



Consensus Q2 '18

Analyst forecasts for the period ending 30 June 2018

Please note that this analyst consensus is subject to the disclaimer below:

The analyst consensus is based on forecasts provided by various leading equity analysts covering the KPN share.

The analyst consensus for the Q2 2018 period and full fiscal years 2018-2020 is based on the non-weighted average of 18 analyst forecasts (vs. 14 in Q1 2018).

The analyst forecasts were submitted to KPN in the period of 19 June 2018 to 29 June 2018.

The analyst consensus does not in any way represent KPN's financial expectations nor can this be considered to be a forward looking statement by KPN. The analyst consensus is provided for information purposes only, for the convenience of our investors. KPN is not responsible and cannot be held liable in any way for the accuracy, completeness or validity of the analyst consensus, nor for the figures, calculations or assumptions that have led thereto.

| KPN divisional breakdown (EUR m) | | | | | | | | | | | | | | | | | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------|
| Adjusted revenues from continuing operations ¹ | | | | | | | | | | | | | | | | | |
| | Q2 '18 | Q2 '18 | Q2 '18 | Q2 '18 | FY '18 | FY '18 | FY '18 | FY '18 | FY '18 | FY '19 | FY '19 | FY '19 | FY '19 | FY '20 | FY '20 | FY '20 | FY '20 |
| | Average | Median | High | Low | Average | Median | High | Low | Average | Median | High | Low | Average | Median | High | Low | |
| Consumer | 741 | 740 | 758 | 734 | 3,003 | 3,001 | 3,059 | 2,951 | 3,014 | 3,015 | 3,129 | 2,919 | 3,039 | 3,048 | 3,221 | 2,890 | |
| Business | 527 | 526 | 537 | 521 | 2,142 | 2,141 | 2,164 | 2,118 | 2,110 | 2,121 | 2,154 | 2,067 | 2,096 | 2,103 | 2,176 | 2,027 | |
| Wholesale | 151 | 151 | 157 | 145 | 601 | 600 | 634 | 571 | 574 | 568 | 630 | 514 | 559 | 556 | 632 | 476 | |
| Network, Operations & IT | 6 | 6 | 9 | 5 | 25 | 25 | 36 | 20 | 25 | 24 | 36 | 20 | 26 | 25 | 36 | 20 | |
| Other (incl. eliminations) | -40 | -40 | -36 | -45 | -140 | -159 | -150 | -170 | -158 | -158 | -137 | -170 | -158 | -158 | -123 | -170 | |
| The Netherlands | 1,384 | 1,384 | 1,408 | 1,374 | 5,611 | 5,617 | 5,685 | 5,551 | 5,565 | 5,582 | 5,711 | 5,410 | 5,563 | 5,581 | 5,764 | 5,333 | |
| Other activities | 0 | 0 | 2 | -1 | 0 | 0 | 1 | -1 | 0 | 0 | 1 | -4 | 0 | 0 | 1 | -4 | |
| Total adjusted revenues | 1,382 | 1,383 | 1,407 | 1,355 | 5,604 | 5,611 | 5,685 | 5,522 | 5,558 | 5,555 | 5,711 | 5,428 | 5,556 | 5,571 | 5,764 | 5,361 | |
| Incidentals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Total reported revenues | 1,382 | 1,383 | 1,407 | 1,355 | 5,604 | 5,611 | 5,685 | 5,522 | 5,558 | 5,555 | 5,711 | 5,428 | 5,556 | 5,571 | 5,764 | 5,361 | |

1) Defined as revenues and other income adjusted for incidentals

| KPN divisional breakdown (EUR m) | | | | | | | | | | | | | | | | | |
|---|------------|------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------|
| Adjusted EBITDA from continuing operations ² | | | | | | | | | | | | | | | | | |
| | Q2 '18 | Q2 '18 | Q2 '18 | Q2 '18 | FY '18 | FY '18 | FY '18 | FY '18 | FY '18 | FY '19 | FY '19 | FY '19 | FY '19 | FY '20 | FY '20 | FY '20 | FY '20 |
| | Average | Median | High | Low | Average | Median | High | Low | Average | Median | High | Low | Average | Median | High | Low | |
| The Netherlands | 566 | 567 | 570 | 557 | 2,294 | 2,293 | 2,309 | 2,277 | 2,322 | 2,318 | 2,369 | 2,274 | 2,360 | 2,358 | 2,444 | 2,290 | |
| Other activities | 0 | 0 | 0 | -2 | -3 | 0 | 1 | -8 | -3 | 0 | 0 | -8 | -3 | 0 | 0 | -8 | |
| Total adjusted EBITDA² | 566 | 566 | 570 | 556 | 2,291 | 2,293 | 2,305 | 2,277 | 2,319 | 2,316 | 2,362 | 2,274 | 2,357 | 2,358 | 2,440 | 2,287 | |
| Incidentals and restructuring costs | -20 | -20 | -8 | -30 | -84 | -80 | -59 | -115 | -65 | -67 | -50 | -83 | -53 | -50 | -10 | -80 | |
| Total reported EBITDA | 545 | 546 | 558 | 534 | 2,209 | 2,219 | 2,242 | 2,162 | 2,255 | 2,263 | 2,308 | 2,204 | 2,307 | 2,323 | 2,373 | 2,217 | |

2) Defined as EBITDA adjusted for restructuring costs and incidentals

| KPN consolidated figures (EUR m) | | | | | | | | | | | | | | | | |
|---|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|
| P&L items from continuing operations | Q2 '18 Average | Q2 '18 Median | Q2 '18 High | Q2 '18 Low | FY '18 Average | FY '18 Median | FY '18 High | FY '18 Low | FY '19 Average | FY '19 Median | FY '19 High | FY '19 Low | FY '20 Average | FY '20 Median | FY '20 High | FY '20 Low |
| Total operating profit | 202 | 201 | 223 | 184 | 838 | 827 | 949 | 758 | 905 | 901 | 1,032 | 812 | 977 | 974 | 1,143 | 822 |
| Total D&A | 342 | 341 | 355 | 298 | 1,381 | 1,382 | 1,424 | 1,344 | 1,355 | 1,347 | 1,428 | 1,285 | 1,334 | 1,320 | 1,440 | 1,219 |
| Depreciation | 243 | 241 | 250 | 234 | 971 | 968 | 1,005 | 938 | 958 | 947 | 1,009 | 888 | 948 | 923 | 1,042 | 838 |
| Amortization | 103 | 103 | 108 | 98 | 411 | 414 | 435 | 363 | 400 | 406 | 437 | 299 | 390 | 399 | 438 | 230 |
| Profit for the period | 138 | 138 | 184 | 73 | 433 | 442 | 526 | 347 | 503 | 490 | 658 | 410 | 581 | 558 | 776 | 468 |
| Earnings per share (non-diluted) from continuing operations (in €) | 0.03 | 0.03 | 0.04 | 0.02 | 0.10 | 0.10 | 0.12 | 0.08 | 0.12 | 0.12 | 0.16 | 0.10 | 0.14 | 0.14 | 0.18 | 0.10 |
| Dividend per share (in EUR ct) - regular | 4.0 | 4.0 | 4.0 | 4.0 | 12.1 | 12.0 | 12.7 | 12.0 | 13.3 | 13.0 | 14.6 | 12.0 | 14.3 | 14.2 | 16.0 | 12.0 |
| Dividend per share (in EUR ct) - additional | 1.5 | 1.5 | 1.6 | 1.3 | 1.5 | 1.5 | 1.7 | 1.3 | 1.3 | 1.5 | 1.9 | 0.0 | 1.3 | 1.5 | 2.1 | 0.0 |
| Dividend per share (in EUR ct) | 5.4 | 5.4 | 5.6 | 5.0 | 13.5 | 13.6 | 14.1 | 13.0 | 14.7 | 14.5 | 16.0 | 13.3 | 15.9 | 15.8 | 19.0 | 13.3 |

| KPN consolidated figures (EUR m) | | | | | | | | | | | | | | | | |
|--|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|-------------------|------------------|----------------|---------------|
| Free cash flow from continuing operations | Q2 '18 Average | Q2 '18 Median | Q2 '18 High | Q2 '18 Low | FY '18 Average | FY '18 Median | FY '18 High | FY '18 Low | FY '19 Average | FY '19 Median | FY '19 High | FY '19 Low | FY '20 Average | FY '20 Median | FY '20 High | FY '20 Low |
| Net cash flow from operating activities ³ | 458 | 465 | 578 | 336 | 1,886 | 1,887 | 1,941 | 1,832 | 1,936 | 1,941 | 2,018 | 1,877 | 2,002 | 1,999 | 2,105 | 1,888 |
| Capex | -252 | -250 | -221 | -281 | -1,087 | -1,087 | -1,057 | -1,120 | -1,058 | -1,050 | -1,006 | -1,096 | -1,028 | -1,024 | -977 | -1,092 |
| Proceeds from real estate | 0 | 0 | 0 | 0 | 2 | 4 | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Free cash flow⁴, excl. TEFD dividend | 202 | 215 | 313 | 91 | 797 | 798 | 830 | 754 | 877 | 876 | 941 | 826 | 970 | 967 | 1,079 | 868 |
| Dividends received from Telefónica Deutschland | 61 | 60 | 75 | 50 | 62 | 60 | 75 | 50 | 57 | 62 | 79 | 0 | 58 | 63 | 85 | 0 |
| Free cash flow⁴, incl. TEFD dividend | 260 | 276 | 387 | 150 | 860 | 860 | 892 | 819 | 933 | 929 | 1,002 | 868 | 1,026 | 1,024 | 1,134 | 928 |

3) Net cash flow from operating activities is before deduction of Capex spent and proceeds from real estate

4) Free cash flow is defined as cash flow from operating activities, plus proceeds from real estate, minus Capex