

Press Release  
25 November 2009

---

### **KPN to sell KPN Belgium Business NV/SA to Mobistar**

Brussels, 25 November 2009 – KPN announces today that its subsidiary KPN Mobile International has entered into an agreement with Mobistar for the sale of its fixed Belgian B2B and Carrier business, including its fiber network for an amount of EUR 65 million on a cash- and debt-free basis. The business being sold is expected to generate pro forma revenues of approximately EUR 50 million and EBITDA of approximately EUR 10 million in 2009. KPN Belgium Business NV/SA is a competitor to Belgacom, Telenet and Mobistar and specializes in voice, data and Internet solutions for the B2B market segment. The sale only applies to the former “Versatel” division. The business has c. 135 employees. KPN Belgium NV/SA, which offers fixed residential telecom services under the brand name of BASE (formerly Tele2 Belgium), and Getronics Belgium are not part of the agreement. This agreement is a next step for KPN Group Belgium and Mobistar to continue their collaboration by sharing infrastructure assets (Cfr. press release of 8 October 2009).

#### **Strategic choices**

This agreement underlines Mobistar’s ambition in the Belgian fixed B2B market and creates the opportunity to further increase its number of highly qualified staff and consolidates its existing fixed B2B services. The agreement will have a positive impact on the current customer base of KPN Belgium Business. Mobistar already has a solid reputation in the B2B market and the consolidation with its own IT will ensure a continuity of services to the current KPN Belgium Business customers. Through this agreement KPN has also established a solid wholesale partnership with Mobistar that will allow KPN Group Belgium and KPN Belgium to concentrate on delivering mobile and fixed services to the residential, SOHO and SME customers.

According to Benoit Scheen, Mobistar’s CEO, *“this purchase is in line with our convergence strategy and will enable Mobistar to reinforce its position as a provider of fixed telephony and fix data to the B2B segment. Thanks to the outstanding know-how and infrastructure of KPN Belgium Business S.A./N.V, Mobistar will be able to improve the time to market for the development and the marketing of new B2B products.”*

Libor Voncina, CEO of KPN Group Belgium: *“Today is a new milestone in infrastructure sharing between the two companies. This new wholesale agreement will further support us to provide new fixed products at competitive prices to our residential, SOHO and SME customers.”*

The transaction is expected to close in the first quarter of 2010. This is amongst others subject to approval from the relevant competition authorities. The works council and relevant governmental bodies have been informed of the intended transaction. Lazard acted as financial advisor to KPN on this transaction.

<p>KPN Group Belgium nv/sa is a 100% subsidiary of Koninklijke KPN N.V. KPN offers mobile voice and data services in Germany (E-Plus and its sister brands), Belgium (BASE and its sister brands) and the Netherlands (KPN, Hi and Telfort). At the end of September 2009, KPN Group Belgium had 718 employees. In 2008, KPN Group Belgium had a yearly turnover of 647 million euro and a market share in number of mobile customers of ca. 24%. The company’s headquarters are in Brussels; it positions itself as an innovator in products and services via a segmented, multibranded approach. KPN Group Belgium commercializes the brands BASE, Ay Yildiz, Simyo, Zoniq and BASE business.</p>
---

For more information:

KPN Group Belgium, Bart Vandesompele

E-mail: [bart.vandesompele@kpngroup.be](mailto:bart.vandesompele@kpngroup.be)