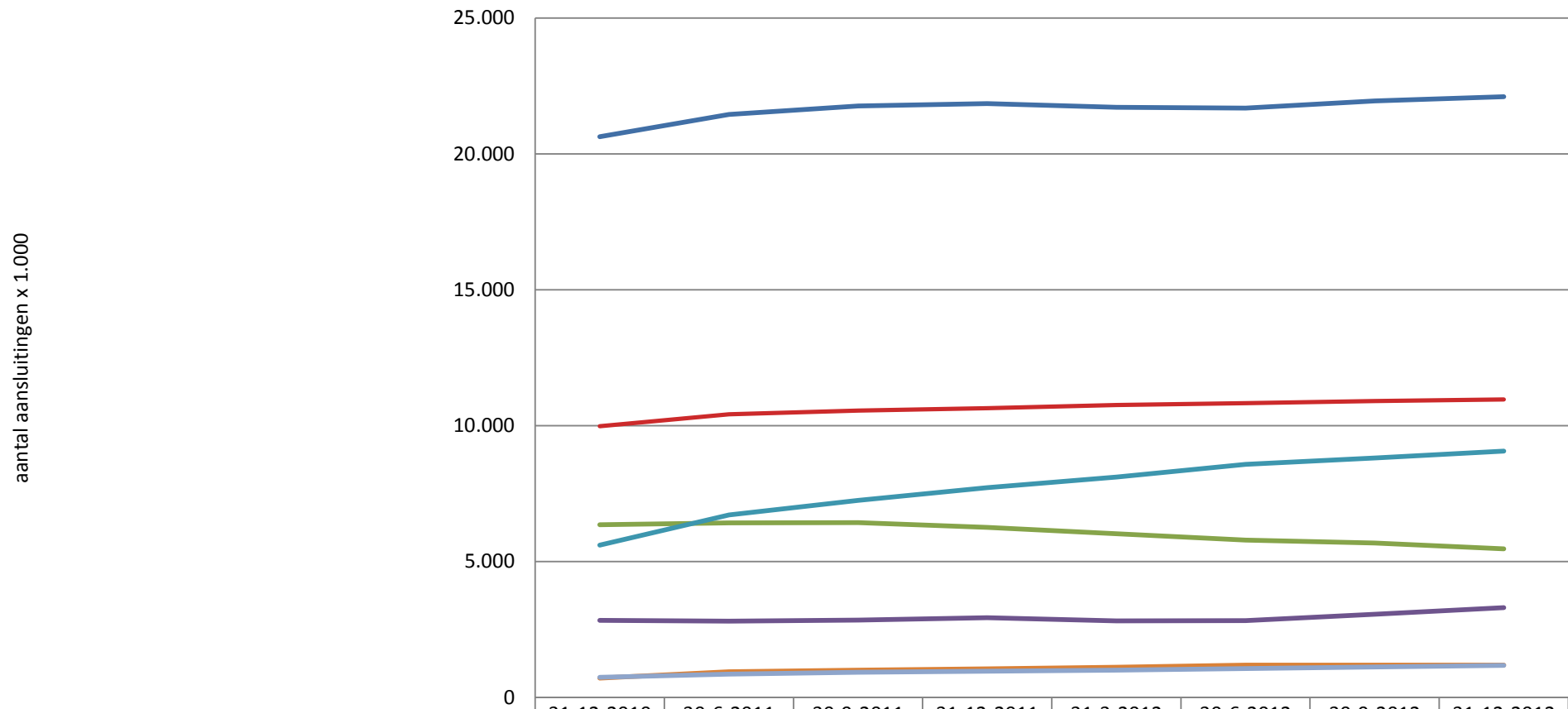




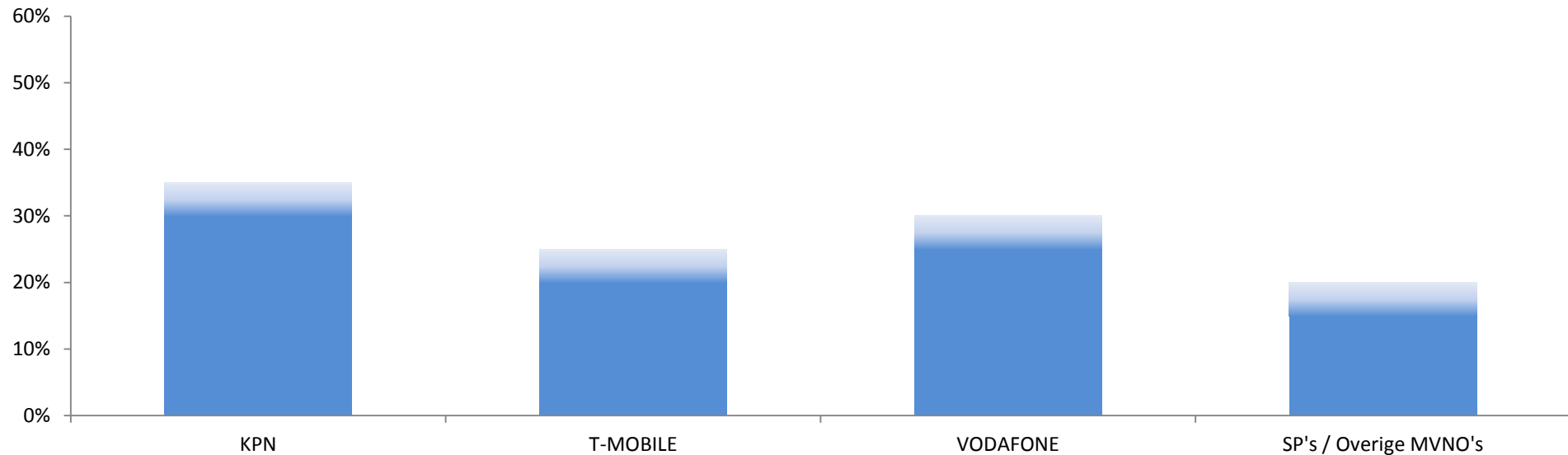
Mobiel: Aantal retailaansluitingen



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
Totaal	20.627	21.453	21.763	21.848	21.714	21.679	21.945	22.098
Postpaid MNO	9.983	10.421	10.550	10.644	10.757	10.824	10.904	10.960
Prepaid MNO	6.357	6.423	6.435	6.252	6.027	5.784	5.678	5.466
Aansluitingen MVNO	2.839	2.805	2.850	2.933	2.819	2.829	3.062	3.304
Met mobiel breedbandinternet	5.602	6.711	7.250	7.713	8.109	8.574	8.811	9.063
Specifiek mobiele breedbandinternet aansluitingen	712	943	1.004	1.053	1.110	1.186	1.184	1.185
M2M	736	861	924	965	1.001	1.057	1.118	1.183



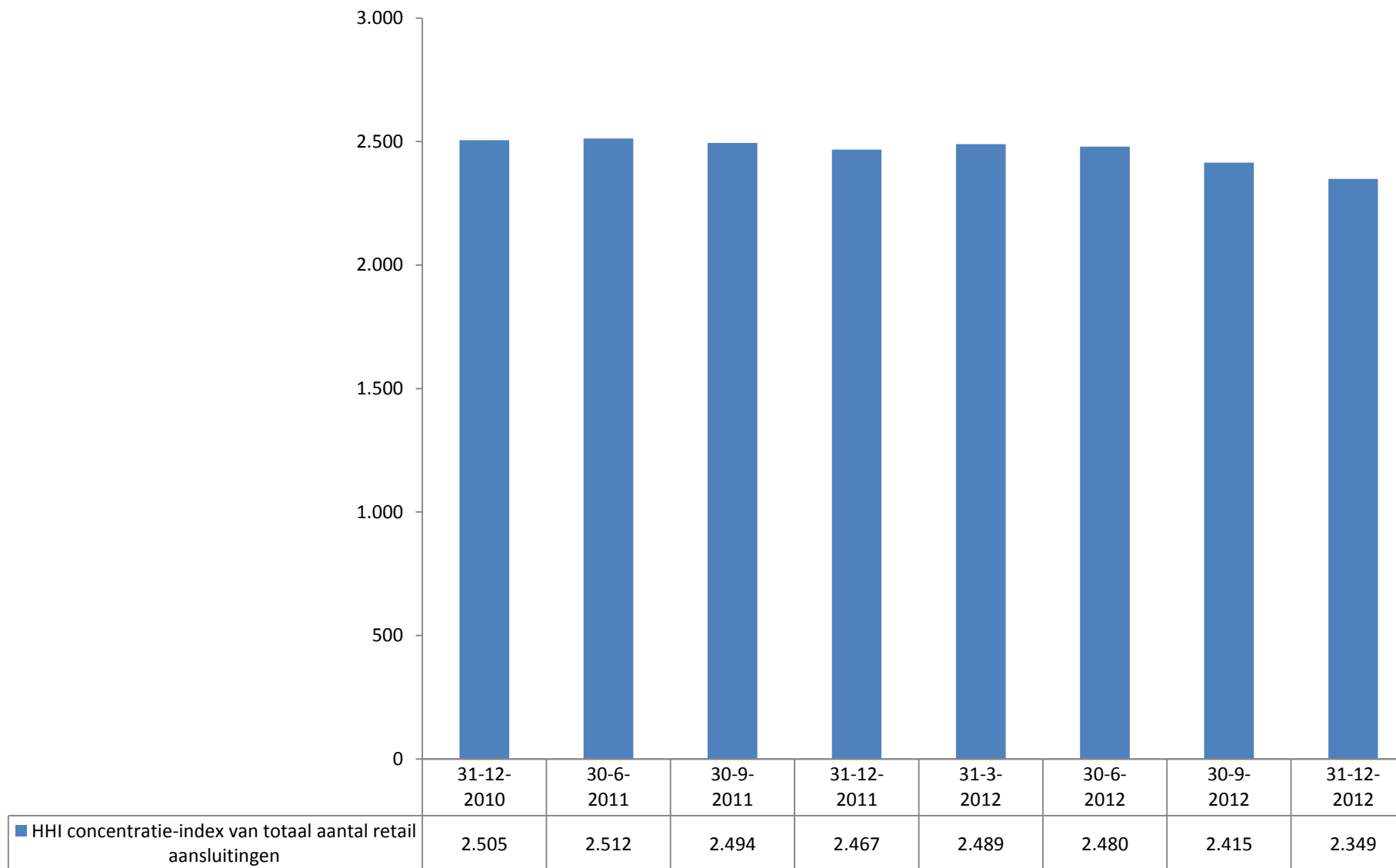
Mobiel: Marktaandelen retail aansluitingen (2012Q4)



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
KPN	[35-40%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]
SP's / Overige MVNO's	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[15-20%]	[15-20%]

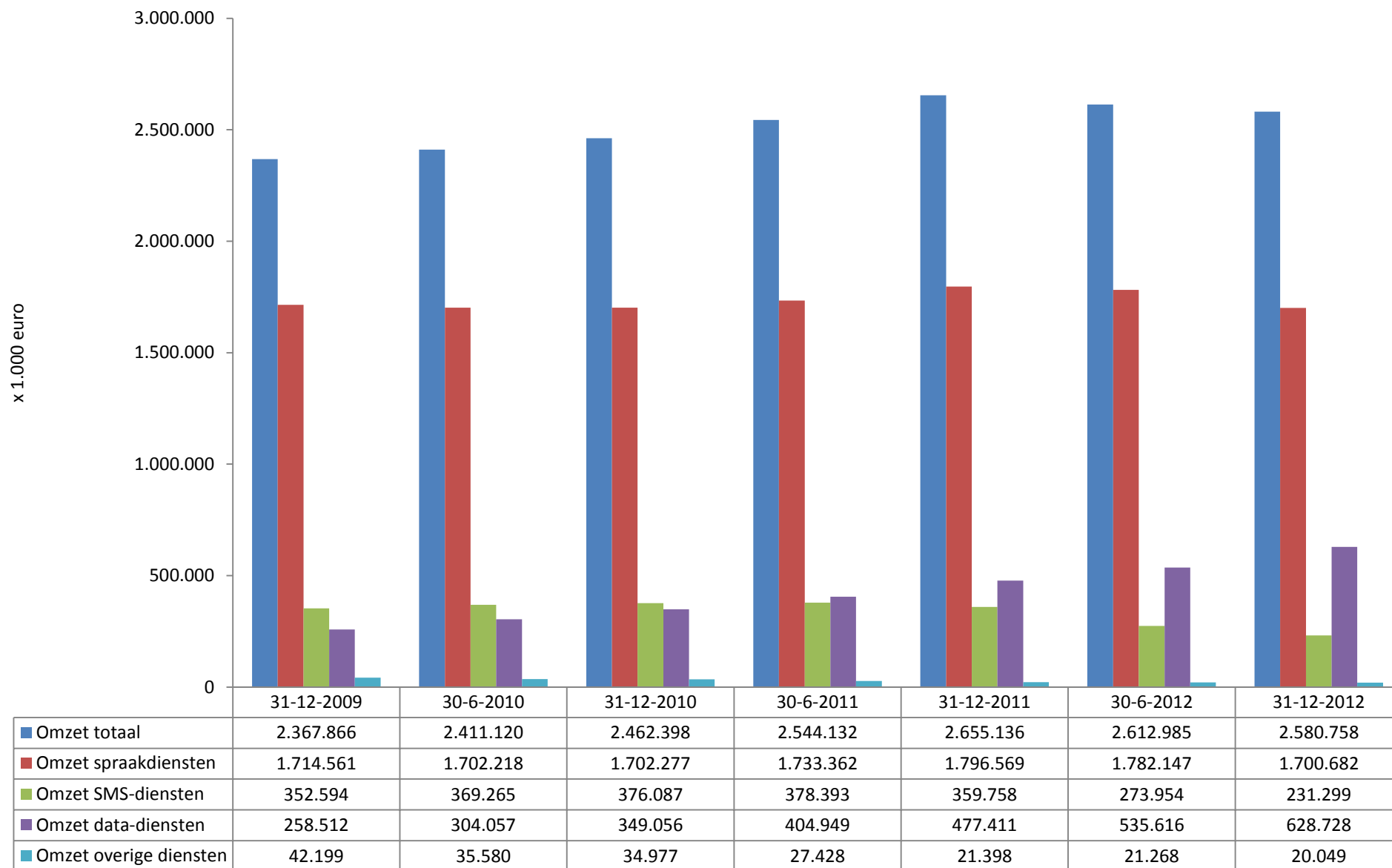


Mobiel: Herfindahl-Hirschman Index retail aansluitingen



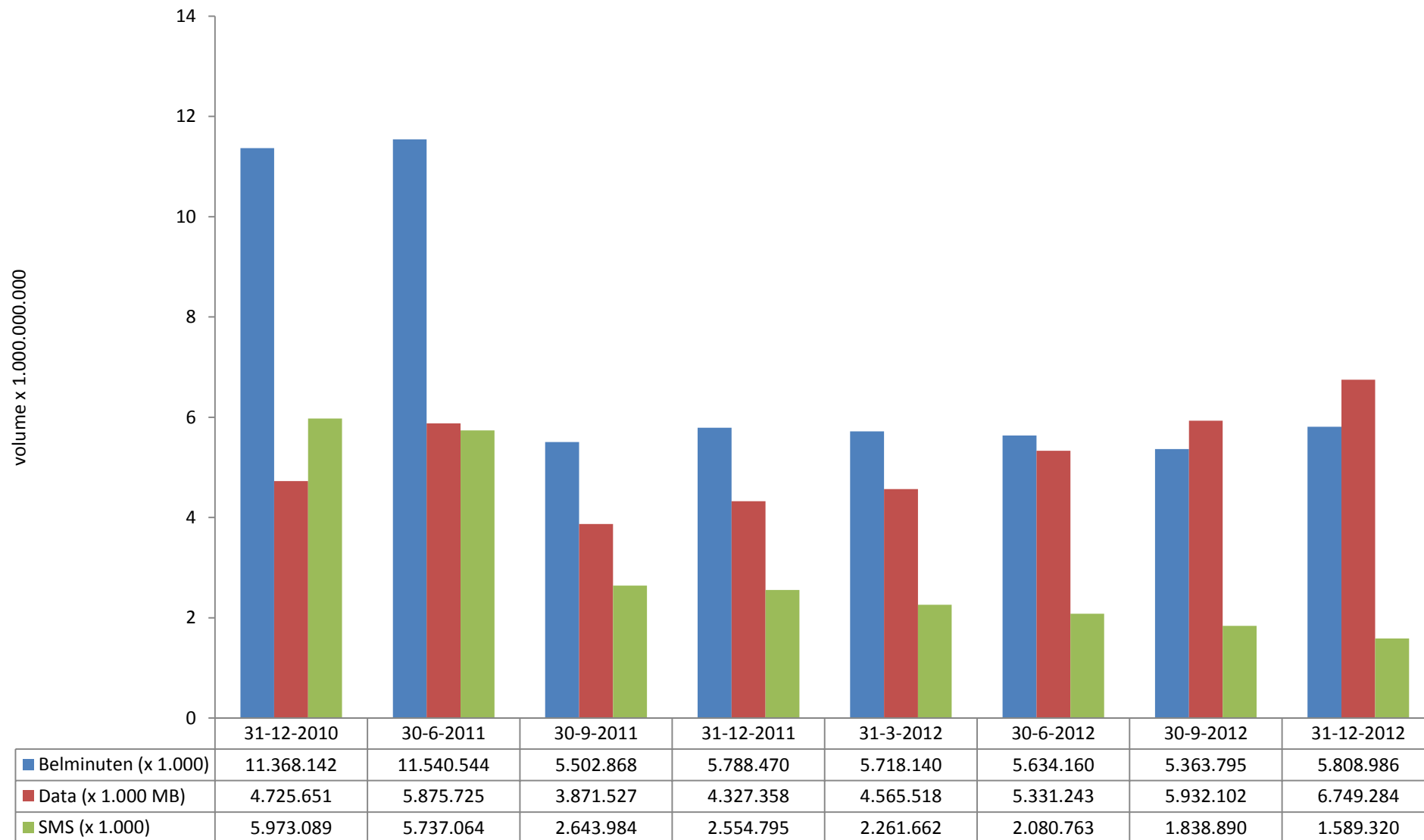


Mobiel: Omzet retail per half jaar





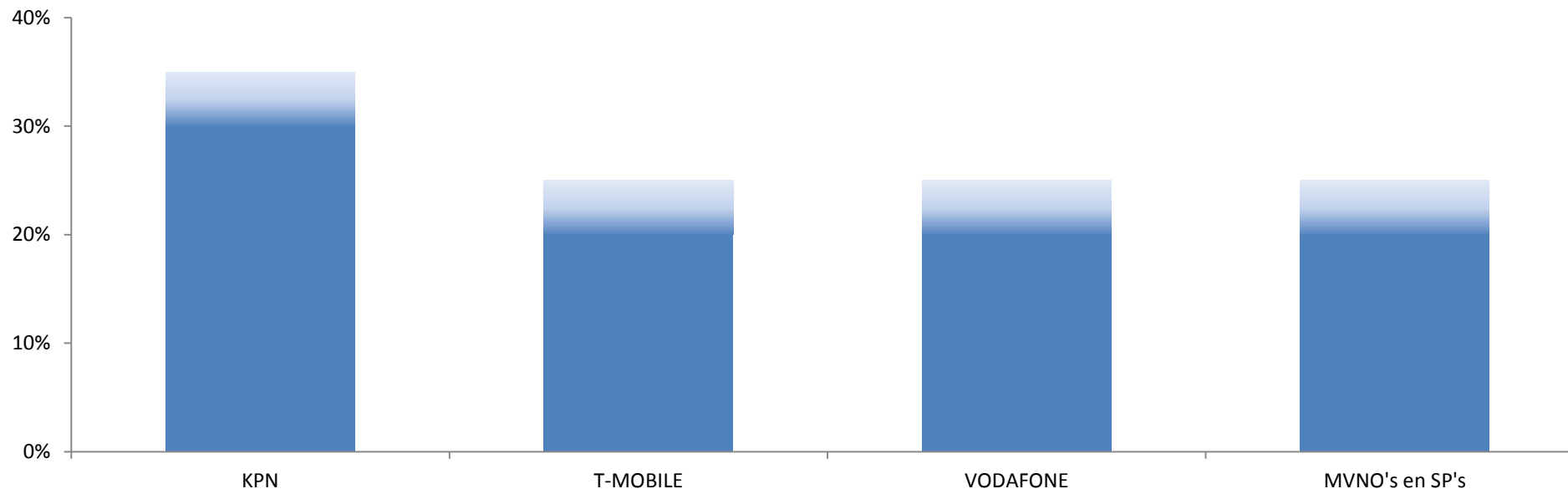
Mobiel: Volume retail belminuten, data en sms (MNO's en MVNO's) Tot medio 2011 op basis van 6 maanden, daarna op basis van 3 maanden



Op basis van gegevens van KPN, T-MOBILE en VODAFONE. Op basis van vragen 1_A_3_2-3-4, 1_B_5_4-5-6, 1_B_6_4-5-6, 1_C_9_1-2-3, 1_D_3_1-2-3 en 1_D_4_1-2-3 van de SMM.



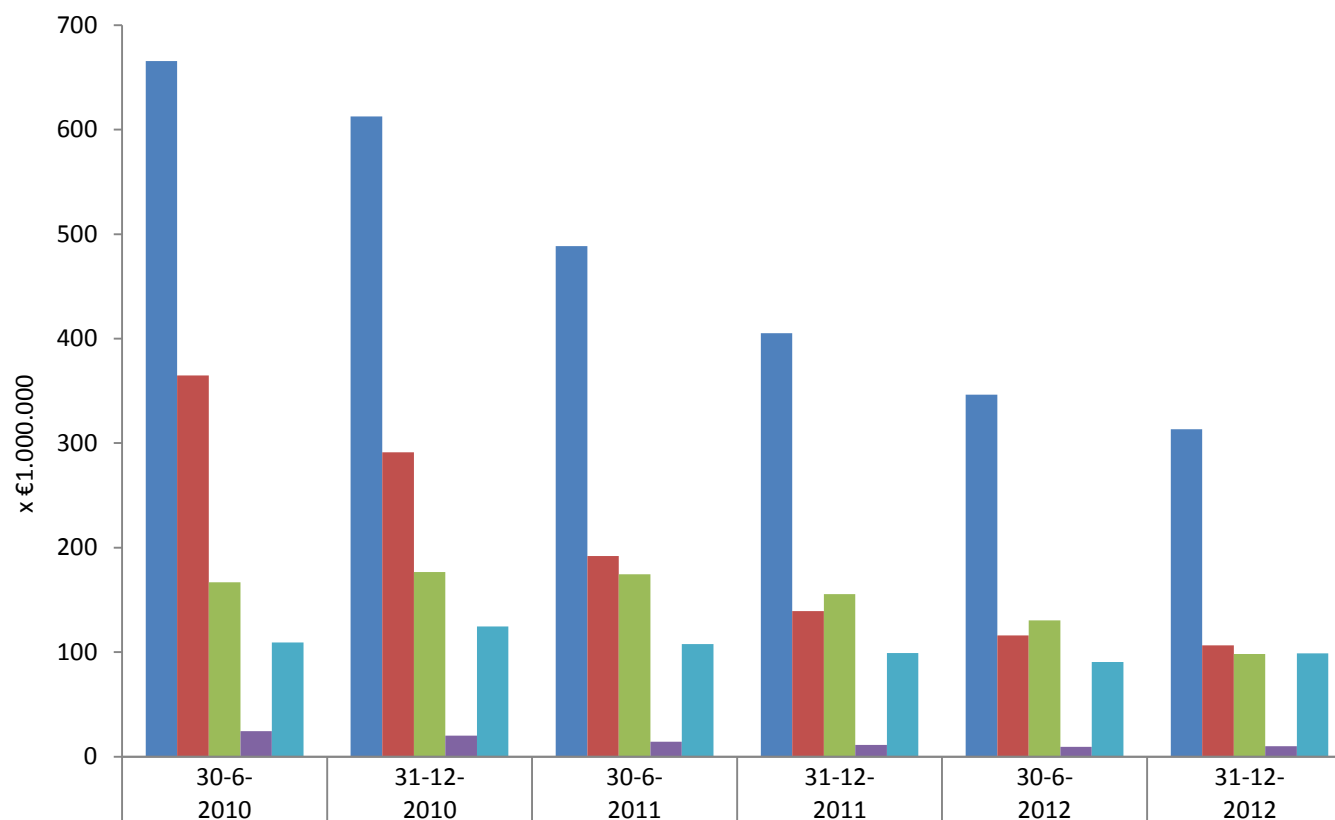
Mobiel: Marktaandelen op basis van totaal volume retail belminuten (2012Q4)



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
KPN	[35-40%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
MVNO's en SP's	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]



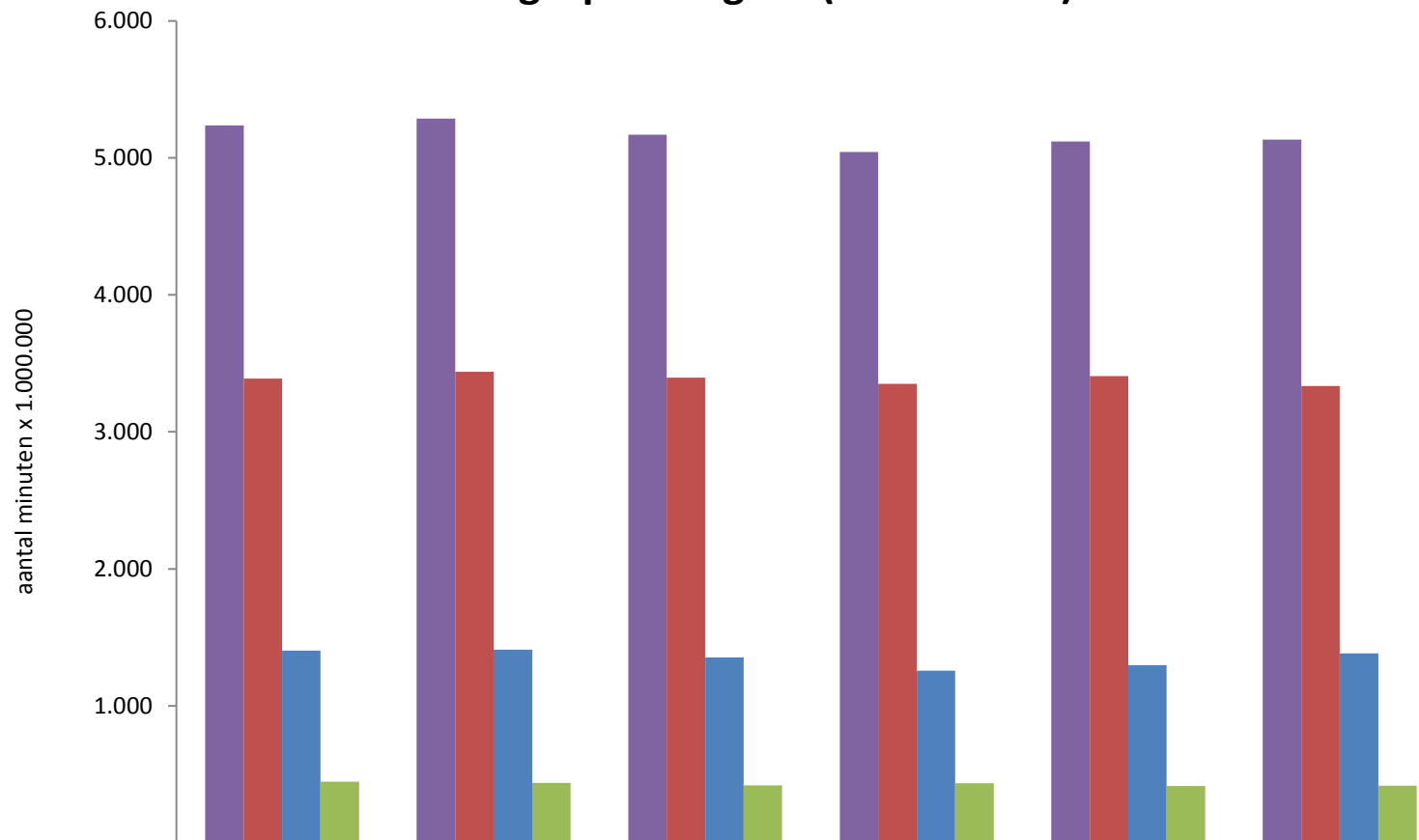
Mobiel: Omzet wholesale gespreksafgifte



	30-6-2010	31-12-2010	30-6-2011	31-12-2011	30-6-2012	31-12-2012
■ Totaal omzet wholesale gespreksafgifte	666	613	489	405	346	313
■ Omzet gespreksafgifte spraakdiensten nationaal	365	291	192	139	116	106
■ Omzet gespreksafgifte niet-spraakdiensten nationaal	167	177	175	155	130	98
■ Omzet gespreksafgifte vanuit het buitenland	25	20	14	11	9	10
■ Omzet van diensten geleverd aan service providers en MVNO's	109	125	108	99	91	99



Mobiel: Volume wholesale gespreksafgifte (excl. on-net)



	30-6-2010	31-12-2010	30-6-2011	31-12-2011	30-6-2012	31-12-2012
■ Totaal volume wholesale gespreksafgifte	5.238	5.286	5.169	5.043	5.121	5.134
■ Volume vanaf mobiele netwerken nationaal	3.389	3.439	3.397	3.350	3.408	3.335
■ Volume vanaf vaste netwerken nationaal	1.404	1.410	1.354	1.257	1.296	1.383
■ Volume vanuit het buitenland	446	437	418	436	416	416