



Press release

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KPN Group Belgium posts continued revenue growth in Q1 2010

Brussels, April 27th 2010 – KPN Group Belgium publishes today its results for the first quarter 2010. Revenues and other income in Belgium increased from EUR 191 million in Q1 2009 to EUR 202 million this first quarter. EBITDA is now up to EUR 67 million in Q1 2010 vs EUR 62 million in Q1 2009. Postpaid contracts grew strongly and KPN Group Belgium's customer base now totals 3.566.000, giving the company a market share of ~26%¹.

Financial details

During the first quarter of 2010, revenues and other income of KPN in Belgium amount EUR 202 million which is an increase of 5,8% compared to the same period last year. EBITDA in Belgium is up 8,1% y-on-y in Q1 2010; the EBITDA margin also rose compared to a year ago, up to 33.2% from 32.5%. KPN Group Belgium generated an increase of its wireless service revenues of 9,7% (from EUR 154 million in Q1 2009 vs EUR 169 million in Q1 2010). This increase is due to the significant growth in postpaid, the regional focus and the absence of impact of MTA reductions during Q1 2010.

Operational highlights

At the end of Q1 2010, KPN Group Belgium served a total of 3.566.000 customers, up +2% compared to Q1 2009. During this period, the number of postpaid customers increased significantly (+20% compared to Q1 2009) as a result of the simplified BASE portfolio. The total number of customers showed a slight decrease (-12,000 customers) when compared with the end of 2009; this is predominantly due to a larger one off clean-up of prepaid cards in Q1 2010. The regional focus, further strengthening of distribution and partnerships resulted in strong uptake in the Walloon area.

Other developments

The agreement with Mobistar for the sale of KPN's fixed Belgian B2B and Carrier Business, including its fiber network, was closed on March 31st 2010.

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 March 2010, KPN Group Belgium had 721 employees and a market share in number of mobile customers of ~26%. In 2009, KPN had a yearly turnover of 802 million euro in Belgium. 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.

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¹ Management estimates