

Dear analyst,

The release of Proximus Group Q1 2025 results is scheduled for Friday, May 9th, 2025. This date is later than usual due to the consideration of Route Mobile's full-year results.

We are initiating the pre-Q1 2025 consensus with the attached consensus template. We kindly request that all inputs be returned by Wednesday, April 16th.

Key elements and reminders going into the Q1 2025 results:

### Reporting changes

- ! **The reporting of the Domestic segment operational results will show a technical effect from the transfer of Scarlet Small Enterprise (SE) customers to the IT stack of the Proximus Group, without any impact on the aggregated Domestic Revenue or EBITDA. Before this migration, Scarlet SE customers were included in the reporting of the Residential business unit.**

The migration will have following impacts:

1. The **total number of Customer ID's** (source of the X-play customer count) **will decrease by close to 20k** in Q1'25:
  - Approximately 14K Scarlet customers identified as SE customers can now be accurately allocated to the Enterprise Business unit = moving out of the Residential customer reporting
  - Approximately 6K Scarlet customers which had in the previous IT stack two ID's (eg one for mobile and another one for a Fixed product or Pack) are now recognized as 1 single customer ID = consolidation of customers in the Residential customer reporting, increasing the number of convergent customers, lowering the count of Fixed-only and Mobile-only customers.
2. The **number of subscriptions (Mobile, Internet, Fixed Voice)** **will not change on total Domestic level**, however, the move from Scarlet SE customers to the Business unit will result in a reallocation from these subscriptions Residential to Business. (Approximately 5K for Fixed Voice, 9K for Internet, 6K for Postpaid mobile.)
3. The **revenue** linked to the Scarlet SE customers re-allocated from the Residential to the Enterprise Business unit, is a mid-single digit M€ number on annual basis.

### Reminders

- **Domestic Segment:**
  - **Price indexations:**
    - **Increase - 1<sup>st</sup> Jan 2025**, pricing going up around +3% on services revenue. Scarlet & Mobile Vikings not impacted.
    - **Increase - 1<sup>st</sup> Jan 2024**, pricing going up around +4% on commercialised packs and legacy offers for new and existing customers. Scarlet & Mobile Vikings not impacted.
  - **Other portfolio changes:**
    - **Data boost for Proximus Branded Mobile standalone offers (as of 1 April 2025):** for Residential and Small Business, both for existing and new customers.
    - **New Proximus convergent portfolio Flex+** (3 March 2025), including 5G mobile and tiering on symmetrical fiber speeds.
    - **Scarlet (08/01/2025):** New line-up including a Data boost for the same price (RED: +2 GB; BERRY: +5 GB; CHERRY +10 GB; HOT +20 GB).
    - **Mobile Vikings (16/12/2024):** Double data for the same price, including benefits such as discounts, extra features for free, hassle-free upgrades.
  - **Operational and financials:**

**Residential:**

- Digi launch effective since mid-December. Port-out towards Digi dropped significantly since its peak around launch date.
- Residential Q1'25 Mobile Postpaid net adds to remain positive despite the general increase in competition, with all main operators having adjusted the pricing of their B-Brands.

#### Enterprise:

- The sale of Proximus' **Datacenter business** was closed on 3 March 2025. As a result of this divestiture, the year-on-year comparison for IT services revenue will be impacted (revenue loss of <10M€ on a full year basis).
- The Enterprise unit will still show some remaining impact from the loss of the Vlaamse Overheid contract. In total just over 50K Mobile cards will have moved out, including a limited impact in Q1'25.
- The loss of a corporate customer which used a sizeable number of very low-ARPU sim cards (M2M-alike) will show in the Q1 net adds (no meaningful financial impact).

#### ○ OpEx:

- **Proximus SA wage** increases following the crossing on the health index:
  - **2024:** wages increased on June 1<sup>st</sup>.
  - **2025:** wages adjusted as of March 1<sup>st</sup>, next adjustment currently expected for November 2025
- **Proximus continues its tight cost control** in other areas, working on cost efficiencies through further digitalization, automation, and simplification of its operations. As part of the saving program of 220M€ over the 3-year period 2023-2025, Proximus expects to deliver 70M€ in 2025.

#### ● Asset sales:

##### ○ Data centers:

- Agreement reached on selling datacenter business to Datacenter United for c. 130M€, including owned real estate, followed by a 10-year master service agreement (MSA) with the new entity to secure the provision of datacenter service.
- **Proceeds received in Q1'25.**

##### ○ HQ

- Proximus signed an agreement between Proximus and Nextensa. This agreement covers both the sale of Proximus' two office towers and the lease of its future headquarters at Tour & Taxis. **Nextensa purchased the HQ for EUR 62.5 million.** Proximus will benefit from a profit-sharing agreement if the real estate market recovers.
- **Proceeds received in Q2'25**

##### ○ Sale of Luxembourg mobile towers:

- Proximus has signed a binding agreement with InfraRed Capital Partners (InfraRed) to sell 100% of the shares of Proximus Luxembourg Infrastructure (PLI) for a total consideration of EUR 108 million (including cash on the balance sheet).
- **Proceeds expected in Q2'25.**

#### ● Organic FCF (i.e. FCF excluding M&A and asset sales):

- The organic FCF is expected to follow broadly the same pattern as in 2024; i.e. seasonality of FY FCF will be impacted by working capital, with H1 expected to be negatively impacted, and turning positive in H2.
- Interest payments will include payments on the 700M bond issued end-March 2024.

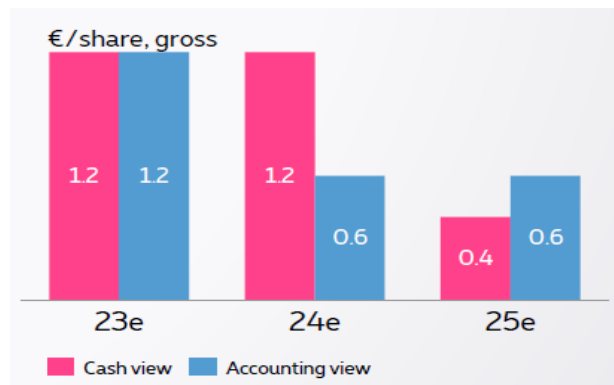
- **Guidance 2025:**

	2024	2025
Underlying Domestic revenue	€4,826M	Broadly stable
Underlying Domestic EBITDA	€1,682M	Broadly stable
Underlying Global EBITDA <sup>(1)</sup>	€188M	Around +20%
Underlying Group EBITDA <sup>(1)</sup>	€1,869M	Around +2%
CapEx (excl. Spectrum & football rights)	€1,355M	~€1.3bn
Organic adj FCF (excl. asset sales)	€58M	Stable
Net debt / EBITDA (As per S&P definition)	2.9x	Around 3.0x

<sup>1</sup> On Pro forma 2024 - includes the actual results of Route Mobile over the period Jan-Apr 2024, to allow for a comparable base.

- **Dividend:**

- **Annual gross dividend over 2024 results** of 0.6€/share: interim dividend of 0.5€/share paid in December 2024, normal dividend of 0.1€/share to be paid in April 2025.
- **Over result of 2025**, return of a stable dividend of 0.6€/share confirmed by Board end February 2025.



- **Medium-term ambition Global:**

- **International:**
  - 600-650M€ DM by 2026 leading into an EBITDA increase
  - C. 14% of EBITDA margin
  - C. 50-75% cash conversion as from 2025

As always, many thanks for your participation to the consensus.

Best regards,

Proximus Investor Relations