

## Third Quarter 2017 Results

### Highlights

- Fixed-mobile convergence continues to deliver strong results in Consumer
  - 62% of KPN brand postpaid base in fixed-mobile bundles (Q3 2016: 53%)
  - +11k<sup>1</sup> broadband net adds, +23k<sup>1</sup> IPTV net adds, and +12k postpaid net adds
  - ARPU per household increased by 4.9% y-on-y, postpaid ARPU decreased by 3.8% due to regulation
  - Further improvement in customer satisfaction in Consumer; NPS +14 (Q3 2016: +9)
- Progress with Business transformation
  - SME: successful bundling of services, +45k multi play net adds driven by KPN ÉÉN
  - LE & Corporate: focus on value in competitive mobile-only market; growth in IT related services and Internet of Things
  - Business NPS stable y-on-y at -5; new proposition for small businesses launched to support customer satisfaction
- Second wave Simplification program delivered ~EUR 95m run-rate savings by end Q3 2017

### Key figures\* (from continuing operations)

Group financials (unaudited) (in EUR m, unless stated otherwise)	Q3 2017	Q3 2016	Δ y-on-y	YTD 2017	YTD 2016	Δ y-on-y
Revenues	1,605	1,718	-6.6%	4,884	5,083	-3.9%
<b>Adjusted revenues**</b>	<b>1,615</b>	<b>1,711</b>	<b>-5.6%</b>	<b>4,886</b>	<b>5,076</b>	<b>-3.7%</b>
<b>Adjusted revenues The Netherlands**</b>	<b>1,462</b>	<b>1,518</b>	<b>-3.7%</b>	<b>4,397</b>	<b>4,507</b>	<b>-2.4%</b>
EBITDA	603	665	-9.3%	1,746	1,803	-3.2%
<b>Adjusted EBITDA**</b>	<b>636</b>	<b>662</b>	<b>-3.9%</b>	<b>1,821</b>	<b>1,822</b>	<b>-0.1%</b>
<b>Adjusted EBITDA margin The Netherlands</b>	<b>43.2%</b>	<b>43.3%</b>	<b>-10bps</b>	<b>41.1%</b>	<b>40.1%</b>	<b>+100bps</b>
Operating profit (EBIT)	253	292	-13%	686	638	7.5%
Profit for the period (net profit)	132	45	>100%	415	255	63%
Capex	241	265	-9.1%	745	895	-17%
<b>Operating free cash flow</b>	<b>395</b>	<b>397</b>	<b>-0.5%</b>	<b>1,076</b>	<b>927</b>	<b>16%</b>
<b>Free cash flow</b>	<b>261</b>	<b>146</b>	<b>79%</b>	<b>592</b>	<b>360</b>	<b>64%</b>

\* All non-IFRS terms are explained in the safe harbor section

\*\* Adjusted revenues and adjusted EBITDA reconciliations to be found on page 8 and 9

### Financial performance

- Adjusted revenues for The Netherlands were 3.7% lower y-on-y in Q3 2017; when excluding the impact from regulation this was -1.9% y-on-y. Higher ARPU per household and customer base growth led to revenue growth in Consumer, but this was offset by lower Business and Wholesale revenues. Revenues in Business continued to be impacted by rationalization in fixed and price pressure in mobile, partly offset by growth in integrated solutions. Wholesale saw lower revenues from international traffic and MVNOs
- Adjusted EBITDA was 3.9% lower y-on-y in Q3 2017; when excluding the impact from regulation this was in line with last year (-0.6% y-on-y). Lower revenues were largely offset by savings related to Simplification and lower subscriber acquisition and retention costs
- Operating profit was 13% lower y-on-y in Q3 2017, mainly driven by lower EBITDA. Net profit grew EUR 87m y-on-y to EUR 132m in Q3 2017, due to lower finance expenses as Q3 2016 was impacted by additional finance expenses related to a bond tender (EUR 120m net of tax)
- Capex YTD 2017 was 17% lower y-on-y, mainly due to different intrayear phasing compared to last year
- Free cash flow (excl. TEFD dividend) of EUR 522m YTD 2017 was EUR 209m higher compared to the same period last year<sup>2</sup>, mainly driven by lower Capex and less interest paid

<sup>1</sup> Excluding Solcon consolidation (47k broadband and 17k IPTV customers)

<sup>2</sup> YTD 2016 excluding EUR 63m cash optimization actions

### Message from the CEO, Eelco Blok

*“In the third quarter of 2017, our new propositions have led to a strong operational performance in Consumer. Customers appreciate the freedom of choice and we’re encouraged about our ability to upsell additional content packages. In Business, we see ample appetite for bundled services, especially in SME where the uptake of our flagship product KPN ÉÉN is accelerating. We have announced the acquisition of QSight IT to further strengthen our leading security services portfolio. However, our financial results in Business continue to be impacted by competition on price in the LE & Corporate mobile market.*

*As expected, the Group financials for this quarter reflected the impact of the introduction of Roam Like At Home regulation within the EU, resulting in a strong increase in data usage abroad during the summer holiday season. Our commitment to corporate social responsibility and transparent communications on this important topic have not gone unnoticed. I am particularly proud that Dow Jones Sustainability Indices recently recognized KPN as the world’s most sustainable telecom company.*

*Last week, we announced that Maximo Ibarra will succeed me as CEO of KPN after my second term. We are on track with our key strategic priorities and I’m highly committed to deliver further progress towards our ambitions until the end of my term in April next year.”*

### Outlook 2017 (continuing operations)

- Adjusted EBITDA in line with 2016
  - Including approximately EUR 40-50m impact from roaming regulation
- Capex ~EUR 1.15bn
- Free cash flow (excl. TEFD dividend) growing<sup>3</sup>
- Additional cash flow via dividend from stake in Telefónica Deutschland

### Shareholder remuneration and financial profile

KPN intends to pay a regular dividend per share of EUR 11 cents in respect of 2017, of which EUR 3.7 cents was paid as an interim dividend in August, and to grow the regular dividend in line with its free cash flow growth profile thereafter.

KPN remains committed to an investment grade credit profile and expects to utilize excess cash for operational and financial flexibility, (small) in-country M&A and/or shareholder remuneration. KPN has credit ratings of Baa3 with a stable outlook by Moody’s, BBB with a stable outlook by Fitch Ratings and BBB- with a positive outlook by Standard & Poor’s.

### All related documents can be found on KPN’s website:

[ir.kpn.com](http://ir.kpn.com)

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#### Formal disclosures:

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<sup>3</sup> Compared to 2016 free cash flow, after adjusting for the impact of cash optimization actions, of EUR 683m

**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 2016. 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.*

*KPN defines **EBITDA** as operating result before depreciation (including impairments) of PP&E and amortization (including impairments) of intangible assets. Note that KPN's definition of EBITDA deviates from the literal definition of earnings before interest, taxes, depreciation and amortization 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. In the **Net Debt / EBITDA ratio**, KPN defines **Net Debt** as the nominal value of interest bearing financial liabilities excluding derivatives and related collateral, representing the net repayment obligations in Euro, taking into account 50% of the nominal value of the hybrid capital instruments, less net cash and short-term investments, and defines EBITDA as a 12 month rolling total excluding restructuring costs, incidentals and major changes in the composition of the Group (acquisitions and disposals). **Free Cash Flow** is defined as cash flow from continuing operating activities plus proceeds from real estate, minus capital expenditures (Capex), being expenditures on PP&E and software. **Operating free cash flow** is defined as adjusted EBITDA minus Capex. **Revenues** are defined as the total of revenues and other income unless indicated otherwise. **Adjusted revenues** and **adjusted EBITDA** are derived from revenues (including other income) and EBITDA, respectively, and are adjusted for the impact of restructuring costs and incidentals. The term service revenues refers to wireless service revenues.*

*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 2016.*

## Financial and operating review The Netherlands

(in EUR m)	Q3 2017	Q3 2016	Δ y-on-y	YTD 2017	YTD 2016	Δ y-on-y
<b>Adjusted revenues</b>						
Consumer	789	801	-1.5%	2,361	2,341	0.9%
Business	541	569	-4.9%	1,633	1,736	-5.9%
Wholesale	168	185	-9.2%	516	549	-6.0%
Network, Operations & IT	6	5	20%	16	14	14%
Other (incl. eliminations)	-42	-42	0.0%	-129	-133	-3.0%
<b>The Netherlands</b>	<b>1,462</b>	<b>1,518</b>	<b>-3.7%</b>	<b>4,397</b>	<b>4,507</b>	<b>-2.4%</b>

### Consumer

The launch of KPN's new Consumer fixed and mobile propositions, which provide freedom of choice for customers, was successful. KPN's focus on content aggregation via partnerships ensures that a broad range of content is available for households as a value-added service. In Q3 2017, KPN launched a billing service for Netflix, providing further convenience for customers. The first indications about the take-up of the new propositions – and additional content – are promising. Consumer NPS rose to +14 (Q3 2016: +9).

Adjusted revenues in Consumer declined by 1.5% y-on-y in Q3 2017 due to the impact from regulation. Residential revenues grew by 3.2% y-on-y, driven by ongoing base growth and an increasing ARPU per household. Mobile service revenues declined by 6.6% y-on-y. Excluding the impact from regulation and a small incremental VAT benefit, mobile service revenues would have declined by 1.8% y-on-y. The increased SIM-only inflow as a result of the introduction of new handset credit legislation on 1 May 2017 has led to lower service revenues. Nevertheless, in the same period, Customer Lifetime Value per subscriber has increased as a result of lower subscriber acquisition and retention costs.

In Q3 2017, 62% of the KPN brand postpaid base was part of a fixed-mobile bundle (Q3 2016: 53%). Across all brands, the number of postpaid customers in fixed-mobile bundles grew by 58k to 1,791k in Q3 2017, reaching a penetration of 49% of the postpaid customer base (Q3 2016: 40%). The number of fixed-mobile households grew by 33k to 1,189k, or 40% of the broadband customer base (Q3 2016: 35%). To further expand the addressable market for fixed-mobile services, Simyo customers are eligible for KPN Compleet benefits from 25 October 2017 onwards.

In Q3 2017, KPN added 11k<sup>4</sup> broadband and 23k<sup>4</sup> IPTV customers to its base. ARPU per household increased 4.9% y-on-y to EUR 43.

Furthermore, KPN grew its mobile customer base by 12k postpaid net adds, entirely driven by the high value KPN brand (23k net adds). Telfort and Simyo continued to be impacted by ongoing competitive dynamics in the no frills segment of the market. Postpaid ARPU declined 3.8% y-on-y to EUR 25, due to regulation and increased SIM-only inflow. However, the committed part of ARPU remained stable y-on-y at approximately EUR 22.

<sup>4</sup> Excluding Solcon consolidation (47k broadband and 17k IPTV customers)

## Business

In Business, KPN continues to migrate customers to integrated solutions and new technologies to strengthen and expand customer relations. In SME, the integrated solution, KPN ÉÉN, leverages KPN's leading position in connectivity and provides attractive up- and cross-sell opportunities for IT related services, such as workspace management and cloud & security services. In LE & Corporate, the bundling effect is less prevalent and there is strong competition in the mobile-only market, mainly on price. KPN has a focus on value creation for its customers and therefore did not enter a recent tender process for a group of municipalities. In Q3 2017, KPN signed several large deals with business customers such as ABN AMRO, where KPN provides connectivity and security services.

In Q3 2017, Business NPS remained flat y-on-y at -5 as a result of improving customer experience in SME to -3 (Q3 2016: -8), but declining in SoHo to -13 (Q3 2016: -10). To support Business customer satisfaction, KPN recently introduced a new proposition for small businesses with less than five employees (self-employed and SoHo). The new proposition is based on KPN's Consumer proposition and is eligible for fixed-mobile benefits in KPN Compleet, while providing business features, such as a dedicated customer service desk.

Adjusted revenues in Business declined 4.9% y-on-y in Q3 2017, due to regulation, lower revenues from traditional telco services, and mobile price pressure. This was partly offset by revenue growth from integrated solutions, Internet of Things, and IT related services.

In SME, KPN witnessed continued strong growth of multi play seats (Q3 2017: 45k vs. Q3 2016: 13k), leading to growth of 39% y-on-y in Multi play revenues. Traditional fixed-only revenues declined 16% y-on-y. The impact of ongoing rationalization and migrations to integrated solutions was partly offset by price adjustments for this portfolio. Single play wireless revenues were down 27% y-on-y, impacted by regulation and a declining mobile-only customer base due to migrations to KPN ÉÉN SME (Multi play) and KPN ÉÉN LE (Customized Solutions).

Revenues from Customized solutions grew by 2.2% y-on-y, supported by migrations from Single play wireless. Revenues from Network & IT services grew by 0.8% y-on-y. Lower revenues from network services were offset by growth in IT related services, such as housing and workspace management.

Revenues from New services increased 10% y-on-y in Q3 2017, driven by KPN's leading position in the Dutch market for Internet of Things (IoT).

## Wholesale

Adjusted revenues in Wholesale decreased by EUR 17m or 9.2% y-on-y in Q3 2017. Fixed Wholesale revenues were impacted by lower international traffic, partly offset by a positive net intake of WBA and VULA services. Mobile Wholesale revenues were impacted by competitive dynamics in the Dutch mobile market leading to lower revenues from MVNOs.

## Network, Operations & IT

KPN continuously upgrades the capacity of its best-in-class integrated network and ICT infrastructure. In Q3 2017, capacity of the LoRa network was increased to support the strong growth in Internet of Things. The Simplification program provided further automation of processes resulting in a reduction of lead times in Consumer customer operations.

## Operating expenses The Netherlands

(in EUR m)	Q3 2017	Q3 2016	Δ y-on-y	YTD 2017	YTD 2016	Δ y-on-y
<b>Opex The Netherlands (excl. D&amp;A)*</b>	<b>831</b>	<b>861</b>	<b>-3.5%</b>	<b>2,590</b>	<b>2,698</b>	<b>-4.0%</b>
Cost of goods & services	336	348	-3.4%	1,022	1,061	-3.7%
Personnel expenses	264	259	1.9%	837	864	-3.1%
IT/TI	120	127	-5.5%	376	404	-6.9%
Other operating expenses	111	127	-13%	355	369	-3.8%
<b>Adjusted EBITDA The Netherlands</b>	<b>631</b>	<b>657</b>	<b>-4.0%</b>	<b>1,807</b>	<b>1,809</b>	<b>-0.1%</b>

\* Adjusted for restructuring costs and incidentals

In Q3 2017, adjusted EBITDA for The Netherlands was 4.0% lower y-on-y, mainly as a result of roaming regulation. Excluding the impact of regulation, adjusted EBITDA would have been in line with last year (-0.6% y-on-y). Lower revenues for The Netherlands were largely offset by benefits related to Simplification and lower subscriber acquisition and retention costs. The adjusted EBITDA margin for The Netherlands was 43.2% (Q3 2016: 43.3%).

Costs of goods and services were positively impacted by lower subscriber acquisition and retention costs and lower traffic costs compared to Q3 2016. This was partly offset by higher roaming costs, higher content costs in Consumer and increased hardware and IT licenses in Business. Lower subscriber acquisition and retention costs were mainly the result of handset credit legislation, effective from 1 May 2017. Following this introduction, KPN has witnessed increasing SIM-only inflow, higher upfront payments for handsets, and a shift towards less expensive handsets.

The Simplification program is delivering significant quality improvements and structural savings in personnel expenses, IT/TI costs and other operating expenses. However, different phasing of employee benefits compared to last year led to higher personnel expenses in Q3 2017. KPN's effective targeted household marketing approach, driven by smart analytics, has resulted in less marketing expenses. Together with lower costs for housing and facilities these were the main drivers of lower other operating expenses. The second wave of the Simplification program, running until end 2019, has generated run-rate savings of approximately EUR 95m by end Q3 2017. KPN is well on track to realize its ambition of at least EUR 300m run-rate savings by the end of 2019.

## Financial and operating review iBasis

In Q3 2017, price pressure in the international wholesale voice carrier market continued to impact iBasis. Traffic volumes at iBasis declined approximately 13% y-on-y, partly driven by the divestments of E-Plus and BASE Company. Furthermore, iBasis continues to experience a transition from voice towards data services.

iBasis (in EUR m)	Q3 2017	Q3 2016	Δ y-on-y	YTD 2017	YTD 2016	Δ y-on-y
Revenues	174	224	-22%	559	657	-15%
<b>Adjusted revenues</b>	<b>174</b>	<b>224</b>	<b>-22%</b>	<b>559</b>	<b>657</b>	<b>-15%</b>
EBITDA	9	6	50%	18	18	0.0%
<b>Adjusted EBITDA</b>	<b>9</b>	<b>6</b>	<b>50%</b>	<b>18</b>	<b>18</b>	<b>0.0%</b>

Adjusted revenues at iBasis decreased by 22% y-on-y in Q3 2017 (including a 3.0% unfavorable currency effect), driven by lower traffic and price pressure. In Q3 2017, iBasis benefitted from certain non-recurring high-margin revenues, leading to an adjusted EBITDA margin of 5.2% (Q3 2016: 2.7%).

## Profit, Capex, FCF and financial position KPN Group

Group operating profit (EBIT) declined 13% y-on-y to EUR 253m in Q3 2017 due to lower EBITDA, partly offset by lower amortization charges. Net profit of EUR 132m in Q3 2017 was EUR 87m higher compared to last year, driven by lower finance expenses partly offset by lower EBIT and higher taxes. The reduction in finance expenses was mainly due to EUR 160m additional finance expenses related to the bond tender in Q3 2016. Adjusted for this impact (net of tax), net profit in Q3 2016 would have been EUR 165m.

In Q3 2017, Capex decreased by 9.1% y-on-y to EUR 241m. Capex for the first nine months stood at EUR 745m, 17% lower compared to the same period last year. The reduction in Capex was mainly due to different intrayear phasing and is expected to partly reverse in the fourth quarter, driven by investments in hybrid access to larger cities and business parks, and in capacity of the mobile and core network.

Free cash flow (excl. TEFD dividend) of EUR 261m in Q3 2017 was EUR 52m higher compared to Q3 2016<sup>5</sup>. In the first nine months of this year, free cash flow totaled EUR 522m, an increase of EUR 209m compared to the same period last year<sup>5</sup>. The increase over the first nine months was mainly driven by EUR 150m lower Capex and EUR 98m lower interest paid. This was partly offset by EUR 13m taxes paid in YTD 2017, versus EUR 44m tax received in YTD 2016 (mainly due to a tax reimbursement of EUR 59m).

At the end of Q3 2017, net debt amounted to EUR 6.26bn, relatively stable compared to the end of Q2 2017. The payment of an interim dividend of EUR 3.7 cents per share over 2017, completion of the EUR 200m share buyback program and payment of a EUR 67m coupon for the Euro hybrid were offset by free cash flow generated during the quarter. As of 30 September 2017, net debt to EBITDA was 2.6x (Q2 2017: 2.5x). This includes the equity credit on the hybrid bonds representing 0.4x net debt to EBITDA. The average coupon on senior bonds was stable y-on-y at 4.1%.

At the end of Q3 2017, Group equity amounted to EUR 3,407m, a decrease of EUR 110m compared to the end of Q2 2017. The reduction was mainly driven by the payment of an interim dividend over 2017 in August, the completion of the share buyback program and payment of the EUR hybrid coupon, partly offset by net income generated during Q3 2017 and a positive revaluation of KPN's stake in Telefónica Deutschland.

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<sup>5</sup> 2016 excluding EUR 63m impact from cash optimization actions (EUR 40m working capital and EUR 23m accrued interest)

## Analysis of adjusted results Q3 2017

The following table shows the key items between reported and adjusted revenues:

Revenues (in EUR m)	Q3 2017 reported	Incidentals	Q3 2017 adjusted	Q3 2016 reported	Incidentals	Q3 2016 adjusted	Δ y-on-y reported	Δ y-on-y adjusted
Consumer	789	-	789	801	-	801	-1.5%	-1.5%
Business	541	-	541	569	-	569	-4.9%	-4.9%
Wholesale	158	-10	168	192	7	185	-18%	-9.2%
Network, Operations & IT	6	-	6	5	-	5	20%	20%
Other (incl. eliminations)	-42	-	-42	-42	-	-42	0.0%	0.0%
<b>The Netherlands</b>	<b>1,452</b>	<b>-10</b>	<b>1,462</b>	<b>1,525</b>	<b>7</b>	<b>1,518</b>	<b>-4.8%</b>	<b>-3.7%</b>
iBasis	174	-	174	224	-	224	-22%	-22%
Other activities	-	-	-	-	-	-	n.m.	n.m.
Intercompany revenues	-21	-	-21	-31	-	-31	-32%	-32%
<b>KPN Group</b>	<b>1,605</b>	<b>-10</b>	<b>1,615</b>	<b>1,718</b>	<b>7</b>	<b>1,711</b>	<b>-6.6%</b>	<b>-5.6%</b>

The following table specifies the revenue incidentals in more detail:

Revenue incidentals (in EUR m)	Segment	Q3 2017	Q3 2016
Change in revenue related provisions	Wholesale	-10	7
<b>KPN Group</b>		<b>-10</b>	<b>7</b>

The following table shows the key items between reported and adjusted EBITDA:

EBITDA (in EUR m)	Q3 2017 reported	Incidentals	Restructuring	Q3 2017 adjusted	Q3 2016 reported	Incidentals	Restructuring	Q3 2016 adjusted	Δ y-on-y reported	Δ y-on-y adjusted
<b>The Netherlands</b>	<b>600</b>	<b>-10</b>	<b>-21</b>	<b>631</b>	<b>661</b>	<b>13</b>	<b>-9</b>	<b>657</b>	<b>-9.2%</b>	<b>-4.0%</b>
iBasis	9	-	-	9	6	-	-	6	50%	50%
Other activities	-6	-	-2	-4	-2	-	-1	-1	>100%	>100%
<b>KPN Group</b>	<b>603</b>	<b>-10</b>	<b>-23</b>	<b>636</b>	<b>665</b>	<b>13</b>	<b>-10</b>	<b>662</b>	<b>-9.3%</b>	<b>-3.9%</b>

The following table specifies the opex incidentals in more detail:

Opex incidentals (in EUR m)	Opex category	Q3 2017	Q3 2016
Change in revenue related provisions	Other operating expenses	-10	7
Release of provision	Other operating expenses	-	6
<b>KPN Group</b>		<b>-10</b>	<b>13</b>



The following table shows the key items between reported and adjusted revenues for YTD 2017:

Revenues (in EUR m)	YTD 2017 reported	Incidentals	YTD 2017 adjusted	YTD 2016 reported	Incidentals	YTD 2016 adjusted	Δ y-on-y reported	Δ y-on-y adjusted
Consumer	2,361	-	2,361	2,341	-	2,341	0.9%	0.9%
Business	1,633	-	1,633	1,736	-	1,736	-5.9%	-5.9%
Wholesale	514	-2	516	556	7	549	-7.6%	-6.0%
Network, Operations & IT	16	-	16	14	-	14	14%	14%
Other (incl. eliminations)	-129	-	-129	-133	-	-133	-3.0%	-3.0%
<b>The Netherlands</b>	<b>4,395</b>	<b>-2</b>	<b>4,397</b>	<b>4,514</b>	<b>7</b>	<b>4,507</b>	<b>-2.6%</b>	<b>-2.4%</b>
iBasis	559	-	559	657	-	657	-15%	-15%
Other activities	-	-	-	1	-	1	-100%	-100%
Intercompany revenues	-70	-	-70	-89	-	-89	-21%	-21%
<b>KPN Group</b>	<b>4,884</b>	<b>-2</b>	<b>4,886</b>	<b>5,083</b>	<b>7</b>	<b>5,076</b>	<b>-3.9%</b>	<b>-3.7%</b>

The following table specifies the revenue incidentals in more detail for YTD 2017:

Revenue incidentals (in EUR m)	Segment	YTD 2017	YTD 2016
Change in revenue related provisions	Wholesale	-2	7
<b>KPN Group</b>		<b>-2</b>	<b>7</b>

The following table shows the key items between reported and adjusted EBITDA for YTD 2017:

EBITDA (in EUR m)	YTD 2017 reported	Incidentals	Restructuring	YTD 2017 adjusted	YTD 2016 reported	Incidentals	Restructuring	YTD 2016 adjusted	Δ y-on-y reported	Δ y-on-y adjusted
<b>The Netherlands</b>	<b>1,739</b>	<b>-13</b>	<b>-55</b>	<b>1,807</b>	<b>1,793</b>	<b>19</b>	<b>-35</b>	<b>1,809</b>	<b>-3.0%</b>	<b>-0.1%</b>
iBasis	18	-	-	18	18	-	-	18	0.0%	0.0%
Other activities	-11	-	-7	-4	-8	-	-3	-5	38%	-20%
<b>KPN Group</b>	<b>1,746</b>	<b>-13</b>	<b>-62</b>	<b>1,821</b>	<b>1,803</b>	<b>19</b>	<b>-38</b>	<b>1,822</b>	<b>-3.2%</b>	<b>-0.1%</b>

The following table specifies the opex incidentals in more detail for YTD 2017:

Opex incidentals (in EUR m)	Opex category	YTD 2017	YTD 2016
Change in revenue related provisions	Other operating expenses	-13	7
Release of provision	Other operating expenses	-	12
<b>KPN Group</b>		<b>-13</b>	<b>19</b>