

Company: Belgacom
Conference Title: 2009 Full Year Results
Presenter: Didier Bellens
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Operator: Good afternoon, ladies and gentlemen, and welcome to today's Belgacom 2009 Full Year Results conference call. For your information, this conference is being recorded. At this time I would like to turn the conference over to Nancy Goossens, Head of Investor Relations. Please go ahead.

Nancy Goossens: Yes, thank you. So good afternoon, everybody, and thank you for joining us for this conference call. From our side we have around the table the CEO Didier Bellens, CFO Ray Stewart, as well as the heads of each of the business units, so Michel Georgis, Michel de Coster, Scott Alcott and Daniel Kurgan. So I'll take it that everybody has received our press release this morning and has taken some time to go through the detailed results. So as usual we will start with a short introduction by the CEO and then we will open the line for your questions. So with this I'd like to pass the word on to Didier Bellens.

Didier Bellens: Thank you, Nancy, and good afternoon. Welcome to our conference call on the full year result. As you all know, 2009 was not an easy year when we think about the financial crisis and the economic crisis a bit everywhere but especially against this challenging economic background, I'm very pleased that we can announce good results and that we are comfortably meeting all metrics of our 2009 guidance.

From revenue perspective, we managed to end the year 2009 with a slight growth for the Group. Even excluding the positive impact from acquisitions, Belgacom can report a stable full year revenue. We believe this proves that our strategy focused around convergence has been the right one, and we will continue to execute on this long-term strategy this year and the years to come. In the Consumer business unit, we saw the resilience as we expected. CBU could deliver a solid revenue growth, including the contribution of the acquired companies and also

because of a solid underlying business. In our Business unit, we experienced the anticipated weakness due to the crisis, but we managed to keep the impact limited. Thanks to a good cost control, the contribution margin went even up, to 49%. The solid 2009 Group revenue is also thanks to the success of our international carrier business BICS. BICS has increased its 2009 revenue by nearly 10% and EBITDA even up by more than 20%. This is quite an achievement and it's definitely better than most of its competitors on the wholesale market.

Now as for the costs, I am really proud on what we achieved in 2009. Our strong focus on costs reductions has clearly paid off. We commented to you that we could cut our organic cost by 4%-5% and we've ended the year with a 7% organic cost reduction. The fact that our revenue remained resilient and that we controlled our costs well resulted in a solid Group EBITDA margin of 32.6%, which is fully meeting guidance.

On the operational results, I am particularly proud that our convergence strategy is clearly delivering. Customers are really attracted by the converged packs. We added 258,000 packs in 2009. This means that by the end of 2009, 560,000 customers subscribed to one of our converged offers. 2009 was also a very good year for our TV business. As you know, we are the challenger in this domain, but still we were able to add 246,000 new TV subscribers in 2009, especially the packs that we advertise as an offer including free TV is a true success. In the last quarter of 2009 we have reached a new record by adding almost 90,000 new TV customers.

Another highlight for this call is definitely on our shareholder return. The first announcement I can make on our part is that our Board yesterday approved to propose to our General Shareholder Meeting on the 14th April, a normal dividend share of €1.68. So we have this normal dividend and the interim dividend that has been paid of €0.40. Secondly, I am very happy that we can announce today a new shareholder return policy. We have in the last couple of years systematically returned more than our stated policy of 50%-60% of net income. We have told on several occasions that we, as management, don't have a problem in returning the free cash flow to our shareholders if of course there is no other strategic use for it. With this new policy we wanted to make our intentions on shareholder returns more transparent. In concrete, this means that we in principle intend to return to our shareholders most of our annual free cash flow. On an annual basis, we will review the return in order to keep strategic financial flexibility. Today we also announced what we expect to return to our shareholders as

dividend for 2010. We expect the annual dividends to be €2.18 per share and as usual, we'll pay this in two tranches, so €0.50 by the end of 2010 and the balance beginning of 2011. I hope that with this new policy, we can reassure our investors on our shareholder return intentions.

Now last but not least, a word on our financial expectations for this year, 2010 will be a year in which we will finally see the MTR asymmetry go down. You know that we've been fighting for six years to get this result and so we are very pleased to see that the regulatory authorities accept that. The MTR of Belgacom will be cut by 38% by mid-2010 but it will be even more for the other two mobile operators. So we are heading in the right direction. So that means less revenues of course, and at the same time less costs of goods sold because asymmetry is decreasing.

Taking into account the economic climate and the expected impact from regulation in general, we estimate that our Group revenue will increase by 8%-9%. This includes the consolidation of BICS at 100%, which is not the case today. Thanks to a continued focus on cost efficiencies, we expect our EBITDA margin to be between 30% and 31%. For the capex we estimate that this will be around 10% of Group revenue.

To finalise my introduction, just a word on our strategic approach for 2010. For this year, we put a strong focus on improving the end-to-end customer satisfaction. I want Belgacom to become the leader in customer satisfaction and in concrete this means that we have set ourselves internal targets to improve the experience of our customers with each contract they have with Belgacom. Furthermore, we also commit on being a social-responsible company, for which we have an ambitious five-year plan in place. Within the CSR area we have a focus on three main pillars. The first one is to make telecom accessible for all. The second one is on health and the impact on electromagnetic fields, and last one on climate. For climate for instance, we have a commitment to reduce Belgacom's CO2 emissions by 70% and this by 2020.

With this, I think that I have covered the items I wanted to highlight to you and I suggest that we go straight away to Q&A. Thank you.

Operator: Thank you. The question and answer session will be conducted electronically. If you would like to ask a question, please press *1 on your telephone keypad. Please note: when you

are posing your question, please speak loud and clearly. Furthermore, when you are finished asking your question, please mute your line from your side to avoid any interference. Also, please limit yourself to two questions. Once again, please press *1 to ask a question. We'll pause for just a moment to allow everyone to signal for questions.

We'll take the first question from Dimitri Kallianiotis from Citi. Please go ahead.

Dimitri Kallianiotis: Oh hello. I've got just two questions please. The first one on the fixed business: we see one of your competitors, Telenet, increasing its investment in its network to offer higher speed. Do you feel any pressure to invest more in fibre to the home? My second question is on mobile, on the mobile market. First, do you see any strong signs of improvement because of the economy, and also do you feel the need to go down the route of mobile subsidies or are you still happy to steer, to stay away from subsidising handsets? Thank you very much.

Didier Bellens: So maybe Michel, I'll start with the second question on mobile markets. So the good news is that we have now more than 5 million subscribers just in this country, where we have 10 to 11 million inhabitants, which means that last year we added 142k new subscribers. That's probably an achievement.

Regarding mobile subsidies, we are of course not fond of that and if we do it, we'll do it only indeed to develop a new market, so we've been very clear in the past. We can subsidise or we can sell packs, if we create a new market like advanced data for the residential market. But to subsidise the 2G market, that doesn't make any sense. We saw the experience in other countries, they have destroyed the value, so we are not demanding party there. Do you want to add something to the second question?

Michel Georgis: Yes, of course the mobile market is a rather mature market, with roughly 110% penetration of active customers. It's clear that for us we focus on value customers and postpaid customers, but also in the perspective of the conversion and the multiplay offers. Maybe for mobile I would like to highlight the focus on, and the good results on, mobile internet for both business units and clearly, as mentioned by Didier, we will go for joint offers only if we can generate value creation for the Group.

Didier Bellens: Okay, so regarding Telenet and high-speed network, so you should be aware that we have one of the five best networks in the world. That's already an achievement. And another thing is clearly it's just not about the network but also about quality of service. So Scott, can you elaborate on that?

Scott Alcott: Well, Belgacom has profited by being the first in Europe to have done fibre to the Curb, and so I remind everyone that our Broadway project has gotten to a position where we have 73% of the market covered with VDSL, which is leading. And you know, that helps us attack Telenet. We mentioned today we can cover 87% of Belgium with the TV signal and about 69% even with high-definition TV. So we've made the early investments so that we can not only keep up with but really be at parity with services that we're providing to the end user related to high-speed internet, related to television. What we want to do is recognise that going forward there's a lot of developments technically. We believe there's a lot more to come on copper. That's including, because of compression, increased bit rate that can be developed through next-generation xDSL, and we're not only interested in technology, meaning fibre to the home versus fibre to the Curb and these enhancements. We're interested in bringing the necessary bit rate to customers.

Last thing I'll say: we feel that our network has structural advantages versus cable. In general as the industry we feel is continuing to move to interactive, upstream-loaded and over-the-top video content that is served point-to-point off the internet. And we believe that our infrastructure and our asset is better positioned because of its point-to-point nature instead of being shared, to not only keep up with cable but to be the better network for the future.

Dimitri Kallianiotis: Thank you, very clear.

Didier Bellens: Okay, so thank you, next question.

Operator: The next question comes from James Britton from Nomura.

James Britton: Thanks very much. The first question is about your new shareholder return policy. The language that you will return most of annual cash flow still leaves some ambiguity about the percent, I guess the percentage payout. Are you willing to commit to a sort of floor level for

what you mean by 'most'? Is it sort of 75%-85%; perhaps you can say something there? And secondly, a question for Ray. Ray, can you tell me, when you start to pay a lower cash payment to early retirees and that will be kind of a support for free cash flow going forward? And a final question: can you just identify the positive one-off or the size of the positive one-off in the EBU segment that supported profitability in Q4? Thank you.

Didier Bellens: Okay, so the two first questions maybe for Ray.

Ray Stewart: Yes, but the first one on the shareholder return, first it's, you know, all it is as I see it, it's a reaffirmation of what we've been doing. So you know, if you look at let's say 2007-8 we generated about 2 billion in free cash flow. We returned 1.85 billion of that to the shareholders. If you look at what we've committed for 2009, so I would say you know, we don't want to commit a percent. That's the reason we use the word 'most', to get away from it that 100% or 95%, but I would say you can use our historical numbers as relative, saying we probably wouldn't go below that. And the plan would be at the end of each year, kind of see how the business has done and the cash flow to decide if we do something over and above the committed dividend amount whether it's a share buyback programme or dividend.

On your second question, the payments start declining – well actually, they start going down next year and they continue to decline over time. So like 2010 I think the number's about 128. Next year it'll go down to 110 then 102 then 80 and so on.

James Britton: And the positive one-off in Q4, how much was that please?

Didier Bellens: That's maybe for Michel.

Jean-Michel de Coster: It has to do with a reversal of a provision regards benefit excellence. There was a complaint in 2004 and the Competition Council this year ruled in our favour so we could reverse the provision, and it's about 6.5 million.

James Britton: Thank you.

Didier Bellens: Thank you.

Operator: The next question comes from Jakob Bluestone from Merrill Lynch.

Jakob Bluestone: Oh, hi there. I've got two questions please, firstly can I just check, I mean the fact that you've announced a 2010 dividend, shall we basically take that to mean that you're not going to do any M&A or any acquisitions this year? And then secondly, just in terms of the guidance that you've given for next year, can you just talk about, in coming to that guidance, what is your expectation on how the competitive dynamics evolve, particularly on the mobile side? Are you basically assuming things stay pretty much as they are now?

Didier Bellens: So Ray, at least you take the first one.

Ray Stewart: Yes, I mean today there's nothing on the radar screen in terms of M&A but you know, we've made the commitment for 2010 and so will deliver on that commitment regardless of what we might do on M&A. What we talked about with the shareholder return policy doesn't mean we couldn't have, let's say, positive exceptions if we decided we did M&A and we would say we'd use the balance sheet for that and use the free cash flow for shareholder returns so we could make that decision. But let's be clear: today there's really nothing on the radar screen on the M&A front.

Didier Bellens: So the second question was...

Ray Stewart: Guidance

Didier Bellens: Guidance. So guidance of course take into account competition the way we see it, and take also into account Michel, the potential arrival of a fourth licence, mobile licence, takes into account the adjustments of the MTR rate and their impact. So Michel can you comment a bit?

Michel Georgis: Yes, so we don't expect in 2010 and then a massive increase of competition in the mobile sector. As mentioned by Didier, I hope that the draft proposal of the BIPT will be finalised and we have as a deadline that it should have a final decision in quarter two.

Now regarding the arrival of an eventual fourth mobile licence on the market, there it's also a decision in the second quarter. The only thing I hope is that there is a fair treatment in terms of licence fee, MTRs and network coverage obligations.

Jakob Bluestone: Very fair, thank you.

Operator: The next question comes from Luis Prota from Morgan Stanley.

Luis Prota: Yes hello, thank you. I have two questions. The first one is on your new broadband pricing which you are increasing this speed for the same price or pretty much the same price. And the question is: what's the risk of customers trading down to cheaper products with the same speed? I think the only segment in which clients can really get the same speed, exactly the same speed, and pay less is the 12Mb segment. So if you could at least tell us what percentage of total customers are on the 12Mb offer would be great as well. And the second question is on distributable reserves that you are mentioning in your new shareholder remuneration policy, and that it used to be one of the issues around your remuneration. What, can you give us the current level of distributable reserves and whether you see any issue here or if you're expecting those to grow in the next few years? Thank you.

Didier Bellens: Yes, so I think that it was quite clear when we announced what we called a revamping of our fixed broadband offer that the philosophy behind that was clearly to offer added value to our customers and going from a rather broad type of offer, going from now the Start that is under the €20 for a light user or a newcomer in the internet world, but it's clear that our basic offer is the Comfort at €32.50, then we have the Favourite at €42.90 and then the Intense with unlimited volume at €56. So a rather broad offer and we were also quite proud to be the first to announce that on the market and the offer will be introduced next Monday on the market and we will see the results in the coming months.

Ray Stewart: On distributable reserves both – yes, we have two issues we have to look at. We look at our IFRS Group reserves and then also the legal entity Belgacom SA and then at the end of 2009 the IFRS number was about 1.4 billion and the legal entity SA was about 1.3 prior to the recent dividend announcement. So we don't see an issue, at least in the foreseeable future, on the

reserves, because in the legal entity we have flexibility in terms of let's say upstreaming dividends and so on from some of our subsidiaries.

Luis Prota: Okay, thank you. If I can follow up on the question on pricing, the question was really whether you see the risk of people trading now that the economy is in a bad shape, maybe people prefer to keep the same price and lower speed or even, sorry, the same speed but cheaper price rather than having this added value. So that is really the risk that I'm saying. Do you contemplate that or do you think it's not going to happen?

Didier Bellens: So of course we will monitor that very closely but I can tell you that roughly 90% of our customers are in the Comfort and Favourite services so those ones will pay €1 more as from the 1st April.

Luis Prota: Sorry, what percentage you said?

Didier Bellens: 90%.

Luis Prota: 90. Okay, thank you very much.

Operator: The next question comes from Marc Hesseling from RBS.

Marc Hesseling: Yes hello, Marc Hesseling here. First question on do you put possible handset subsidies in your outlook? Second question is what do you expect for an increase in usage due to the MTR cuts? And thirdly, could you comment a little bit on your quadruple-play offering? How's that taking off?

Didier Bellens: A question for Michel, the handset subsidiaries in the outlook.

Michel Georgis: So no, there is no budget foreseen to subsidise handsets in 2010.

Didier Bellens: On the MTR impact.

Ray Stewart: Ah, impact? Elasticity?

Didier Bellens: Yes, so?

Nancy Goossens: Could you please repeat the second question?

Marc Hesselings: Yes, yes okay. The second question was do you increase – do you expect an increase in usage due to the MTR cuts? So is there any elasticity in demand there?

Michel Georgis: We have to see. It's clear that, for example, when we get the decrease of the roaming SMS, there we saw some elasticity. So we could have some elasticity but of course it starts with retail price reduction of course. So at this stage in any case it will not compensate the decrease that we will have in the revenue line.

Michel de Coster: And for the Enterprise segment, it will probably be banked by the CFOs in all the companies as a savings so I don't expect that the usage for the enterprise would go up because of the MTR reduction.

Marc Hesselings: Okay, so and then thirdly on the quadruple-play offer?

Didier Bellens: It's clear that it's quite successful and it helps us also to do some retention because for example for sure that our multiplay strategy has a positive effect on the erosion of our fixed-line business. We see also some positive trends in terms of also bundling the mobile voice together with the fixed voice, internet and TV, even still there is quite a lot of education to be done but the trend is positive and for sure that it has a very positive impact on our TV business.

Marc Hesselings: Okay, thank you.

Operator: As a reminder, to ask a question today please press *1 on your telephone keypad. We'll now take the next question from Emmanuel De Feydeau from Natixis.

Emmanuel De Feydeau: Hi, just two questions please, first regarding your shareholders' remuneration and your guidance on this, could you consider a new buyback programme for 2010? And second

question regarding the working capital, quite negative in Q4 of 2009, which is unusual. Could you give us some colour on this? Thank you.

Didier Bellens: The first question?

Ray Stewart: The first question on buybacks. Yes, as I mentioned earlier, what we'll do, you know, at the end of this year, we'll see how the business is doing and the cash flow and so on and then we could have a discussion with the Board about doing something extra and something like either a share buyback – that could be considered – but we'll just have to wait and see how the results are this year.

Emmanuel De Feydeau: Okay.

Ray Stewart: And then your working capital question, basically one of it was because of a decrease in a payable that we had, part on the tax side and on VAT I guess. There was a double payment. So I would say just kind of one-off things, so no real trend change.

Emmanuel De Feydeau: Does it mean like it would be positive next year, especially in Q1?

Ray Stewart: I'm sorry, we don't forecast the working capital changes for the next year.

Emmanuel De Feydeau: Okay, thank you.

Operator: We'll now take the next question from Paul Sidney from Credit Suisse.

Paul Sidney: Thank you, just one question please. I mean, your TV adds were very strong over 2009 and indeed your adds for TV accelerated in Q4. I was just wondering, is there any particular region of Belgium where you're perhaps having more TV customers than other regions or is pretty much across the whole of Belgium in a pretty uniform manner? Thank you.

Michel Georgis: It's rather well-balanced between the north and the south. I would say that we are close to 50/50 percent, so well-balanced between the two regions. Does that answer your question?

Paul Sidney: Yes it does, thank you very much.

Operator: The next question comes from David Vagman from BNP Paribas Fortis.

David Vagman: Oh yes, one question please. In the fourth quarter there was a cleanup of 27,000 mobile clients in CBU. Is that a one-off or should we see that continuing?

Michel Georgis: No, it's a one-off and it's prepaid customers. You know that we report always active customers so it was a cleanup for the prepaid part while we had a growth of 20k in postpaid for the quarter and roughly 100k for the year.

Operator: The next question comes from Siddy Jobe from Bank Degroof. Please go ahead.

Siddy Jobe: Yes, good afternoon, Siddy Jobe, Bank Degroof. Basically had two questions, first on digital terrestrial television, Telenet recently announced an agreement with Norkring that they will be offering digital terrestrial television. Should we expect any offers from Belgacom? And second of all, it's perhaps a minor issue but in the cash flow statement on the line 'Treasury shares', it appears that Belgacom has been selling shares. Could you clarify that?

Ray Stewart: I'll take the first one on the – yes it's just, yes it's because of employee incentive plans, so discounted stock plans.

Siddy Jobe: Okay, okay, okay.

Ray Stewart: And then the second one...

Didier Bellens:] Yes, about Telenet. The reality is that this deal was available, we knew that and we took the deal. We thought there was not a lot of value in that, so everybody has his own strategy. We firmly believe that with our network, we can deliver what we need, and we not go for digital terrestrial and let's say another type of bouquet without interactivity.

Siddy Jobe: Okay. I did not hear everything of the answer but I got the main line. Okay, thank you.

Didier Bellens: Thanks.

Operator: Again, as a final reminder, to ask a question please press *1 on your telephone keypad. We'll now take a follow-up question from James Britton from Nomura. Please go ahead.

James Britton: Thanks very much. I've got a few quick questions. Firstly, can you just clarify whether there are any material tax benefits from the reorganisation of the Group companies? Secondly, perhaps Scott, you could talk through some of the financial implications of your framework agreement with Huawei and can I also ask for any comment you can make on the potential change in non-HR costs after such a good performance in 2009? Do you still see non-HR costs falling in the mid-single digit range? Thanks.

Ray Stewart: Okay, yes, during this year we have several, I'll call them one-offs, positive and negatives, and a couple did relate to the reorganisation that we did. But on an ongoing basis, it doesn't change anything structurally. So for your models and so forth you should still, say, stay with an effective tax rate around 24%-25%.

Didier Bellens: Scott about Huawei?

Scott Alcott: So James is referring to our radio access network which is being swapped to a Huawei platform. First I'd like to say that Huawei won because of the total package. They have excellent technology that was submitted in the bid, James, in particular Chameleon Hybrid 2G/3G LTE-ready base stations that are lower on power consumption. Didier mentioned our commitment on a 70% reduction in carbon. This is also lower related to power that's needed. Very compact. So technically we scored them very well. Belgacom needs to look at technical as well as financial and the total cost of ownership of solutions, and we picked the best vendors on an open process across all the files. In this case Huawei won. There's no doubt that Belgium remains a centre where vendors are fighting to demonstrate their gear in Belgium, and that's because we were first in Europe with fibre to the curb, first to converge a worldwide reference on TV and fibre, and they want to prove that things can work here so they can move to larger markets. So I can tell you all of the providers are trying to bring very attractive pricing into Belgacom. And the last point on that, you probably noticed we tend to be a leader in Europe on capex-to-revenue ratios

in spite of the fact that we get a lot more done, like fibre to the Curb and all of the TV platforms; and part of that is because people do want to demonstrate good equipment pricing in Belgium and it's also because we move fast and early and spread our capex out rather than have to catch up and spend it all in one bunch.

James Britton: Can I just ask a follow-up on the capex side? Do you think the investments that you're making this year in sorting out the radio network will help you achieve further reductions in that capital ratio on a two- or three-year view?

Ray Stewart: James, we've given our guidance which, you know, the Huawei facts and figures are included, and Belgacom has done a great job through all the changes to be in about 10% of revenue range, and we're going to continue to do that, but we're not giving next year's guidance on capex or anything yet. We're just giving 2010.

James Britton: Okay, thank you.

Didier Bellens: Related to non-HR cost and evolution, so we strongly believe that we can still get some savings out of that. It's mainly I think 2010 will be focused on cost control through the same way we focused in 2009. That doesn't mean that at this stage we give a guidance regarding the decrease in cost, but we are going to be focused on that.

James Britton: Thank you.

Operator: We have a follow-up question now from Marc Hesseling from RBS.

Marc Hesseling: Yes, one extra question. I was wondering, we've seen the MTR regulation now. What do you think about regulation on the fixed side and especially maybe opening of the broadband market for cable. How do you see that and do you see that maybe extra entrants in this market might also be a risk for you?

Didier Bellens: Grégoire do you want to take this one, or...?

Grégoire Dallemagne: So opening of the cable, we have repeatedly mentioned that we should treat fairly the different access players in the market, and Belgium is characterised by a very high penetration of cable operators. So indeed, as the regulator is asking the opening of, for example, VDSL, we believe it should be equal treatment to open at the same time cable networks. We believe that we start to see some more receptiveness for this but I don't think we can have some sort of timeline due at this point for when that could land.

Marc Hesselings: Yes, but maybe a follow-up therefore: if it opens up, do you see the risk of like other parties moving into there but with low-cost – low-price offerings and therefore being a risk for you as well?

Didier Bellens: Personally I see rather an opportunity because of course what we are asking for is level playing fields, which mean that opening of the cable, as you know, they can use our own network, so we think that we could be able to use not only their network but have access to their TV subscribers also. That's number one, and number two: we are regulated in terms of pricing and they are not. So if they are regulated in the same way we are, they should be because especially in Flanders they have a very strong market share and it's a huge advantage for Belgacom.

Marc Hesselings: Okay, thank you.

Operator: The next question comes from a follow-up question from Siddy Jobe from Bank Degroof. Please go ahead.

Siddy Jobe: Yes, I had two follow-up, I had two additional questions. The first question, could you perhaps give us an idea of what kind of business environment your ICT business encountered in the fourth quarter, and should we expect for 2011 again a double-digit decline for this business? And then secondly I, in the press, we see again popping up some comments regarding emission rates that should go, should become lower, and I was wondering whether Belgacom is still not open for network-sharing.

Didier Bellens: The first question is definitely for Michel.

Michel de Coster: Well first of all if you're referring to double-digit decline you probably are referring to competition because we definitely didn't decline double digit. But anyway in the fourth quarter, we had a strong fourth quarter in ICT products. I think there's a seasonal effect every year in the fourth quarter, especially in December and especially in the public sector whereby budgets are indeed spent on IT hardware. We also saw this year some, a one-off additional order from many customers that have been delaying throughout the whole year some of their IT hardware projects, but I wouldn't bet too much on it, being seven weeks in the year, that we are revising today a kind of growth again on the ICT space. People will continue to look at capex spend as they will continue to look at mobile usage and voice usage, so I think it's a bit early days to think that the Q4 hike we saw in ICT at Belgacom will be reproduced throughout the whole year.

Siddy Jobe: I refer to full year double-digit sales decline for the ICT business. Yes.

Operator: As there are no further questions, I'd like to hand the call back over to your host.

Didier Bellens: There is still the second question.

Ray Stewart: Second question.

Operator: Oh, I beg your pardon, gentlemen.

Didier Bellens: Yes, the second question is for Scott.

Scott Alcott: This is the question about willingness to get involved with site- and infrastructure-sharing with mobile operators. I want to point out that's already the case. Since the mid-1990s three operators have been constructive looking at physical site-sharing as well as some facilities including electricity and support of the base stations. Today about more than a third of the sites are shared across the operators today. We remain open and constructive to conversations about that on a build-by-build basis and we talk with our partners who are also our competitors. I remind you that we are the chief suppliers of backhaul to Mobistar, so there's already a lot of integration between these operators and we remain open to that dialogue.

Having said that, Belgacom is the network leader in mobile and we're interested in leveraging our superior coverage, our superior backhaul and our superior assets as a competitive strategy and it's not our first move to share that asset unless it's to our benefit.

Siddy Jobe: Okay, thank you for that last question. Have a nice day.

Operator: As there are no further questions, I'd like to hand the call back over to your hosts for any additional or closing remarks.

Nancy Goossens: Okay, I think we can end this call with this, and if there are any follow-up questions you can obviously contact the Investor Relations team. So thank you all for participating in this call and have a nice weekend. Thank you.

Speakers: Thank you.

Operator: Thank you. That will conclude today's conference call. Thank you for your participation, ladies and gentlemen, you may now disconnect.