

# Algemene Vergadering van Aandeelhouders

**14 april 2021**

**kpn.** Het netwerk van Nederland



# 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 2020. 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 2020 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') is derived from EBITDA and is 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. 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 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](http://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 2020. 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 2020, unless stated otherwise.

## Additional information regarding estimated impact of divestments on FY 2019 financial figures

KPN's AGM 2021 presentation includes additional information regarding the estimated impact of divestments on the FY 2019 comparative financial figures for revenues, adjusted EBITDA AL, Operational Free Cash Flow and FCF, as KPN's Board of Management deems it important to provide readers with additional information on the financial impact of the following divestments: NLDC, International Network Services, Argeweb, and KPN Consulting. The impact of divestments as mentioned represents the estimated financial impact (transfer of revenues, addition of COGS and transfer of indirect costs) of the combined completed divestments as if the actual transfer of shares (closing) had taken place 12 months earlier. This information has been included for comparison reasons only and is not considered to be an alternative performance measure. Please note that the financial impact of divestments is based on management estimates, which have not and will not be audited.



# **Agendapunt #1**

Opening en mededelingen

**Duco Sickinghe**

Voorzitter RvC



## **Agendapunt #2**

Verslag van de Raad van Bestuur  
over het boekjaar 2020

**Joost Farwerck**

CEO

**Chris Figee**

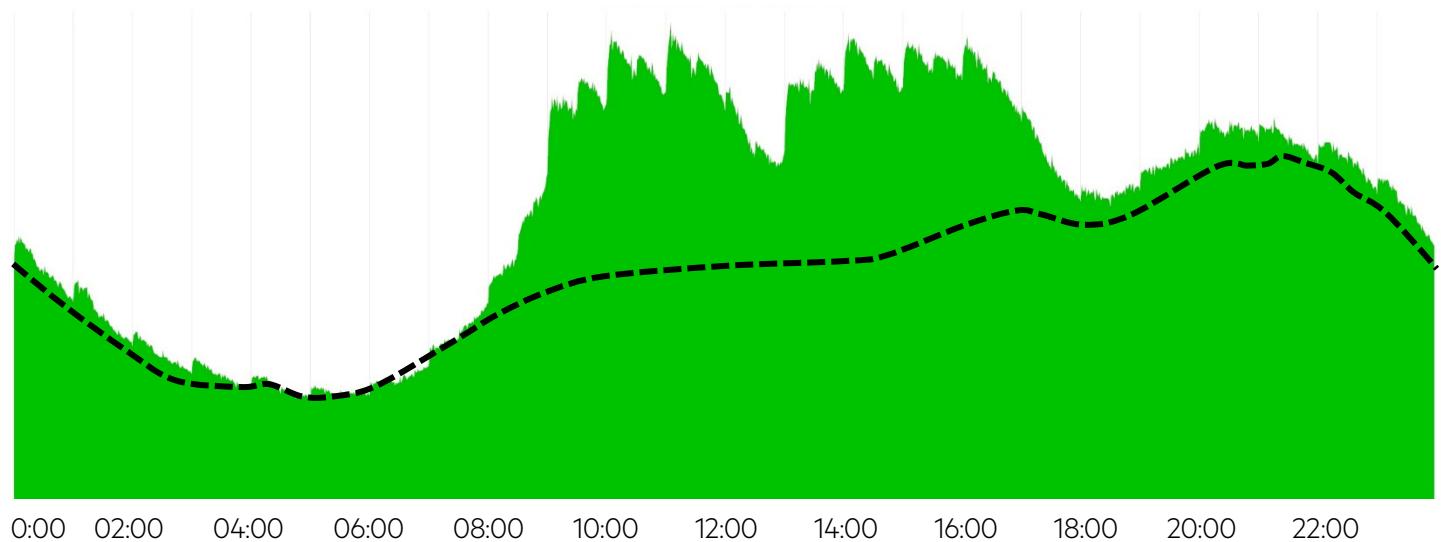
CFO

# COVID-19: A central role in society



# COVID-19: Connection more important than ever

Clear home working patterns can be seen in outgoing internet traffic



■ Upload Internet traffic KPN (Monday 23 November 2020)  
--- Upload Internet traffic KPN on 'normal' Monday prior to COVID-19

# Accelerate to grow supported by three key pillars

## Three strategic pillars...

### 1. Leverage & expand superior networks

- Covering the Netherlands through fiber
- Low latency services via 5G and edge computing

### 2. Grow & strengthen customer footprint

- Outstanding digital experience
- Differentiated services for families and businesses

### 3. Simplify & streamline operating model

- New ways of digital working
- Continue strong and disciplined cost control program



## ...to support our ambition to

### Connect the Netherlands to a sustainable future

- Leading the Dutch digitalization wave
- Recognized as ESG front runner

### Grow mass-market service revenues and EBITDA

- Fiber fueling household revenue growth in B2C
- Segmented B2B approach, stabilize SME first

### Provide attractive shareholder returns

- Covered by growing Free Cash Flow
- Progressive dividend, +3-5% annually

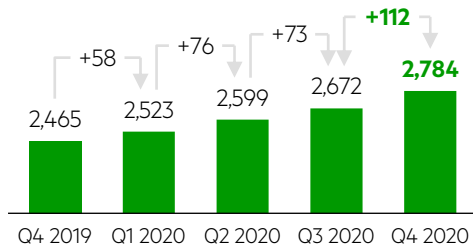
# Highlights FY 2020

- ▶▶ **Delivered** on FY 2020 outlook
- ▶▶ **Growing** postpaid base, further stabilizing broadband base in Consumer
- ▶▶ **Awards** for fastest 5G network in NL, 5G Innovation, and best in mobile data
- ▶▶ **Accelerated** fiber rollout
- ▶▶ **Substantially** improving ROCE
- ▶▶ **Continued** progress on cost savings
- ▶▶ **COVID-driven** revenue pressure largely offset by cost control
- ▶▶ **Strong** balance sheet and liquidity position

# Expand superior network: run-rate reached to deliver on ambitions

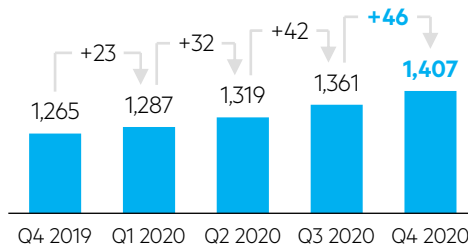
## Continuously expanding fiber footprint

homes passed, k



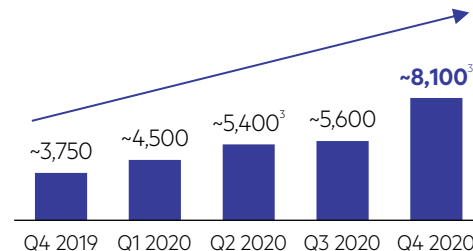
## Solid FttH activation rate

homes activated, k



## Weekly rollout steeply increasing

homes passed



2020:

**+319k** HP rollout<sup>1</sup>

**+33k** HP on 3<sup>rd</sup> party FttH

2020:

**+142k** HA

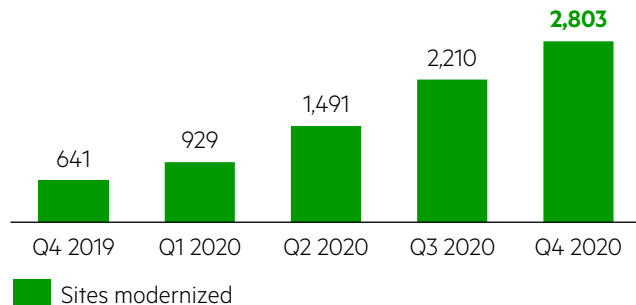
**~45%** activation rate<sup>2</sup>

Active in **97** areas

**~650k** HP in announced  
or active construction phase

# Award winning 5G network reaching majority of the Netherlands

Reaching ~70% of NL on new 700MHz spectrum<sup>1</sup>



## Excellent 5G position



Differentiated  
5G services



Leading  
5G ecosystem



Leading in  
Security



Track record in critical  
networks and innovation

## Umlaut Connect test

Outstanding network (954 points)  
Leading data category  
5G Innovation Award

## Ookla

Fastest 5G network in NL



**5G**  
INNOVATION AWARD  
2021

KPN  
1/2021



**OUTSTANDING**  
MOBILE BENCHMARK  
THE NETHERLANDS

KPN  
1/2021

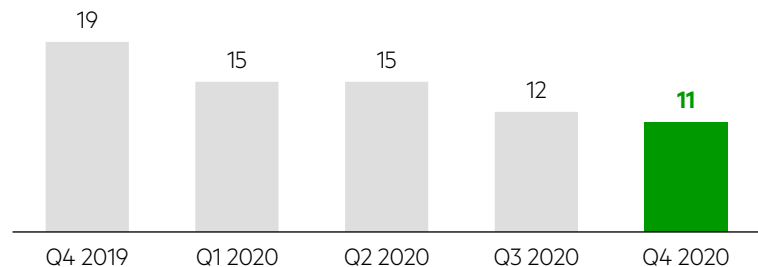


# B2C: Encouraging base and revenue trend

## Key take-aways

- Slightly growing fixed revenues due to price adjustments, the success of SuperWiFi and fiber
- Mobile revenue trend improving due to stabilizing base and improving trend postpaid ARPU
- Increase in fiber service revenues more than offset the decline in copper service revenue for the first time in Q4 2020
- NPS<sup>1</sup> lower driven by increasing customer usage and expectations, IPTV interface changes, and pressure on customer support capacity during lockdown

## Consumer NPS lower due to IPTV and COVID<sup>1</sup>

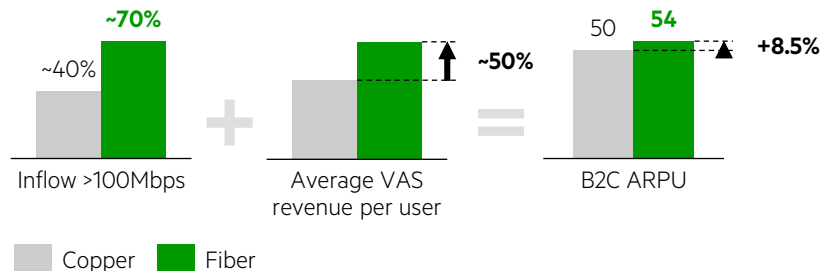


## Adjusted revenues (€ m)

|                                     | FY 2019      | FY 2020      | Δ y-on-y     |
|-------------------------------------|--------------|--------------|--------------|
| Fixed revenues                      | 1,916        | 1,918        | +0.1%        |
| Mobile revenues                     | 999          | 944          | -5.5%        |
| <b>Total adj. Consumer revenues</b> | <b>2,916</b> | <b>2,863</b> | <b>-1.8%</b> |

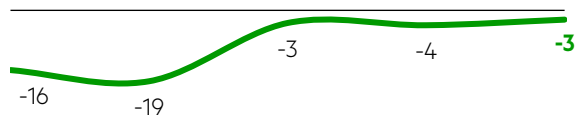
**Increase** fiber service revenues higher than copper service revenue decline

## Customers increasingly willing to pay for quality (FY 2020)



# B2C: Base and revenue trends turning in the right direction

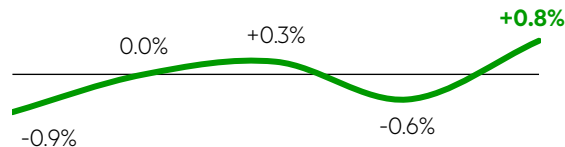
Stabilizing broadband net adds (k)<sup>1</sup>



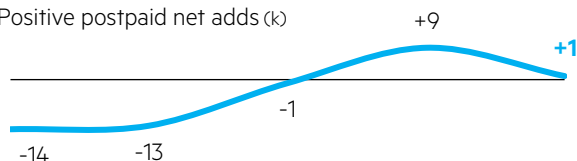
Higher fixed ARPU

**€ 50**  
+4.0% y-on-y

Fixed revenue growth



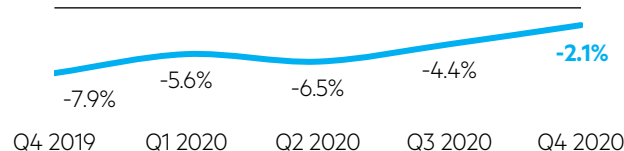
Positive postpaid net adds (k)



Stable mobile ARPU

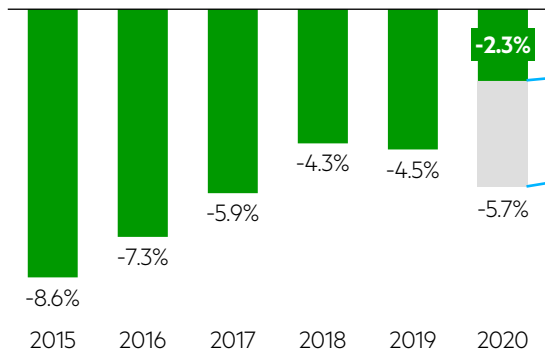
**€ 17**  
-1.1% y-on-y

Mobile service revenue trend improving

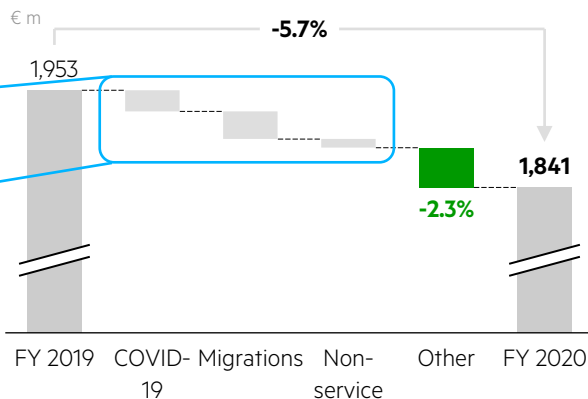


# B2B: Moving in the right direction despite revenue challenges

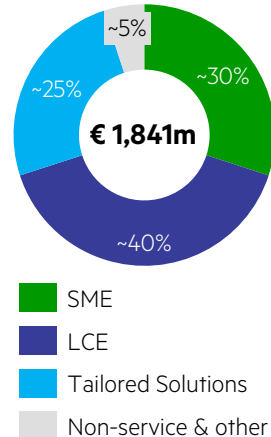
## Underlying B2B revenue trend improving<sup>1</sup>



## Revenue trend impacted by COVID and migrations<sup>1</sup>



## FY 2020 revenues by customer segment

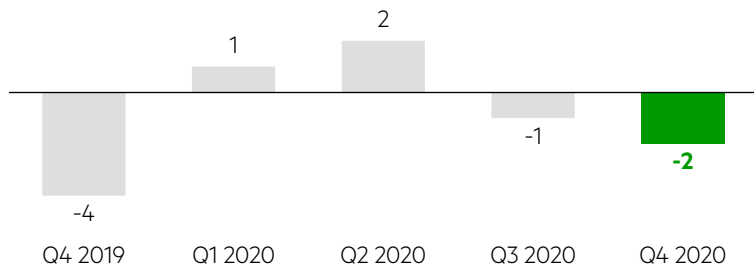


# B2B: Revenue pressure largely driven by strategic actions and COVID-19

## Key take-aways

- Communication Services impacted by customer migrations to target portfolio and loss of roaming revenues
- SME customer migrations nearly completed, LCE customer migrations on track<sup>1</sup>
- B2B NPS<sup>2</sup> increased from -4 to -2 due to improved scores SME and LCE customers, partly offset by increased customer expectations

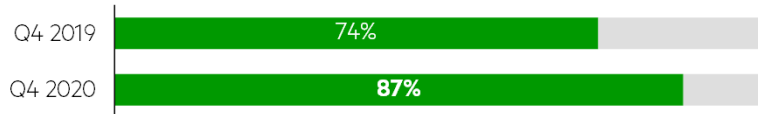
## Business NPS improved y-on-y<sup>2</sup>



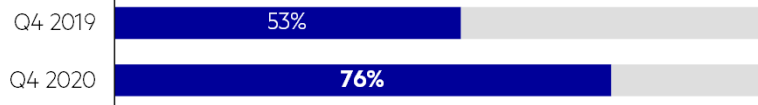
## Segment revenues (€ m)

|                          | FY 2019      | FY 2020      | Δ y-on-y<br>(excl. divestments <sup>3</sup> ) |
|--------------------------|--------------|--------------|-----------------------------------------------|
| Communication Services   | 1,274        | 1,128        | -9.5%                                         |
| IT Services              | 273          | 265          | -0.8%                                         |
| Professional Services    | 411          | 428          | +4.1%                                         |
| KPN Consulting           | 77           | 17           | n.m.                                          |
| Other                    | 8            | 3            | -58%                                          |
| <b>Adjusted revenues</b> | <b>2,043</b> | <b>1,841</b> | <b>-5.7%</b>                                  |

## SME customer migrations nearly completed<sup>1</sup>



## LCE customer migrations on track<sup>1</sup>



# Wholesale: Sustainable growth from open access model

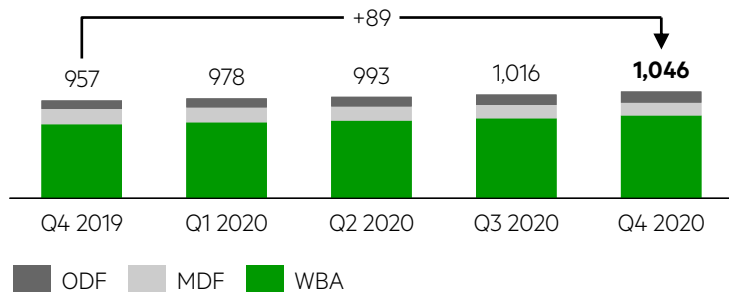
## Key take-aways

- Solid growth in fixed revenues driven by higher broadband base
- Added 89k broadband lines and 30k mobile customers
- Continuing open Wholesale policy based on voluntary offers and long-term contracts

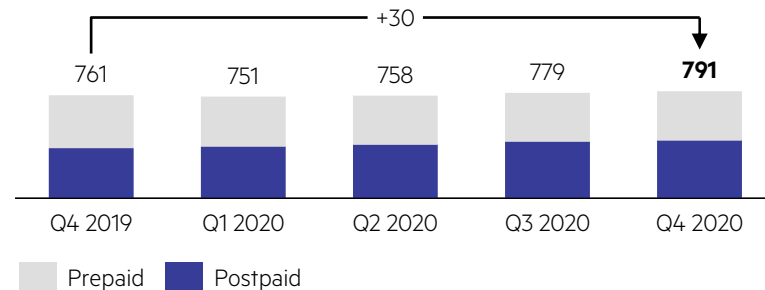
## Adjusted revenue trend (€ m)

|                          | FY 2019    | FY 2020    | Δ y-on-y<br>(excl. divestments <sup>1</sup> ) |
|--------------------------|------------|------------|-----------------------------------------------|
| Mobile service revenues  | 139        | 140        | +0.2%                                         |
| Fixed revenues           | 489        | 484        | +6.4%                                         |
| <b>Adjusted revenues</b> | <b>627</b> | <b>624</b> | <b>+5.3%</b>                                  |

## Broadband customer base (k)



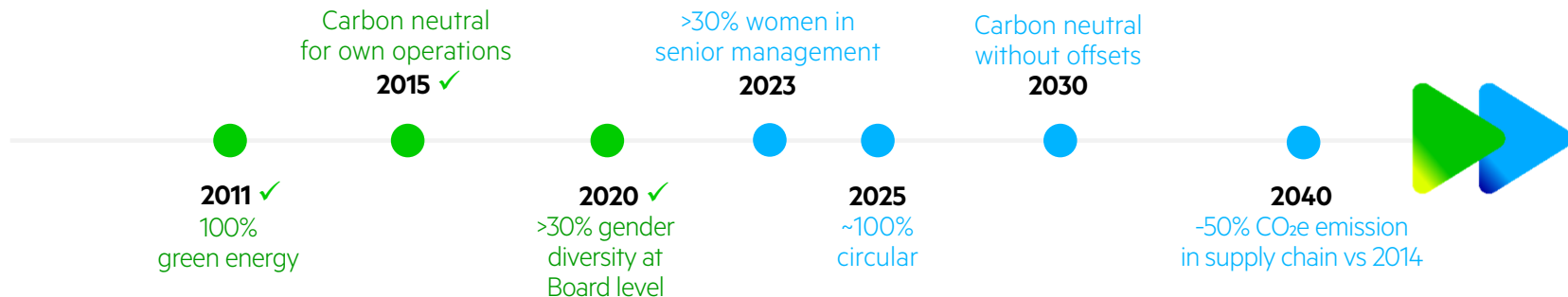
## Mobile customer base (k)



# ESG milestones and ambitions recognized by leading benchmarks

## Important milestones crossed...

## ...and an ambitious agenda



## Rankings & awards in 2020



Member of  
**Dow Jones  
Sustainability Indices**  
Powered by the S&P Global CSA



# Robust FY results

## Adjusted revenues

€ 5,275m

-3.9%

FY 2019  
€ 5,486m

## Adj. net indirect opex savings

€ 137m

Since January 2019  
€ 278m

## Adjusted EBITDA AL

€ 2,320m

+0.1%

FY 2019  
€ 2,317m

FY adjusted revenues -3.9% y-on-y

- **-2.4% excl. impact divestments**
- Growth in Consumer Fixed and Wholesale was offset by lower revenues in Business and Consumer Mobile

## Net profit

€ 561m

-8.7%

FY 2019  
€ 614m

## ROCE

10.1%

+80bps

FY 2019  
9.3%

## Leverage ratio

2.3x

FY 2019  
2.2x

FY adjusted EBITDA AL +0.1% y-on-y

- **+1.4% excl. impact divestments**
- Effect of lower revenues fully offset by disciplined cost control

## Operational Free Cash Flow

€ 1,172m

-2.5%

FY 2019  
€ 1,202m

## Capex

€ 1,147m

+2.9%

FY 2019  
€ 1,115m

## FCF (excl. TEFD dividend)

€ 765m

+5.4%

FY 2019  
€ 726m

FY FCF of € 765m (+5.4% y-on-y)

- **+6.6% excl. impact divestments**
- Higher Capex and increased investments in working capital fully offset by lower cash interest paid and cash restructuring

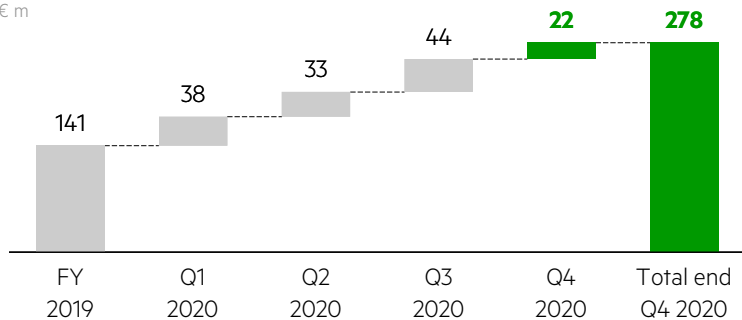
## ROCE of 10.1%

- +80bps y-on-y

# Strong cost savings track record and next wave cost savings

## Strong cost savings since start

€ m



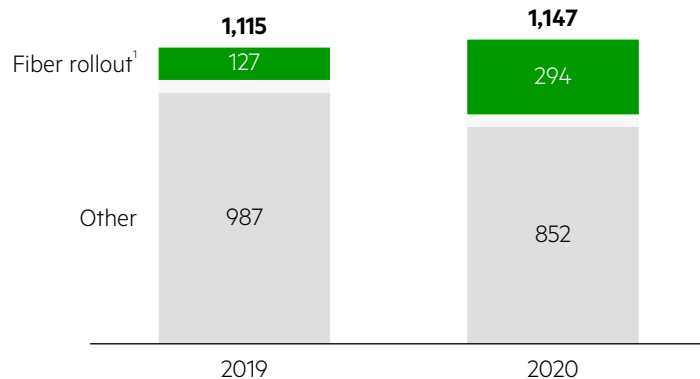
## New wave cost savings program (2021-2023)

>€ 250m

net indirect opex<sup>1</sup>  
(~15% of 2020 indirect cost base)

# Making clear investment decisions: accelerate fiber

## Increasing fiber investments (€ m)



**2020** driven by accelerated fiber rollout

**2021** not to exceed € 1,200m

## Capex / sales<sup>2</sup> (%)

|               |             |             |
|---------------|-------------|-------------|
| Fiber rollout | 2.4         | 5.6         |
| Other         | 18.1        | 16.2        |
| <b>Total</b>  | <b>20.5</b> | <b>21.8</b> |

1. Fiber rollout Capex includes rollout in overlay and new built areas, M&A, active equipment, and rollout communication

2. Corrected for impact of divestments

# Strong underlying cash generation

| (€m)                                                      | FY 2019      | FY 2020      | Δ y-on-y     |
|-----------------------------------------------------------|--------------|--------------|--------------|
| <b>Adjusted EBITDA after leases</b>                       | <b>2,317</b> | <b>2,320</b> | <b>+0.1%</b> |
| <i>As % of adj. revenues</i>                              | <i>42.2%</i> | <i>44.0%</i> |              |
| Capex                                                     | 1,115        | 1,147        | +2.9%        |
| <b>Operational Free Cash Flow</b>                         | <b>1,202</b> | <b>1,172</b> | <b>-2.5%</b> |
| <i>As % of adj. revenues</i>                              | <i>21.9%</i> | <i>22.2%</i> |              |
| Cash restructuring                                        | -133         | -58          | -56%         |
| Incidentals                                               | 210          | 28           | -87%         |
| Change in provisions excl. restructuring                  | -33          | -95          | >100%        |
| Interest received/(paid) excl. lease interest             | -301         | -233         | -23%         |
| Taxes received/(paid)                                     | -7           | -            | -94%         |
| Change in working capital                                 | -9           | -34          | >100%        |
| Other income                                              | -202         | -19          | -90%         |
| Other movements                                           | -1           | 5            | n.m.         |
| <b>Free Cash Flow (excl. TEFD dividend)</b>               | <b>726</b>   | <b>765</b>   | <b>+5.4%</b> |
| <i>As % of adj. revenues</i>                              | <i>13.2%</i> | <i>14.5%</i> |              |
| TEFD dividend received                                    | 24           | -            | -100%        |
| Acquisitions & disposals                                  | 256          | 15           | -94%         |
| Change in short-term investments                          | -225         | 5            | n.m.         |
| Other investing cash flow                                 | 341          | -422         | n.m.         |
| Dividends paid                                            | -512         | -529         | +3.3%        |
| Other financing cash flow                                 | -492         | -6           | -99%         |
| Total cash flow from discontinued operations              | 37           | -1           | n.m.         |
| <b>Change in net cash &amp; cash equivalents</b>          | <b>155</b>   | <b>-173</b>  | <b>n.m.</b>  |
| <b>Cash &amp; short term investments at end of period</b> | <b>1,041</b> | <b>864</b>   |              |
| Bank overdrafts                                           | -            | 2            |              |
| Cash classified as held for sale                          | -            | -            |              |
| Short-term investments                                    | -275         | -270         |              |
| <b>Cash &amp; cash equivalents (balance sheet)</b>        | <b>766</b>   | <b>597</b>   |              |

►► Lower Operational Free Cash Flow driven by higher Capex

►► Free Cash Flow of € 765m, 5.4% higher y-on-y

- Lower cash restructuring charges driven by COVID-19
- Less cash interest paid due to debt redemptions and refinancing transactions

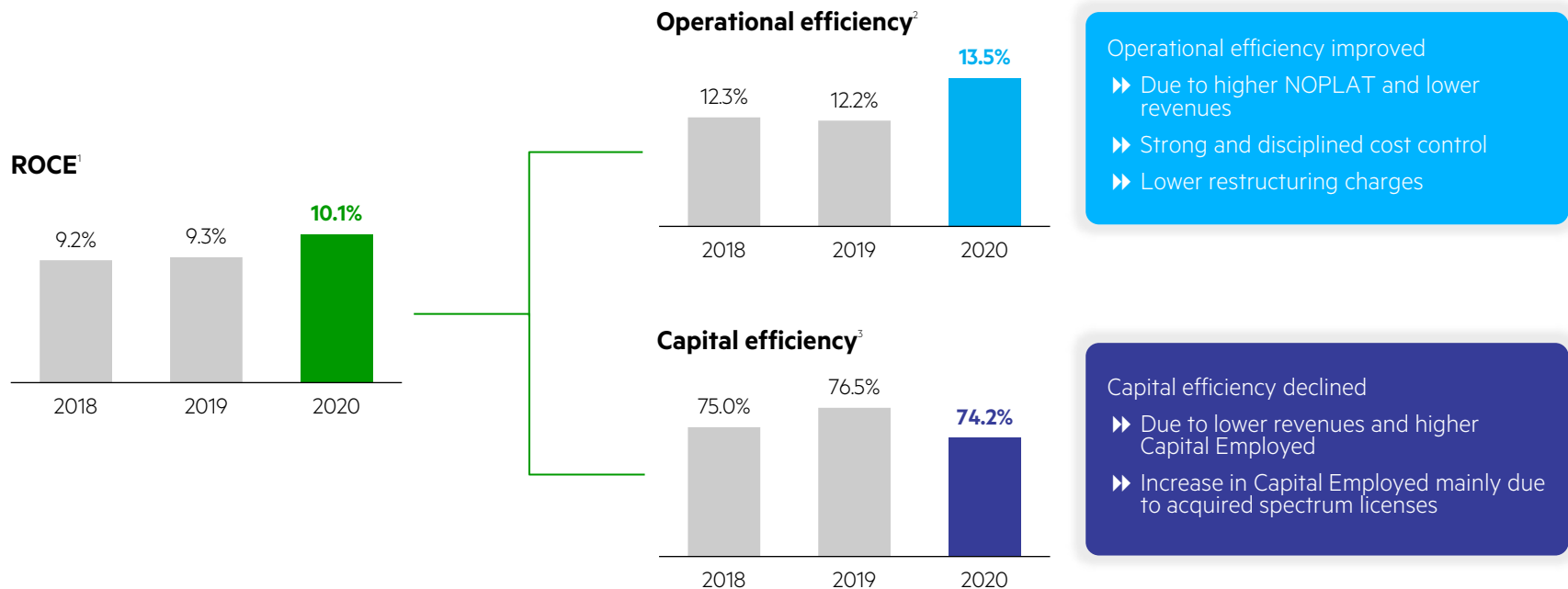
Partly offset by

- Increased investments in working capital
- Higher impact from change in provisions

►► Strong cash position at 31 December 2020

- Despite spectrum auction

# Significantly improving return on capital





# Accelerate to grow

**kpn.** The network of the Netherlands



## **Agendapunt #2**

Verslag van de Raad van Bestuur over het boekjaar 2020

# Q&A



## **Agendapunt #3** – *Besluit*

Voorstel tot het vaststellen van de jaarrekening  
over het boekjaar 2020

**Duco Sickinghe**

Voorzitter RvC

# Algemene vergadering van Koninklijke KPN N.V.

Presentatie controle jaarrekening 2020 door Ernst & Young  
Accountants LLP

14 april 2021

# Agenda

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1. Controleanpak & focus
2. Belangrijkste conclusies
3. Belangrijkste aandachtspunten - Key audit matters
4. Fraude en naleving wet- en regelgeving
5. Communicatie en interactie

Frank Blenderman  
Partner



# Controleaanpak & focus

| Reikwijdte                                                         | Strategie                       | Uitvoering                                                       |
|--------------------------------------------------------------------|---------------------------------|------------------------------------------------------------------|
| Enkelvoudige en geconsolideerde jaarrekening<br>Controle           | Verantwoordelijkheid            | Aanpak<br>Materialiteit<br>Inschatting risico's<br>Werkzaamheden |
| Jaarverslag<br>Toetsing wettelijke vereisten/materiële afwijkingen | Teaming<br>Core team<br>Experts | Fraude en naleving wet- en regelgeving                           |
| Niet financiële informatie                                         | Materialiteit                   | Key Audit Matters                                                |

Communicatie

# Belangrijkste conclusies 1/2

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- ▶ Controle van de jaarrekening
  - ▶ Getrouw beeld
  - ▶ Geen controleverschillen die gecorrigeerd moeten worden
  - ▶ Geen verschil van inzicht omtrent schattingen
- ▶ Duurzaamheidsinformatie
  - ▶ Energieverbruik en CO<sub>2</sub>e emissies (Scope 1 en 2)
    - ▶ getrouw beeld (redelijke zekerheid)
  - ▶ Geselecteerde duurzaamheidsinformatie
    - ▶ geen bevindingen (beperkte zekerheid)

## Belangrijkste conclusies 2/2

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- ▶ Jaarverslag en verslag commissarissen
  - ▶ Voldoet aan de wet, de corporate governance code en is niet strijdig met jaarrekening
  - ▶ Geen materiële onjuistheden gesignaleerd
  - ▶ Remuneratie

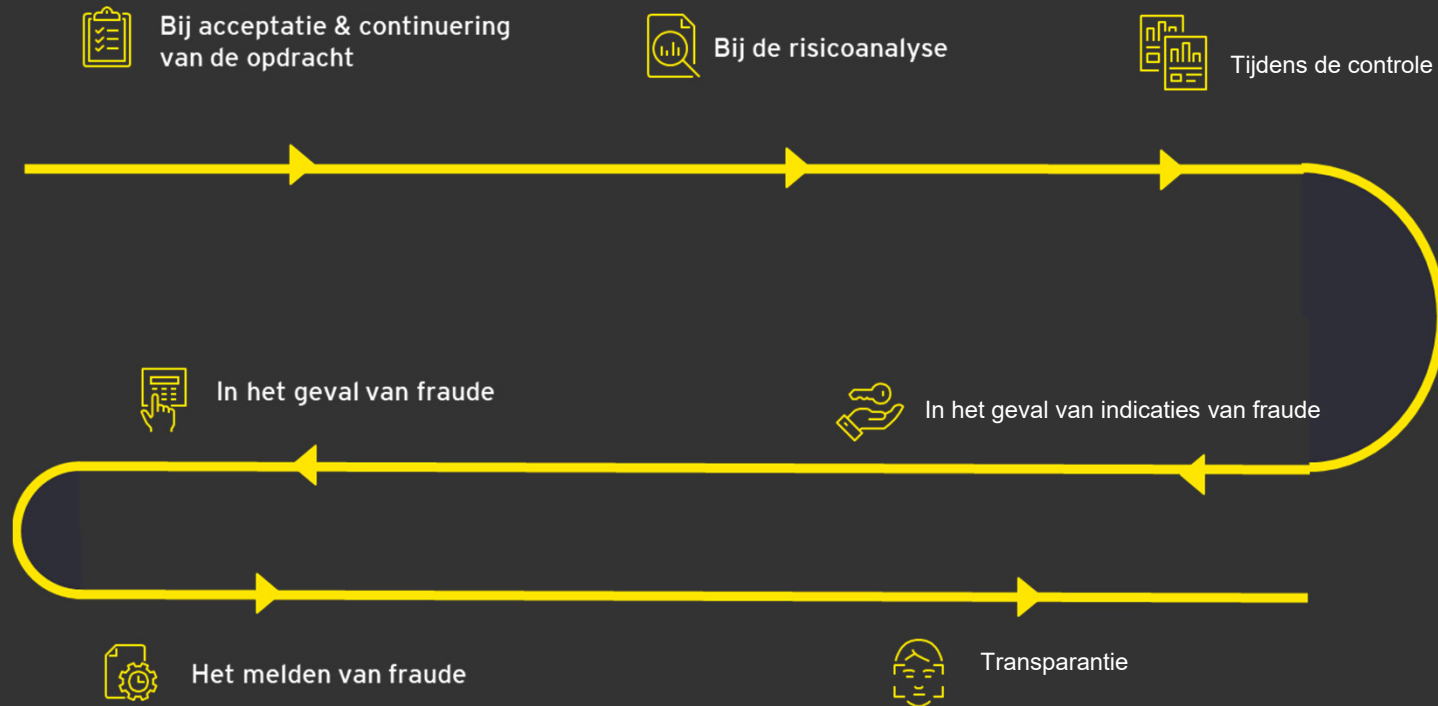
# Belangrijkste aandachtspunten

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Key audit matters:

- ▶ Waardering immateriële en materiële vaste activa
- ▶ Waardering latente belastingen
- ▶ Betrouwbaarheid van IT systemen, inclusief security, cybercrime en data privacy
- ▶ Niet-financiële informatie:
  - ▶ CO<sub>2</sub>e emissies (scope 3)
  - ▶ Toelichting NPS en RepTrak

# Fraude en naleving wet- en regelgeving



# Communicatie en interactie

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- ▶ Onze rapportage
- ▶ Besprekingen met de Raad van Bestuur, Raad van Commissarissen en Audit Commissie
- ▶ De wijze van omgaan met deze organen en commissies
- ▶ Afstemmingen tussentijds
- ▶ Impact COVID-19 op onze controlewerkzaamheden
- ▶ Afsluitende opmerkingen

Algemene vergadering van  
Koninklijke KPN N.V.



## **Agendapunt #3**

Voorstel tot het vaststellen van de jaarrekening over het boekjaar 2020

# Q&A

# Stemprocedure

## Voorzitter kondigt stemming aan

## Stemmen tijdens gehele vergadering mogelijk

Klik op het stemicoon  om de keuzes te tonen

De stemkeuzes verschijnen op het display

Druk op het item in de app:

|                     |
|---------------------|
| Voor/For            |
| Tegen/Against       |
| Onthouding/Withheld |

Uw stemkeuze verschijnt op het display

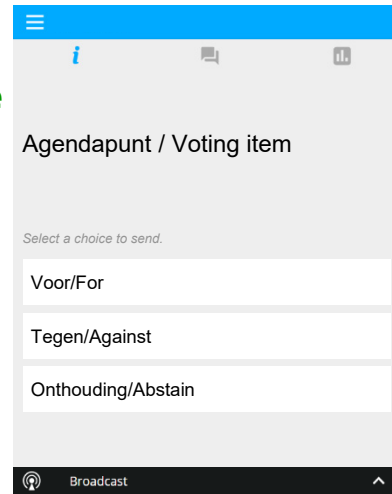
## Herstellen?

Breng opnieuw uw stem uit, laatste keuze geldt



**Wij verzoeken u te stemmen op alle agendapunten**

**De stemming zal zijn geopend tijdens de gehele vergadering**



## Agendapunt #3: Besluit

Voorstel tot het vaststellen van de  
jaarrekening over het boekjaar  
2020

A screenshot of a mobile application interface. At the top is a blue header bar with a white menu icon. Below the header is a grey bar containing an information icon, a chat icon, and a bar chart icon. The main content area has a grey background and displays the text 'Voorstel tot het vaststellen van de jaarrekening over het boekjaar 2020'. Below this is a smaller line of text: 'Select a choice to send.' There are three white input fields with rounded corners, each containing a choice: 'Voor/For', 'Tegen/Against', and 'Onthouding/Abstain'. At the bottom is a black bar with a white speaker icon and the word 'Broadcast', and a small white upward arrow on the right.



## **Agendapunt #4** – *Adviserende stemming* Bezoldigingsverslag over het boekjaar 2020

**Duco Sickinghe**

Voorzitter RvC

**Peter Hartman**

Voorzitter remuneratie commissie

# Uitgangspunten bezoldigingsbeleid RvB

## Basis jaarsalaris

en overige voorwaarden

## Short-term incentive (STI)

Uitbetaling in contanten

- CEO: 90%<sup>1</sup>
- Overige RvB: 60%<sup>1</sup>

**70%** financiële doelstellingen

**30%** niet-financiële doelstellingen

## Long-term incentive (LTI)

Uitbetaling in aandelen

- CEO: 135%<sup>1</sup>
- Overige RvB: 90%<sup>1</sup>

**70%** financiële doelstellingen

**30%** niet-financiële doelstellingen

# Bezoldigingsverslag 2020: korte- en lange termijn variabele beloning

## Korte- en lange termijn variabele beloning:

| Variabele beloning<br>2020      | STI 2020<br>(€ k) | LTI 2018<br>(aantal aandelen) |
|---------------------------------|-------------------|-------------------------------|
| Joost Farwerck<br>CEO           | 676               | 210.207                       |
| Chris Figee<br>CFO              | 319               | -                             |
| Jean-Pascal Van Overbeke<br>CCM | 335               | 87.885                        |
| Marieke Snoep<br>CBM            | 335               | -                             |
| Babak Fouladi<br>CTDO           | 335               | -                             |
| Hilde Garssen<br>CPO            | 257               | -                             |

## Additionele informatie:

- Extra aandacht besteed aan de impact van COVID-19, geen omstandigheden om af te wijken van hetgeen was afgesproken
- Pay-out ratio 2020: 30 → CEO beloning ten opzichte van gemiddelde beloning overige medewerkers
- STI 2020 (netto) uitbetaling voor 50% in aandelen indien niveau op basis van richtlijn voor aandelenbezit nog niet is bereikt
- Ontvangen aandelen onder LTI 2018 zijn verbonden aan een lock-up periode van twee jaar, i.e. tot medio april 2023
- LTI plan 2018 niet van toepassing op alle RvB leden in verband met datum indiensttreding

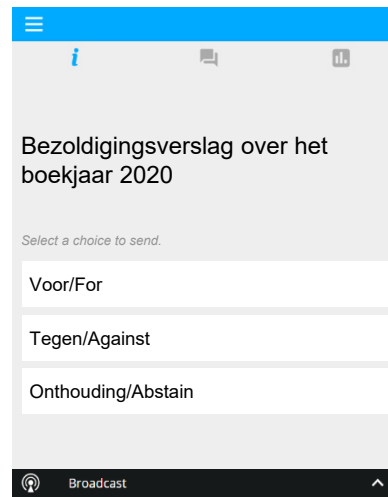
## **Agendapunt #4**

Bezoldigingsverslag over het boekjaar 2020

# Q&A

## Agendapunt #4: Adviserende stemming

Bezoldigingsverslag over het  
boekjaar 2020



The screenshot shows a mobile application interface with a blue header bar containing a menu icon. Below the header, there is a title "Bezoldigingsverslag over het boekjaar 2020" and a prompt "Select a choice to send." followed by three selectable options: "Voor/For", "Tegen/Against", and "Onthouding/Abstain". At the bottom, there is a black bar with a speaker icon and the word "Broadcast", and a small upward arrow icon on the right.



## **Agendapunt #5**

Toelichting op het financieel- en dividendbeleid

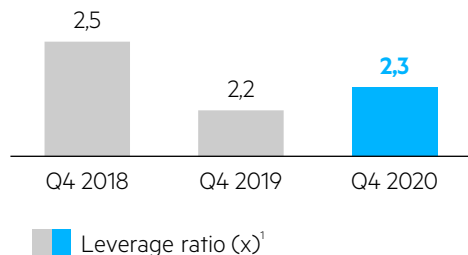
**Chris Figee**

CFO

# Gecommitteerd aan een solide financieel profiel

## Leverage profiel

Target



<2,5x

## Solide investment grade kredietprofiel

**S&P Global**  
Ratings

BBB / Stable

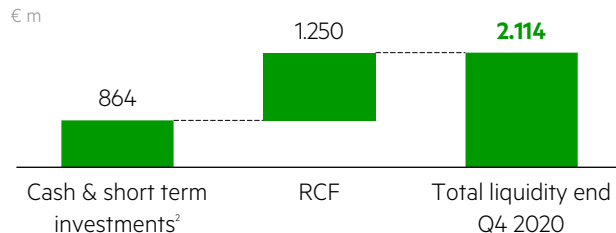
**FitchRatings**

BBB / Stable

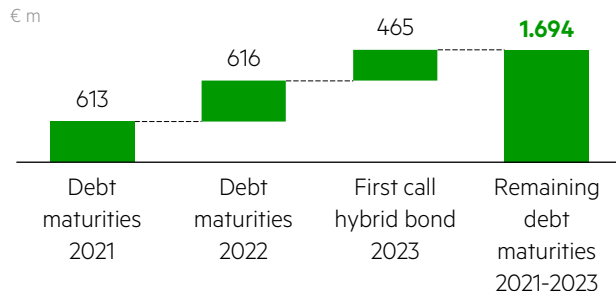
**MOODY'S**

Baa3 / Stable

## Robuuste liquiditeitspositie...



## ...dekt verwachte aflossingen t/m 2023



# Dividend per aandeel

**€ 13,0ct**

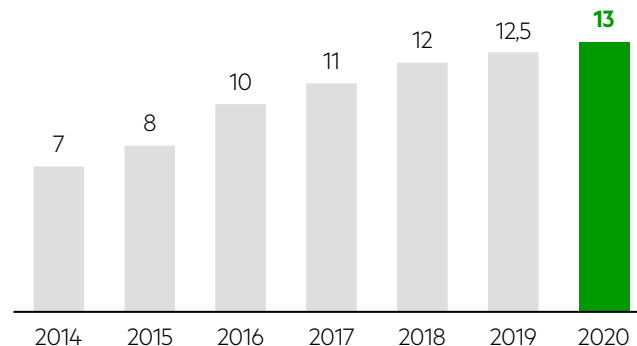
Beoogd regulier dividend per aandeel over **2020**

**€ 8,7ct**

Beoogd slot dividend per aandeel,  
te betalen in april **2021**

## Gecommitteerd aan een progressief dividend

€ ct



Regulier dividend per aandeel

## **Agendapunt #5**

Toelichting op het financieel- en dividendbeleid

# Q&A



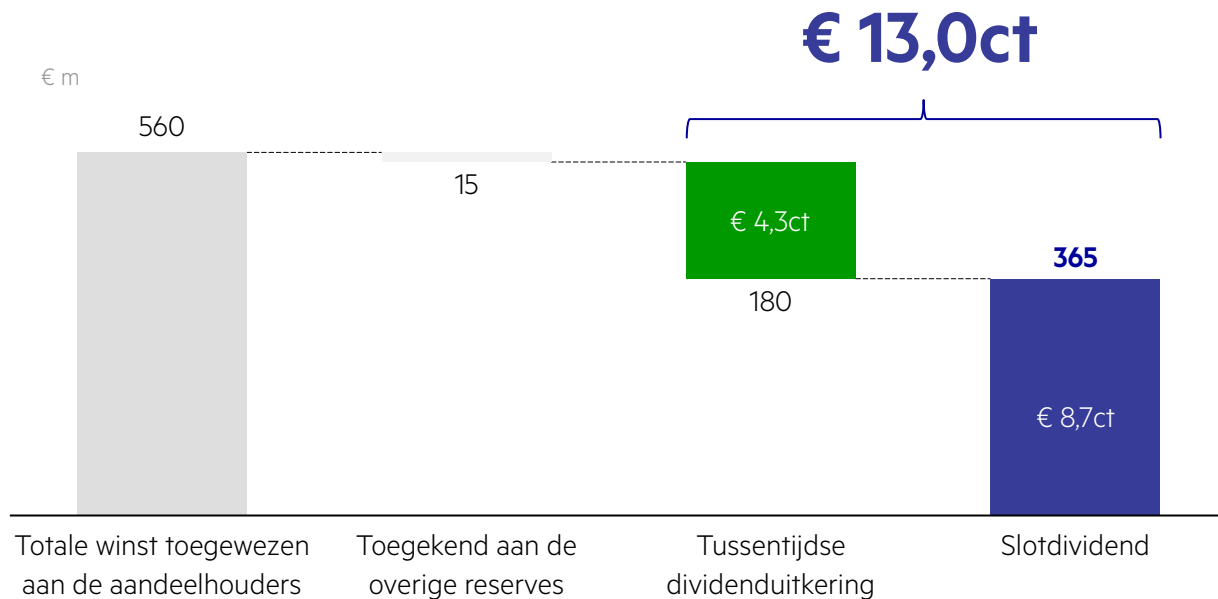
## **Agendapunt #6 – *Besluit***

Voorstel tot het vaststellen van het dividend  
over het boekjaar 2020

**Duco Sickinghe**

Voorzitter RvC

# Vaststelling dividend over boekjaar 2020



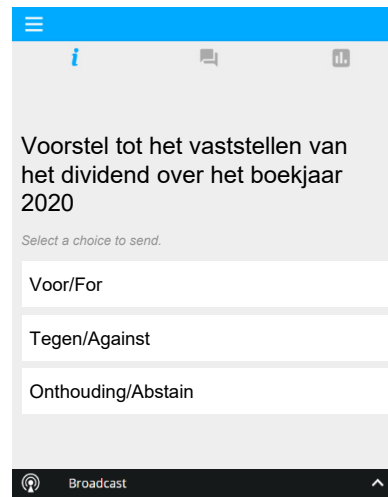
## **Agendapunt #6**

Voorstel tot het vaststellen van het dividend over het boekjaar 2020

# Q&A

## Agendapunt #6: Besluit

Voorstel tot het vaststellen van  
het dividend over het boekjaar  
2020





## **Agendapunt #7&8 – *Besluiten***

Voorstel tot het verlenen van decharge aan de leden van de Raad van Bestuur en Raad van Commissarissen

**Duco Sickinghe**

Voorzitter RvC

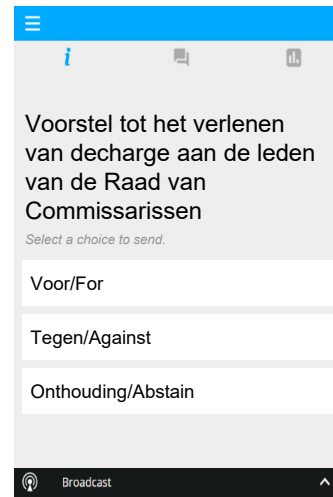
## **Agendapunt #7&8**

Voorstel tot het verlenen van decharge aan de leden van de Raad van Bestuur en Raad van Commissarissen

# Q&A

## Agendapunt #7&8: Besluiten

Voorstel tot het verlenen van decharge aan de leden van de Raad van Bestuur en Raad van Commissarissen





## **Agendapunt #9** – *Besluit*

Voorstel tot benoeming van de externe accountant voor het boekjaar 2022

**Duco Sickinghe**

Voorzitter RvC

## **Agendapunt #9**

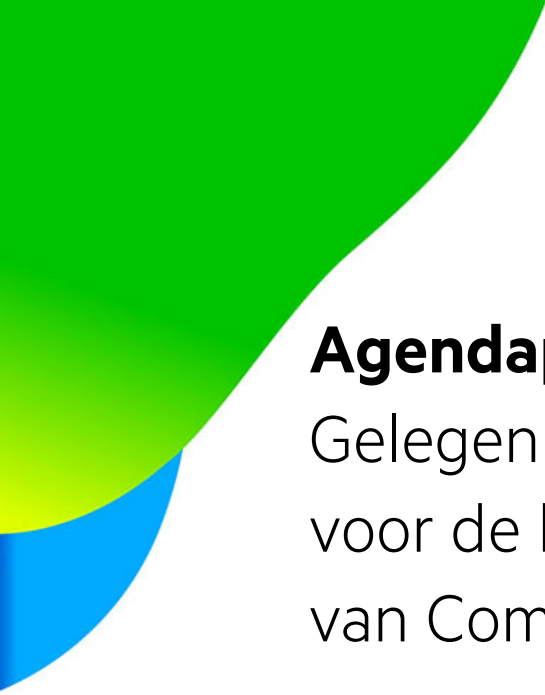
Voorstel tot benoeming van de externe accountant voor het boekjaar 2022

# Q&A

## Agendapunt #9: Besluit

Voorstel tot benoeming van de  
externe accountant voor het  
boekjaar 2022

A screenshot of a mobile application interface. At the top is a blue header bar with a white hamburger menu icon on the left, and three icons (an 'i' in a blue circle, a speech bubble, and a bar chart) on the right. Below the header, the text 'Voorstel tot benoeming van de externe accountant voor het boekjaar 2022' is displayed in a bold, black font. Underneath this text is a smaller line of text: 'Select a choice to send.' Below this are three white rectangular buttons with black text, stacked vertically: 'Voor/For', 'Tegen/Against', and 'Onthouding/Abstain'. At the bottom of the screen is a black navigation bar with a white speaker icon on the left, the word 'Broadcast' in the center, and a white upward-pointing arrow on the right.



## **Agendapunt #10**

Gelegenheid tot het doen van aanbevelingen  
voor de benoeming van een lid van de Raad  
van Commissarissen

**Duco Sickinghe**

Voorzitter RvC

## **Agendapunt #10**

Gelegenheid tot het doen van aanbevelingen voor de benoeming van een lid van de Raad van Commissarissen

# Q&A



## **Agendapunt #11** – *Besluit*

Voorstel tot benoeming van de heer E.J.C.  
Overbeek tot lid van de Raad van Commissarissen

**Duco Sickinghe**

Voorzitter RvC

# Profiel: Edzard Overbeek

**Geboortejaar:** 1967

**Nationaliteit:** Nederlands

**Huidige functie:**

- HERE, Chief Executive Officer
- KPN, Lid van de Raad van Commissarissen (sinds 2017)

**Werkervaring:**

- Cisco Systems, diverse posities waaronder die van President Asia Pacific & Japan / Vice President Europe (2000 – 2016)
- Copaco, Managing director (1998 – 2000)
- Siemens, Business Unit Manager (1996 – 1998)
- Fujitsu, General Sales Manager (1994 – 1996)

**Opleiding:**

- Master of Business Administration, NIMBAS



## **Agendapunt #11**

Voorstel tot benoeming van de heer E.J.C. Overbeek tot lid van de Raad van Commissarissen

# Q&A

## Agendapunt #11: Besluit

Voorstel tot benoeming van de  
heer E.J.C. Overbeek tot lid van de  
Raad van Commissarissen



The screenshot shows a mobile application interface with a blue header bar containing a menu icon. Below the header, there are three icons: an information icon, a chat icon, and a bar chart icon. The main content area displays the text "Voorstel tot benoeming van de heer E.J.C. Overbeek tot lid van de Raad van Commissarissen" followed by the instruction "Select a choice to send." Below this, there are three input fields with the labels "Voor/For", "Tegen/Against", and "Onthouding/Abstain". At the bottom of the screen, there is a black bar with a speaker icon and the word "Broadcast", and a small upward arrow icon on the right.



## **Agendapunt #12** – *Besluit*

Voorstel tot benoeming van de heer G.J.A. van de Aast tot lid van de Raad van Commissarissen

**Duco Sickinghe**

Voorzitter RvC

# Profiel: Gerard van de Aast

**Geboortejaar:** 1957

**Nationaliteit:** Nederlands

**Huidige functie:**

- Voorzitter van de Raad van Commissarissen, NS
- Vicevoorzitter van de Raad van Commissarissen, Signify NV
- Lid van de Raad van Commissarissen, Witteveen+Bos

**Werkervaring:**

- Imtech NV, Chief Executive Officer (2013 – 2015)
- Volker Wessels, Chief Executive Officer (2009 – 2012)
- Reed Business, Chief Executive Officer (2001 – 2008)
- Compag, Vice president en General Manager (1998 – 2000)
- Digital Equipment Corp, Vice president (1992 – 1998)
- Diverse posities bij Phillips, W+B Software, Technosoft, Witteveen&Bos (1979 – 1992)

**Opleiding:**

- Technische bouwopleiding, HTS



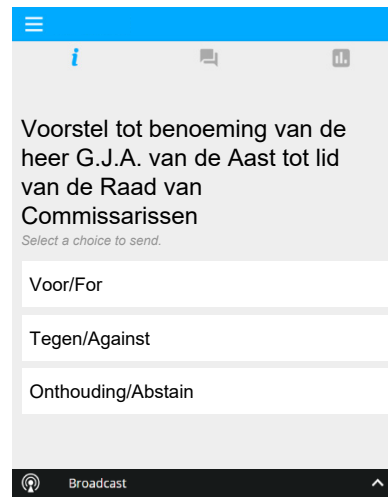
## **Agendapunt #12**

Voorstel tot benoeming van de heer G.J.A. van de Aast tot lid van de Raad van Commissarissen

# Q&A

## Agendapunt #12: Besluit

Voorstel tot benoeming van de heer G.J.A. van de Aast tot lid van de Raad van Commissarissen





## **Agendapunt #13**

Mededelingen over vacatures in de Raad van  
Commissarissen die in 2022 zullen ontstaan

**Duco Sickinghe**

Voorzitter RvC

## **Agendapunt #13**

Mededelingen over vacatures in de Raad van Commissarissen die in 2022 zullen ontstaan

# Q&A



## **Agendapunten #14-17 – *Besluiten***

14: Verkrijgen van eigen aandelen

15: Intrekken van eigen aandelen

16: Uitgifte van gewone aandelen

17: Beperking of uitsluiting van voorkeursrecht bij uitgifte van gewone aandelen

**Duco Sickinghe**

Voorzitter RvC

# Q&A

## Agendapunt #14: Besluit

Voorstel tot het verlenen van een machtiging aan de Raad van Bestuur tot het verkrijgen van eigen aandelen door de vennootschap



## Agendapunt #15: Besluit

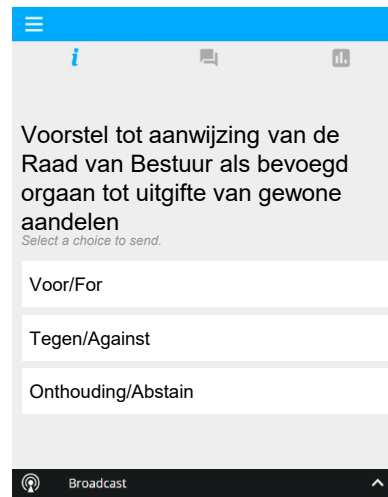
Voorstel tot kapitaalvermindering  
door intrekking van eigen  
aandelen



The screenshot shows a mobile application interface with a blue header bar containing a menu icon. Below the header, there is a status bar with icons for information, chat, and a document. The main content area has a grey background and displays the text "Voorstel tot kapitaalvermindering door intrekking van eigen aandelen" in bold. Below this, it says "Select a choice to send." and lists three options in white boxes: "Voor/For", "Tegen/Against", and "Onthouding/Abstain". At the bottom, there is a black bar with a speaker icon, the word "Broadcast", and an upward arrow.

## Agendapunt #16: Besluit

Voorstel tot aanwijzing van de Raad van Bestuur als bevoegd orgaan tot uitgifte van gewone aandelen



## Agendapunt #17: Besluit

Voorstel tot aanwijzing van de Raad van Bestuur als bevoegd orgaan tot beperking of uitsluiting van het wettelijk voorkeursrecht bij uitgifte van gewone aandelen



The screenshot shows a mobile application interface with a blue header bar containing a menu icon. Below the header, there is a status bar with icons for information, chat, and a signal strength indicator. The main content area displays the following text:

Voorstel tot aanwijzing van de Raad van Bestuur als bevoegd orgaan tot beperking of uitsluiting van het wettelijk voorkeursrecht bij uitgifte van gewone aandelen

*Select a choice to send.*

Below the text, there are three input fields for voting:

- Voor/For
- Tegen/Against
- Onthouding/Abstain

At the bottom of the screen, there is a black bar with a speaker icon and the text "Broadcast", and a small upward arrow icon on the right.



# **Agendapunt #18**

Rondvraag

**Duco Sickinghe**

Voorzitter RvC



## **Agendapunt #19**

Stemuitslagen en sluiting

**Duco Sickinghe**

Voorzitter RvC

# Algemene Vergadering van Aandeelhouders

**14 april 2021**

**kpn.** Het netwerk van Nederland

