

Connect Activate Grow



**Q2 & H1
results**

23 July 2025

kpn. The network of the Netherlands

Safe harbor

Alternative performance measures and management estimates

This financial report contains a number of alternative performance measures (non-GAAP figures) to provide readers with additional financial information that is regularly reviewed by management, such as EBITDA and Free Cash Flow ('FCF'). These non-GAAP figures should not be viewed as a substitute for KPN's GAAP figures and are not uniformly defined by all companies including KPN's peers. Numerical reconciliations are included in KPN's quarterly factsheets and in the Integrated Annual Report 2024. KPN's management considers these non-GAAP figures, combined with GAAP performance measures and in conjunction with each other, most appropriate to measure the performance of the Group and its segments. The non-GAAP figures are used by management for planning, reporting (internal and external) and incentive purposes. KPN's main alternative performance measures are listed below. The figures shown in this financial report are based on continuing operations and were rounded in accordance with standard business principles. As a result, totals indicated may not be equal to the precise sum of the individual figures.

Financial information is based on KPN's interpretation of IFRS as adopted by the European Union as disclosed in the Integrated Annual Report 2024 and do not take into account the impact of future IFRS standards or interpretations. Note that certain definitions used by KPN in this report deviate from the literal definition thereof and should not be considered in isolation or as a substitute for analyses of the results as reported under IFRS as adopted by the European Union. KPN defines revenues as the total of revenues and other income. Adjusted revenues are derived from revenues (including other income) and are adjusted for the impact of incidentals. KPN defines EBITDA as operating result before depreciation (including impairments) of PP&E and amortization (including impairments) of intangible assets. Adjusted EBITDA after leases ('adjusted EBITDA AL') are derived from EBITDA and are adjusted for the impact of restructuring costs and incidentals ('adjusted') and for lease costs, including depreciation of right-of-use assets and interest on lease liabilities ('after leases' or 'AL'). KPN defines Gross Debt as the nominal value of interest-bearing financial liabilities representing the net repayment obligations in Euro, excluding derivatives, related collateral, and leases, taking into account 50% of the nominal value of the hybrid capital instruments. In its Leverage Ratio, KPN defines Net Debt as Gross Debt less net cash and short-term investments, divided by 12 month rolling adjusted EBITDA AL excluding major changes in the composition of the Group (acquisitions and disposals). The Lease adjusted leverage ratio is calculated as Net Debt including lease liabilities divided by 12 month rolling adjusted EBITDA AL excluding major changes in the composition of the Group (acquisitions and disposals). Operational Free Cash Flow is defined as adjusted EBITDA AL minus capital expenditures ('Capex') being expenditures on PP&E and software, excluding M&A. Free Cash Flow ('FCF') is defined as cash flow from continuing operating activities plus proceeds from real estate, minus Capex. Return on capital employed ('ROCE') is calculated by the net operating profit less adjustments for taxes ('NOPLAT') divided by capital employed, on a 4-quarter rolling basis. Net operating profit is the adjusted EBITA (excluding incidentals and amortization of other intangibles and including restructuring costs). KPN defines capital employed as the carrying amount of operating assets and liabilities, which excludes goodwill and the other intangibles.

All market share information in this financial report is based on management estimates based on externally available information, unless indicated otherwise. For a full overview on KPN's non-financial information, reference is made to KPN's quarterly factsheets available on ir.kpn.com.

Forward-looking statements

Certain statements contained in this financial report constitute forward-looking statements. These statements may include, without limitation, statements concerning future results of operations, the impact of regulatory initiatives on KPN's operations, KPN's and its joint ventures' share of new and existing markets, general industry and macro-economic trends and KPN's performance relative thereto and statements preceded by, followed by or including the words "believes", "expects", "anticipates", "will", "may", "could", "should", "intends", "estimate", "plan", "goal", "target", "aim" or similar expressions. 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 KPN's control that could cause actual results to differ materially from such statements. A number of these factors are described (not exhaustively) in the Integrated Annual Report 2024. All forward-looking statements and ambitions stated in this financial report that refer to a growth or decline, refer to such growth or decline relative to the situation per 31 December 2024, unless stated otherwise.

Highlights: KPN delivers a strong quarter; full-year 2025 outlook raised

- ▶▶ **Continued Group service revenue growth** (+3.7% y-on-y), driven by all segments
- ▶▶ **Consumer service revenues increased** 1.3% y-on-y
- ▶▶ **Solid commercial momentum** in Consumer broadband (+13k) and postpaid (+37k)
- ▶▶ **Business service revenues grew** 5.7% y-on-y, driven by all divisions
- ▶▶ **Adj. EBITDA AL** +6.4% y-on-y in Q2 2025, o/w +1.4% IPR benefit and +1.0% Althio
- ▶▶ **H1 Free Cash Flow** at € 309m, progressing according to plan
- ▶▶ **Leading the Dutch fiber market**, now covering two-thirds of the Netherlands
- ▶▶ **FY 2025 outlook raised** to >€ 2,630m adj. EBITDA AL and >€ 940m FCF

Strategy 2024-2027: a mission to Connect, Activate & Grow

Purpose

We go all out to connect everyone in the Netherlands to a sustainable future

Strategic Missions

Connect

Connect with our customers to deliver on their needs
Earning our customers' loyalty through converged services & solutions that are truly relevant to them

Activate

Activate our best network, platforms, partners, & assets
Delivering the best digital experience to our customers over our world-leading, always-on networks

Grow

Grow KPN by modernizing and simplifying our business
Transforming our operating model with AI-powered automation and developing a future-ready workforce

Ambitions

Satisfied Loyal Customers • Engaged Society & People • Sustainable returns

Financial ambitions
2024-2027

Service revenues **CAGR ~3%** • Adj. EBITDA AL **CAGR ~3%** • Free Cash Flow **CAGR ~7%** • ROCE **growing to 15%**

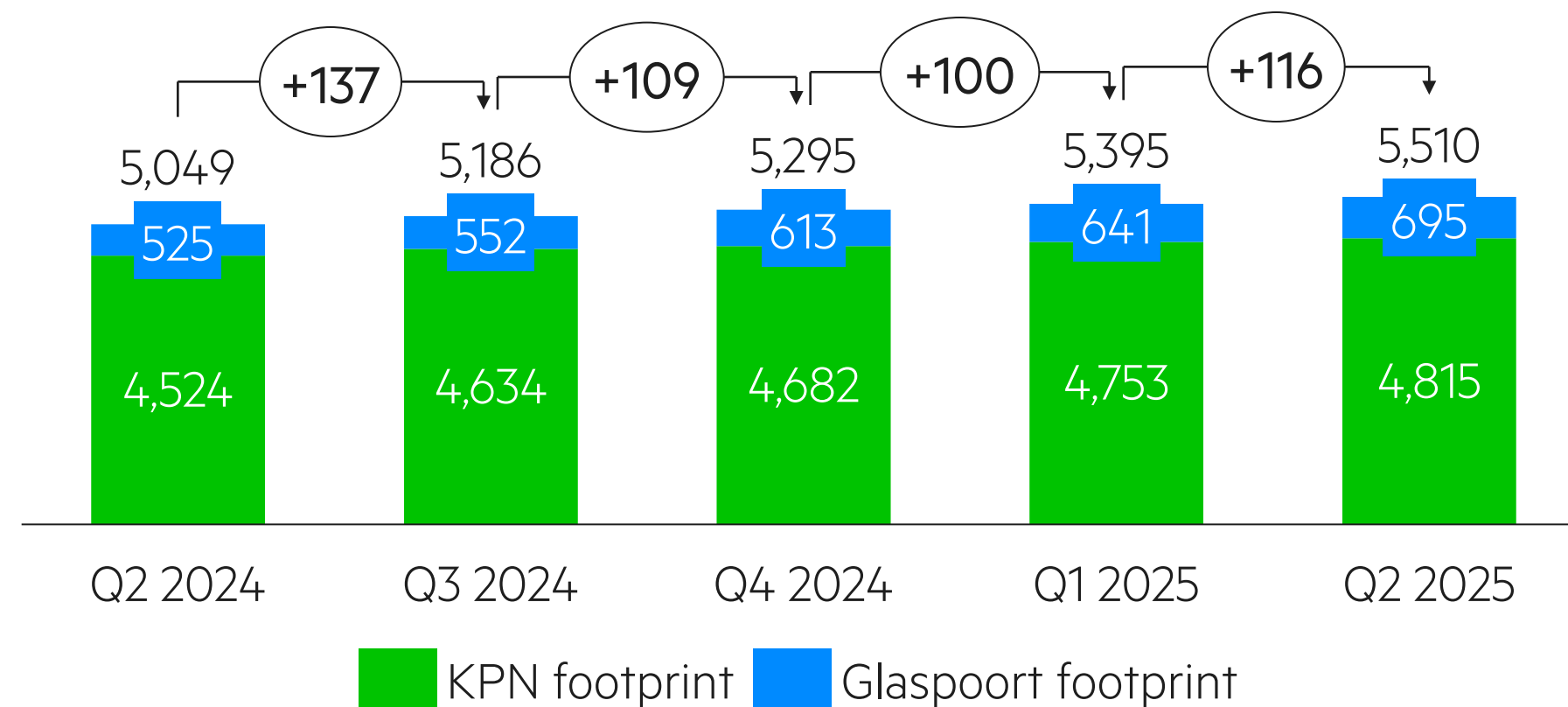


**Connect,
Activate &
Grow**

Leading fiber footprint: covering two-thirds of the Netherlands

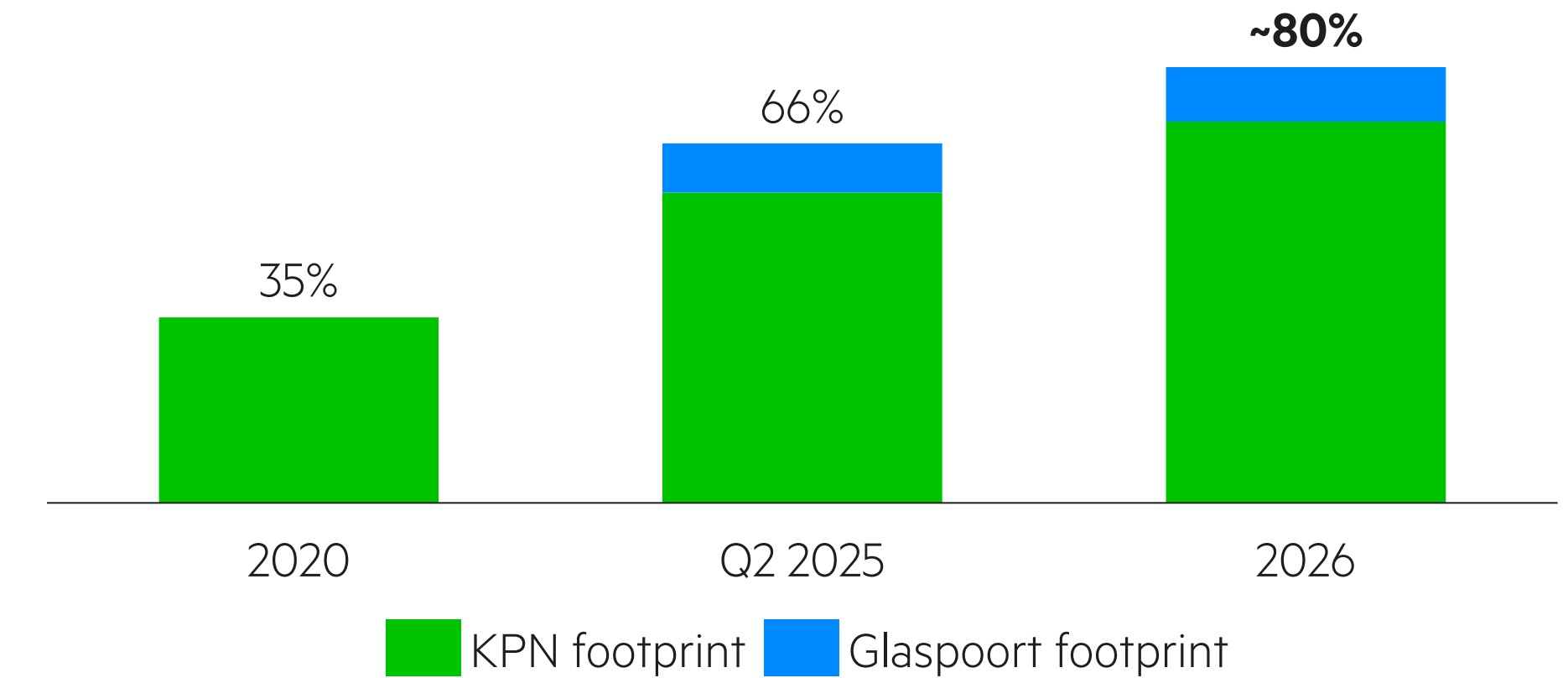
Continuously expanding fiber footprint

Homes passed (k)



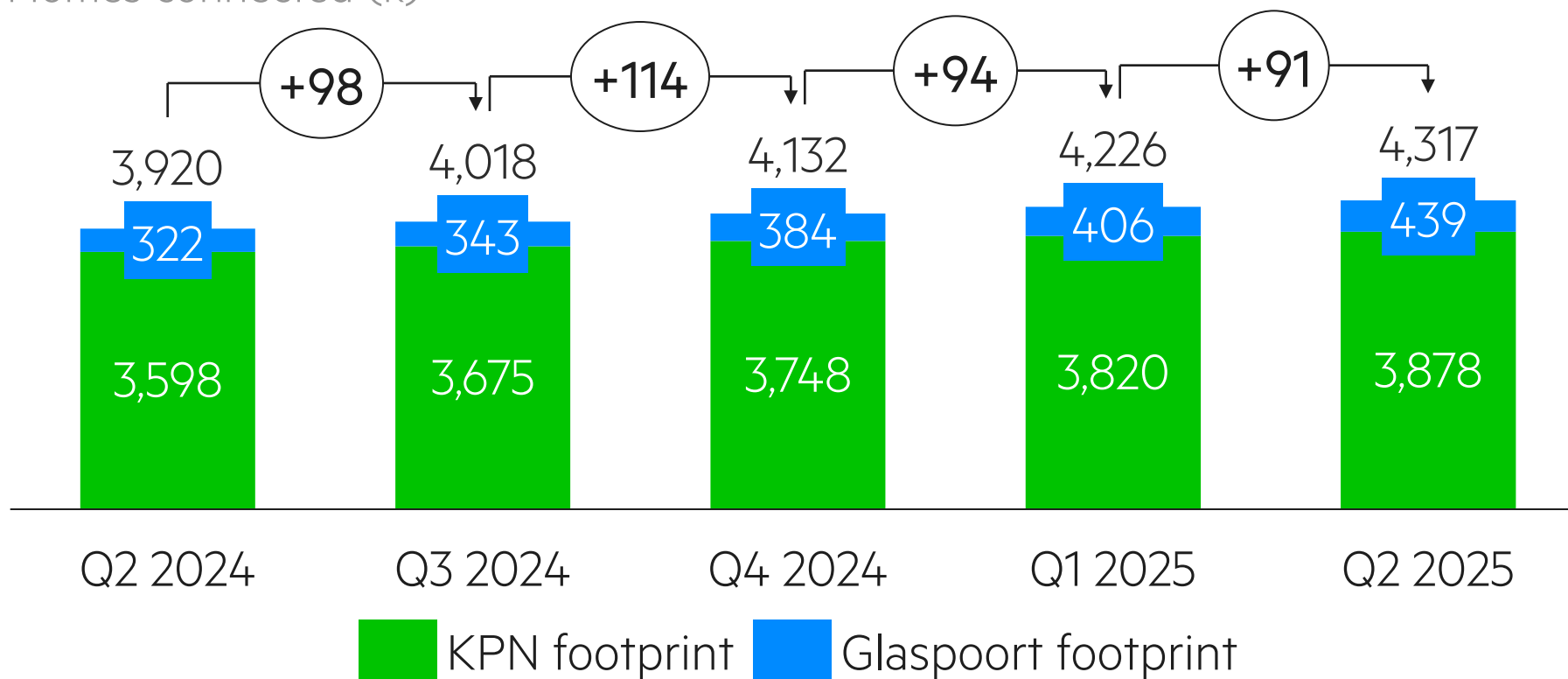
Leading fiber footprint

Homes passed as a % of Dutch households

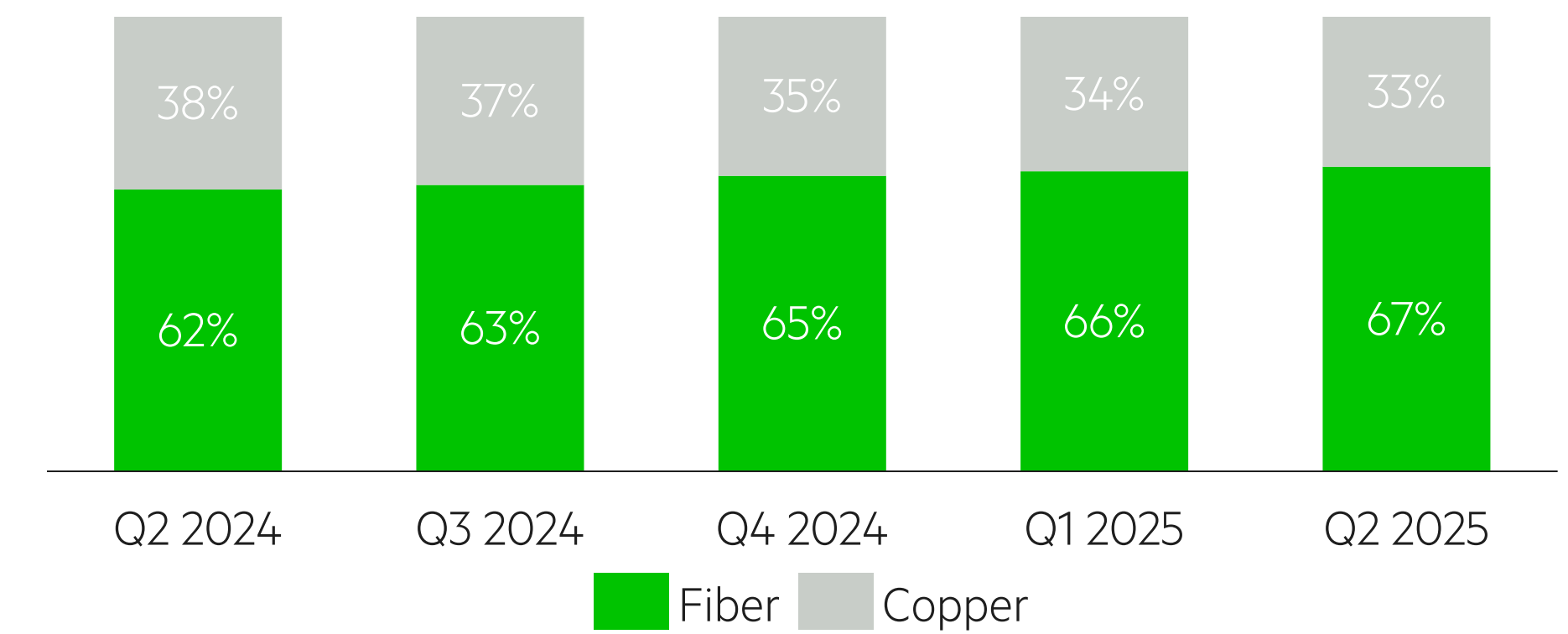


Solid progress on fiber homes connected

Homes connected (k)



More than two-thirds of Consumer base is on fiber



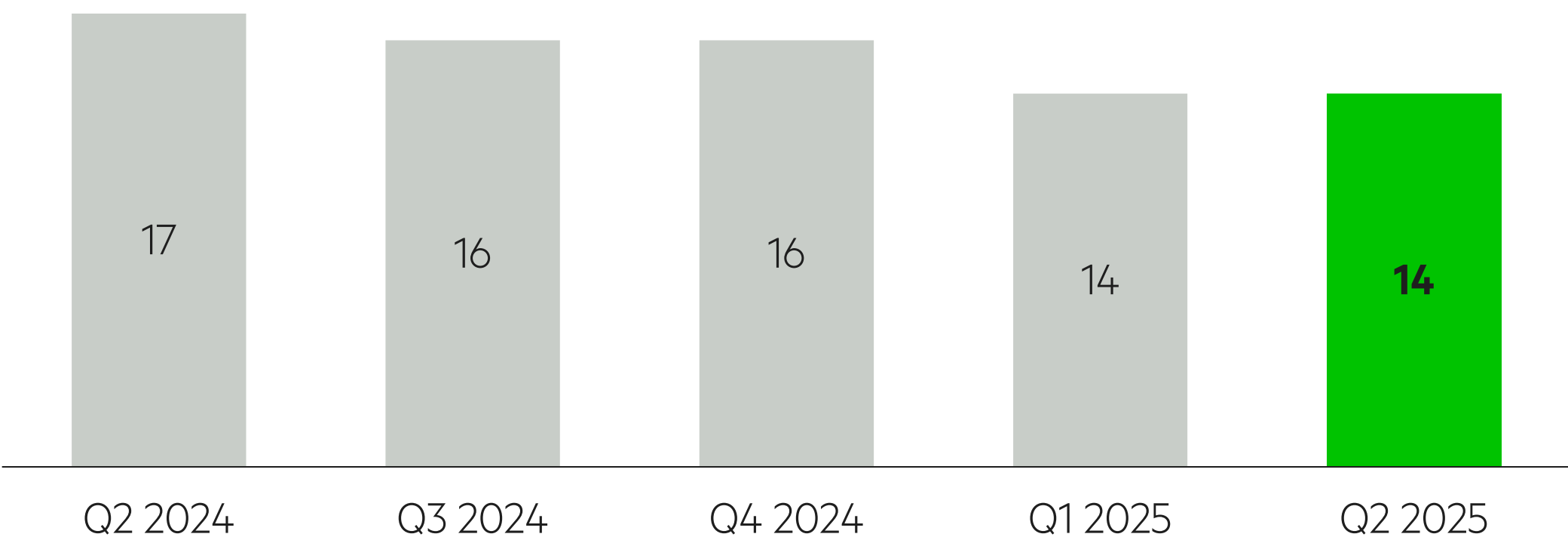
B2C: Service revenue growth driven by Fixed and Mobile

Key take-aways

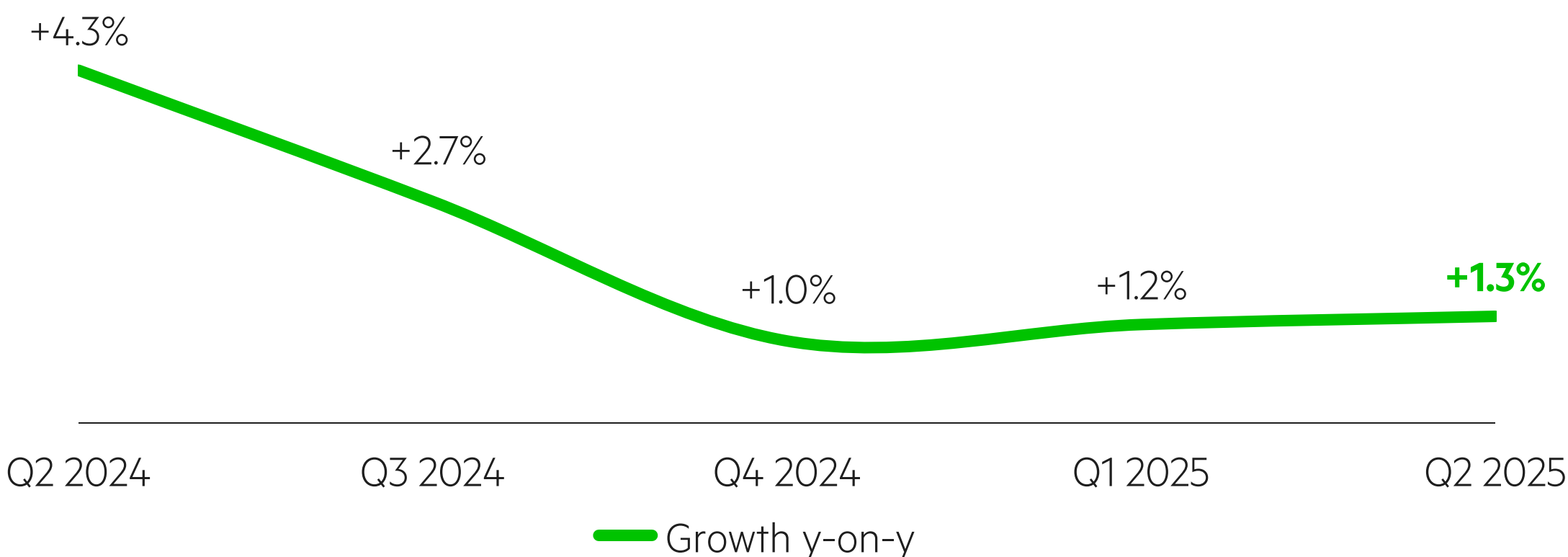
- Consumer service revenues increased 1.3% y-on-y, driven by Fixed and Mobile
- Fixed service revenue growth supported by solid fiber broadband growth
- Solid broadband net adds (+13k¹), driven by healthy fiber inflow and continued loyalty and base management focus, resulting in lower churn
- Mobile service revenues supported by base growth (+37k), partly offset by lower ARPU
- NPS stable q-on-q

NPS²

(YTD)



Adj. Service Revenue trend

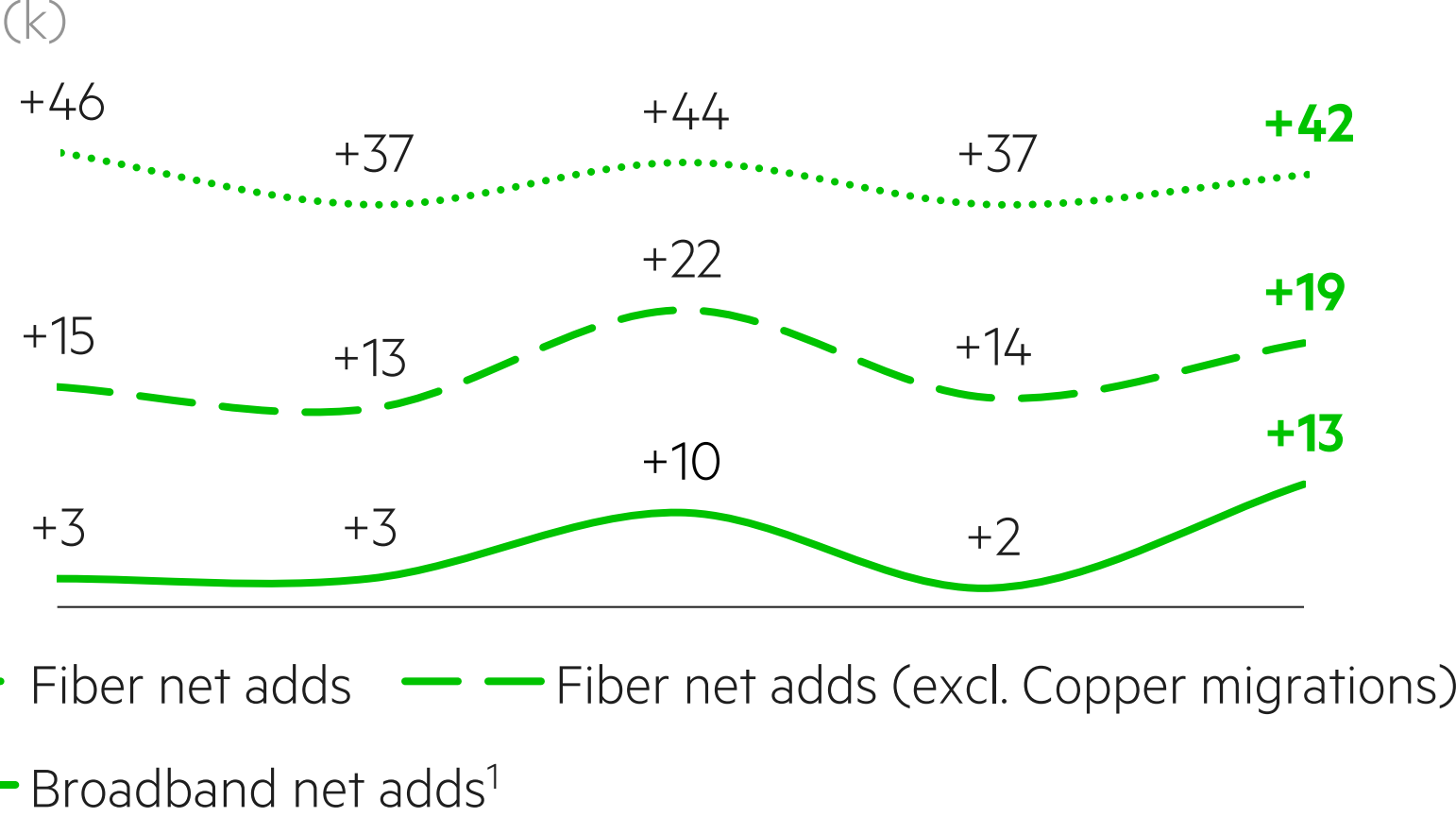


Segment revenues (€ m)	Q2 2024	Q2 2025	Δ y-on-y
Fixed service revenues	466	472	+1.3%
<i>o/w Fiber broadband</i>	283	314	+11%
<i>o/w Copper broadband</i>	170	147	-14%
<i>o/w Other Fixed</i>	12	11	-14%
Mobile service revenues	224	226	+1.3%
Adj. Consumer service revenues	689	698	+1.3%
Non-service revenues & Other	60	58	-3.2%
Adj. Consumer revenues	750	757	+0.9%

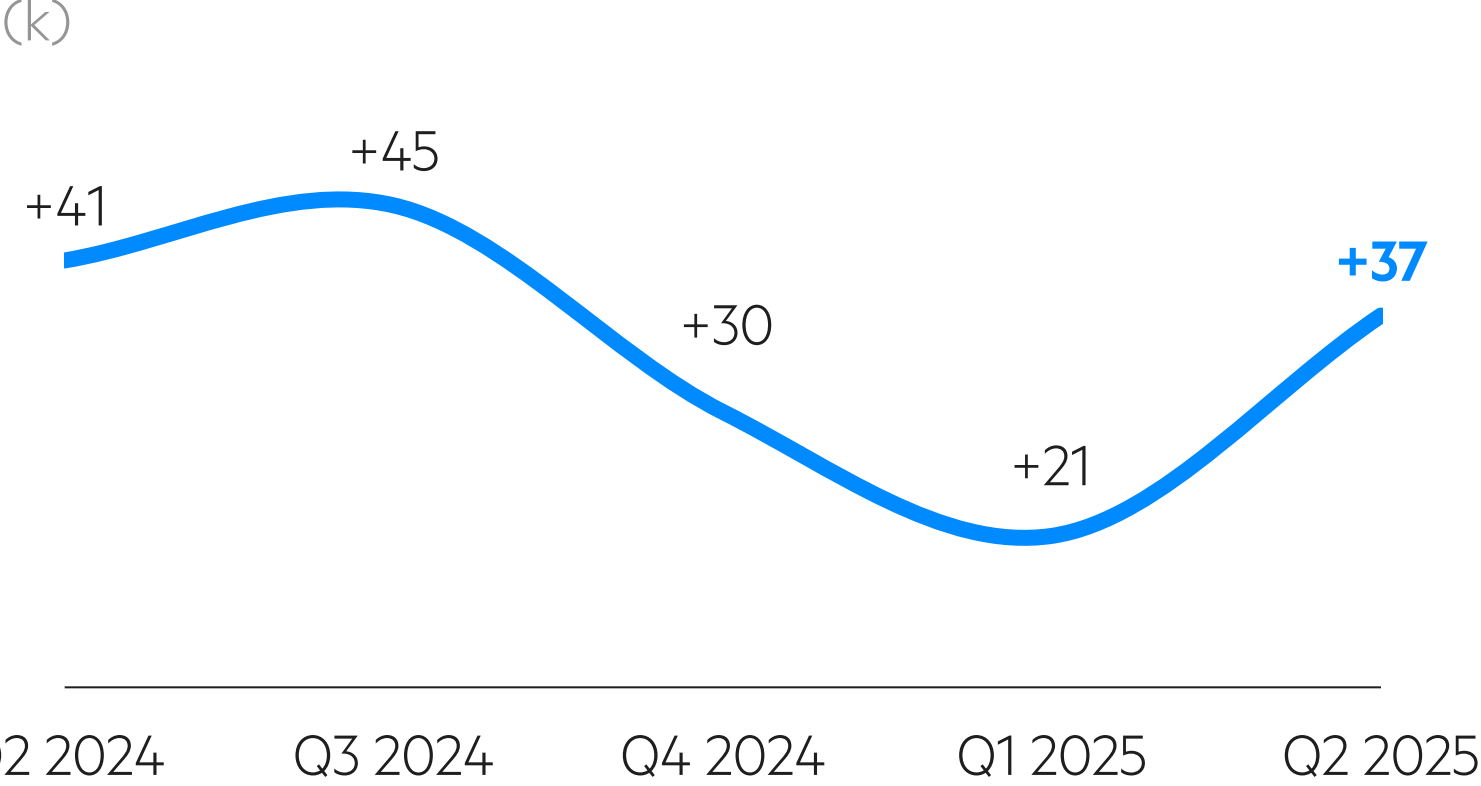
1. Corrected for migrations to, and new customers of, business propositions (4k in Q2 2025)
2. Source: Kantar TNS

B2C: Solid commercial momentum in broadband and postpaid

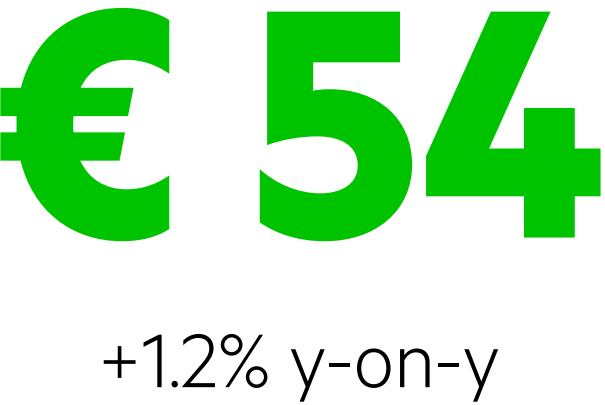
Broadband net adds trend improved



Solid postpaid net adds



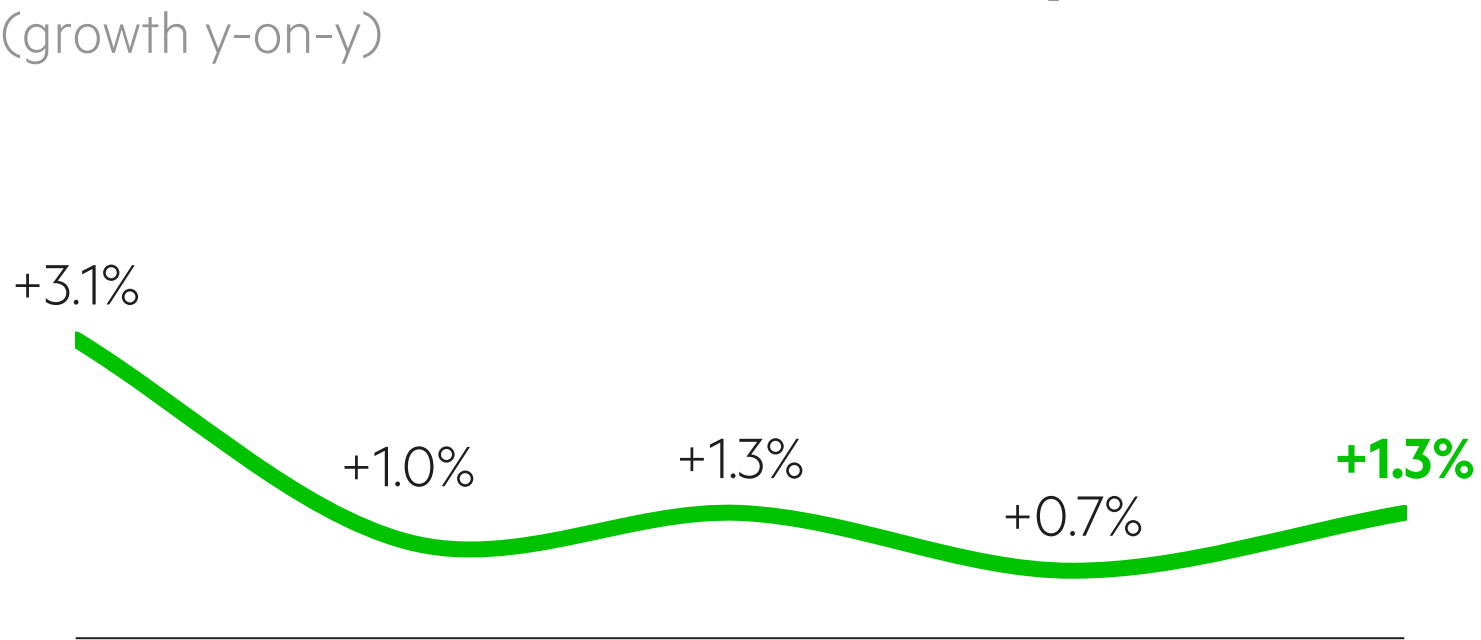
Fixed ARPU growing



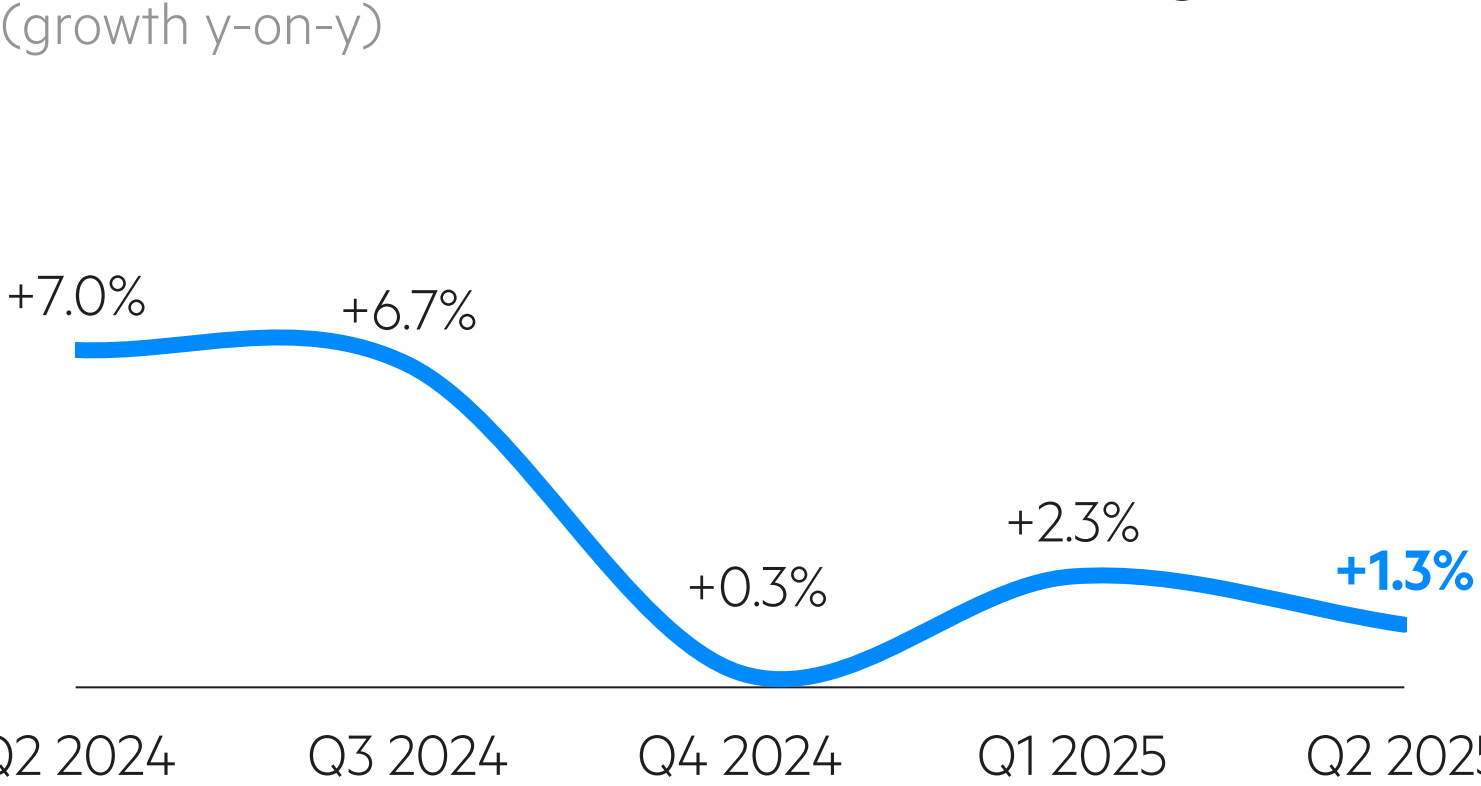
Mobile ARPU declining



Fixed service revenue trend improved



Continued Mobile service revenue growth

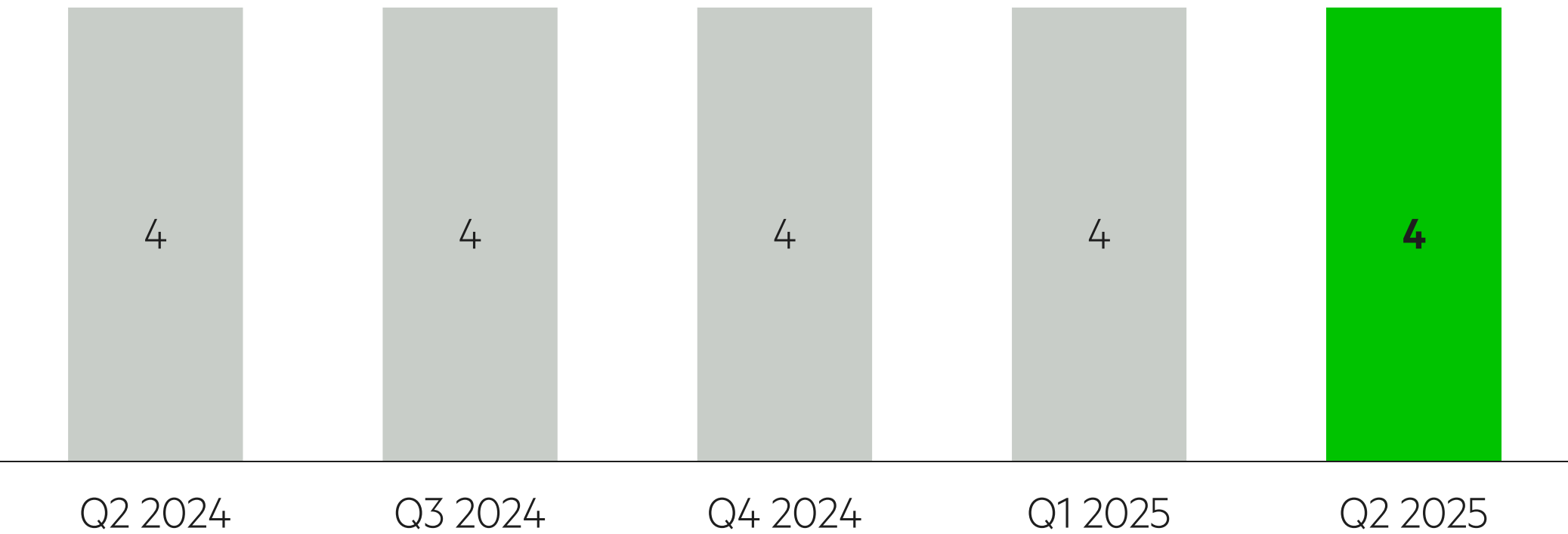


B2B: Continued strong service revenue growth

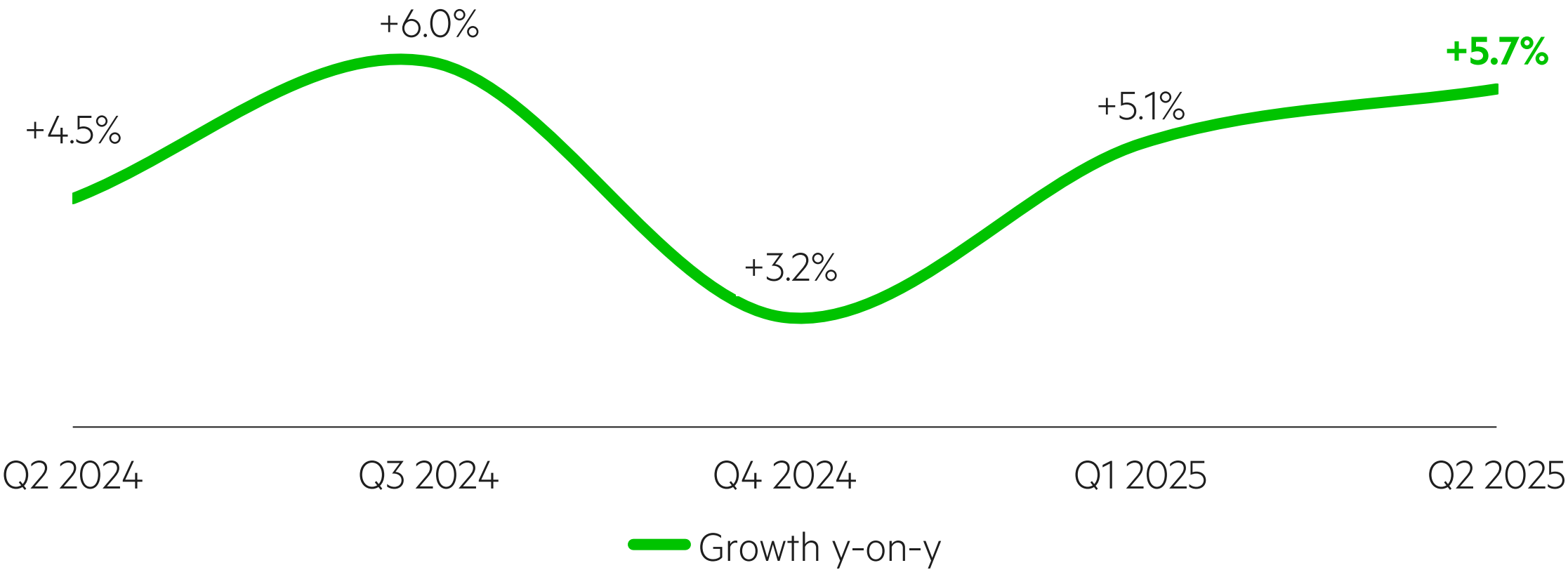
Key take-aways

- Business service revenues grew 5.7% y-on-y, driven by all divisions
- Continued solid growth in SME, driven by Cloud & Workspace, broadband and sustained commercial momentum in Mobile
- LCE service revenues growing due to IoT, IT services and broadband, partly offset by ongoing price pressure in Mobile
- Tailored Solutions performed strongly, driven by higher project-related business
- Ongoing commercial momentum in Mobile (+22k); broadband (+3k)
- NPS stable and leading in the Dutch market

Industry-leading NPS¹ (YTD)



Adj. Service Revenue trend



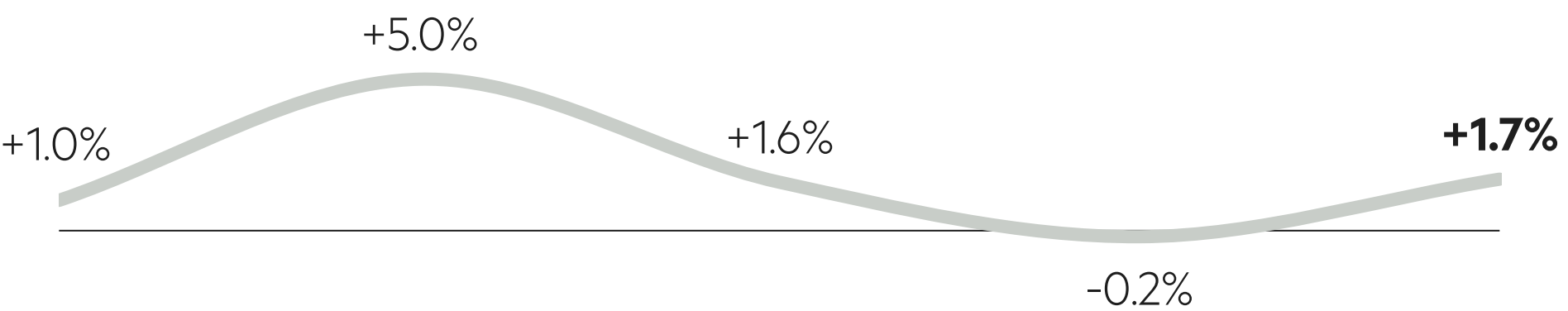
Segment revenues (€ m)	Q2 2024	Q2 2025	Δ y-on-y
SME	181	190	+4.8%
LCE	187	190	+1.7%
Tailored Solutions	75	88	+18%
Adj. Business service revenues	442	468	+5.7%
Non-service revenues & Other	18	20	+8.6%
Adj. Business revenues	461	488	+5.9%

B2B: Growth driven by all divisions

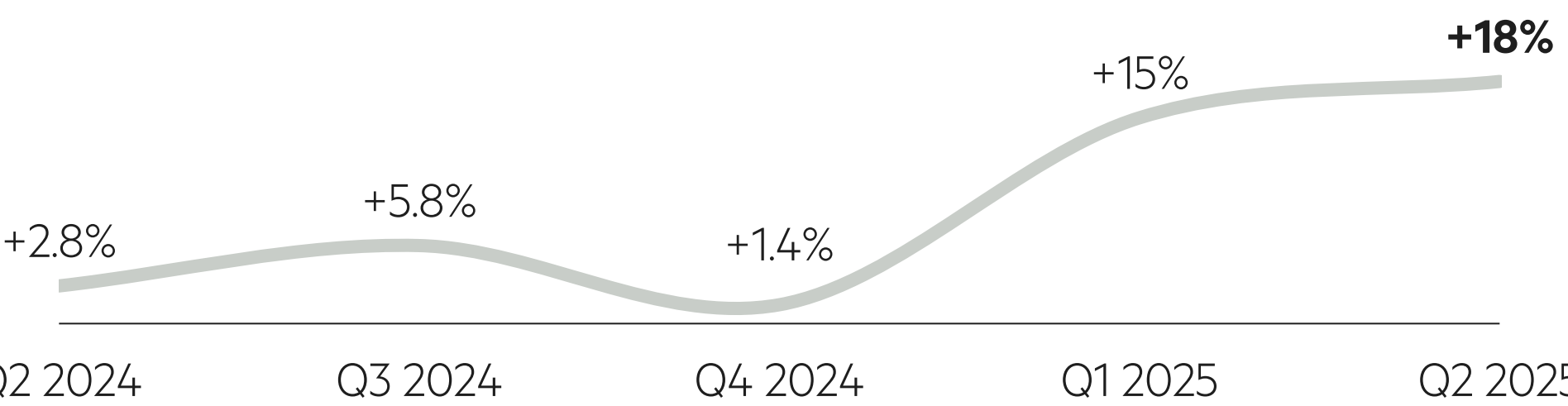
SME



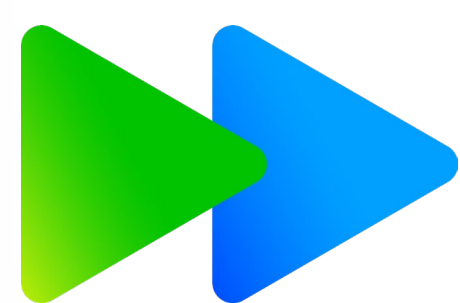
LCE



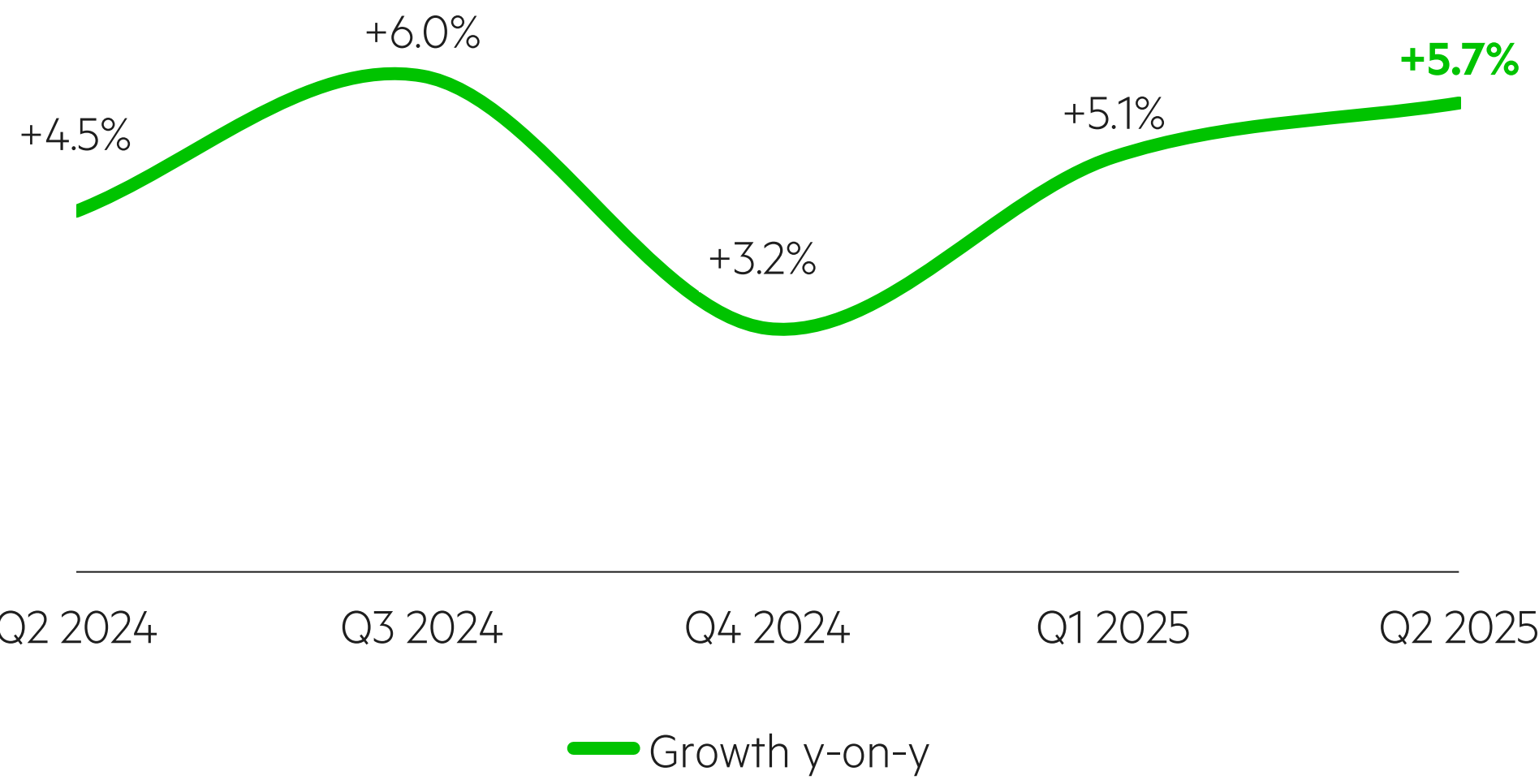
Tailored Solutions



— Growth y-on-y



Total adj. Business service revenues



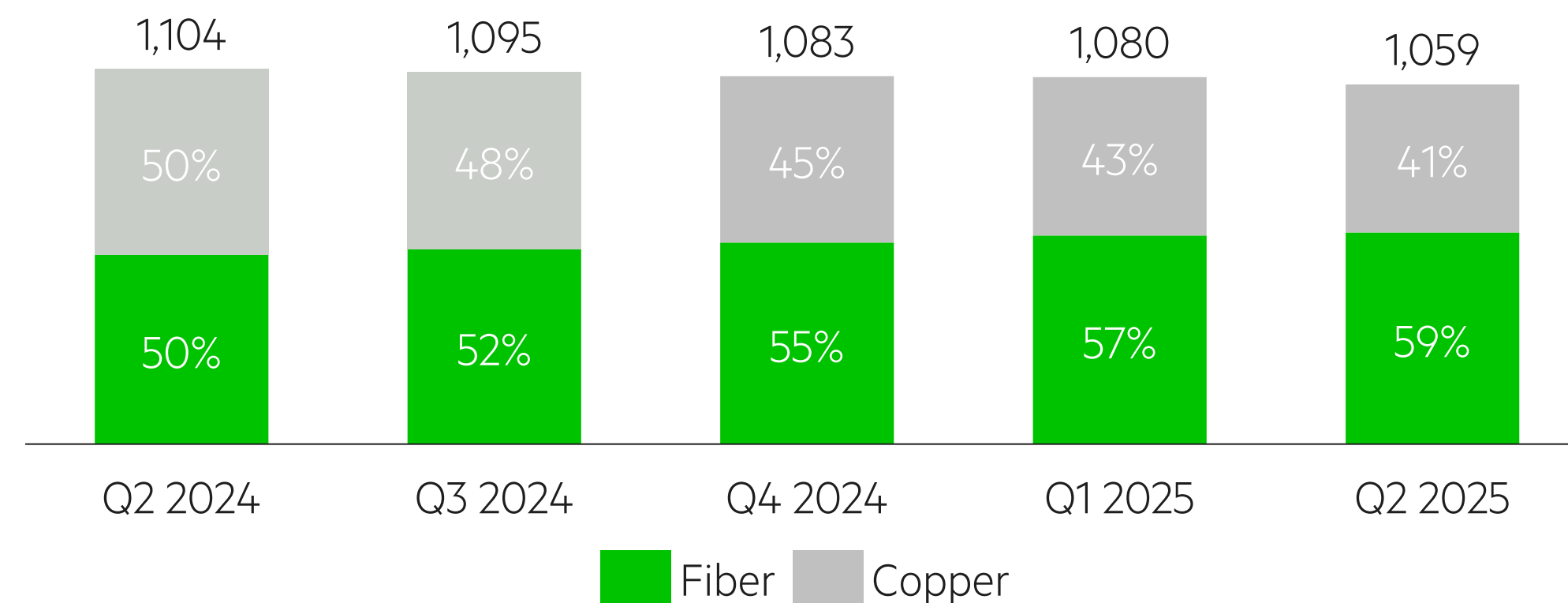
Wholesale: Service revenue trend further improved

Key take-aways

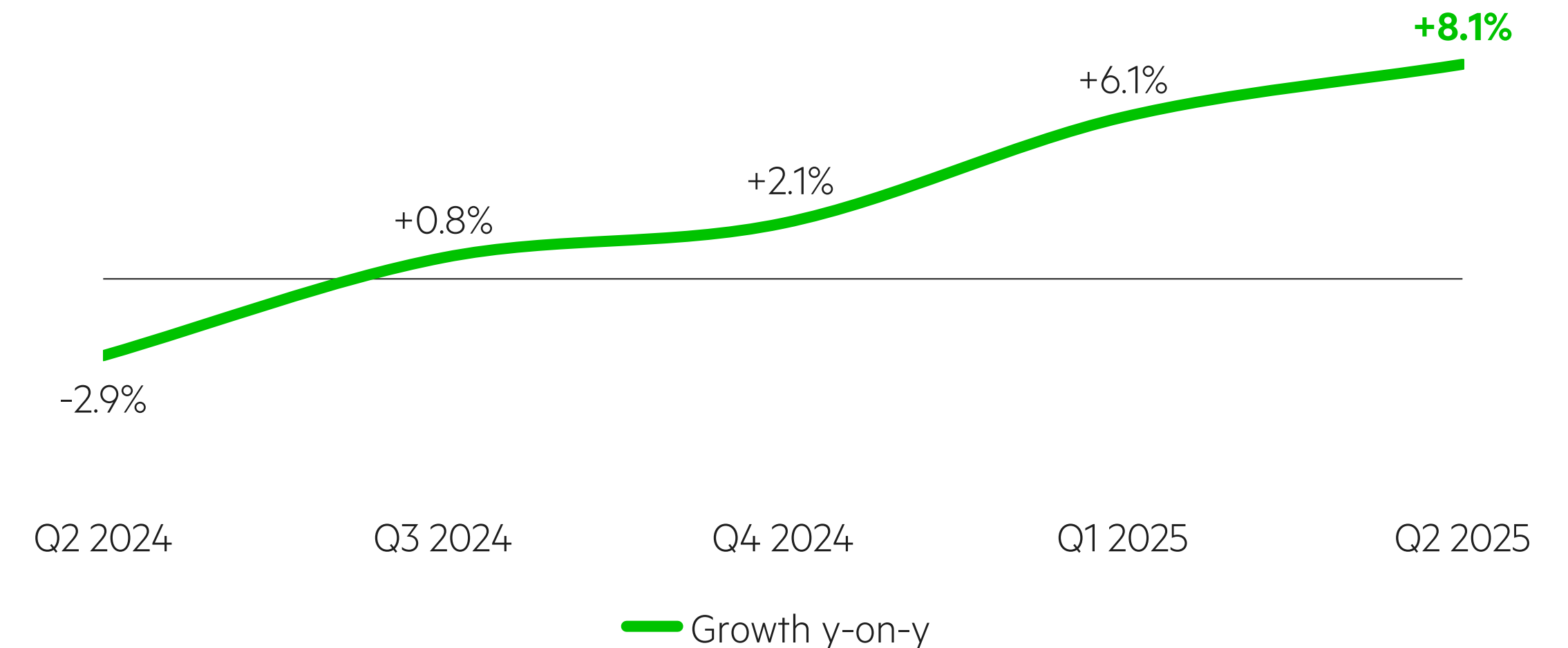
- Service revenues increased 8.1% y-on-y, mainly driven by continued momentum in international sponsored roaming
- Broadband service revenues grew 2.5% y-on-y, driven by higher fiber service revenues and higher revenues from PON Ethernet services to Glaspoort, partly offset by a lower base (-21k)
- Mobile service revenues increased 30% y-on-y, driven by the continued strong increase in international sponsored roaming volumes and base
- Other service revenues increased, mainly driven by an uptake in visitor roaming

Broadband customer base

(k)

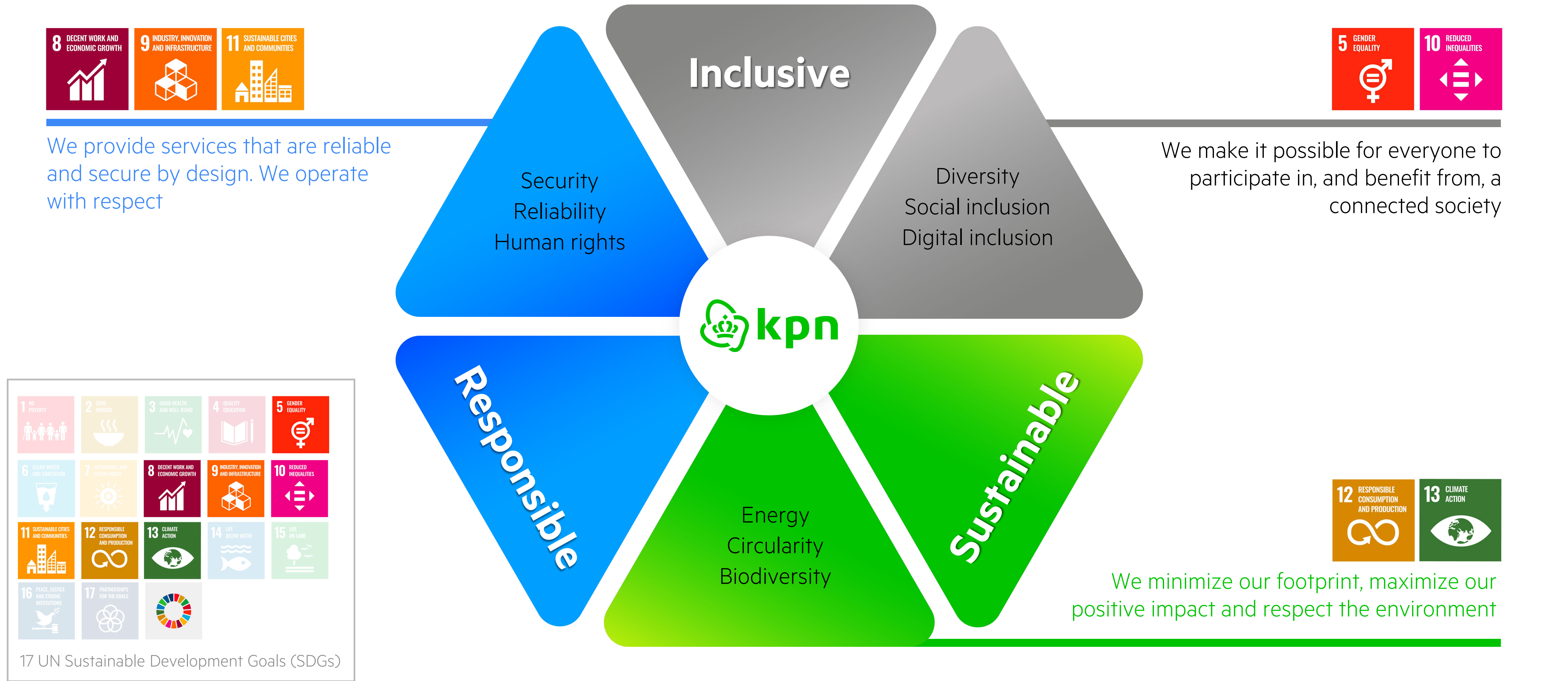


Adj. Service Revenue trend

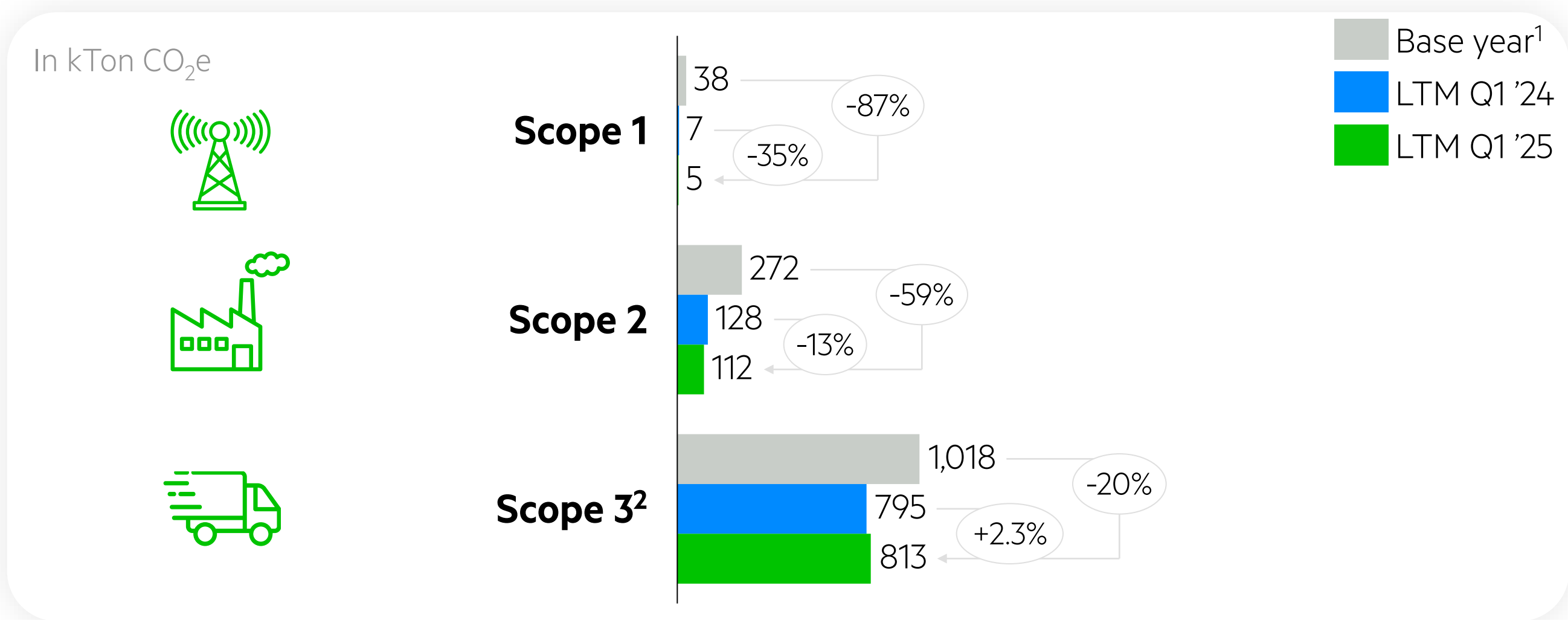


Segment revenues (€ m)	Q2 2024	Q2 2025	Δ y-on-y
Broadband service revenues	78	80	+2.5%
<i>o/w Fiber broadband</i>	38	44	+16%
<i>o/w Copper broadband</i>	36	31	-15%
<i>o/w Other</i>	4	6	+27%
Mobile service revenues	34	44	+30%
Other service revenues	46	46	+1.1%
Adj. Wholesale service revenues	158	171	+8.1%
Non-service revenues & Other	0	1	>100%
Adj. Wholesale revenues	158	172	+8.4%

ESG fully embedded in strategy



ESG dashboard: continued progress on ambitions



Scope 1 – Direct emissions

- Gross emissions, relating to fuel consumption car fleet, heating of buildings, consumption of coolants, fuel consumption of emergency power generators
- Ambition: 99% fossil fuel free cars added to company fleet in 2025**

Scope 2 – Indirect emissions

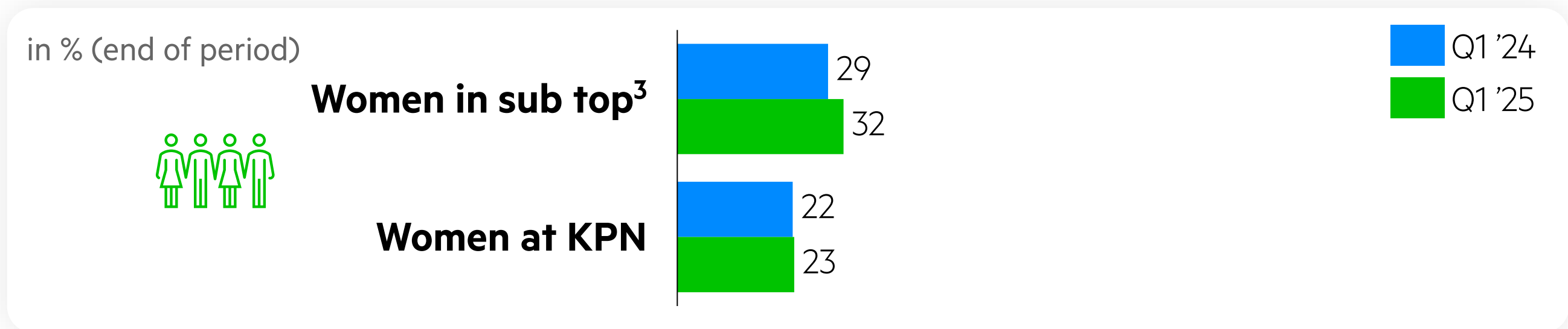
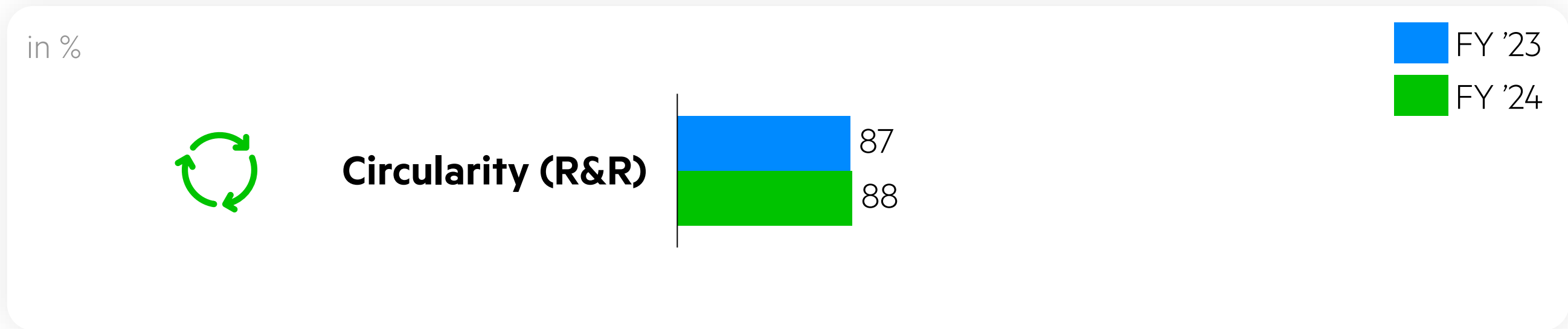
- Location based emissions, relating to usage of electricity of fixed and mobile networks, offices and shops and district heating/cooling
- Ambition: electricity consumption by KPN Group in 2030 reduced to <400 GWh**

Scope 3 – Emissions in value chain

- Emissions in the upstream value chain (production phase at suppliers)
- Emissions in the downstream value chain (use phase, recycling and disposal)
- FY'24 emissions increased y-on-y due to increased scope vs. last year
- Ambition: net zero CO₂e emissions in 2040**

Circularity

- Re-use and recycling (R&R) share of the outflow of KPN materials and waste destined to be reused, recycled, incinerated or landfilled
- Target: ≥86% re-use and recycling in 2025**



Diversity

- Achieved: Board of Management consists of 50% and Supervisory Board of 37.5% female members
- Ambition: 23% women at KPN and 36% women in sub top positions by 2025**

1. Baseline year is 2015
2. Scope 3 is measured from FY '23 to FY '24
3. Direct reports to Board of Management in management positions

Financial Performance



Summary: Q2 & H1 2025 results

Adjusted revenues

Q2 2025	H1 2025
€ 1,472m +5.8%	€ 2,889m +4.4%
Q2 2024 € 1,391m	H1 2024 € 2,768m

Adj. net indirect opex AL

Q2 2025	H1 2025
€ 421m +€ 1m	€ 840m -€ 3m
Q2 2024 € 420m	H1 2024 € 843m

Adjusted EBITDA AL

Q2 2025	H1 2025
€ 670m +6.4%	€ 1,303m +5.6%
Q2 2024 € 629m	H1 2024 € 1,235m

Q2 adjusted revenues +5.8% y-on-y

- Driven by growth in all segments
- Non-service revenues positively impacted by IPR benefit

Net profit

Q2 2025	H1 2025
€ 210m -7.6%	€ 378m -5.8%
Q2 2024 € 227m	H1 2024 € 401m

Liquidity position

H1 2025
€ 1,406m
Cash & short-term investments: € 331m Committed undrawn facilities: € 1,075m

Leverage ratio

H1 2025
2.5x
H1 2024 2.4x

Q2 adjusted EBITDA AL +6.4% y-on-y

- Driven by higher revenues and IPR benefit
- Underlying performance in line with plan

Capex

Q2 2025	H1 2025
€ 298m -12%	€ 592m -7.5%
Q2 2024 € 337m	H1 2024 € 640m

Operational Free Cash Flow

Q2 2025	H1 2025
€ 372m +27%	€ 712m +20%
Q2 2024 € 292m	H1 2024 € 595m

Free Cash Flow

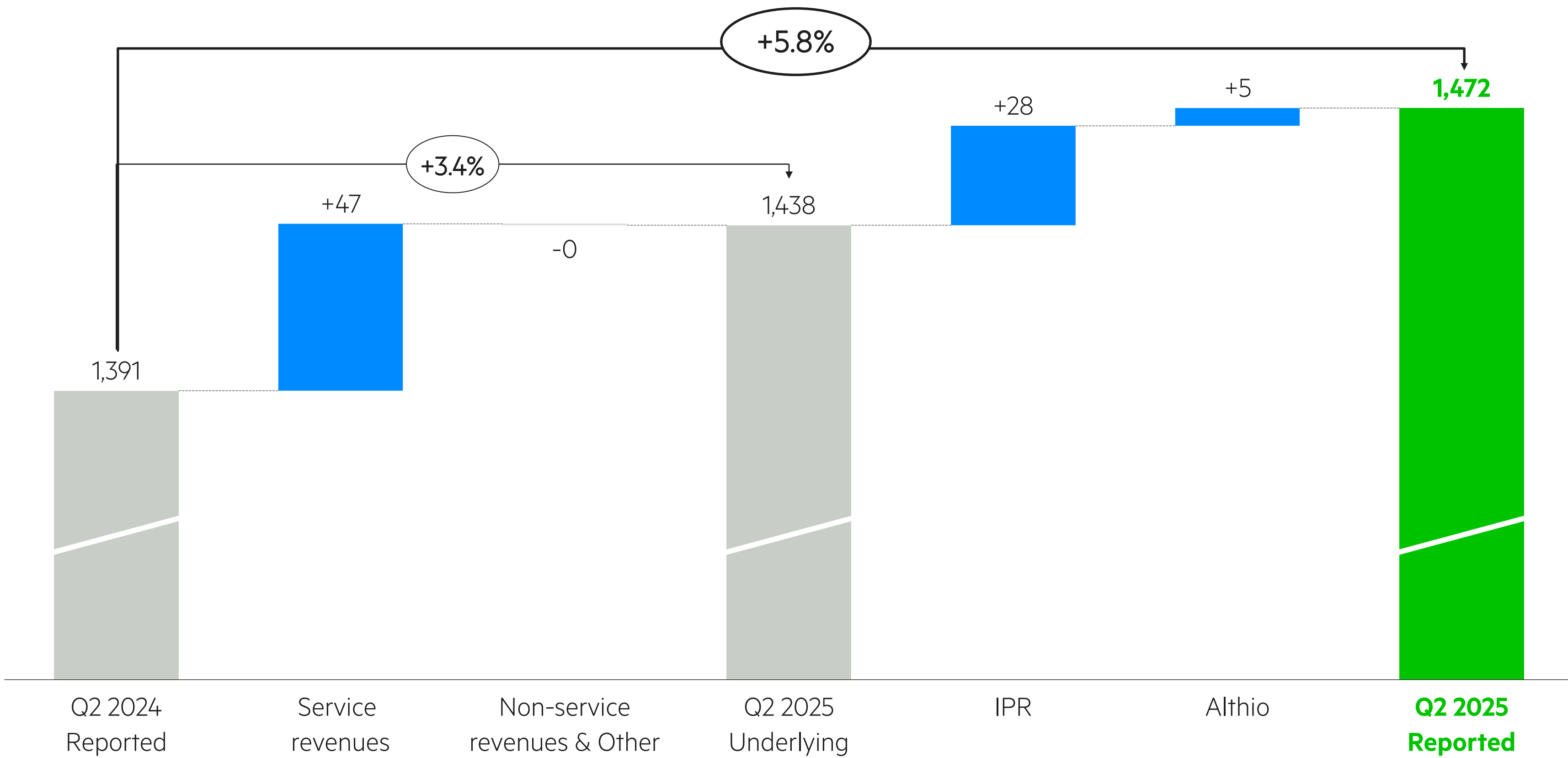
Q2 2025	H1 2025
€ 180m -14%	€ 309m -15%
Q2 2024 € 210m	H1 2024 € 364m

H1 FCF of € 309m (-15% y-on-y)

- Impacted by phasing of working capital and higher interest payments and cash taxes, as anticipated

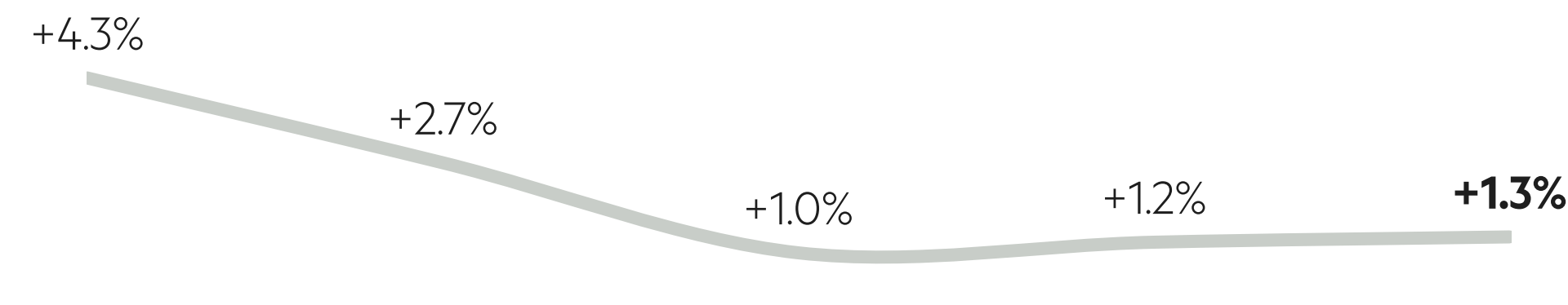
Adjusted revenue growth partly driven by other effects

Adjusted revenues
(€ m)

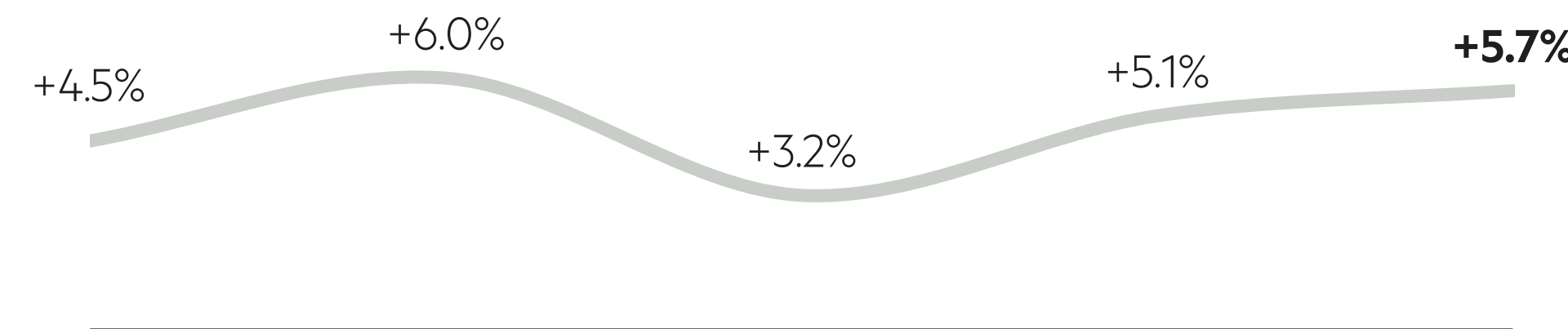


Continued Group service revenue growth, supported by all segments

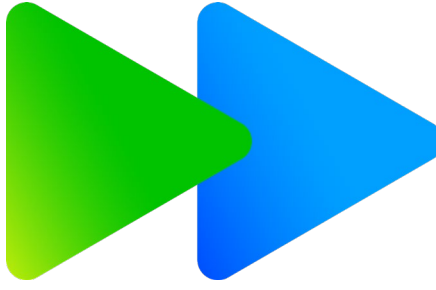
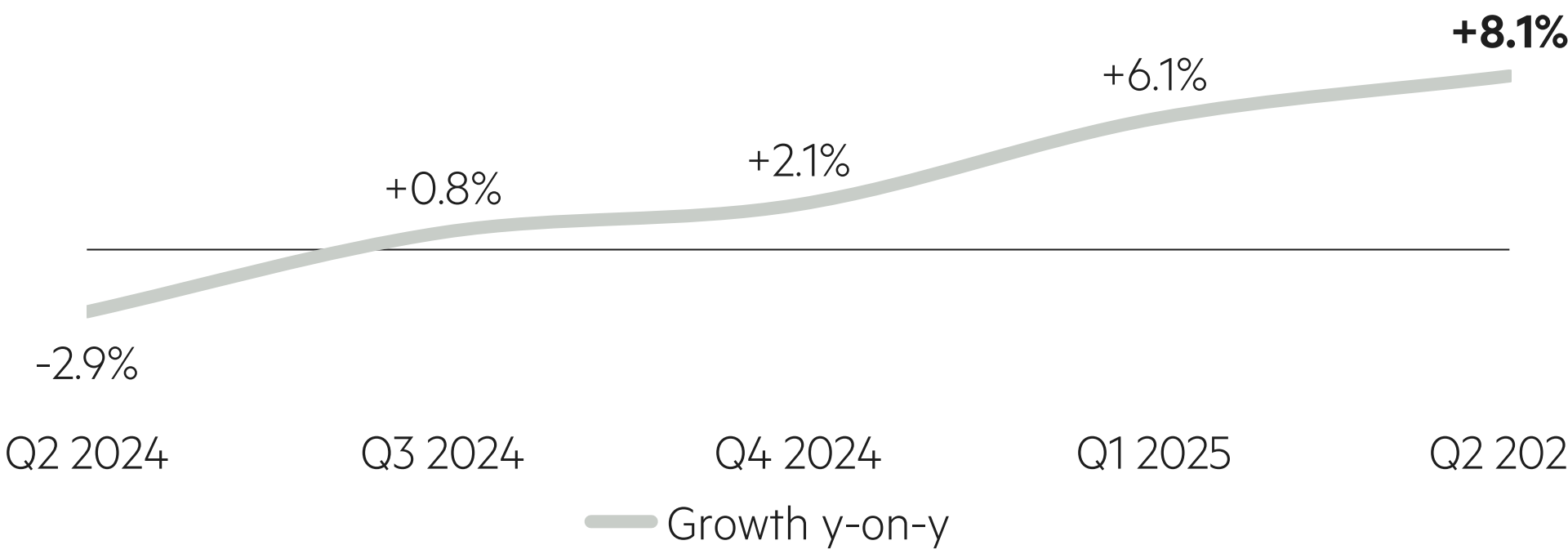
Consumer



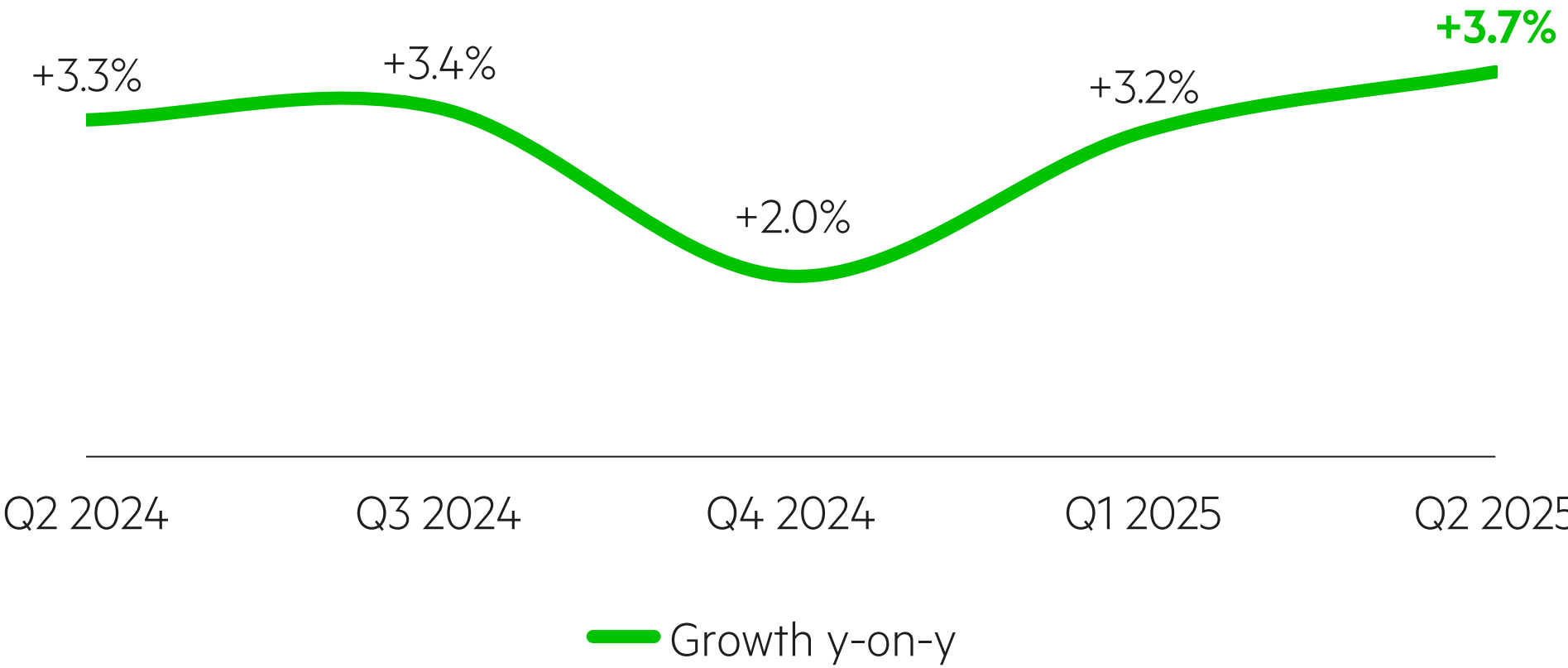
Business



Wholesale



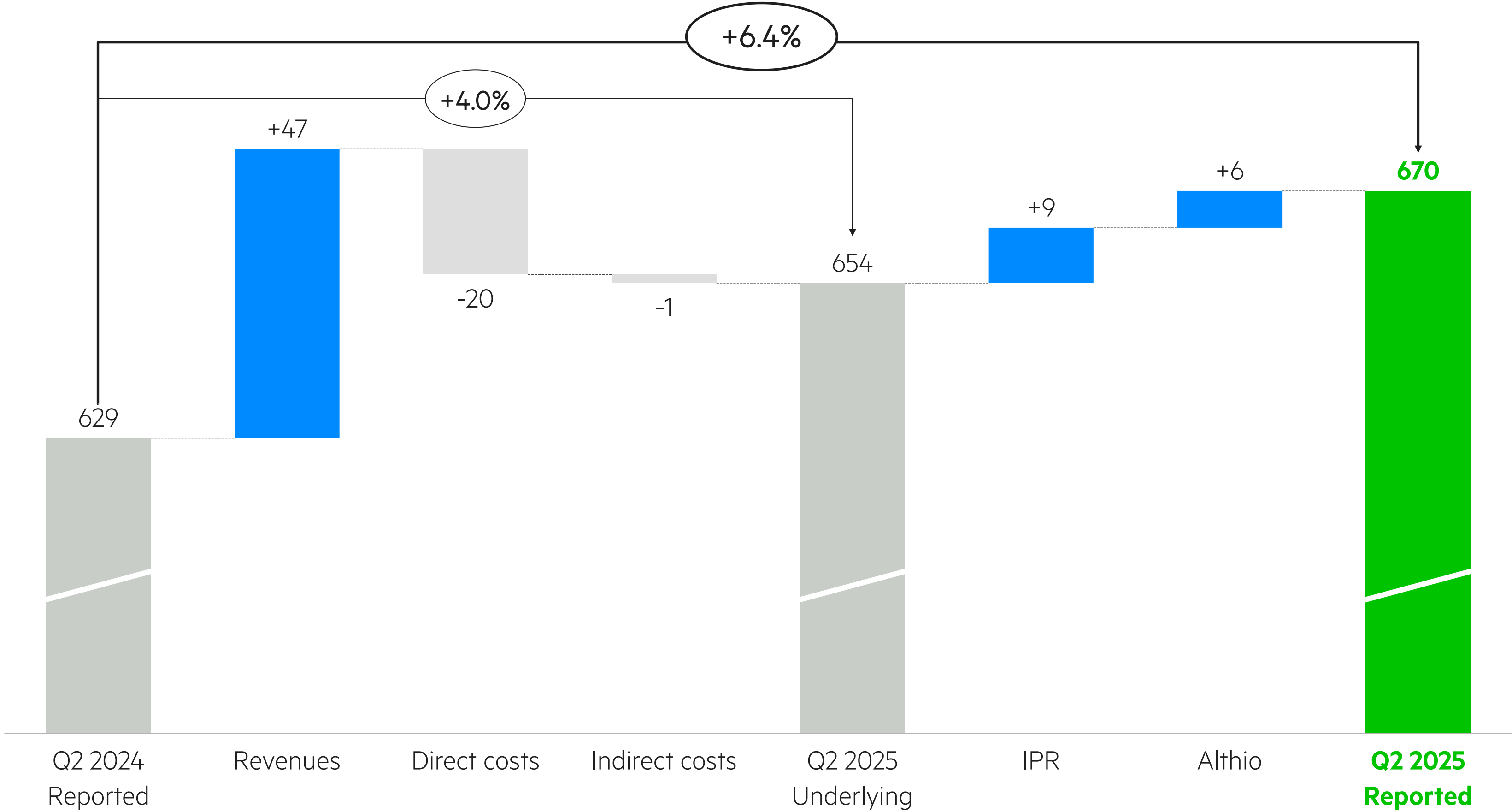
Total Group service revenues



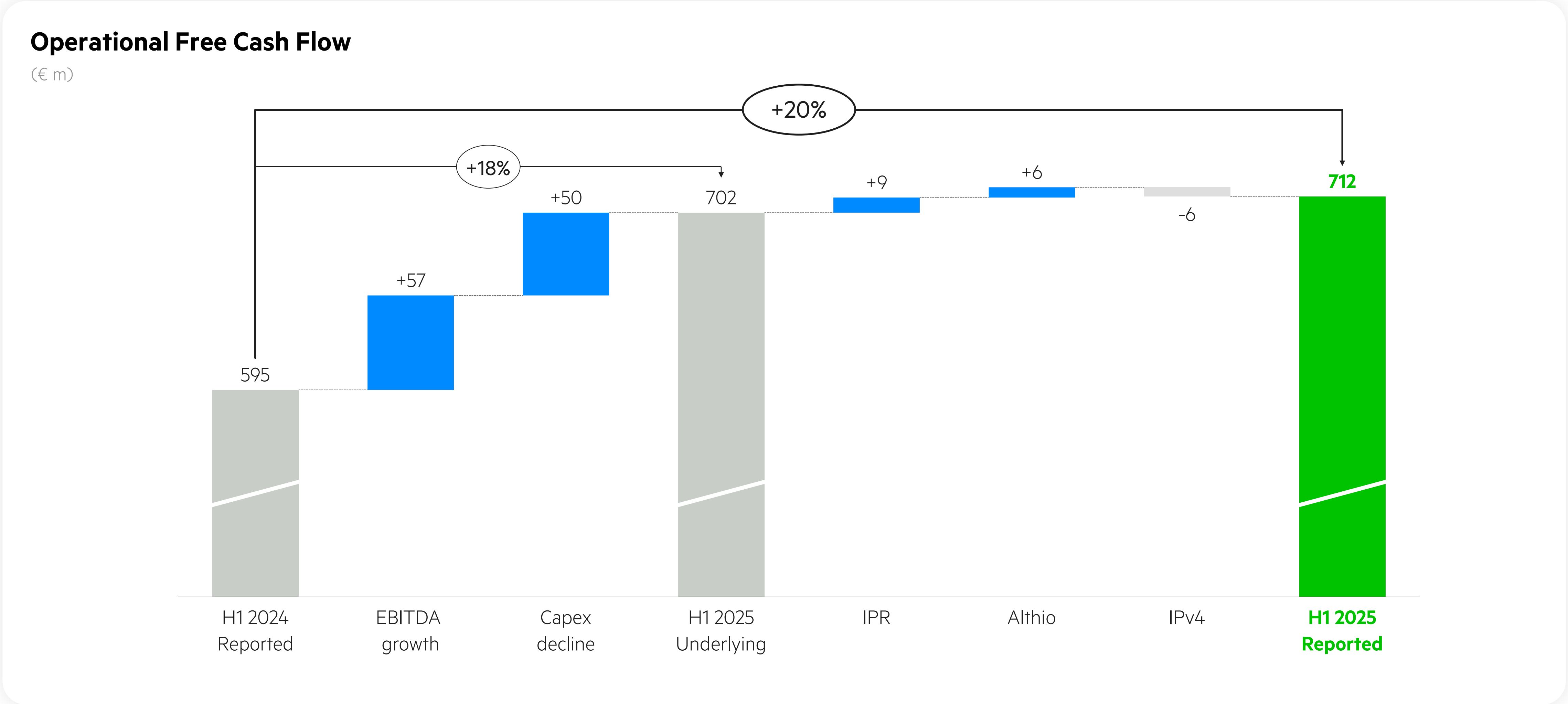
Adjusted EBITDA AL growth mainly driven by higher revenues

Adjusted EBITDA AL

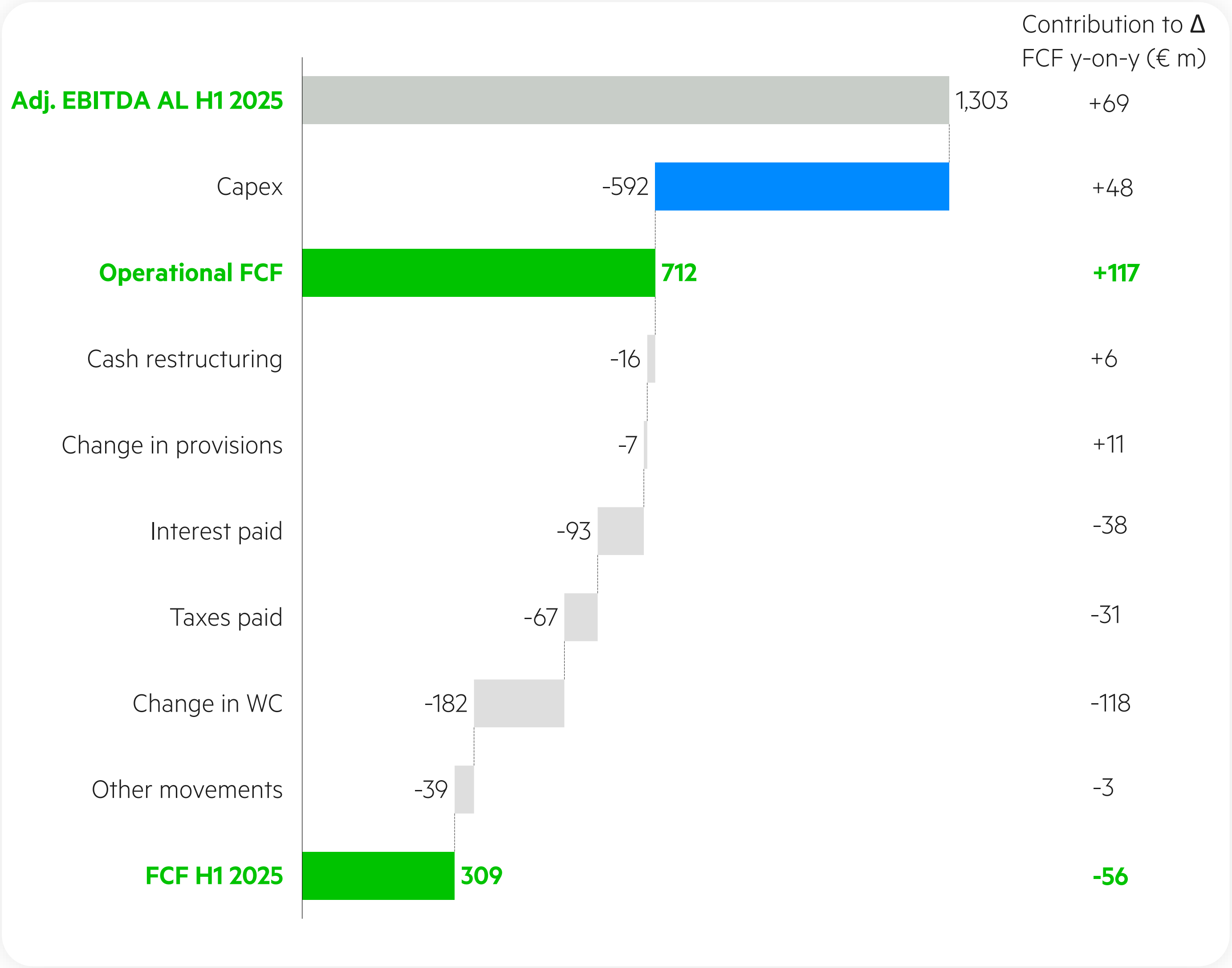
(€ m)



Solid H1 Operational Free Cash Flow growth



H1 FCF mainly impacted by phasing of Working Capital



- ▶ **H1 2025 FCF** of **€ 309m**, 15% lower y-on-y mainly due to:
- Phasing of working capital
 - Higher interest payments and cash taxes
 - Partly offset by higher EBITDA and lower Capex

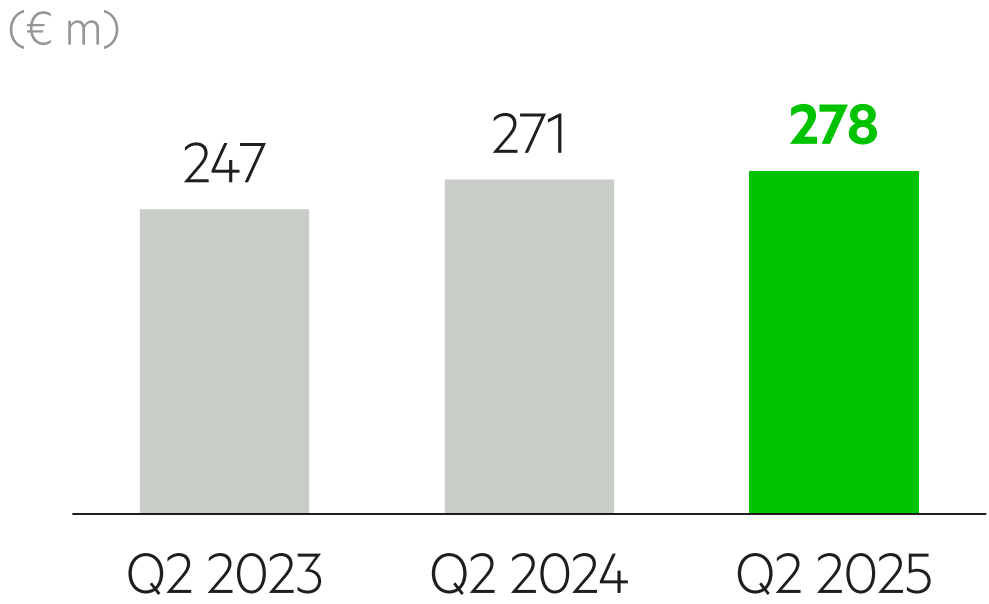
▶ Cash & short-term investments of **€ 331m** per 30 June 2025

(€m)	H1 2024	H1 2025	Δ y-on-y
Free Cash Flow	364	309	-15%
<i>As % of adj. revenues</i>	<i>13.2%</i>	<i>10.7%</i>	
Acquisitions & disposals	-182	-114	-37%
Change in short-term investments	-74	84	n.m.
Other investing cash flow	23	17	-26%
Dividends paid	-382	-395	+3.4%
Share repurchase	-200	-208	+4.1%
Other financing cash flow	682	-40	n.m.
Cash flow from discontinued operations	-	-	n.m.
Change in net cash & cash equivalents	231	-348	n.m.
Net cash & cash equivalents BoP	609	662	+8.7%
Change in net cash & cash equivalents	231	-348	n.m.
Net cash & cash equivalents EoP	840	314	-63%

Steadily improving Return on Capital

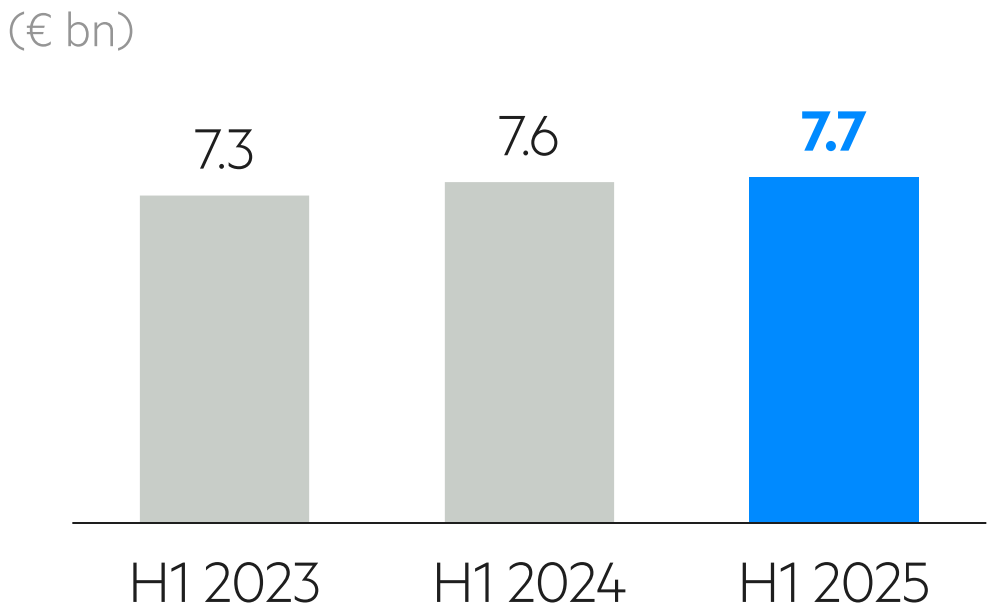
NOPLAT

- Improving adjusted EBITDA AL

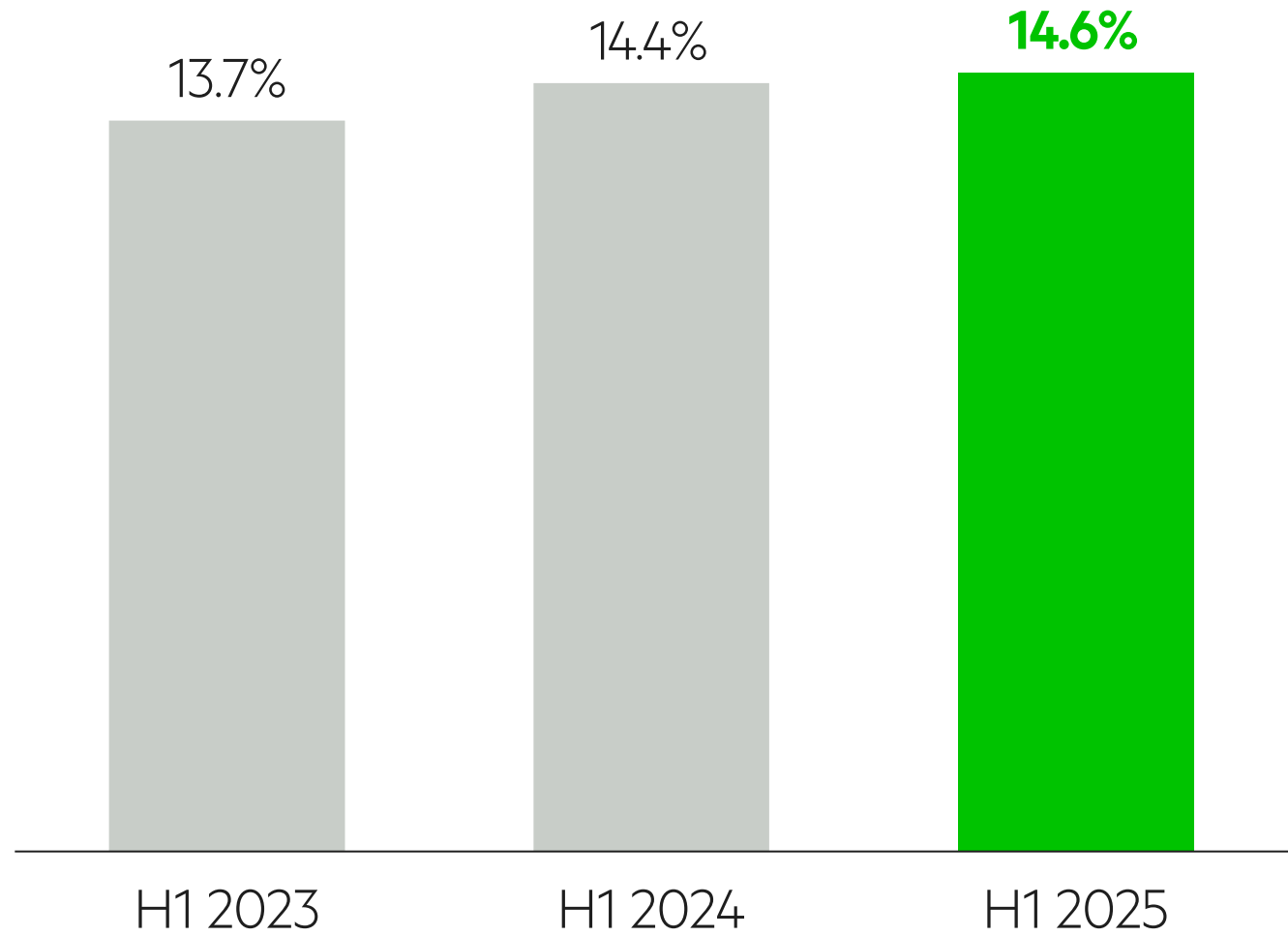


Capital Employed

- Increasing due to network investments



ROCE¹

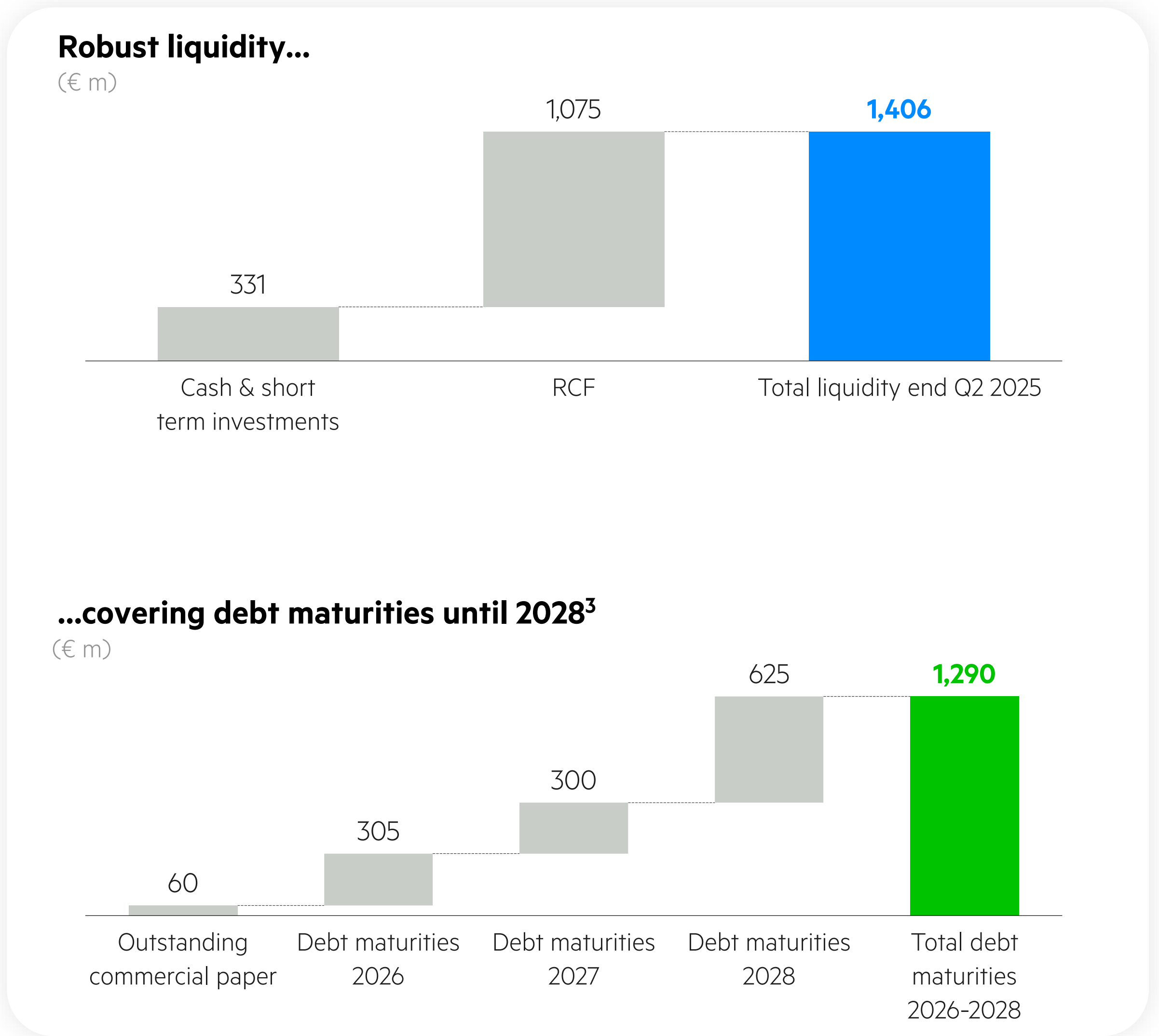


1. ROCE is calculated on a 4-quarter average rolling basis

Robust liquidity position, committed to investment-grade credit profile



- Decrease in Gross debt driven by Q2 '25 senior bond redemption
- Increase in Net debt driven by dividend and share buyback payments, partly offset by FCF generation
- Leverage ratio 0.1x higher q-on-q and y-on-y at 2.5x
- Strong liquidity position of € 1.4bn covering debt maturities until end 2028³
- Average cost of senior debt 11bps lower q-on-q at 3.57% (-34bps y-on-y)



1. LTM adjusted EBITDA AL / LTM net interest paid (excl. lease interest, incl. perpetual hybrid coupon)
2. Net debt (excl. leases) / LTM adjusted EBITDA AL 3. Excluding optional call redemptions on hybrid bonds

FY 2025 outlook raised; mid-term ambitions reiterated

**Old outlook
FY 2025**

**New outlook
FY 2025**

**Ambitions
FY 2027¹**

Service revenues

~3%

~3%

~3% CAGR

Adj. EBITDA AL

>€ 2,600m

>€ 2,630m

~3% CAGR

Capex

~€ 1.25bn

~€ 1.25bn

<€ 1.0bn

Free Cash Flow

~€ 920m

>€ 940m

~7% CAGR

Highlights: KPN delivers a strong quarter; full-year 2025 outlook raised

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- ▶▶ **Solid commercial momentum** in Consumer broadband (+13k) and postpaid (+37k)
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- ▶▶ **Adj. EBITDA AL** +6.4% y-on-y in Q2 2025, o/w +1.4% IPR benefit and +1.0% Althio
- ▶▶ **H1 Free Cash Flow** at € 309m, progressing according to plan
- ▶▶ **Leading the Dutch fiber market**, now covering two-thirds of the Netherlands
- ▶▶ **FY 2025 outlook raised** to >€ 2,630m adj. EBITDA AL and >€ 940m FCF



Appendices

- I Tax
- II Debt portfolio

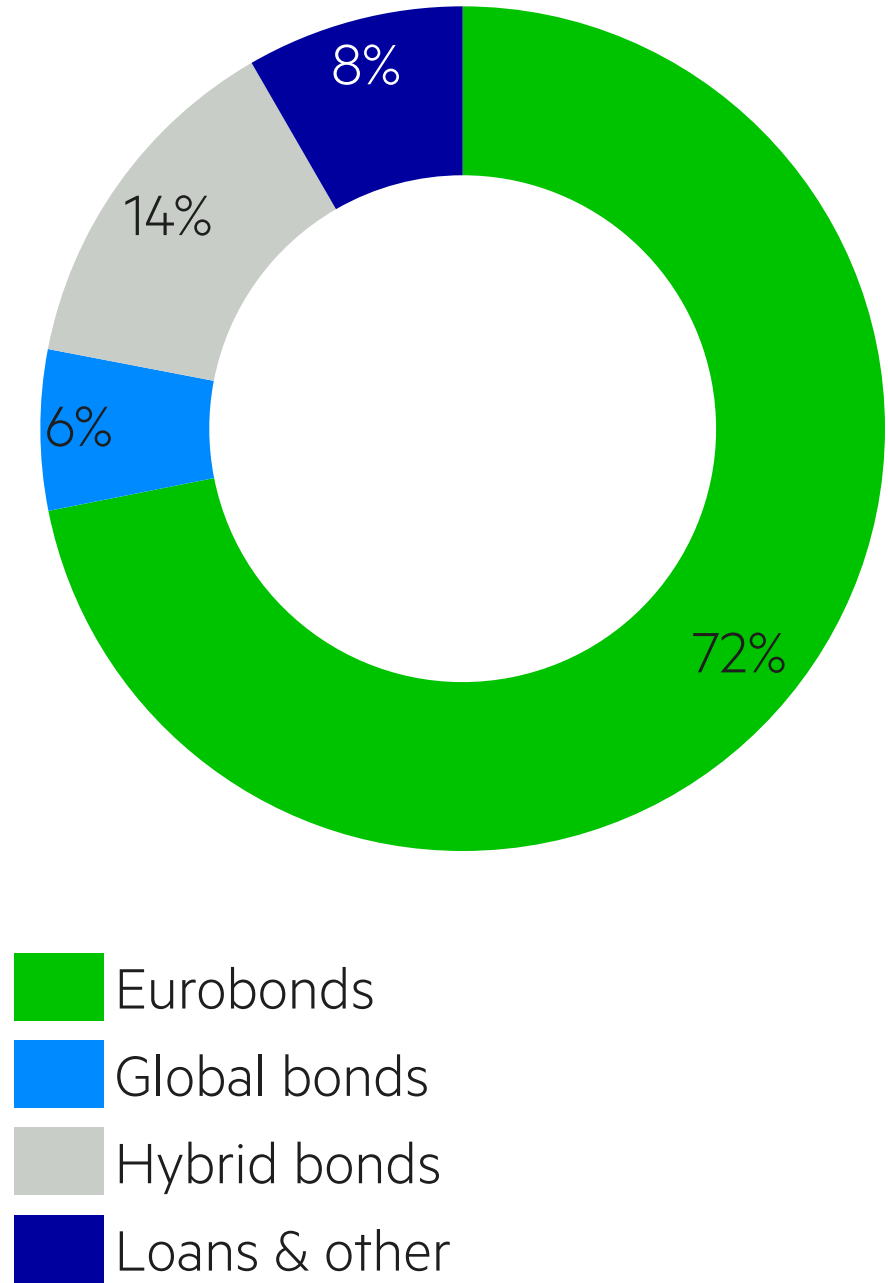
I. Tax Q2 & H1 2025

Regions (€ m)	P&L		Cash flow		P&L		Cash flow	
	Q2 2024	Q2 2025	Q2 2024	Q2 2025	H1 2024	H1 2025	H1 2024	H1 2025
The Netherlands	-67	-64	-28	-41	-113	-115	-37	-67
Other								
Total reported tax	-67	-64	-28	-41	-113	-115	-37	-67
Of which discontinued operations								
Reported tax from continuing operations	-67	-64	-28	-41	-113	-115	-37	-67
Effective tax rate continuing operations	22.7%	23.0%			21.9%	23.0%		

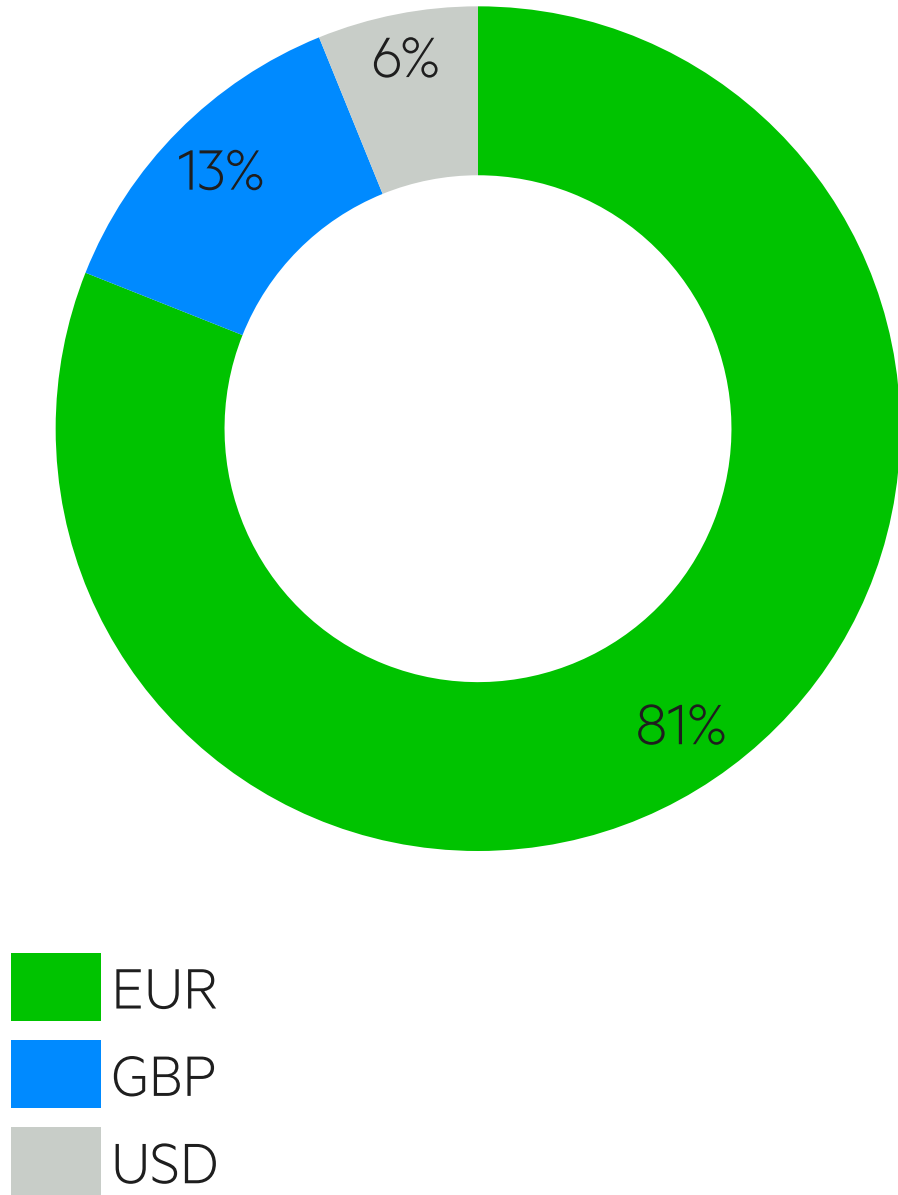
- The effective tax rate was mainly influenced by the Innovation Box facility, one-off effects¹ and the tax effect of perpetual hybrid bonds
- The normalized tax rate is ~23% for 2025 (adjusted for iBox, one-off effects¹ and the tax effect of perpetual hybrid bonds)
- For 2025, the effective tax rate is expected to be **~23%**

II. Debt portfolio

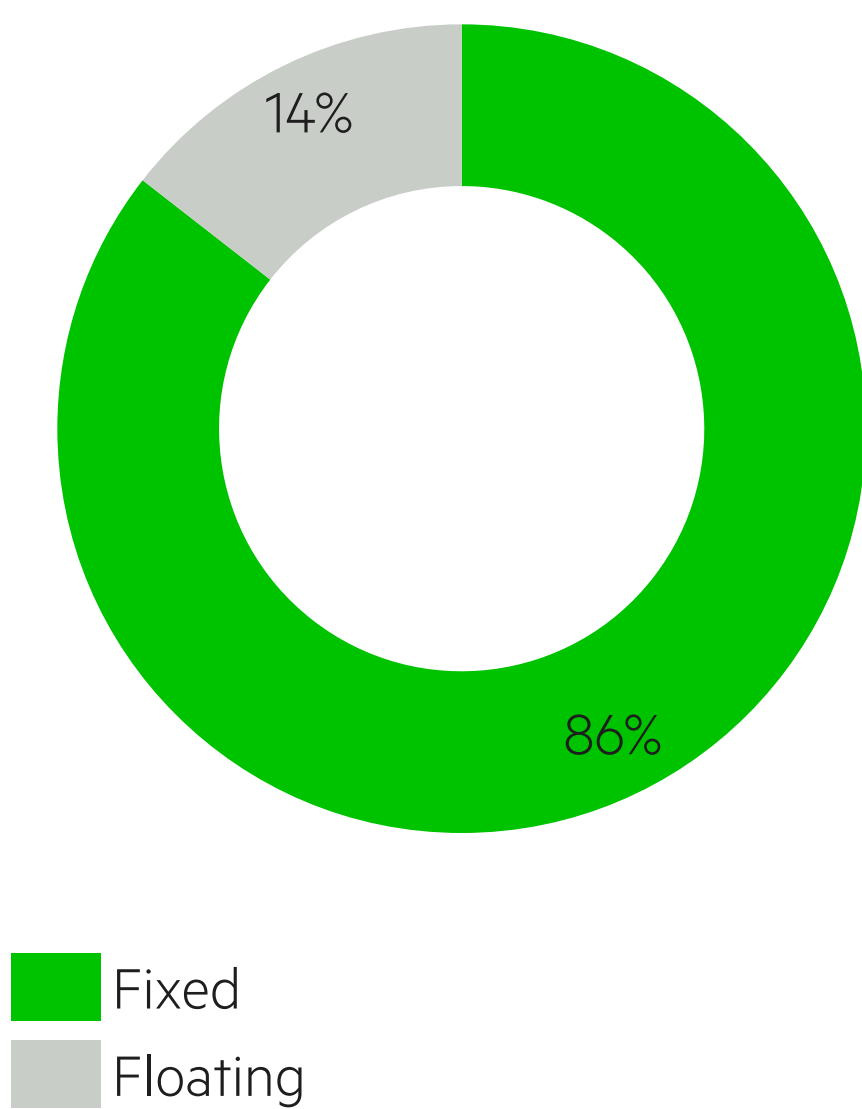
Nominal debt by type¹



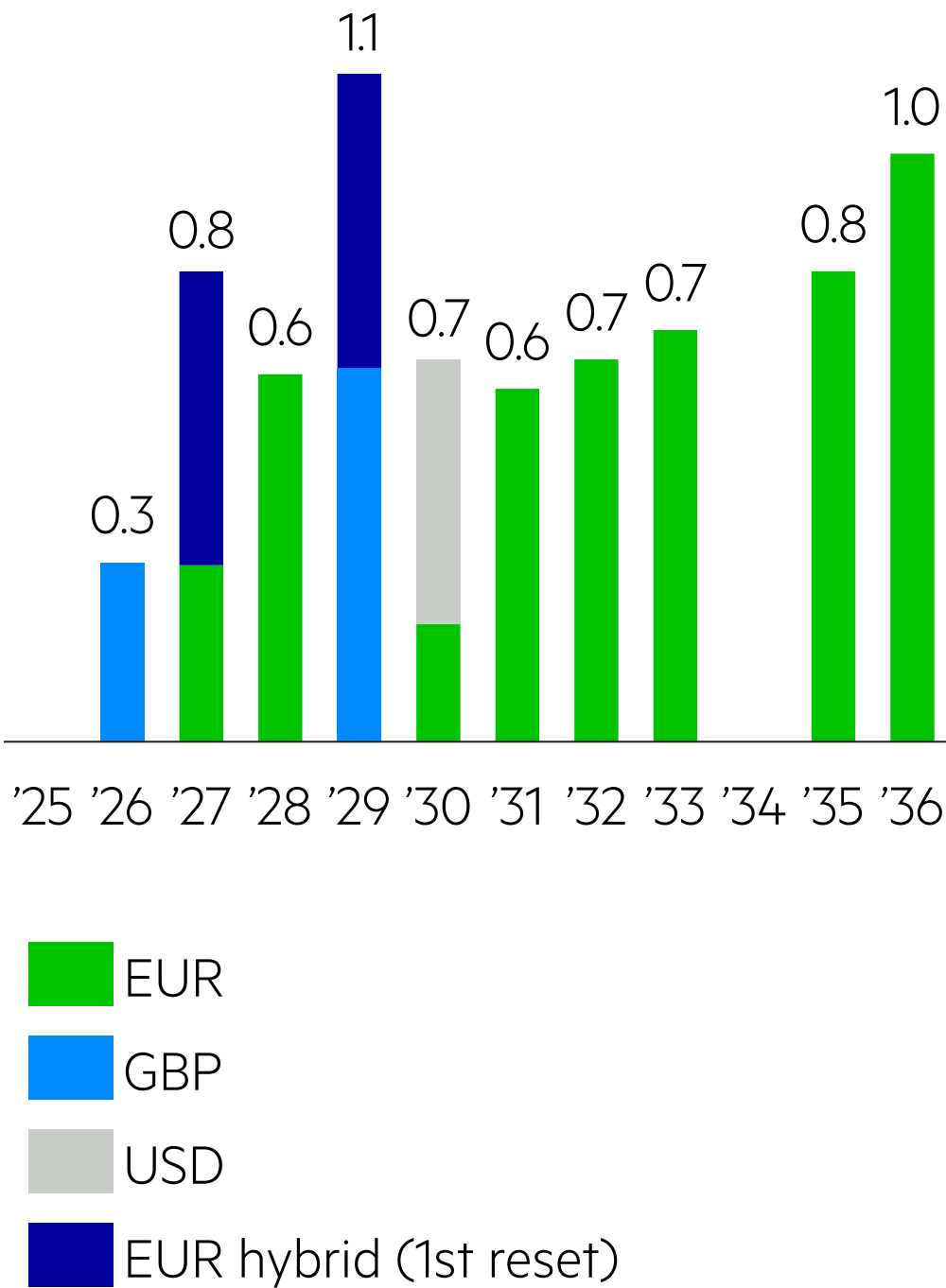
Nominal debt by currency¹



Fixed vs. floating interest¹



Debt redemption profile²



1. Based on the nominal value of interest-bearing liabilities after swap to EUR as per 30 June 2025
2. Includes outstanding bonds and loans, excluding commercial paper



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