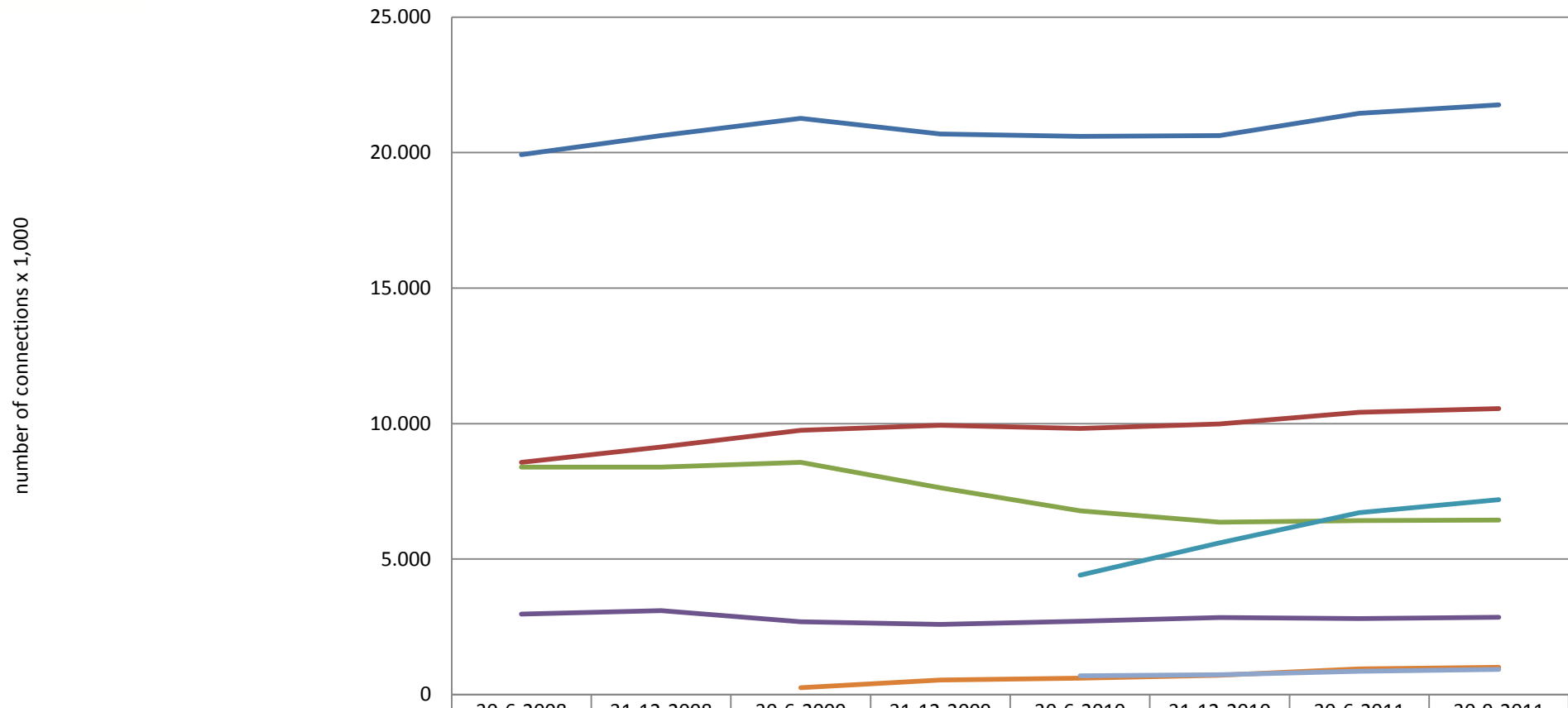




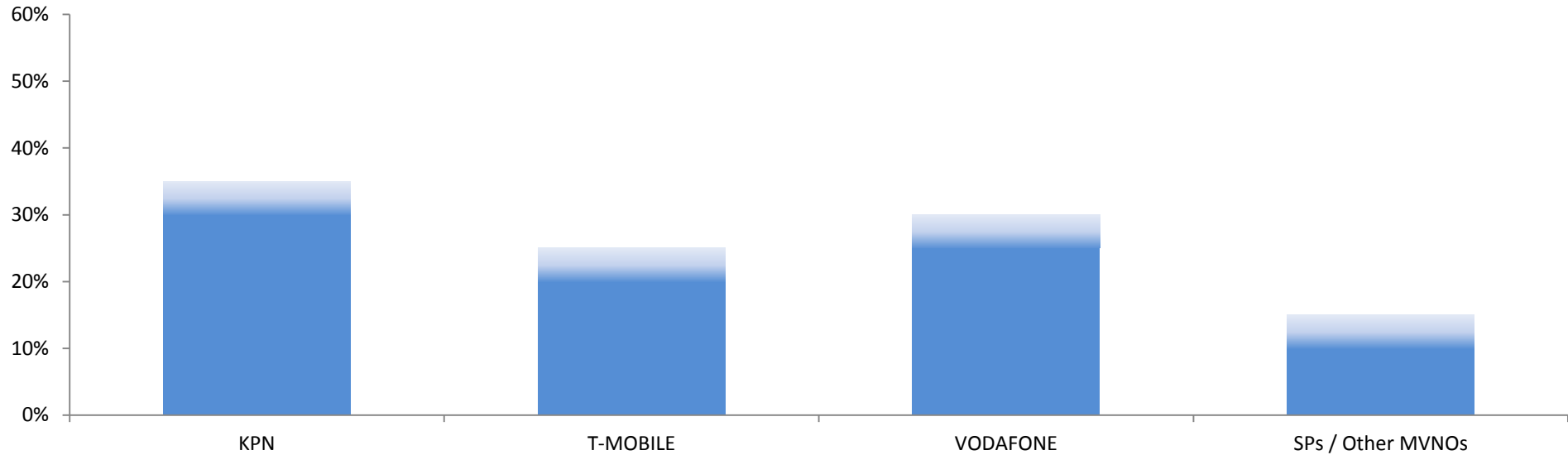
## Mobile: Number of retail mobile connections



	30-6-2008	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011	30-9-2011
Total	19.927	20.627	21.267	20.682	20.599	20.627	21.453	21.763
Postpaid MNO	8.565	9.139	9.750	9.934	9.825	9.983	10.421	10.550
Prepaid MNO	8.391	8.393	8.573	7.628	6.784	6.357	6.423	6.435
Connections MVNO	2.971	3.095	2.688	2.587	2.702	2.839	2.805	2.850
Connections with mobile broadband					4.410	5.602	6.711	7.193
Dedicated mobile broadband connections			255	533	600	712	943	1.004
M2M					688	736	861	924



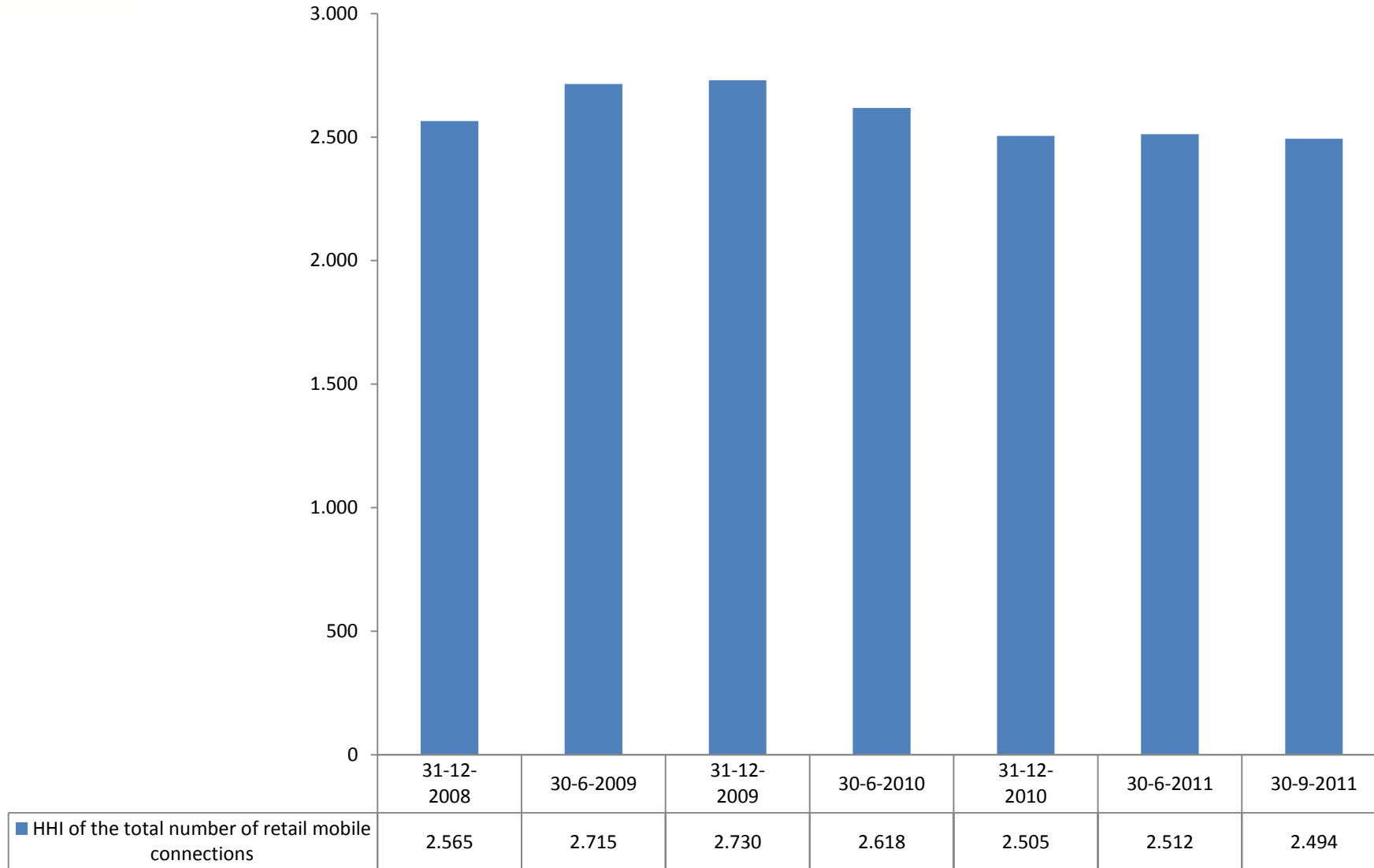
## Mobile: Retail market shares based on connections (2011Q3)



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011	30-9-2011
KPN	[35-40%]	[35-40%]	[40-45%]	[35-40%]	[35-40%]	[30-35%]	[30-35%]
TELE2	[0-5%]	-	-	-	-	-	-
T-MOBILE	[25-30%]	[25-30%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[25-30%]	[25-30%]	[25-30%]
SPs / Other MVNOs	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]

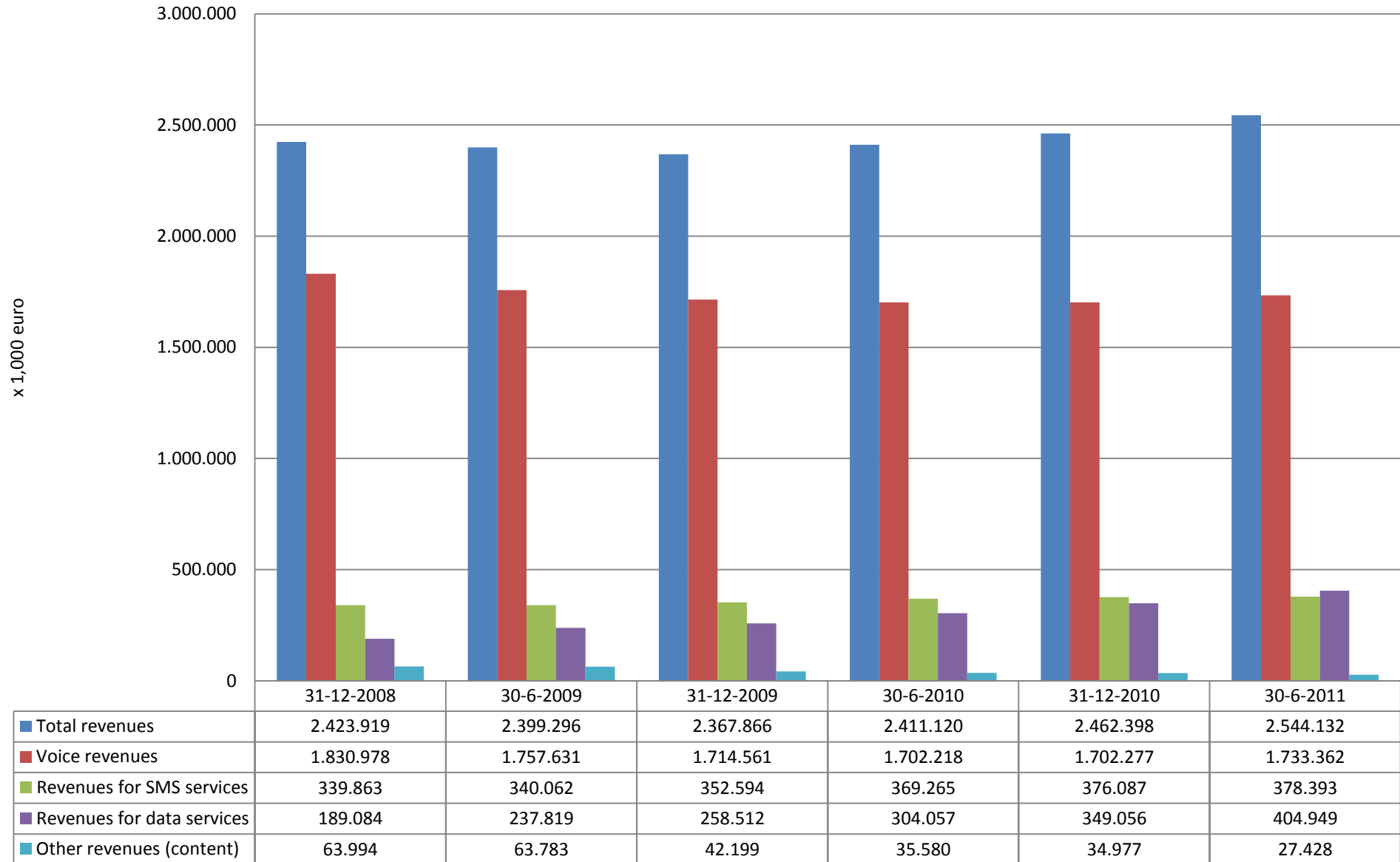


## Mobile: Herfindahl-Hirschman Index of retail mobile connections



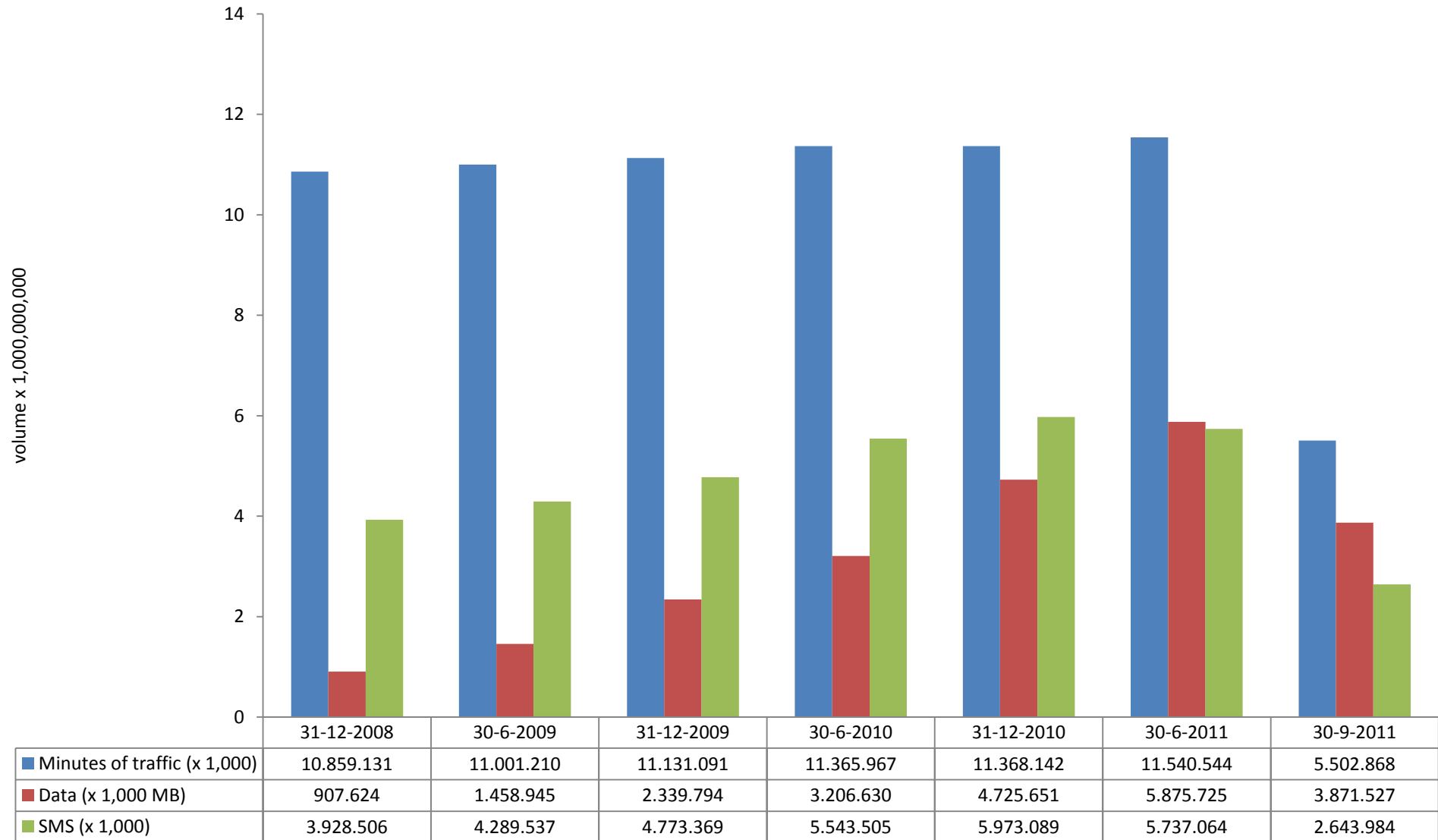


## Mobile: Retail revenues per half year





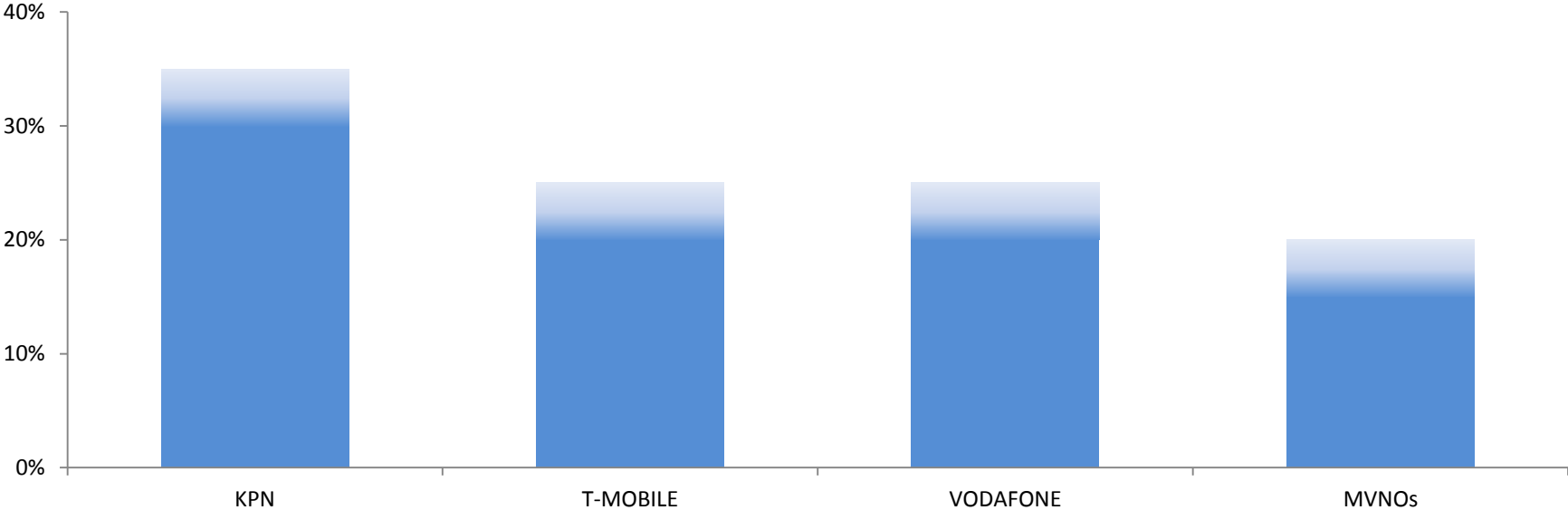
## Mobile: Volume retail minutes of traffic, data and sms (MNOs and MVNOs) (until half of 2011 per 6 months, afterwards per 3 months)



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 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 and 1\_D\_4\_1-2-3 of the SMM.



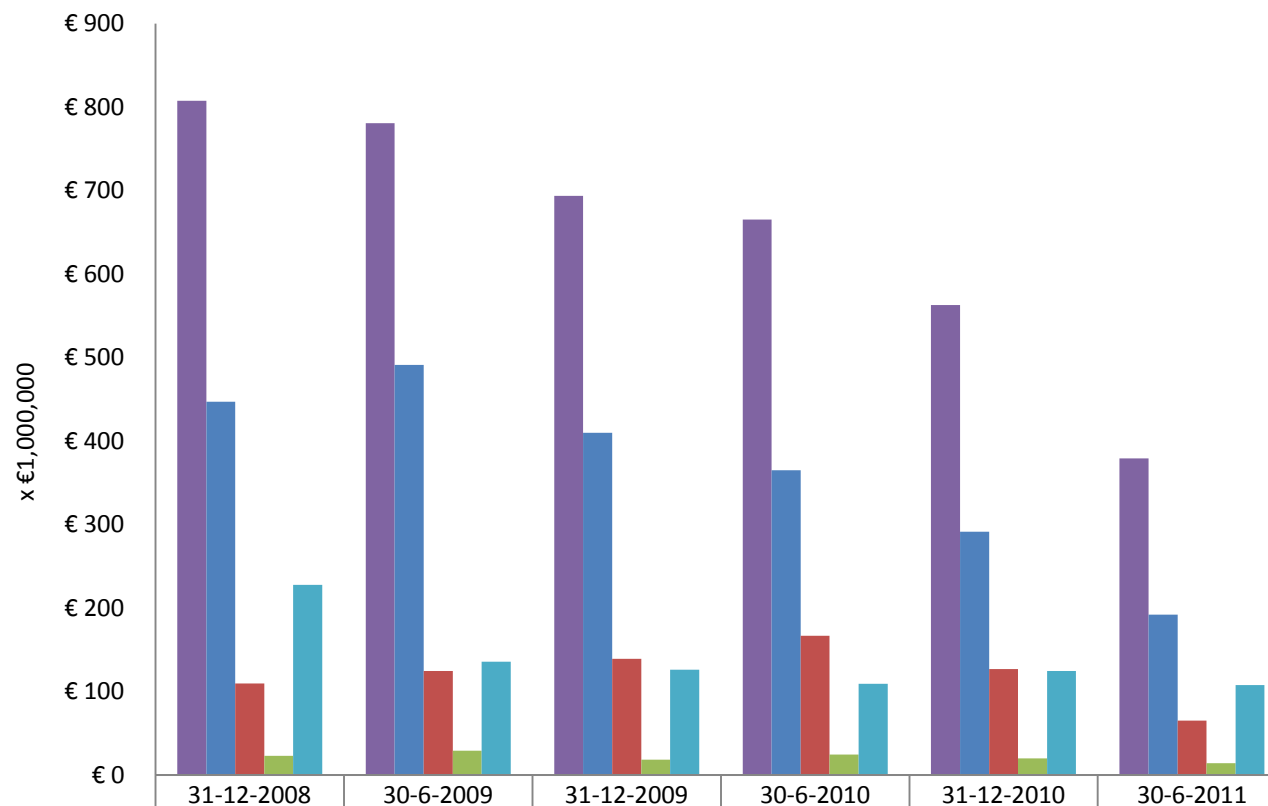
### Mobile: Market shares based on total retail traffic volumes (2011Q3)



	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011	30-9-2011
KPN	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[25-30%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
MVNOs	[10-15%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]

Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1\_A\_3\_2, 1\_B\_5\_4, 1\_C\_9\_1-2-3, 1\_D\_3\_1, 1\_B\_6\_4 and 1\_D\_4\_1-2-3 of the SMM.

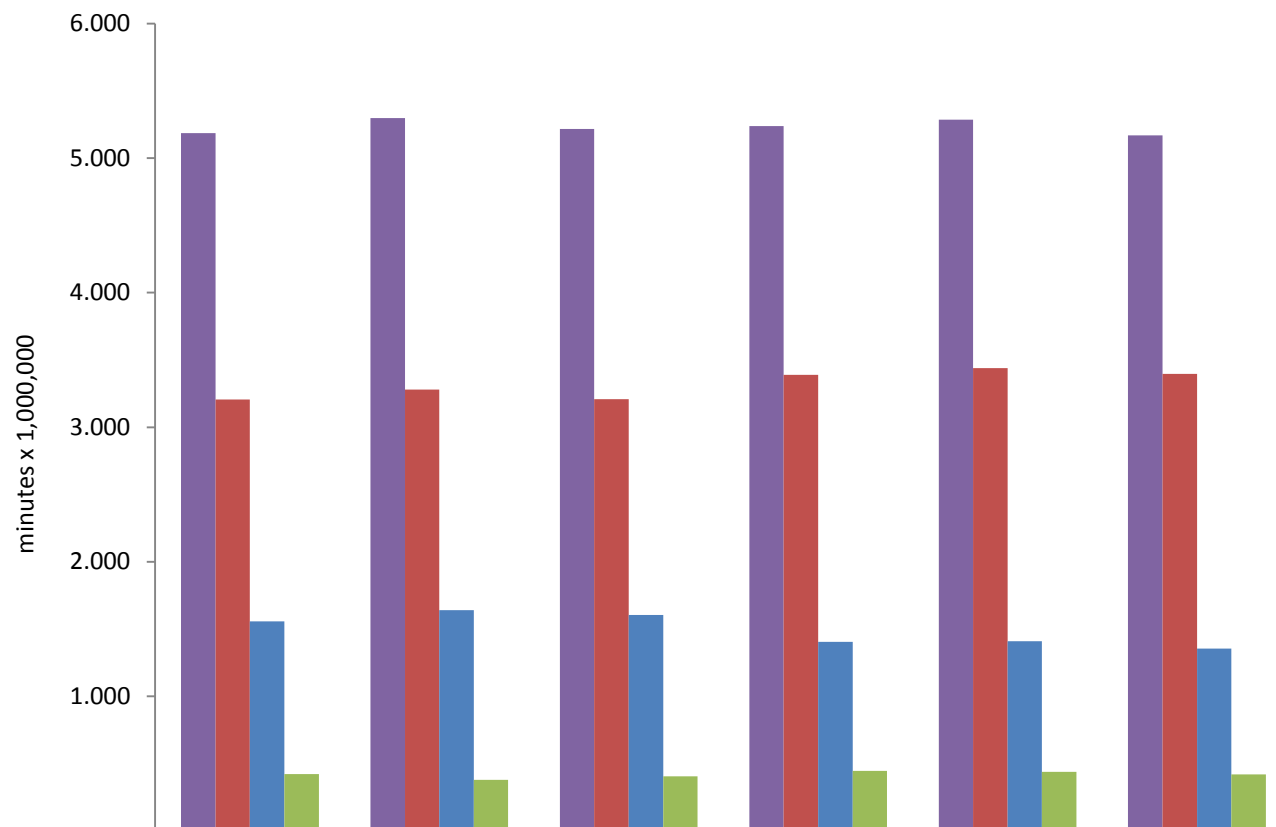
## Mobile: Wholesale revenues terminating access



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011
Total wholesale revenues terminating access	807	781	694	665	563	379
Terminating revenues for national voice services	447	491	410	365	291	192
Terminating revenues for national non-voice services	109	125	139	167	127	65
Terminating revenues for international services	23	29	18	25	20	14
Revenues of services to SP's / MVNO's	228	136	126	109	125	108



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

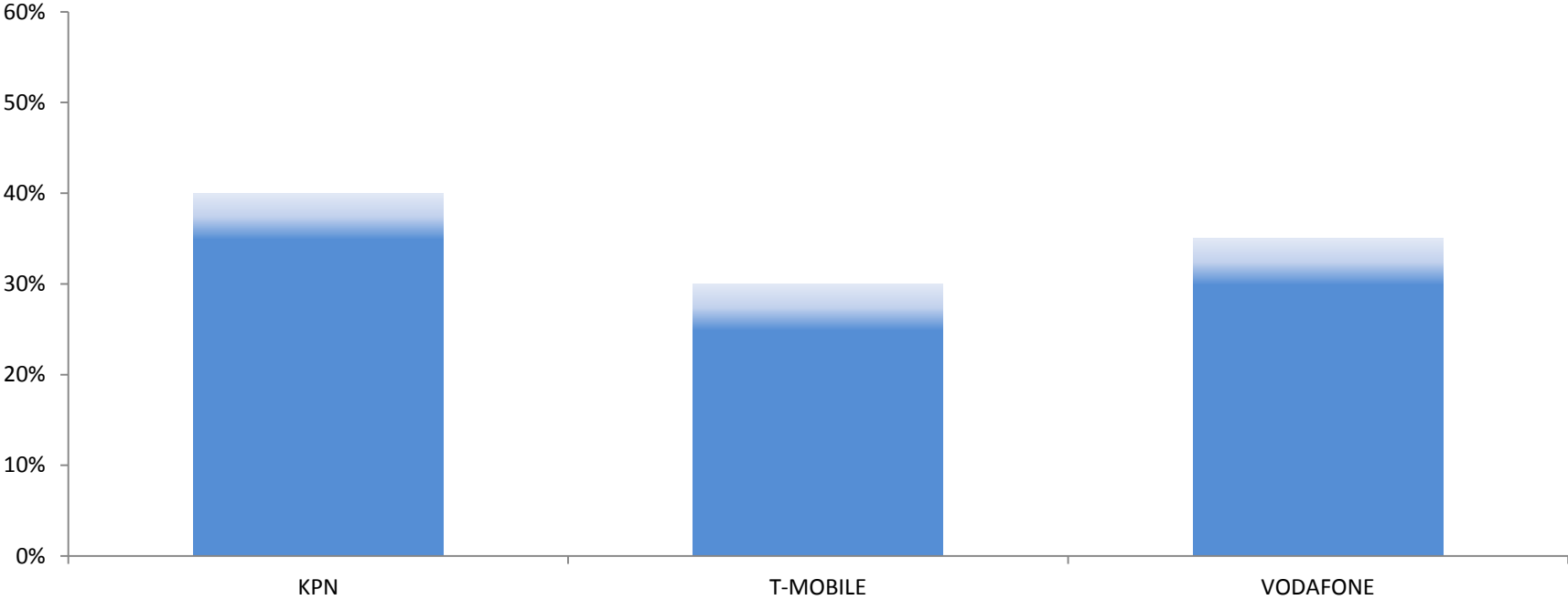


	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011
■ Total volume of traffic terminated	5.185	5.299	5.218	5.238	5.286	5.169
■ Volume terminated from national mobile networks	3.207	3.280	3.208	3.389	3.439	3.397
■ Volume terminated from national fixed networks	1.557	1.640	1.605	1.404	1.410	1.354
■ Volume terminated from abroad	421	379	405	446	437	418

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.



**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.