

Proximus Group Company presentation

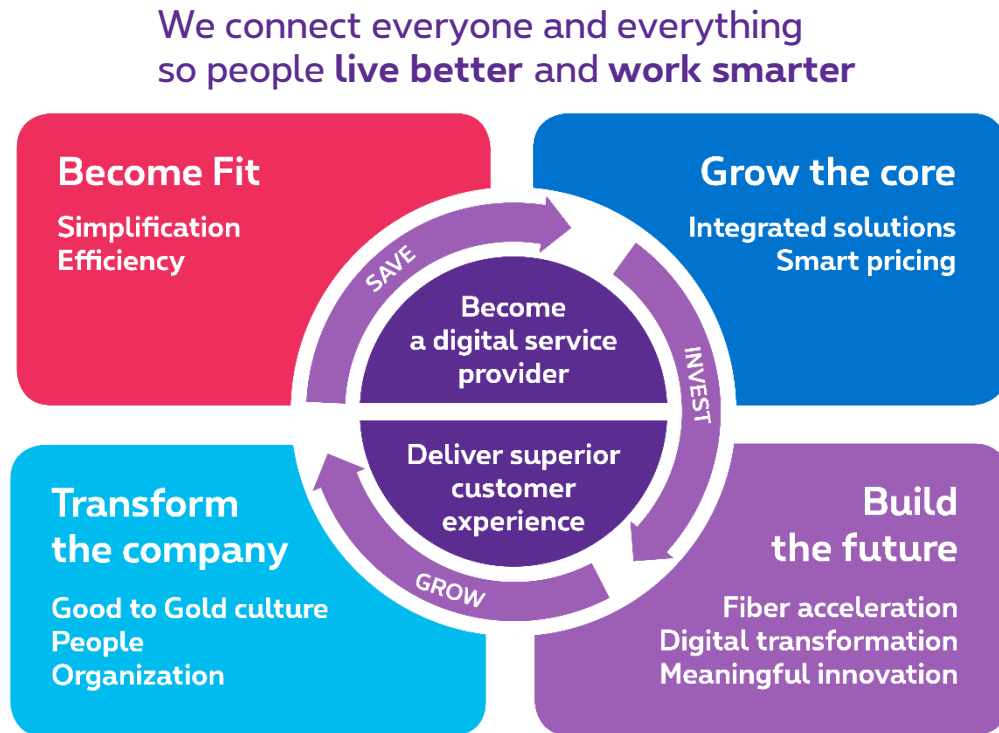
November 2017



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'Fit for Growth' strategy strengthened the company and led to positive operational and financial results



- ✓ We rebranded to Proximus and adopted a multi-brand strategy
- ✓ We grew a valuable converged customer base and improved our market position, while keeping a sound pricing strategy
- ✓ We put high focus on bringing superior customer experience.
- ✓ Innovative solutions to secure future growth
- ✓ We further enhanced our high-quality networks and launched a future-proof fiber roll-out.
- ✓ We transform and simplify to structurally reduce the cost base
- ✓ Achieving EBITDA growth, in spite of regulatory pressure
- ✓ We generate solid FCF, allowing for investments and attractive shareholder return, while maintaining a sound financial position

Multi brands

Valuable customer base

Customer experience

Innovation

Enhanced networks

Reducing costs

EBITDA growth

Sound FCF & financial position

Our complementary brands meet the demands of a wide range of customers



Best quality and service with a full choice of features – bringing consumers and businesses instantly close to what matters.

Dual-brand strategy in Belgium



No frills offering for customers looking for the best prices.



Specialised in ICT, delivering access, connectivity and data center solutions combined with managed services and multi-vendor support.

Belgium
Netherlands
Luxembourg



The Proximus Group telecom operator in Luxembourg, offering fixed, mobile and convergent services.

Luxembourg



Best-in-class international wholesale solutions for voice and mobile data service providers. Expertise in Security and CPAAS solutions.



Global

Proximus and Scarlet addressing different customer needs via different sales channels

Multi brands



Convergent offerings that have evolved from discount to **product features**



No frills, no convergent standard offering, low priced



TV: ~80 linear channels
TV Replay
TV bundle of choice
1 blockbuster/month

4P @
€101.94

+
Fixed Voice line: National & International
free calls to Fix & Mob in EV & UE
Free family calls

+
Internet: Unlimited volume
Down 100Mbps - Up 15Mbps

Mobile:
unlimited min & SMS
Free Family calls
10 GB

Favorite app 

scarlet Trio 
@ €39

TV: ~30 channels
+

Fixed Voice line: Free calls to fix Off Peak

+
Internet: Unlimited volume
Down 50 Mbps
Up 4 Mbps

+

**Postpaid Red
+ Data Boost**
@ €13

Mobile:
150 min
1000 SMS
1.5 GB

4P @
€52

Growing customer base for Fixed Internet and TV, incl. Proximus and Scarlet brands. Solid market shares in a more competitive landscape.

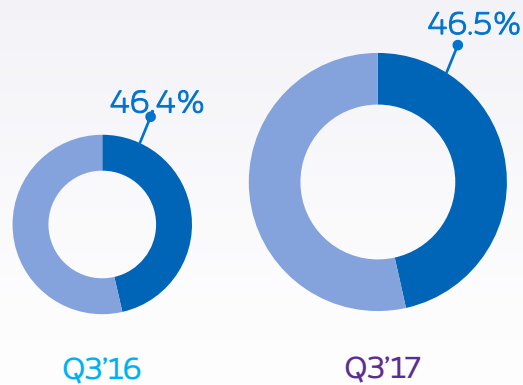
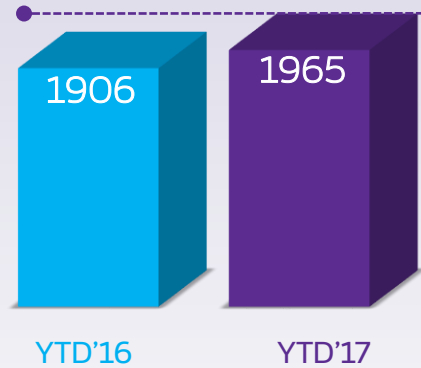
Valuable customer base

(Graphs - Subscribers in '000, Market share in %)



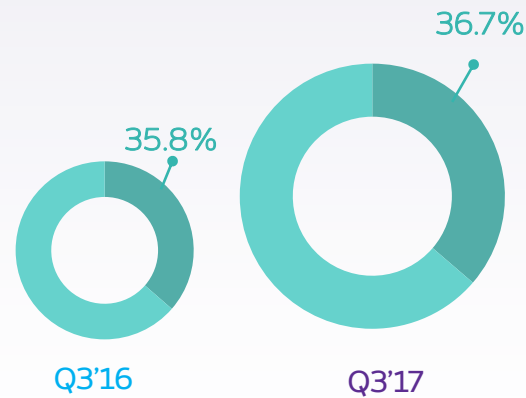
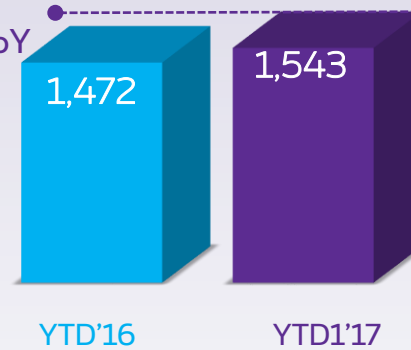
Fixed Internet

+59,000 YoY
Internet customers
i.e. **+3.1%**



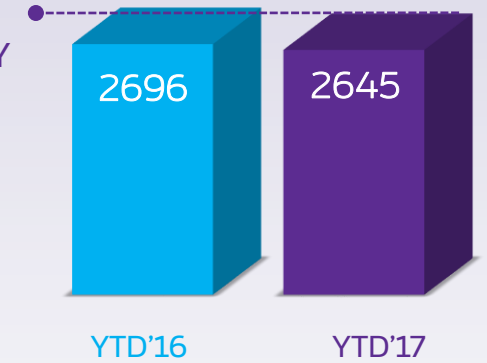
TV

+70,000 YoY
TV customers
i.e. **+4.8%**



Fixed Voice

-51,000 YoY
Fixed Voice lines
i.e. **-1.9%**

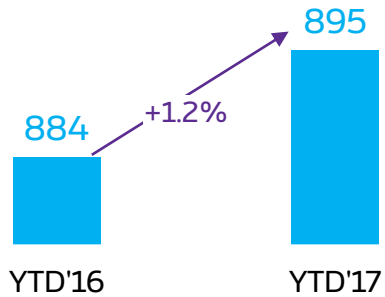


Fixed Voice lines eroding, though contained by success of All-In offers.

Managing value creation on Mobile postpaid, despite significant impact from roam-like-at-home

Valuable customer base

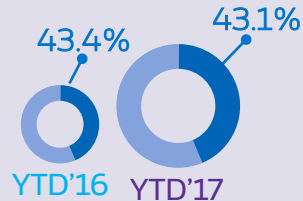
Mobile Postpaid Service revenue up, including significant roaming regulation impact



Mobile Postpaid Service revenue Consumer + Enterprise (M€)

Acquisition value management

- ✓ Strong Postpaid Market Share



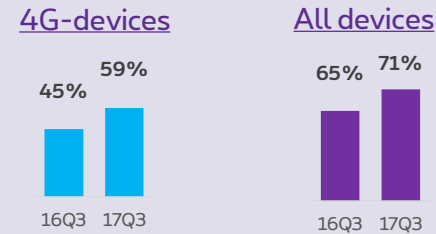
- ✓ Growing Postpaid park



- ✓ Share of Medium & High Tier in total Mobile Voice Park growing YoY

Development of value

- ✓ Smartphone Penetration



- ✓ National Mobile data usage (av. Mb/m)



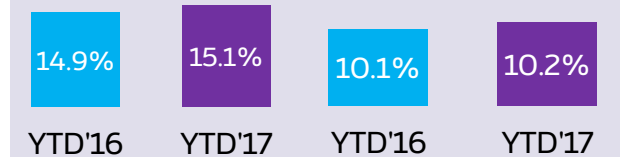
- ✓ Tariff migration management
- ✓ Prepaid to Postpaid conversion
- ✓ Real time data option selling via app

Retention and churn management

- ✓ Mobile Postpaid Churn under control in spite of intense competition.

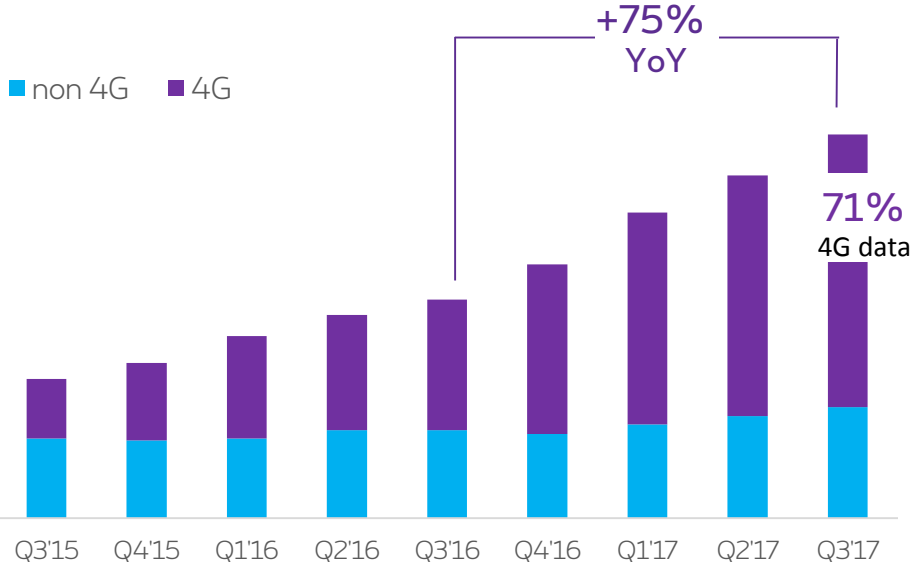
Consumer

Enterprise



Steep increase in national and roaming data traffic

Total national mobile data traffic increased by 75% in one year

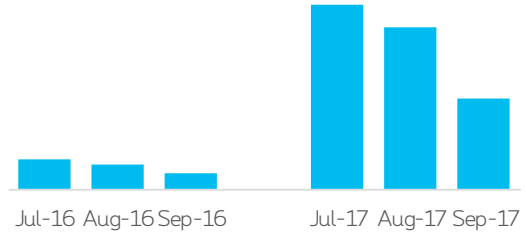


> 2.2M
4G users

Roam-like-at-home boosted EU roaming mobile data traffic

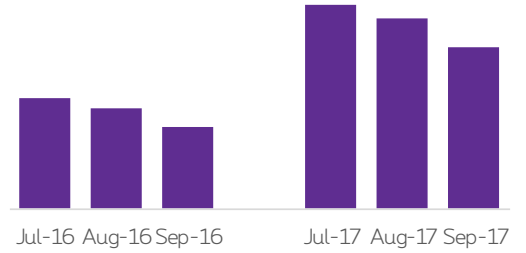
Valuable customer base

EU roaming data volume



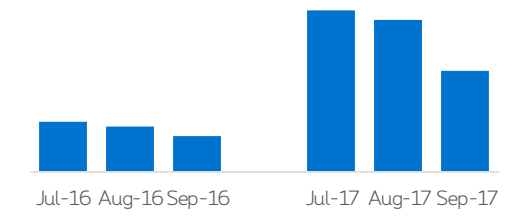
X6
Q3 YoY

EU roaming users



X2
Q3 YoY

Average EU data /user



X3
Q3 YoY

M4M pricing strategy increasing value for converged customers with boosting data usage. Move from packs discounts to enhanced product features for convergent packs.

Valuable customer base

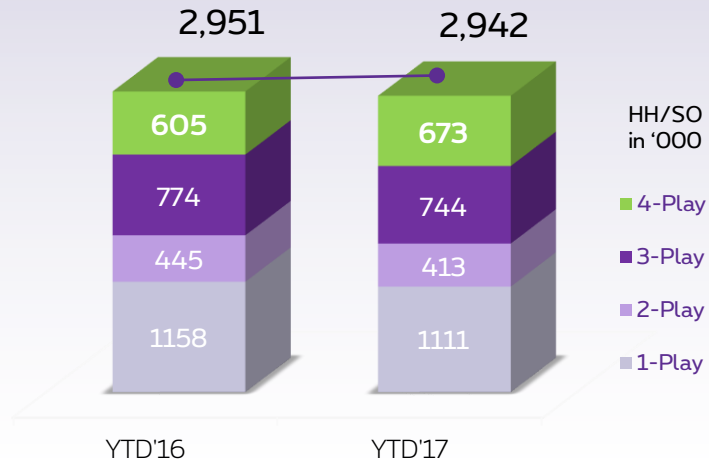
Our mobile offer addresses the steep increase in mobile data consumption

Mobile only	Mobilus S	Mobilus M	Mobilus L
	 120 min Unlt sms 1GB 1.5 GB Fav. app €15,00 €15.99 	 300 min Unlt sms 3GB 5 GB Fav. app €25,00 €26.99 	 Unlt min Unlt sms 8GB 10 GB Fav. app €40,00 €42.99
	€90.94	€101.94*	€115.94*
All- in offer <div style="text-align: center;"> <div style="border: 2px solid teal; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> 2x Mobile data </div> <div style="font-size: 24px; color: teal; margin-top: 5px;">↓</div> </div>	 120 min + CUG Unlt sms 2GB 3 GB Fav. app €15,00 €15.99	 Unlt min Unlt sms 5GB 10 GB Fav. app €25,00 €26.99	 Unlt min Unlt sms 10GB 20 GB Fav. app €36,00 €40.99
	 <ul style="list-style-type: none"> 100Mbps/15Mbps Unlt volume 	<ul style="list-style-type: none"> 10 GB cloud Modem incl. 	<ul style="list-style-type: none"> Wi-Fi extender (only for L)
	 <ul style="list-style-type: none"> Decoder TV replay 	<ul style="list-style-type: none"> Proximus TV app 1 Blockbuster/ month 	<ul style="list-style-type: none"> TV bundle @ choice (eg. Sports, Netflix ...)
	 <ul style="list-style-type: none"> National & International free calls to Fix & Mob in EV & WE 	<ul style="list-style-type: none"> Free family calls 	

* Prices as of 1 Aug '17, including favourite TV option. If no Fav. TV option: €82.99 / €93.99/€107.99 As of 1 August'17

Successful convergence strategy, with ongoing growth in 4-Play

Solid increase in number of HH/SO taking 4 Plays

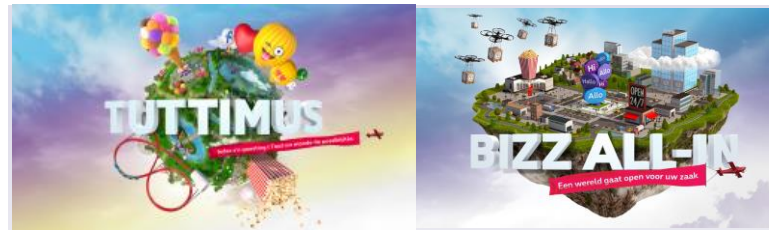


23%

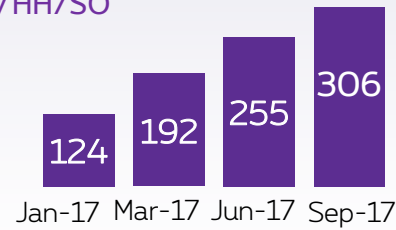
4-Play

25%

3-Play

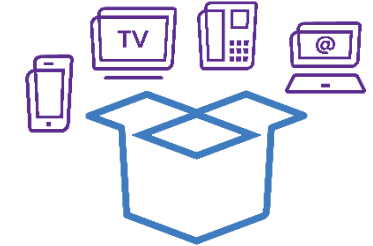


Strong uptake of all-in offers, increasing 4-Play HH/SO

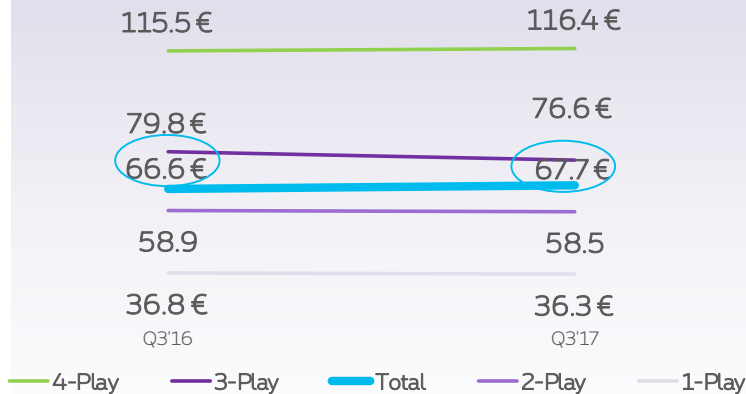


Tuttimus/Bizz All-in subscribers in '000

Valuable customer base



Higher revenue per HH/SO
Driven by uptake in 4-Play at higher ARPH



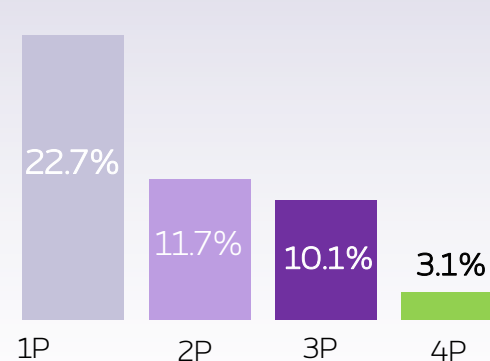
2.73

Average RGU per HH
+3.6% YoY

€67.7

ARPH
+1.8% YoY

More Plays results in lower full-churn levels

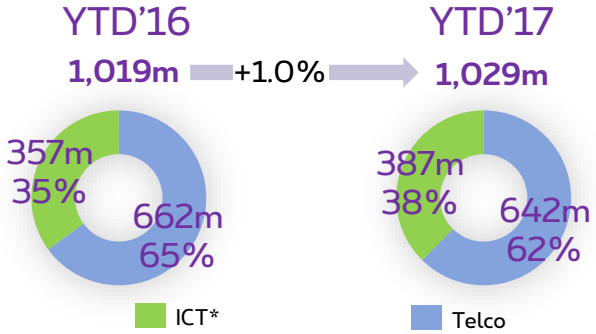


56.4%

HH/SO with Fixed & Mobile
+2.3pp YoY

Proximus Enterprise segment doing well in a challenging market

Valuable customer base



An increasingly challenging enterprise environment

- competitors ambition to make inroads in our leading market shares
- fixed voice erosion due to VoIP
- fragmented IT market increasingly driven by applications
- regulatory pressure

...with a big opportunity

- ✓ digital transformation is our customers' first priority

Strengths

Future proof communication portfolio

- ✓ best convergent network with national reach
- ✓ fiber roll out
- ✓ dynamically guide customers in their voice & UC journey (from Telco to applications)
- ✓ convergent ICT solutions

E2E service provider bringing peace of mind

- ✓ broad account based sales channel
- ✓ managed services and SLAs
- ✓ major ICT outsourcing contracts in BeLux
- ✓ strong and expanding security expertise (Da Vinsi Labs)
- ✓ strong partnerships (Vodafone, Cisco, Microsoft, ...)

Digital Transformation Partner

- ✓ seasoned Benelux integrator
- ✓ adding application capability
- ✓ deep API expertise to digitize solutions portfolios (Enco.io)
- ✓ building a strong European Smart Mobility player (BeMobile)
- ✓ continued IOT expansion


*ICT and Advanced Business services (BeMobile, Big data)

We have put high focus on bringing a superior customer experience for consumers and enterprises


Customer experience



Upgrading customers to latest technology



Same Day Repair




Extended hours contact centers & customer visits


400 Bizz experts



YouTube video tutorials




Proximus Forum



150,000 Happy House Visits

93% satisfaction



~1.3M MyProximus app active users



Satisfaction customer interactions

+1.3pp Overall

+1.4pp Digital vs end '16

Comprehensive entertainment offer strengthened by the exclusivity on Studio 100 TV, in addition to the renewal of the Jupiler Pro League football rights and including Netflix in our offer.

Customer experience

Large international & national sports offer



Attractive kids offer



Complementary movies & series offer



French & Dutch co-productions



Innovative solutions and partnering to support future growth

Innovation



IoT
MyThings



Unified Communication and Cloud



Smart Mobility
Be-Mobile



Smart advertising



Security



 NBRACE Application development

 tessares

Smart Home

Enabling company

We continue to invest in enhanced networks and overall customer experience

Enhanced networks

Mobile Network



99.7% outdoor coverage¹

97.8% indoor coverage¹

Average speed 4G(+) device¹



39.0 Mbps

Download national



17.5 Mbps

Upload national

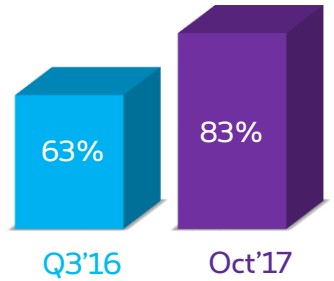
Fixed Network



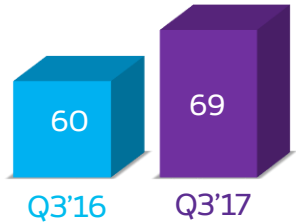
FttC coverage
94%

100 Mbps open to >50% of population

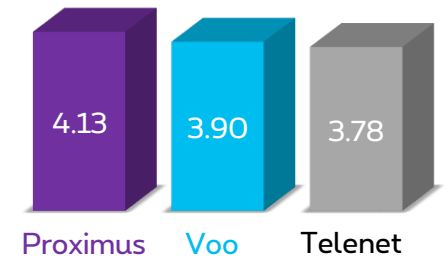
Vectoring - national coverage%



Average VDSL speed @ 69 Mbps



High streaming quality. Netflix speed index in September (Mbps)



¹ Results based on national drive test conducted by independent agency CommSquare

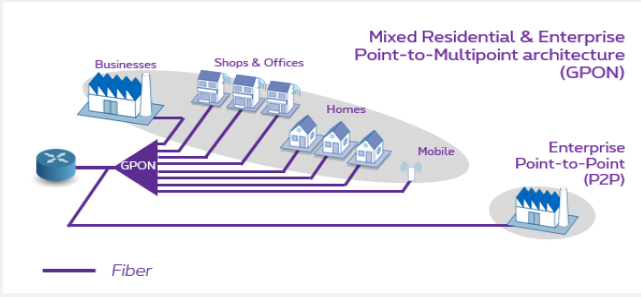
Future proof network by investing €3Bn in 10y in fiber network

Deployment kicked-off in several main cities

	Enterprise	Residential
--	------------	-------------

In dense city areas

Integrated Fiber-To-The-Home & Business (FTTH&Bus)



- GPON to serve all businesses & living units
- Wall mounting & underground roll-out
- Switch-off existing copper in mid-long term to lower costs

Outside dense city areas

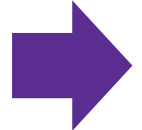
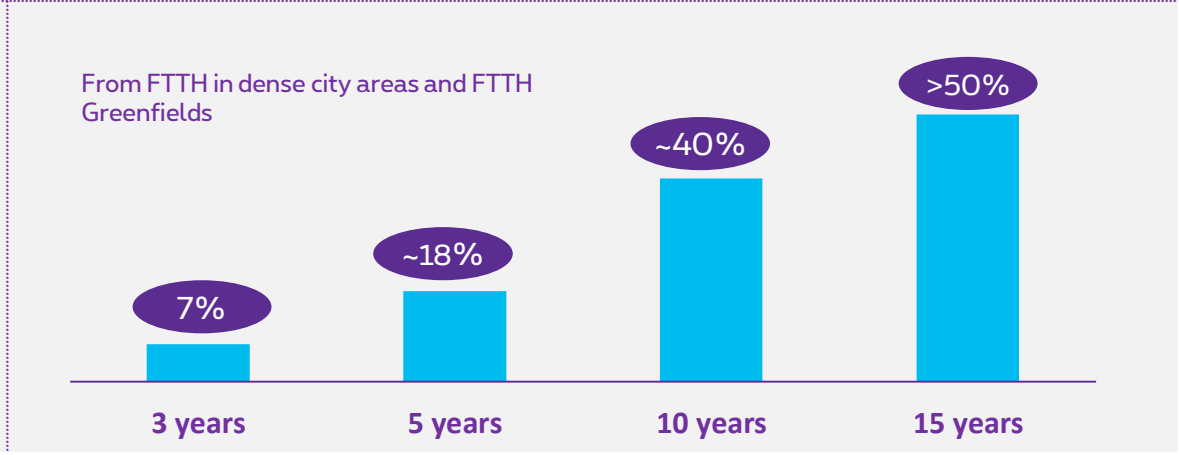
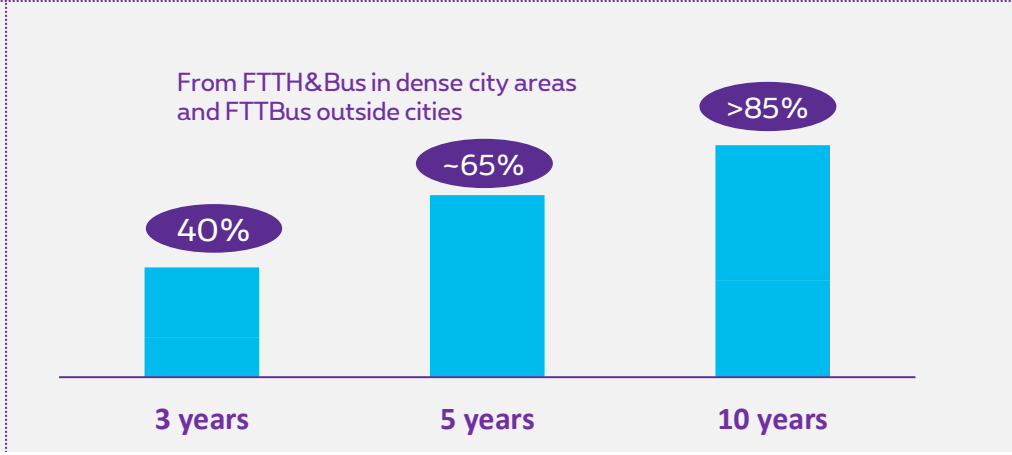
Fiber-To-The-Business (FTTBus)

- GPON to clusters of businesses
- P2P to individual business sites upon request

Fiber-To-The-Curb (FTTC)

- Densify the network to shorten average distance to the optical node (from 530m to <350m)
- Upgrade performance through ultra-vectoring

Fiber coverage ambition with initial priority given to FTTBus



Supporting topline, lowering costs

- ✓ Business ARPU uplift
- ✓ Lower churn

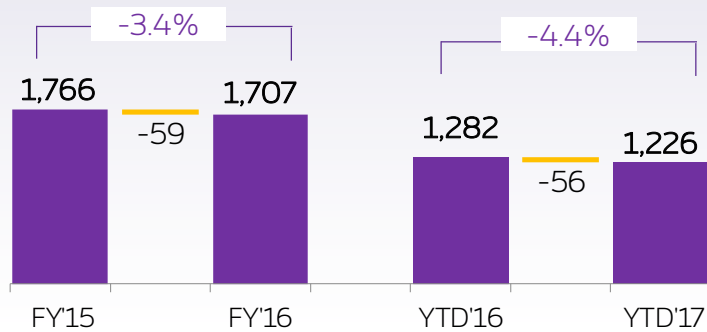
- ✓ Consumer market share uplift
- ✓ Structural lower network cost

Progressing on Domestic cost efficiencies in line with €150M net cost reduction ambition by 2019

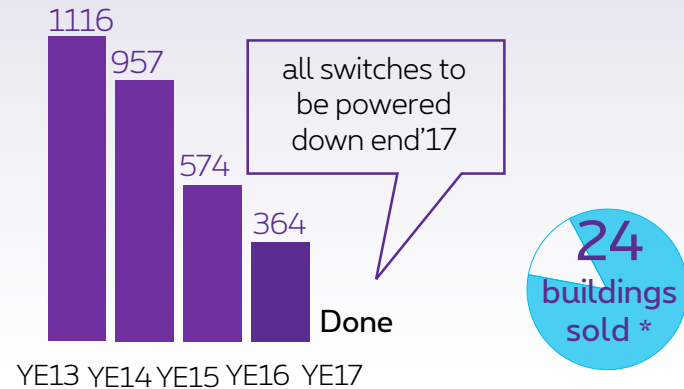
Reducing costs

€ Company-wide cost program resulted in further OPEX savings:

Decrease in Domestic OPEX 2016 and YTD 2017 in M€



Network efficiencies leading to lower electricity, maintenance and repair costs



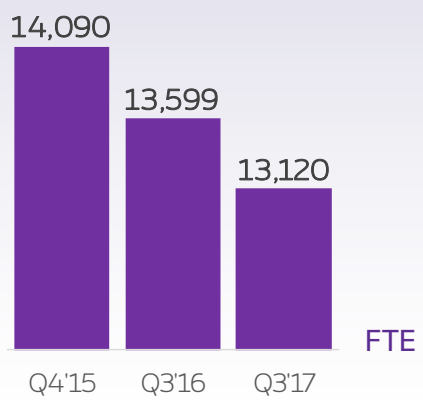
Ongoing digital transformation

MyProximus app ~ 1.3M active users

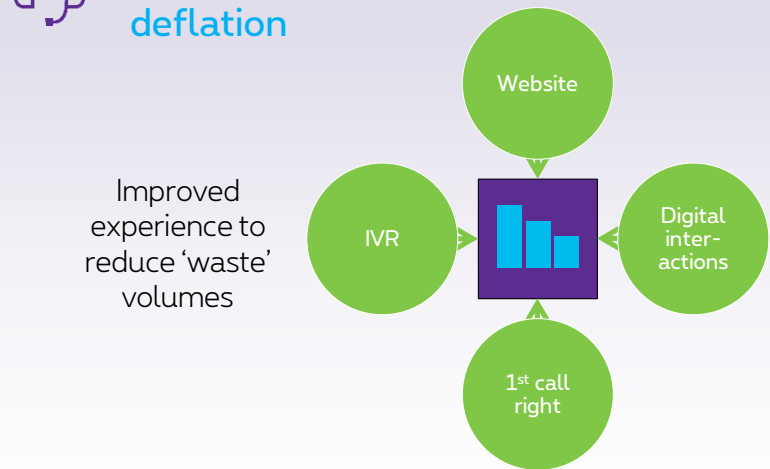
E-Billing YTD'16 +26%
YTD'17

Online sales increasing

Headcount reduction, supported by Early leave plan prior to retirement



Call center volume deflation



- Partly offset by...
- Volume-driven costs
 - Capacity driven maintenance costs
 - Opex linked to mobile spectrum licenses
 - Opex linked to Fiber roll-out
 - New taxes on e.g. electricity, real-estate
 - New skills needed for innovative solutions
 - Inflation-based wage indexations & higher pension cost

*Of which 19 technical buildings

Lowered cost base already strongly supporting EBITDA with direct margin pressured by regulatory impacts and changing product mix

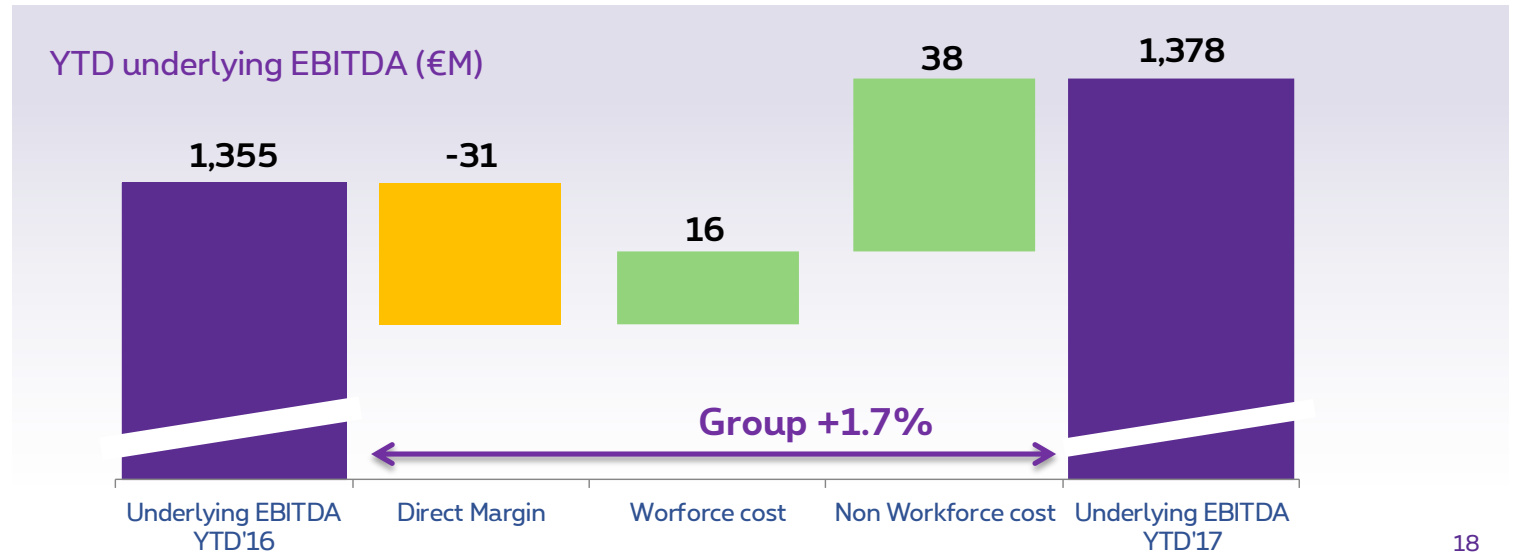
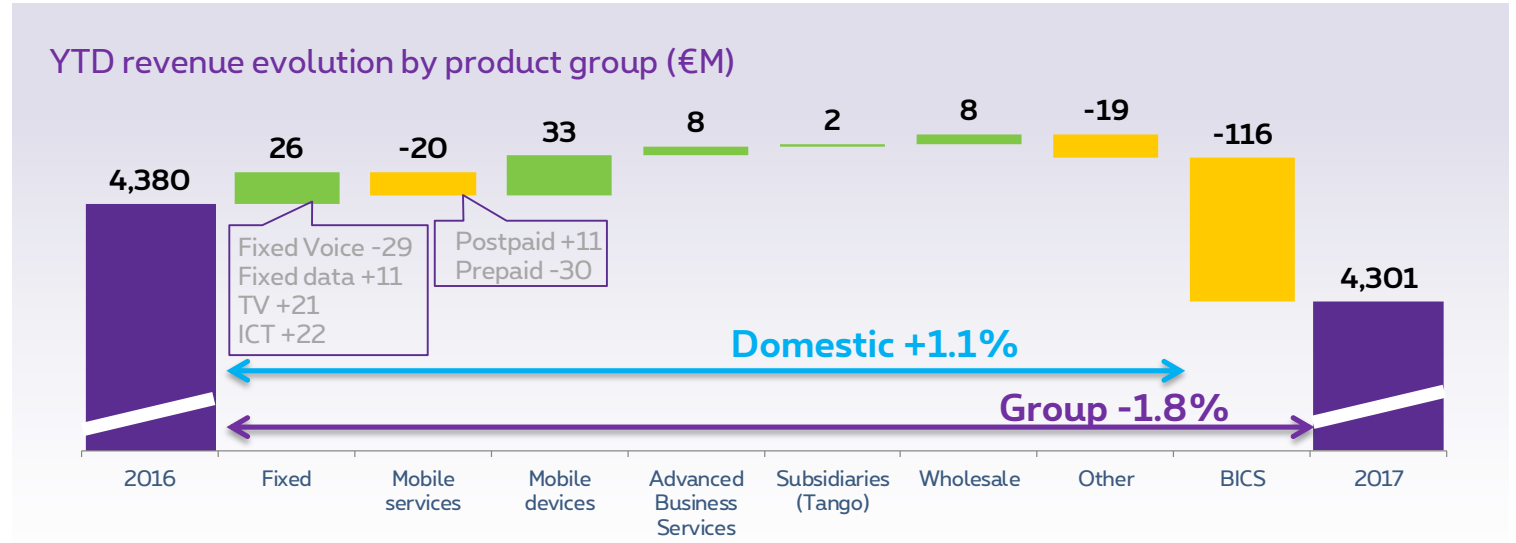
EBITDA growth

Growth driven by...

- ↑ TV
- ↑ Internet
- ↑ Postpaid
- ↑ ICT
- ↑ Advanced business services

offset by ...

- ↓ Prepaid
- ↓ Fixed Voice
- ↓ Roaming price regulation
- ↓ BICS Voice pressure

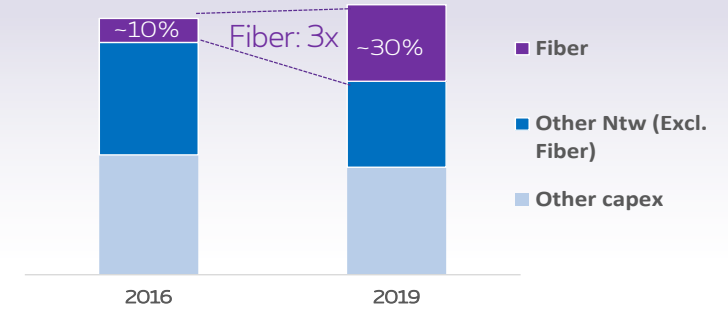


Positive EBITDA allows for investing in future growth while preserving sound FCF levels, covering stable dividend pay-out.

Sound FCF & financial position

Incremental capex limited

- Fiber capex mainly covered by rebalancing of Capex envelope
- Annual Capex estimated to stay around € 1Bn for 2017-2019
- Weight of Fiber in Group Capex will triple by 2019



Underlying EBITDA growth

- Sound market position, with room for continued customer growth, upselling and improving market shares
- Margin erosion following product shift
- Lower the cost base through efficiencies

FCF covering stable dividend

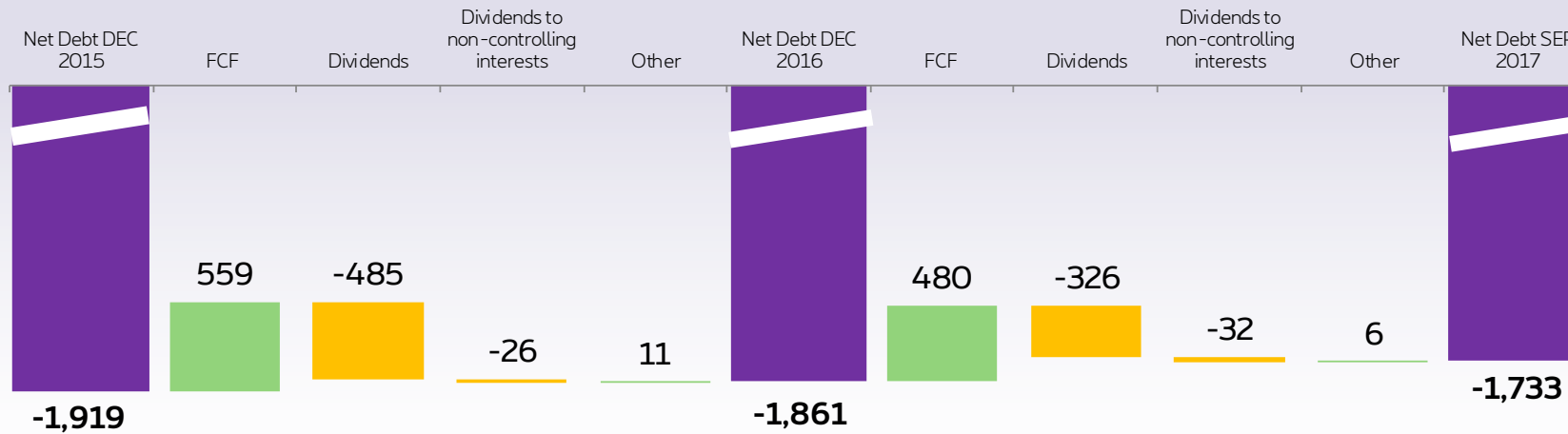
- Proximus intends to pay a stable dividend of EUR 1.50 per share for 2017, 2018 and 2019, provided Proximus' financial performance delivery is in line with its strategic plan.



We keep a sound financial position

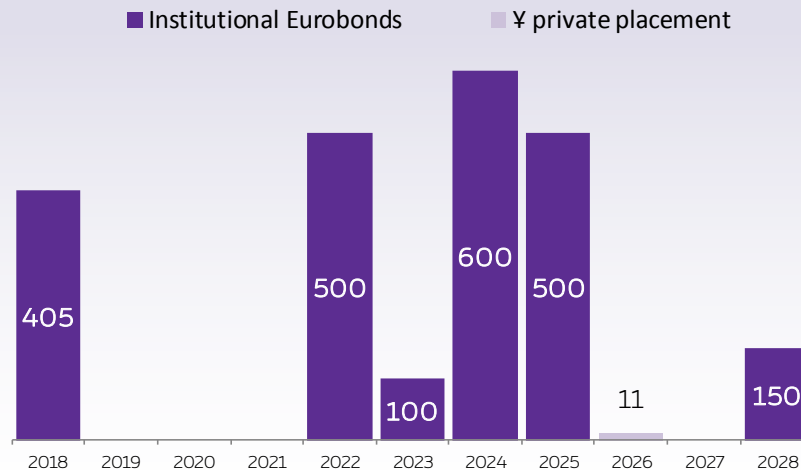
Sound FCF & financial position

Net Debt (YTD, M€)



about 1x
Net debt/EBITDA

Debt maturity schedule (M€)



- Credit ratings: Standard & Poor's A, Moody's A1, both stable outlook
- Proximus issued a new €500m 5y Eurobond at 0.5% in March 2017

We keep a sound financial position (continued)

Sound FCF
& financial
position

5.6 Yr

Average debt duration

1.97%

Weighted average coupon

EMTN
bonds

Amount	Tenor	Maturity	Coupon	ISIN
405M EUR	7 years	7 February 2018	3.875%	BE6215434620
500M EUR	5 years	22 March 2022	0.500%	BE0002273424
100M EUR	10 years	22 May 2023	2.256%	BE6252911977
600M EUR	10 years	4 April 2024	2.375%	BE6265262327
500M EUR	10 years	1 October 2025	1.875%	BE0002237064
150M EUR	15 years	20 March 2028	3.190%	BE6251142749

Liquidity at end-September 2017

- € 531m Investments, Cash and cash equivalents
- EMTN Programme: 3.500m (2,255m outstanding)
- Committed credit line (bilaterals/club/syndicate): € 710 m
- CP Programme: € 1.000m

FY 2017 outlook & shareholder return

Outlook

With financials over the first nine months of 2017 in line with estimations, Proximus is confident of closing the year with nearly stable Domestic revenue and slightly growing Group EBITDA, supported by its cost reduction plan. Proximus' Group Capex for the year 2017 is expected to be around EUR 1 billion, excluding the capitalization of football broadcasting rights.

Guidance metrics	Actuals FY'16	Outlook FY'17	YTD'17 Achievement
<u>Domestic</u> underlying <u>revenue</u>	€4,410m	Nearly stable	+1.1%
<u>Group</u> underlying <u>EBITDA</u>	€1,796m	Slight growth	+1.7%
Capex	€949m	Around €1Bn*	€707m**

* Capex outlook excludes the capitalization of the Jupiler League football broadcasting rights

** Actuals 2017 include the capitalization of the Jupiler League football broadcasting rights for the next three seasons, acquired mid-May 2017

Dividend

Proximus Board of Directors approved to return to the shareholders a total gross interim dividend of EUR 0.50 per share:

- Ex-coupon date: 6 December 2017
- Record date: 7 December 2017
- Payment date: 8 December 2017

Proximus expects to return over 2017 a total gross dividend per share of €1.50, in line with the announced three-year commitment.

Proximus Group

Q3 2017 results



Q3'17 Group Highlights - Domestic revenue stable in spite of roaming pressure and increased competitive intensity. Group EBITDA lower on high comparable base

Group Revenue¹
€1,441m
 -3.2% YoY

Group EBITDA¹
€464m
 -2.2% YoY

Capex
€205m

FCF
€267m

Commercial drivers

Domestic revenue stable at €1,105m

- + Growing base for Fixed Data and TV
- + ICT revenue growth
- + Postpaid services growth
- Fixed Voice erosion
- Mobile Prepaid revenue loss

BICS revenue -12.1%

- + Increase non-Voice revenue on A2P² volumes
- Voice erosion, less favorable destination mix, USD effect

Domestic EBITDA of € 426m, -1.9% YoY

- + Lower expenses, -1.4% on low comparable base
- Lower direct margin (-1.7%) on unfavorable revenue mix

BICS EBITDA -5.0% YoY

- + Lower expenses (-3.5%)
- Lower direct margin (-4.3%)

Capex YTD of €707m

- Jupiler League soccer broadcasting rights for 3 seasons
- Simplification and transformation
- Enhancing Mobile and Fixed networks
- Fiber roll-out

YTD FCF of €480m

- + Higher underlying EBITDA
- + Less cash paid for Capex
- Higher income tax (incl higher legal pre-payments)



+ 9,000
 TV Households
 (unique customers)



+ 7,000
 Fixed Internet Lines

+20,000
 Mobile Postpaid cards



- 95,000
 Mobile Prepaid cards



- 26,000
 Fixed Voice lines



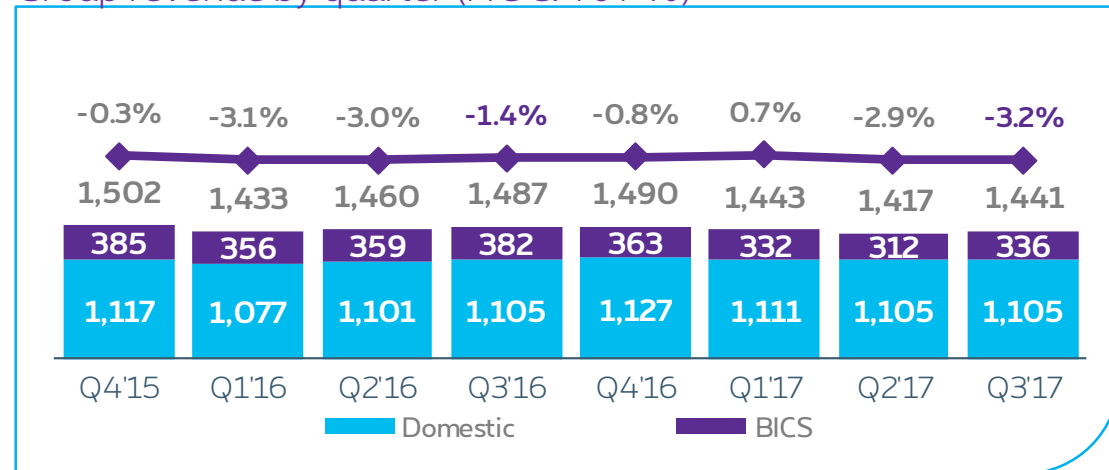
+ 8,000
 3 & 4-Play Households/
 Small offices, i.e. 48% of
 total base

¹ underlying basis

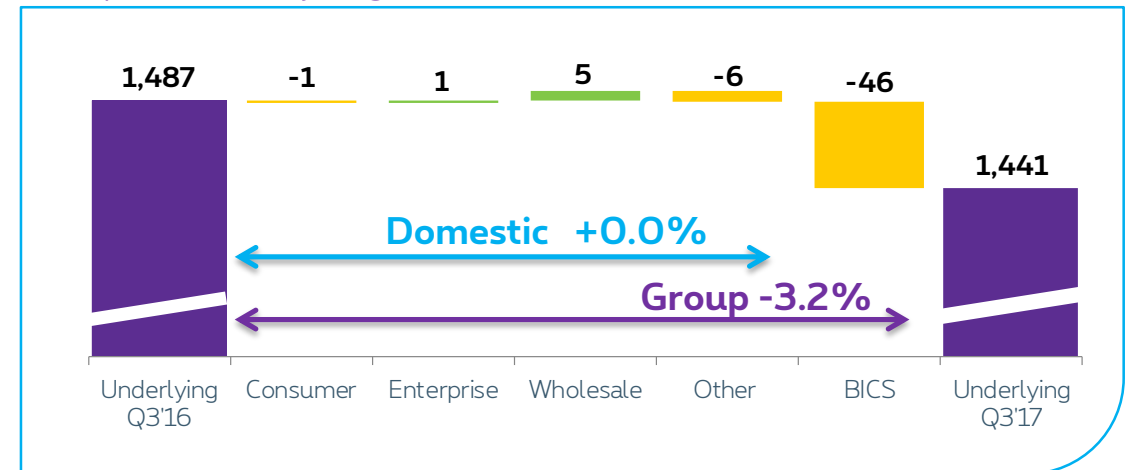
² Application to Person messages

Domestic achieved to maintain its underlying revenue stable. BICS revenue declined on further erosion of Voice revenue, partly offset by non-Voice revenue growth

Group revenue by quarter (M€ & YoY %)



Group revenue by segment (M€)



Domestic



Consumer: -0.1% YoY

- + Continued growth for TV, Internet, and Mobile postpaid
- Fixed voice revenue decline on a reduced customer base and lower usage
- Loss in Mobile Prepaid revenue prompted by the identification legislation.



Enterprise: +0.4% YoY

- + Growth in ICT and Advanced Business Services
- Erosion legacy Fixed Voice and data
- Mitigated pressure on mobile services revenue (roaming regulation)



Wholesale: +9.5% YoY

- + Increase in roaming-in revenue
- Decline in traditional wholesale products



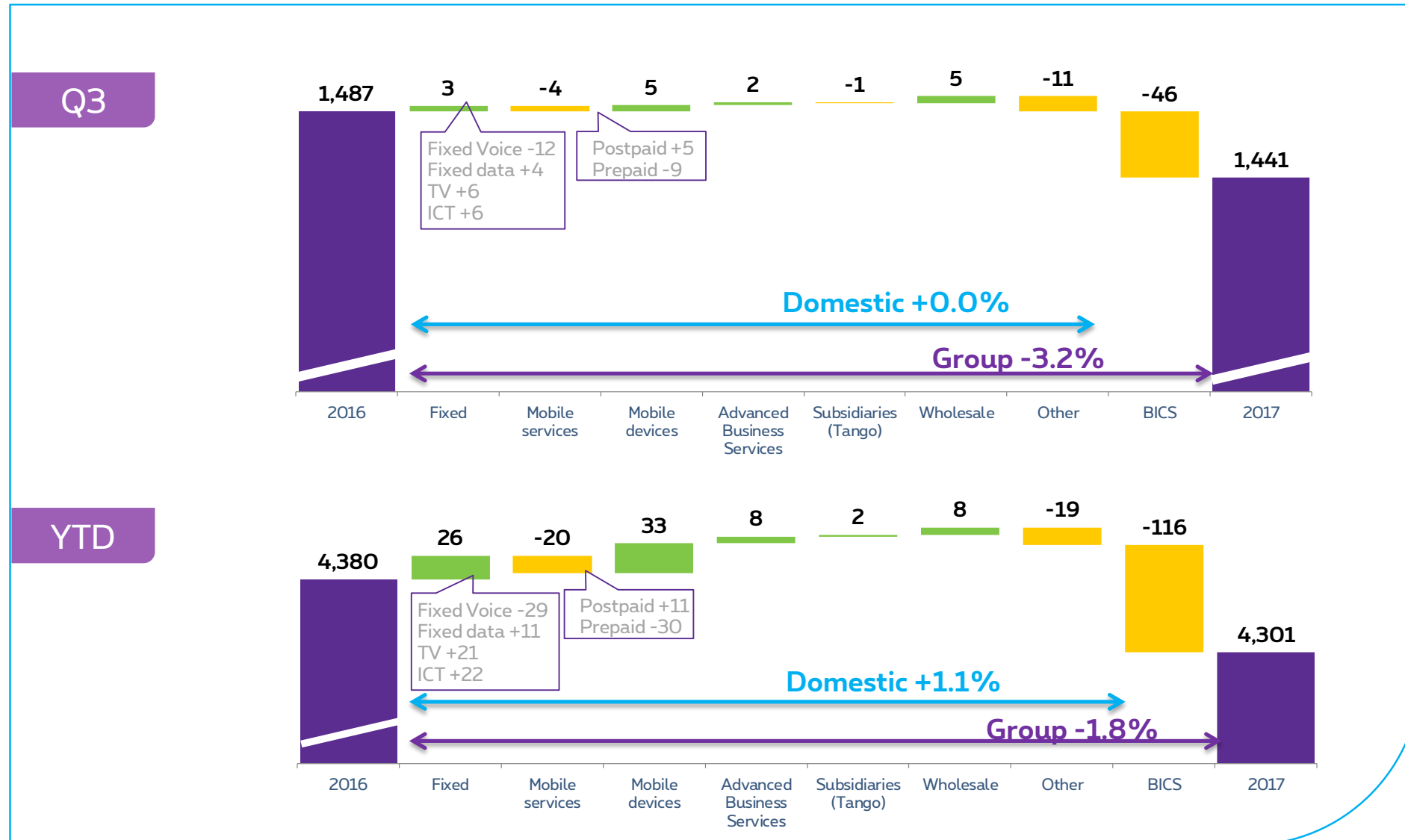
Q3'17 revenue -12.1%YoY

- + Strong increase in A2P* volumes, leading to a solid 7.9% increase in non-Voice revenue
- Further erosion in Voice traffic, combined with a less favorable destination mix, and negative USD currency effect

* Application to Person

Q3 & YTD Group underlying revenue evolution per product group

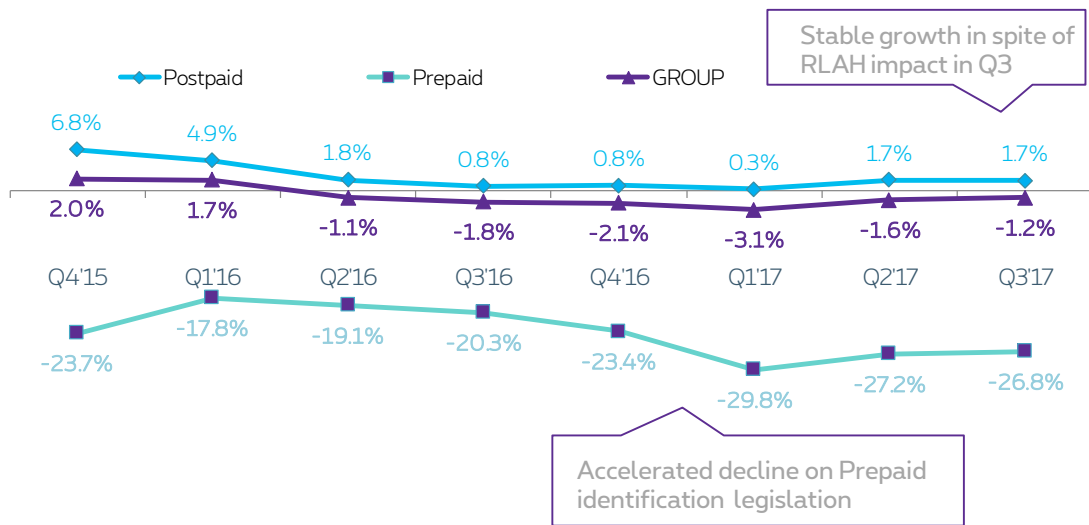
(in M€)



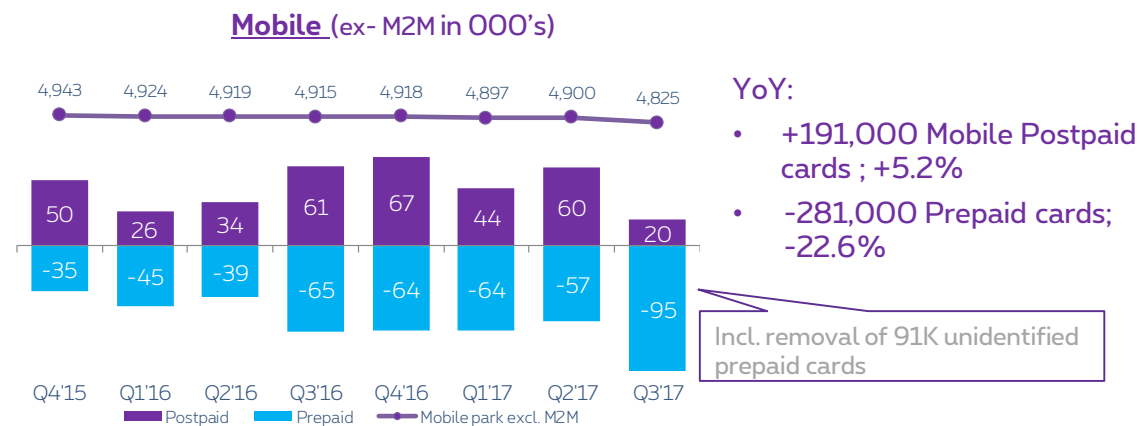
* Advanced Business Services groups new solutions offered aside from traditional Telecom and ICT, such as smart mobility solutions (BeMobile), Road User Charging, Converging Solutions, Big data.

Mitigated 1.2% decline in Mobile services, Postpaid service revenue up by 1.7%

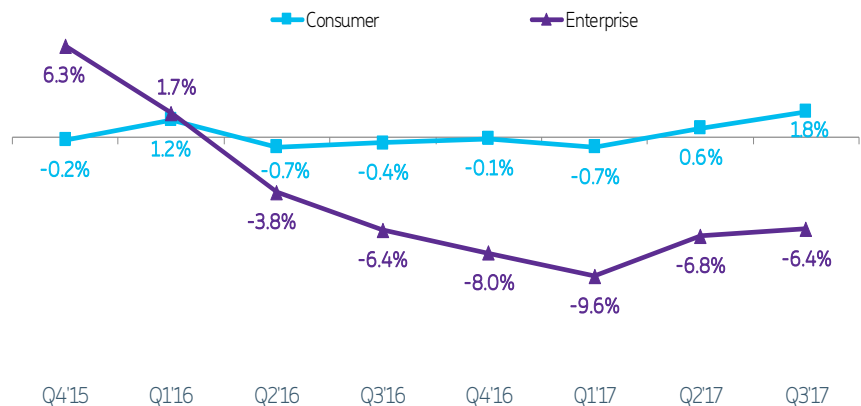
Mobile services revenue incl. significant impact from Roam-like-at-home



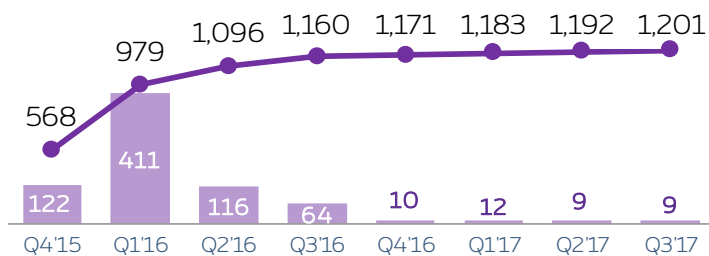
Mobile postpaid customer base up 5.2% YoY



Blended Mobile ARPU trend somewhat improving

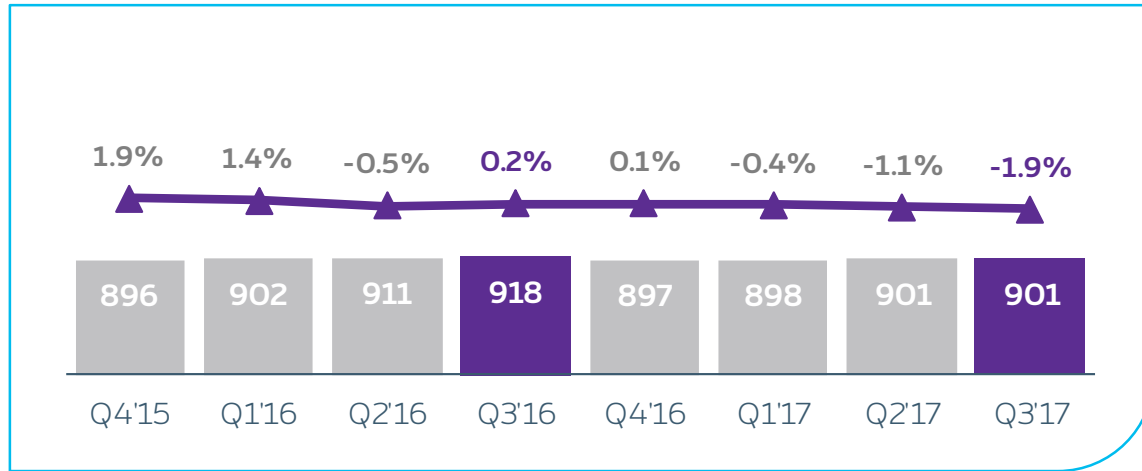


M2M (in 000's)



Q3 Group Direct margin down by 1.9% YoY, including roaming regulation impact

Group direct margin by quarter (M€ & YoY variance)

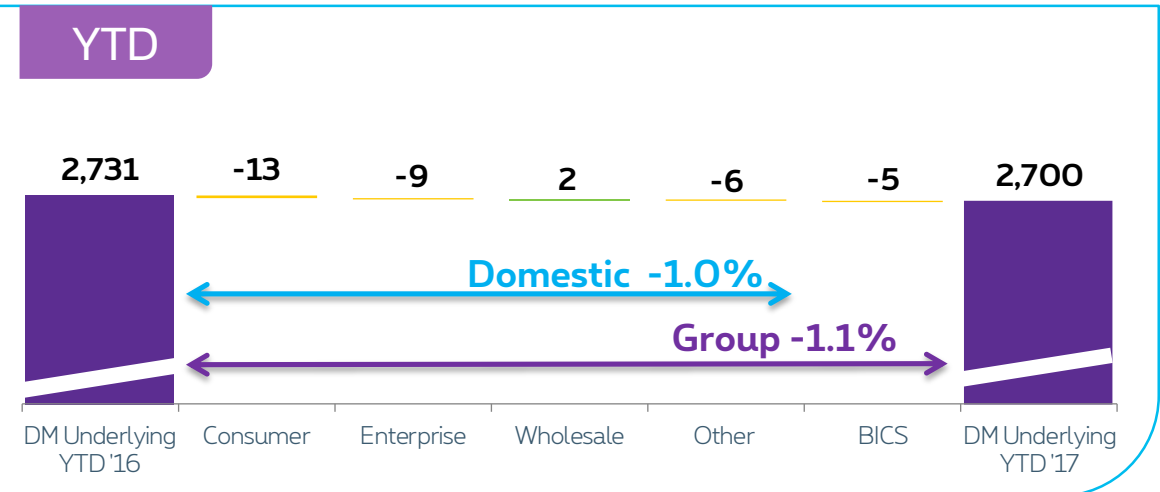
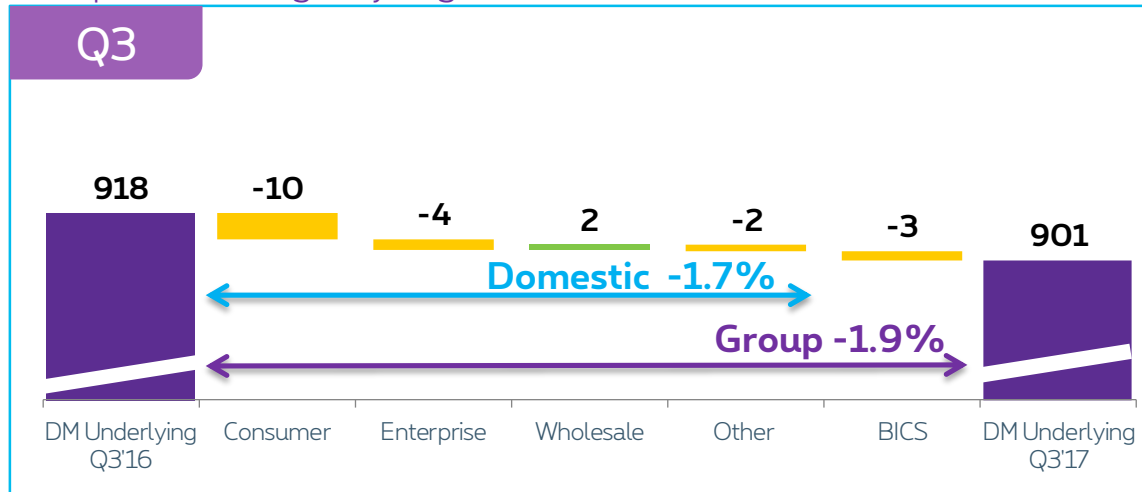


Q3'17 Group direct margin -1.9% YoY

Domestic direct margin -1.7% to € 831m:

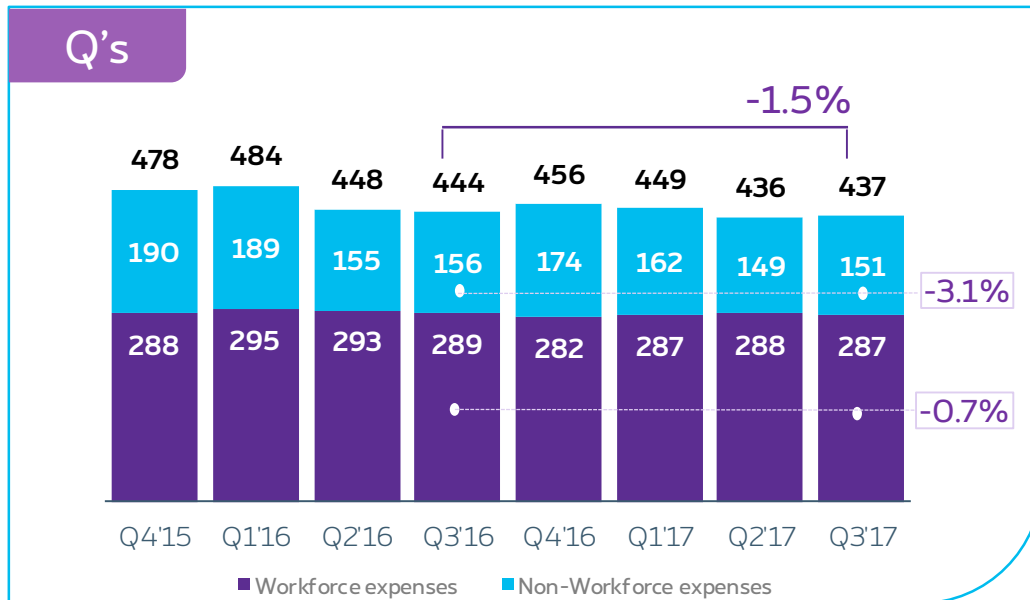
- Mobile services margin pressured following the EU roaming regulation, triggering an increase in roaming wholesale costs
 - Unfavorable revenue mix effect, with Fixed voice decreasing
 - Visitor roaming increase more than offset loss from traditional wholesale products in the Wholesale segment
 - Domestic direct margin as % of revenue at 75.3%
- BICS contained the revenue pressure with a 4.3% Direct margin decline on a higher comparable base

Group direct margin by segment (M€)



Q3'17 underlying expenses further reduced from a low comparable base, fitting the € 150M cost reduction plan by 2019

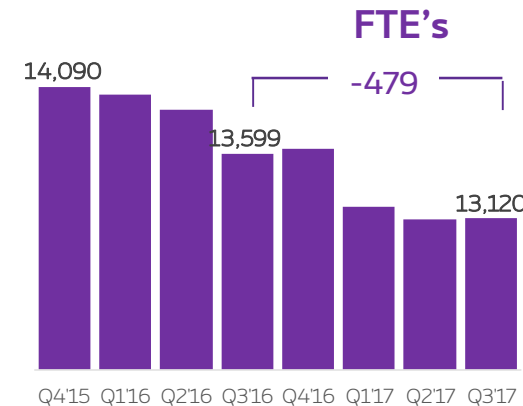
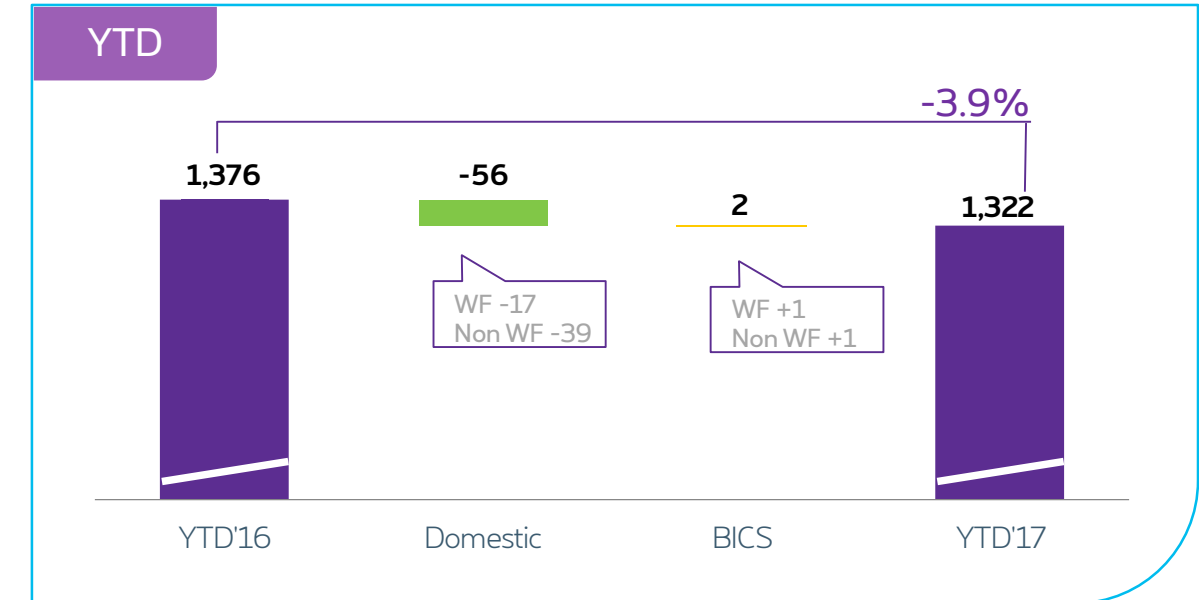
Group expenses (M€)
workforce vs non-workforce



Q3'17 operating expenses down 1.5% YoY

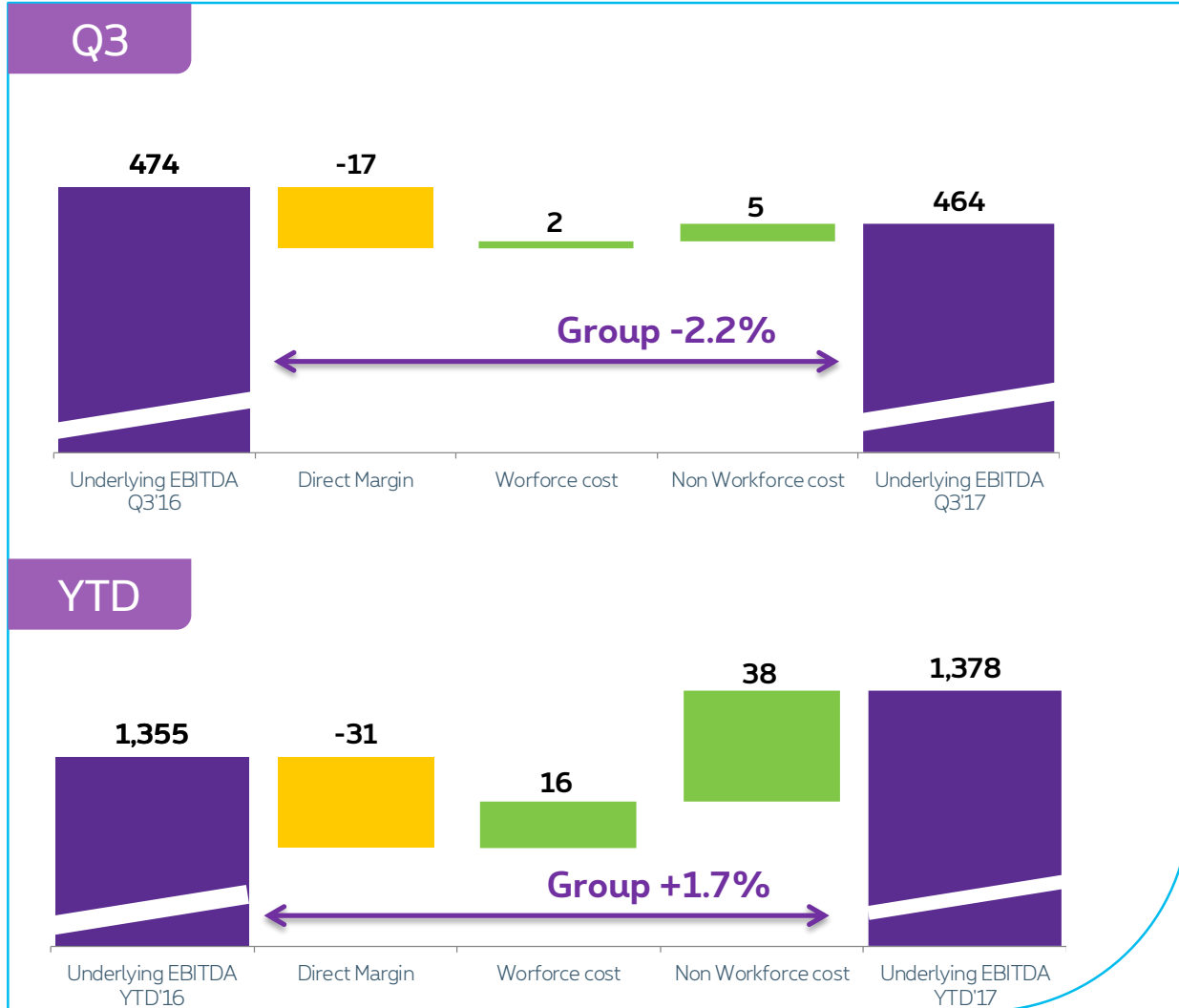
- Domestic expenses -1.4% YoY or € -6m, reflecting the initiatives launched to structurally reduce Proximus' expenses
- BICS expenses down 3.5% YoY

Group expenses (M€)
Domestic vs. BICS



- Domestic workforce costs benefitting from lower headcount (Early Leave Plan ahead of retirement & natural attrition, partly offset by hiring critical skills.)

Q3'17 Group EBITDA, -2.2% YoY. Domestic EBITDA -1.9% YoY, or +2.3% roaming margin decline excluded



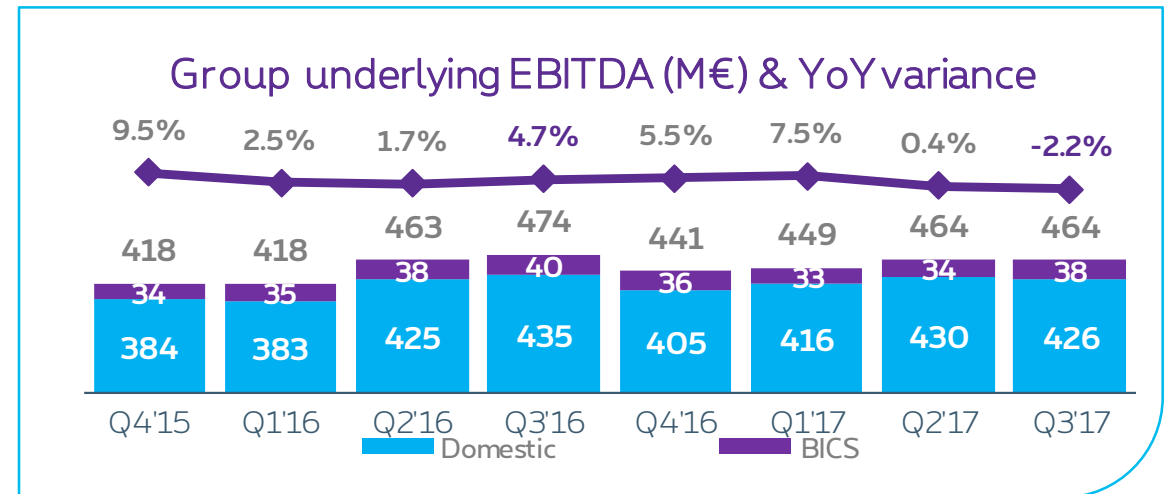
Q3'17 underlying Group EBITDA down -2.2% YoY:

Domestic Q3 EBITDA down -1.9%

- Direct margin impacted by Roaming regulation
- Total roaming margin € -18m* YoY. This aside, Q3 Domestic EBITDA +2.3%
- Partly offset by ongoing reduction of operating expenses.

BICS Q3 EBITDA -5.0% YoY

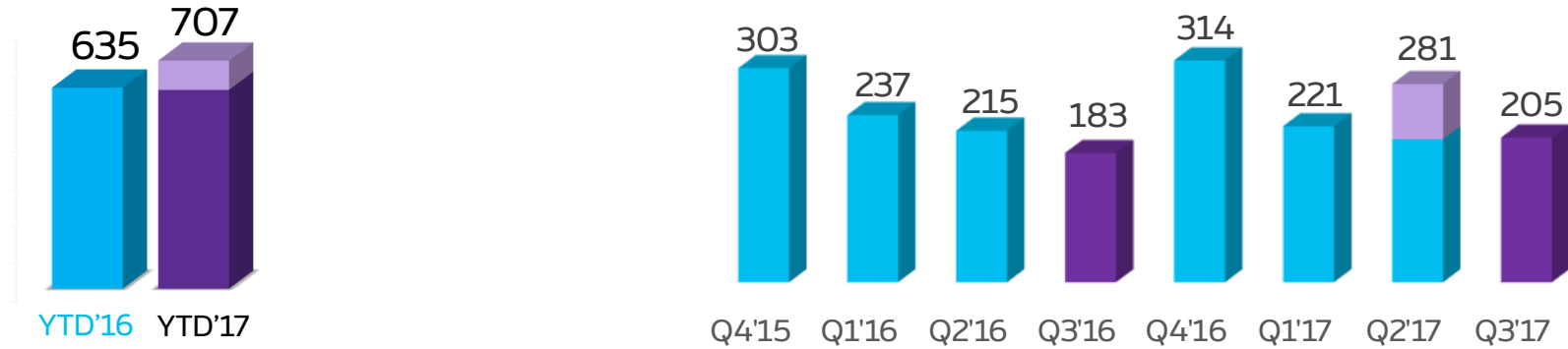
- Lower direct margin
- Partly compensated by lower expenses



*Total direct margin from roaming-out and roaming-in (visitor roaming) from Proximus and Tango, covering price and volume impacts

Investing in improving the overall customer experience

Capex (M€)



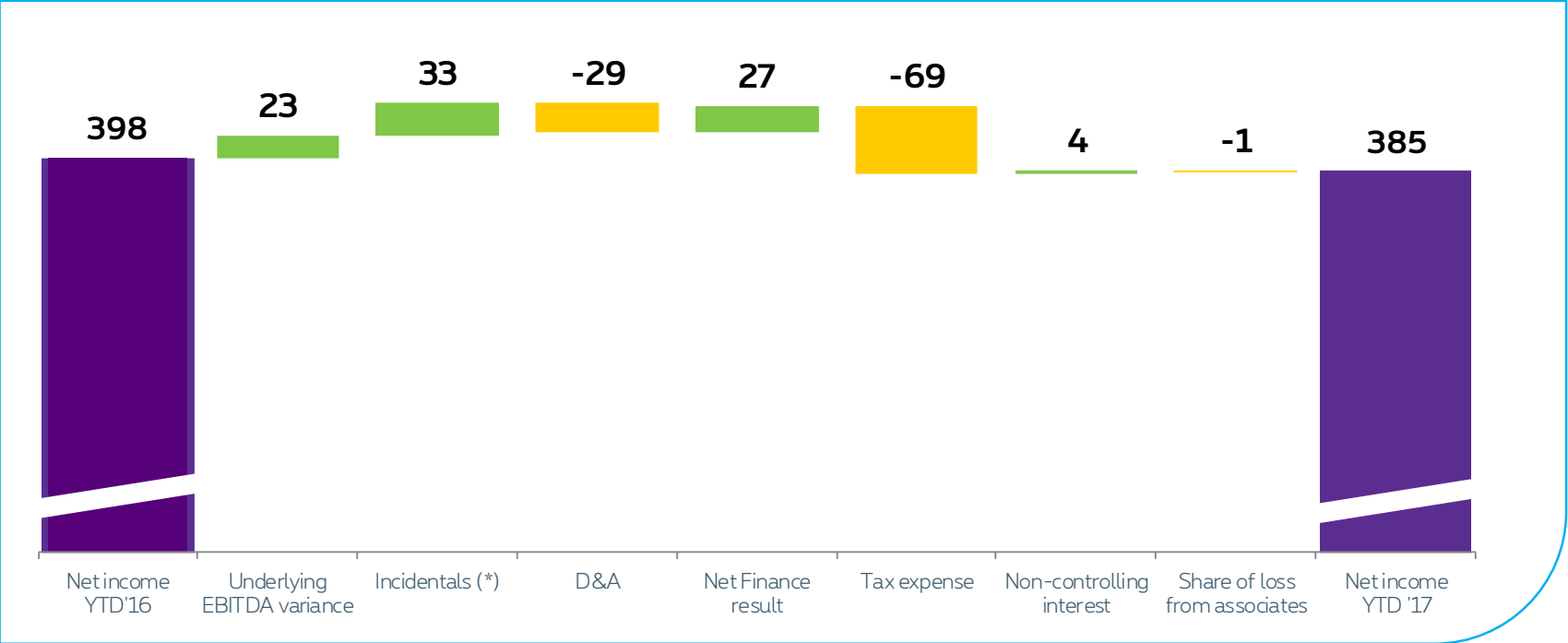
■ Jupiler League football rights season 2017-2020

- Additional mobile sites, increasing capacity, and coverage
- Improved Fixed experience
- Investments in simplification and transformation to decrease cost base
- Renewed & simplified IT systems
- Attractive TV content
- Fiber for Belgium initiated for 5 cities.

Net income (Group share)

- YTD'17 net income (Group share) of €385m, -3.3% YoY, mainly explained by higher tax expenses, and depreciation and amortization, partly offset by higher underlying Group EBITDA and lower finance costs

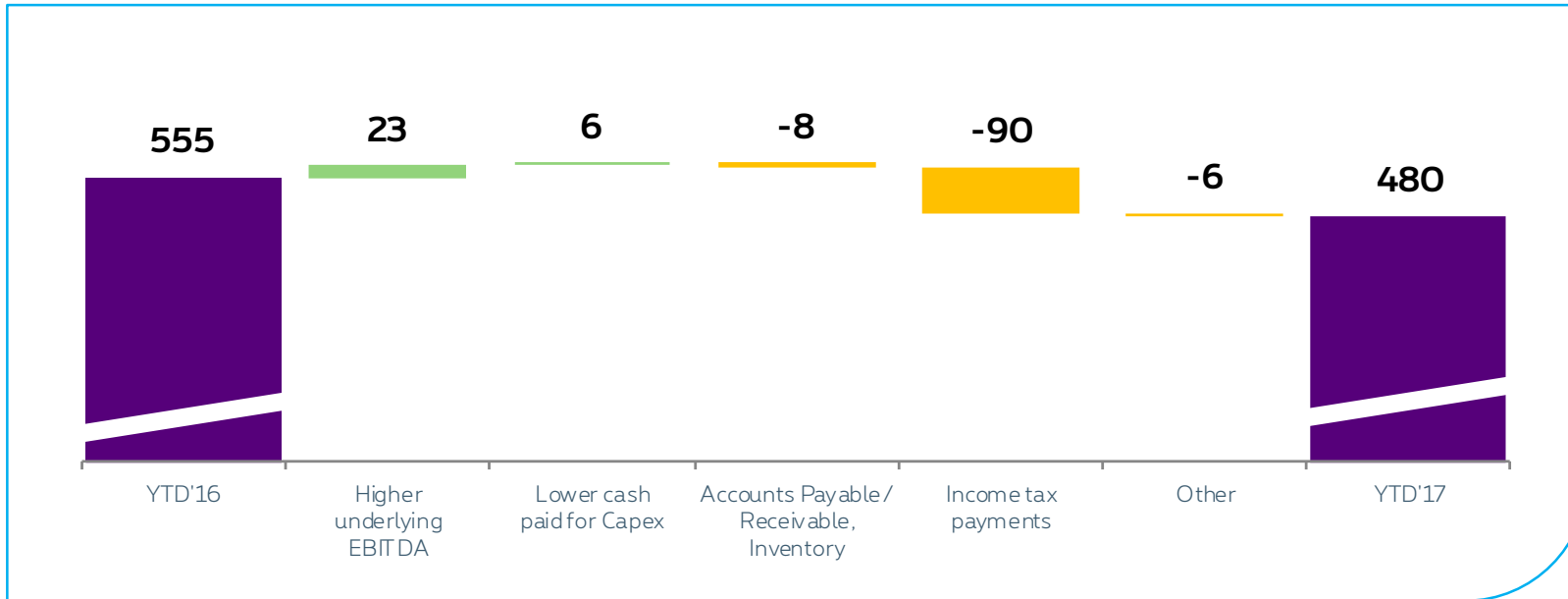
YoY Net income (YTD, M€)



* Incidentals for an amount of € 69m in 2016 . Incidentals 2017 of € 36m, mainly related to the voluntary early leave plan prior to retirement, and partially offset by a capital gain on building sales.

YTD'17 FCF of € 480M

YoY FCF (YTD, M€)



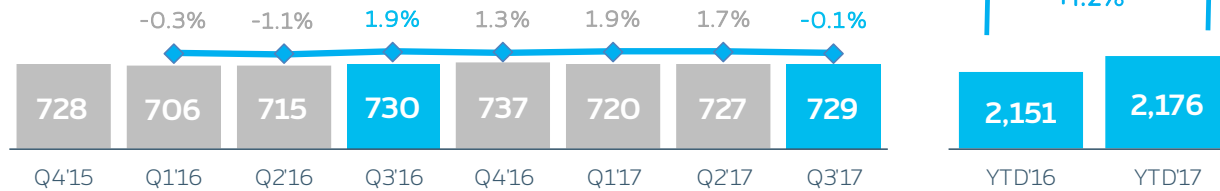
- Lower Free Cash Flow YoY mainly driven by higher payments of corporate income taxes (including increased legal prepayment percentage to 59%)
- Slightly higher working capital needs
- Partially offset by the higher underlying Ebitda and somewhat less cash paid for Capex

Consumer Results

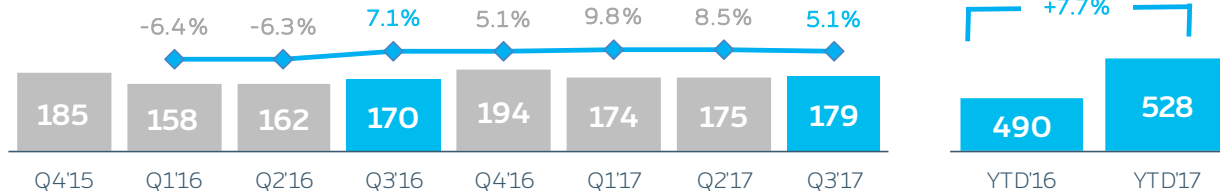


Stable Q3'17 underlying revenue. Direct margin impacted by revenue mix and steep increase in roaming volumes during summer holiday season

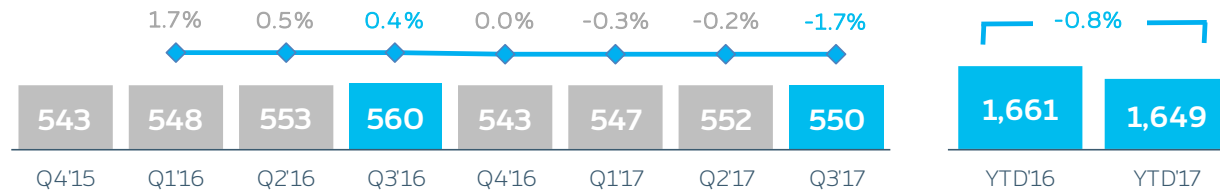
Consumer underlying revenue (M€) & YoY



Consumer underlying COGS (M€) & YoY



Consumer underlying DM (M€) & YoY



- Q3'17 Consumer revenue remained fairly stable to the prior year, with growth of TV, Internet and Mobile postpaid revenue offsetting revenue pressure on Fixed Voice and Mobile prepaid

Slow-down in revenue growth vs. prior quarters largely driven by Mobile device revenue

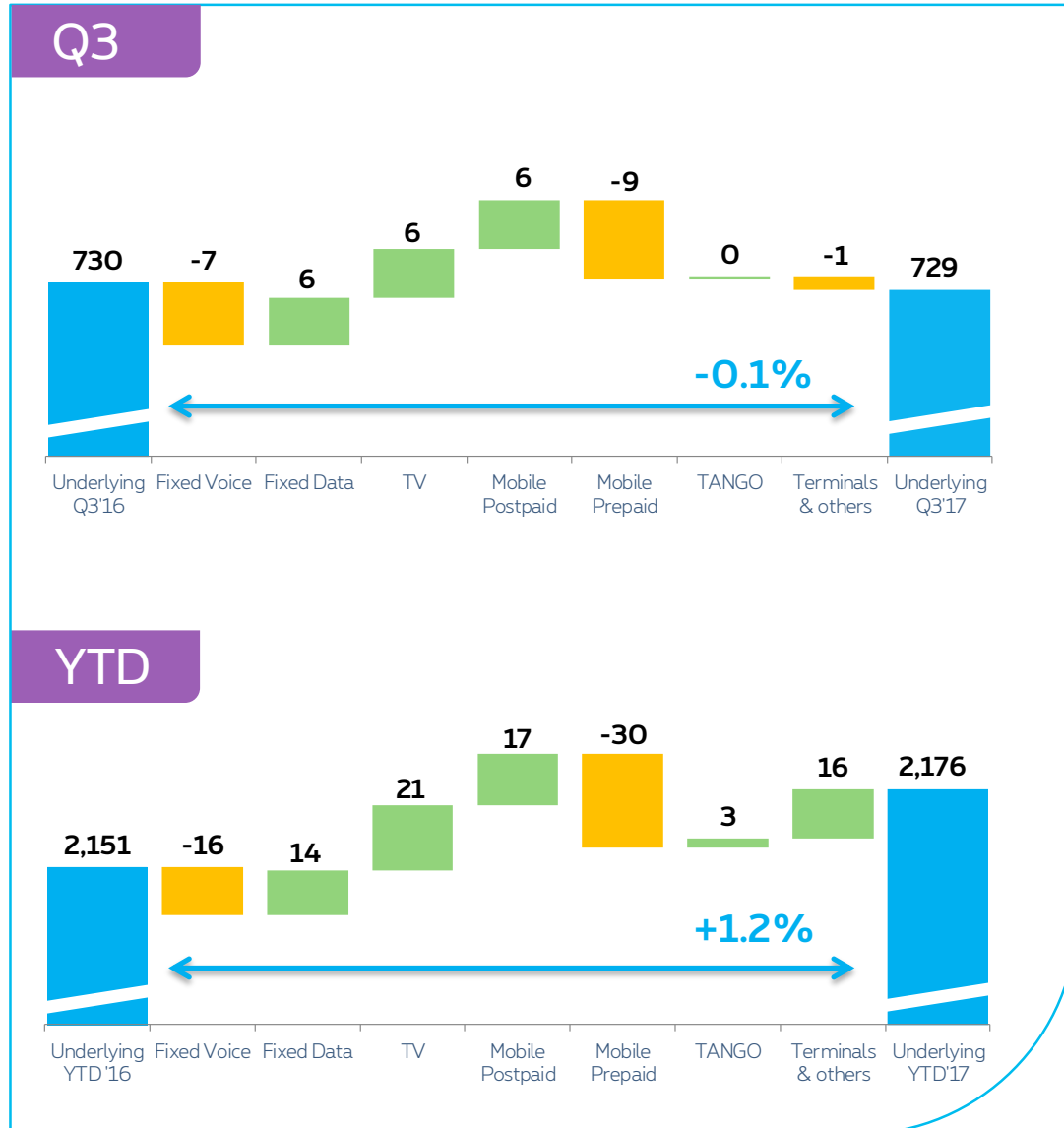
- Mobile services margin impacted by the EU RLAH regulation, triggering steep increase in data roaming usage during the summer, increasing related wholesale costs
- Direct margin further impacted by unfavorable revenue mix effect, with Fixed voice decreasing
- Underlying direct margin of 75.5% of revenue, -1.2 p.p. YoY

Consumer revenue by product group

Note

In line with Proximus' strategy, most products are sold through multi-play bundles. Therefore, the revenue and ARPU of standalone products are largely the result of the allocation of revenue and discounts to the respective products included in the Packs, as required by IFRS rules.

Consumer revenue remaining stable, in spite of Roam-like-at-Home impact

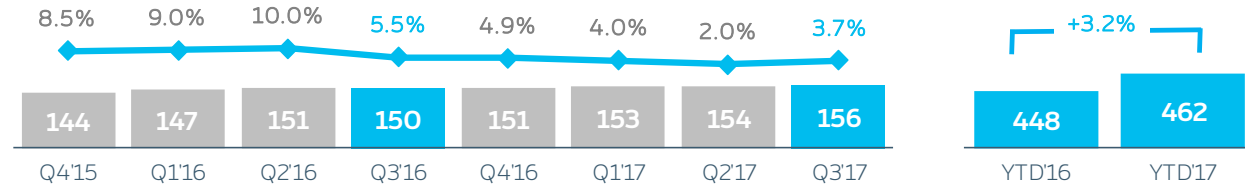


Q3'17:

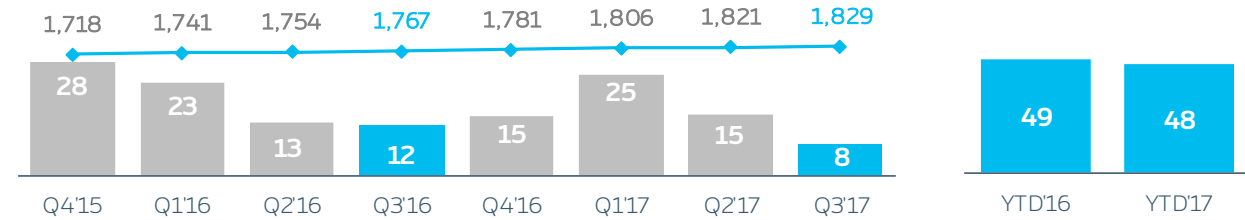
- Continued growth in Proximus' customer base for its main products: 6.1% growth for TV, 3.7% for Internet and, in spite of roaming regulation headwinds, -2.6% for Mobile postpaid
- In contrast, revenue from Fixed voice continued to erode, due to the combination of a reduced customer base and lower usage
- Revenue loss in Mobile Prepaid reflecting the impact from the legal identification process, which started in December 2016

Proximus and Scarlet brands growing Internet subscribers in more competitive market

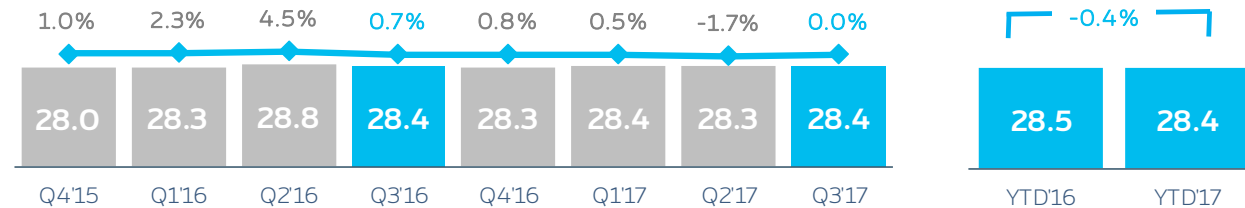
Fixed data revenue (M€) & YoY



Broadband growth & EOP (000)



Broadband ARPU (€) & YoY variance

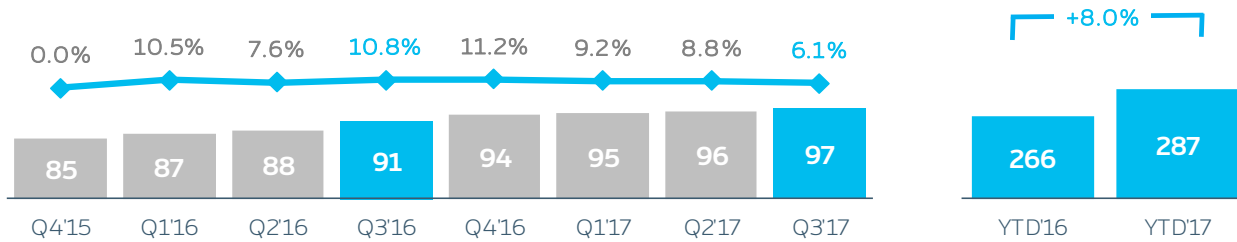


Consumer revenue from Fixed Internet continues to grow on expanding customer base. Q3'17 marked by a more intense competitive environment, with step up in Back to School promotions.

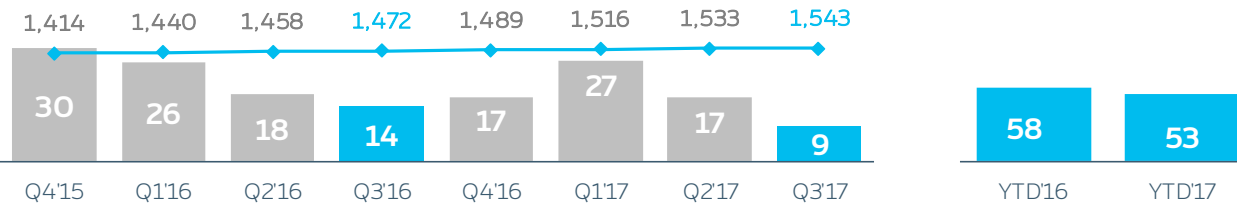
- +8,000 Internet lines in Q3'17
- +62,000 or +3.5% YoY to total of 1,829,000
- Annualized Internet customer churn somewhat up compared to the low-second quarter, and +0.4pp vs. prior year
- Stable third quarter ARPU of EUR 28.4

Proximus continues to attract customers on its TV platform

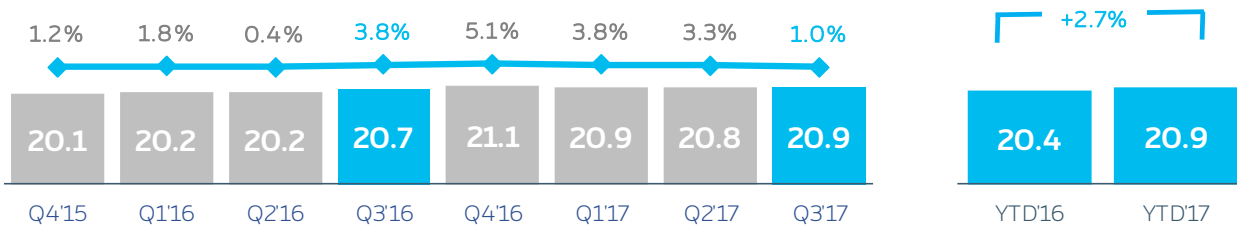
TV revenue (M€) & YoY variance



Unique TV - customers (000)



Fixed TVARPU (€) & YoY variance



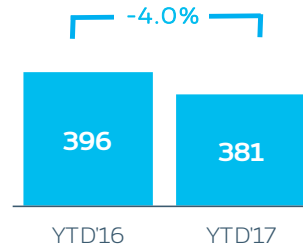
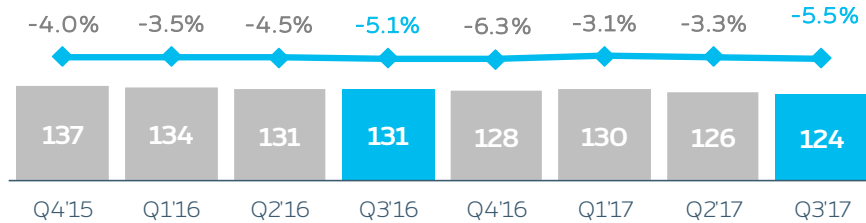
Growing TV-subscriber base remains an important revenue driver for the Consumer segment.

Both the Proximus and Scarlet brand increasing their customer base.

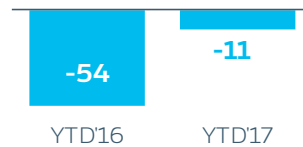
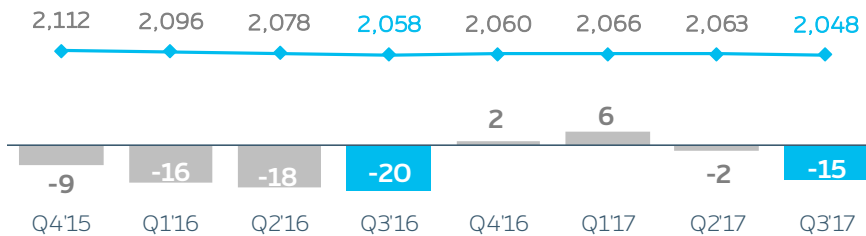
- +70,000 TV households YoY, or +4.8%
- +9,000 TV households in Q3'17
- 1,543,000 unique TV households end-September'17
- Q3'17 TV ARPU up +1.0% YoY at € 20.9, with Tuttimus & Familus offer providing customers more extensive TV content

Fixed Voice line erosion and lower traffic driving revenue erosion

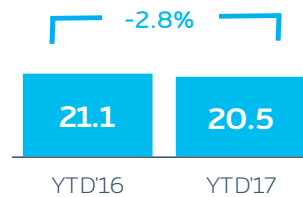
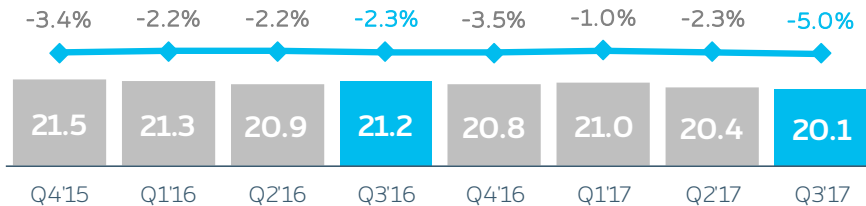
Fixed voice revenue (M€) & YoY variance



Voice line loss/gain & EOP (000)



Fixed voice ARPU (€) & YoY variance



Total Fixed Voice customer base at 2,048,000. Erosion limited to -0.4% YoY on uptake of Tuttimus and Familus offers.

- -15,000 Fixed Voice lines in Q3'17
- ARPU Q3'17 EUR 20.1, i.e. -5% incl. a higher multi-play Pack penetration and ongoing decline in the use of Voice traffic

Mitigated decline in Mobile service revenue in high-roaming quarter

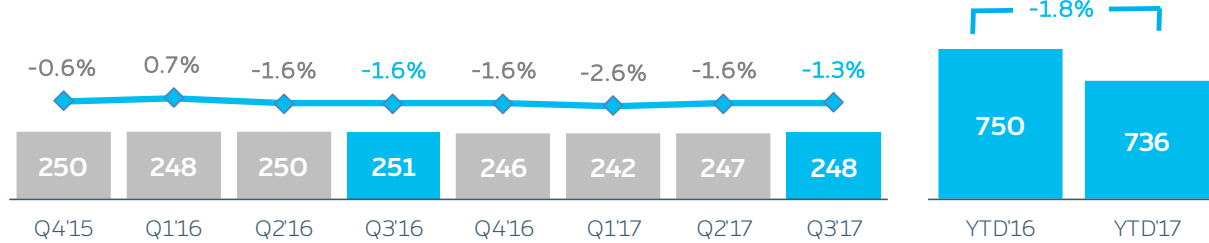
Total Q3'17 Mobile service revenue was down by 1,3%, showing further sequential improvement.

Revenue from Postpaid services increased by 2.6%, in spite of RLAH headwinds.

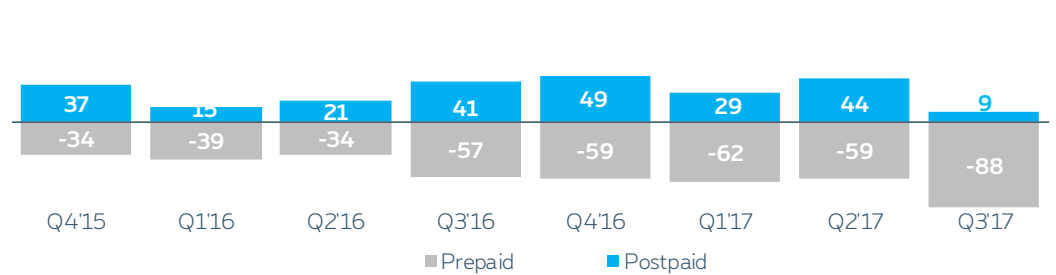
Q3'17 net customer growth limited to 9,000 Postpaid cards, with improved tiering. Churn temporary up in competitive setting, reinforced by more-for-more price announcement in June.

Prepaid impacted by final phase of authentication legislation, all remaining non-registered Prepaid cards were deactivated and removed from Proximus' park.

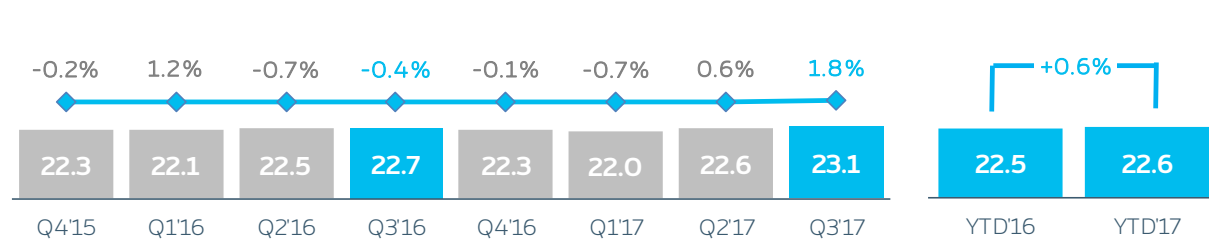
Mobile service revenue (M€) & YoY variance



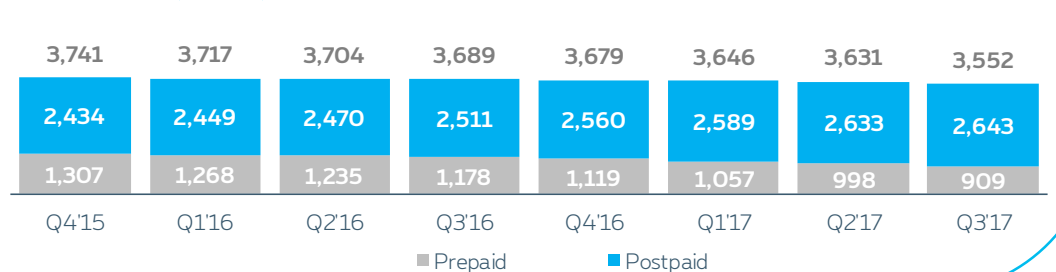
Mobile Net Adds (000's)



Blended net mobile ARPU (€) & YoY

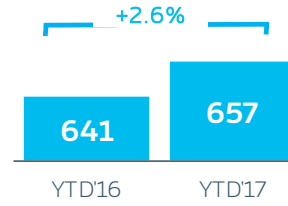
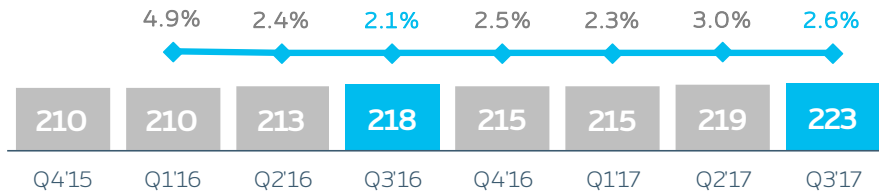


Mobile Park (000's)

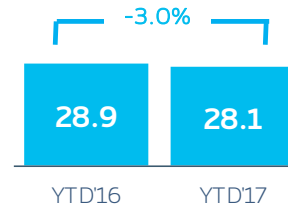
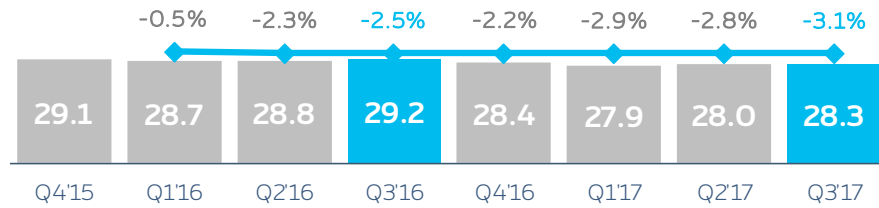


Consumer – Postpaid and Prepaid

Postpaid revenue (M€) & YoY variance



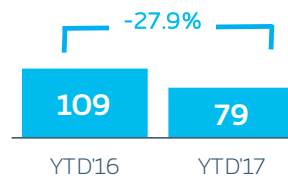
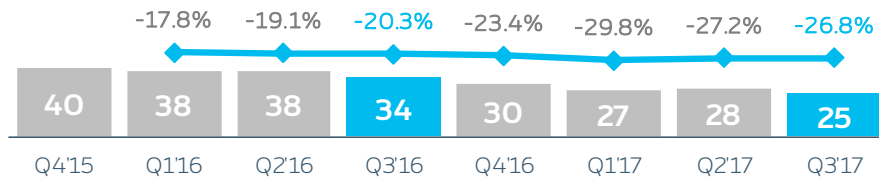
Postpaid ARPU (€) & YoY variance



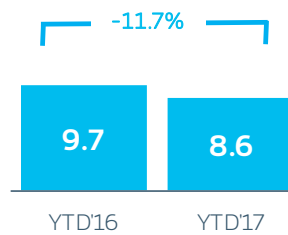
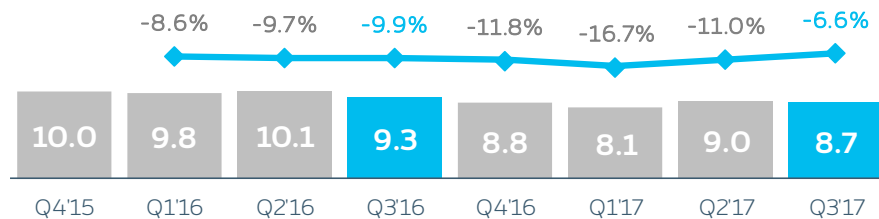
Q3 Postpaid revenue increased by 2.6%, in spite of the Roam-like-at-Home (RLAH) headwinds.

- Usage of data roaming increased significantly in the summer holiday season
- The regulatory price impact was more than offset by the increase in Proximus' Postpaid customer base, + 5.3% YoY, and uptiering benefits

Prepaid revenue (M€) & YoY variance



Prepaid ARPU (€) & YoY variance

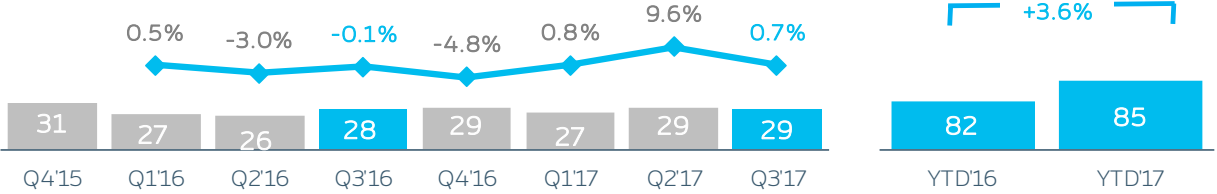


In declining Prepaid market, erosion was accelerated since December'17 by the legislation on Prepaid card identification.

- In accordance with the Royal Decree, 7 September all remaining unidentified cards were deactivated and removed from Proximus' Prepaid park

Tango Luxembourg – Consumer segment

Tango revenue (M€) & YoY variance

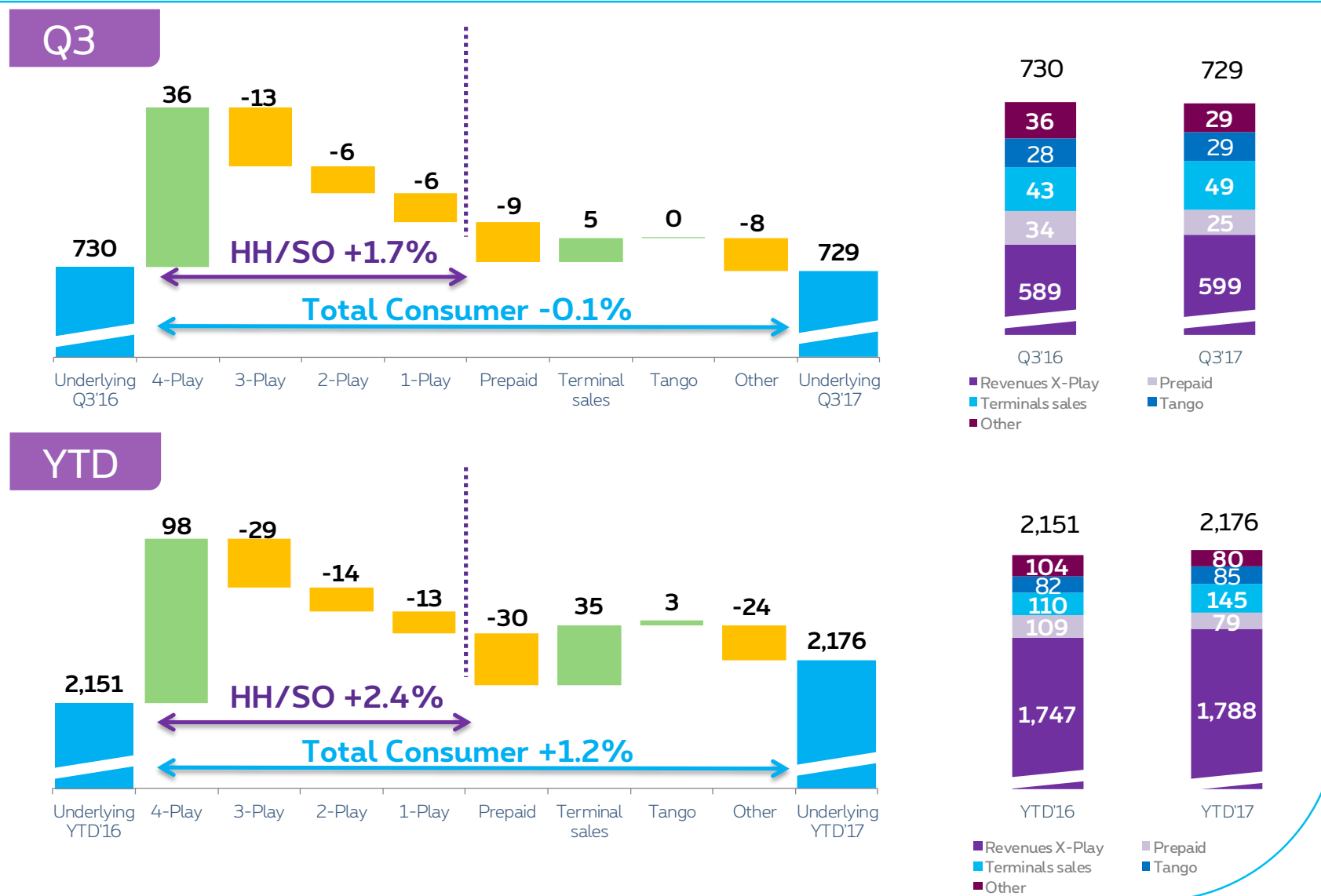


Tango Q3'17 Consumer revenue up by 0.7% YoY, despite the aggressive competitive market conditions, the Prepaid card identification legislation and the application of the Roaming-Like-At-Home legislation from 15 June 2017. This growth is mainly driven by the commercial success of the revamped Smart portfolio, and its success in executing a convergence strategy on fixed services (Voice, Internet and TV).

X-Play view

Consumer increasingly generates revenue from the households it services, +1.7% for Q3, driven by uptake of 4-Play offers

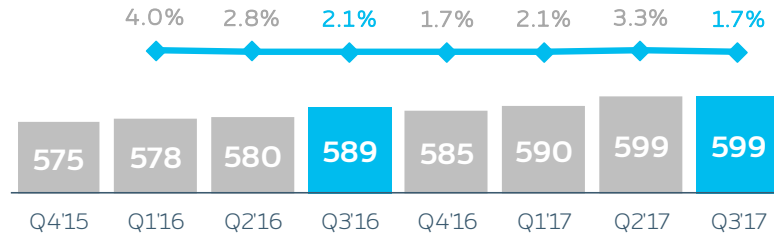
Revenue in M€



- Proximus' strategy to focus on attractive multi-play offers, supported by Tuttimus and Bizz All-in, resulted in continued uptiering to 4-Play, leading to 18.2% 4-Play revenue increase in Q3'17 and a more valuable and loyal customer base

Proximus all-in offers accelerate revenue increase for 4-Play to €233m, making up 32 % of total Consumer revenue

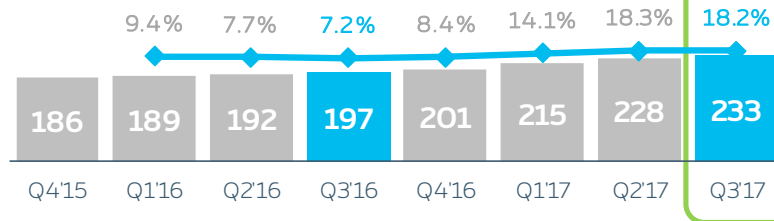
X-Play revenue (M€) & YoY variance



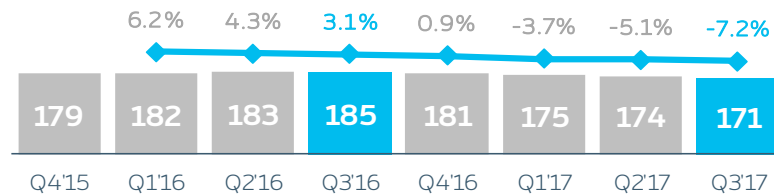
Increasing 4-Play base is main revenue growth driver for Consumer

- Tuttimus/Bizz All-in driving up-tiering to 4-Play
- Ongoing expansion of 4-Play base, 99,000 YoY incl. +11,000 HH/SO in Q3'17
- Growing revenue from 4-Play partly offset by lower revenue generated by the 1 - 2- and 3-Play HH/SO (incl. up-tiering)

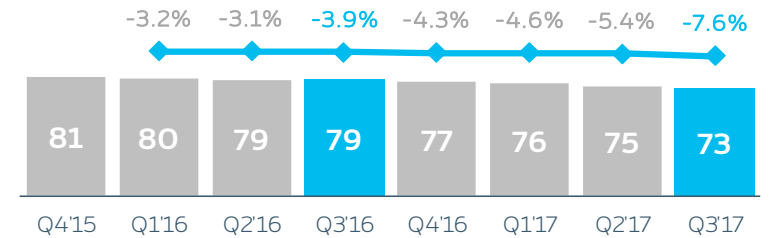
4-Play revenue (M€) & YoY variance



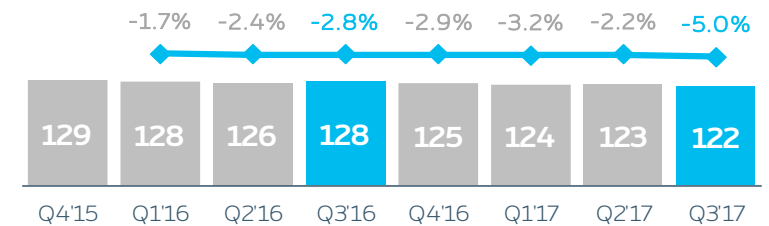
3-Play revenue (M€) & YoY variance



2-Play revenue (M€) & YoY variance

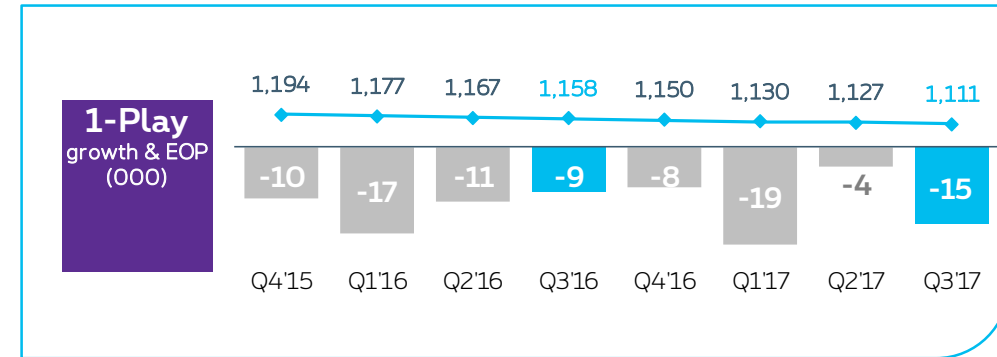
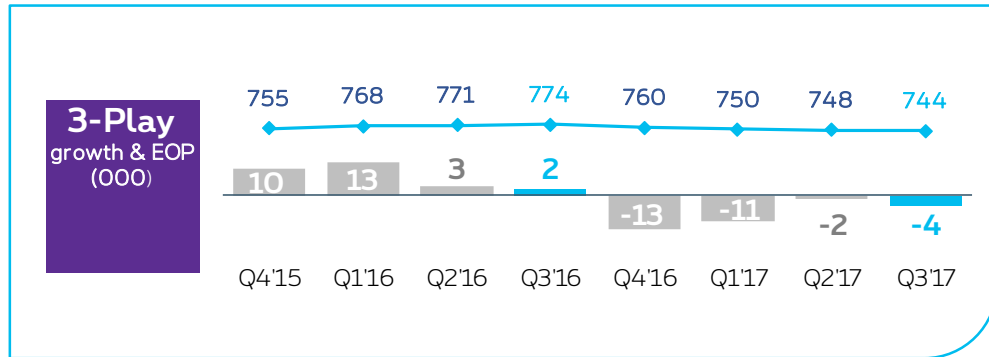
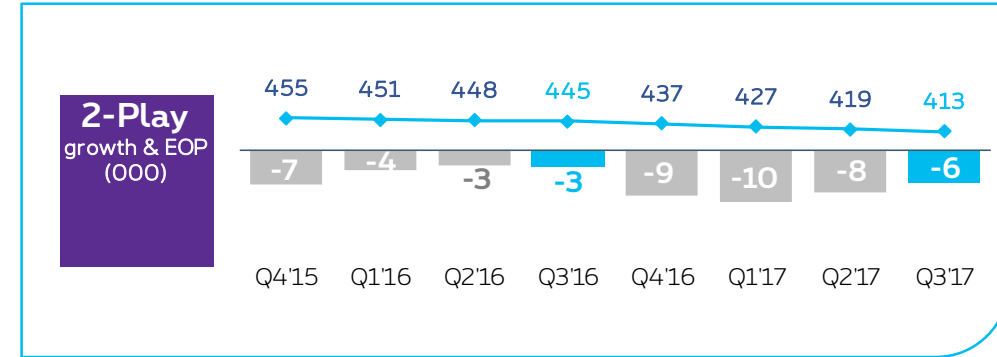
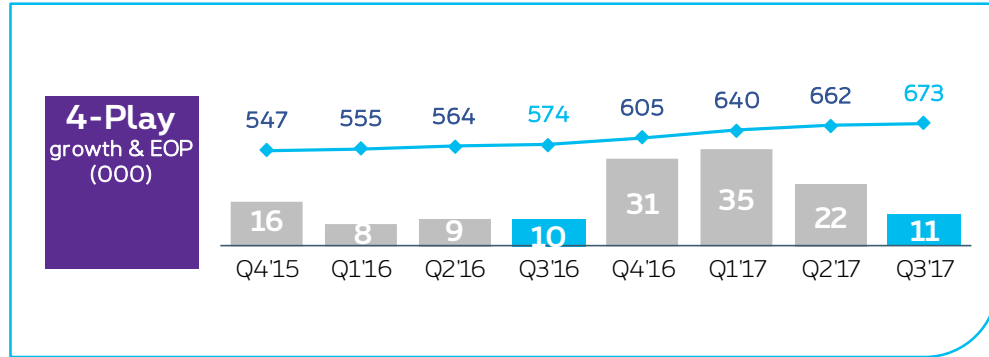


1-Play revenue (M€) & YoY variance



Consumer HH/SO base at 2,942,000.

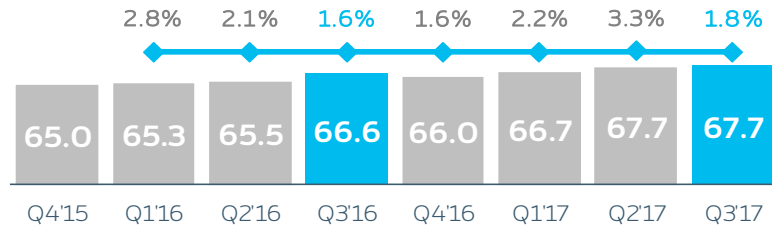
56.4% of multiplay HH/SO combine Fixed with Mobile, +2.3pp YoY



- X-Play Households/Small offices totaled 2,942,000 end Q3'17; ie. down YoY by -0.3% or -9,000.
- Customer mix improving with ongoing expansion of 4-Play base, 99,000 YoY incl. +11,000 HH/SO in Q3'17, driven by the new Tuttimus and Bizz All-in portfolio

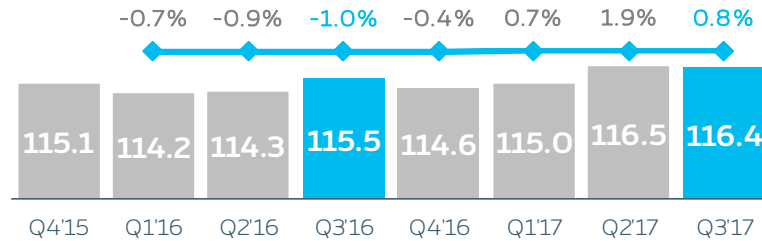
Overall ARPH +1.8% YoY to € 67.7, in spite of roaming regulation impact on Mobile

X-Play ARPH(€) & YoY Variance

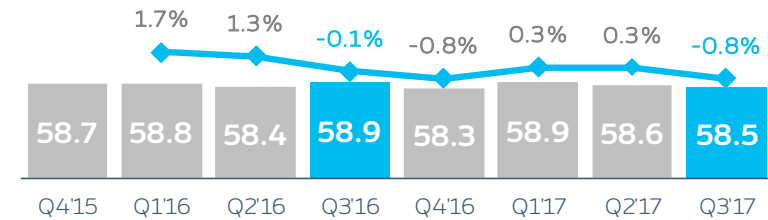


- The overall ARPH continues to grow on improved customer mix with 4-Play ARPH up 0.8% YoY to € 116.4, driven by higher RGU's
- 3-Play ARPH down 4.0%, with Scarlet TRIO customers increasing in the mix, at lower pricing

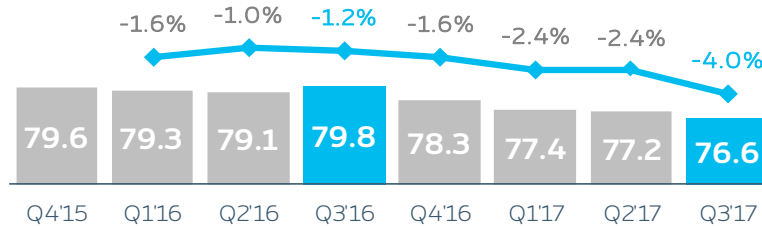
4-Play ARPH(€) & YoY Variance



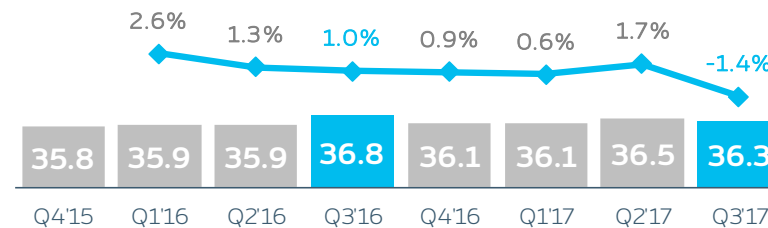
2-Play ARPH(€) & YoY Variance



3-Play ARPH(€) & YoY Variance

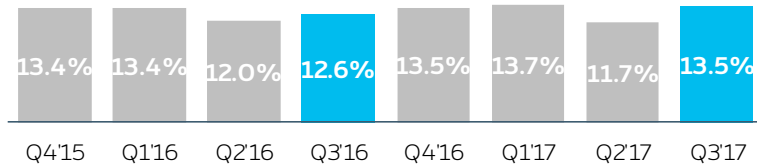


1-Play ARPH(€) & YoY Variance



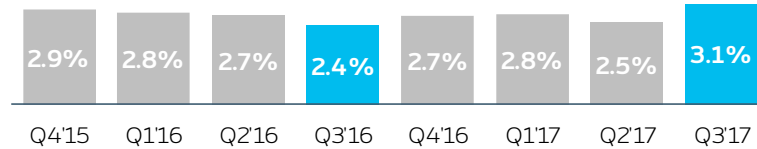
Annualized full churn rates

X-Play
Annualized full churn rate

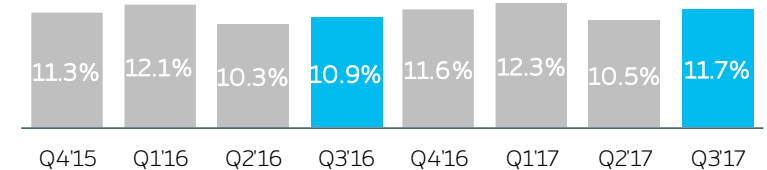


- The annualized full-churn rate on average for all Plays was 13.5 %, somewhat up from the prior year and the low Q2 , driven by a competitive step-up in promotions
- 4-Play churn remaining however low at 3.1%

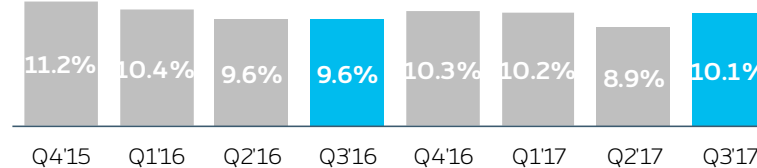
4-Play
Annualized full churn rate



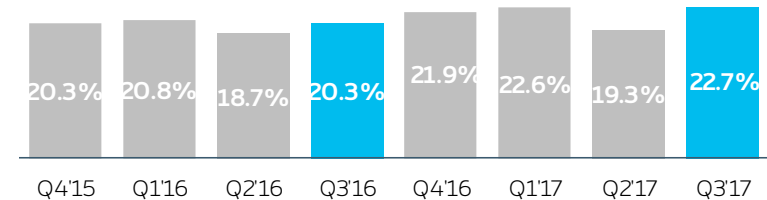
2-Play
Annualized full churn rate



3-Play
Annualized full churn rate



1-Play
Annualized full churn rate

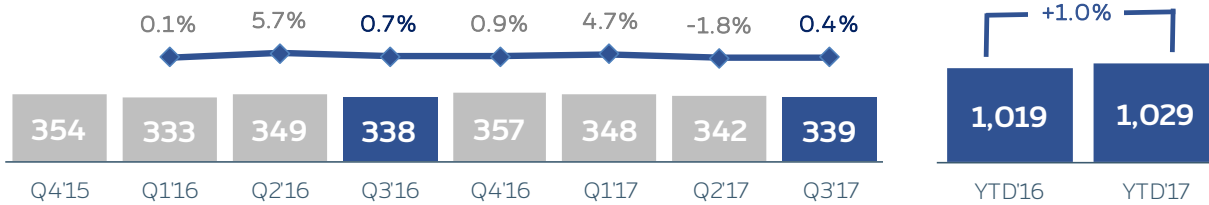


Enterprise Results

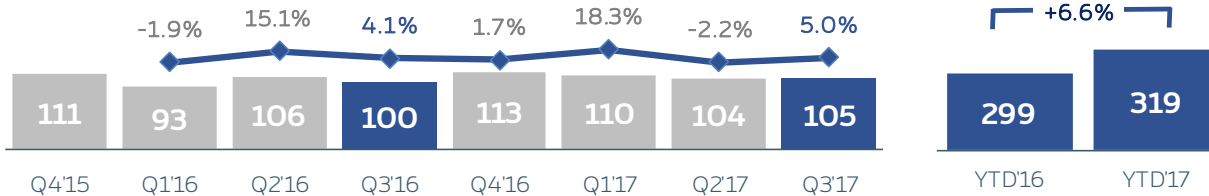


Q3'17 Enterprise revenue up by 0.4% in competitive setting, product mix impacting margin

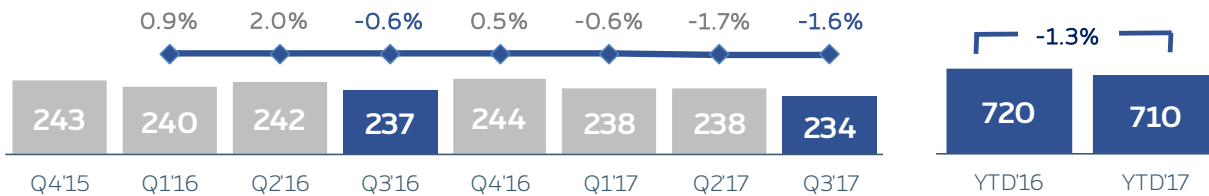
Enterprise underlying revenue (M€) & YoY



Enterprise underlying Cost of Sales (M€) & YoY

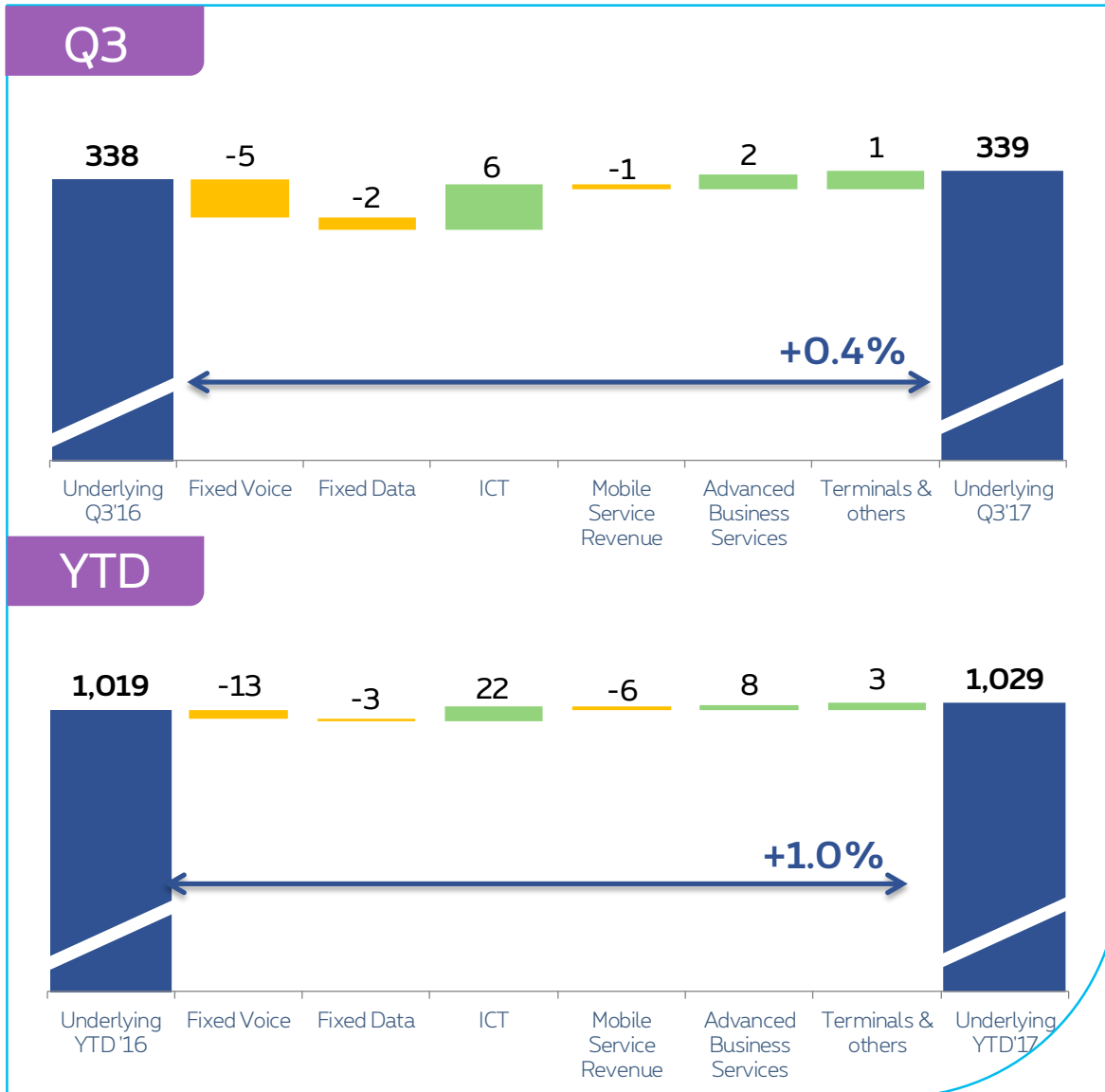


Enterprise underlying direct margin (M€) & YoY



- Q3'17 revenue supported by 5.3% growth in ICT revenues, and by the continued progress in Advanced Business Services
- Q3'17 underlying direct margin of € 234m, -1.6% YoY: growth from ICT and Advanced business services was more than offset by Fixed voice erosion. Moreover, decline in Mobile Services direct margin was mitigated, in spite of the higher regulatory impact
- The direct margin as a percentage of revenue decreased to 68.9% due to less favorable product mix

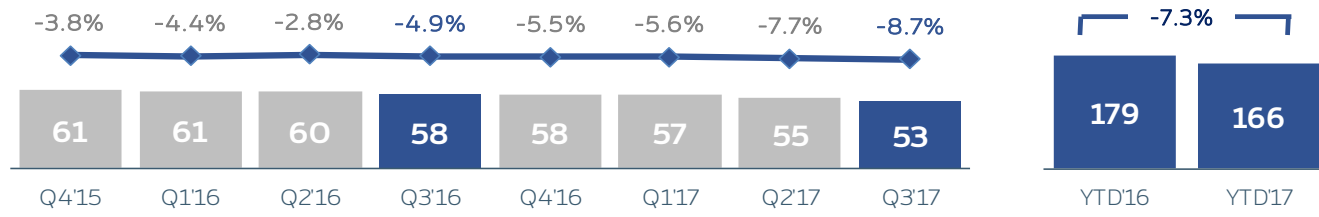
Q3'17 revenue up by 0.4%, supported by ICT and Advanced Business Services



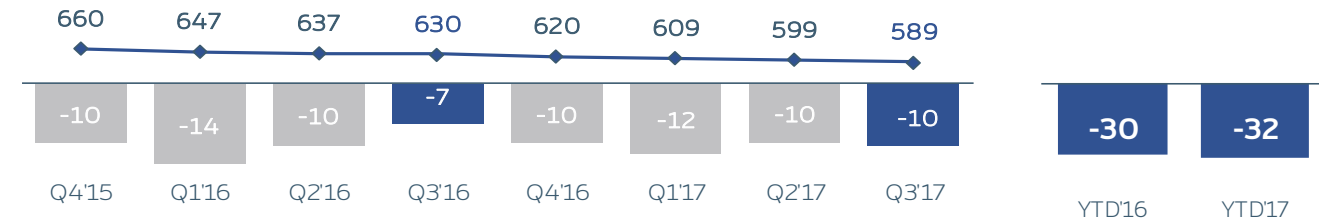
- Operating in a competitive environment, Proximus' Enterprise segment achieved a 0.4% growth in Q3'17 revenue
- Enterprise segment benefitted from a 5.3% growth in ICT revenues, and from the continued progress in Advanced Business Services
- Q3 Mobile services revenue decline was limited, in spite of a full 3-month Roam-like-at-home impact

Fixed Voice customer base erosion and lower usage

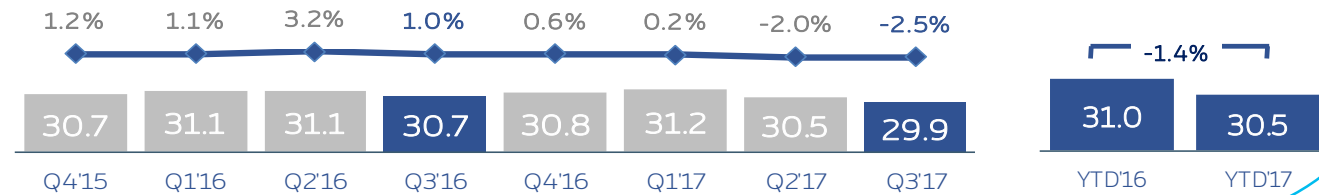
Fixed voice revenue (M€) & YoY variance



Voice line loss/gain & EOP (000)



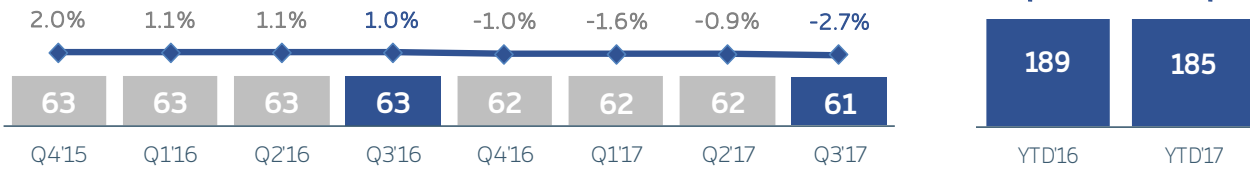
Fixed voice ARPU (EUR) & YoY variance



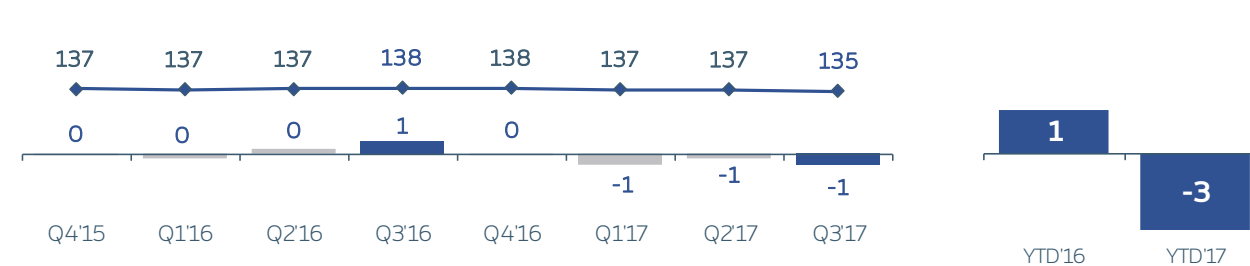
- The Enterprise segment faces an ongoing rationalization by customers on Fixed line connections, lower usage, technology migrations to VoIP and competitive pressure. The net Fixed line erosion remains however fairly stable with -10,000 lines in Q3'17
- Fixed Voice ARPU eroded to €29.9, -2.5% YoY on less traffic per line and a lower average traffic price due to a rising penetration of unlimited call options

Ongoing migration of legacy Data products to new solutions at more attractive pricing

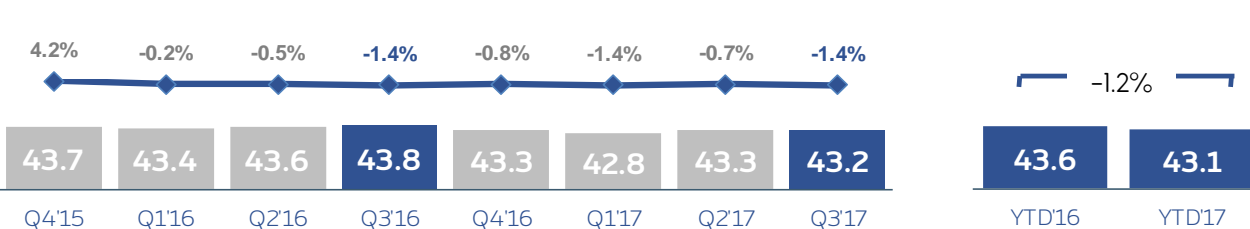
Fixed data revenue (M€) & YoY variance



Broadband growth & EOP (000)



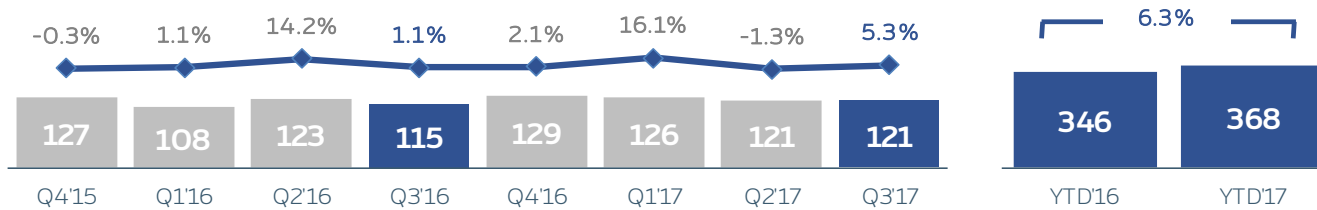
Broadband ARPU (EUR) & YoY variance



- Q3'17 revenue from Fixed Data, consisting of Fixed Internet and, for a greater part, Data Connectivity, totaled € 61m, -2.7% YoY (2016 incl. higher installation revenues on large Explore contracts)
- Migration to 'Explore' continued, benefitting from the further roll-out of P2P fiber. Legacy products are outphased and migrated in the context of simplification programs, offering customers new solutions at more attractive pricing
- Fixed Internet revenue slightly down YoY following a 2.1% decrease in the Internet customer base, totaling 135,000 end-September'17

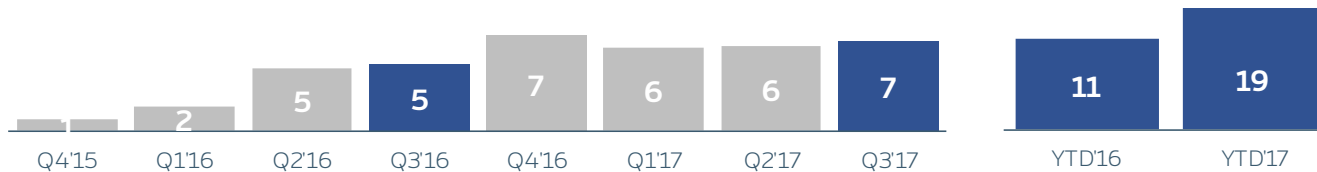
Solid third quarter for ICT, with revenue up by 5.3%, partly driven by product deals

Underlying ICT revenue (M€) & YoY



- Q3'17 ICT revenue benefited from growth in Cloud, Security and Outsourcing services and from the revenue contribution from Davinsi Labs* (integrated since May'17)

Advanced Business Services (M€)



- € 7m revenue from Advanced Business Services in Q3'17, mainly driven by BeMobile, occupying a unique market position in the field of Smart Mobility. Further supported by growth for Proximus' convergent business solutions

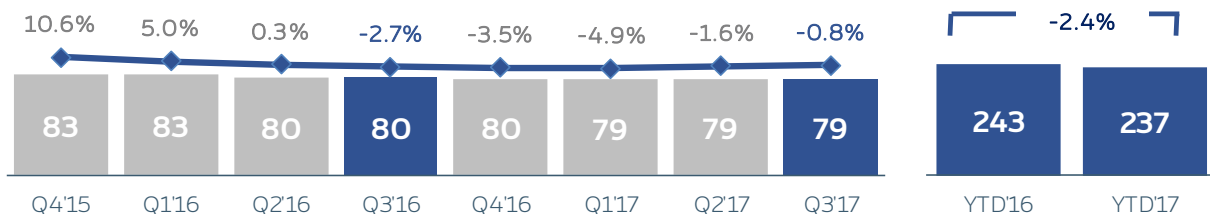
Advanced Business Services groups new solutions offered aside from traditional Telecom and ICT, such as smart mobility solutions (BeMobile), Road User Charging, Converging Solutions, Big data.

* Antwerp-based cyber security company with a strong position on the Benelux cybersecurity market. FY'16 revenue of €3.4m.

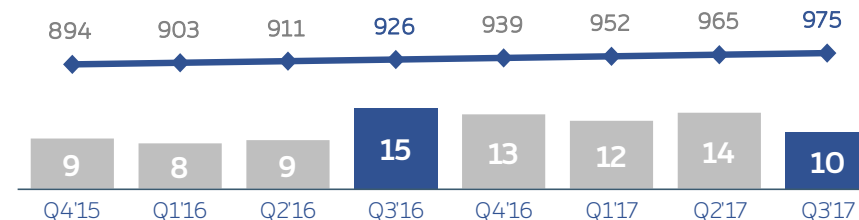
Continued sound Mobile customer growth in competitive setting, and higher data roaming usage partially offsetting regulation impact

- Q3'17 Mobile service revenue -0.8% YoY, improving sequentially
- Roam-like-at-Home impact partially offset by growing customer base and higher data roaming volumes during the summer holiday season, reducing out-of-bundle revenue loss
- +10,000 mobile cards other than M2M in Q3'17 bringing the customer base to 975,000 cards, +5.3% YoY
- Mobile churn further improved to 9.4% for Q3'17, reflecting the good customer experience on Proximus' mobile network and high service levels, benefitting the customer satisfaction

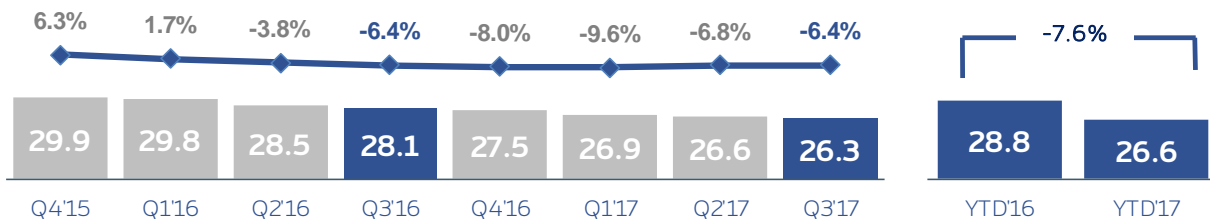
Mobile service revenue (M€) & YoY variance



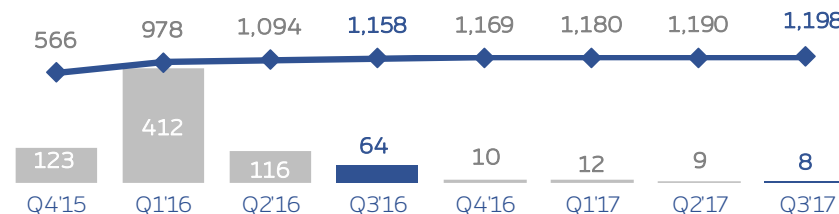
Postpaid exl. M2M growth & EOP (000)



Postpaid ARPU (EUR) & YoY variance

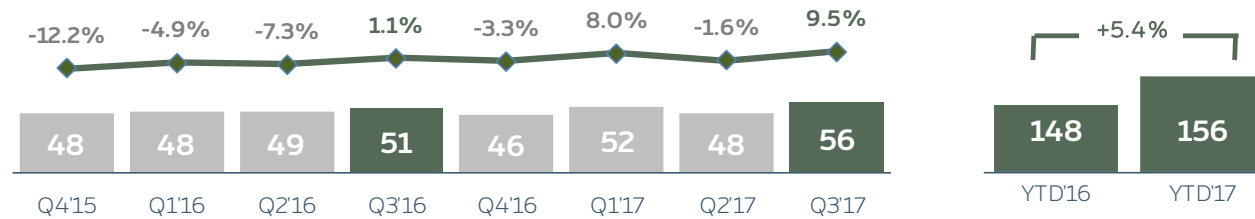


M2M growth & EOP (000)

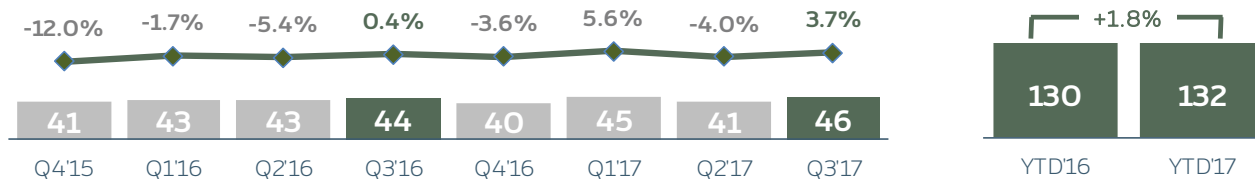


Wholesale benefitting from higher roaming-in revenue, partially offset by decline in traditional wholesale products

Wholesale underlying revenue (M€) & YoY



Wholesale underlying direct margin (M€) & YoY



- Revenues & Direct Margin growth following higher roaming-in margin driven by higher data volumes
- Partially offset by decline in traditional wholesale products (fix/mobile voice, data connectivity and broadband access)

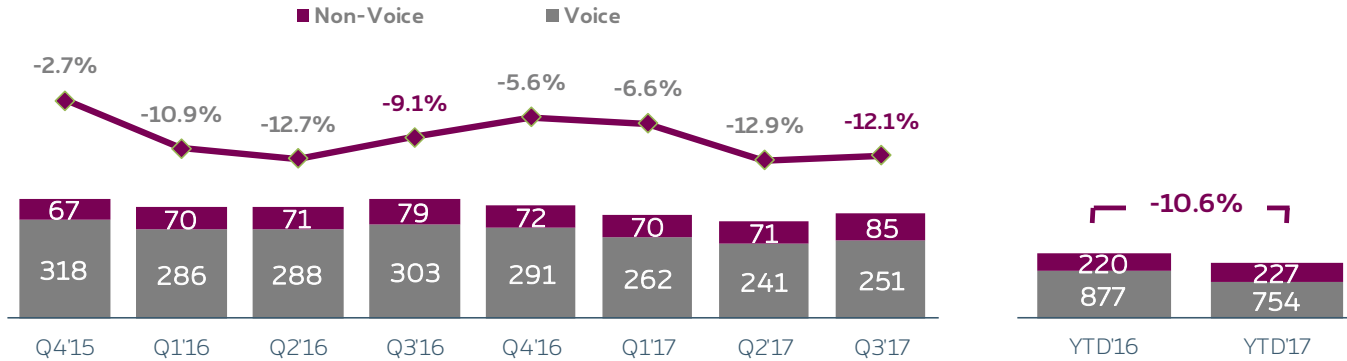
BICS Results



BICS operating in market in full transition, moving from Voice to Data usage.

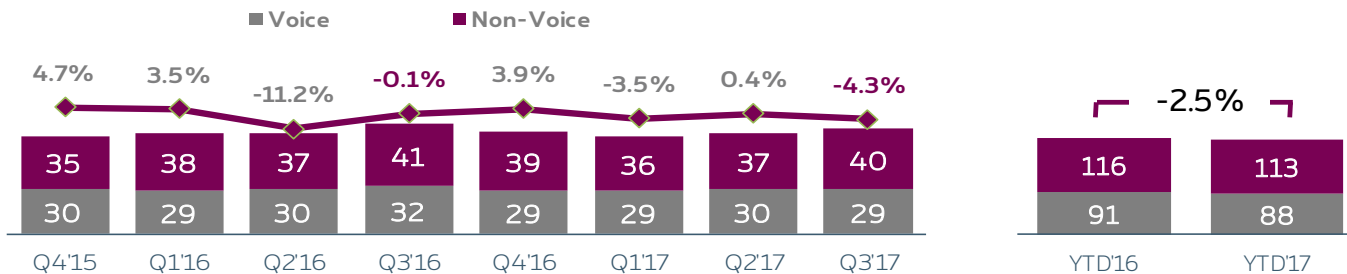
Q3'17 Direct margin -4.3% on tougher comparable base

BICS Revenue (M€)



- BICS operates in a market facing ongoing erosion of Voice traffic, with a shift from Voice to data usage
- BICS Voice revenue -17.3% for Q3'17
- Solid Q3'17 non-Voice revenue of EUR 85m, up 7.9% YoY

BICS Direct Margin (M€)

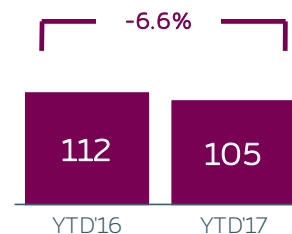
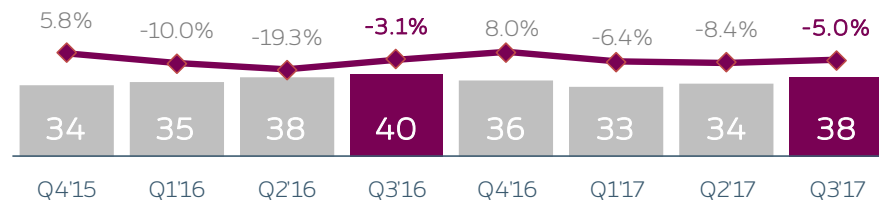


- Q3'17 direct margin of € 70m, -4.3% on higher comparable base, with Q3'16 benefitting from higher settlement agreements with foreign operators
- This aside, BICS' Direct margin was slightly positive: strong growth in SMS A2P volumes and a solid performance in Mobile Data (Roaming and Mobile IP businesses)

BICS' underlying Q3'17 segment result totaled € 38m with underlying segment margin of 11.2%

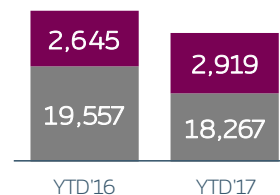
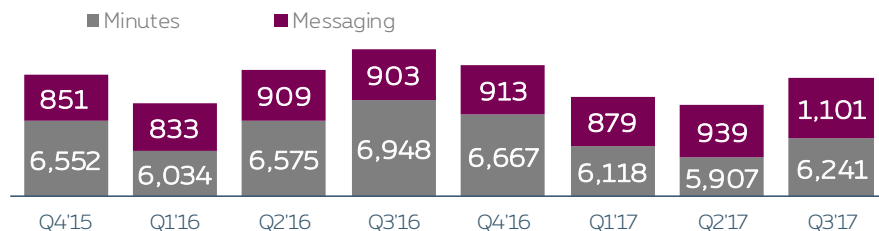


BICS underlying segment result (M€) & YoY variance



- BICS' underlying Q3'17 segment result totaled € 38m, -5.0% YoY on high comparable base
- This resulted from the lower Direct margin, slightly offset by BICS' lower Q3 expenses (-3.5% YoY)
- Q3'17 Underlying segment margin of 11.2%, +0.8pp YoY

BICS Volumes (in mio)



- In line with general market trend, BICS' Voice volumes decline, while data volumes continued to grow
- Q3'17 Voice traffic carried by BICS -10.2% YoY, with a less favorable destination mix
- Strong increase in Messaging volumes, +21.9% YoY, driven by A2P business



Additional info

- Regulation
- BICS acquisition of TeleSign
- Headcount evolution
- Corporate Social Responsibility
- Pricing (status 9 November 2017)
- Spectrum
- Shareholder structure & remuneration
- Contact details

Operating in highly regulated environment

EU roaming regulation

Roaming-Out price impact

Defined as: Volumes of year-1 multiplied by the year-on-year price decrease as set by the regulator.

(EUR million)	Q3'17 Actuals	YTD'17 Actuals	FY'17 Estimate
Revenue	-21	-48	-61
National	-18	-40	-50
Tango	-4	-8	-11
EBITDA	-21	-48	-61
National	-18	-40	-50
Tango	-4	-8	-11

- Transitory period towards Roam-like-at Home from 30 April '16 till 14 June '17: surcharge up to the current regulated wholesale rates.
- As from 15 June 2017, 'Roam-Like-At-Home' implemented in the EU zone with the obligation to charge retail roaming within the EU at domestic retail price for consumption within the Fair Use Policy.
- Roaming wholesale prices for data caps, a step by step reduction over 5 years is foreseen, with a decrease from € 7.7/GB as of 15 June 2017 to € 2.5/GB as of 1 January 2022.
- The Q3'17 Roaming-out price impact of € -21M was partly offset by a positive volume impact from roaming-out and visitor roaming, leading to an overall net reduction in roaming margin by € -18MYoY.

Mobile Termination rates

On 31 May 2017, the BIPT published its 3rd round analysis of the mobile termination market. The decision applies a MTR level of 0.99 eurocent/minute for the period 2017-2019 (vs 1.18 eurocent previously). The new MTR has been applicable since 1 July. The estimated impact is less than EUR 6 million in revenue for 2017, with a fairly neutral EBITDA impact. In Luxembourg, the new MTR have been set at 0.89 eurocent/min since 1 July until 31 December 2019 (from 0.97 eurocent previously).

Prepaid identification

The identification of old and new mobile Prepaid cards became mandatory under Belgian law. Proximus implemented different solutions in order to make it easier for its customers to identify their prepaid cards. Since 7 June 2017, all active prepaid cards have been identified in line with the Belgian law. A validation period ran until the 7th of September, after which all remaining non-identified cards were removed from Proximus' park. In total, Proximus removed 91,000 unidentified prepaid cards in Q3'17.

Operating in highly regulated environment (continued)

BIPT market analysis

On 7 July 2017, the Belgian regulators (BIPT and media regulators CSA, VRM and Medienrat) launched a public consultation on their review of the broadband internet and TV market analysis (the last analysis dates from July 2011). The regulators consider that these markets are still characterized by competition shortcomings and take as a stance that the market needs a third fixed player. Overall they propose a scheme for deepening the cable regulation and extending Proximus' regulation from its copper to also its fiber network. The concrete modalities of the regulation are not yet defined.

The consultation ran until end-September 2017. The contributions will now be processed by the regulators. The new draft will then be submitted to the Competition Council and the EU Commission. A final decision is expected at the earliest in the first quarter of 2018.

Easy switch

The "Easy Switch procedure launched by the BIPT at the request of the Telecom Minister to facilitate the switch-over for fixed services (voice, internet, television and packs) effectively entered into force on 3 July 2017. The new obligations will be reassessed by the BIPT by 1 July 2019.

Fixed Termination Rates

On 15 March 2017, the Brussels Appeal Court annulled BIPT's earlier decision setting the FTR at 0.092 eurocent/min. The tariffs in force before 1 November 2016 are therefore applicable again. The BIPT is working on a new market analysis expected to be submitted to consultation this year.

BICS' acquisition of TeleSign completed



- ✓ Acquisition closed 31 Oct'17 for agreed price of \$230M.
- ✓ Companies to operate independently, with TeleSign a subsidiary of BICS
- ✓ TeleSign financial results incorporated in BICS' consolidated results as from 1 Nov 2017.

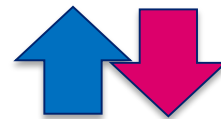
TeleSign

- Global leader in Mobile Identity Verification and Assurance through SMS, Voice, ...
- Offering the broadest, highest quality and furthest-reaching consumer account security solution in the world
- Diversified, International Customer base
- 250 employees worldwide
- 6Bn+ transactions processed per year

Bridge Operator-Internet worlds



Connection to 700+ Operators Worldwide



Connection to 500+ Digital Service Providers

Digital services providers need connectivity, interoperability, off-net Voice/SMS termination, mobile end-user related data, ...

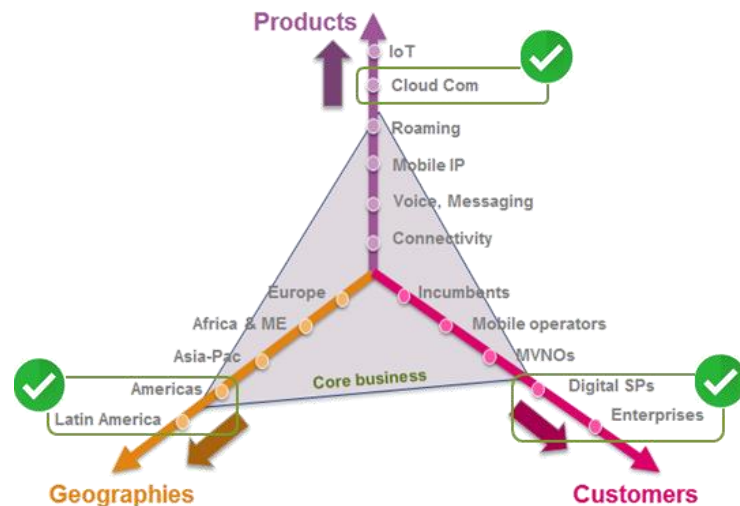
TeleSign's Communications platform

- Developer-friendly API's & SDK's, combining data intelligence and messaging communications
- Expansive global network with 100's of high-quality, direct-to-carrier routes ensuring highest availability and market-leading delivery and completion rates
- Unparalleled service and support

1st end-to-end CPaaS provider, bridging the market leading TeleSign cloud communications platform with one of the largest global carriers in the world.

For Bics

- Acceleration of diversification strategy in 3 directions, while focusing on a leveraging the core business



- Embracing new technologies
- Platforms and expertise

For TeleSign

- Bics' mobile and worldwide reach to >700 operators
- Improving sourcing of

Bridging the telco and digital worlds



- **Direct SMS and Voice termination**
 ➔ *Improving TeleSign cost structure and gain new destinations*



- **Mobile End-user data**
 (such as localisation, usage, etc ...)
 ➔ *Enrich TeleSign Score products and to gain new customers*



- **Numbering**
 (enabling end-user calls)
 ➔ *Enlarging TeleSign offer (bundles)*



- **Connectivity solutions**
 ➔ *Decrease connectivity costs*



Reducing headcount, voluntary early leave plan prior to retirement ongoing

What:

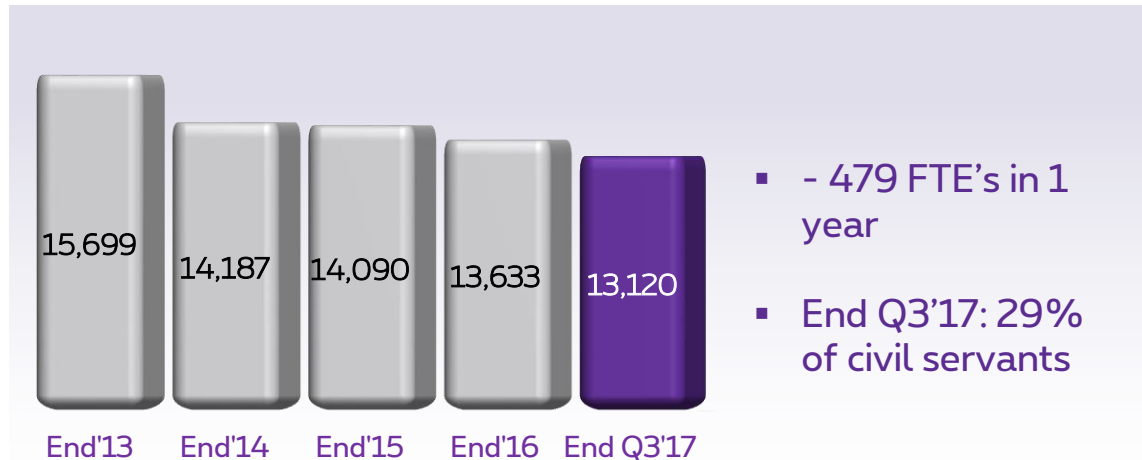
- Employees as from 60 years could opt to voluntary stop their active career, first wave left on 1 July 2016
- Last 2 years of active career, the work time is reduced to 80%
- Replacement income paid by Proximus until earliest retirement date

Outcome:

- 1.855 FTEs subscribed to the plan, leaving in 2016-2020.
- In addition, a significant number of employees will retire in the period 2016-2020
- This will be slightly offset by limited external hiring for some specific domains and skills.

Early leave plan and retirements expected to lead to total outflow of about 2,750 FTEs by 2020

Headcount evolution (FTE's)

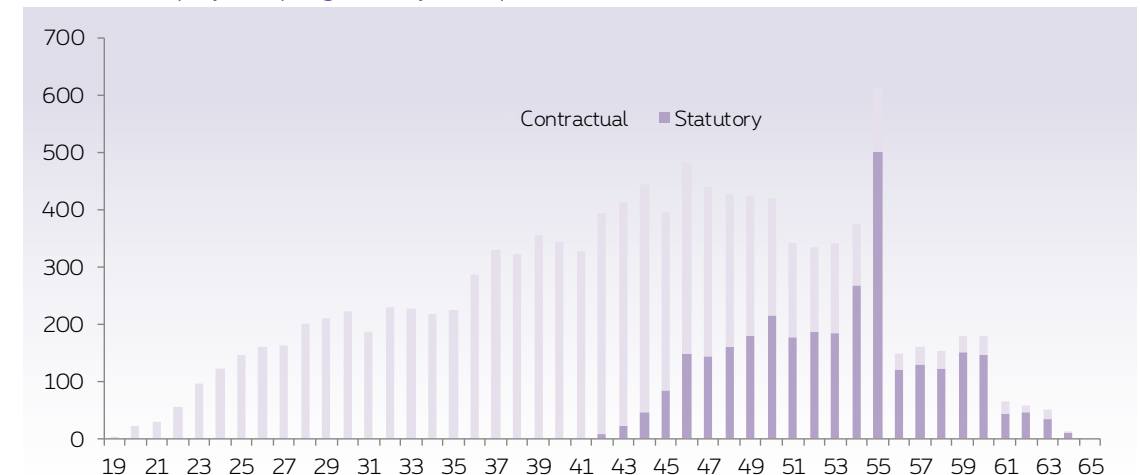


Financial implications:

- Cumulated over the period 2016-2019, Proximus will report € 239M in non-recurring expense covering all costs related to the early leave plan.
- YTD'17 a non-recurring expense was recorded for € 56m.
- The benefit as of H2'16 of the lower headcount is reflected in underlying EBITDA,
- Net Cash Flow impact slightly positive as of 2016 and will build up over the years.

AGE pyramid

(excl. employees opting for Early leave plan & subsidiaries)



Leading in Corporate Social Responsibility

Some of our realizations



Education

- Safe use of internet for children
- Young people teaching the older generation (www.webexperts.be)
- Supporting technology-training for job seekers (www.proximusdigitalent.com)

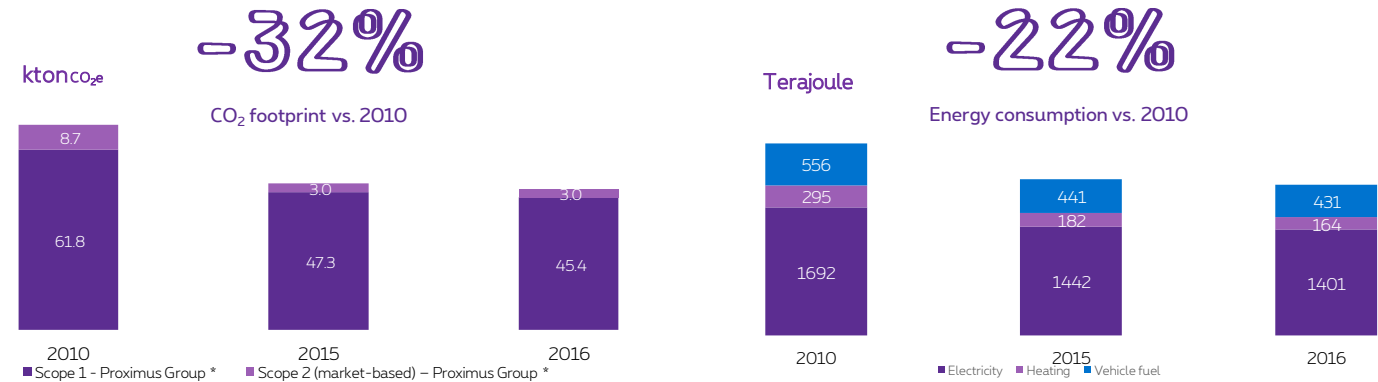
12,000

children educated on a safe use of internet



Environment

- Reduce our CO₂ footprint
 - -70% (2007-2015).
 - -30% (2015-2025)
- Climate neutral for our own activities
- Help customers reducing CO₂ footprint
- Collect & recycle for schools and customers
- Green business products





Communities

- School-videoconferencing for long-term ill children (www.bednet.be / www.takeoff-asbl.be)
- Accessible smartphones and tablets for disabled people
- Support local communities (homeless, refugees, disabled people...)

430

Long-term ill children connected with school in 2016

Comparing to cable offer, some examples

Tuttimus M	Tuttimus S + 2 nd mobile with Mobilus S
10GB	3GB + 3GB
Superfast unlimited surf	Superfast unlimited surf
Choose your favorite App : 	Choose your favorite App : 
Free national mobile calls. Free nat. and int. calls with fix line, evening and weekend, to fix and mobile numbers. Free calls between all numbers of your Tuttimus, always.	240 min national mobile calls. Nat. and int. calls with fixed line, evening and weekend, to fix and mobile numbers. Free calls between all numbers of your Tuttimus, always.
1 Blockbuster of your choice/month Choose your favorite content	1 Blockbuster of your choice/month Choose your favorite content
€101,94/m	€106,93/m

Wigo 100	Wigo 120
3GB to share between 2 cards	10GB to share between 5 cards
Superfast unlimited surf	Superfast unlimited surf
/	/
Always free calls to all numbers in Belgium. Mobile and with your fixed device. International calls not included.	Always free calls to all numbers in Belgium. Mobile and with your fixed device. International calls not included.
Paying options available. (Play 10€, Play More 24,95€, Play Sports 18,40€)	Paying options available. (Play 10€, Play More 24,95€, Play Sports 18,40€)
€100/m	€120/m



4-Play for Business customers



Unlimited fixed and mobile calls

Unlimited calls from mobile or fixed line to all fix & mobiles in Belgium.
Take your fixed line with you on your smartphone thanks to Bizz Office Switch



A maximum of internet, fix and mobile

Unlimited surfing at the office with INTENSE (100/20)
2nd SIM with 3GB for your tablet
Unlimited use of Facebook or another app of your choice



24h/24 assistance for your business

Same day assistance for internet, fixed line or TV + Helpdesk 24/7
Bizz Install : Configuration of your e-mail, OneDrive and Bizz Office Switch



Your business in the cloud

Safe storage in the cloud (1TB) with OneDrive for Business
Professional e-mail address



Digital TV on all your screens (option €10)

Free blockbuster, Netflix (original at €9,99 VAT incl.) and a discount of €1,65
VAT excl./mth on pack, TV Replay (36 h) & decoder included



Extra mobile subscriptions for employees or family



Flexible & professional call management : Call Connect



Option Bizz Data & International Calls (for Bizz Mobile XL)

S

M

L

XL

Mobile:
600 min to EU
Fix
Unl. to fix in EU

5 GB

10 GB

20 GB

WiFi
Extender or
MCE for
free if
needed

Excl. VAT

€89

€98

€115

€79

€88

€105

€13

€20

€29

€46

€20 for the 2 first licences
+€24 for each additional licence

Excl. VAT

€20
+400 min international to EU and +6GB data national and EU



Familus - Fixed bundle for the whole family



Unlimited fast internet



Pick your favourite TV bundle and blockbuster



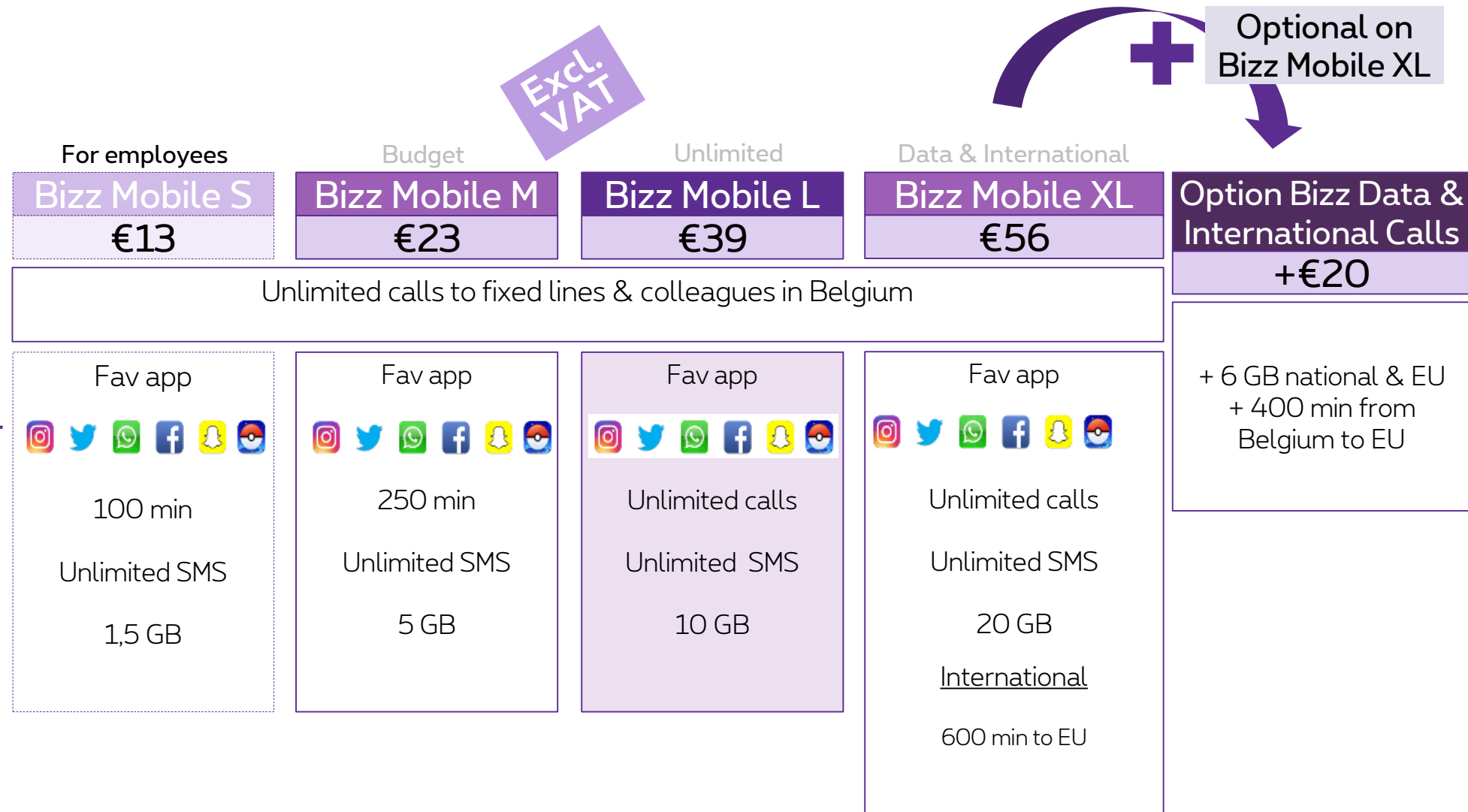
Free calling in the evening and in weekends

Familus M	Familus L
€67	€74.95
max. 100 Mbps download ; <u>15 Mbps</u> upload ; unlimited	
1 <u>blockbuster</u> for free / month	1 blockbuster for free/ month 1 <u>Choose your favorite content:</u> <ul style="list-style-type: none"> • Netflix • Belgian foot • International Sport • All kids • Movie&Series Pass • Entertainment Channels • ...
80 channels – TV Replay – Proximus TV app	
Free Evening & Weekends Calls National/International with your Fix Voice line to Fix and Mobile	
Free installation	

Unlimited calls to fixed lines & colleagues

Unlimited usage of your favorite app

Work efficiently on a performing network





Positioning Scarlet as no frills brand, with very attractive pricing for 'price seekers'

Postpaid

Red	Hot	Chili	HiFive
€ 8	€ 18	€ 28	€ 15
150 min 1000 SMS 500 MB	500 min 2000 SMS 2 GB	1000 min 5000 SMS 4 GB	0 min 0 SMS 5 GB
€ 0.16 / minute € 0.07 / SMS € 0.05 / MB	€ 0.16 / minute € 0.07 / SMS € 0.05 / MB	€ 0.16 / minute € 0.07 / SMS € 0.05 / MB	€ 0.20 / minute € 0.05 / SMS € 0.05 / MB
			+3€ 90 min 1000 SMS

Fixed

internet Poco

€ 23 / month
Internet: 50 GB
 Extra € 3 per block of 50 GB
 Down 30 Mbps
 Up 2 Mbps

internet Loco

€ 35 / month
Internet: Unlimited volume
 Down 50 Mbps
 Up 4 Mbps

TV + Fix + Internet

scarlet Trio

€ 39 / month

TV: ~30 channels
 +
 Fixed Voice line: Free calls to fix Off Peak
 +
 Internet: Unlimited volume
 Down 50 Mbps
 Up 4 Mbps

NEW

Boost internet! on

Ajoutez 1 GB* pour 5 € par mois



Spectrum: ownership & usage

Proximus, largest spectrum holder, allowing best in class customer experience

800 MHz

- 20 year-license **valid until 29/11/33**
- Proximus paid €120 Mio (annual instalments)
- License submitted to coverage obligations

900MHz & 1800 MHz

- **Initially used for 2G** but refarmed in 2011 to use 900MHz to deliver **3G** services and 1800MHz to deliver **4G** services
- 900MHz granted in '95 and 1800MHz in '99
- **1st tacit extension ('10-'15)**: Proximus paid €74m (annual instalments)
- **2nd tacit extension (8/4/15-14/03/21)**: Proximus paid €75m (annual instalments)
- Regulator re-assigned the 900MHz spectrum initially reserved for Telenet/Voo : Proximus paid €16m (annual instalments)

2100 MHz

- **Used for 3G**
- 20 year-licenses **valid until 15/3/21** : Proximus paid €150m (one-off payment)
- 2 Aug '11, BIPT awarded 4th license to Telenet/Voo for €71.5m (2X 14.8 MHz)
- In May '14 Telenet/Voo handed back their license (including their option in the 900MHz band)

2600 MHz

- **Will be used for 4G**
- Licenses granted in July '12
- 15 year-license **valid until 30/6/27**
- Proximus paid €20.22m (one-off payment)
- No coverage obligations

Current spectrum holdings

New spectrum auctions

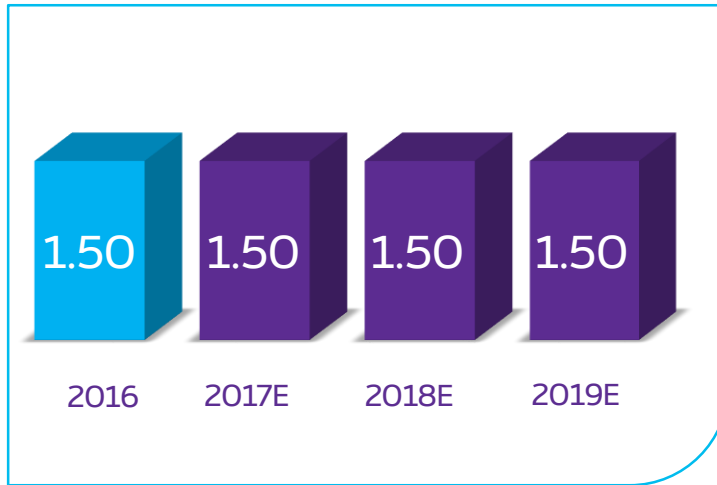
Expiry dates	800 MHz	900 MHz	1800 MHz	2100 MHz	2600 MHz				
29/11/33	Proximus 2x10	OBEL 2x10	Telenet* 2x10						
15/03/21		Proximus 2x12.4	OBEL 2x11.6	Telenet* 2x10.2					
15/03/21		Proximus 2x24.8		OBEL 2x24.8	Telenet* 2x24.8				
15/03/21		Proximus 2x15	1x5.4	OBEL 2x14.8	1x5	Telenet* 2x14.8	1x5	Unallocated 2x14.8	1x5
30/06/27		Proximus 2x20	OBEL 2x20	Telenet* 2x15	Unallocated 2x15	Voyacom 1x45			

Proposed expiry dates	700 MHz	1400 MHz	3.4-3.8 GHz
Included in BIPT consultation	2X30MHz	90MHz	400MHz
All around 2040			

* Telenet/Base following the acquisition in 2016

Shareholder structure & remuneration

Dividend of 1.50/share



In line with the announced three-year commitment on 16 December 2016, Proximus expects to return over 2017-2019 a stable gross dividend per share of €1.50.

General Shareholder return policy:

We offer an attractive shareholder remuneration policy by **returning**, in principle, **most** of our **annual free cash flow**.

This return of free cash flow is **reviewed** on an **annual basis** in order to keep strategic financial flexibility for future growth. The policy is based on a number of assumptions regarding future business and market evolution, and may be subject to change in the event of unforeseen risks or other factors beyond the company's control.

31 October 2017	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%	56,04%	55,89%	180.887.569	180.887.569
Own shares	15.224.535	4,50%	0,00%	0,27%	0	862.822
Free-float	141.913.031	41,98%	43,96%	43,85%	141.913.031	141.913.031
Total	338.025.135	100,00%	100,00%	100,00%	322.800.600	323.663.422

The voting rights of the treasury shares are suspended by law. The dividend rights of the treasury shares acquired in 2004 are also suspended, whereas the dividend rights for shares acquired as from 2005 are cancelled

For further information

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Cautionary statement

“This communication might 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.

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