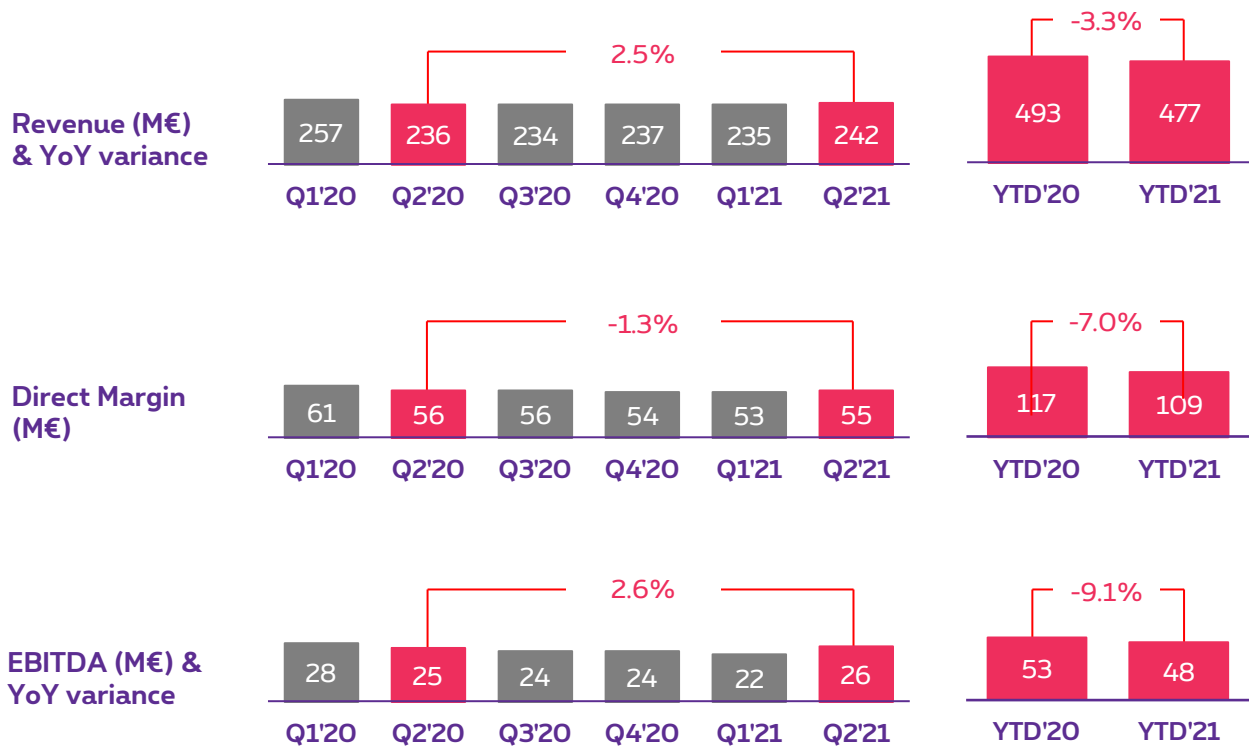
Following anticipated headcount investments to support its growth development.

Q2 BICS results

- **Noticeable trend improvement** in Q2'21 due to annualized Covid-19 headwind.
- **Q2'21 revenue +2.5%** driven by 26.4% growth in Core services, while Legacy services revenue continued to decline.
- **Sustained strong performance** in messaging driven by high A2P volumes combined with a favorable destination mix.
- **Q2'21 Ebitda** up by 2.6% to EUR 26 million.



Noticeable **trend improvement** in Q2 due to annualized Covid-19 headwinds.



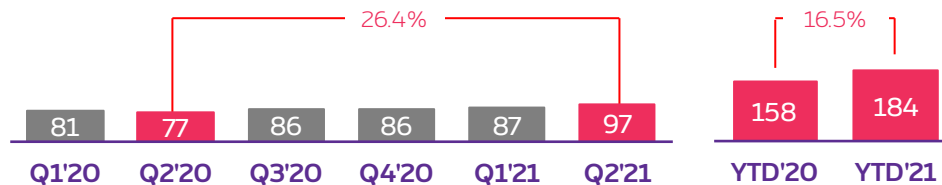
Q2'21 revenue +2.5% driven by 26.4% growth in Core services, while Legacy services revenue continued to decline.

Higher DM from Core and Growth services more than offset by the erosion in Legacy direct margin, following the revenue trend.

Q2 YoY decrease in Direct Margin more than compensated for by lower operating expenses.

BICS Q2'21 revenue +2.5%, driven by growth in its Core services revenue.

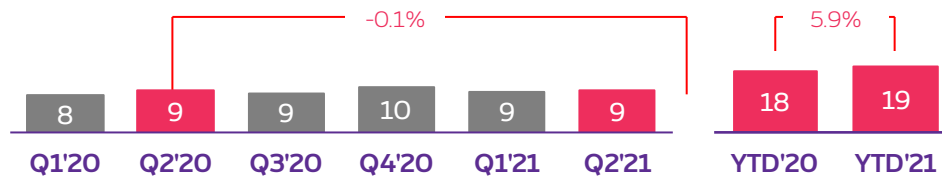
Core Revenue (M€)
& YoY variance



Revenue from **Core** services
+26.4% in Q2 YoY

Resulted from strong Messaging revenue driven by high A2P volumes combined with a favorable destination mix, reflecting the trading nature of this part of BICS' business

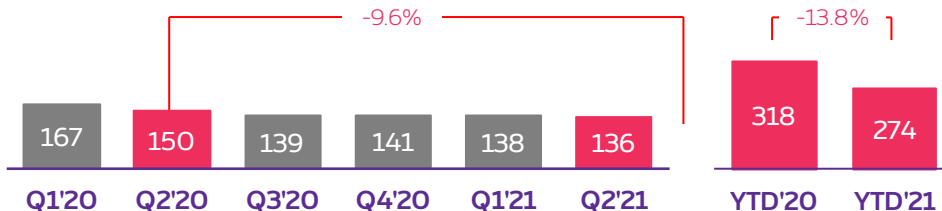
Growth Revenue (M€)
& YoY variance



Stable revenue from **Growth** services

Cloud communication & IOT growing, off-set by decline in fraud prevention services (loss of a top customer in July 2020)

Legacy Revenue (M€)
& YoY variance



Legacy Voice revenue -9.6% in Q2 YoY

Reflecting the effect of MTN's insourcing of the transport & management of its traffic as well as continued market pressure in declining market.

Appendix

- From reported to underlying P 58
- Spectrum P 59
- Shareholder structure P 61
- Contact information P 63

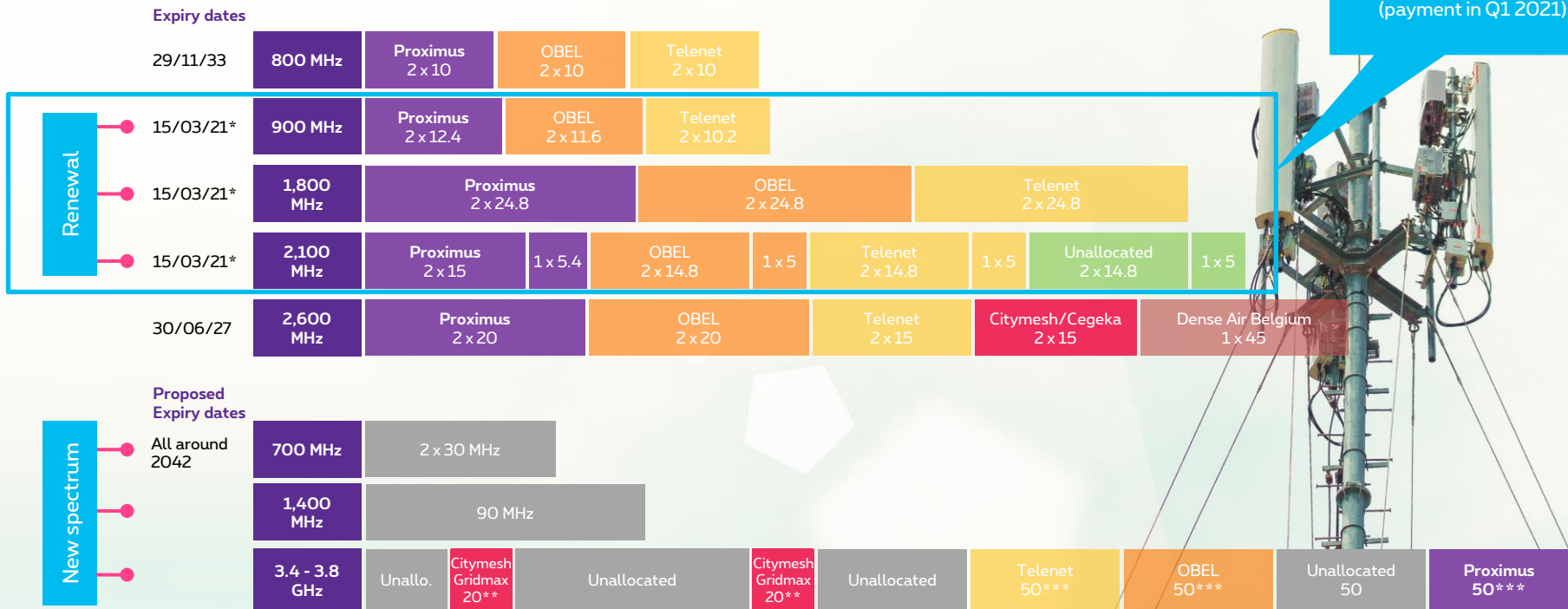
From reported to underlying figures

| (EUR million) | GROUP Revenue | | GROUP EBITDA | | GROUP Revenue | | GROUP EBITDA | |
|---|---------------|--------|--------------|--------|---------------|---------|--------------|---------|
| | Q2 '20 | Q2 '21 | Q2 '20 | Q2 '21 | YTD '20 | YTD '21 | YTD '20 | YTD '21 |
| Reported | 1,330 | 1,370 | 501 | 476 | 2,723 | 2,737 | 996 | 936 |
| Lease Depreciations | 0 | 0 | -21 | -20 | 0 | 0 | -41 | -40 |
| Lease Interest | 0 | 0 | -1 | 0 | 0 | 0 | -1 | -1 |
| Incidentals | 0 | 0 | -2 | 4 | 0 | 0 | -13 | 10 |
| Underlying | 1,330 | 1,370 | 477 | 459 | 2,723 | 2,737 | 941 | 905 |
| Incidentals | 0 | 0 | -2 | 4 | 0 | 0 | -13 | 10 |
| Early Leave Plan and Collective Agreement | | | | | | | 1 | |
| Fit For Purpose Transformation Plan | | | -9 | 1 | | | -7 | 3 |
| M&A-related transaction costs | | | 2 | 3 | | | 4 | 8 |
| Pylon Tax provision update (re. past years) | | | 5 | | | | -11 | |

Spectrum

The multi-band spectrum auction still on hold

6-months extension of existing spectrum licenses awaiting the final spectrum auction (payment in Q1 2021)



* with the possibility to extend these existing licenses by terms of max 6 months until an auction will re-allocate the rights
 ** 2 blocks of 20MHz locally occupied by Citymesh/Cegeka and Gridmax until 7/5/2025 (regional licenses)
 *** licenses granted on a temporary basis until an auction will attribute the final rights

Temporary 5G Spectrum

Awaiting the multiband auction, temporary licenses have been allocated in the 3600-3800MHz band

Allocation process

- By a decision dated 14th July 2020, the BIPT attributed 40MHz on a temporary basis to each valid candidates (Proximus, Orange Belgium, Telenet, Cegeka and Entropia)
- 13 October 2020, after Entropia exit, BIPT redistributed the released 40MHz among the other actors. Only Proximus, Orange Belgium and Telenet requested an additional part of 10MHz.
- As from 1st January 2021, Cegeka released its 40MHz spectrum rights.

License conditions

- Right will be valid until an auction is organized
- Yearly fee of € 105,000 per block of 10 MHz
- No coverage obligations and no unique fee
- Spectrum had to be put in service by 1 March 2021 at the latest

Final attributions (situation as from January 1st, 2021)

3600-3800
MHz

Proximus
50 MHz

Telenet
50 MHz

OBEL
50 MHz



Shareholder structure

Situation 30/06/2021

Total number of shares

338,025,135

Free-float

42%

Belgian Government

54%

Market Capitalization*

~€ **5.3**Bn

Dividend yield*

~**7.4%**

| | Number of shares | % shares | % Voting rights | % Dividend rights | Number of shares with voting rights | Number of shares with dividend rights |
|----------------------------|--------------------|----------------|-----------------|-------------------|-------------------------------------|---------------------------------------|
| Belgian state | 180,887,569 | 53.51% | 56.06% | 55.94% | 180,887,569 | 180,887,569 |
| Proximus own shares | 15,351,903 | 4.54% | | 0.21% | | 693,702 |
| Free-float | 141,785,663 | 41.95% | 43.94% | 43.85% | 141,785,663 | 141,785,663 |
| Total | 338,025,135 | 100.00% | 100.00% | 100.00% | 322,673,232 | 323,366,934 |

The voting rights of all treasury shares are suspended by law. Proximus has 14,658,201 treasury shares that are not entitled to dividend rights and 693,702 treasury shares that are entitled to dividend rights.

Transparency declarations: According to Proximus' bylaws, the thresholds as from which a shareholding needs to be disclosed have been set at 3% and 7.5%, in addition to the legal thresholds of 5% and each multiple of 5%.

Cautionary statement

“This communication may include some forward-looking statements, without limitation, regarding Proximus’ financial or operational results, certain strategic plans or objectives, macro-economic trends, regulation, future market conditions and other risk factors. These forward-looking statements rely on a number of assumptions concerning future events and are subject to uncertainties and other factors, many of which are outside Proximus’ control. Therefore, the actual future results may differ materially from those expressed in or implied by the statements. Readers are cautioned not to put undue reliance on forward-looking statements, which speak only of the date of this communication. Except as required by applicable law, Proximus disclaims any intention or obligation to update and revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This document and the Q&A session may contain summarized, non-audited or non-GAAP financial information. The information contained herein should therefore be considered in conjunction with all the public information regarding the Proximus Group available, including, if any, other documents released by the company that may contain more detailed information. Information related to Alternative Performance Measures (APM) used in this presentation are included in the consolidated management report.”

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