

Company presentation

October 2026



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This document may contain summarized, non-audited or non-GAAP financial information. The information contained herein should therefore be considered in conjunction with all the public information regarding the Proximus Group available, including, if any, other documents released by the company that may contain more detailed information. Information related to Alternative Performance Measures (APM) used in this presentation are included in the consolidated management report.

Content

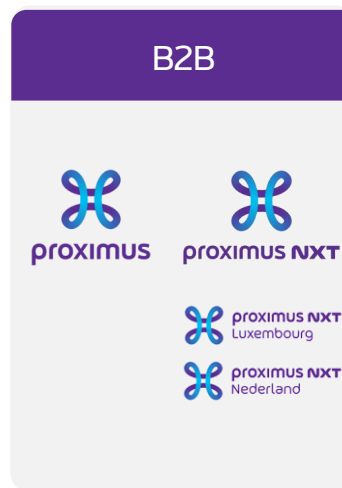
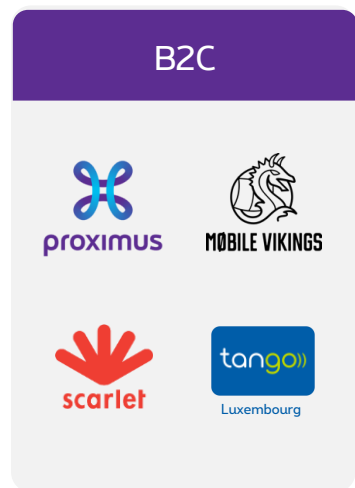
- 1 Proximus Group investment case
- 2 Introduction to Proximus Group
- 3 Achievements & strategy in the markets we operate in
- 4 Financial outlook & capital allocation
- 5 Sustainability

Proximus Group operates through 2 distinct segments in the Domestic and Global markets



Domestic
Benelux focus

c. 1.7B€
FY25 EBITDA



Owning Belgium's leading telecom infrastructure assets: 99% 5G mobile coverage by end-'27, best-in-class spectrum, and >2.75 million fiber plugs, representing >43% coverage and rising to 60% by 2030.



proximus
Global

c. 0.17B€
FY25 EBITDA



Proximus Group investment case



Robust Domestic Telecom & IT activities

✓ We own the leading telecom networks in Belgium

- >43% FttH/FttB coverage
- >93% 5G indoor coverage

✓ Complementary brands with strong NPS



✓ Leading market shares

✓ Successful value strategy

✓ Strong customer growth (H1 2026):



Internet +1.9% YoY



Mobile Postpaid +2.3% YoY



Convergence +4.4% YoY

➡ Solid financials

2 yr ambition 2026-2028

- Domestic services revenue: +1% to +2% CAGR
- From stable Domestic EBITDA over 2026 to slight growth



Global digital communications

✓ Addressing full-value chain with unique blend of strengths

- Connect
- Engage
- Protect



✓ Global connectivity

- 1,000+ mobile destinations
- 450+ Direct MVOs connections
- Carrying 50% of global data roaming traffic
- 150 M IoT devices connected

✓ Engage and Protect

- Moving to higher-growth Omnichannel
- 13+ bn digital communications/month
- 5 bn unique phone numbers verified/month
- 20+ fraud attempts detection per second

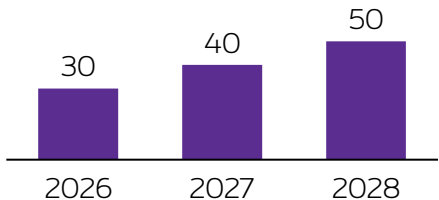


Back to EBITDA growth as from 2027
Create optionality for future value creation



Clear path towards c.400M€ FCF by 2030, largely driven by gradual lower Fiber Capex needs post-2027

Visibility on 3-year dividend return (€cts/share)



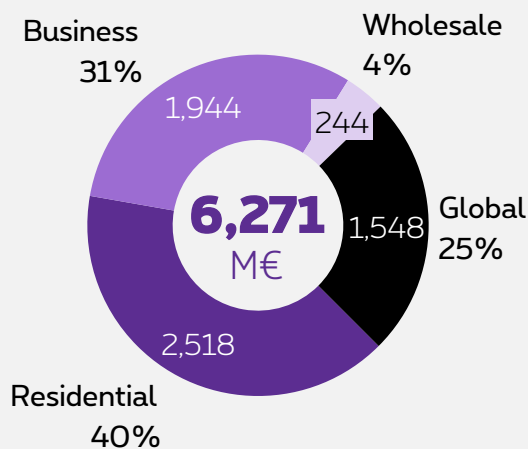
Sound financial position

Introduction to Proximus Group

Proximus Group key figures - FY 2025



Group underlying revenue



Group underlying EBITDA

1.9B€

Organic Free Cash Flow ¹

130M€

CapEx²

1.25B€

Net debt/EBITDA

2.7 x S&P definition



FTE's for the Group

12,560



Proximus is listed on the Brussels Euronext stock exchange:

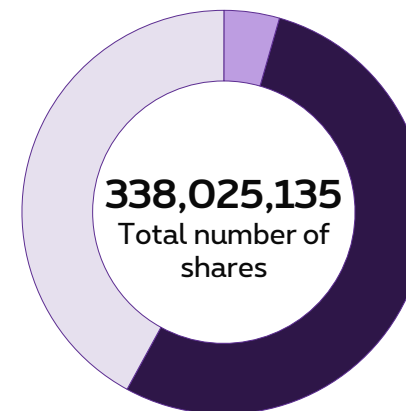
- In the BEL MID Index
- In the BEL ESG Index

2.3B€ Market Capitalization (31/12/2025)

Proximus ownership

Own shares
4.42%

Free float
42.06%



338,025,135
Total number of shares

Belgian government
Through the Federal Holding and
Investment Company (SFPIM)
53.51%

Proximus Board of Directors

composed of highly qualified and diversly skilled leaders

14 Board members

50% independent

6 women / **8** men

Board members are appointed at the AGM upon proposal by the Board Of Directors after recommendation of the Nomination and Remuneration Committee for a renewable term of up to 4 years, with max. 12 years.

To enhance diversity, gender, age and nationality are taken into account when appointing a new Board member.



Stijn Bijmens
CEO



Cécile Coune
Chairwoman



Emmanuèle Attout
Independent director



Caroline Basyn
Independent director



Martin De Prycker
Independent director



Catherine Rutten
Independent director



Joachim Sonne
Independent director



Luc Van den hove
Independent director



Pierre Winand
Independent director



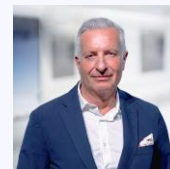
Muriel De Lathouwer
Director nominated by
the SFPIM



Béatrice de Mahieu
Director nominated by
the SFPIM



Francis De Meyere
Director nominated by
the SFPIM



Eric Domb
Director nominated by
the SFPIM



Koen Kennis
Director nominated by
the SFPIM

Management team

with extensive expertise in Telco,
IT & digital communication
solutions



Stijn Bijmens
CEO
Proximus Group



Seckin Arikan
CEO
Proximus Global



**Jan
Van Acoleyen**
Chief Human Capital
Officer



**Geert
Standaert**
Chief Technology
Officer



Fiona Lam
Chief Financial
Officer



**Donatienne
Goemans**
Chief Customer
Operations Officer



**Ben
Appel**
Chief Corporate
Affairs Officer



**Renaud
Tilmans**
Chief Enterprise
Officer



**Jim
Castele**
Chief Consumer
Market & AI officer



**Jeroen
Verbruggen**
Chief Digital & IT
officer



Achievements & strategy

in the markets we operate in

Both of our segments have a tailored strategy to address the main priorities

Domestic



tango



Sustain telco leadership and profitably grow IT through the best network, products and services



Deliver nationwide gigabit access, through a combination of own roll-out and partnerships



Drive efficiencies through simplification, enabled by AI and capitalizing on the retirement opportunity

Global



telesign



route mobile

ELEVATE

Leverage on Global's strengths & scale to foster growth:

- ✓ #1 partner for MNOs worldwide
- ✓ Top 5 leading communication platform to enterprises
- ✓ Key player in the digital identity market



The Domestic segment retains a leading position.

Strong brands¹

NPS in B2C



18

convergent



46



20

NPS in B2B



-1



20

#1 market positions¹

Market shares

(volume share; end '25 vs '22)



Internet

44%

+0.5 pp vs '22



TV

41%

+1.6 pp vs '22



Mobile
Postpaid²

43%

-0.3 pp vs '22

1

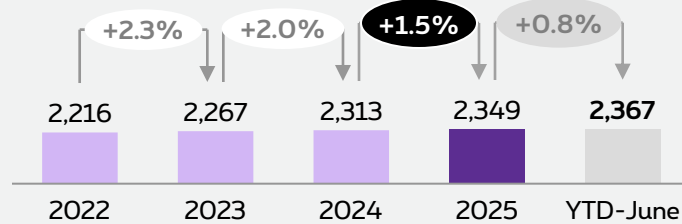
Sustained strong Domestic commercial performance, supporting solid growth in service revenue and EBITDA

Strong customer growth on key products...

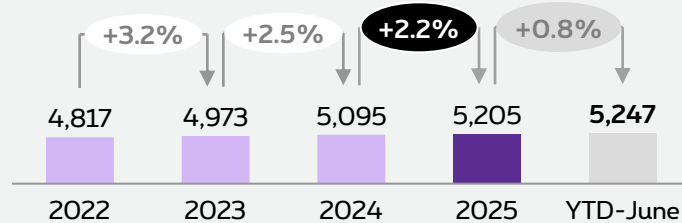
subscriptions ('000)



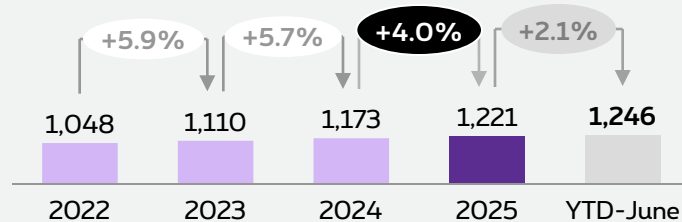
Internet



Mobile Postpaid¹



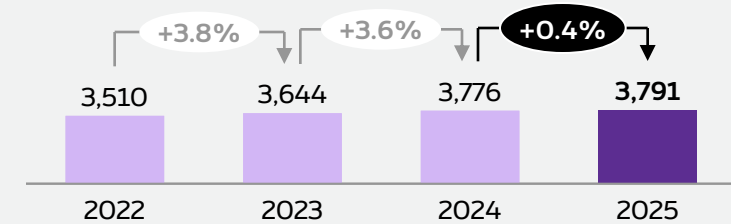
Convergent



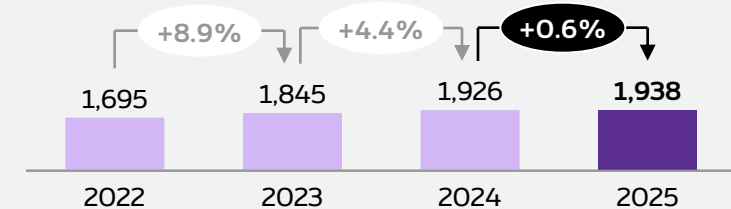
...drove solid domestic financial results²

(In M€)

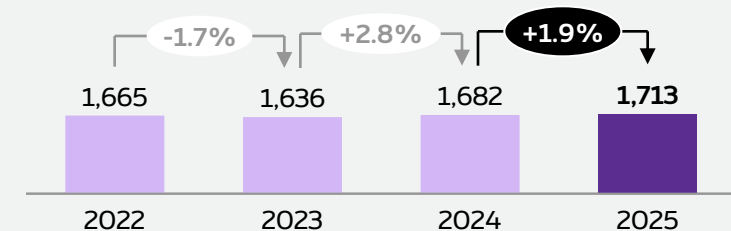
Services revenue



OpEx



EBITDA



1

In the B2C market, we are a national mobile leader, and growing challenger for fixed internet in Flanders



proximus

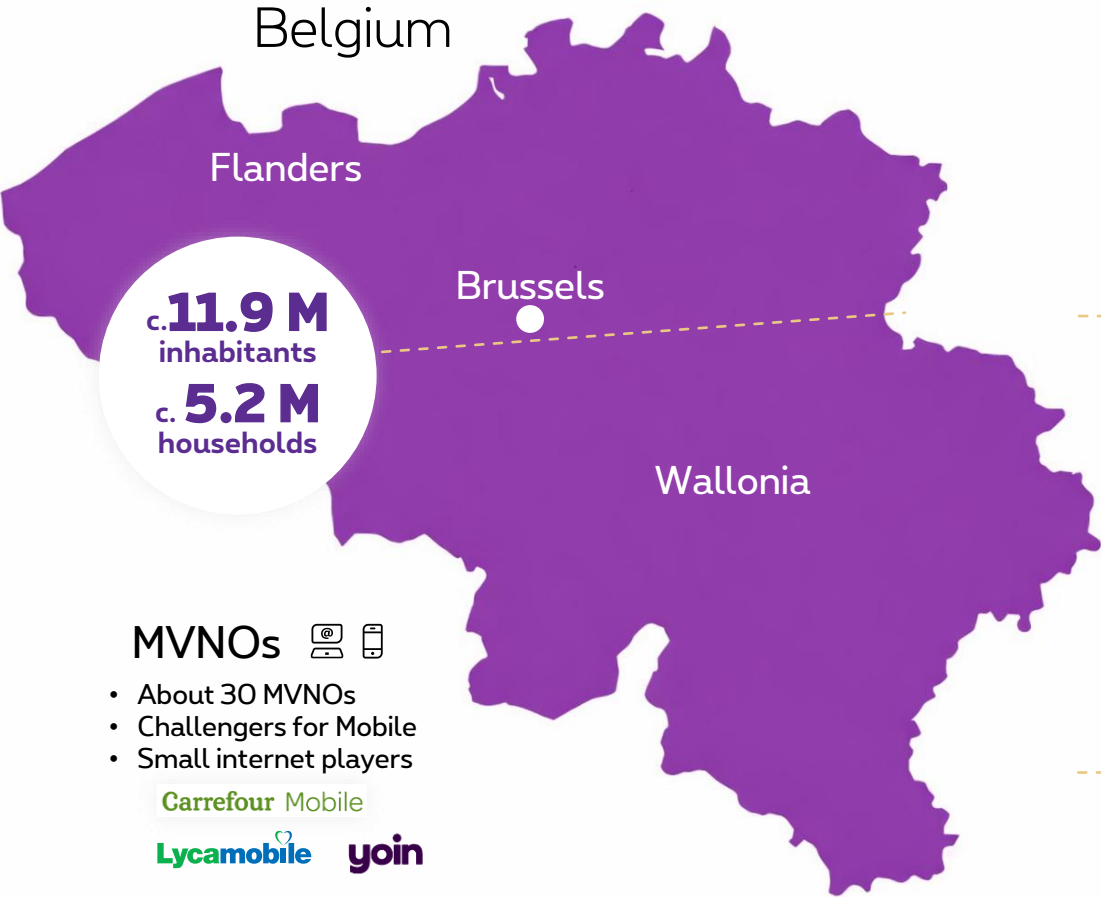
- National player
- Challenger for Fixed in North
- Leader for Fixed in South
- National leader for Mobile

scarlet

- National challenger for Fixed & Mobile
- No-frills provider

MOBILE VIKINGS

- National challenger for Fixed and Mobile



telenet

- Leader in North for Fixed
- Cable network player in North & 2/3 of Brussels
- Launched Fixed via wholesale in the South

base

tadaam

orange

- Mobile network operator
- Offers Fixed via wholesale in North
- Acquired VOO cable network (South & 1/3 of Brussels)
- Multi-brand strategy, phasing-out VOO brand

voo

hey!

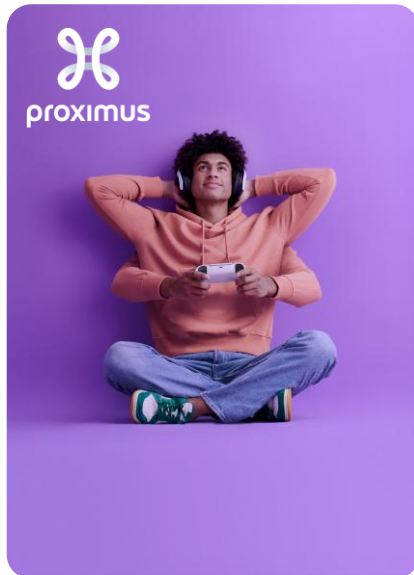
digi

- Launched in Belgium in Dec'24
- Deploying mobile network and selectively fiber

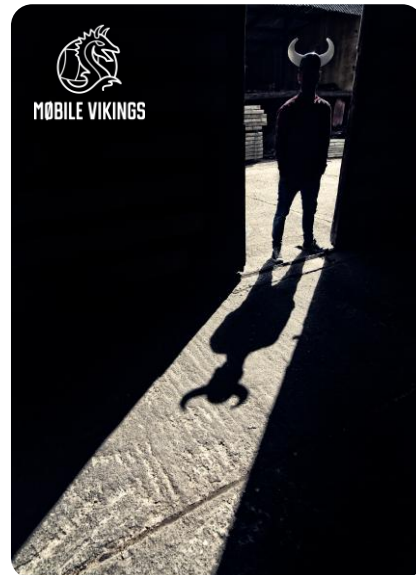
1 We have 3 successful brands in the B2C market, addressing all segments, allowing us to maximize value



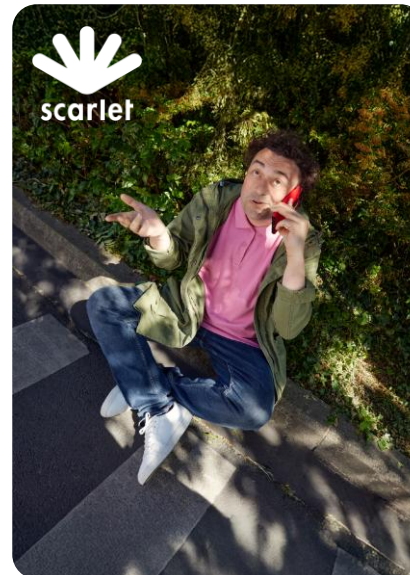
Trusted
premium



Digital
challenger



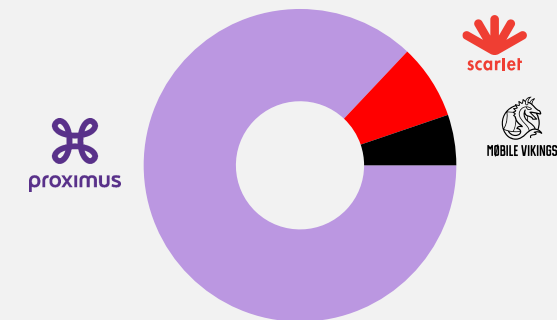
No-frills
value



Brand positioning



Residential Services revenue mix (value, 2025)



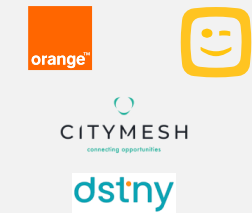
1

In the B2B market, Proximus Group holds a solid position in telco and specific IT domains

- Maintains solid position in telco market
- Belgian market leader for fixed as well as mobile, for both SME & Corporate customers
- Challenger on fragmented IT market & differentiate in convergent services versus traditional Belgian telco's
- Strong IT offer supported by affiliates



Main telco competitors

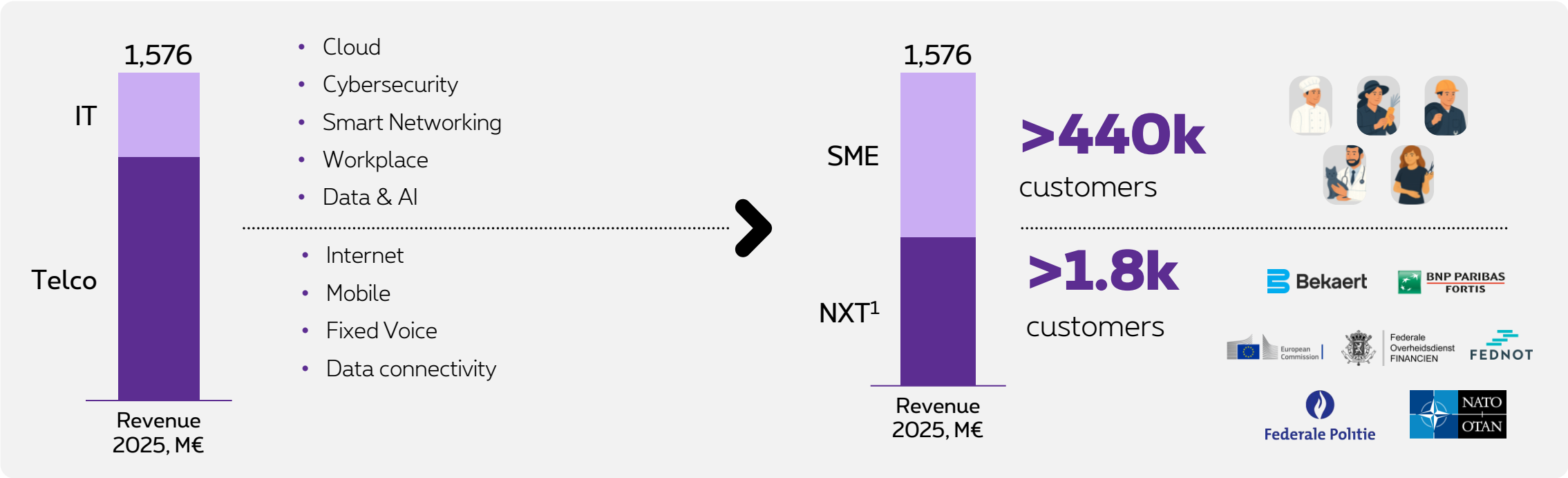


1

We offer telco and IT solutions to business customers ranging from SME to large corporations



2 brands
Addressing the
business market





The quality of our nation-wide fixed and mobile networks provides a strong foundation for our success



Fixed network

>99% of Belgian population has access to a wired Proximus connection

2.75M or **> 43%** of the Belgian population has access to Proximus **fiber**, targeting 60% by 2030. **35%** fiber filling rate

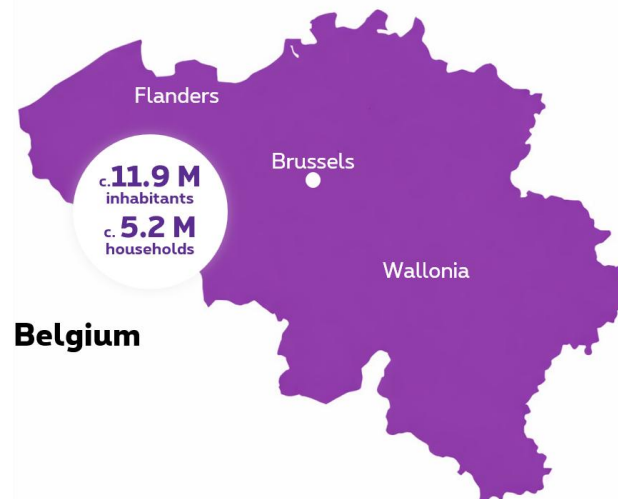
Fiber provides stable, ultra-fast internet:

- Up to 8.5 Gbps download
- Up to 1 Gbps upload
- Ultra-low latency



proximus

Belgium's
**fastest internet
& mobile**



Mobile network

>93% of 5G indoor coverage, targeting 99% indoor coverage by end '27

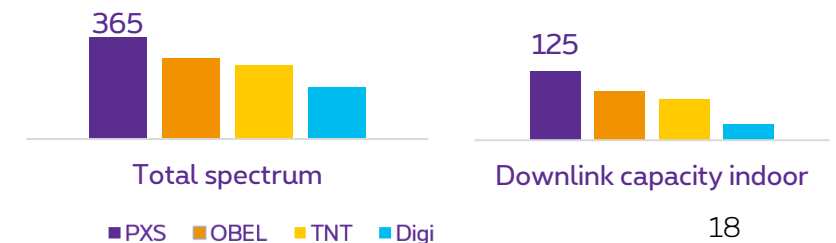
RAN swap nearly completed; **4600** mobile antenna sites (shared network)

1st MNO to launch **5G Standalone** in Belgium

Mobile backhaul mostly upgraded to 10Gbps, predominantly fiber-based.

Spectrum supremacy

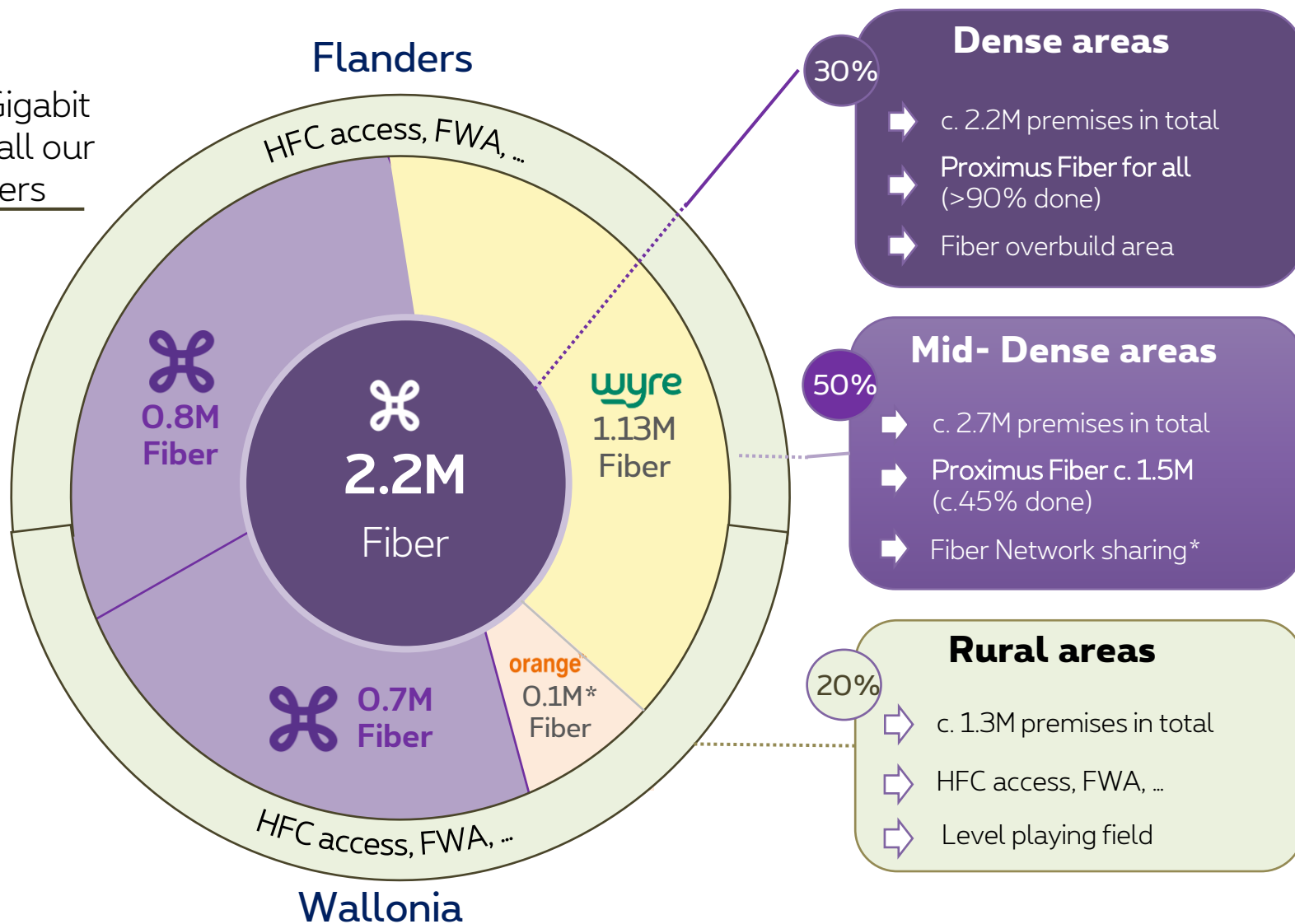
Available mobile spectrum (MHz - auction 2022)



2 We own Belgium's largest Fiber footprint, and complement it by Fiber and Gigabit access through network agreements



Towards Gigabit access for all our customers



60% Proximus Fiber coverage, c. **3.7M** homes and business.

Complemented with Fiber agreements, **80%** Fiber coverage for Belgium.

*Agreement reached for Flanders, process network agreement with Orange Belgium for Wallonia is ongoing, assumptions based on MoU.

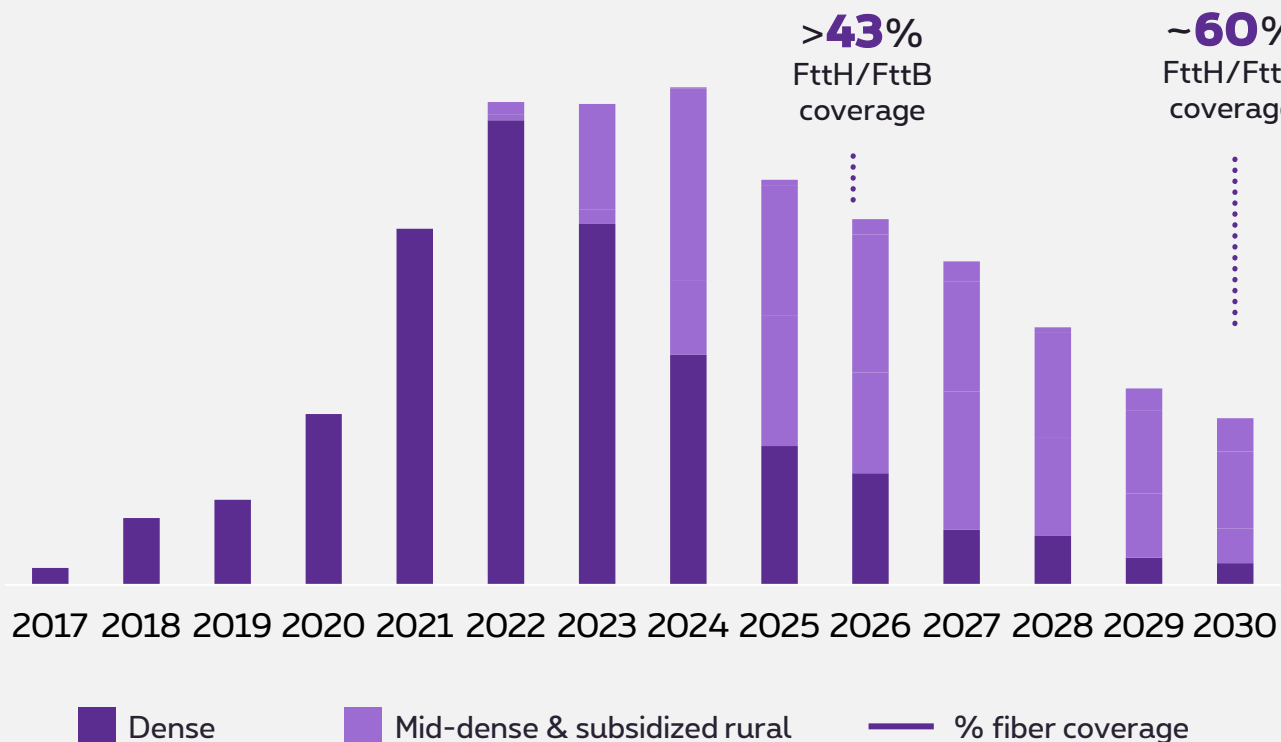


Proximus' fiber rollout is well advanced with c. 2.75M HP or >43% coverage, targeting ~60% by 2030.



Proximus fiber roll-out to be nearly completed by 2030

(past & expected Homes Passed roll-out in incremental M living units)



% completed of target (end-June'26)



3 Our Domestic EBITDA is supported by a 180M€ efficiencies target, enabled by AI

3-year gross efficiency target (€M)

c. 180M€



2025-2028

Workforce

Non-workforce

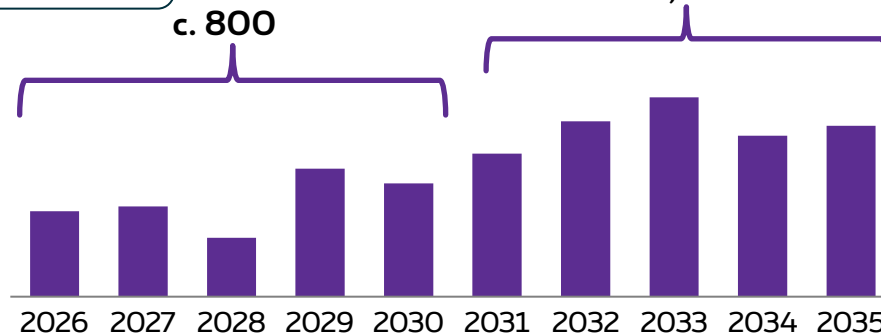
Efficiently lowering headcount by 1,200 FTEs by 2030, benefitting from increased retirements

retirements of internal FTE per year, Proximus SA

1 in 3 leavers replaced in non-sales functions

c. 800

c. 1,400



Non-workforce target areas

Procurement

Energy and Infrastructure

Legacy IT platforms



Simplification and AI as key enablers

- ✓ Improve productivity
- ✓ Improve agility
- ✓ Efficiencies

Proximus Global focusses on returning back to EBITDA growth and creating optionality for future value creation



Domestic



tango



1

Sustain telco leadership and profitably grow IT through the best network, products and services

2

Deliver nationwide Gigabit access, through a combination of own roll-out and partnerships

3

Drive efficiencies through simplification, enabled by AI and capitalizing on the retirement opportunity

Global



telesign

bics



route mobile

ELEVATE

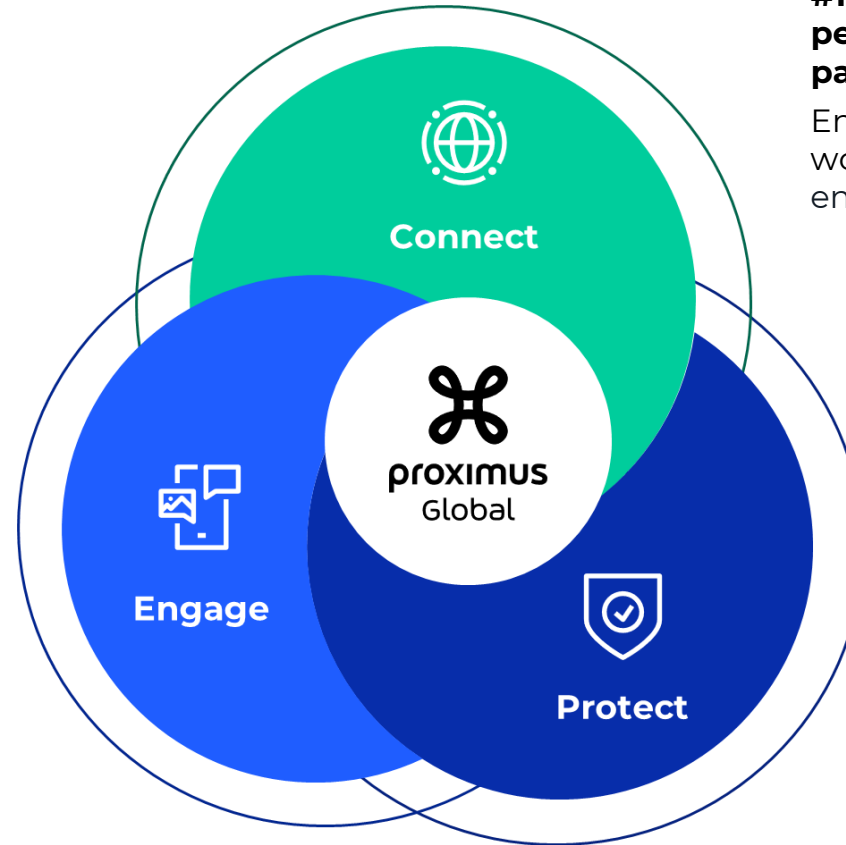
Leverage on Global's strengths & scale to foster growth:

- ✓ #1 partner for MNOs worldwide
- ✓ Top 5 leading communication platform to enterprises
- ✓ Key player in the digital identity market

Global encompasses the entire value chain of digital communications

Top 5, at-scale leading innovator enabling a leading communication platform to enterprises connecting globally

Allows enterprises to reach their customers via an omnichannel platform (e.g. SMS, WhatsApp, e-mail, RCS, chatbot)



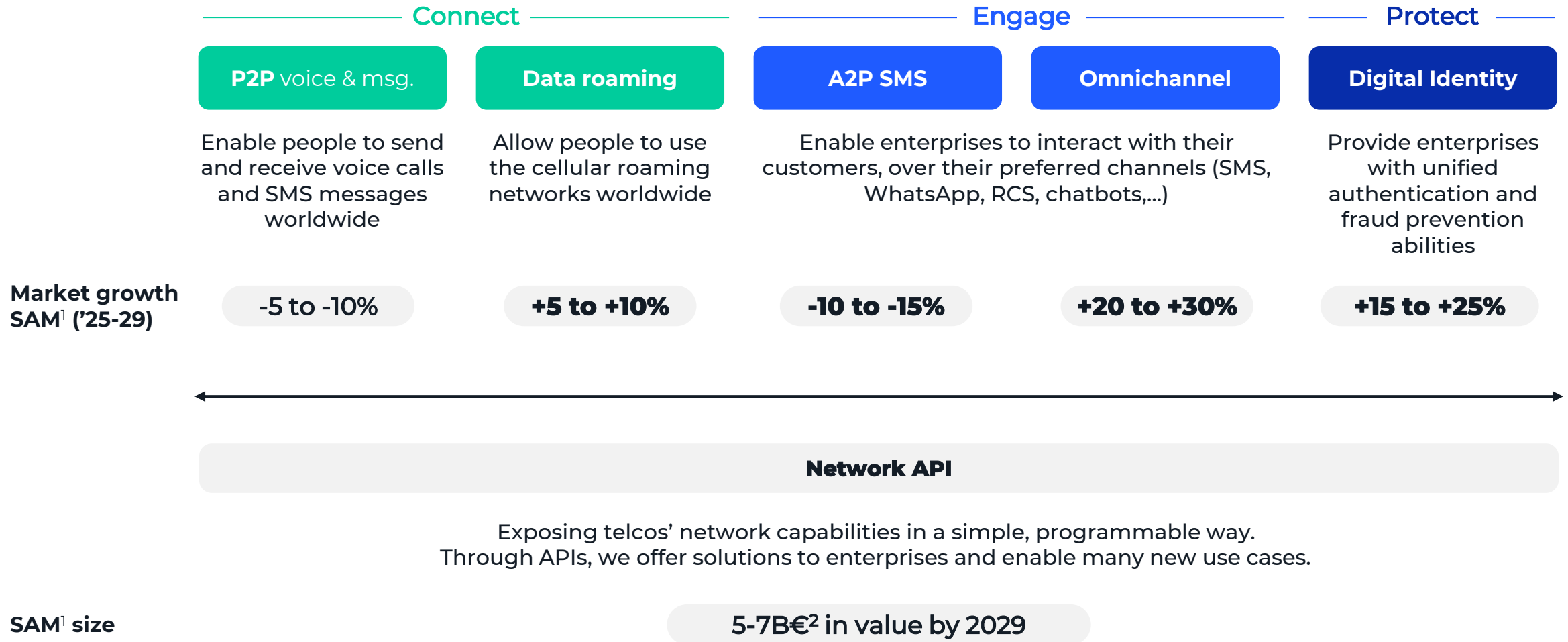
#1 interoperability service provider, connecting people and businesses globally through telco partnerships and market-leading solutions

Enabling voice calls and SMS sending across the world; Roaming for MNOs/MVNOs, global IoT for enterprises and Travel eSIM.

One of the key players in a highly fragmented digital identity market providing the most secure and trusted customer experience

Providing anti-fraud protection for enterprises through identity verification (e.g. OTP¹)

Proximus Global is active in several markets presenting very different dynamics and growth profiles



Global's strategy tackles its challenges and aims for a return to EBITDA growth in 2027



ELEVATE

Bring Global **back to growth**

and

Create **optionality for future value creation**

Connect

P2P voice & msg.

Data roaming

We are strengthening our leadership in Telco by keeping a strong focus on volumes

Engage

A2P SMS

Omnichannel

We are shifting from SMS to omnichannel and reduce our dependency on OTP

Protect

Digital Identity

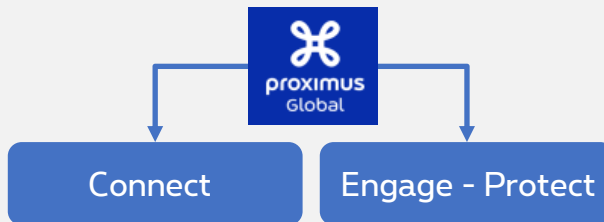
We are combining our Protect portfolio via a new platform

Concrete initial steps taken in the transformation journey of Proximus Global

1

Transformation on track

- 2026 integration commitments on track.
- Bolstered the team with experienced CPaaS leaders
- Increased OpEx and CapEx discipline



2

Improving go-to-market

- Product and region-specific go-to-market and sales:
 - ✓ Strengthened customer segmentation with more targeted GTM
 - ✓ US acceleration plan
 - ✓ Mission-based teams to speed up transformation, including on AI

3

Investment in AI

- New dedicated AI-focused unit to drive AI transformation in our portfolio
 - ✓ Architecture
 - ✓ Data governance
 - ✓ Use case industrialization
 Heltar, small-sized M&A, strengthens & accelerates AI portfolio

 AI chatbots

 Workflow automation

 Enterprise integrations

 Omnichannel engagement


Ranked #1 Global Leader in Sponsored Roaming by Juniper Research

Industry recognition & strategic partnerships

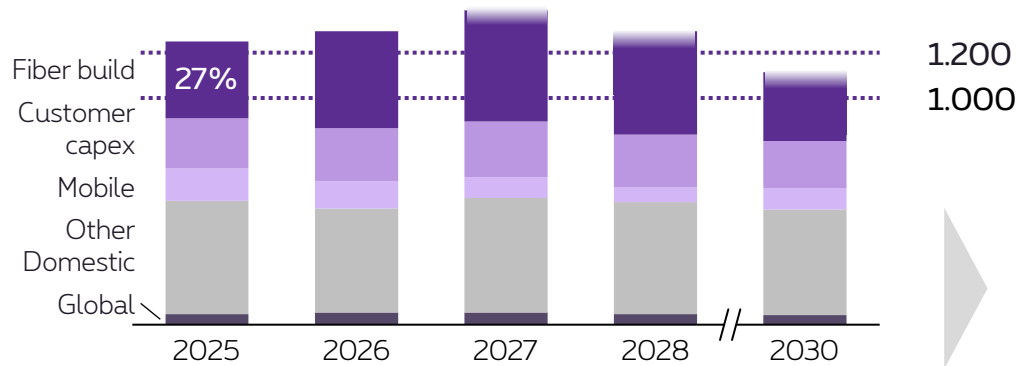


Recognized as a Leader in the 2026 Gartner® Magic Quadrant™ for CPaaS

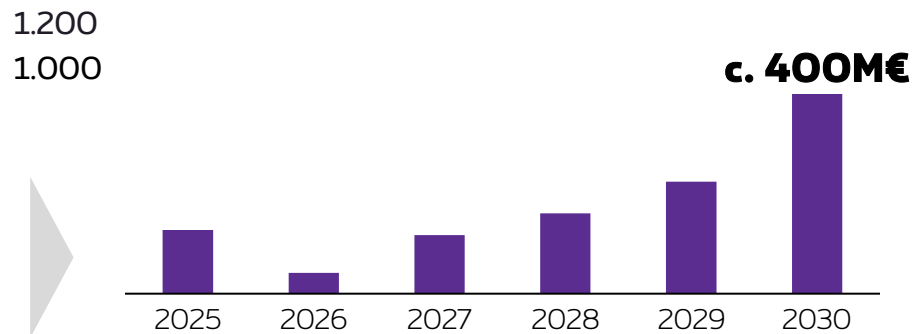
Financial outlook & capital allocation

As our fiber rollout gradually nears completion, lower capex after the 2027-peak will significantly improve FCF, targeting 400M€ by 2030.

Group CapEx (M€) ¹



Organic FCF (M€)



Further upside potential beyond 2030

- ✓ Substantial increase in retirements post-2030
- ✓ Decreasing need for customer CapEx
- ✓ Copper phase-out at full speed

- 2026 CapEx estimated to be up to 1.3B€
- 2027 peak-investment year
- As from 2028, CapEx to significantly trend down
- By 2030, CapEx close to 1.1B€

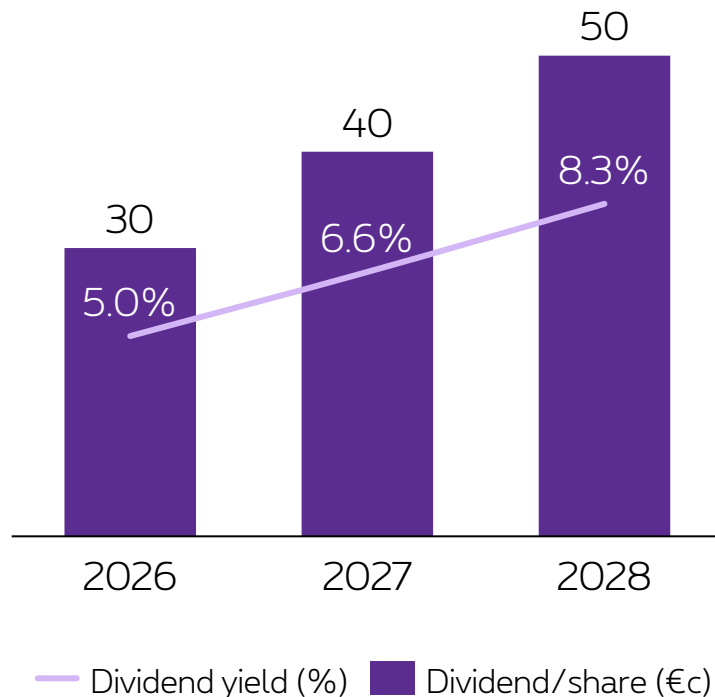
- FY 2026 Organic FCF of c.50M€
- Organic FCF is expected to be above 100M€ for 2027
- Gradually improving to the ambitious 400M€ by 2030 alongside decreasing CapEx as fiber rollout progresses

1- Capex management view - Accrued, excl. spectrum & football rights

Our dividend policy is aligned close to expected organic FCF, ensuring a sound balance sheet & enabling room for value accretive business initiatives

Dividend/share & dividend yield ¹

In €c/share, accounting view



Dividend distribution policy (annual instalments)

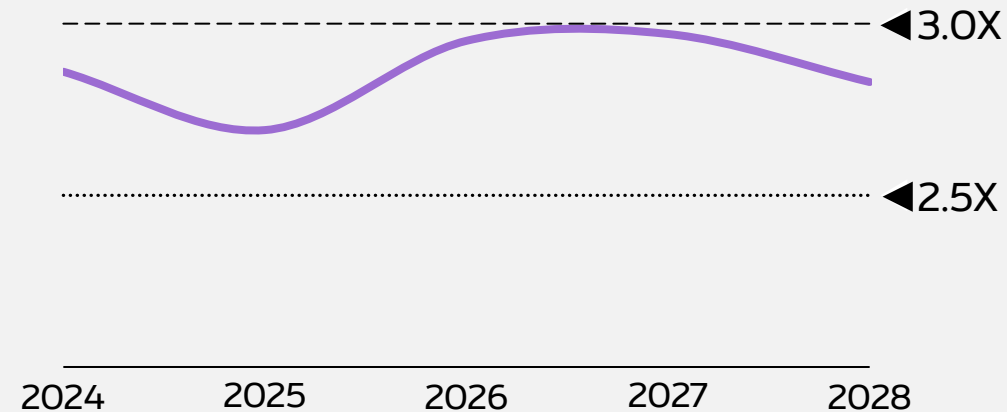
- 30cts/share over the result of '26, payable in April '27
- 40cts/share over the result of '27, payable in April '28
- 50cts/share over the result of '28, payable in April '29

¹ Based on closing price of 30:09.2026

Proximus Group | Company Presentation

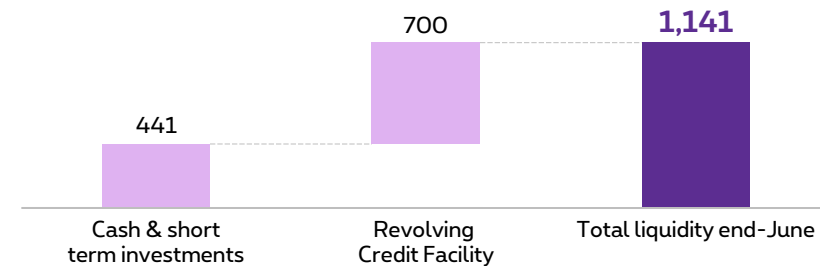
The Net debt/EBITDA ratio is expected to remain below 3.0x over the 2026-2028 period

Net debt / EBITDA (S&P definition¹)



- > Gross debt of 5.02B€
- > Net debt of 4.55B€ end June '26)

- > Strong liquidity position of > 1.1B€ (M€, end-June '26)



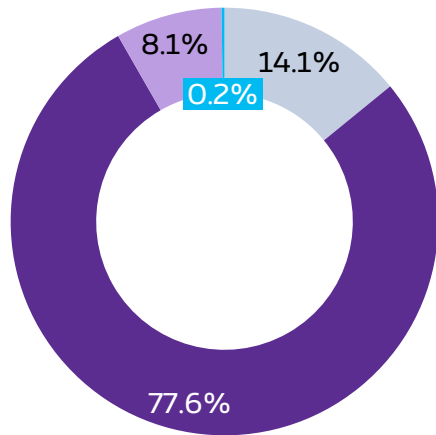
- > Investment grade credit ratings

BBB+
S&P Global
Stable outlook

A3
MOODY'S
Stable outlook

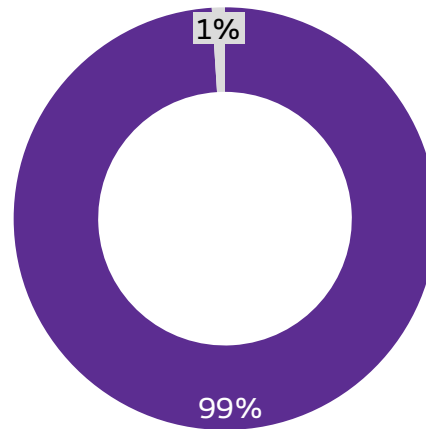
Debt portfolio: first maturity in 2028, all debt IG rated and 99% fixed coupon

Debt by type



Hybrid bonds EIB loan
Eurobonds Yen PP

Fixed vs. floating

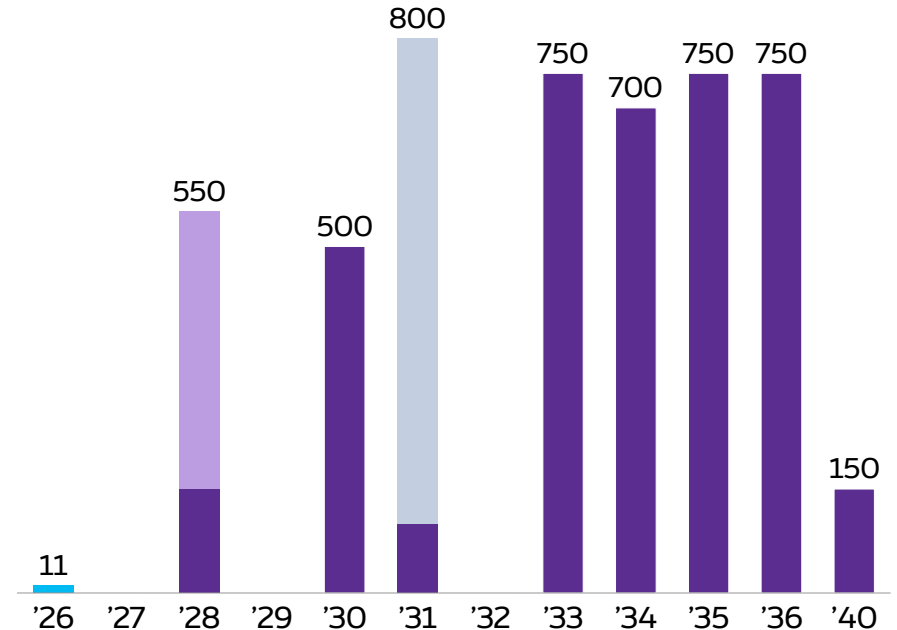


Fixed Floating

3.2%
Weighted average coupon
(including hybrid)

Credit ratings
BBB+/Stable - S&P
A3/Stable - Moody's

Debt maturity profile (M€)*



Hybrid bonds EIB Loan
Eurobonds Yen PP

7 years
Weighted average duration

*Excluding 400M€ Unifiber bank debt repaid in July 2026

Sustainability

Our contribution to the
environment and society



Our societal ambitions are embedded in our purpose

Boldly building a **connected** world that people **trust** so **society** blooms

Always-on connectivity for all

Our responsibility to provide reliable connectivity for everyone and mission-critical infrastructure for businesses and government

Building trust in digital society

Refers to cybersecurity, sovereignty, data protection for business customers and data protection, digital resilience for residential customers

Environment

Ambition: be Net Zero by 2040 across our value chain

Workforce employability

Continue to invest in long-term employability

Proximus contributes to a safe & secure digital world

Safeguarding own operations, networks, and services



- **> € 10 million** invested in Corporate Cybersecurity Program in 2025
- **ISO27001 certification**, Trusted Introducer Certificate and ISAE 3000/SOC 2 Type I and II attestations
- **NIS2** as strategic priority, embedded in Corporate Cybersecurity Program
- **CSIRT & SOC** based in Belgium

Helping customers secure their operations



- **> 350 certified experts** across the Benelux
- **2 strategic deals** signed in 2025 reinforcing PXS position as key cybersecurity expert in the Benelux: with **NATO** and with **Belgian Federal Public Services**
- **Mobile Kids offering** helping parents and kids navigate in the digital world with confidence

Shaping the future of cybersecurity



- Founding member of the **Quantum Circle**, an ecosystem of academics, policy makers and business leaders to position Belgium at international level
- **Proximus Chair in Quantum Science and Technology** at KU Leuven inaugurated in 2025, to accelerate research & innovation

Building a safe digital society for all



- **Internet Safe & Fun**: Proximus volunteers training 5.500+ children in 2025 for a safe internet use
- **Smarter & safer online tool** offering everyone guidance to better protect against digital risks
- Close collaborations with **Center for Cybersecurity Belgium (CCB)**, **Belgian Cyber Security Coalition** and at EU level
- Driving force behind governmental initiatives, **StopPhishing** and **BAPS**, to fight against cyber-fraud

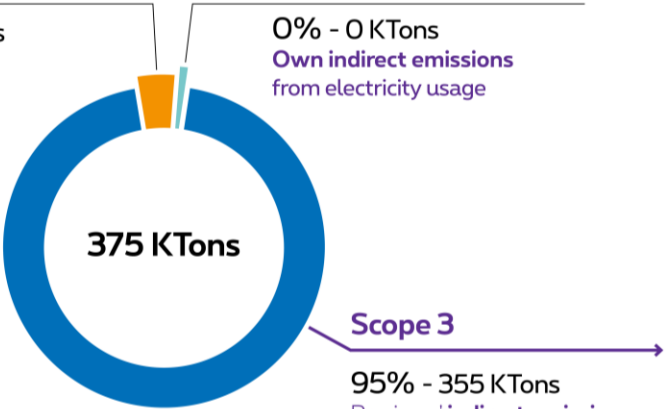
By 2040, Proximus aims to achieve net-zero emissions across its value chain

Scope 1

5% - 20 Ktons
Direct emissions from fossil fuel combustion and refrigerant gases

Scope 2

0% - 0 Ktons
Own indirect emissions from electricity usage



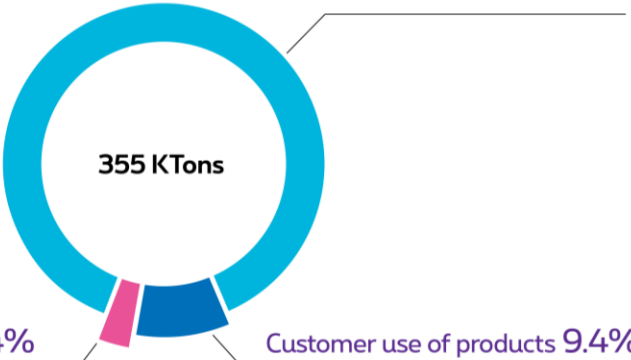
Scope 3

95% - 355 Ktons
Proximus' indirect emissions in the value chain

Proximus' operations 5.4%

- Fuel & energy (excl. 1 & 2)
- Business travel
- Employee commuting

Purchased goods and services 85.2%



Customer use of products 9.4%

- Leased assets
- Use of sold products

Proximus Group CO2 footprint in 2025

Targets

vs 2020 baseline

-66%

scope 1&2 by 2030

-42%

scope 3 by 2030

-90%

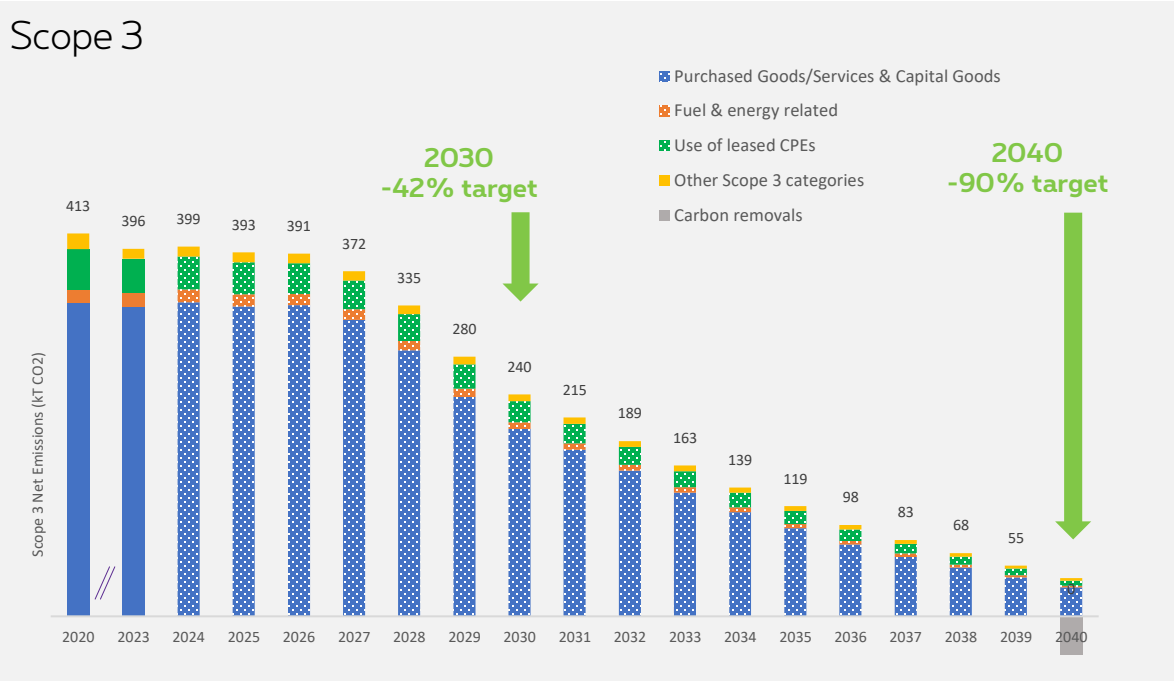
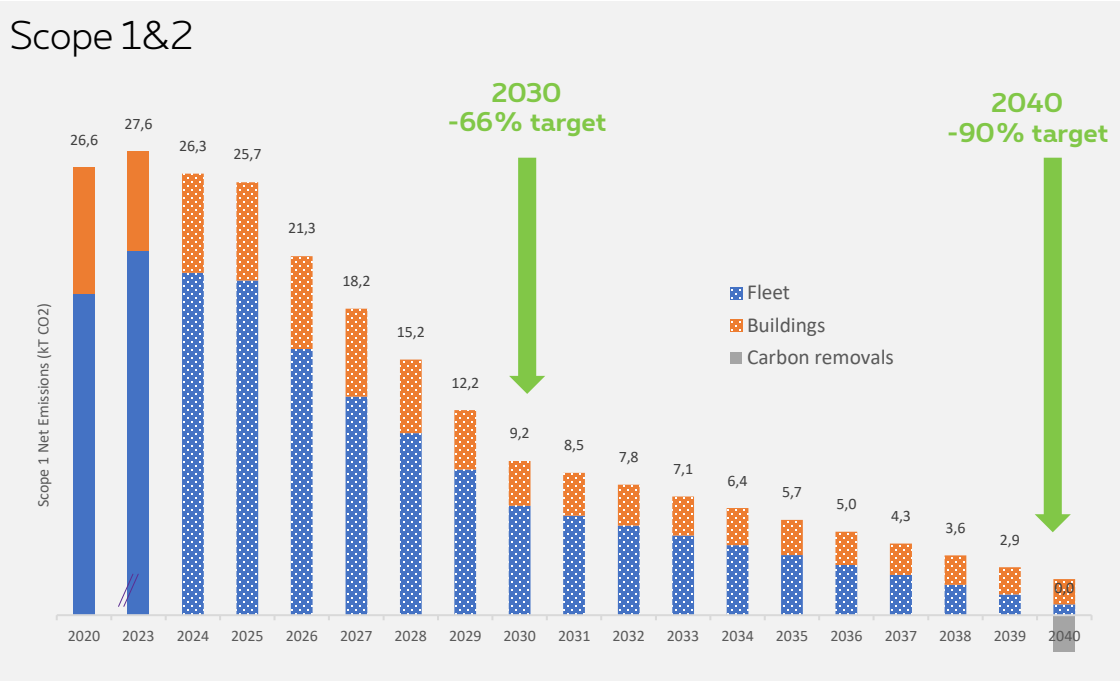
scope 1,2&3 by 2040



SCIENCE
BASED
TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

THE NET
ZERO
STANDARD
APPROVED NET-ZERO VALUE 1.0

Climate Transition Plan: the main levers for decarbonization are operationalized across 6 domains



Fleet	- Management fleet electrification - Technical fleet decarbonization
Buildings	- New headquarters - Heat pumps installation - Buildings renovation
Electricity	- Electricity consumption reduction 100% renewable electricity sourcing - Own solar production

Network	- fiber deployment & legacy infrastructure phase-out - Network sharing - Network parts eco-design, reuse and resell/recycling
Supply Chain	- Supplier Engagement Program with 250 major suppliers - Climate & circularity in RFPs - Eco-systems & partnerships
Customer devices	- Branded/B2B CPEs eco-design & standardization - Optimization of returns & refurbishment - Smartphone refurbishing, repair and as-a-service

Proximus invests in the long-term employability of its workforce

90% of Proximus employees attended **≥ 5 training days**

Almost **8 out of 10** vacancies filled thanks to **internal mobility**

Employee engagement
76%



For further information

- **Most recent results publications:** [Quarterly results | Proximus Group](#)
- **Unifiber takeover:** [Unifiber takeover](#)
- **2026 CMD:** [CMD 2026 | Proximus Group](#)
- **2025 Annual report:** [Annual reports | Proximus Group](#)
- **ESG:** [ESG achievements - Environmental, social and corporate governance | Proximus Group](#)

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