Connect Activate Grow

KPN Q2 & H1 2026 Results | July 2026

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 2025. 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 2025 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 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 (including interest and dividends received and interest paid, excluding M&A transaction and integration costs) plus proceeds from disposals of real estate and (in)tangible assets part of the Legacy Asset Strategy, minus Capex (investments in PPE and software) and repayments of lease liabilities. 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 2025. 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 2025, unless stated otherwise.

Highlights: KPN delivers solid first half year, with resilient earnings and cash flow

- **Group service revenues increased** 0.8% y-on-y, driven by Consumer (+1.9%), SME (+6.9%) and Wholesale (+1.0%)
- **Consumer service revenue trend further improved**, driven by both mobile (+3.2%) and fixed (+1.3%)
- **Business service revenues** -1.1% y-on-y, mainly impacted by lower revenues from low-margin TS (-19%)
- **Adj. EBITDA AL at** € 668m (-0.3% y-on-y) in Q2 2026, or +3.4% excl. prior-year IP sales and IPR benefits
- **H1 2026 Free Cash Flow at** € 329m, progressing according to plan
- **Leading the Dutch fiber market**, connecting 83k new homes and activating 41k fiber homes[1]
- **KPN partnered with Schwarz Digits** to launch a European sovereign cloud in the Netherlands
- **FY 2026 service revenue growth outlook** estimated at ~1.5% y-on-y, despite expected acceleration to ~2-2.5% in H2'26
- **FY 2026 outlook for adj. EBITDA AL, Capex and Free Cash Flow** reiterated
- **KPN reiterates mid-term ambitions**, including cumulative shareholder distributions

1. Includes Glaspoort and third party with a call option

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

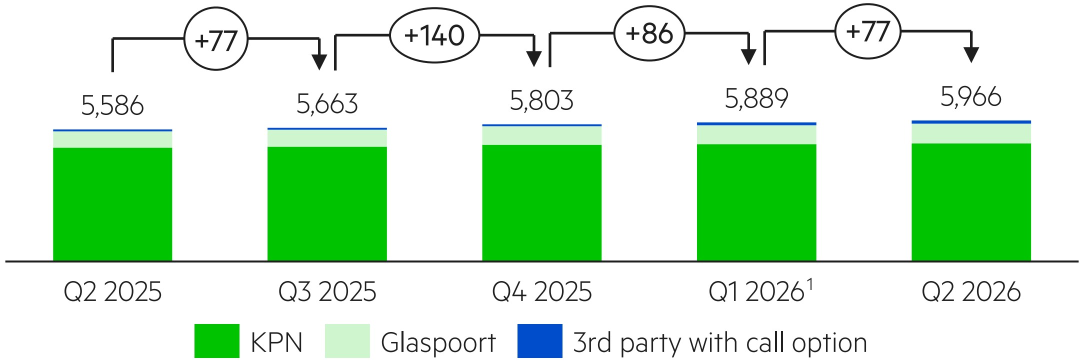
Purpose	**We go all out to connect everyone in the Netherlands to a sustainable future**		
Strategic Missions	**Connect** **Connect with our customers to deliver on their needs** Earning our customers' loyalty through converged services & solutions that are truly relevant to them	**Activate** **Activate 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%**

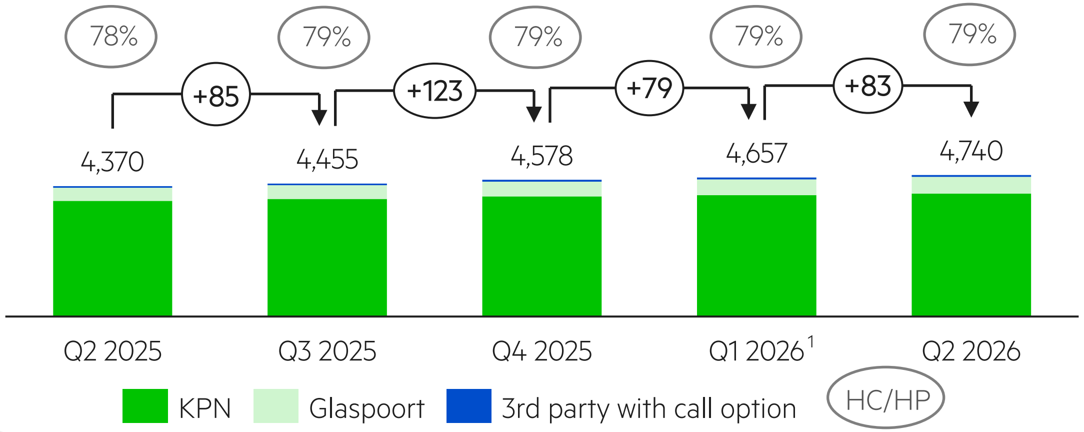
Connect, Activate & Grow

Solid progress in fiber connections, turning coverage into customers

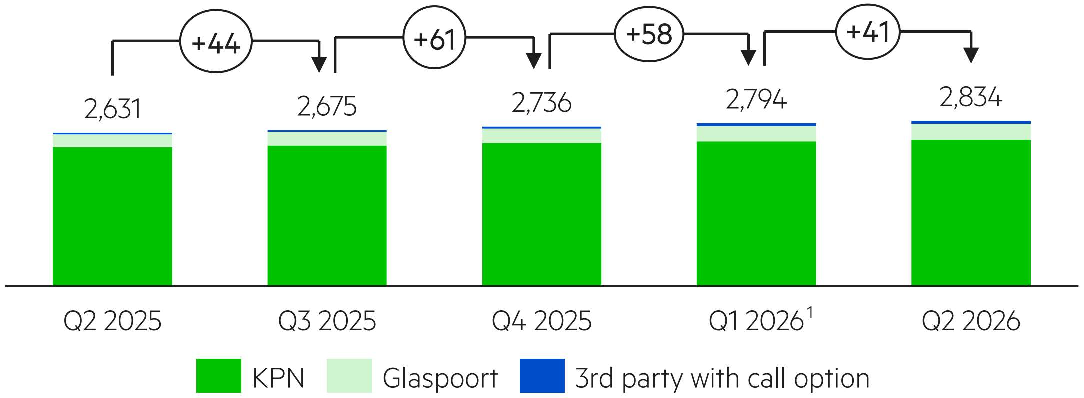
Continuously expanding fiber footprint
Homes passed (k)



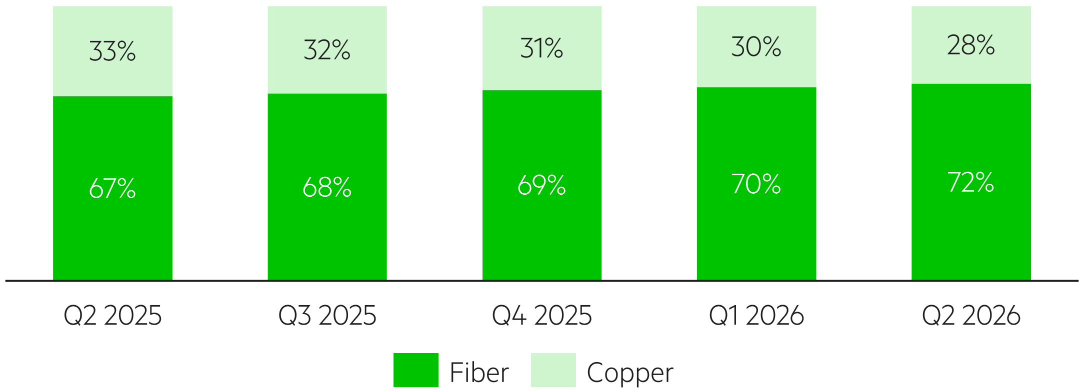
Turning coverage into connections
Homes connected (k)



Activating customers
Homes activated (k)



Currently >70% of our retail base on fiber



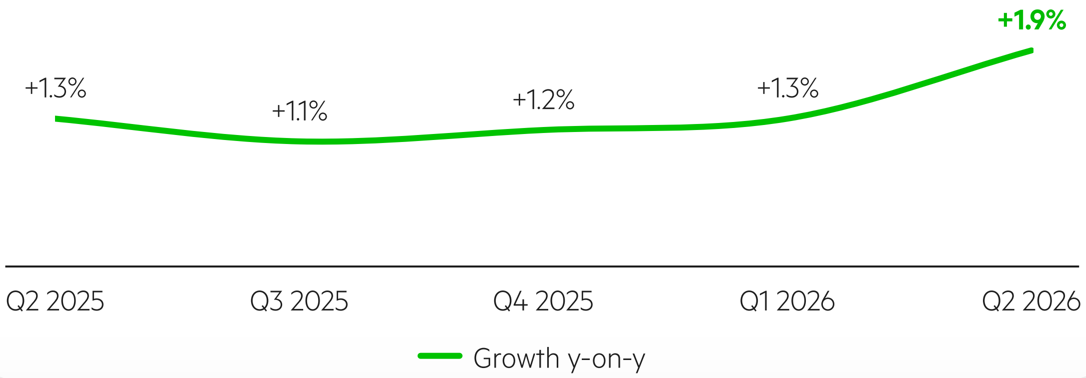
1. A definition alignment with KPN resulted in Q1 2026 adjustments of +31k HP, +2k HC and +13k HA.

B2C: Service revenue trend further improved across both fixed and mobile

Key take-aways

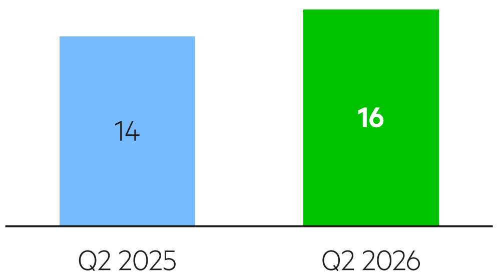
- Consumer service revenue accelerated to +1.9%, driven by Fixed and Mobile
- Fiber growth (+7.7%) more than offset copper and legacy declines, resulting in +1.3% fixed service revenue growth
- Mobile service revenues increased 3.2%, driven by both base and ARPU growth
- Ongoing positive net adds in both postpaid (+18k) and broadband (+4k[1])
- Converged penetration increased y-on-y; 61% of fixed and 67% of mobile base now converged, supporting customer loyalty and value growth
- NPS improved y-on-y, reinforcing KPN's position as a trusted and secure provider

Adj. Service Revenue trend



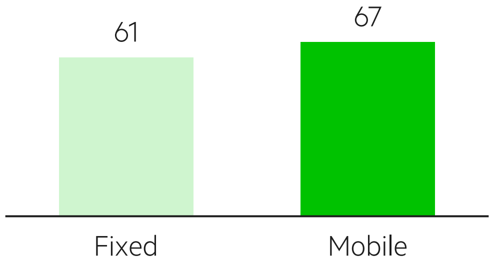
NPS[2]

(YTD)



Converged customer base

In %

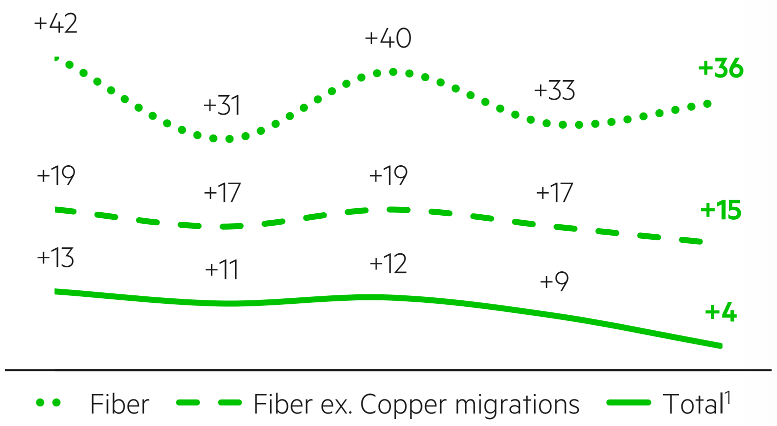


Segment revenues (€ m)	**Q2 2025**	**Q2 2026**	**Δ y-on-y**
Fixed service revenues	472	477	+1.3%
o/w Fiber broadband	*314*	*338*	*+7.7%*
o/w Copper broadband	*147*	*130*	*-11%*
o/w Other Fixed	*11*	*9*	*-15%*
Mobile service revenues	226	234	+3.2%
Adj. Consumer service revenues	**698**	**711**	**+1.9%**
Non-service revenues & other	59	73	+22%
Adj. Consumer revenues	**757**	**784**	**+3.5%**

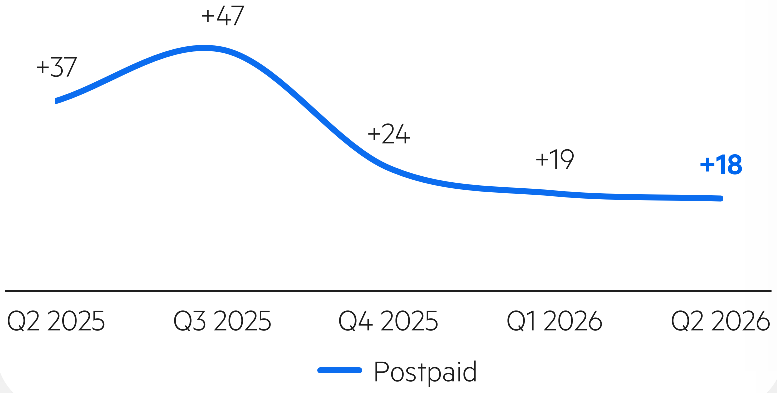
1. Corrected for migrations to, and new customers of, business propositions (5k in Q2 2026) | 2. Source: Kantar TNS

B2C: Fixed and Mobile growth driven by base and ARPU expansion

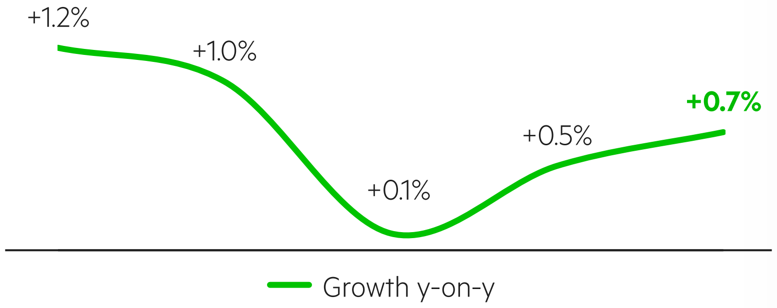
Continued positive net adds in broadband
(k)



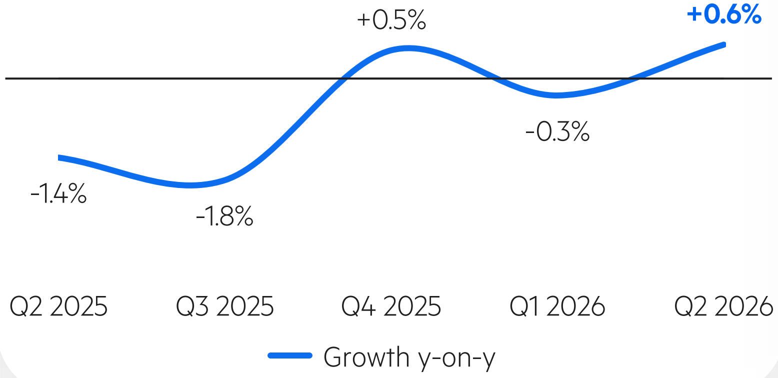
Solid postpaid net adds
(k)



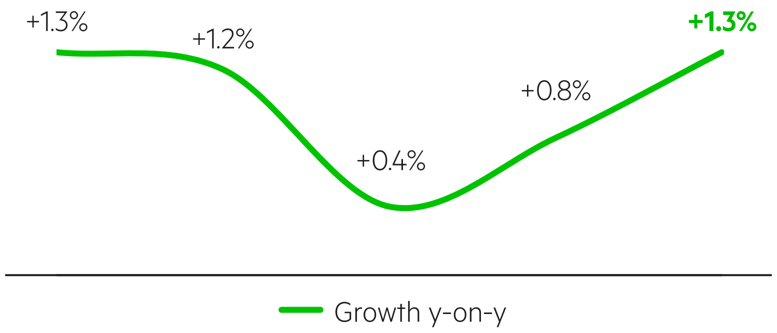
Fixed ARPU continues to grow
Q2 2026: **€ 54**



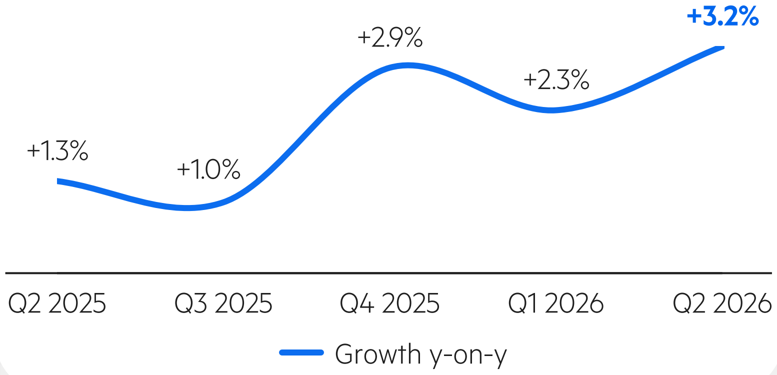
Mobile ARPU returned to growth
Q2 2026: **€ 17**



Fixed service revenue trend improved



Mobile service revenue trend improved



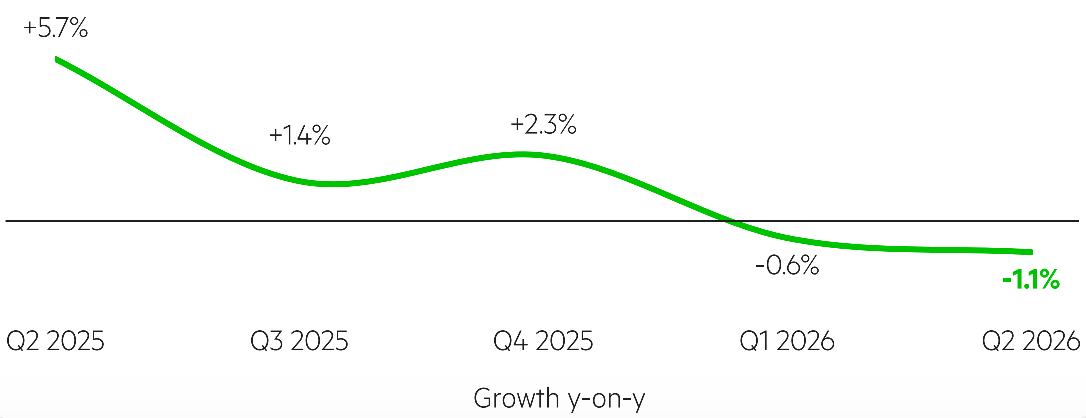
1. Total broadband net adds. Corrected for migrations to, and new customers of, business propositions (5k in Q2 2026, 5k in Q1 2026, 6k in Q4 2025, 5k in Q3 2025 and 4k in Q2 2025)

B2B: Strong SME growth offset by declines in low-margin Tailored Solutions and LCE

Key take-aways

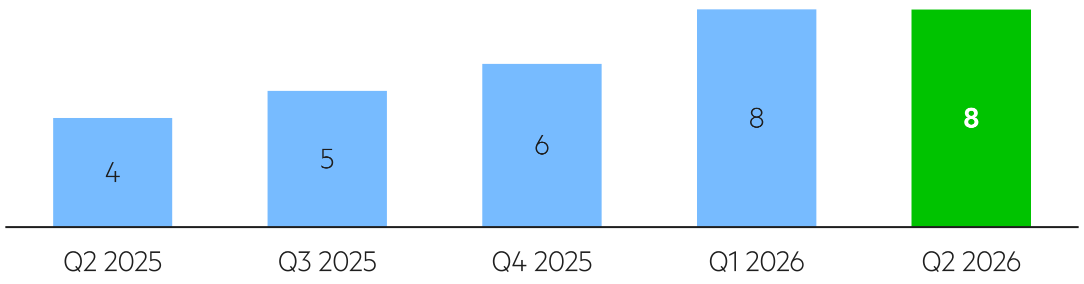
- Strong commercial momentum with +5k broadband and +39k mobile net adds
- SME increased 6.9% y-on-y, driven by Broadband, Mobile and Cloud & Workspace
- LCE decreased 1.0%, as growth in Mobile, CPaaS and Security was more than offset by declines in legacy services and Cloud & Workspace
- Tailored Solutions decreased 19%, reflecting a strong prior-year performance and ongoing margin focus through contract changes
- NPS at +8, as customers continue to value the stability, reliability, quality and security of KPN's products and services

Adj. Service Revenue trend



Industry-leading NPS[1]

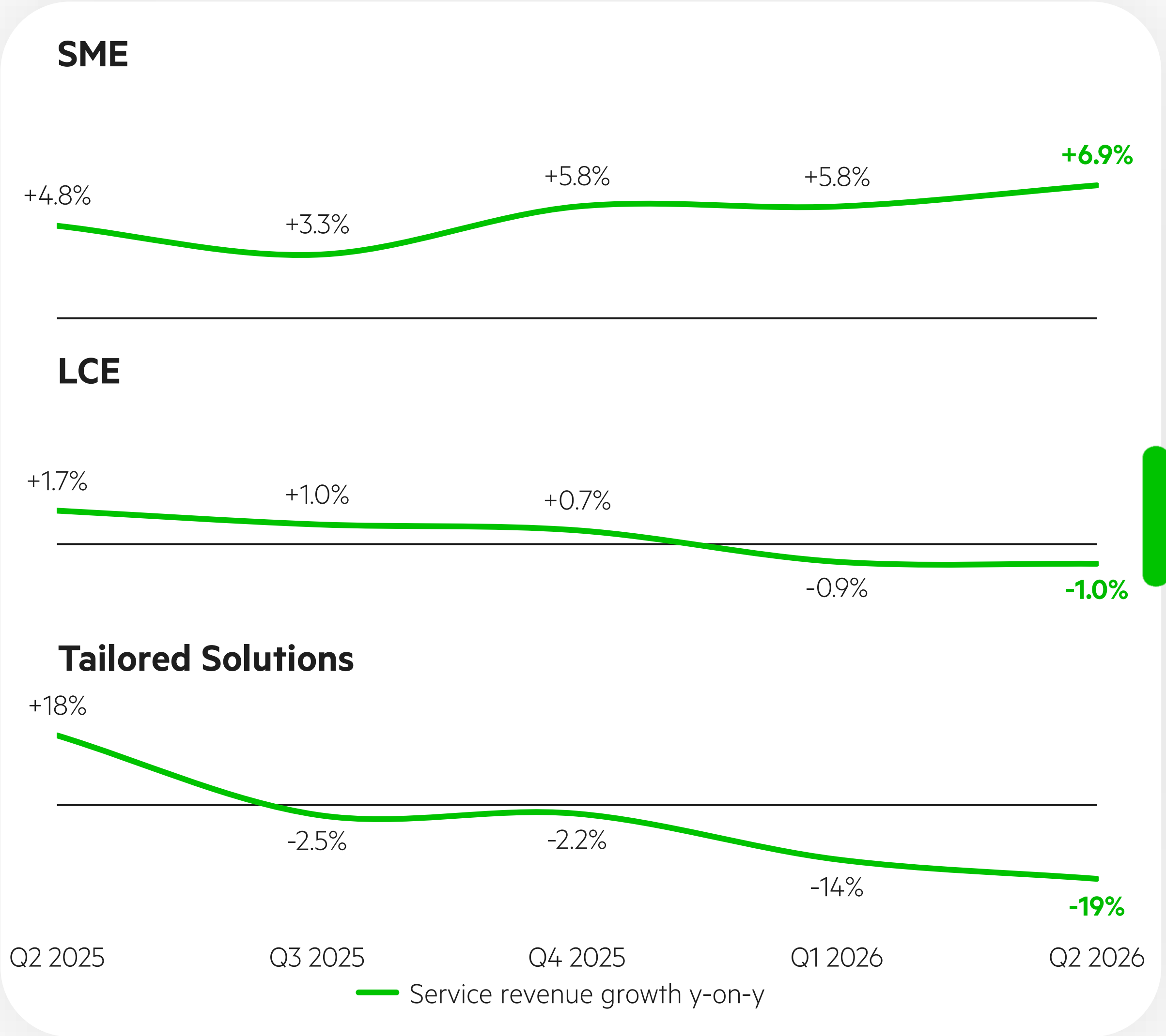
(YTD)

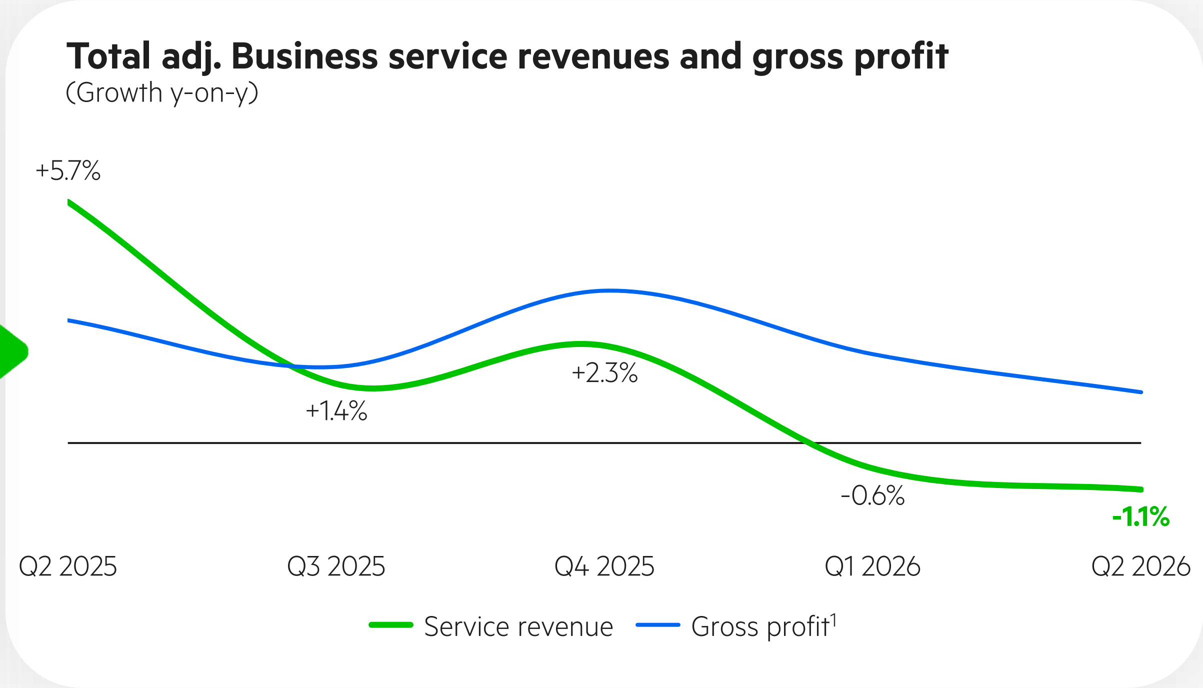


Segment revenues (€ m)	**Q2 2025**	**Q2 2026**	**Δ y-on-y**
SME	193	207	+6.9%
LCE	185	183	-1.0%
Tailored Solutions	89	72	-19%
Adj. Business service revenues	**467**	**462**	**-1.1%**
Non-service revenues & other	19	26	+39%
Adj. Business revenues	**486**	**488**	**+0.4%**

1. Source: Kantar TNS

B2B: Value-over-volume strategy preserves profitability amid revenue pressure





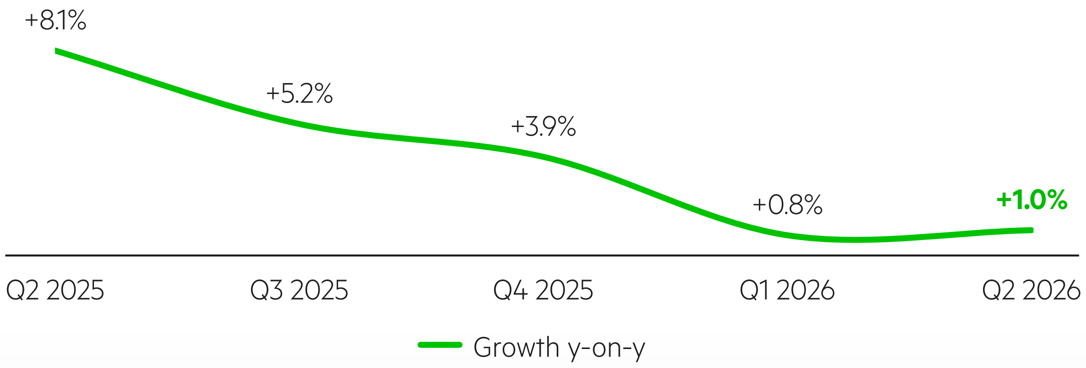
1. Gross profit = Adjusted revenues – Cost of goods & services

Wholesale: International sponsored roaming continued to drive growth

Key take-aways

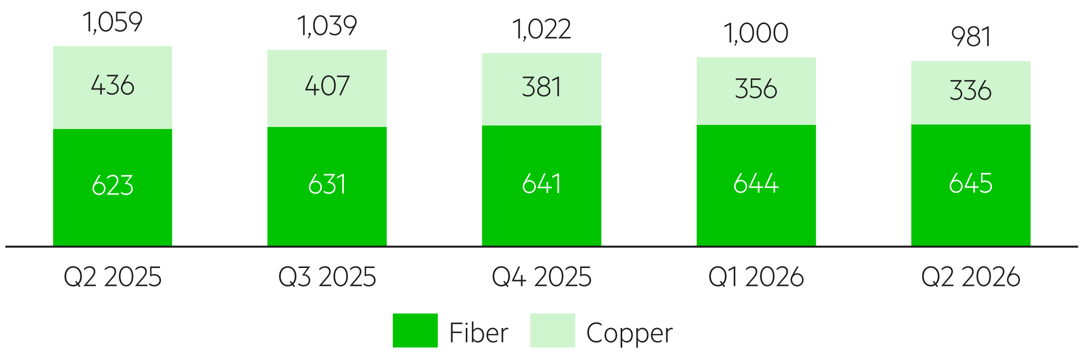
- Service revenues increased 1.0% y-on-y, mainly driven by Mobile
- Broadband service revenues decreased 3.5%, driven by the continued decline in copper lines
- Mobile service revenues increased 8.9%, driven by continued strength in international sponsored roaming
- Other service revenues increased 1.3%, driven by an uptake in visitor roaming

Adj. Service Revenue trend



Broadband customer base

(k)



Segment revenues (€ m)	**Q2 2025**	**Q2 2026**	**Δ y-on-y**
Broadband service revenues	80	78	-3.5%
o/w Fiber broadband	*44*	*45*	*+3.6%*
o/w Copper broadband	*31*	*25*	*-20%*
o/w Other	*6*	*7*	*+32%*
Mobile service revenues	44	48	+8.9%
Other service revenues	46	47	+1.3%
Adj. Wholesale service revenues	**171**	**173**	**+1.0%**
Non-service revenues & other	1	2	>100%
Adj. Wholesale revenues	**172**	**175**	**+1.7%**

Financial Performance

Summary: Q2 & H1 2026 results

Adj. revenues

Q2 2026	H1 2026
€ 1,464m	**€ 2,911m**
-0.5%	**+0.8%**
Q2 2025	H1 2025
€ 1,472m	€ 2,889m

Adj. net indirect opex AL

Q2 2026	H1 2026
€ 406m	**€ 822m**
-€ 15m	**-€ 18m**
Q2 2025	H1 2025
€ 421m	€ 840m

Adj. EBITDA AL

Q2 2026	H1 2026
€ 668m	**€ 1,321m**
-0.3%	**+1.3%**
Q2 2025	H1 2025
€ 670m	€ 1,303m

Net profit

Q2 2026	H1 2026
€ 207m	**€ 407m**
-1.0%	**+7.7%**
Q2 2025	H1 2025
€ 210m	€ 378m

Liquidity position

H1 2026

€ 1,440m

Cash & short-term investments: € 365m
Committed undrawn facilities: € 1,075m

Leverage ratio

H1 2026

2.5x

H1 2025
2.5x

Capex

Q2 2026	H1 2026
€ 308m	**€ 587m**
+3.6%	**-0.7%**
Q2 2025	H1 2025
€ 298m	€ 592m

Operational FCF

Q2 2026	H1 2026
€ 359m	**€ 733m**
-3.4%	**+3.1%**
Q2 2025	H1 2025
€ 372m	€ 712m

FCF

Q2 2026	H1 2026
€ 228m	**€ 329m**
+27%	**+6.8%**
Q2 2025	H1 2025
€ 180m	€ 308m

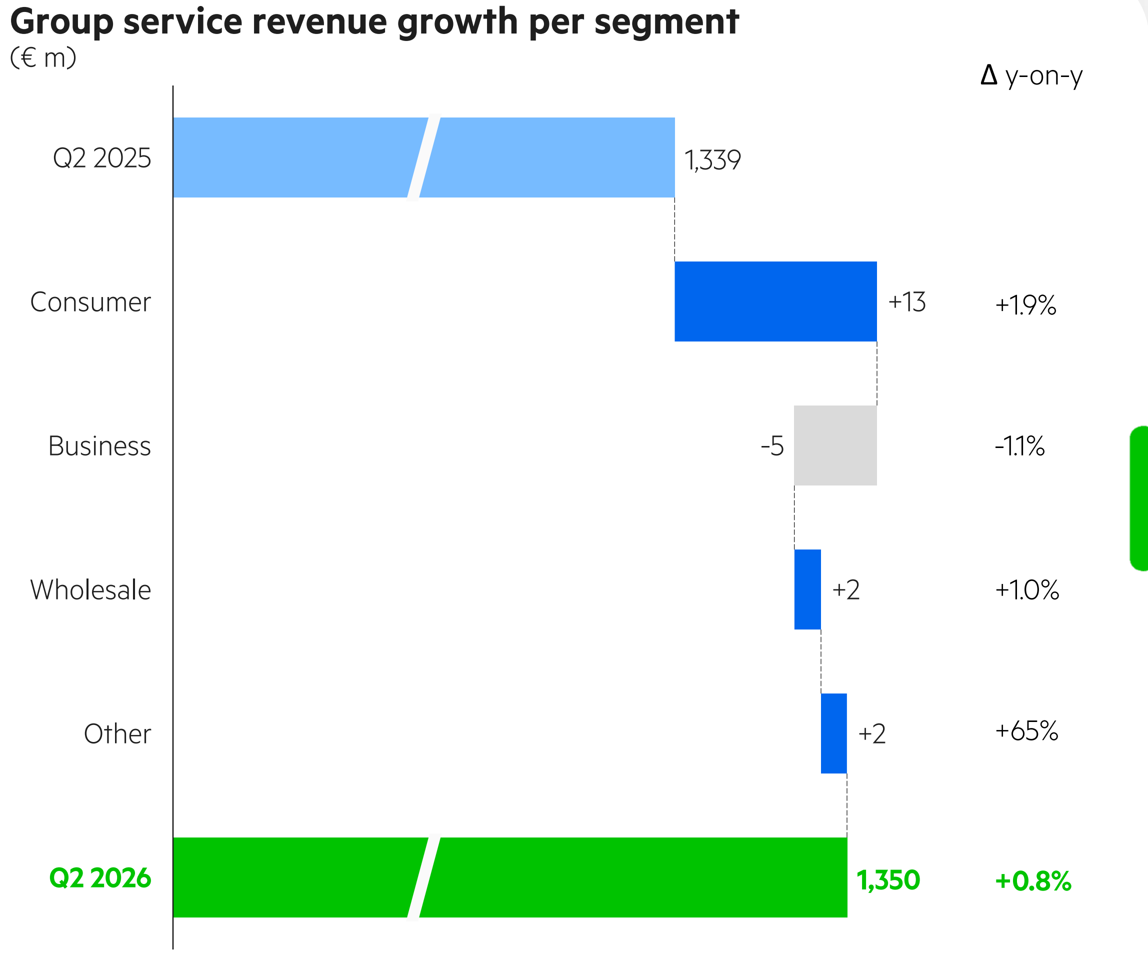
Q2 adjusted revenues -0.5% y-on-y
- As higher Group service revenues were more than offset by lower non-service revenues & other, primarily due to the absence of prior-year IP sales and IPR benefits

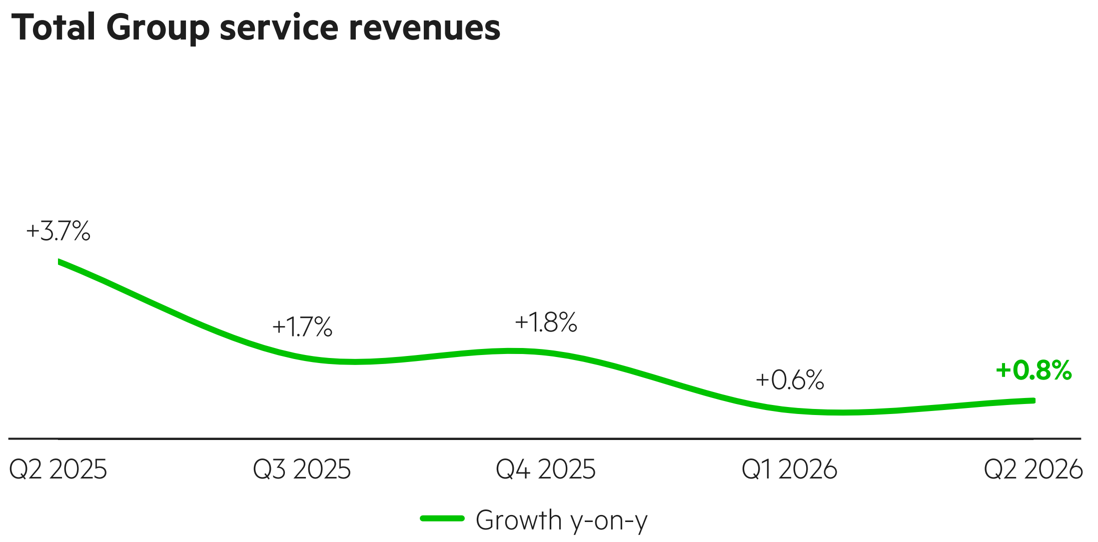
Q2 adjusted EBITDA AL -0.3% y-on-y
- Adj. EBITDA AL excluding prior year IP sales and IPR benefits up 3.4% y-on-y, driven by revenue growth and lower costs
- Adjusted EBITDA AL margin increased by 8bps to 45.6%

H1 FCF of € 329m (+6.8% y-on-y)
- Mainly driven by EBITDA growth and changes in working capital

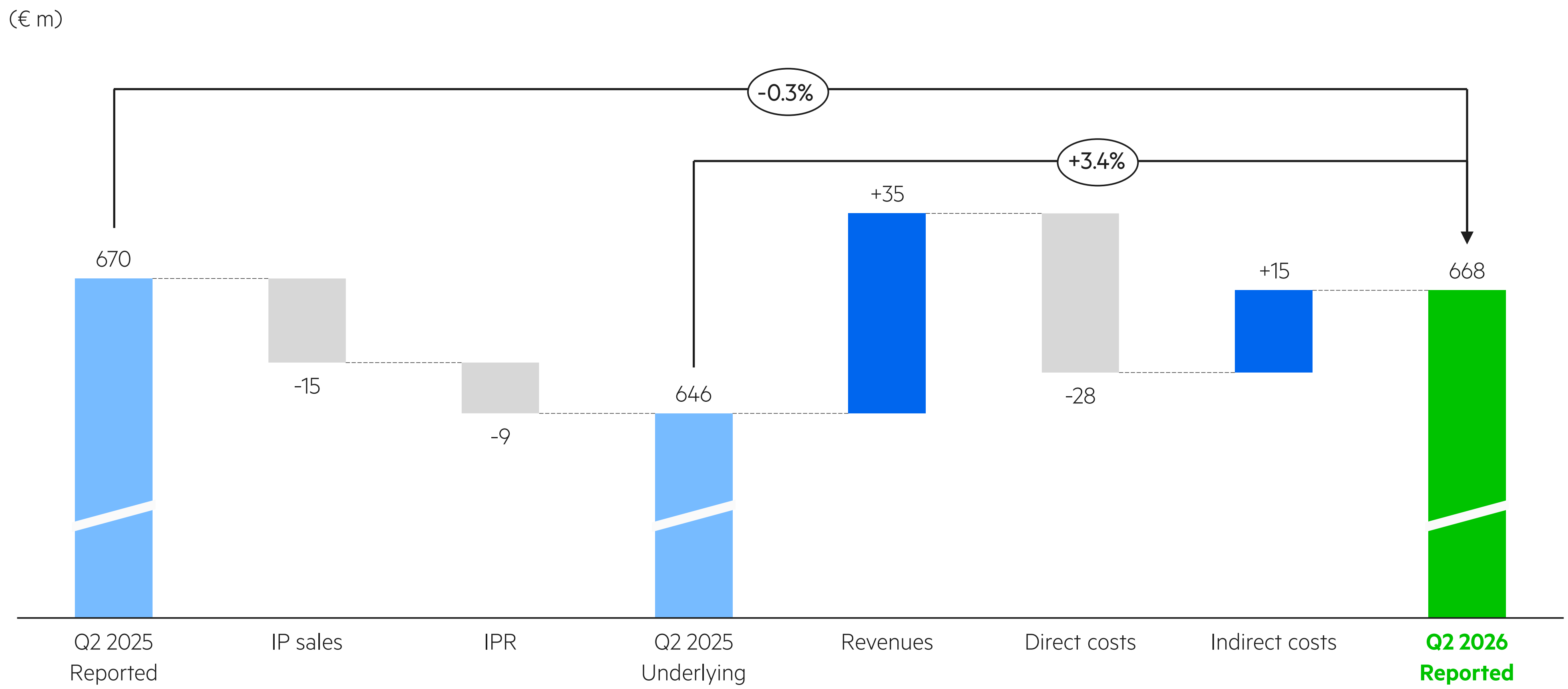
kpn

Continued Group service revenue growth across Consumer, SME and Wholesale

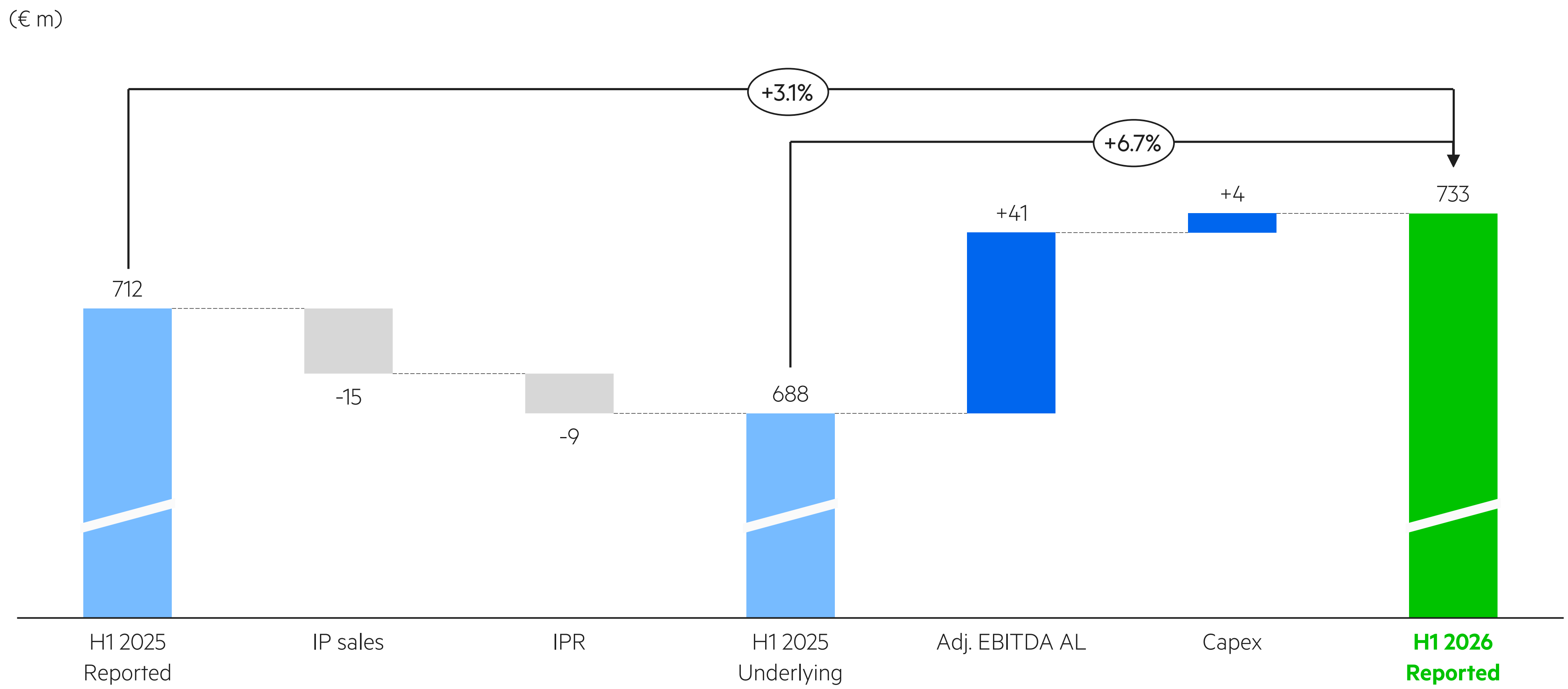




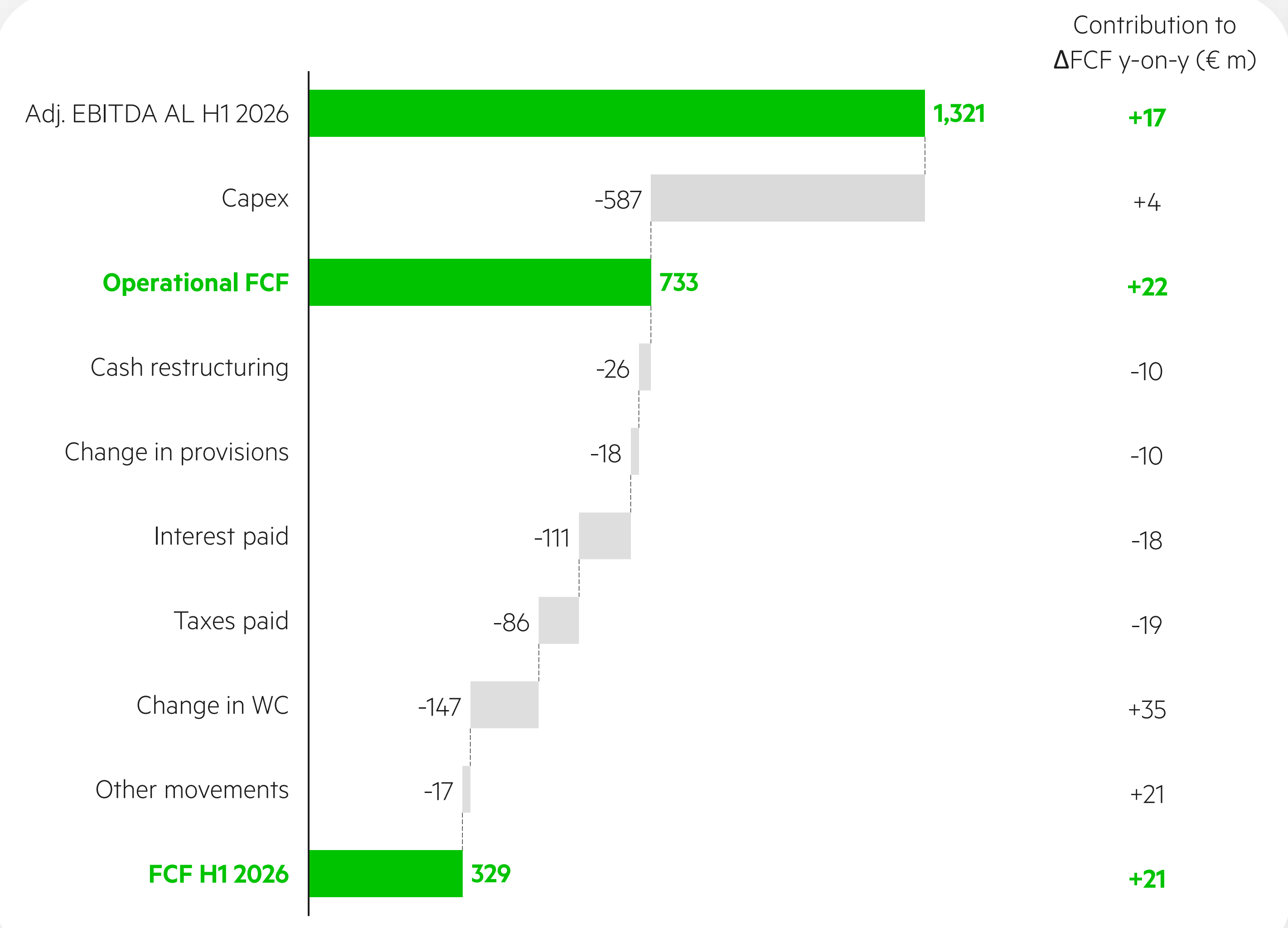
Underlying EBITDA AL growth driven by revenue growth and lower indirect costs



Solid underlying H1 Operational FCF growth mainly driven by EBITDA growth



H1 Free Cash Flow mainly supported by EBITDA growth and phasing of working capital



H1 2026 FCF of **€ 329m**, +6.8% higher y-on-y, mainly driven by EBITDA growth and changes in working capital, partly offset by:

- Higher cash taxes; and
- Higher interest payments

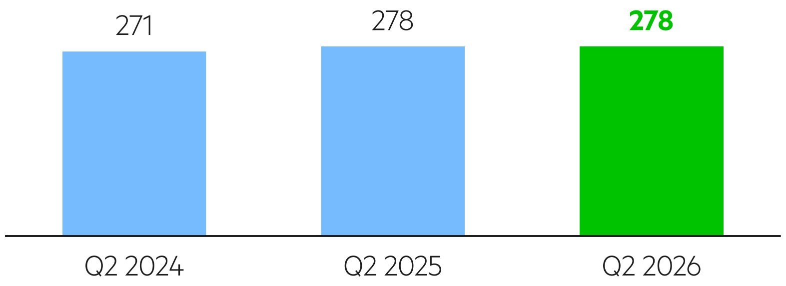
(€ m)	H1 2025	H1 2026	Δ y-on-y
Free Cash Flow	**308**	**329**	**+6.8%**
As % of adj. revenues	*10.7%*	*11.3%*	
Acquisitions & disposals	-114	-4	-96%
Change in short-term investments	84	70	-16%
Other investing cash flow	17	10	-41%
Dividends paid	-395	-416	+5.3%
Share repurchase	-208	-250	+20%
Other financing cash flow	-40	144	n.m.
Cash flow from discontinued operations	-	-	n.m.
Change in net cash & cash equivalents	**-348**	**-118**	**-66%**
Net cash & cash equivalents BoP	**662**	**405**	**-39%**
Change in net cash & cash equivalents	-348	-118	-66%
Net cash & cash equivalents EoP	**314**	**287**	**-8.7%**
Short-term investments	17	78	>100%
Cash & short-term investments	**331**	**365**	**+10%**

ROCE remains at a good level despite tougher comparables

NOPLAT

- Stable y-on-y due to prior year IP sales and IPR benefits

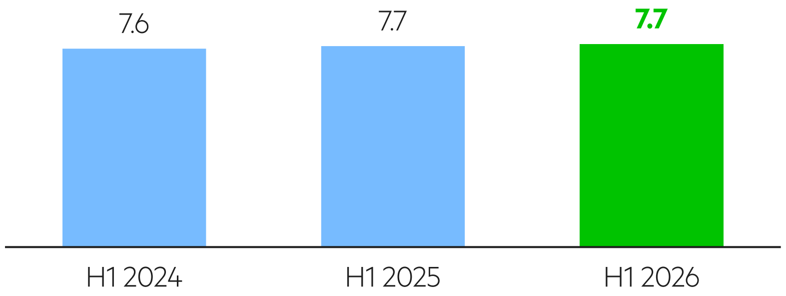
(€ m)



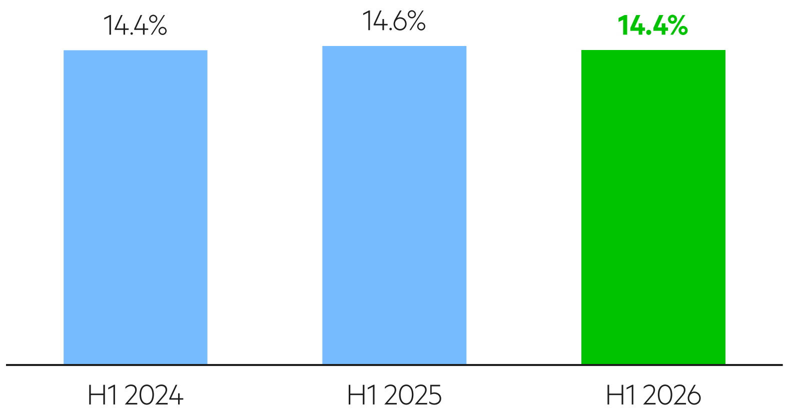
Capital Employed

- Modest y-on-y increase due to network investments

(€ bn)

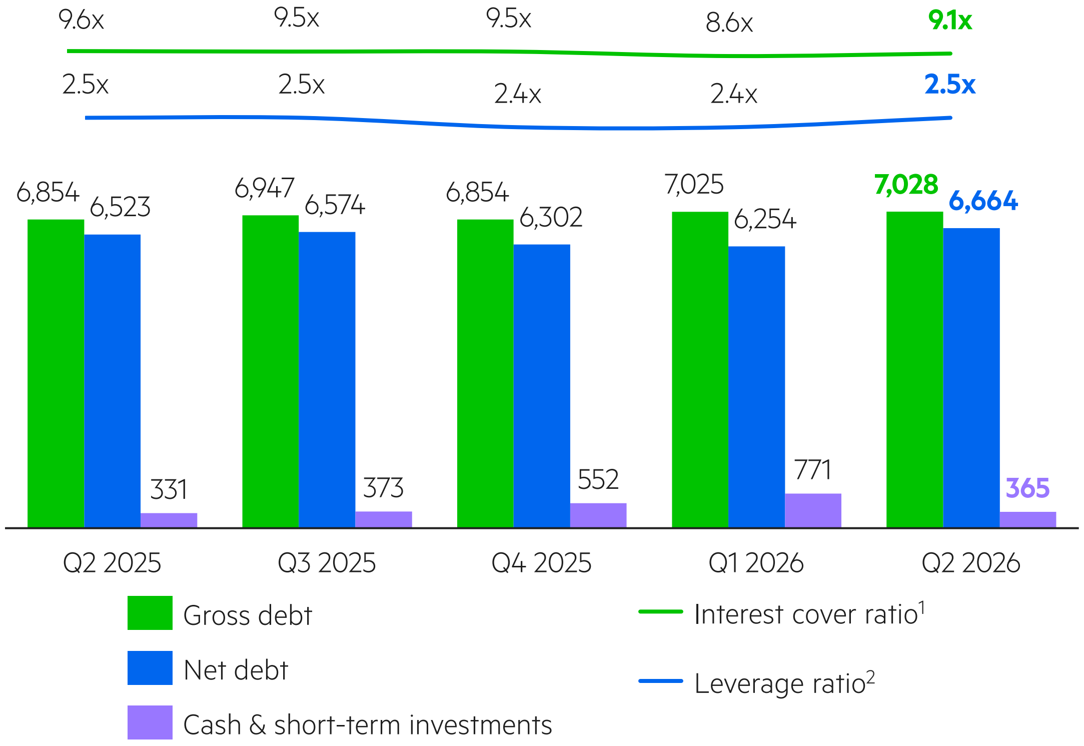


ROCE[1]



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

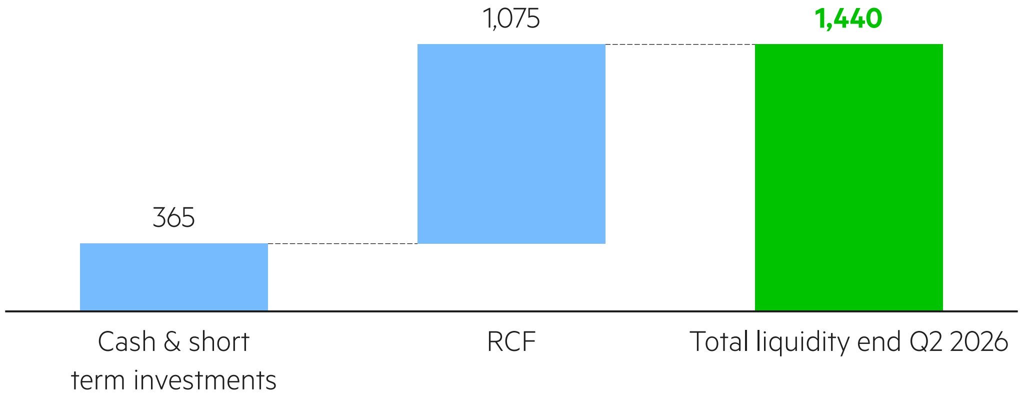
Robust liquidity position, committed to investment-grade credit profile



- Gross debt stable q-o-q
- Sequential increase in Net debt driven by dividend and share buyback payments, partly offset by FCF generation
- Leverage ratio 0.1x higher at 2.5x and stable y-o-y
- Available liquidity covers debt maturities over the next 24 months[3]
- Average cost of senior debt 3 bps lower q-on-q at 3.42% (-15 bps y-on-y)

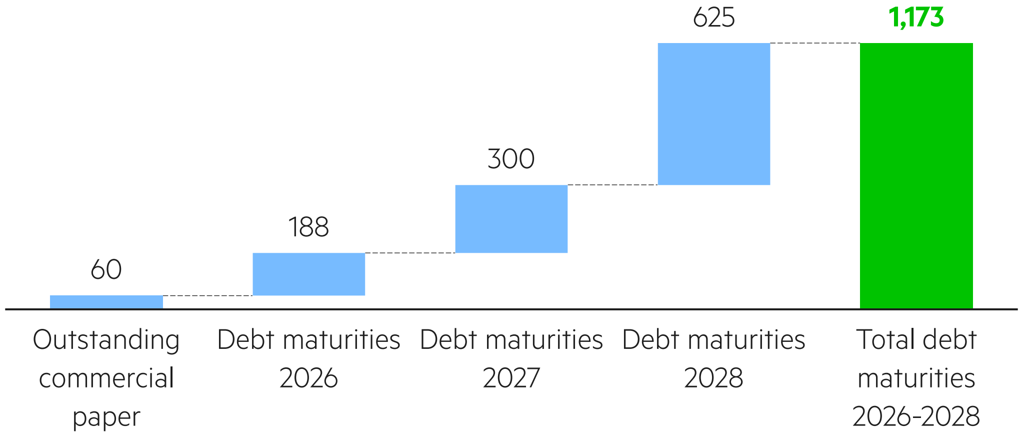
Robust liquidity...

(€ m)



...covering debt maturities through 2028[3]

(€ m)



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 and assuming roll-over of credit facilities.

Outlook 2026 and mid-term ambitions

	Achievements H1 2026	Outlook FY 2026	Ambition FY 2027[1]
Service revenues	+0.7%	FY'26: ~1.5% (H2'26: ~2-2.5%)	~3% CAGR
Adj. EBITDA AL	€ 1,321m	~€ 2,670m	~3% CAGR
Capex	€ 587m	~€ 1.25bn	<€ 1.0bn
Free Cash Flow	€ 329m	>€ 950m	~7% CAGR
Regular DPS	€ 8ct *Interim dividend*	€ 20ct	~14% CAGR vs. 2024
Share buyback	€ 250m	€ 250m	Up to € 1.0bn 2024-2027 period

1. CAGR compared to 2023, unless stated otherwise

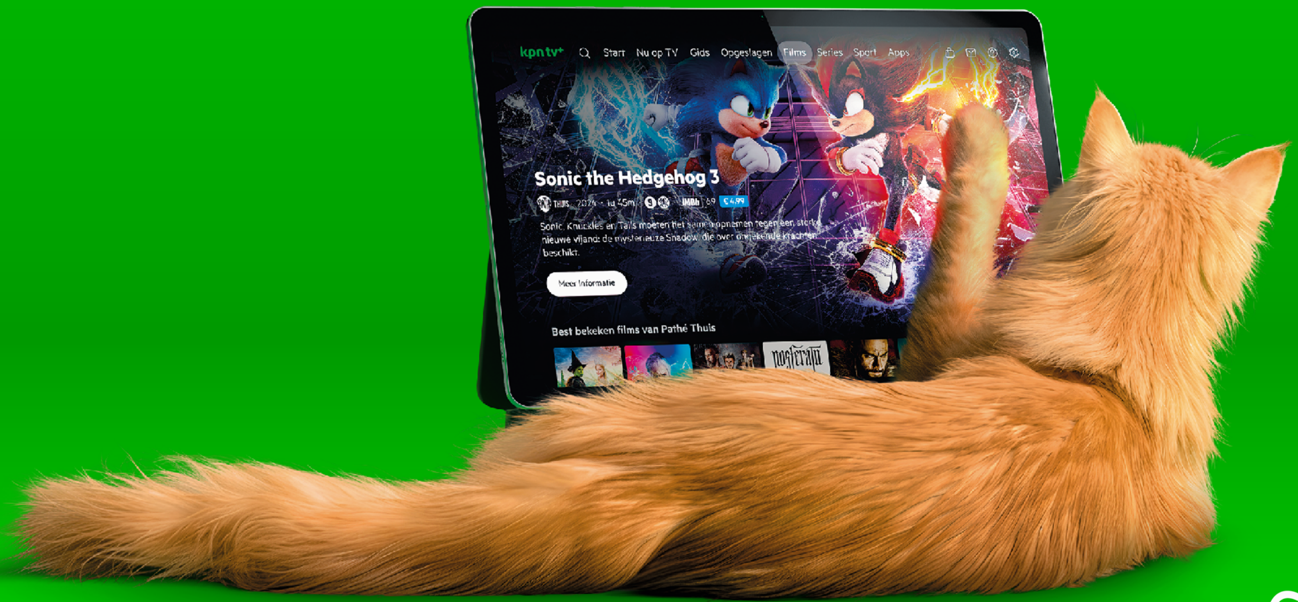
Highlights: KPN delivers solid first half year, with resilient earnings and cash flow

- **Group service revenues increased** 0.8% y-on-y, driven by Consumer (+1.9%), SME (+6.9%) and Wholesale (+1.0%)
- **Consumer service revenue trend further improved**, driven by both mobile (+3.2%) and fixed (+1.3%)
- **Business service revenues** -1.1% y-on-y, mainly impacted by lower revenues from low-margin TS (-19%)
- **Adj. EBITDA AL at** € 668m (-0.3% y-on-y) in Q2 2026, or +3.4% excl. prior-year IP sales and IPR benefits
- **H1 2026 Free Cash Flow at** € 329m, progressing according to plan
- **Leading the Dutch fiber market**, connecting 83k new homes and activating 41k fiber homes[1]
- **KPN partnered with Schwarz Digits** to launch a European sovereign cloud in the Netherlands
- **FY 2026 service revenue growth outlook** estimated at ~1.5% y-on-y, despite expected acceleration to ~2-2.5% in H2'26
- **FY 2026 outlook for adj. EBITDA AL, Capex and Free Cash Flow** reiterated
- **KPN reiterates mid-term ambitions**, including cumulative shareholder distributions

1. Includes Glaspoort and third party with a call option

Appendices

- Tax
- Debt portfolio
- ESG



Tax Q2 2026

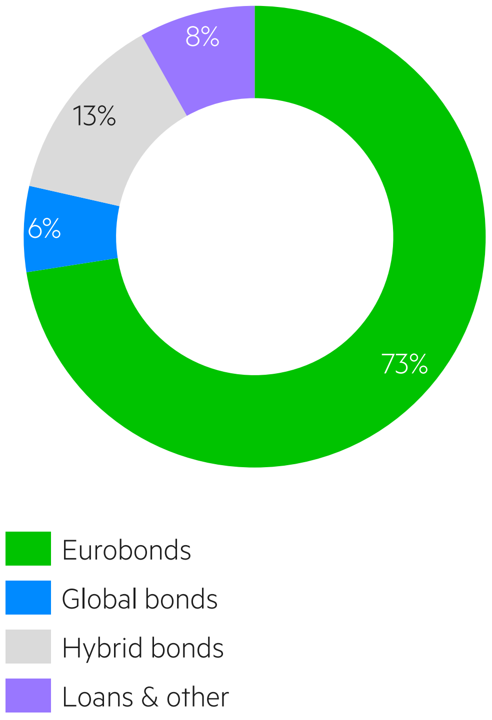
	P&L		Cash flow		P&L		Cash flow	
Regions (€ m)	**Q2 2025**	**Q2 2026**	**Q2 2025**	**Q2 2026**	**H1 2025**	**H1 2026**	**H1 2025**	**H1 2026**
The Netherlands	-64	-64	-41	-56	-115	-123	-67	-86
Other								
Total reported tax	**-64**	**-64**	**-41**	**-56**	**-115**	**-123**	**-67**	**-86**
Of which discontinued operations								
Reported tax from continuing operations	**-64**	**-64**	**-41**	**-56**	**-115**	**-123**	**-67**	**-86**
Effective tax rate continuing operations	23.0%	23.1%			23.0%	22.8%		

- The effective tax rate was mainly influenced by the Innovation Box facility and one-off effects[1]
- The normalized tax rate is ~23% for Q2 2026 (adjusted for iBox and one-off effects[1])
- For 2026, the effective tax rate is expected to be **~23%**
- The cash tax rate (CTR) is 16.0% in H1 2026 (13.4% in H1 2025)

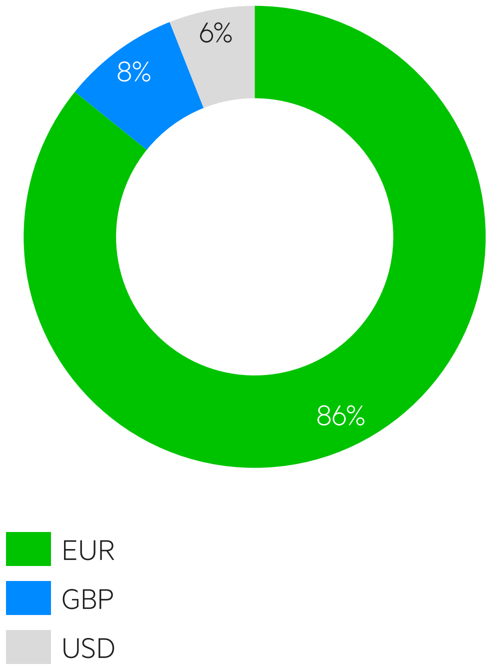
1. Among others, tax law changes, settlements with tax authorities, impairments, results on disposals of subsidiaries and revaluations

Debt portfolio

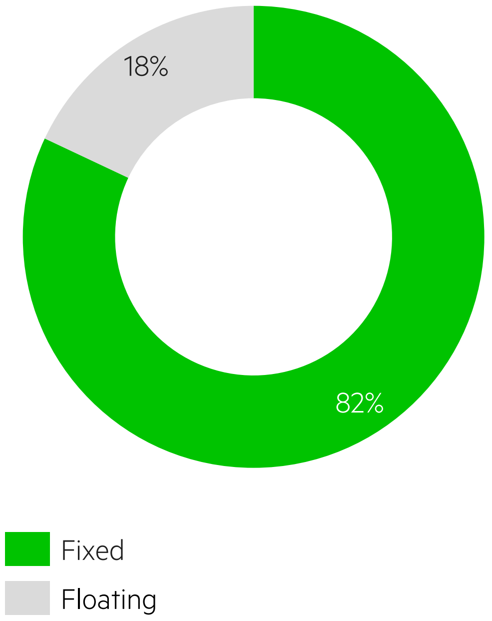
Nominal debt by type[1]



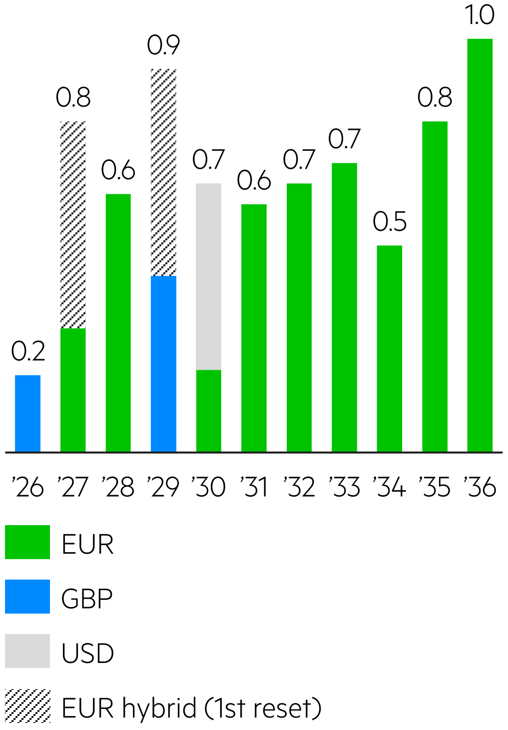
Nominal debt by currency[1]



Fixed vs. floating interest[1]



Debt redemption profile[2]



1. Based on the nominal value of interest-bearing liabilities after swap to EUR as per 31 June 2026
2. Includes outstanding bonds and loans, excluding commercial paper

ESG fully embedded in our strategy

ESG Strategy

Responsible
Security, reliability, human rights

We provide services that are reliable and secure by design. We operate with respect

Inclusive
Diversity, social- and digital inclusion

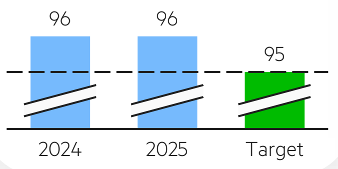
We make it possible for everyone to participate in, and benefit from, a connected society

Sustainable
Energy, circularity, biodiversity

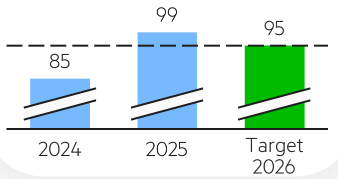
We minimize our footprint, maximize our positive impact and respect the environment

Data safety reputation

in %

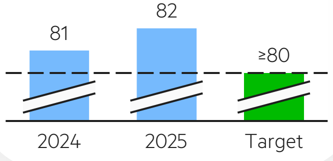


%[1] of KPN employees SecurX-certified



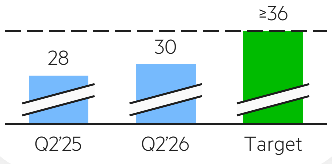
Employee engagement

Survey score in %



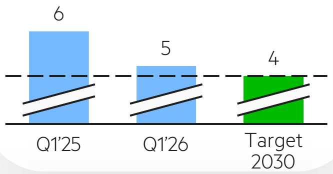
Women at sub-top[2]

in %



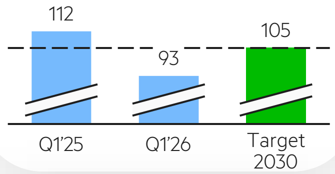
Scope 1 emissions

in metric tons CO_2e



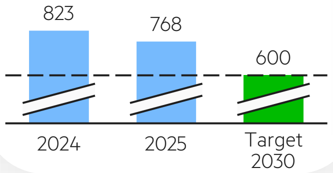
Scope 2 emissions

in metric tons CO_2e



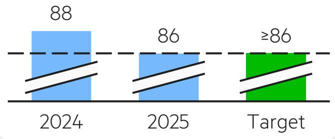
Scope 3 emissions

in metric tons CO_2e



Reuse and recycling

in %



This represents a selection of our top sustainability KPIs. For the full overview, please refer to KPN's IAR25. Target equals 2026 and beyond, unless otherwise stated | 1. % of annual target of 6,250 in 2025 and 8,000 employees in 2026. 2. Direct reports to Board of Management in management positions