

# Orange Belgium's relationship with the investment community

**Orange Belgium Investor Relations team aims to create a trustful and long-standing relationship with the financial markets and all its participants by being a reliable and timely source of relevant financial and strategic information about the company, its performance and the market it operates in. In doing so the IR team plays an important role in assisting both investors and management in their decision-making.**



## Shares

There were no changes to the company's capital in 2019. It amounts to €131,720,619 and is represented by 60,014,414 shares with a par value of €2.195.

All the shares issued by the company are ordinary shares. There are no other specific categories of shares. All shares carry the same rights with no exceptions. There is no legal or statutory limitation to the exercise of the voting rights attached to the shares of the company.

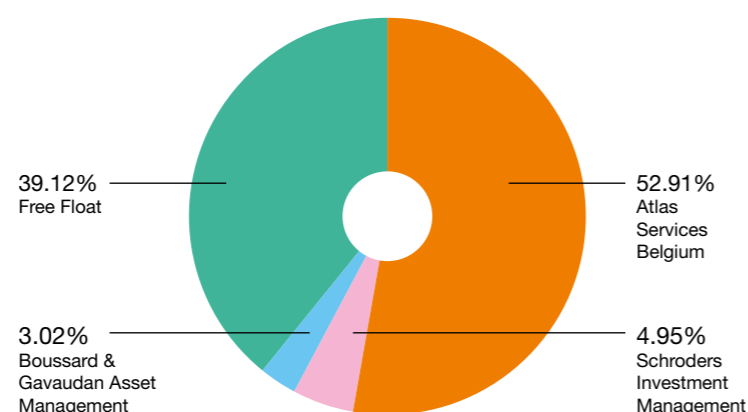
## Shareholders

### Major shareholder

Orange S.A. is the company's main shareholder. Orange S.A. owns a 52.91% stake in Orange Belgium via its wholly-owned subsidiary Atlas Services Belgium S.A..

### Shareholder structure

The following table shows Orange Belgium's shareholder structure as at 31 December 2019. It is based on most recent notifications made to the company and to the Belgian Financial Services and Markets Authority ("FSMA") by the shareholders listed below.



Transparency rules (Article 18 of the law of 2 May 2007) requires shareholders to disclose their interest when their stake exceeds a certain threshold. Orange Belgium sets notification thresholds at 3%, 5% and multiples of 5%.

- In November 2019, Schrodgers Investment Management gave notice it reduced its Orange Belgium stake from 5.17% to 4.95%.

## Dividends

The Orange Belgium Group aims to balance the appropriate cash returns to equity holders with the requirement of maintaining a balanced and sound financial position, while leaving sufficient leeway to continue to invest in its convergent strategy and the expansion of its network.

Considering the financial and commercial performance of 2019 and the mid-term outlook, the Board of Directors will propose to the Annual General Meeting of

Shareholders on 6 May 2020 to distribute an ordinary gross dividend of €0.60 per share for the financial year 2019. If approved, the gross ordinary dividend of €0.60 will be paid on 14 May 2020 (ex-dividend date 12 May 2020; record date 13 May 2020).

The table below shows the dividends paid or payable on Orange Belgium's shares for the last five years.

Year	Ordinary in €
2015	0.00
2016	0.00
2017	0.50
2018	0.50
2019	0.60

## Liquidity contract

Kepler Cheuvreux was appointed as Orange Belgium's liquidity provider on 23 July 2019 to ensure regular and liquid trading. The liquidity provider's mandate is on a strictly discretionary basis on

behalf and for account of the company. Those transactions are executed on the central order book of Euronext Brussels' regulated market. The trading of own shares was authorised by the Annual General Meeting of 7 May 2014 and renewed for 5 years on 2 May 2019.

## Relation with shareholders & investors

### Share price performance

Orange Belgium's shares (ISIN: BE0003735496) are listed on Compartment A of Euronext Brussels. Compartment A comprises companies with a market capitalisation of €1 billion and above.

The company's shares traded in a €16.30-€21.15 range during the year. Average daily traded volume in 2019 was 49,078 shares compared to 65,702 shares in the previous year.

Year ended 31 December	Highest in €	Lowest in €	Period end in €	Average daily trading volume
2010	49.20	39.51	48.51	163,018
2011	53.33	37.73	39.75	177,890
2012	39.71	18.70	19.39	172,463
2013	21.47	10.25	13.80	166,955
2014	20.20	11.35	19.61	130,015
2015	22.54	15.50	22.33	130,090
2016	22.33	18.00	19.86	75,057
2017	22.10	17.03	17.50	55,848
2018	17.92	12.56	17.24	65,702
2019	21.15	16.30	20.70	49,078

Quarter ended	Highest in €	Lowest in €	Period end in €	Average daily trading volume
31-Mar-17	22.10	19.86	20.04	59,067
30-Jun-17	21.42	19.05	20.50	72,600
30-Sep-17	21.30	18.91	19.56	41,594
31-Dec-17	19.91	17.03	17.50	50,130
31-Mar-18	17.78	14.80	16.62	73,805
30-Jun-18	17.50	14.46	14.46	67,103
30-Sep-18	15.50	12.56	13.54	51,720
31-Dec-18	17.92	13.70	17.24	70,111
30-Sep-19	21.15	17.30	18.94	39,747
31-Dec-19	21.05	18.10	20.70	46,697

In the 1<sup>st</sup> quarter of 2019, Orange Belgium's share price closed at €19.20, increasing by 11.4% on a QTD basis. Several events had an impact on the share price during the quarter such as numerous media reports on a Voo sale, new Buy ratings on Orange Belgium as well as the failure of the federal and regional governments to agree on the allocation of proceeds from the 5G spectrum auction. As a result of the latter factor, the telecom law was not amended to allow a fourth mobile operator: this was a reassuring factor for investors.

Orange Belgium's share price was under pressure during the 2<sup>nd</sup> quarter (-9.2% on a QTD basis). At the beginning of the quarter the following events had a positive impact on the share: Telenet announced price increases and Orange Belgium announced the acquisition of

BKM. Nevertheless, the launch of Mobile Vikings' unlimited data plan on the 17 June 2019 had a negative impact on the share price performance. By the end of the quarter, the share price increased timidly due to two analysts upgrading the Orange Belgium share to Buy.

Orange Belgium share price rallied during the 3<sup>rd</sup> quarter (+8.6% on a QTD basis). Several factors supported the positive sentiment: Orange Belgium's launch of Love Duo, the completion of the BKM acquisition, the announcement of a RAN sharing agreement with Proximus and the publication by the BIPT of the cable wholesale tariff drafts with significantly lower prices. As a result, 3 brokers upgraded Orange Belgium to Buy. The agreement between Nethys and Providence regarding the sale of Voo

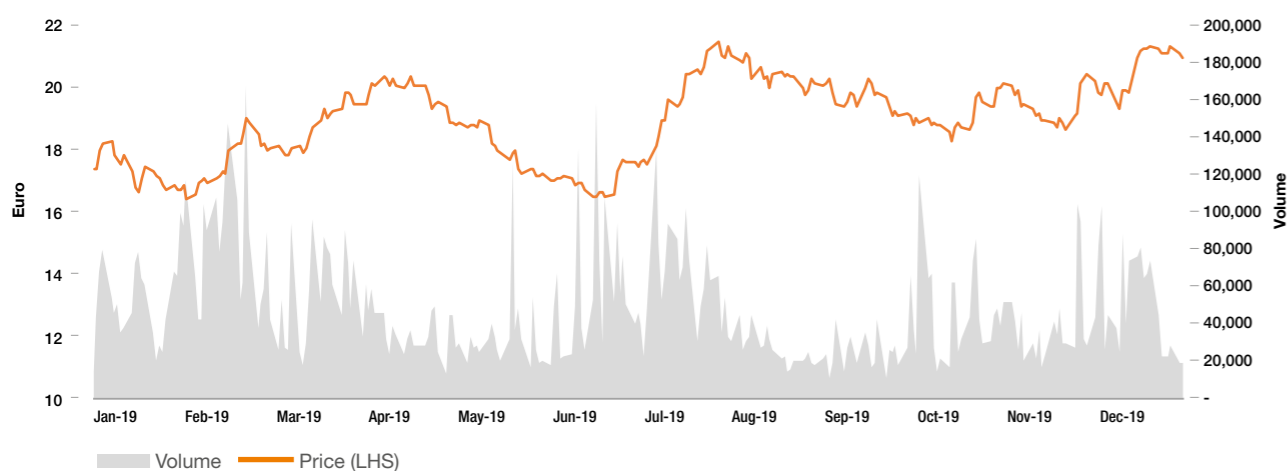
to Providence Equity Partners took the market by surprise.

During the last quarter of 2019, Orange Belgium was up 9.3%. At the end of November, Orange Belgium finalised the RAN sharing agreement with Proximus. By mid-December, Orange Belgium was selected as 1 of 2 favourite shares for 2020 by De Tijd, a Belgian business newspaper. Before the year-end, the BIPT launched a consultation on various spectrum related matters, such as the means for the BIPT to prolong the 900 MHz, 1800 MHz and 2100 MHz licences beyond the current expiry date of March 2021, the proposal to increase the reserve price for the 3.6 GHz spectrum band, and the conditions for private 5G networks in the 3.8-4.2 GHz band.

By the end of the year, Orange Belgium had 14 Buy ratings, 7 Holds and 2 Sells.



Orange Belgium share price (in €) and trading volumes from 1 January 2019 to 31 December 2019



Orange Belgium share price compared (in €) to indices from 1 January 2019 to 31 December 2019



All indexes rebased on 100 as from 1 January 2019

**Financial communications**

The Investor Relations team engages the investment community by being a reliable source and providing relevant information that helps in their investment decision. Their role is to respond to enquiries from shareholders and the wider investment community.

Extensive information about the company's operations, strategy and financial performance are available in a wide variety of regulatory filings (press releases, earnings releases, annual report, quarterly reports, investor presentations). All of these documents are readily available in English, Dutch, and French at <https://corporate.orange.be/en/financial-information> and on request from the Investor Relations team.

Senior management hosts live presentations of the quarterly and full year results. The presentations are broadcasted via a webcast and/or telephone conference calls.

**Roadshows and meetings with institutional investors**

The investor relation programme includes one-on-one meetings, roadshows and conferences. These events bring together institutional investors, sell-side analysts and Orange Belgium's management to discuss the results and outlook of Orange Belgium's business performance. In 2019, management met approximately 140 investors and spent 16 days on roadshows and industry conferences in 5 countries.

**Analyst Coverage**

Orange Belgium is actively covered by 23 brokerage firms. Each quarter, the company polls analysts for their estimates and recommendation to get a detailed overview of market expectations. This consensus is publicly available on Orange Belgium's website (<https://corporate.orange.be/en/financial-information/résultats-financiers>).

Firm	Analyst
ABN AMRO	Konrad Zomer
Arete Research	Hannah Kleiven
Bank Degroof Petercam	Stefaan Genoe
Barclays Capital	Simon Coles
Berenberg Bank	David Burns
BofA Merrill Lynch	David Wright
Citigroup	Nayab Amjad
Credit Suisse	Paul Sidney
Deutsche Bank	Roshan Ranjit
Goldman Sachs	Mike Bishop
HSBC Securities	Nicolas Cote-Colisson
ING	David Vagman
Jefferies	Ulrich Rathe
JP Morgan	Nawar Cristini
KBC Securities	Ruben Devos
Kempen	Emmanuel Carlier
Kepler CM	Matthijs Van Leijenhorst
New Street Research	Russell Waller
ODDO Securities	Alexandre Iatrides
Mainfirst AG	Stephane Beyazian
Royal Bank of Canada	Wilton Fry
SG Securities	Stéphane Schlatter
UBS	Polo Tang

The following table shows the expected announcement of results.

Financial calendar	
16 January	Start of quiet period
6 February	Financial results Q4 2019 (7:00 am CET) – Press release
6 February	Financial results Q4 2019 (2:00 pm CET) – Audio conference call
02 April	Start of quiet period
23 April	Financial results Q1 2020 (7:00 am CET) – Press release
23 April	Financial results Q1 2020 (10:00 am CET) – Audio conference call
06 May	Annual General Meeting of Shareholders
12 May	Ex-dividend date*
13 May	Record date dividend*
14 May	Payment date dividend*
03 July	Start of quiet period
24 July	Financial results Q2 2020 (7:00 am CET) – Press release
24 July	Financial results Q2 2020 (2:00 pm CET) – Audio conference call
02 October	Start of quiet period
23 October	Financial results Q3 2020 (7:00 am CET) – Press release
23 October	Financial results Q3 2020 (2:00 pm CET) – Audio conference call

(\*) Subject to AGM approval