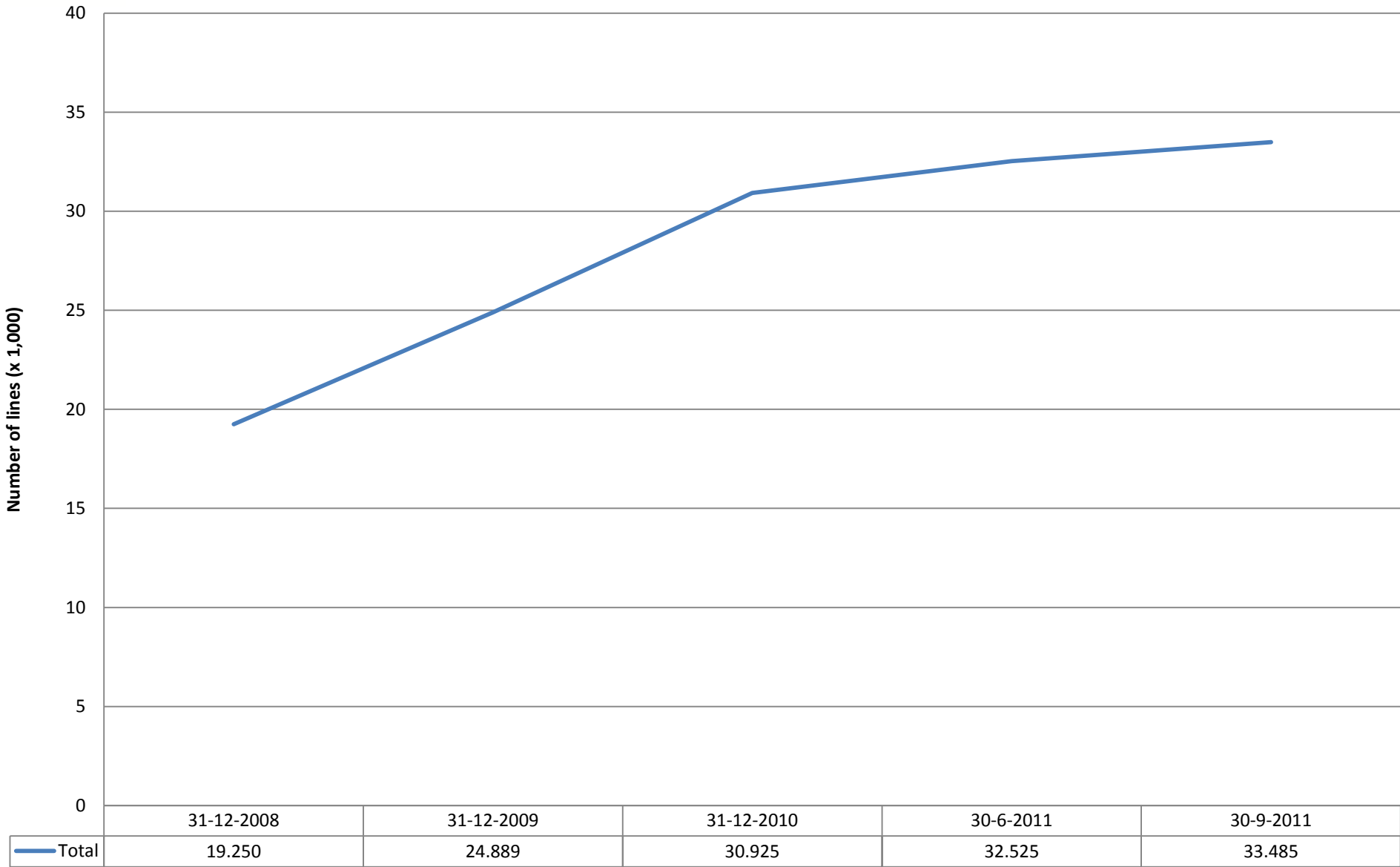




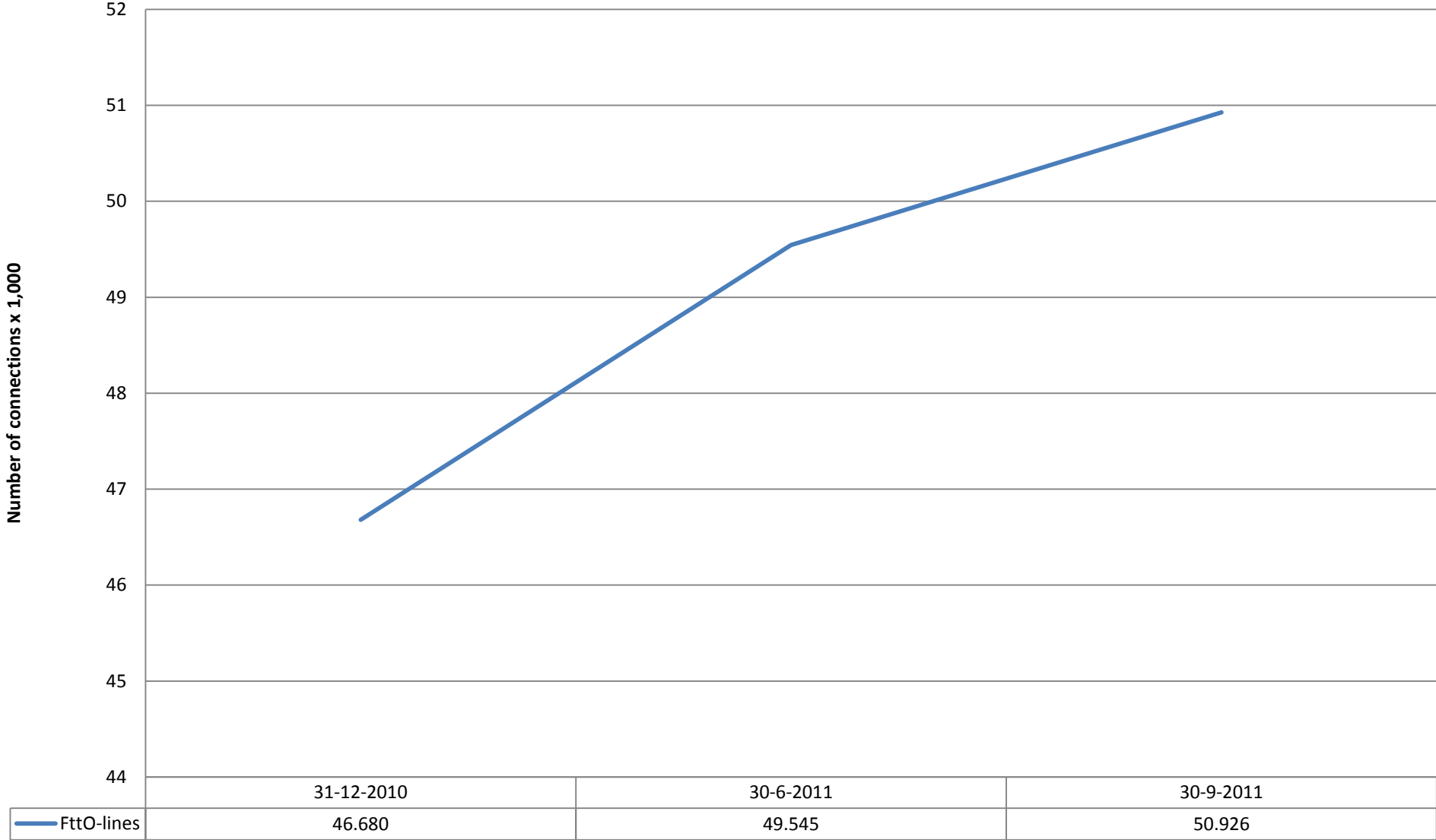
### Broadband and leased lines: Retail business active fiber connections



Based on figures from AT T, BBNED, BT, COLT, DELTA, EASYNET, EUROFIBER, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicator 4\_A\_1\_1 of the SMM.



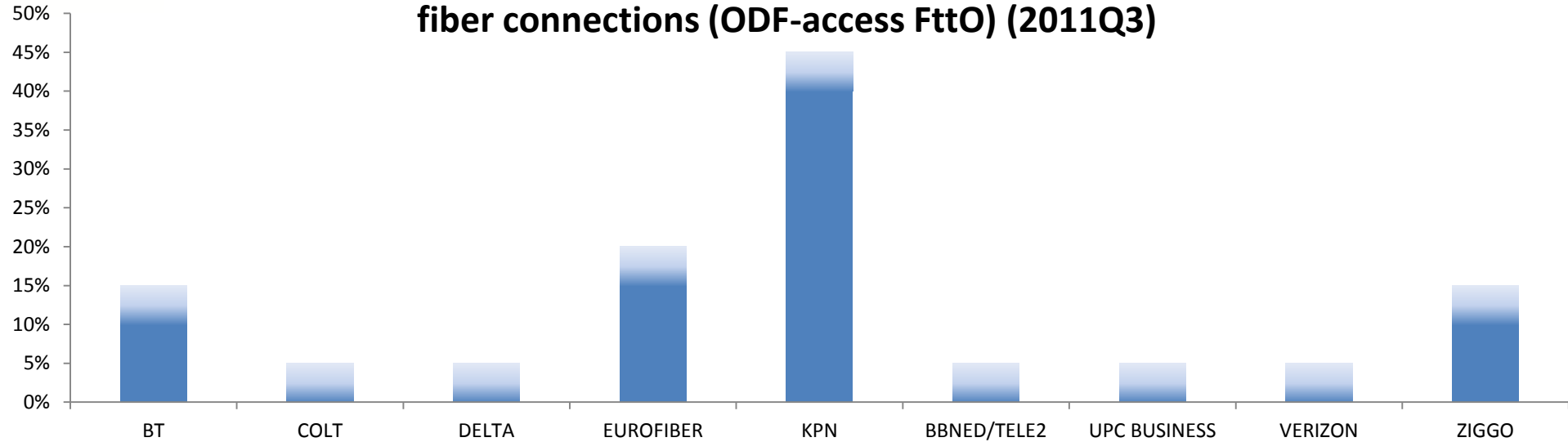
### Broadband and leased lines: Wholesale business fiber lines (ODF-access FttO)



Based on figures from AT T, BBNED, BT, COLT, DELTA, EASYNET, EUROFIBER, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 4\_A\_1\_1-2, 4\_E\_8\_1-3, 4\_B\_2\_9 and 4\_F\_9\_10 of the SMM.



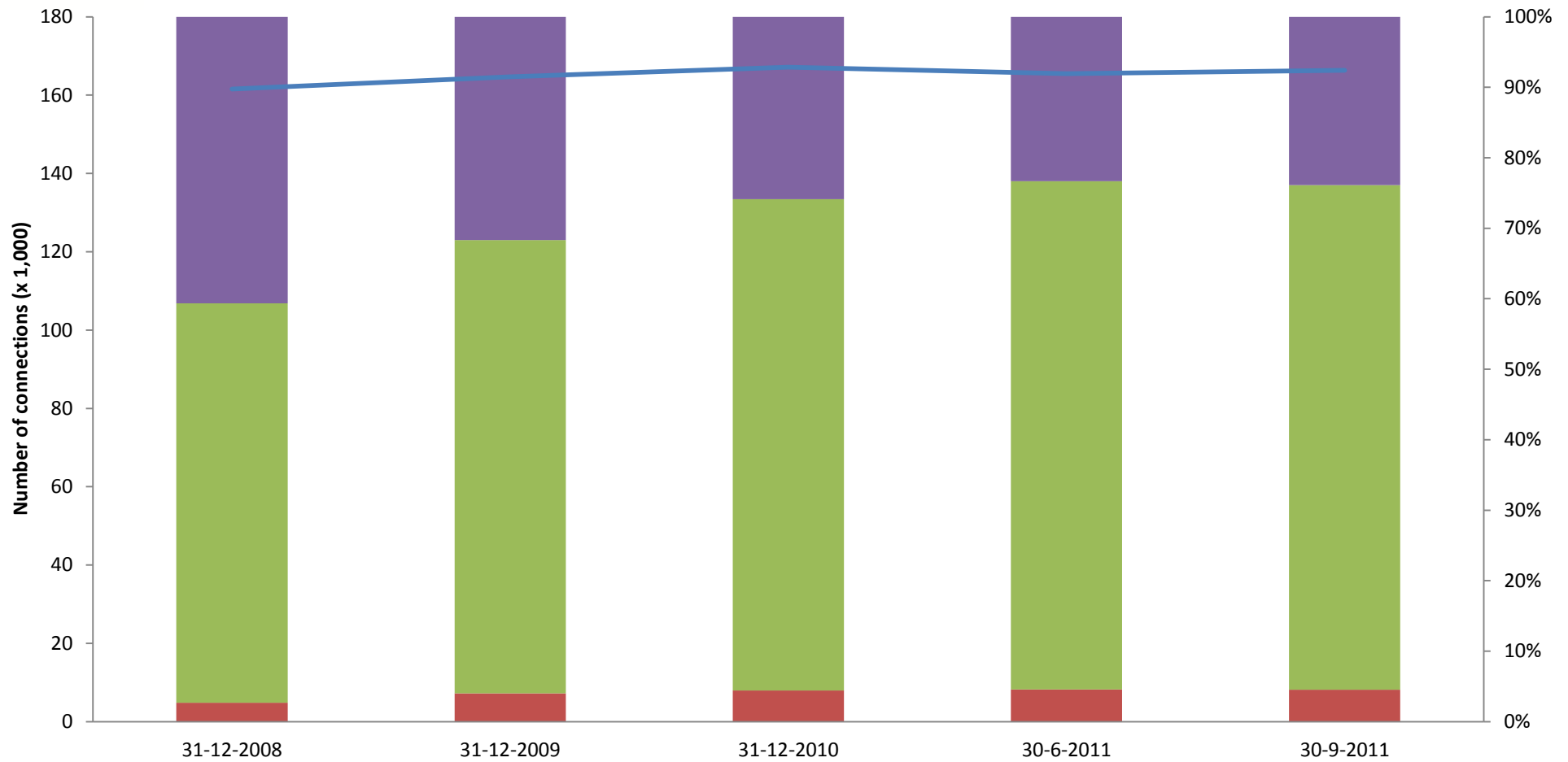
## Broadband and leased lines: Market shares based on wholesale business fiber connections (ODF-access FttO) (2011Q3)



	31-12-2010	30-6-2011	30-9-2011
BT	[10-15%]	[10-15%]	[10-15%]
COLT	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[15-20%]	[15-20%]	[15-20%]
KPN	[40-45%]	[40-45%]	[40-45%]
BBNED/TELE2	[0-5%]	[5-10%]	[0-5%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]
VERIZON	[0-5%]	[0-5%]	[0-5%]
ZIGGO	[10-15%]	[10-15%]	[10-15%]



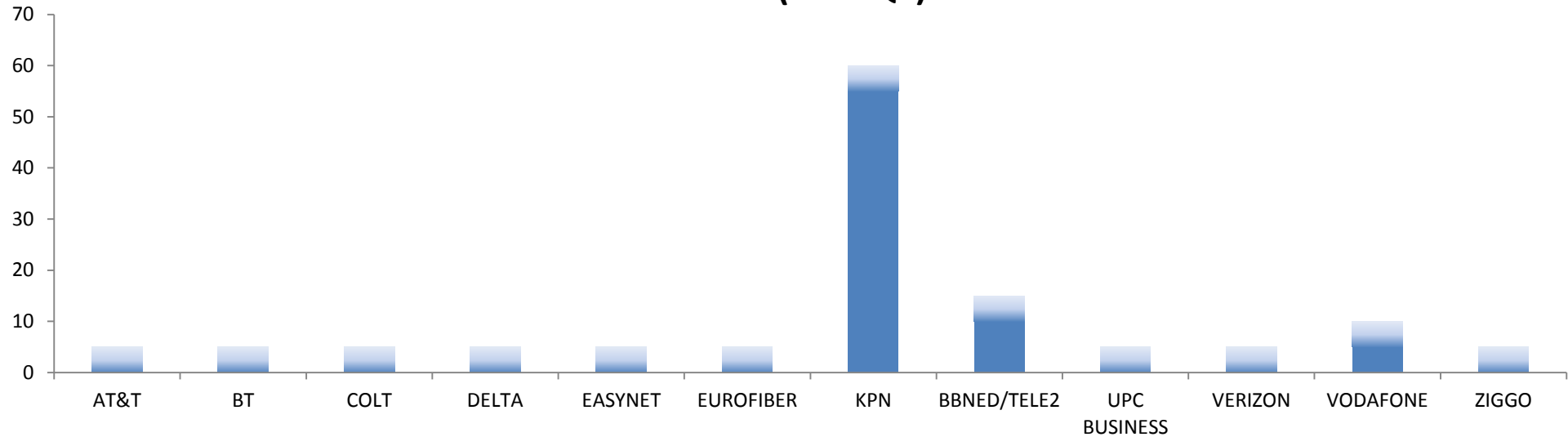
## Broadband and leased lines: retail business network services



	31-12-2008	31-12-2009	31-12-2010	30-6-2011	30-9-2011
Traditional leased lines	41%	32%	26%	23%	24%
Datacom	57%	64%	70%	72%	72%
Dark fiber	3%	4%	4%	5%	5%
Retail business network services (x 1.000)	162	165	167	166	166



## Broadband and leased lines: market shares based on retail business network services (2011Q3)

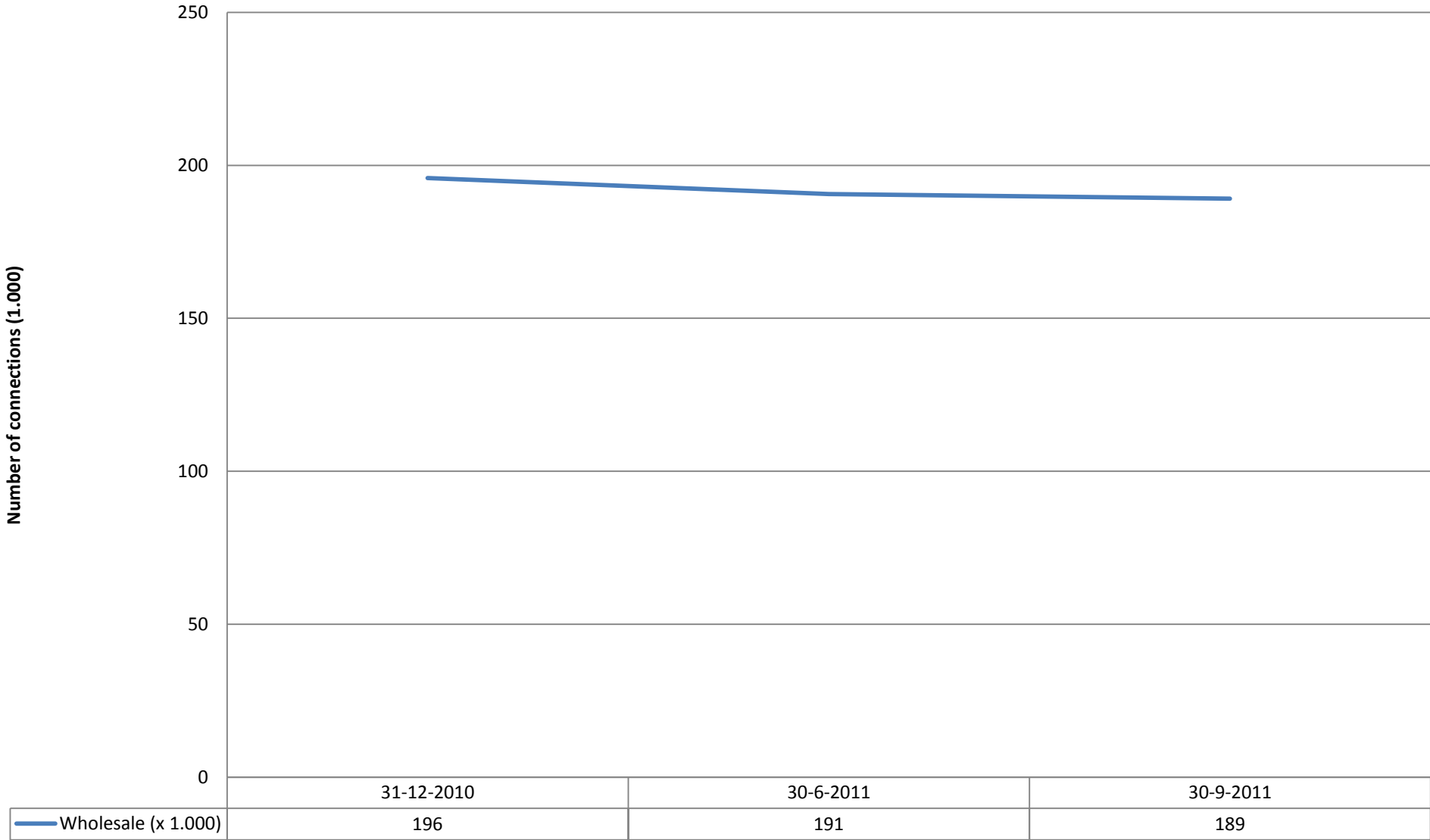


	31-12-2008	31-12-2009	31-12-2010	30-6-2011	30-9-2011
AT&T	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
BT	[5-10%]	[5-10%]	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EASYNET	-	-	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[65-70%]	[60-65%]	[55-60%]	[55-60%]	[55-60%]
BBNED/TELE2	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VERIZON	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
ZIGGO	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]

Based on figures from AT T, BBNED, BT, COLT, DELTA, EASYNET, EUROFIBER, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 4\_B\_2\_1-2-3-4-6-7-8-9 and 4\_C\_4\_1-2 of the SMM.



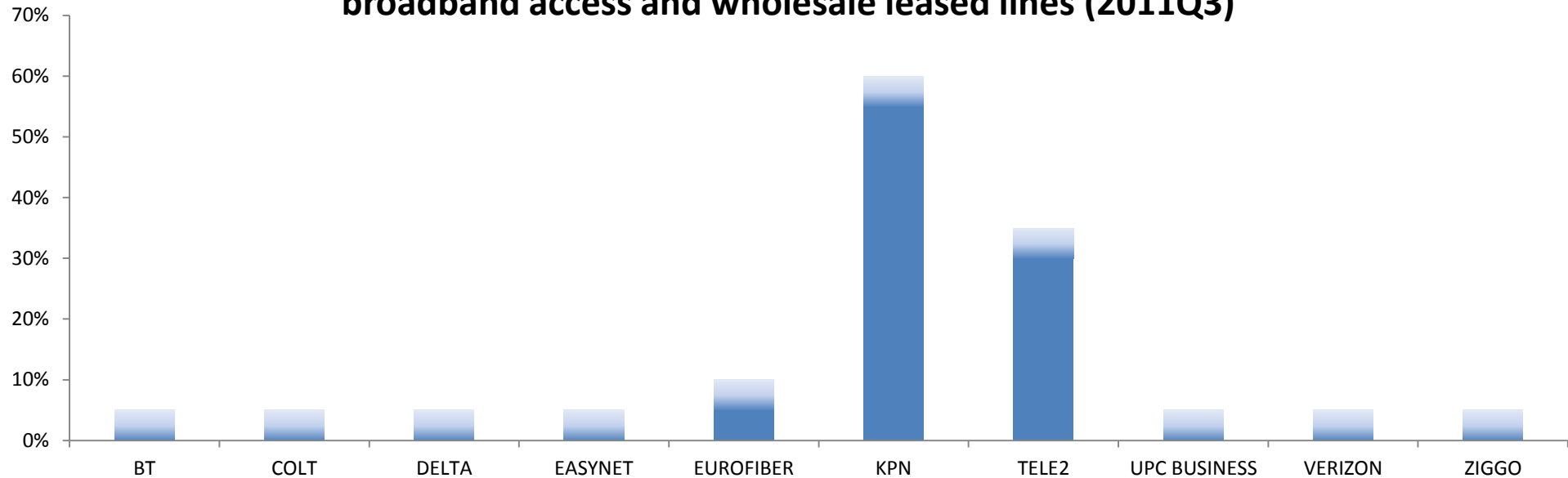
### Broadband and leased lines: High quality wholesale broadband access and wholesale leased lines



Based on figures from AT T, BBNET, BT, COLT, DELTA, EASYNET, EUROFIBER, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 3\_A\_2\_2\_5, 3\_A\_2\_3\_1/3, 4\_B\_2\_1-9, 4\_F\_9\_1\_a/e, \_9\_2\_1/4, \_9\_6\_a/c, \_9\_7\_1-2, \_9\_10 of the SMM.



## Broadband and leased lines: Market shares based on high quality wholesale broadband access and wholesale leased lines (2011Q3)



	31-12-2010	30-6-2011	30-9-2011
BT	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]
EASYNET	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[5-10%]
KPN	[60-65%]	[55-60%]	[55-60%]
TELE2/BBNED	[30-35%]	[30-35%]	[30-35%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]
VERIZON	[0-5%]	[0-5%]	[0-5%]
ZIGGO	[0-5%]	[0-5%]	[0-5%]

Based on figures from AT T, BBNED, BT, COLT, DELTA, EASYNET, EUROFIBER, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 3\_A\_2\_2\_5, 3\_A\_2\_3\_1/3, 4\_B\_2\_1-9, 4\_F\_9\_1\_a/e, \_9\_2\_1/4, \_9\_6\_a/c, \_9\_7\_1-2, \_9\_10 of the SMM.