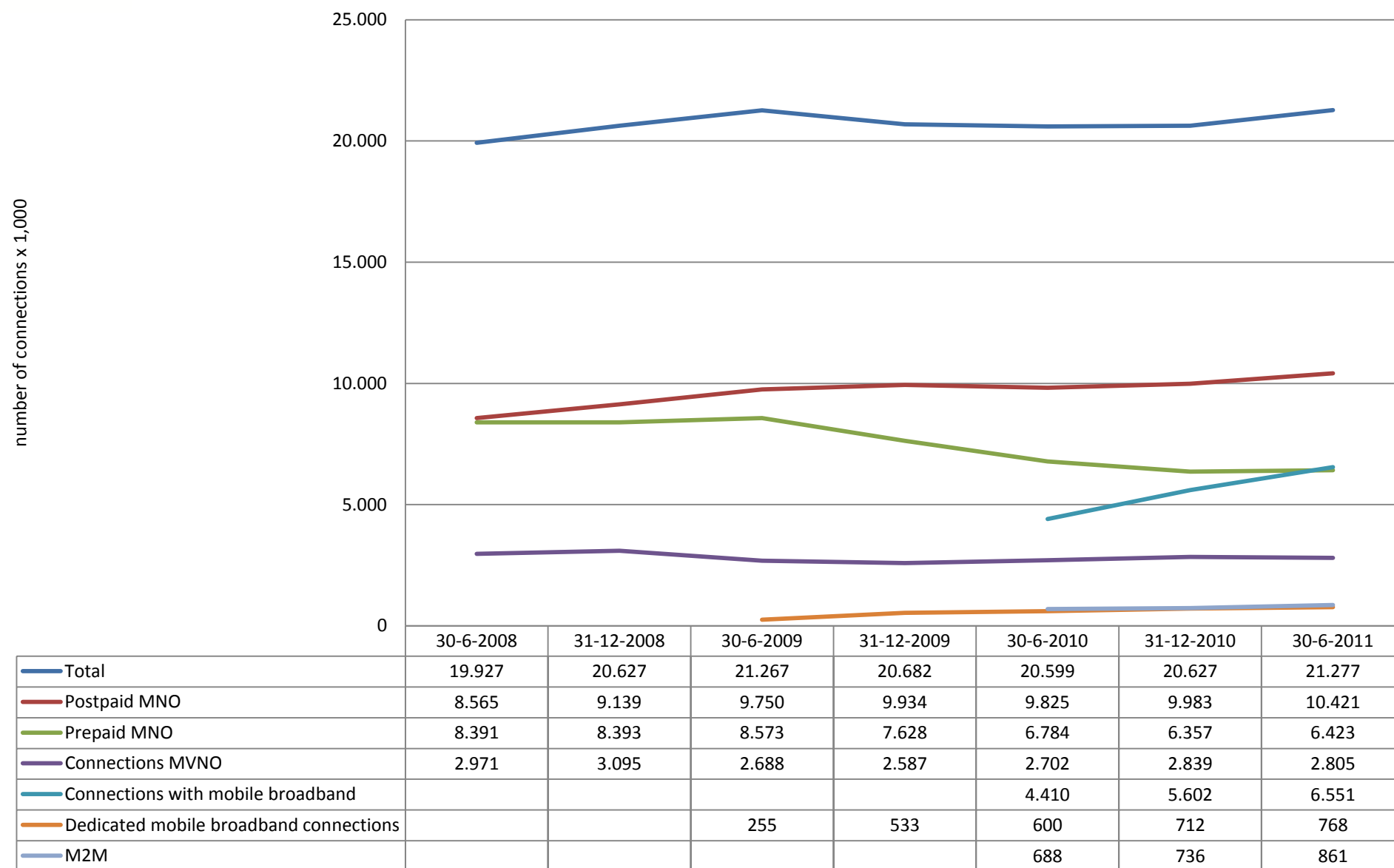




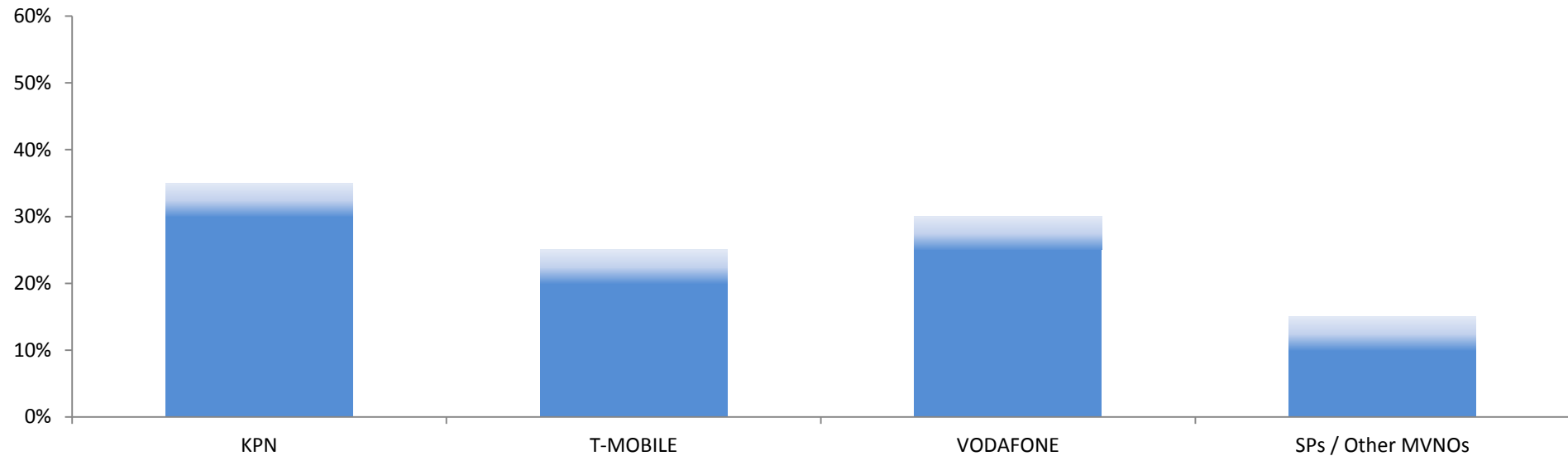
Mobile: Number of retail mobile connections



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_2_1-2-4-5-6-7 and 1_B_5_2-7-8 of the SMM.



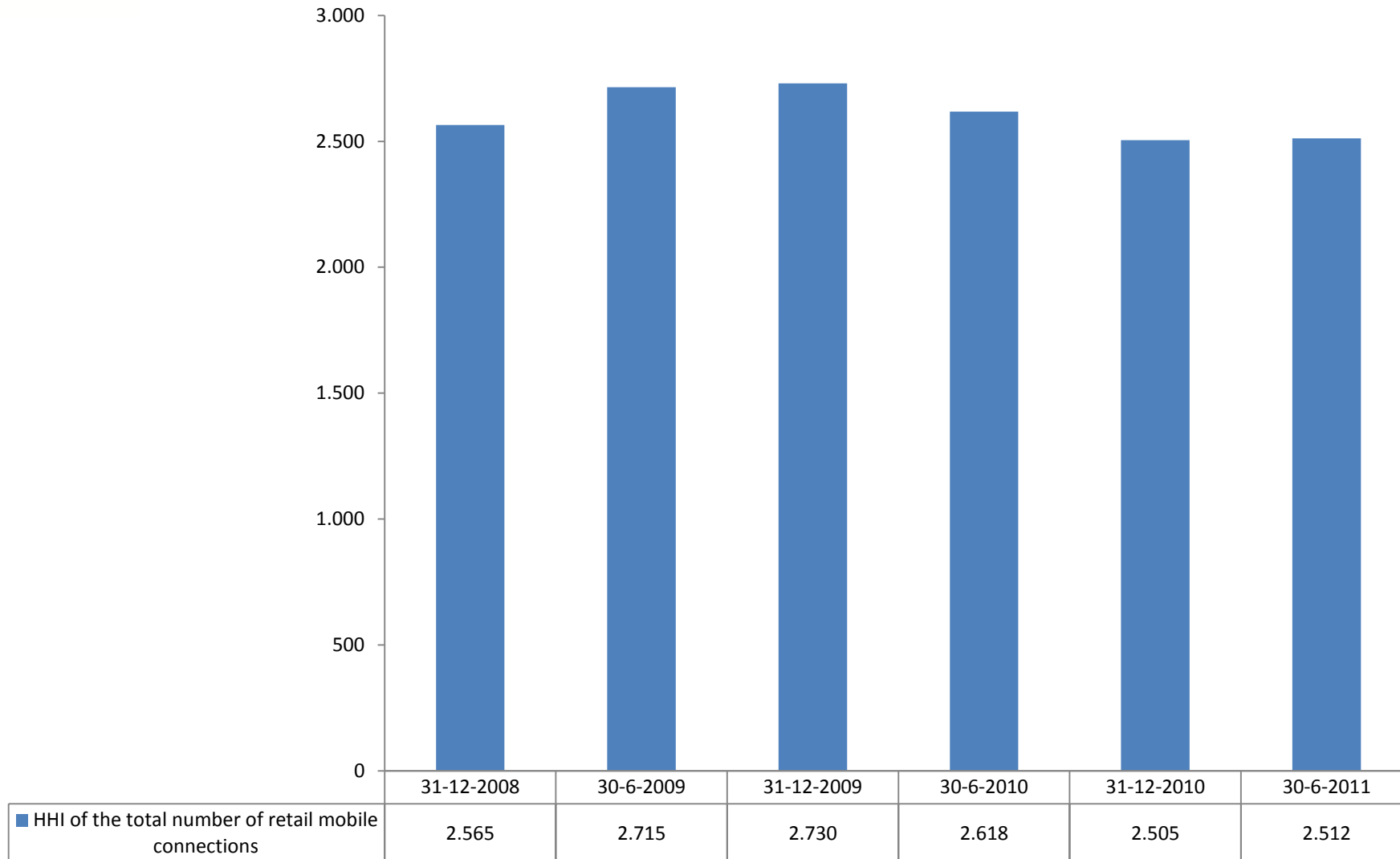
Mobile: Retail market shares based on connections (2011Q2)



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011
KPN	[35-40%]	[35-40%]	[40-45%]	[35-40%]	[35-40%]	[30-35%]
TELE2	[0-5%]	-	-	-	-	-
T-MOBILE	[25-30%]	[25-30%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[25-30%]	[25-30%]
SPs / Other MVNOs	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]



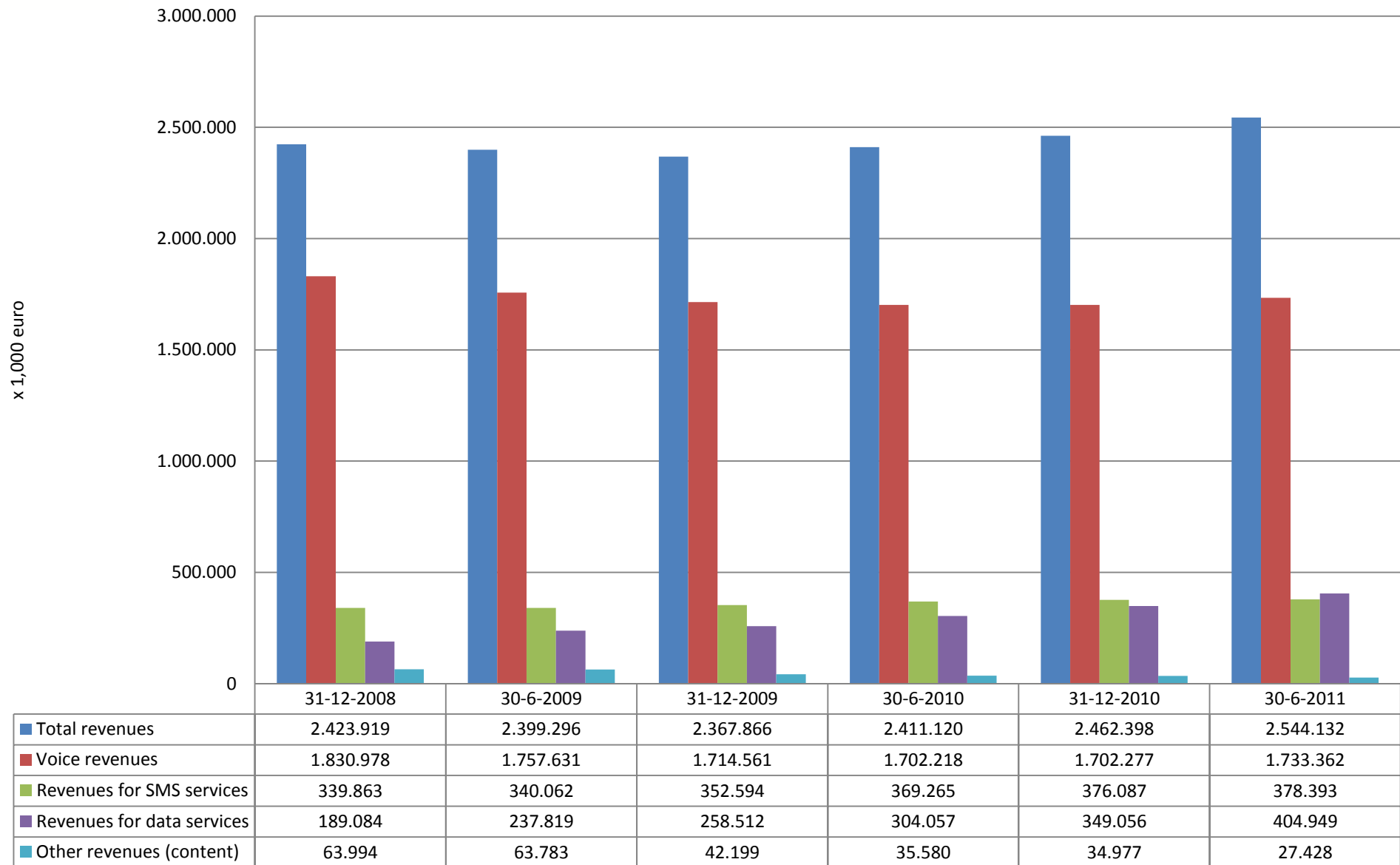
Mobile: Herfindahl-Hirschman Index of retail mobile connections



Based on figures from KPN, TELE2, T-MOBILE and VODAFONE. Based on questions 1_A_2_1, 1_A_2_2 and 1_B_5_2 of the SMM. Assuming individual SP's/MVNO's do not have a significant market share. TELE2 until 2008.



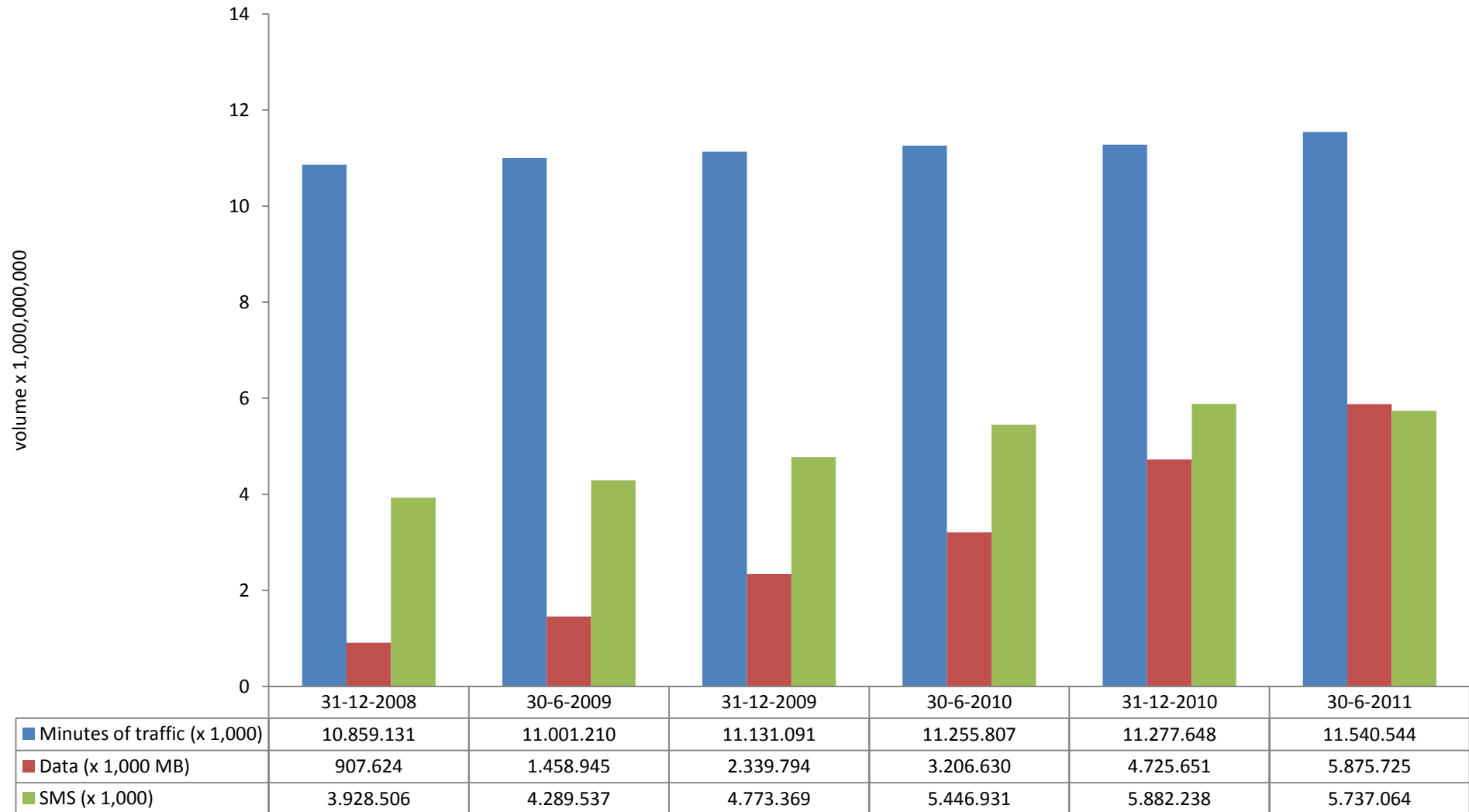
Mobile: Retail revenues per half year



Based on figures from KPN, TELE2, T-MOBILE and VODAFONE. Based on questions 1_A_1_1 through 1_A_1_7 of the SMM. TELE2 until 2008.

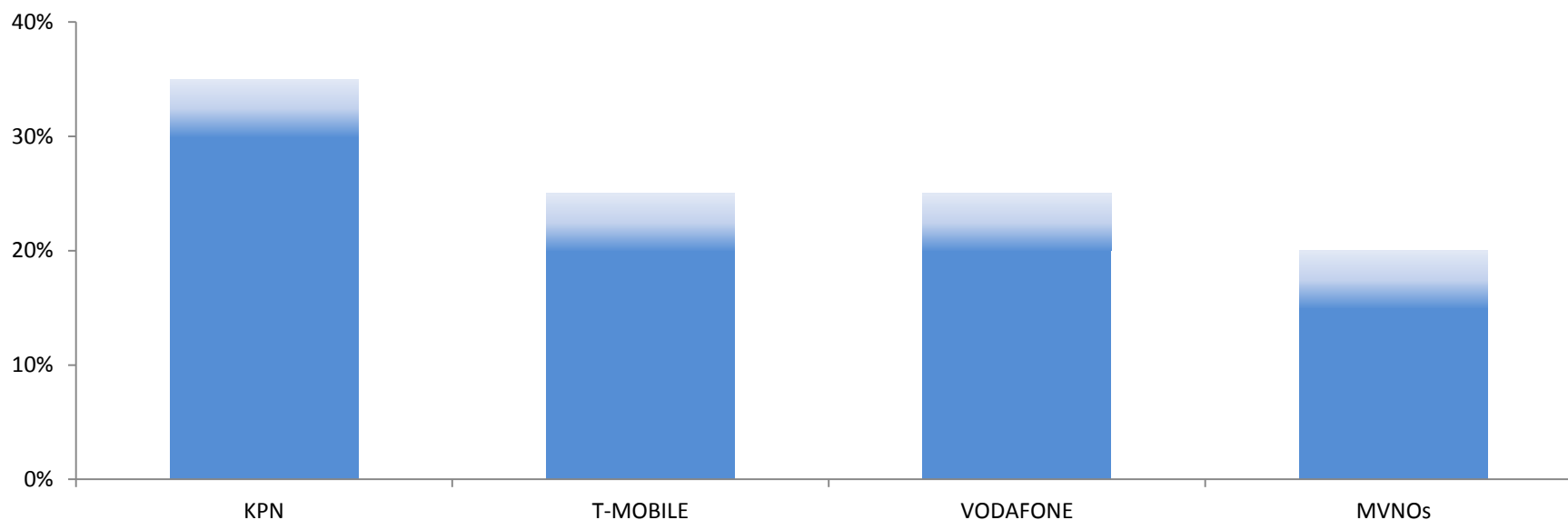


Mobile: Volume retail minutes of traffic, data and sms per half year (MNOs and MVNOs)



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_3_2-3-4, 1_B_5_4-5-6 and 1_C_9_1-2-3 of the SMM.

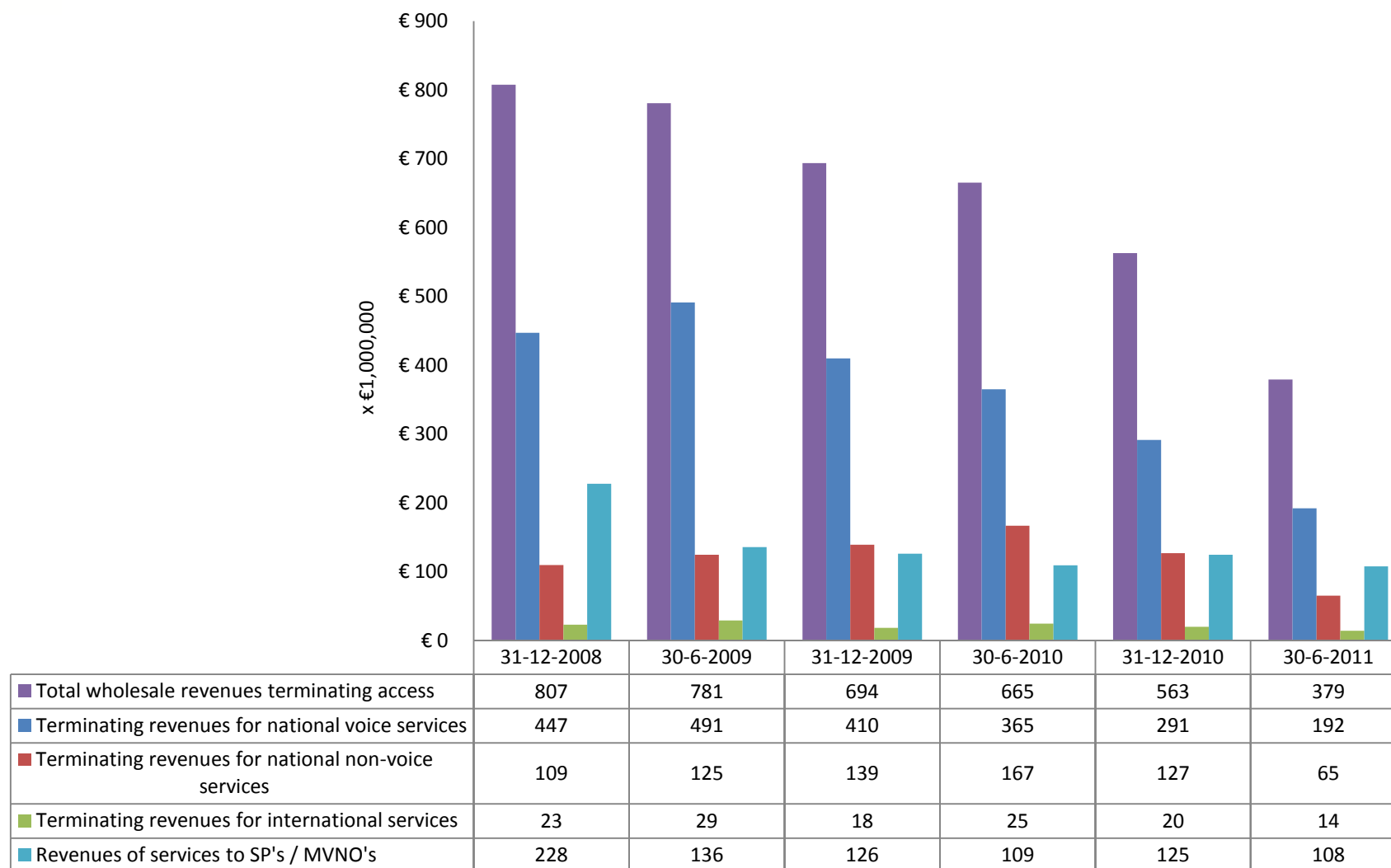
Mobile: Market shares based on total retail traffic volumes (2011Q2)



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011
KPN	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[30-35%]
TELE2	[0-5%]	-	-	-	-	-
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[20-25%]	[25-30%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
Other MVNOs	[15-20%]	[10-15%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]

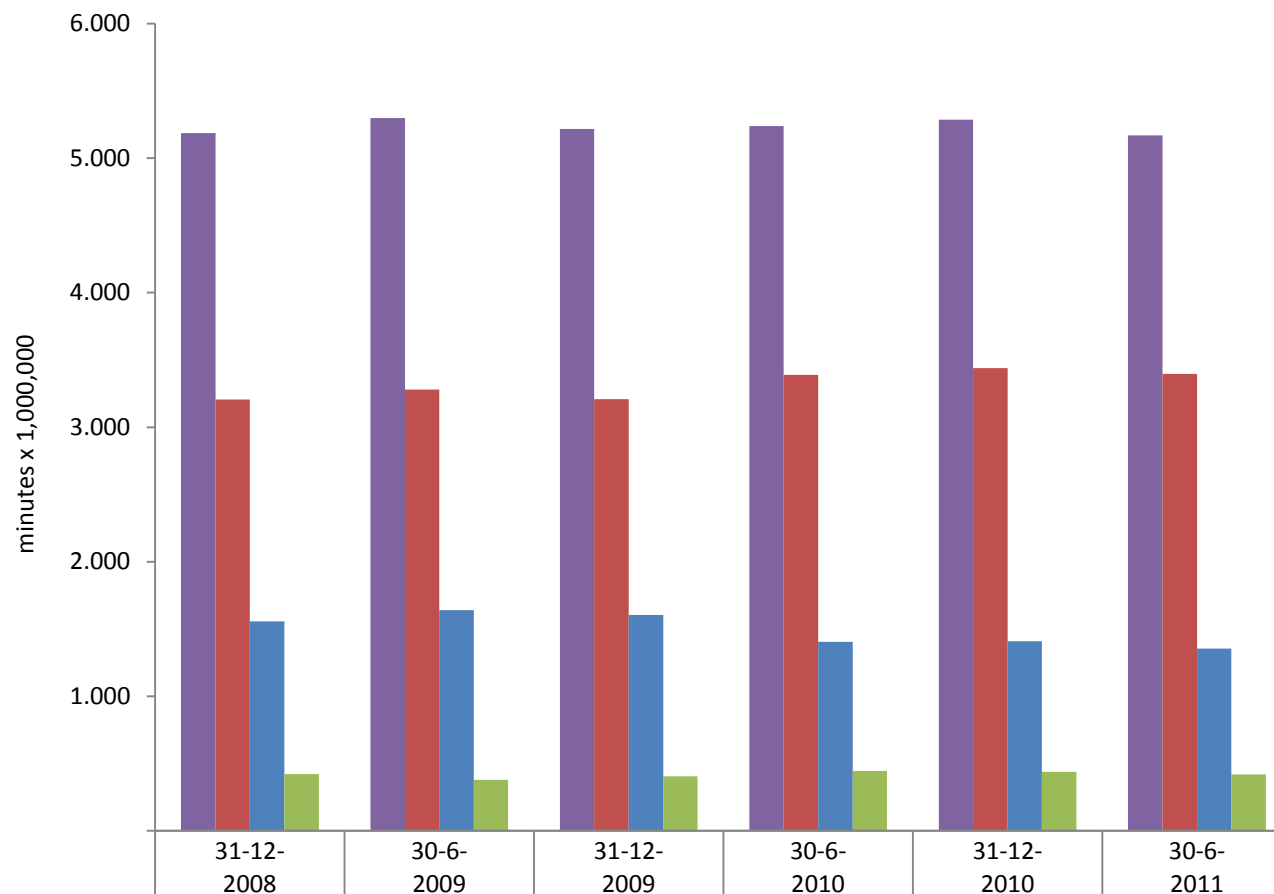
Based on figures from KPN, TELE2, T-MOBILE and VODAFONE. Based on questions 1_A_3_2, 1_B_5_4, 1_C_9_1, 1_C_9_2 and 1_C_9_3 of the SMM. This representation is without retail figures for SP's/MVNO's. TELE2 until 2008.

Mobile: Wholesale revenues terminating access



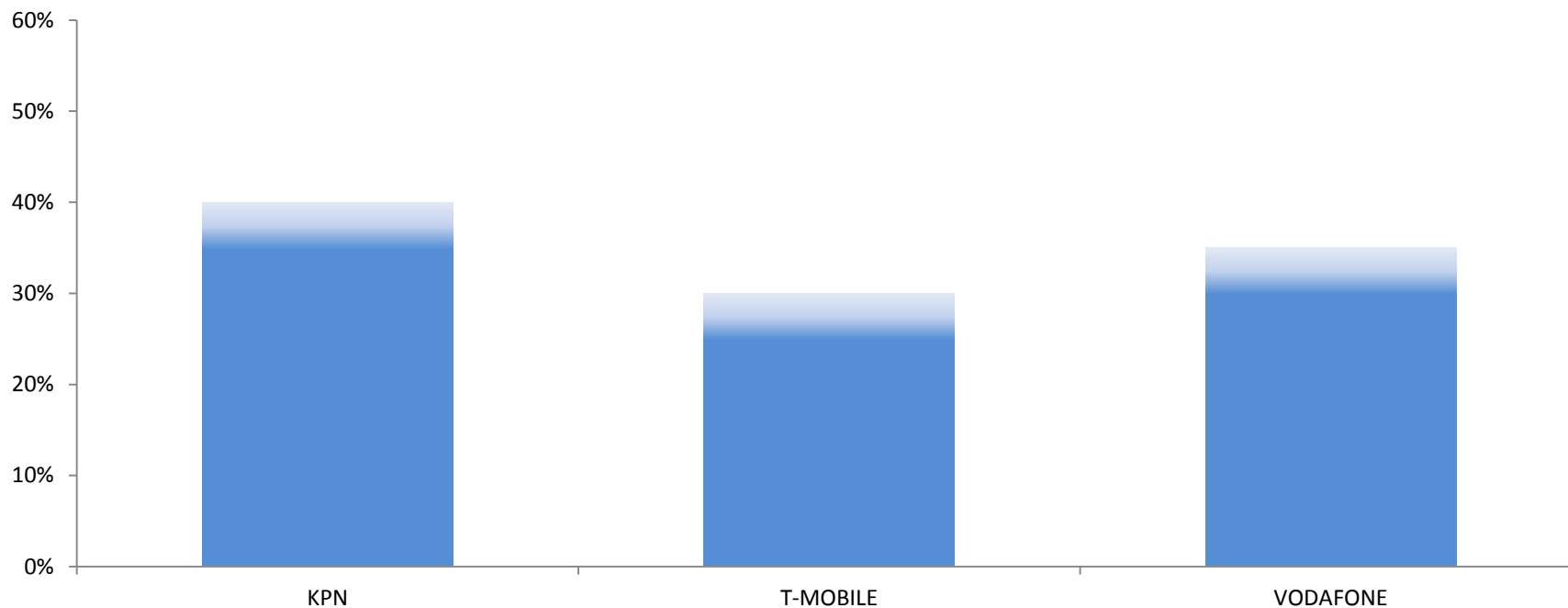
Based on figures from KPN, TELE2, T-MOBILE and VODAFONE. Based on questions 1_C_6_1 through 1_C_6_3 of the SMM. TELE2 until 2008.

Mobile: Wholesale terminating access volume minutes (excl. on-net)



■ Total volume of traffic terminated	5.185	5.299	5.218	5.238	5.286	5.169
■ Volume terminated from national mobile networks	3.207	3.280	3.208	3.389	3.439	3.397
■ Volume terminated from national fixed networks	1.557	1.640	1.605	1.404	1.410	1.354
■ Volume terminated from abroad	421	379	405	446	437	418

Mobile: Market shares based on total terminating traffic (2011Q2)



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011
KPN	[35-40%]	[35-40%]	[35-40%]	[40-45%]	[40-45%]	[35-40%]
TELE2	[0-5%]	-	-	-	-	-
T-MOBILE	[25-30%]	[25-30%]	[30-35%]	[25-30%]	[25-30%]	[25-30%]
VODAFONE	[30-35%]	[30-35%]	[25-30%]	[30-35%]	[30-35%]	[30-35%]

Based on figures from KPN, TELE2, T-MOBILE and VODAFONE. Based on questions 1_C_8_1 through 1_C_8_3 of the SMM. TELE2 until 2008.