Proximus Group
Results

Q1 2019

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.

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Note

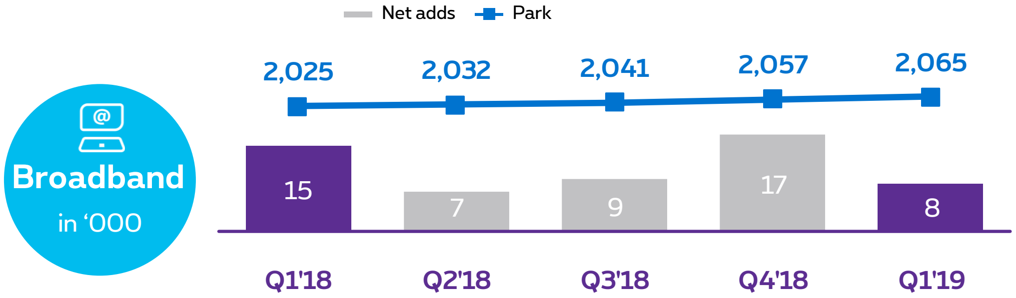
- The financials results of Proximus Group are reported under the accounting standards IFRS 15 and, as of 2019, IFRS 16 (replacing IAS 17).
- All figures included in this presentation are on 'Underlying' basis, allowing for a meaningful YOY comparison.
- Figures are rounded. Variances are calculated from the source data before rounding, implying that some variances may not add up.

Key figures Q1

+25,000 Mobile Postpaid cards	+29,000 Tuttimus & Bizz All-in	Domestic revenue -2.2% YoY -0.9% YoY excl. Terminals	+2.2% YoY Domestic EBITDA
+8,000 Fixed Internet customers	+7,000 TV customers	bics DM + 2.8% YoY EBITDA + 1.3% YoY	€ 112m FCF YTD'19 (€ 143M excl. acquisitions)

Fixed customer base

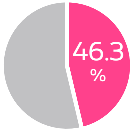
Customer growth Broadband and TV supported by dual brand strategy in highly competitive setting.



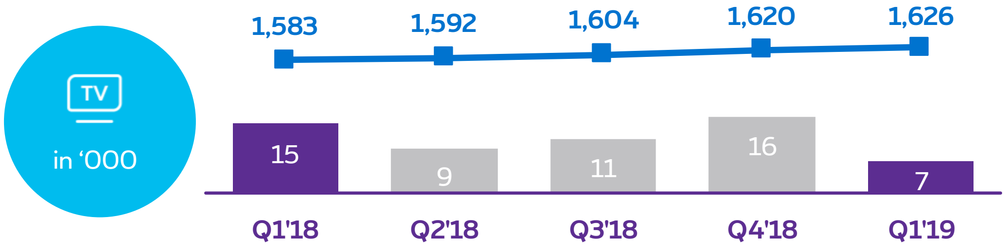
Customer base

+41K
YoY
+2.0%

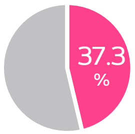
Market share



-0.3pp
YoY

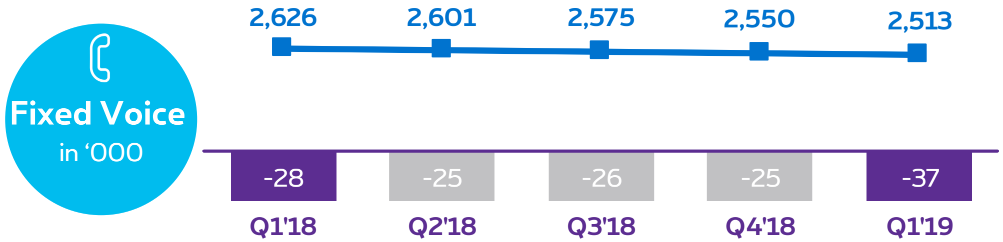


+44K
YoY
+2.8%



+0.3pp
YoY

Exceptionally high Voice line loss for Q1. Ongoing degrading trend of fixed voice intake, higher churn and move to new voice solutions.

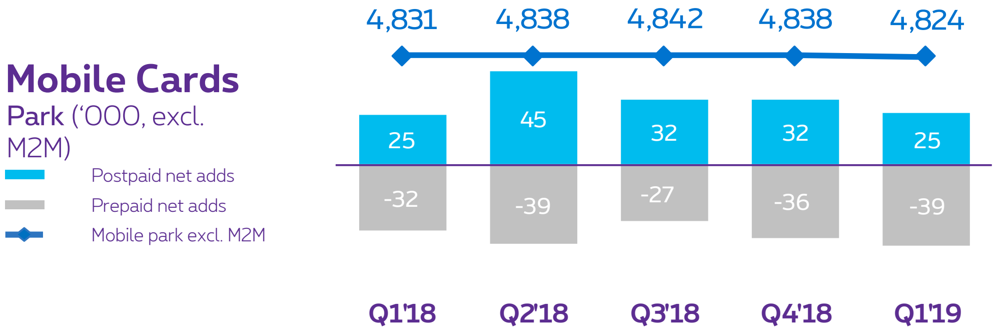


-113K
YoY
-4.3%

Note: 2018 Park restatement, now including Tango fixed products

Growing Mobile customer base

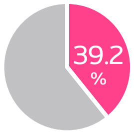
Mobile Cards
Park ('000, excl. M2M)



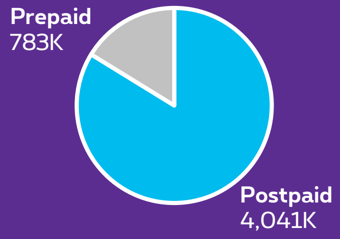
Postpaid
+25k in Q1
+134K YoY, i.e. **+3.4%**

Prepaid
-141K YoY, i.e. **-15.3%**

Market share stable YoY

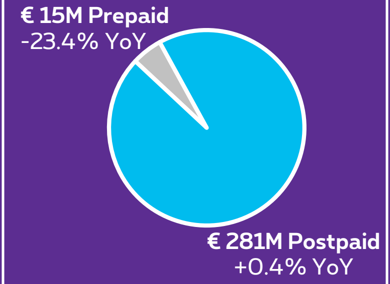


Mobile cards
4,824K end Q1'19



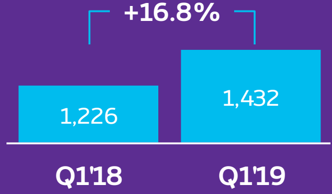
Smartphone penetration
78%
+4pp YoY

Mobile service revenue
€ 296M end Q1'19



National Mobile Data Usage
2.5GB
~ +60% YoY
(average/user/month)

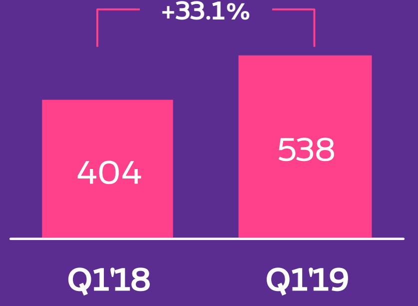
M2M*



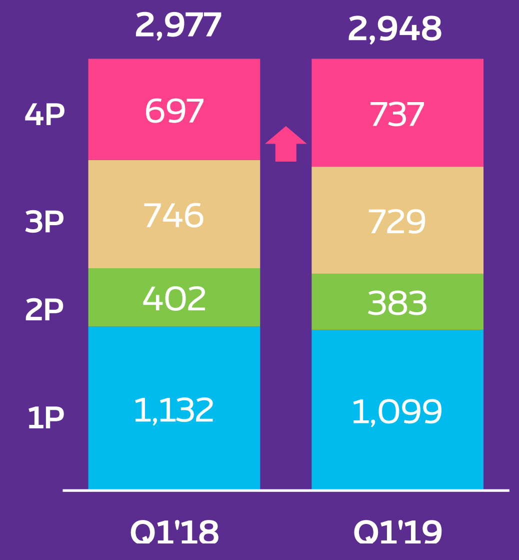
(*Enterprise + small nr of Consumer M2M)

Increasingly convergent customer base in premium family segment

Continued growth for Tuttimus/Bizz All-in...
Subscribers ('000)



...driving higher 4P customer base
HH/SO (in '000)

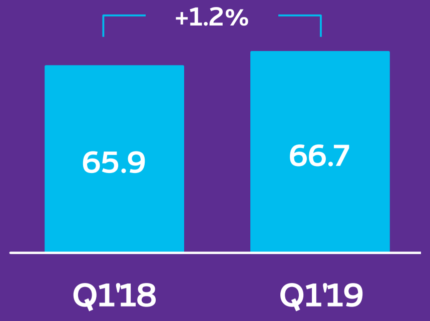


+134,000 YoY
Tuttimus/Bizz All-in subscribers

+40,000 YoY
4-Play households

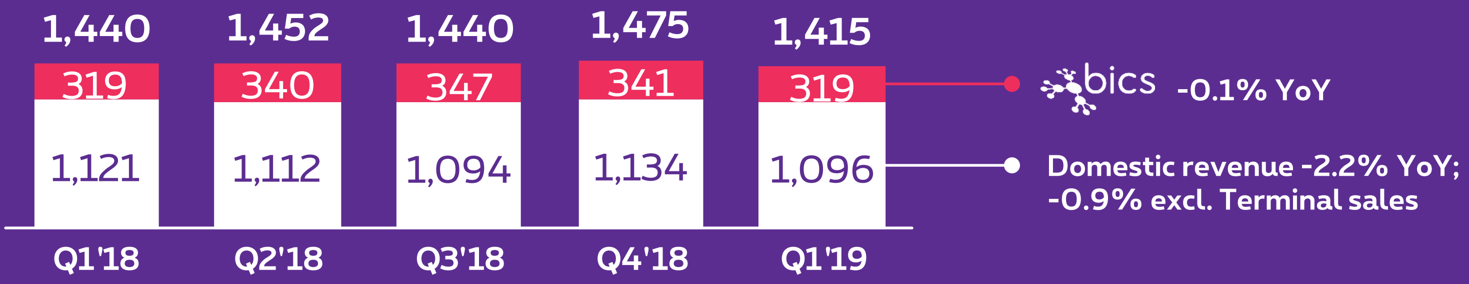
+0.8€ YoY
Average ARPH

...and higher ARPH (€)



Q1'19 Group Revenue

(M€ & YoY %)



Domestic

Consumer: -3.1% YoY

+ Value accretive customer mix, 4P growing
– Lower Mobile devices sales and inbound (low margin)
– Lower proceeds from reminder fees
– Loss in Mobile Prepaid revenue

Enterprise: 1.6% YoY

+ Growth in ICT & Advanced Business Services (incl. acquired companies)
+ Mobile Services
– Erosion legacy services
– Lower mobile devices sales (low margin)

Wholesale: -10.8% YoY

+ Total Roaming traffic offsetting downwards negotiated Roaming-In WS rates (benefitting the Proximus Group margin)
- Regulatory impact on Fixed termination rates
- Lower revenue from traditional wholesale services

bics

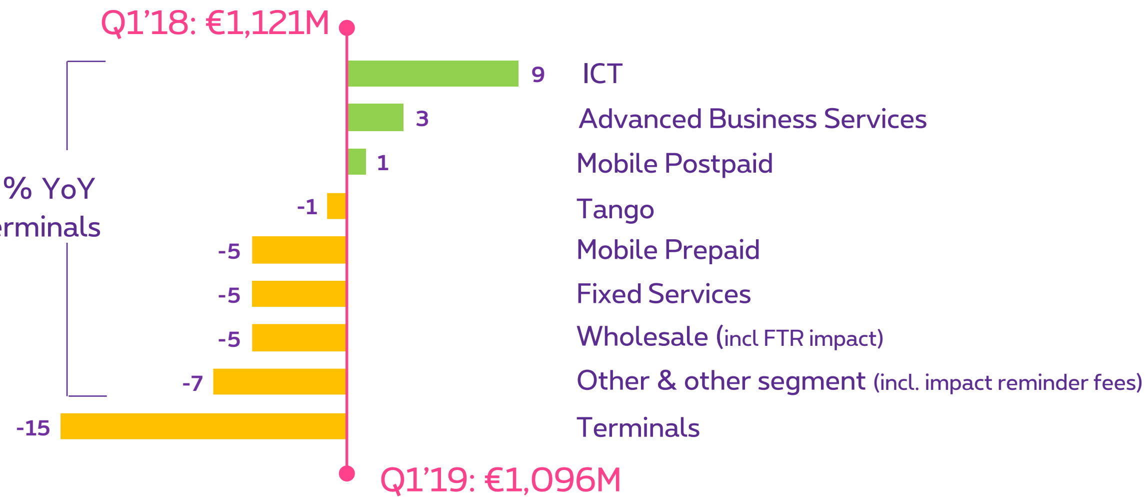
+ Growing A2P* volumes, leading to non-Voice revenue growth
- Voice revenue down on less favorable destination mix

*Application to Person

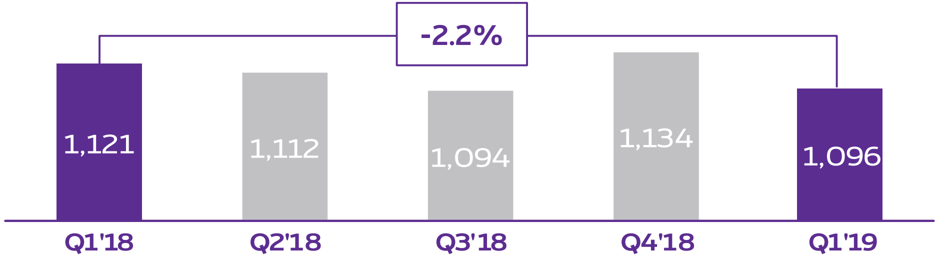
Domestic revenue by product nature

Q1
(YoY evolution)

-0.9% YoY
excl. Terminals



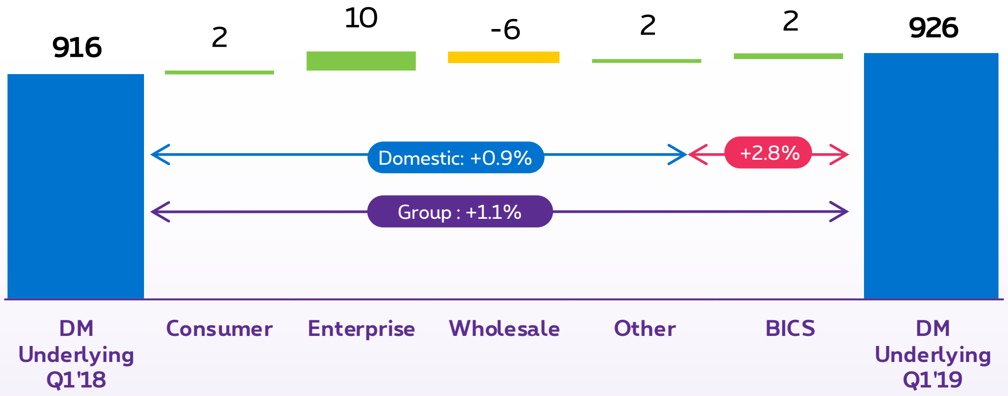
Q's
(M€)



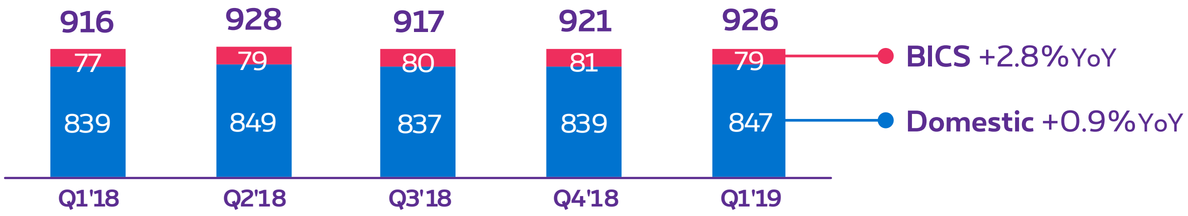
Domestic revenue -2.2% YOY, incl. loss of low-margin revenue from Terminals and Inbound.

Group direct margin +1.1%

Q1
(M€)

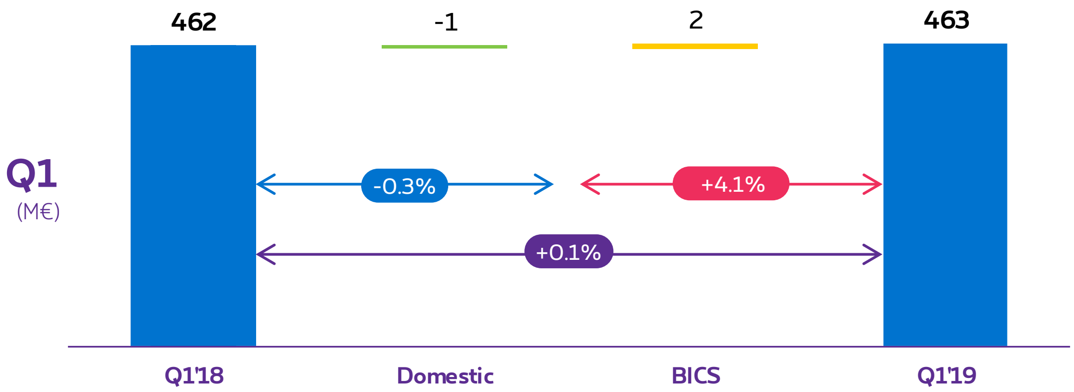


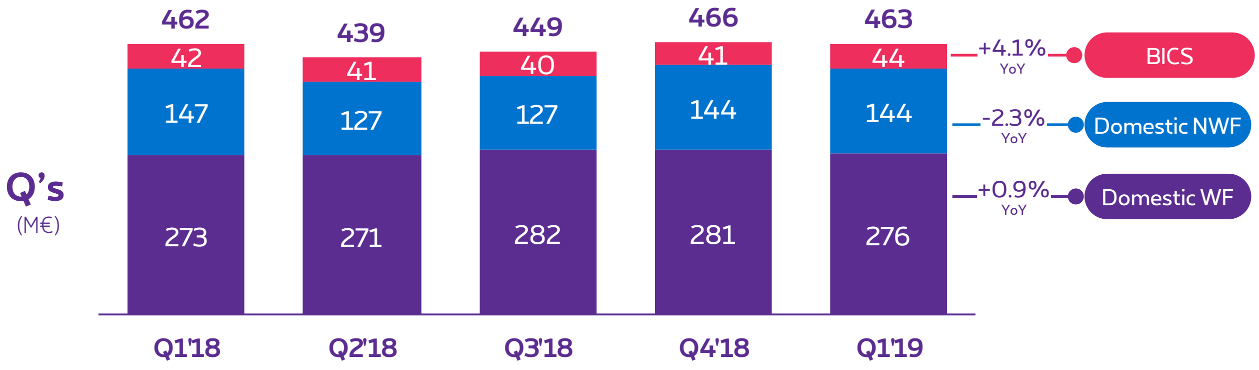
Q's
(M€)



- **Domestic +0.9%,** incl. € -2M impact from lowered Fixed Termination rates
  - \+ Consumer +0.3%
  - \+ Enterprise +4.2%
  - \- Wholesale -14.8%
- **BICS direct margin up 2.8%**
  - \+ Voice +2.9%
  - \+ Non-voice +2.8%

Stable Group expenses





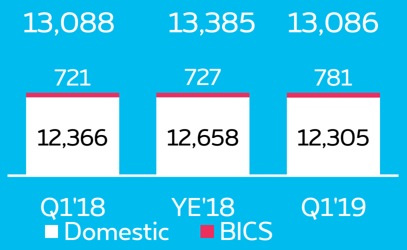
Domestic non-workforce -2.3%

- Lower commercial spend
- Ongoing cost efficiencies

Domestic workforce +0.9%, slightly down when excluding ICT acquisitions.

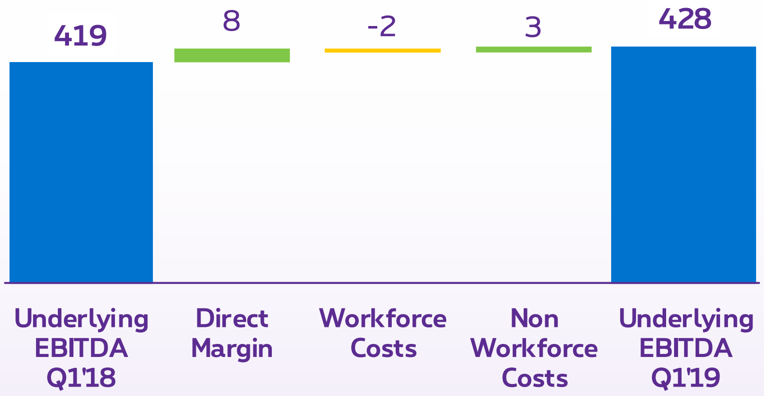
BICS expenses up 4.1% YoY, driven by TeleSign workforce expenses.

FTEs



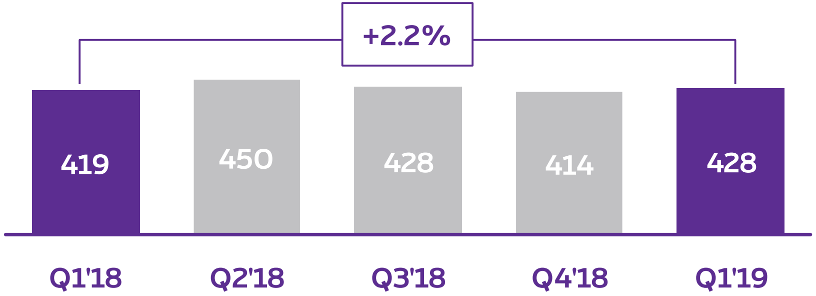
Domestic EBITDA +2.2% YoY

Q1
(M€)



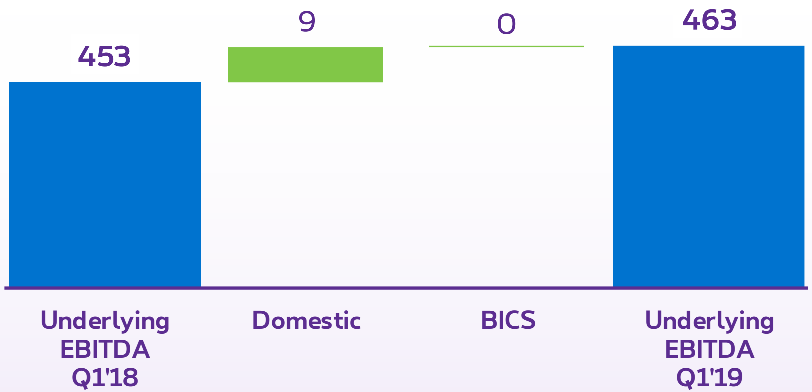
Underlying EBITDA increase driven by higher direct margin and lower non workforce expenses, partially offset by higher workforce costs.

Q's
(M€)



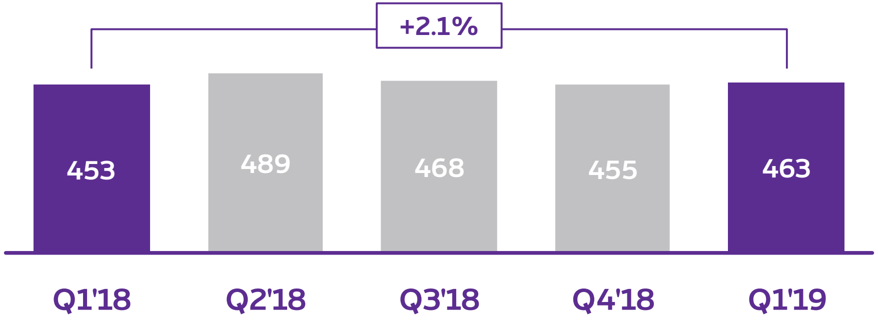
Group EBITDA + 2.1% YoY

Q1
(M€)



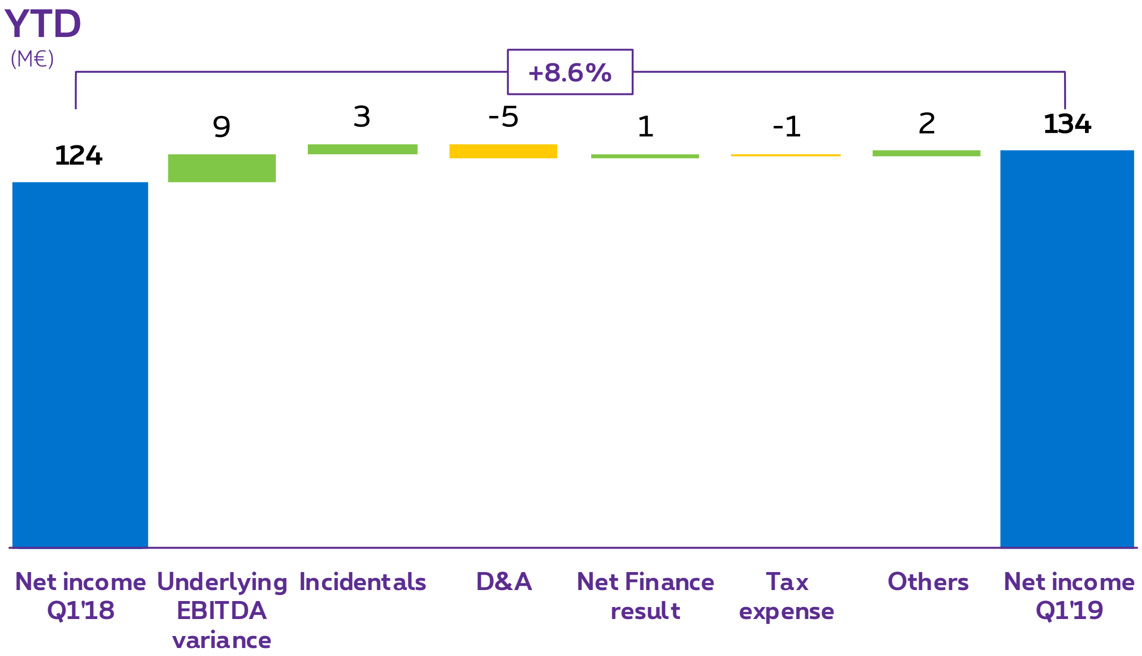
Underlying Group EBITDA increase driven by Proximus' Domestic operations.

Q's
(M€)



Net income (Group share)

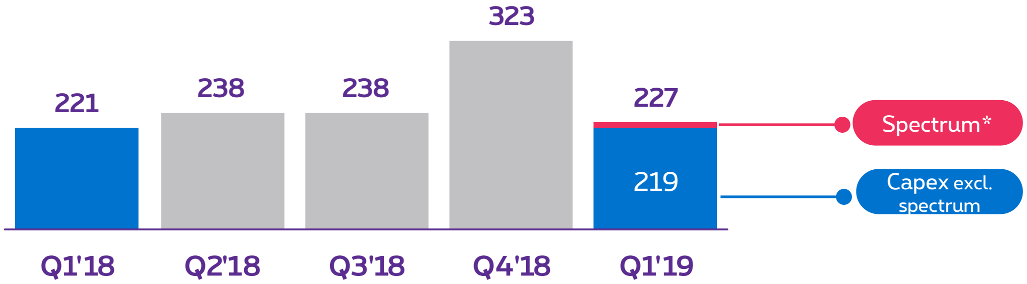
€ 134m net income in Q1’19, up by 8.6% YoY



- Increase in underlying EBITDA main driver.
- Lower net finance cost following bond replacement by € 400M EIB loan mid-March’18, at low interest.
- Q1’19 Tax expenses at €52M, ETR of 27.27%.

Capex Q1'19 stable YoY

Capex
(M€)



Proximus invested € 219M in Q1'19, spectrum-related capex excluded.

* Following a law change and Proximus Luxembourg spectrum meeting the conditions, €8M of spectrum is recognized as capex.

High-quality Mobile network

4G pop coverage

- outdoor 99.9%
- indoor 99.5%

+ Mobile sites to support traffic increase

+ 4.5G deployment

TITAN Project

Proactively strengthening our transport network

Backbone of all voice, data & TV traffic

⇩

Data capacity

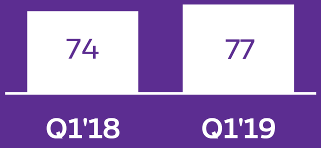
x10

Copper upgrade

95% FttC, 89% vectoring

>50% 100 Mbps

Av. VDSL speed - Mbps Proximus customers



Fiber build

FttH & FttB

Ongoing in 10 cities

New Digital platforms

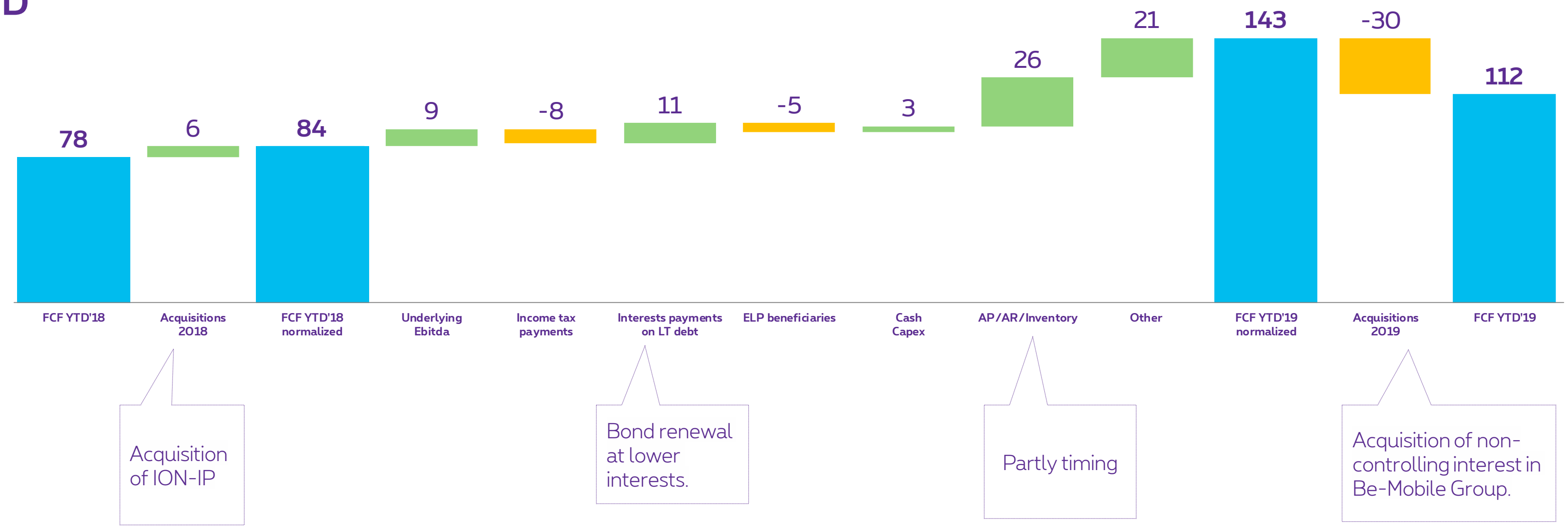
New converged fixed and mobile IT stack

New Digital Factory
tools, digital solutions and new ways of working with the latest best-in class technology

FCF

€ 112 M Q1'19, or € 143M excluding cash-out related to acquired subsidiaries

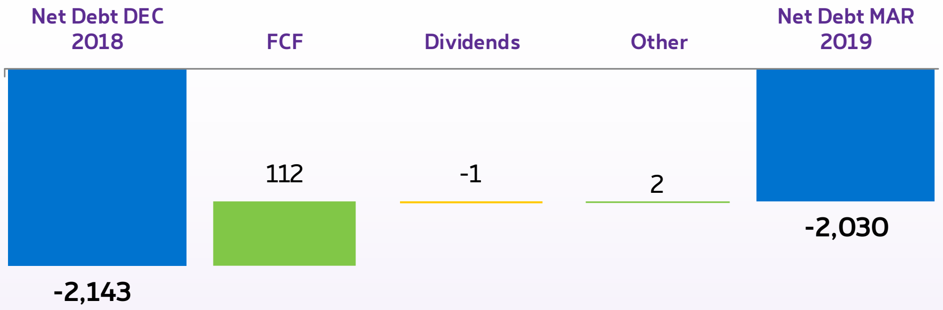
YTD
(M€)



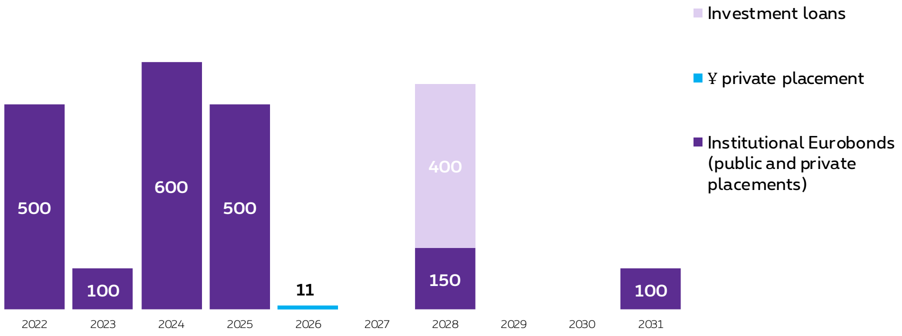
Note: FCF includes the lease payments to stay comparable to 2018 FCF

Sound financial position

Net Debt
(YTD, M€)



Debt Maturity Schedule
(M€)



6.2 Yrs
Average debt duration

1.79%
Weighted average coupon

Credit ratings: Standard & Poor's A, Moody's A1, both stable outlook

Liquidity end Q1'19:
- €330m investments, cash & cash equivalents (incl. derivatives)
- EMTN Program €3,500m (€1,950m outstanding)
- CP Program €1,000M (no outstanding)
- Committed credit line (bilaterals/club/syndicate): €700m

Guidance 2019

Guidance metric	FY18 Actuals	FY19 Guidance	FY19 Revised Guidance	Q119 Actuals
Domestic underlying **revenue**	€4,460m	nearly stable		
Domestic underlying **revenue excluding terminals**	€4,153m		nearly stable	-0.9%
Group underlying **EBITDA**	€1,865m	stable	stable	+2.1%
Capex (excluding Spectrum)	€1,019m	stable	stable	€219m

Based on the recent declining trend in the business of reselling of standalone mobile devices, creating topline pressure while being margin-neutral, Proximus redefined its revenue metric for the full-year 2019 outlook, moving to 'Domestic revenue excluding terminals'. This metric eliminates volatility linked to these sales and keeps focus on value.

In line with the announced 3-year commitment on 16 December 2016.

Stable gross dividend per share of
€1.50
expected over result 2019

2019 expectations

Nearly stable Domestic revenue excluding terminals.

Stable Group EBITDA:
- Slight EBITDA growth for Domestic operations
- Unfavorable EBITDA effect on BICS following renewal MTN commercial agreement.

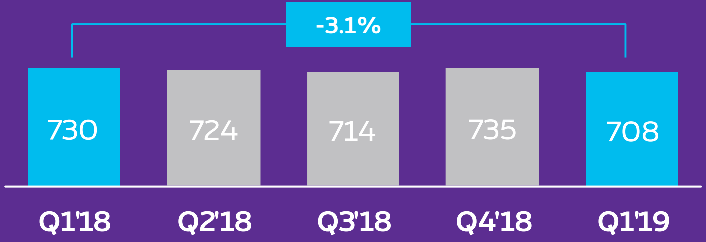
Regulatory measures to reduce the Domestic margin by € 20 m.

Capex, excl. spectrum, to be stable to the 2018 level.

Consumer results

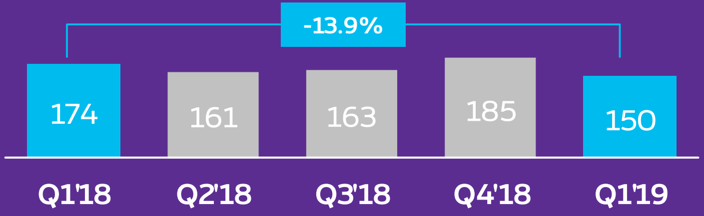
Consumer

Revenue (M€, YoY)



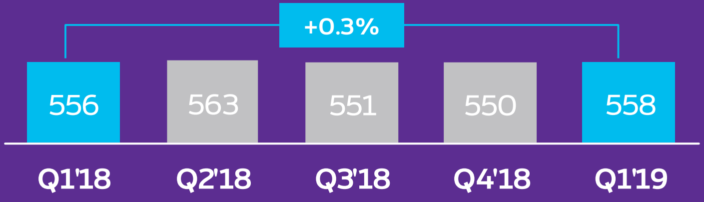
Lower mobile device sales and decreasing inbound weighing on revenue, without Direct Margin impact.

Cost of Sales (M€, YoY)



Margin benefitting from higher digital adoption in the sales channel mix and lower commissions.

Direct Margin (M€, YoY)

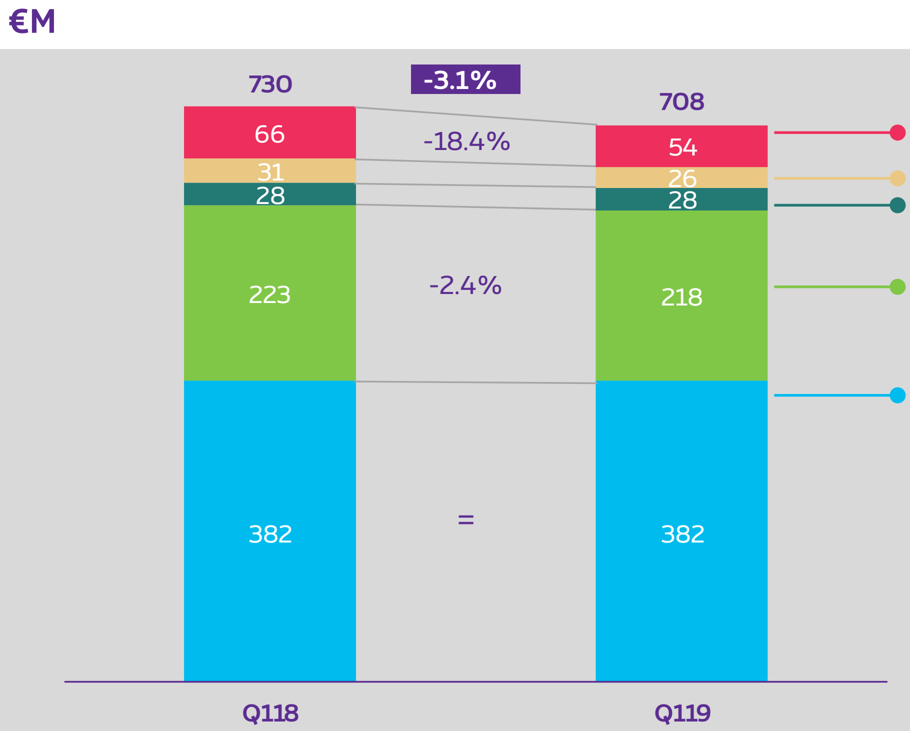


78.8%

Direct margin/revenue

+2.7 p.p.

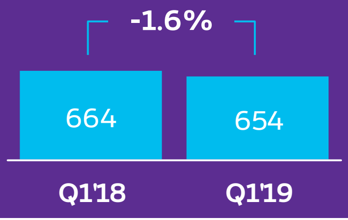
Revenue split by nature



Highlights

- Terminals: lower sales in declining reselling business of standalone mobile devices
- Others: incl. lower customer reminder fees (following law change mid-2018)
- Tango: stable revenue
- Mobile Services: stable Mobile Postpaid, Prepaid lower YoY
- Fixed services: stable YoY

Consumer revenue without terminals



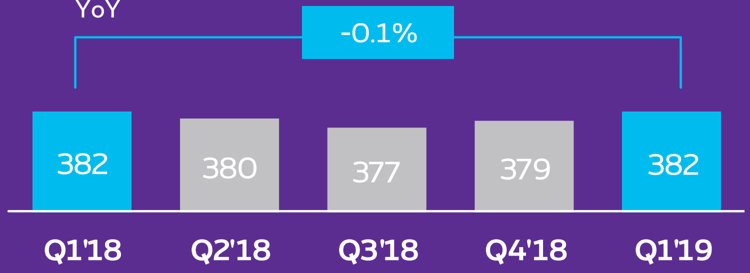
Consumer revenue down by € 10M, mainly on Prepaid and Other (reminder fees)

Fixed Services

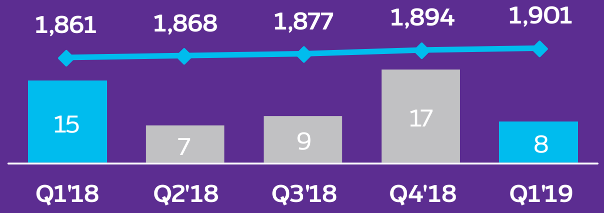
Broadband and TV customer bases improving thanks to dual-brand strategy.

Stable Fixed Services revenue with Fixed Voice erosion compensated by Internet and TV, and supported by the 1 January 2019 price indexation.

Fixed services revenue (M€) & YoY

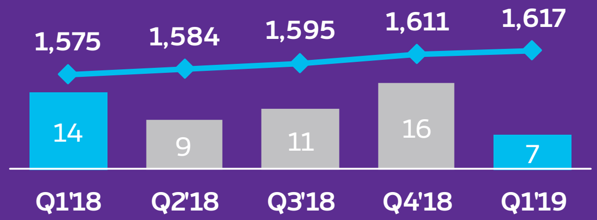


Internet customers (000)



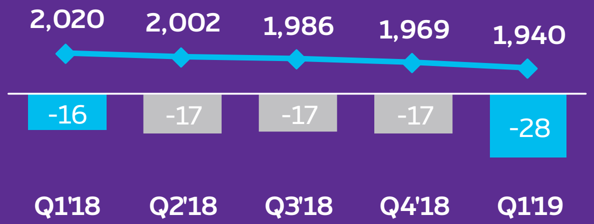
+40,000
Broadband lines
+2.1% YoY

TV customers (000)



+43,000
TV households
+2.7% YoY

Fixed voice customers (000)

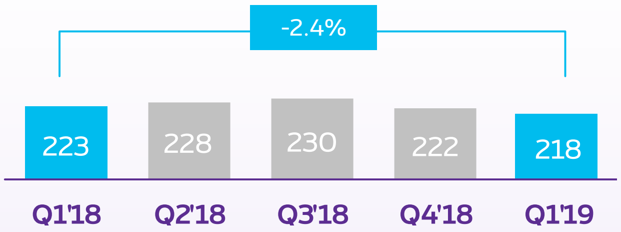


-3.9% YoY
Fixed Voice lines

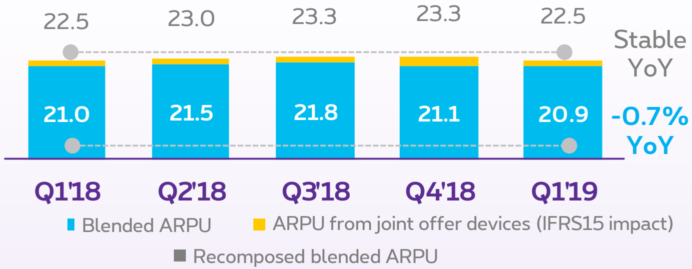
Net adds Park

Mobile service revenue

Mobile service revenue (M €) & YoY variance



Blended mobile ARPU (€) & YoY variance



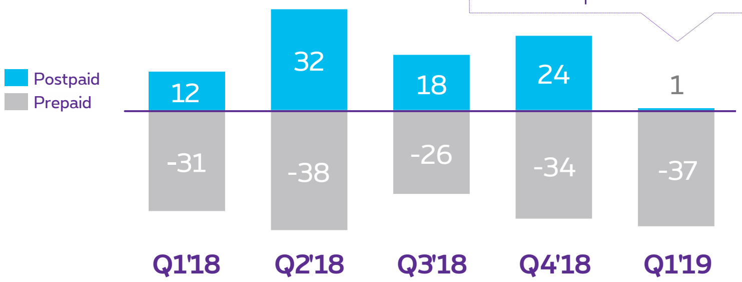
Lower MSR driven by

- Prepaid erosion
- Lower inbound revenue

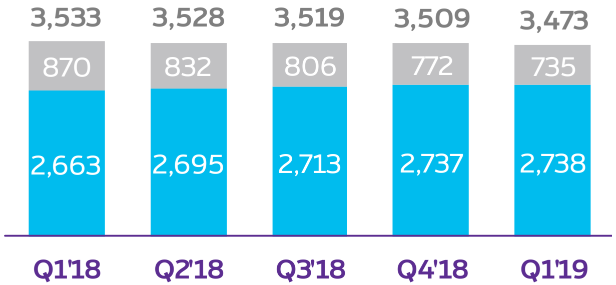
+74,000
Postpaid customers
+2.8% YoY

Mobile net adds ('000)

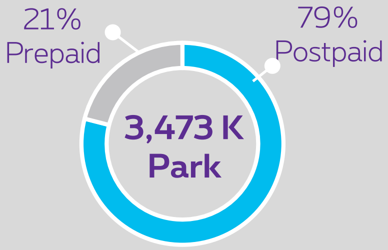
Fewer prepaid to Postpaid migrations & stiff competition



Mobile park ('000)



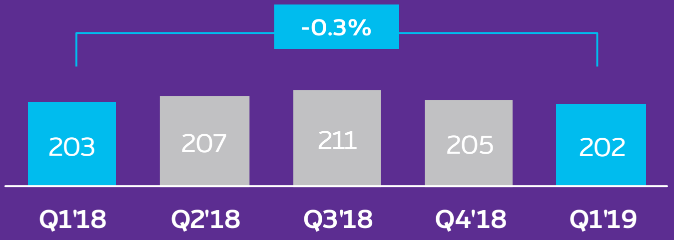
Consumer postpaid includes a very small number of M2M cards



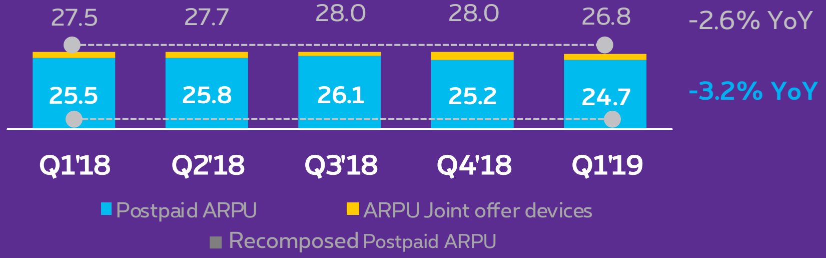
Postpaid

Stable revenue on YoY growing customer base

Revenue (M€ & YoY)



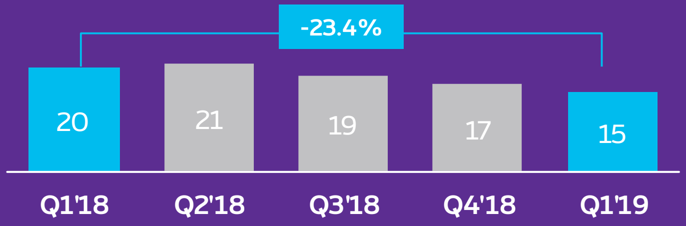
ARPU (€ & YoY variance)



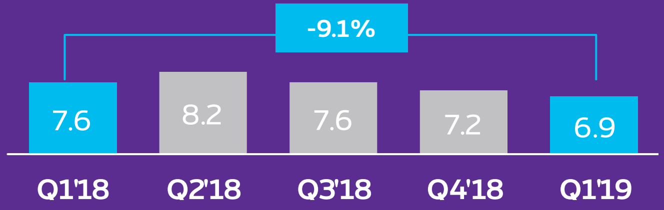
Prepaid

Revenue erosion on lower base and ARPU decrease

Revenue (M€ & YoY)



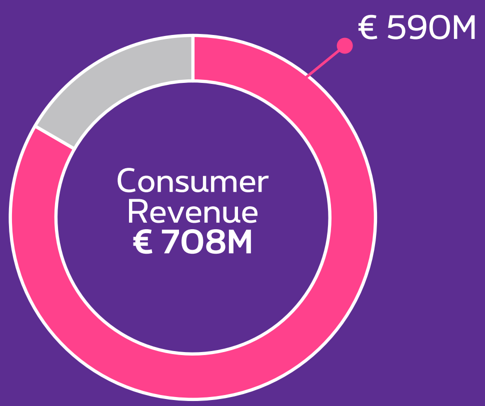
ARPU (€ & YoY variance)



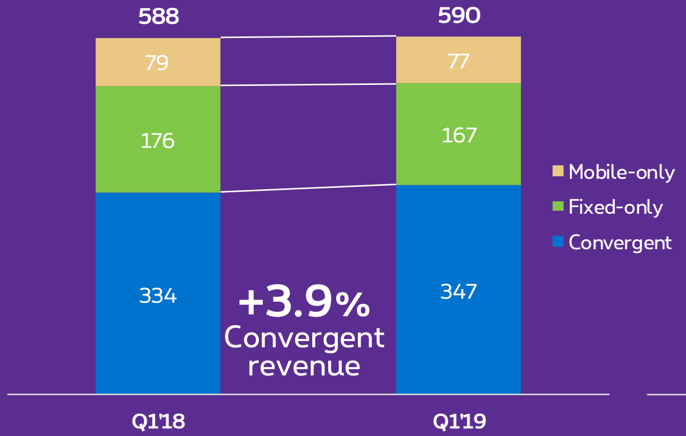
X-Play view

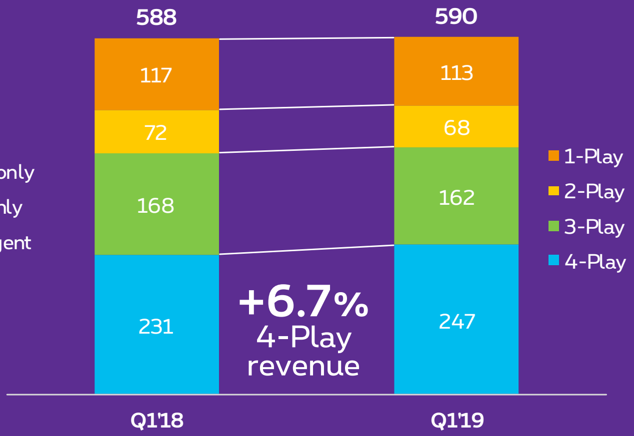
Growing convergence revenue drives slightly higher HH/SO revenue

83% Consumer revenue generated by X-Play HH



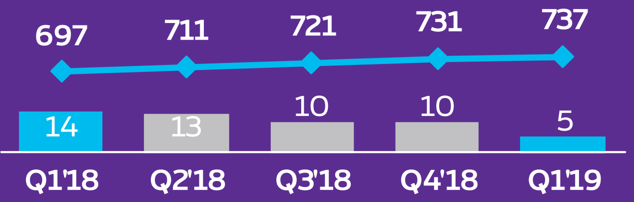
+0.3% HH/SO revenue





Continued 4-Play upselling, at higher ARPU and low churn

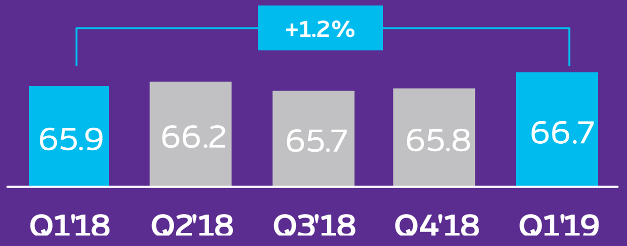
4-Play
growth &
EOP (000)



+2.0%
YoY
RGUs
2.78 on average

Low 4P churn
of
4.1%

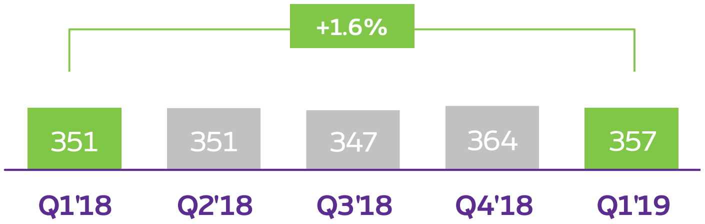
X-Play
ARPH (€)
&
YoY
Variance



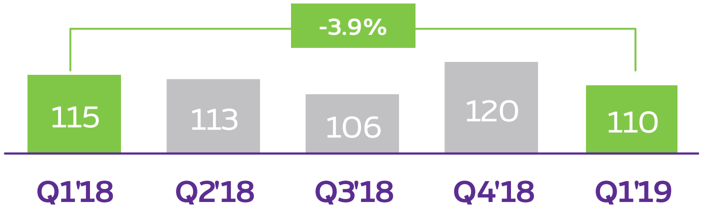
Enterprise Results

Enterprise

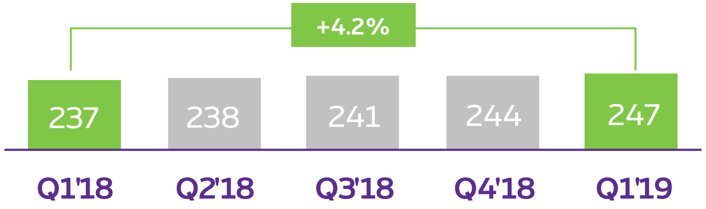
Revenue
(M€, YoY)



Cost of Sales
(M€, YoY)



Direct Margin
(M€, YoY)



Revenue: +1.6% YoY

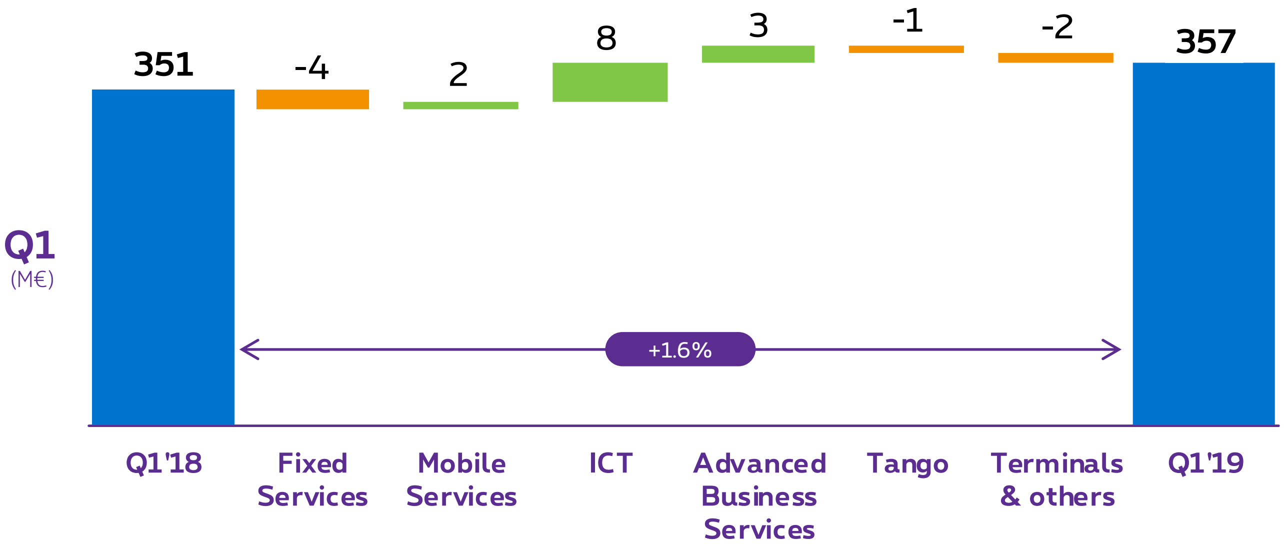
Higher revenue from ICT, Advanced Business Services and Mobile services more than offsetting erosion in legacy services.

Direct margin: +4.2% YoY

Direct margin from acquired companies and Mobile Services more than offsetting legacy margin erosion.

69.1% DM on revenue, +1.8pp YoY (increasing share of revenue related to labor-intensive ICT services).

Revenue



Q1'19

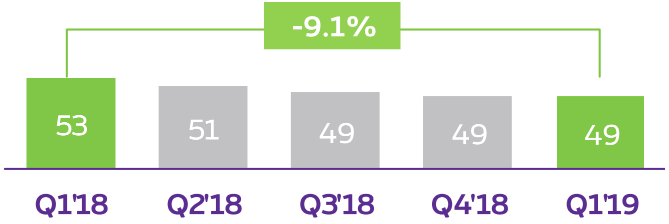
Enterprise revenue

+1.6% YoY

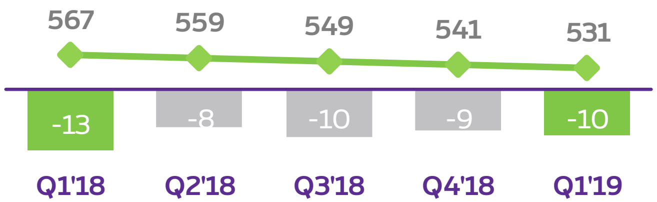
+ Solid mobile customer growth drives +2.3% Mobile Service revenue
+ ICT benefitting from the contribution of acquired companies
+ Advanced Business Services
- Pressure on legacy Fixed Voice
- Less low-margin mobile devices sales from high comparable base.

Fixed Voice

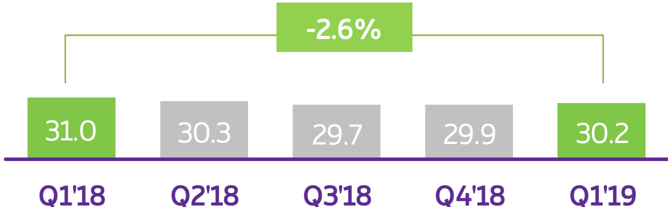
Fixed voice revenue (M€) & YoY variance



Voice line loss/gain & EOP ('000)



Fixed voice ARPU (€) & YoY variance



Steady erosion in Fixed Voice customer base

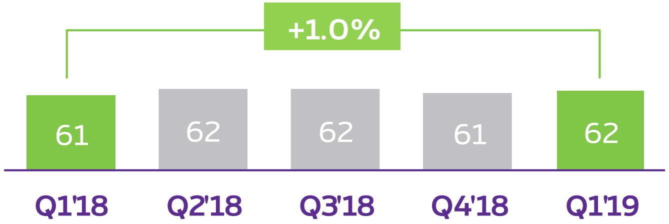
+ (Limited) price indexation on 1 January 2019

- Erosion in Fixed Voice park
- Decrease in traffic per line
- Higher penetration of unlimited call options

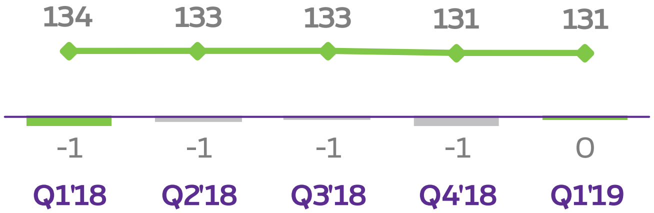
531k Fixed voice park, steadily declining, -6.4% YoY

Fixed Data

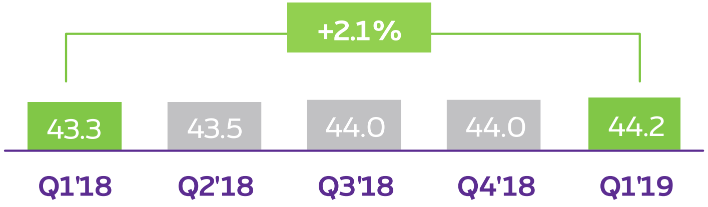
Fixed data revenue (M€) & YoY variance



Broadband growth & EOP (‘000)



Broadband ARPU (€) & YoY variance



+1.0%
Fixed data revenue

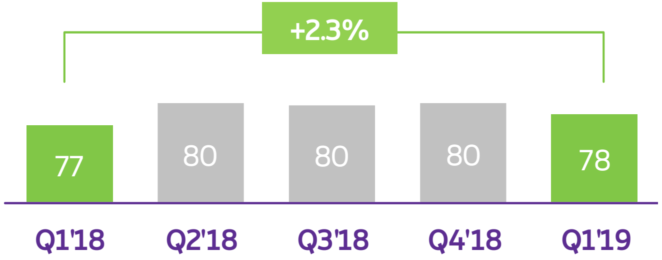
+ Increasing revenue from flagship VPN solution
+ Growing P2P Fiber park for business customers
- Ongoing outphasing and migration of legacy products

131k Broadband park,
-2.1% YoY, stable over Q1

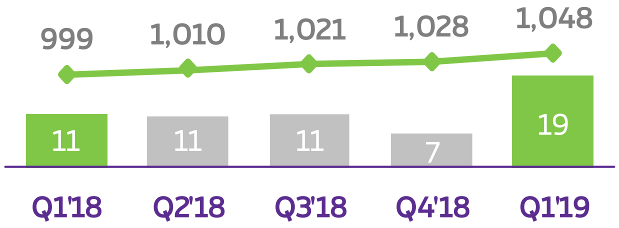
ARPU +2.1%, driven by increased share of high-end internet

Mobile Services

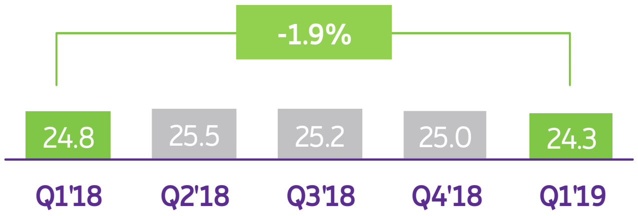
Mobile service revenue (M€) & YoY variance



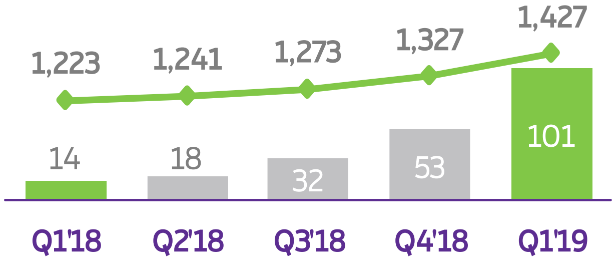
Postpaid excl. M2M growth & EOP (000)



Postpaid ARPU (€) & YoY variance



M2M growth & EOP (000)



+2.3%
Mobile service revenue

Solid revenue growth from subscriptions

+4.9% YoY
Postpaid cards

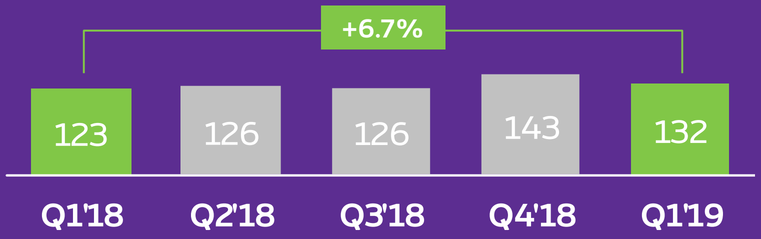
€ 24.3 Mobile ARPU,
-1.9% YoY

- Move to mobile price bundles
- Decrease in subscriptions for roaming options
- Competitive price pressure

ICT

Successful strategy of expanding portfolio, moving the company from pure connectivity towards digital transformation solutions for its professional customers. Solid revenue driver: +6.7% including acquired companies.

ICT revenue (M) & YoY



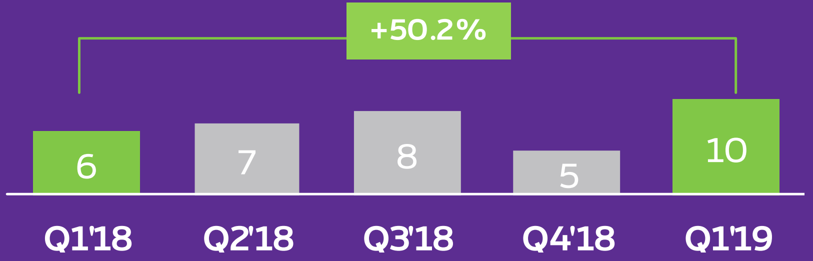
Strengthened ICT portfolio, including acquisition of small-sized, highly specialized companies.

2018 acquisitions

- **Codit**: Belgium-headquartered market leader in business application integration, API Management and Cloud services, acquired 11 July 2018
- **Umbrio**: a Dutch enterprise specialized in IT operations & Business Analytics systems, based on big data platforms, acquired on 31 May 2018
- **ION-IP**: a Dutch company specialized in Managed Security services, acquired on 27 March 2018

Advanced Business Services

Strong increase following the acquisition of Mediamobile in November 2018



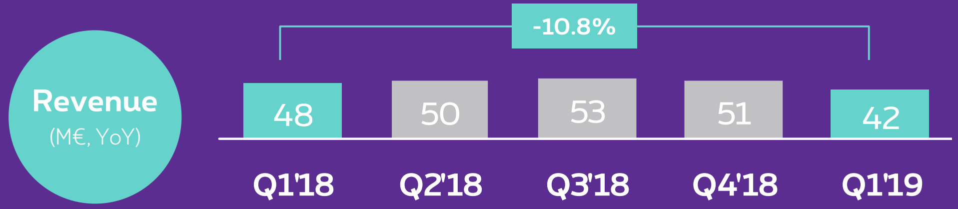
Convergent Solutions

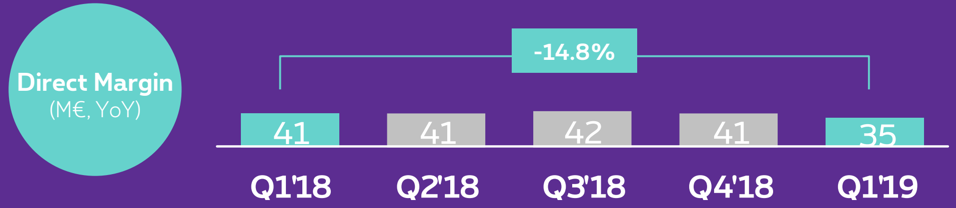
About Mediamobile

Mediamobile specializes in providing real-time traffic information for car navigation systems. The acquisition strengthens Be-Mobile's position in the automotive industry and increases the coverage of its traffic management services in France, Germany, the Nordics and Poland, where Mediamobile is active today.

Wholesale

Wholesale results reflect regulation impact, with lowered Fixed Termination Rates since 01/01/19.
Furthermore, the margin was impacted by the revenue erosion of traditional wholesale services, and the effect from lowered Wholesale roaming rates.
The lower FTR and downward-renegotiated Wholesale roaming rates however benefit the direct margin of both the Consumer and Enterprise segments.

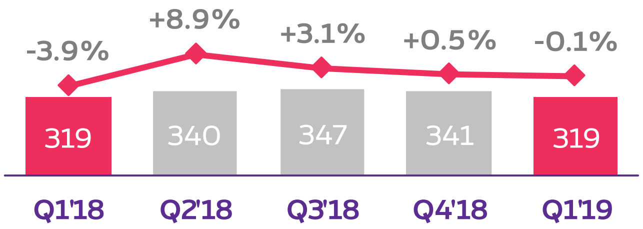




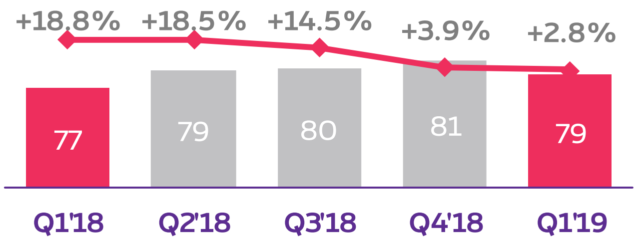
BICS Results

BICS segment result

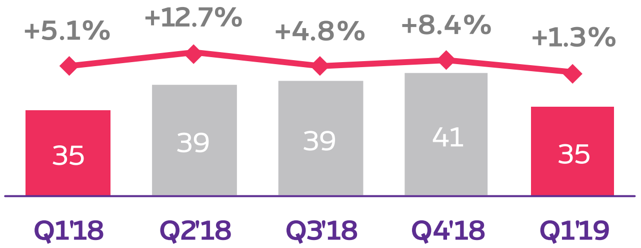
Revenue (M€) & YoY variance



Direct Margin (M€)



Segment result (M€) **& YoY variance**



Revenue nearly stable.
In line with the ongoing market trend, BICS' revenue mix moved further from Voice to Data.

24.7% DM/Revenue

Direct margin driven by both Voice and non-Voice Direct Margin

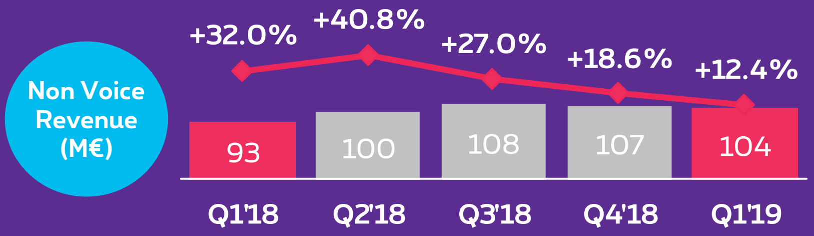
+1.3%

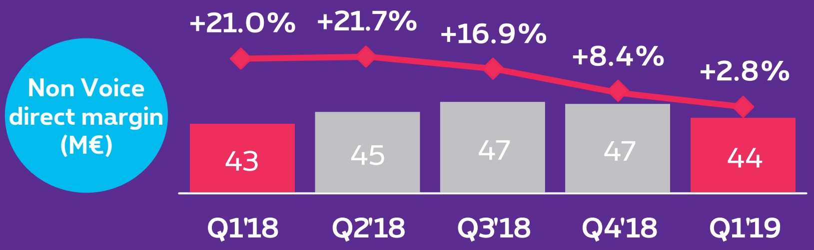
Segment result

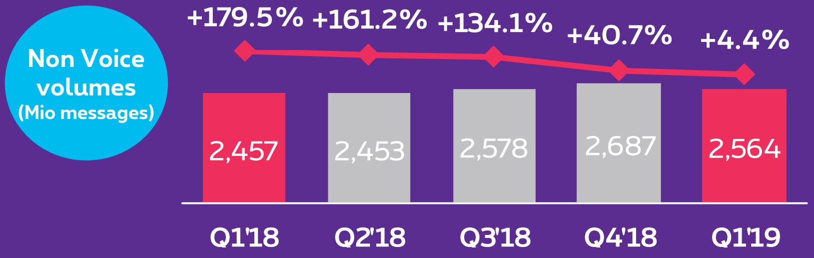
Q1'19 Segment margin +0.2pp YoY to 11.0%

Non-Voice

Higher SMS A2P volumes, supported by TeleSign in this growing market

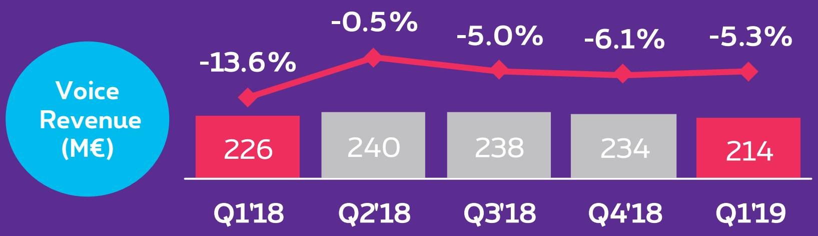


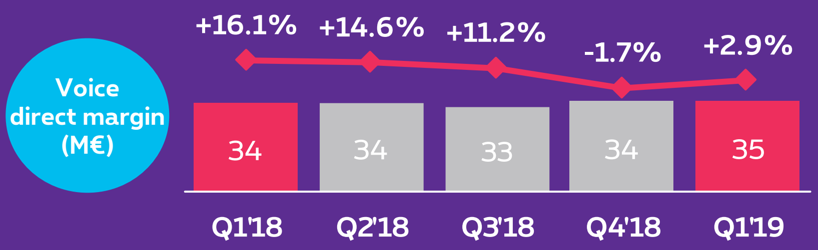


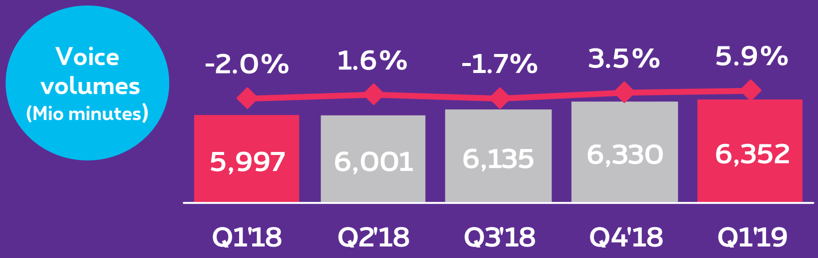


Voice

Voice margin supported by the development of Cloud numbers and TeleSign Mobile Identity services







Appendix

- Reporting Changes P 41
- Pricing P 51
- Tango P 57
- Spectrum P 58
- Headcount P 61
- Shareholder structure P 62
- Contacts P 63

Reporting changes 2019

Proximus Reporting 2019

Changes versus the 2018 reporting:

1 IFRS 15

- All figures of 2019 and the comparable base of 2018 are under IFRS 15.
- Variance explanations based on IFRS 15 figures.

2 IFRS 16

- Applying IFRS 16 as from 2019, opting for the simplified transition method.
- Adjusting our Performance Measures to allow for a meaningful YoY comparison.

3 Reporting structure

- Simplified Consumer revenue structure reflecting the high convergence rate of the revenue base.
- Tango Luxembourg Fixed park included in the Group total. (no financial impact).

All reported figures are under the IFRS 15 standard

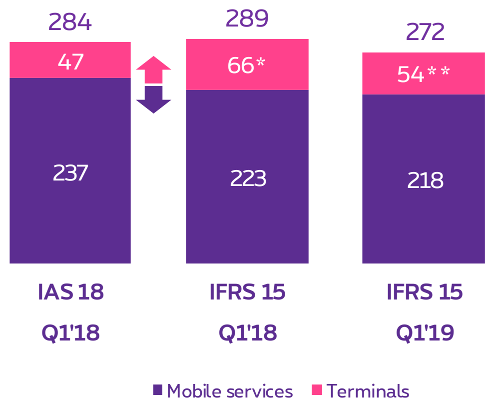
1

Main impact on the Consumer segment:

- Shift from Services to Terminals Revenues in case of joint-offer
- Timing impact: the relative standalone value of the joint offer devices is recognized when the device is sold (contract inception).
- Reducing Mobile service revenue over contract duration & Mobile ARPU

Consumer Mobile revenue shift

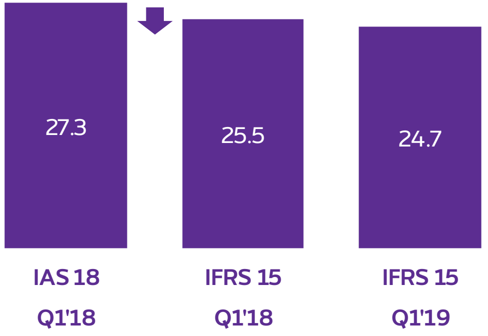
€M



* incl. €16 M Joint offer devices ** incl. €17 M Joint offer devices

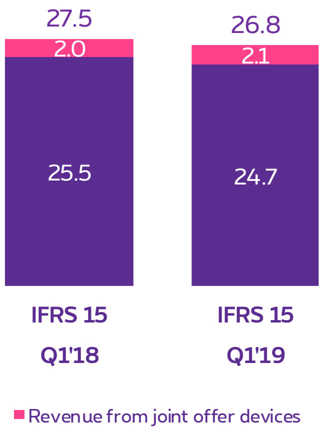
Mobile Postpaid ARPU old-new

€



Recomposed Mobile Postpaid ARPU

€



IFRS 16 standard on lease accounting

Main changes for Proximus relate to lease-in[1] (cars, buildings, network, shops, …)

From

IAS 17 : 2 models

1. **Finance Lease**: in balance sheet (Capex & lease liabilities) and cost in depreciation & interest
2. **Operating Lease**: not in balance sheet and renting cost in operating expenses

To

IFRS 16 : 1 model

1. **Finance lease: acquisition of a right of use asset through a lease liability (= NPV of future lease payments)**

- **Increase of balance sheet with recognition of a right of use asset and a debt for the NPV of the future lease payments.**
- **Increase in Reported EBITDA with Operating lease expenses replaced by lease depreciation & interest.**

When opting for the simplified transition method, **the Group recognized new right of use assets on 1st Jan 2019 measured at the amount of lease liability at the same date (EUR 285 million).**

1. Not all previous renting expenses are in scope. Most of capacity contracts are out of scope.

IFS 16 impact on Proximus' performance measures (PM)

2.2

No restatement of the prior year was done. However, to allow for a meaningful year-on-year comparison, and the consistency of performance measures, Proximus adjusted its performance measures.

	Balance sheet	P&L	Financial Position	Cash Flow
IAS 17	• Only finance lease	• EBITDA including operating lease expenses	• Finance lease liabilities included (not material) • Operating lease commitments not included	• Lease payments included in Operating cash flow
IFRS 16	↑ Recognition of acquisition of right of use assets for all lease-in	↑ EBITDA excluding lease depreciation & interests	↑ Net financial debt increases with new lease liabilities.	→ Lease payments included in Financing activities.
New PM	• **CAPEX** excluding the acquisition of right of use assets	• **New Underlying EBITDA**[1]= Reported EBITDA - Excluding incidentals & - Including lease depreciation & interests	• **Adjusted net finance position** excluding lease liabilities.	• **New Free Cash Flow** = Cash Flow before financing activities but after lease payments.

No change in Adjusted Net Debt/underlying EBITDA ratio

[1]. As there is only a limited difference between previous operating lease expenses and new lease depreciation and interest, the comparison between the 2019 underlying EBITDA as newly defined with the 2018 underlying Ebitda is consistent.

Balance sheet changes

	Dec-18, IAS 17	OB 2019, IFRS 16
Assets	**8,671**	**8,956**
Goodwill	2,470	2,470
Intangible assets	1,154	1,154
Property, plant and equipment	3,054	3,054
Right of use assets	-	285
Contract costs	116	116
Other non-current assets	55	55
Total non-current assets	**6,850**	**7,135**
Total current assets	**1,822**	**1,822**
Liabilities	**8,671**	**8,956**
Equity	**3,153**	**3,153**
Interest-bearing liabilities	2,259	2,259
Liability for pensions and other post-employment benefits	553	553
Provisions (LT)	142	142
Deferred tax liabilities	91	91
Lease liability (LT)	4	216
Other non-current payables	132	132
Total non-current liabilities	**3,181**	**3,393**
Interest-bearing liabilities	232	232
Lease liability (ST)	2	75
Provisions (ST)	52	52
Trade payables	1,361	1,361
Contract liabilities	109	109
Current tax liabilities	56	56
Other current payables	526	526
Total current liabilities	**2,338**	**2,411**

What changed?

Non-current assets (increasing)
- Recognition of right of use assets

Non-current liabilities (increasing)
- Recognition of a lease liability for the NPV of future lease payments (>1 year)

Current liabilities (increasing)
- Recognition of a lease liability for the NPV of future lease payments (<1 year)

2.4

P&L changes

	2019Q1, IAS 17	2019Q1, IFRS 16
EBITDA (*)	**455**	**477**
D&A	- 255	- 276
EBIT	**200**	**201**
Net finance expense	- 11	- 11
EBT	**189**	**189**
Income taxes	- 52	- 52
Net income	**138**	**138**
Net income Group share	134	134
Non-controlling interests	3	3
Reported EBITDA (*)	**455**	**477**
Incidentals	7	7
Lease depreciation & interest	-	- 22
Underlying EBITDA	**463**	**463**

What changed?

Previous operating lease expenses (mainly opex) replaced by lease-depreciation and interest

Neglectable impact on EBT

Higher reported EBITDA

Limited impact on underlying EBITDA

As there is only a limited difference between previous operating lease expenses and new lease depreciation and interest, **the comparison between the 2019 underlying EBITDA as newly defined with the 2018 underlying EBITDA is consistent**.

2.5

Net Financial position

	Dec-18, IAS 17	OB 2019, IFRS 16
Investments, cash and cash equivalents	344	344
Derivatives	5	5
Assets	**349**	**349**
Non-current liabilities[1]	- 2,263	- 2,475
Current liabilities[1]	- 234	- 307
Liabilities	**- 2,497**	**- 2,782**
Net financial position[1]	**- 2,148**	**- 2,433**
of which Leasing liabilities	- 5	- 290
Adjusted net financial position[2]	**- 2,143**	**- 2,143**

What changed?

Lease liability increase leading to a net financial debt increase

No IFRS 16 impact after definition adaptation

1. Including derivatives and leasing liabilities
2. The adjusted net financial position excludes leasing liabilities

Cash flow changes

2.6

Cash flow statement	2019Q1, IAS 17	2019Q1, IFRS 16	What changed?
EBITDA underlying	**463**	**463**	
Interest payments of LT debts	- 12	- 12	
Income tax payments	- 5	- 5	
Change in Business working capital (excl. AP Capex)	- 36	- 36	
Payments to ELP beneficiaries	- 15	- 15	
Other	48	70	
Net cash flow provided by operating activities	**442**	**465**	**Increase of CF from operating activities**
Capex	- 227	- 227	**No impact on cash capex**
Change in Business working capital (AP Capex related)	- 72	- 72	
Acquisition / disposal of subsidiaries	- 30	- 30	
Disposal of property, plant and equipment (mainly disposal of buildings)	0	0	
Other investing activities	- 0	- 0	
Net cash used in investing activities	**- 329**	**- 329**	
Cash flow before financing activities	**113**	**135**	**Previous FCF concept**
Lease payment	- 1	- 23	
Free Cash Flow (New)	**112**	**112**	**No IFRS 16 impact after definition adaptation**
Acquisition of consolidated Companies (net of cash acquired)	37	37	
Adjusted Free Cash Flow (to exclude cash paid for acquisition of consolidated companies)	**150**	**150**	

3

Reporting structure changes

Consumer segment

Before	Now
Total Consumer revenue	Other Operating Income
Fixed	Net Revenue
Fixed Services	Of Which X-Play Revenue
Voice	
Data (Internet & Data Connectivity)	Service Revenue
TV	From Fixed
Fixed Terminals (excl. TV)	From Mobile
Mobile	*Postpaid (in analyst factbook only)*
Mobile Services	*Prepaid (in analyst factbook only)*
Postpaid	
Prepaid	Terminals (fixed and mobile)
Mobile Terminals	Of which Device subsidy (IFRS15 impact)
ICT	
Subsidiaries (Tango)	Tango
Other Products	ICT
	Other Products

Mobilus/Tuttimus pricing

Including Tuttimus price increase 1 January 2019

Prices incl. VAT

Mobile only

Mobilus

	S	M	L	XL Unlimited
	1.5 GB Unlt. sms 120 min.	5 GB Unlt. sms Unlt. min	10 GB Unlt. sms Unlt. min	Unlt. data * Unlt. sms Unlt. min
+ Unlimited Mobile data for your favourite App				
Standalone price	€ 15.99	€ 26.99	€ 36.99	€ 42.99

All-in offer

Tuttimus

	S	M	L	XL Unlimited
	3 GB Unlt. sms 120 min. + CUG	10 GB Unlt. sms Unlt. min	20 GB Unlt. sms Unlt. min	Unlimited data * Unlt. sms Unlt. min
+ Unlimited Mobile data for your favourite App				
	€ 92.94	€ 103.94	€ 113.94	€ 117.94
Price Mobile in pack	€ 15.99	€ 26.99	€ 36.99	€ 40.99

* FUP: BE: 20 GB at full speed, then 512 Kbps
EU: 16 GB at full speed, then 0.0054€/MB

Bizz Mobile portfolio

Prices excl. VAT

Bizz Mobile	S	M	L	XL Unlimited
	1.5 GB Unlt. sms 100 min. + fix	5 GB Unlt. sms Unlt. min	7 GB Unlt. sms Unlt. min	Unlt. data * Unlt. sms Unlt. min + 600 min intl.
	+ Unlimited Mobile data for your favourite App			
Standalone price	€ 13	€ 23	€ 32	€ 49
Multi-Mobile	€ 13	€ 20	€ 29	€ 46

*Previous -20% lifetime discount

Mobile in pack	S	M	L	XL Unlimited
	1.5 GB Unlt. sms 100 min. + unlt. fix	5 GB Unlt. sms Unlt. min	10 GB Unlt. sms Unlt. min	Unlimited data * Unlt. sms Unlt. min + 600 min intl.
	+ Unlimited Mobile data for your favourite App			
	€ 13	€ 20	€ 29	€ 46

* FUP: BE: 25 GB at full speed, then 512 Kbps
EU: 22 GB at full speed, then 0.0045€/MB

Make it epic

epic stories
Endless sharing

Endless mobile data* for these apps

*20 GB at maximum speed

+

3 GB extra mobile data for all the rest
Unlimited SMS
60 call minutes

€19.99

epic beats
Endless listening + sharing

Endless mobile data* for these apps

*20 GB at maximum speed

+

3 GB extra mobile data for all the rest
Unlimited texts
60 call minutes

€24.99

Full-digital journey

Worry-free connection, anytime, anywhere

Pioneering in the Millennials & Gen Z segment

epic combo

At home & on the go

€ 64.99 / month

1 mobile subscription
Endless data for all your Epic apps

+ 4 GB for all the rest + 150 calling minutes + unlimited texts

Internet at home

Unlimited and ultra-fast Internet

TV everywhere

The 23 most popular national channels + regional channels + radio stations
Accessible on all your screens (smartphone, tablet, PC and TV with the help of Chromecast)

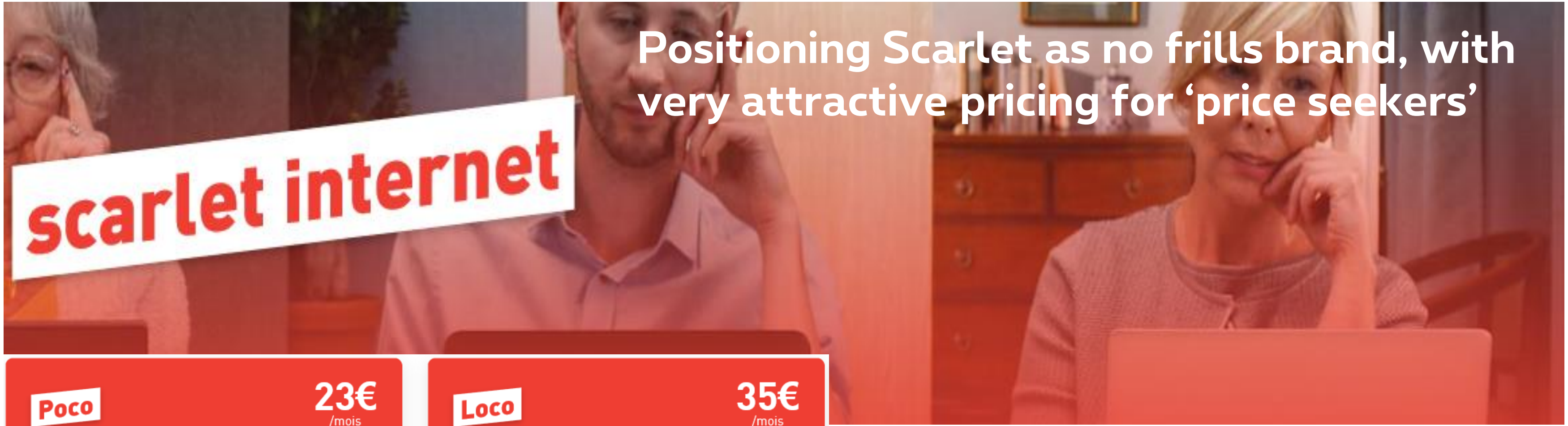
A pack for the specific needs of millennials

Mobile, fixed internet and TV via Proximus TV App

Co-creation with millennials

Scarlet Fixed portfolio

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



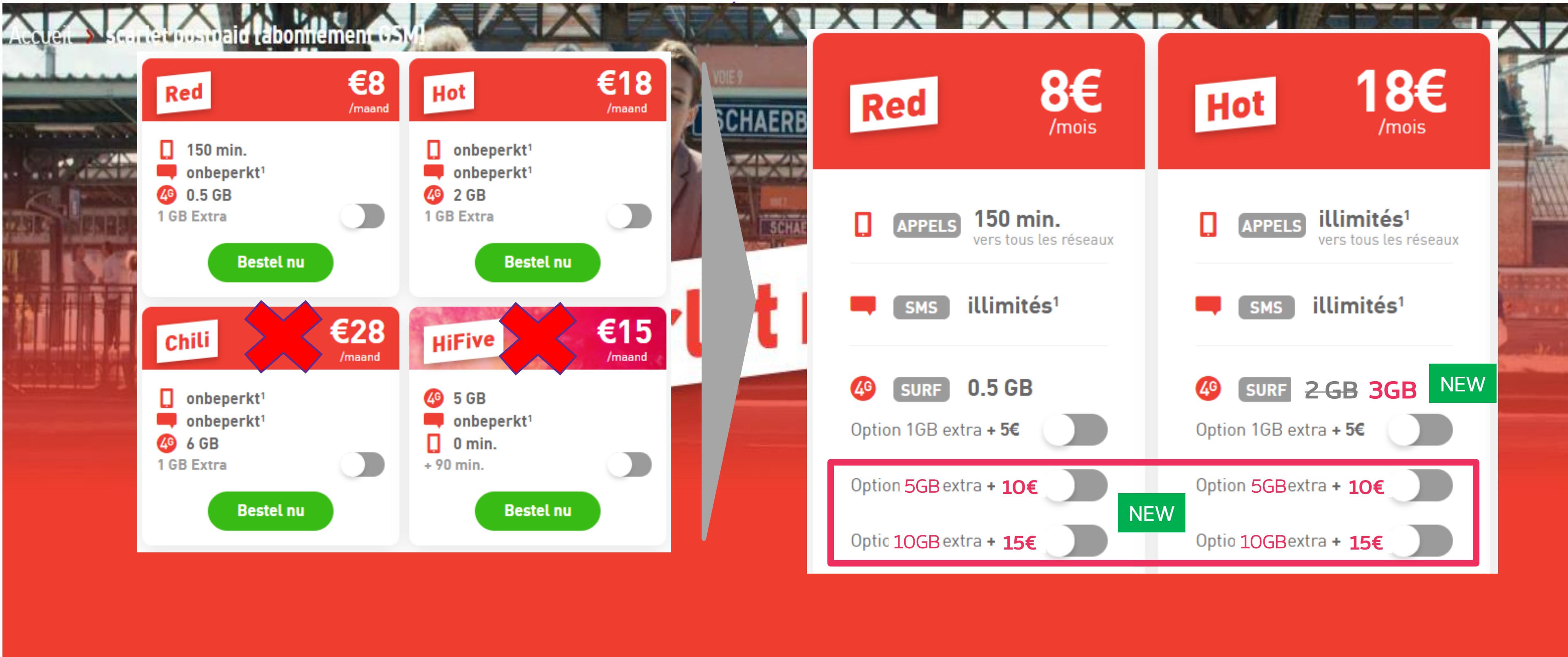
Poco 23€ /mois
- Volume internet de 50 GB
- Vitesse surf de 30 Mbps max.

Loco 35€ /mois
- Volume internet illimité[1]
- Vitesse surf de 50 Mbps max.

New pricing
as from 1 July 19
€40
/month

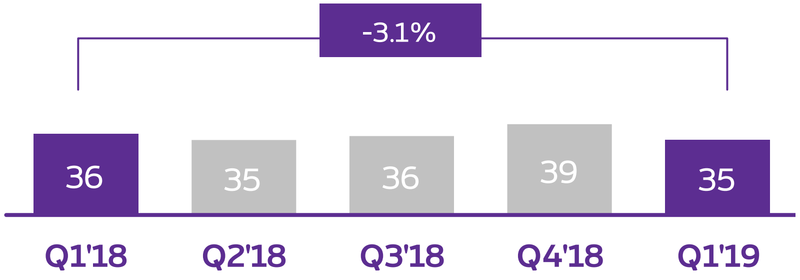
Scarlet Mobile portfolio

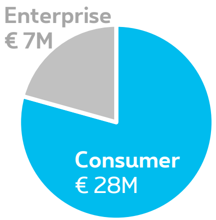
New simplified offers as from 28 February 2019



Tango Luxembourg

Tango Revenue (M€)





- Solid increase in service revenue, driven by a steady growth in mobile postpaid base and successful execution of Fiber strategy increasing the broadband base, offset by less mobile devices revenue.

Q1'19 Park

	Postpaid	Prepaid			
Q1'19 Park	253K lines	26K lines	32K lines	9K lines	34K lines
	YoY +5.7%	YoY -17.1%	YoY +12.6%	YoY +13%	YoY +8.8%

Spectrum

Current ownership and new spectrum

Renewal

Expiry dates	Band								
29/11/33	800 MHz	Proximus 2 x 10	OBEL 2 x 10	Telenet 2 x 10					
15/03/21	900 MHz	Proximus 2 x 12.4	OBEL 2 x 11.6	Telenet 2 x 10.2					
15/03/21	1,800 MHz	Proximus 2 x 24.8	OBEL 2 x 24.8	Telenet 2 x 24.8					
15/03/21	2,100 MHz	Proximus 2 x 15	1 x 5.4	OBEL 2 x 14.8	1 x 5	Telenet 2 x 14.8	1 x 5	Unallocated 2 x 14.8	1 x 5
30/06/27	2,600 MHz	Proximus 2 x 20	OBEL 2 x 20	Telenet 2 x 15	Unallocated 2 x 15	Dense Air Belgium 1 x 45			

New spectrum

Proposed Expiry dates	Band	
All around 2040	700 MHz	2 x 30 MHz
	1,400 MHz	90 MHz
	3.4 - 3.8 GHz	400 MHz*

* 40MHz owned by Citymesh and Gridmax until 2025 (regional licenses)

Spectrum auction

Reserved spectrum

The whole process is postponed until after the May elections and will be left to the future new Government. Therefore, the timing and the final conditions of the auctions remain uncertain.

Details of reserved spectrum as was published by BIPT

Frequency band	Total capacity	Spectrum cap	Spectrum reserved	
			For each existing operator	For a new entrant
700 MHz	30 MHz duplex	10 MHz duplex	-	5 MHz duplex
900 MHz	35 MHz duplex	15 MHz duplex	5 MHz duplex	5 MHz duplex
1,400 MHz	90 MHz	35 MHz duplex	-	-
1,800 MHz	75 MHz duplex	30 MHz duplex	15 MHz duplex	15 MHz duplex
2,100 MHz	60 MHz duplex	25 MHz duplex	10 MHz duplex	10 MHz duplex
3,600 MHz*	400 MHz	100 MHz	-	-

In case there would be no new entrant, existing MNO's will have a higher amount of spectrum reserved.

* 20MHz TDD is reserved at national level for existing licensees.

Spectrum auction

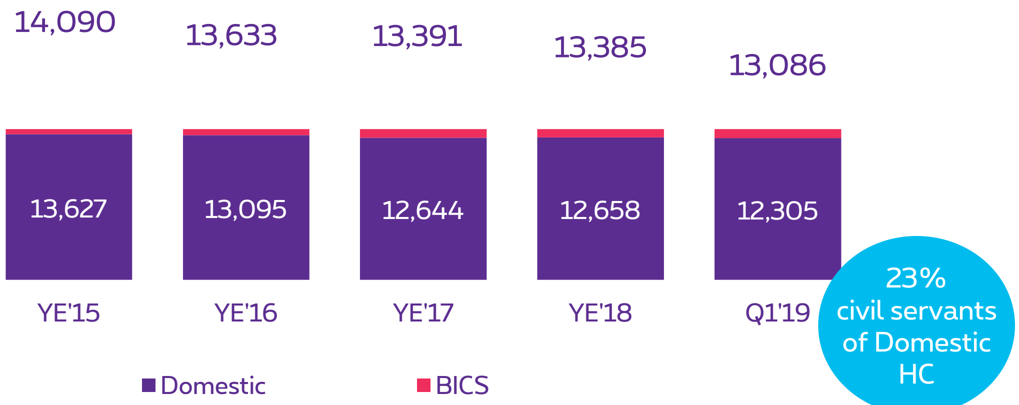
Coverage obligations

Details of coverage obligations as was published by BIPT

Frequency band	Obligations for existing operators	Obligation for new entrant
700 MHz	- 70% population after 1 year - 99.5% population after 2 years - 99.8% population after 6 years - Speed requirement varies between 3 and 6 Mbps, according to Spectrum ownership - Coverage of main train lines within 2 years	- 30% population after 3 years - 70% population after 6 years - 99.8% population after 8 years - Speed requirement varies between 3 and 6 Mbps, according to Spectrum ownership - Coverage of main train lines within 9 years
900 MHz (Renewal) 1,800 MHz (Renewal) 2,100 MHz (Renewal)	- 99.5% of population as from 15 March 2021 - No speed requirement	- after 3 years: 30% - after 6 years: 70% - after 8 years: 99.5% - No speed requirement
1,400 MHz	No coverage obligation	No coverage obligation
3,600 MHz	No coverage obligation	No coverage obligation

Headcount

FTE evolution

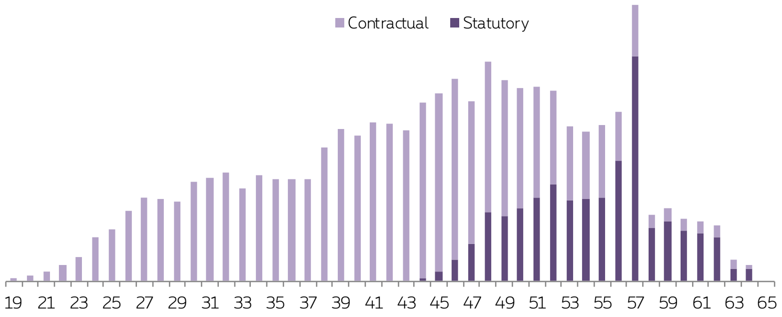


Early Leave Plan & natural retirements leading to ~2,750 FTEs to leave Proximus over 2016-2020

(gross outflow - not including hiring to cover business needs)

Proximus SA age pyramid

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



Shareholder structure

Total number of shares
338,025,135

Free-float
42%

Belgian government
54%

	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%	55.91%	180,887,569	180,887,569
Proximus own shares	15,266,334	4.52%	0.00%	0.23%	0	753,829
Free-float	141,871,232	41.97%	43.96%	43.85%	141,871,232	141,871,232
Total	338,025,135	100.00%	100.00%	100.00%	322,758,801	323,512,630

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.

~€ 8.3 Bn
Market Capitalisation*

~ 5.8%
Dividend yield*

* 31/03/19

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%.

For further information

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