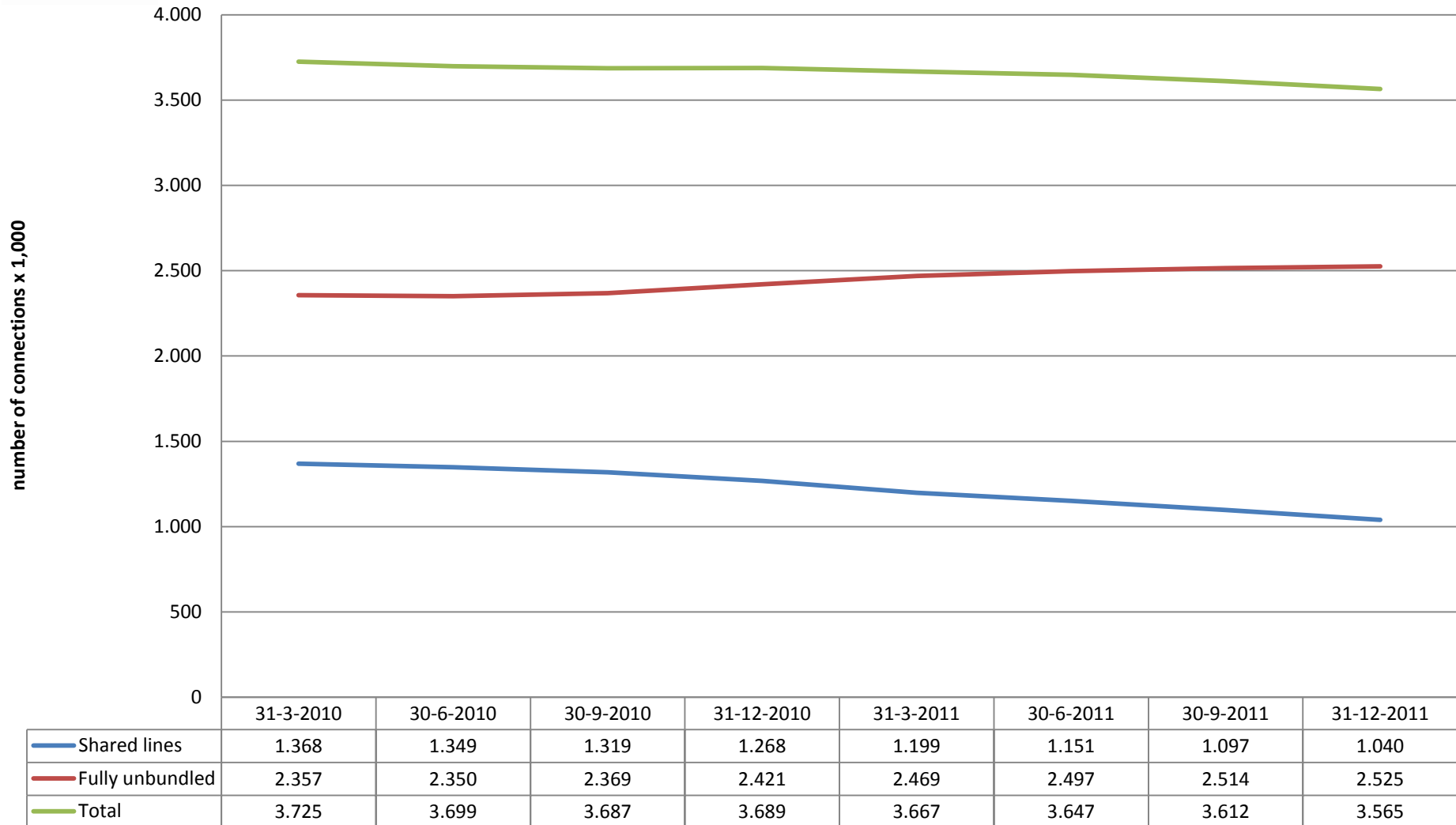




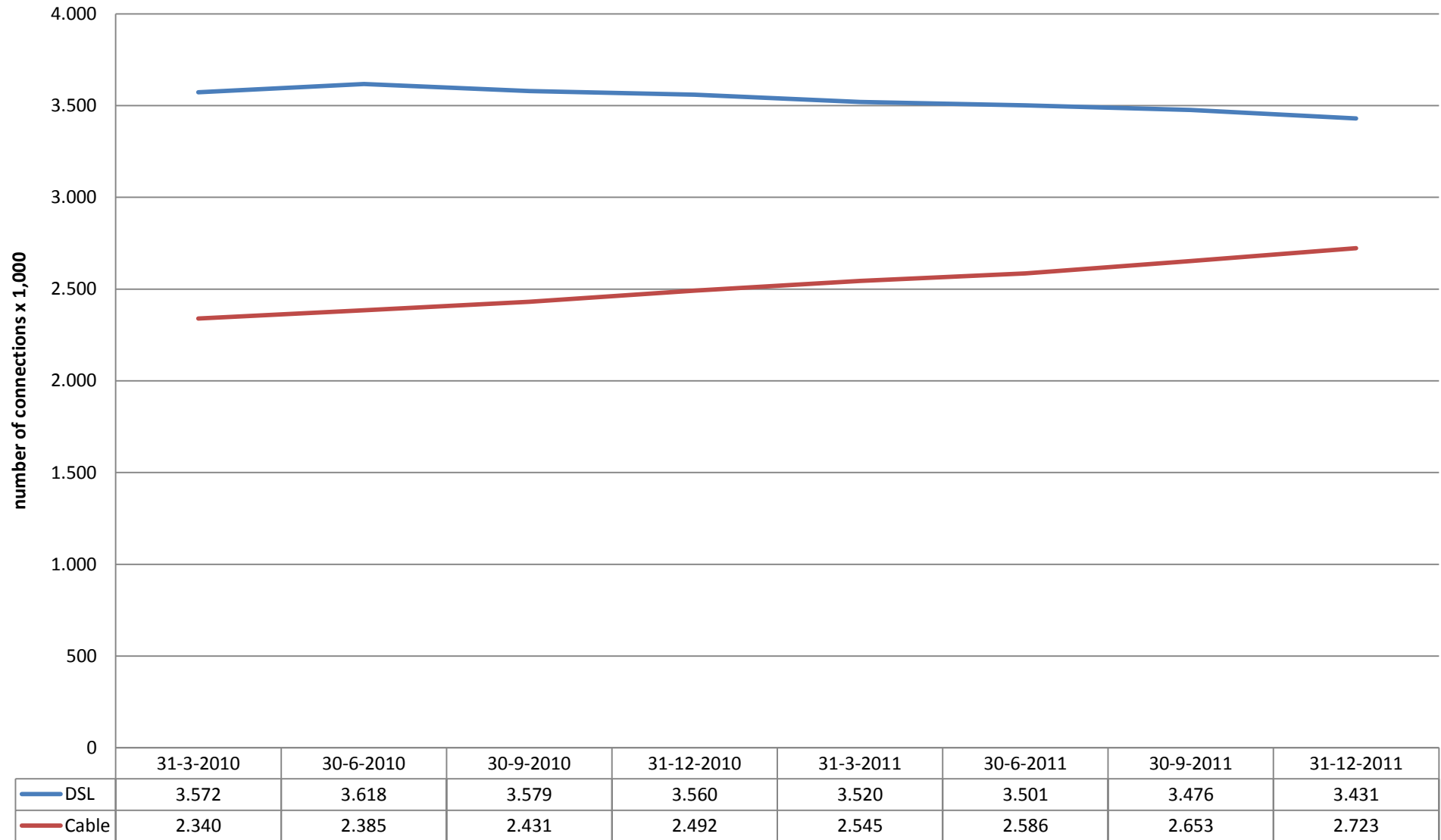
Broadband: unbundled MDF connections per type



Based on figures from KPN. Based on questions 3_A1_1_1, 3_A1_1_2 and 3_A1_1_3 of the SMM.



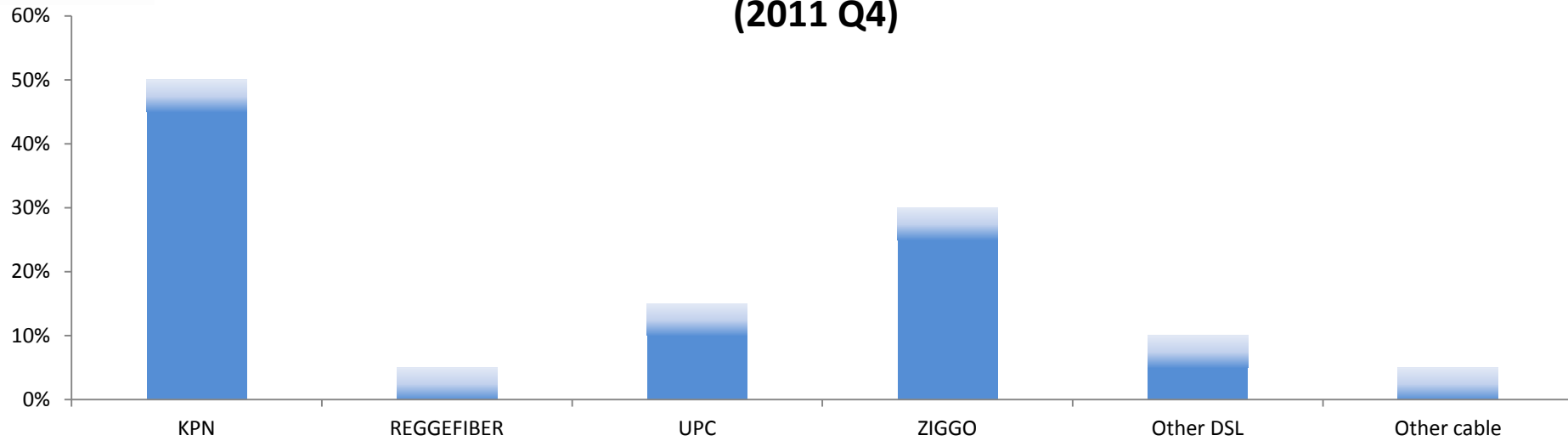
Broadband: WBT low quality connections per type of infrastructure - including self supply



Based on figures from BBNED, CAIW, DELTA, EASYNET, KPN, ONLINE, REGGEFIBER, TELE2, T-MOBILE, UPC, VERIZON, VERSATEL, ZIGGO. Based on questions 3_A3_5_1-2-3-4-5 and 3_A3_6_1-2-3-4 of the SMM.



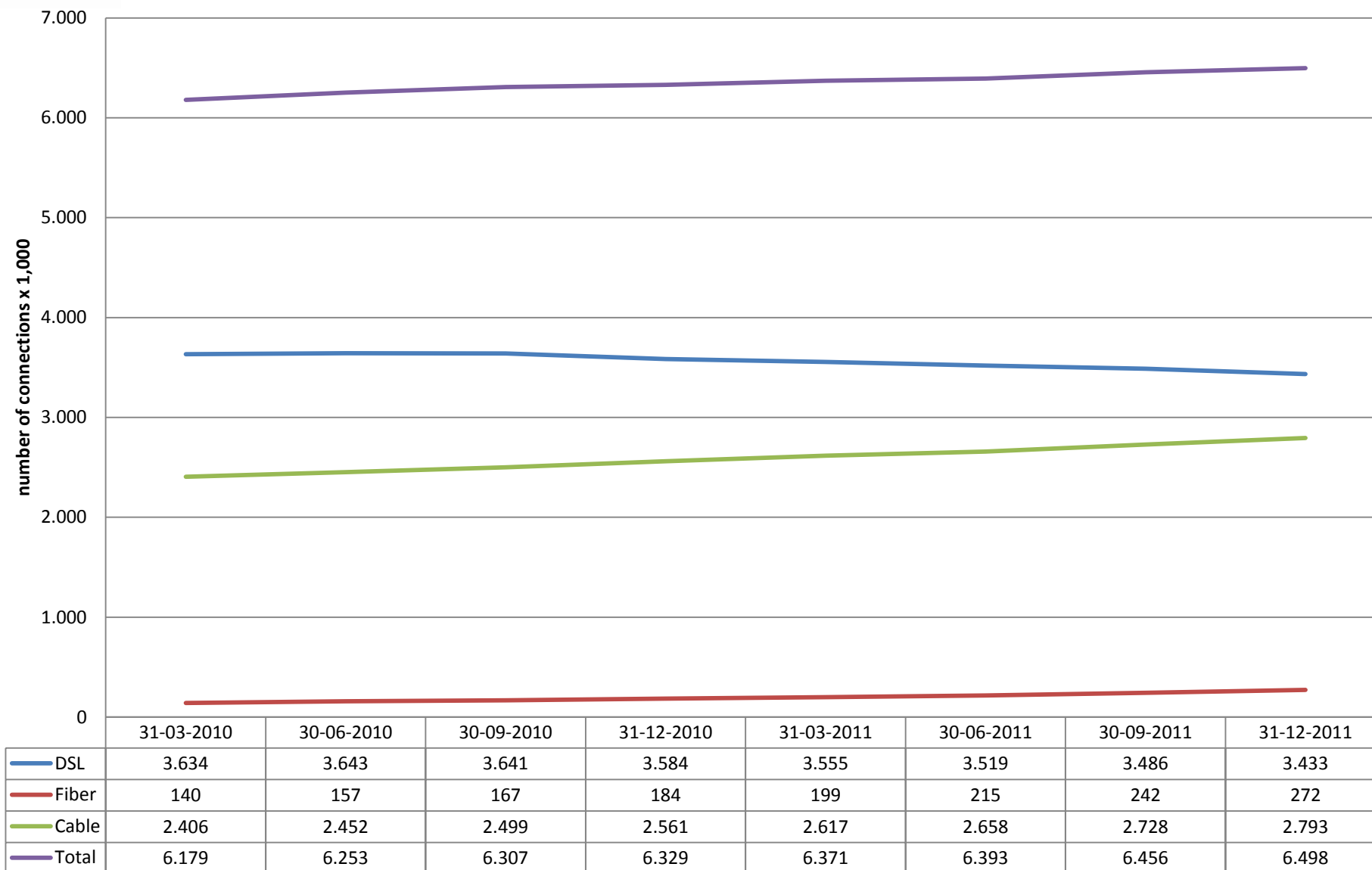
Broadband: marketshare WBT low quality per party - including self supply (2011 Q4)



	31-3-2010	30-6-2010	30-9-2010	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011
KPN	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]
REGGEFIBER	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]
UPC	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]
ZIGGO	[20 - 25%]	[20 - 25%]	[20 - 25%]	[20 - 25%]	[20 - 25%]	[20 - 25%]	[25 - 30%]	[25 - 30%]
Other DSL	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[5 - 10%]	[5 - 10%]
Other cable	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]



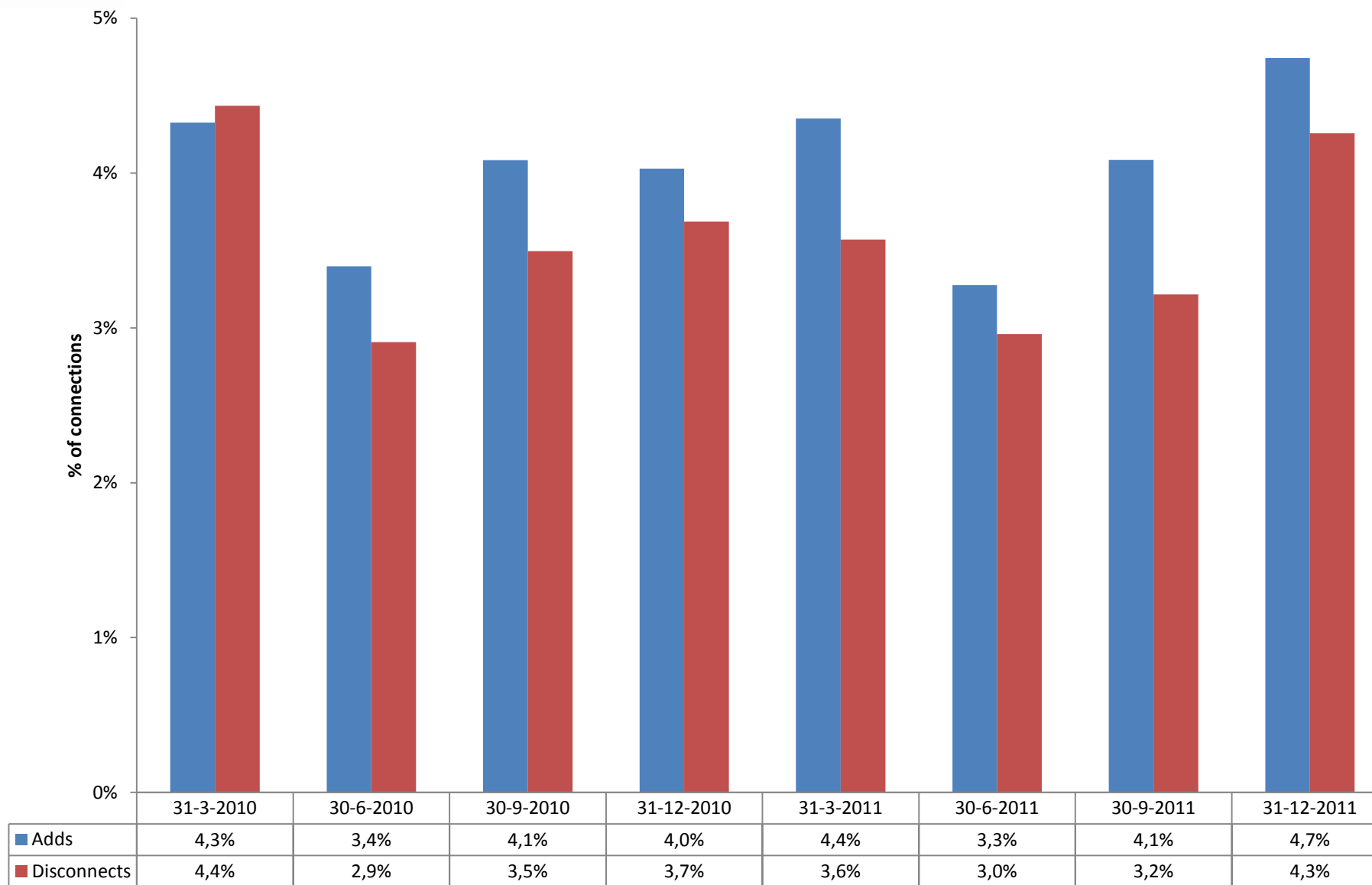
Broadband: retail connections per type



Based on figures from BBNEED, CAIW, DELTA, EASYNET, KPN, ONLINE, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VERSATEL, VODAFONE and ZIGGO. Based on questions 3_A1_3_1-3, 3_A3_5_1-2-3-4 and 3_B_8_1-2-3-5 of the SMM.



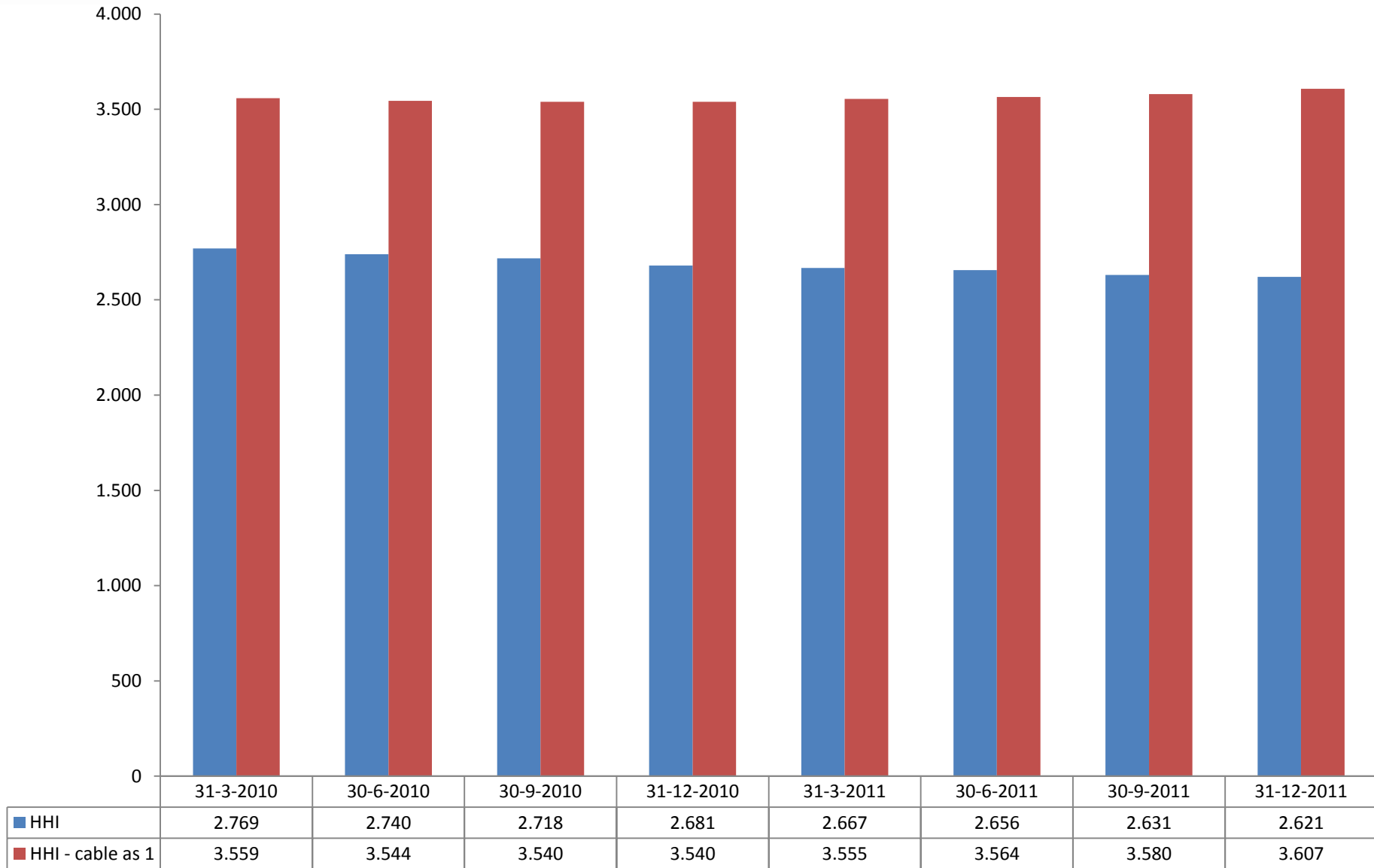
Broadband: Churn based on retail connections



Based on figures from BBNED, CAIW, DELTA, EASYNET, KPN, ONLINE, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 3_E_13_1 and 3_E_13_2 of the SMM.

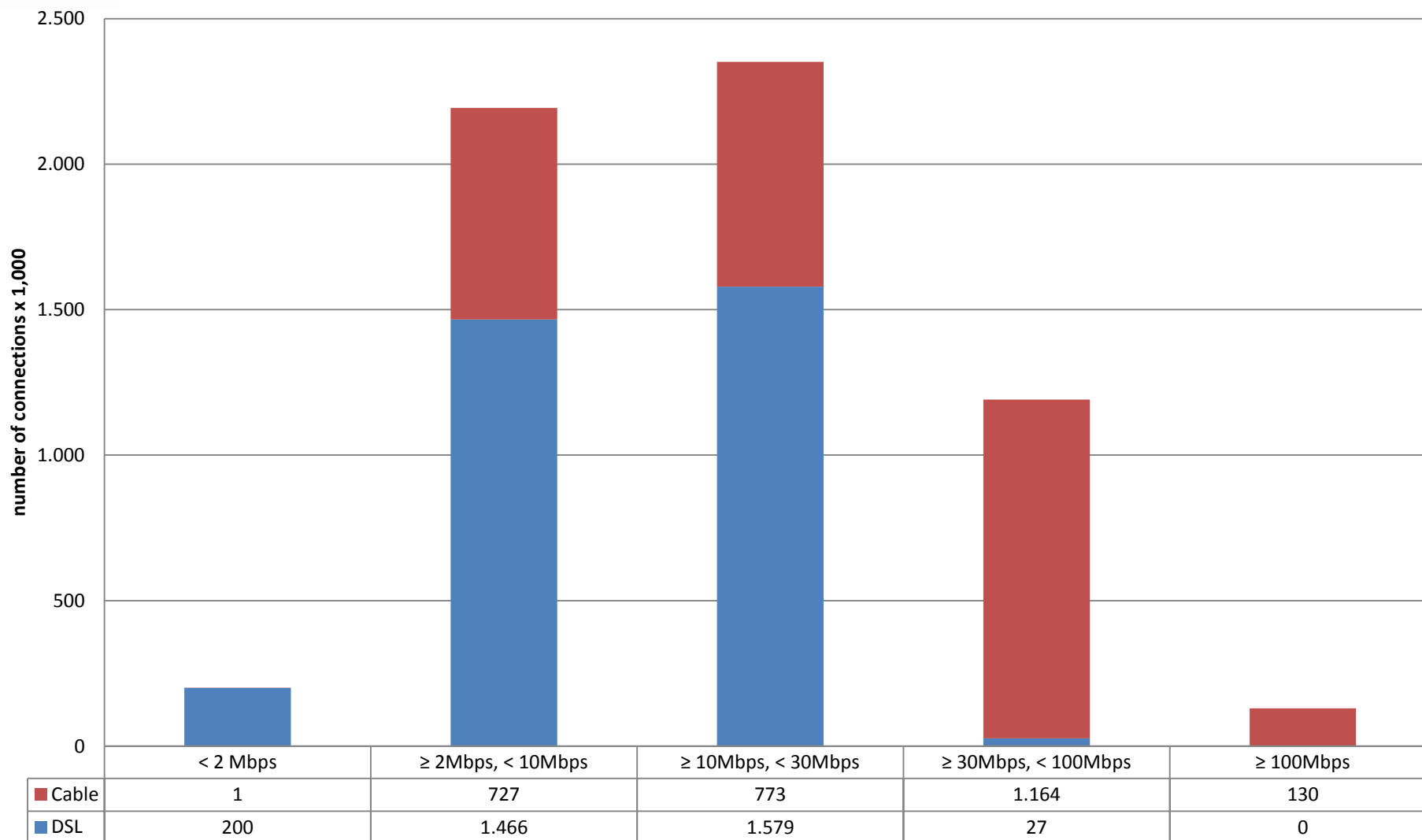


Broadband: HHI based on retailconnections broadband



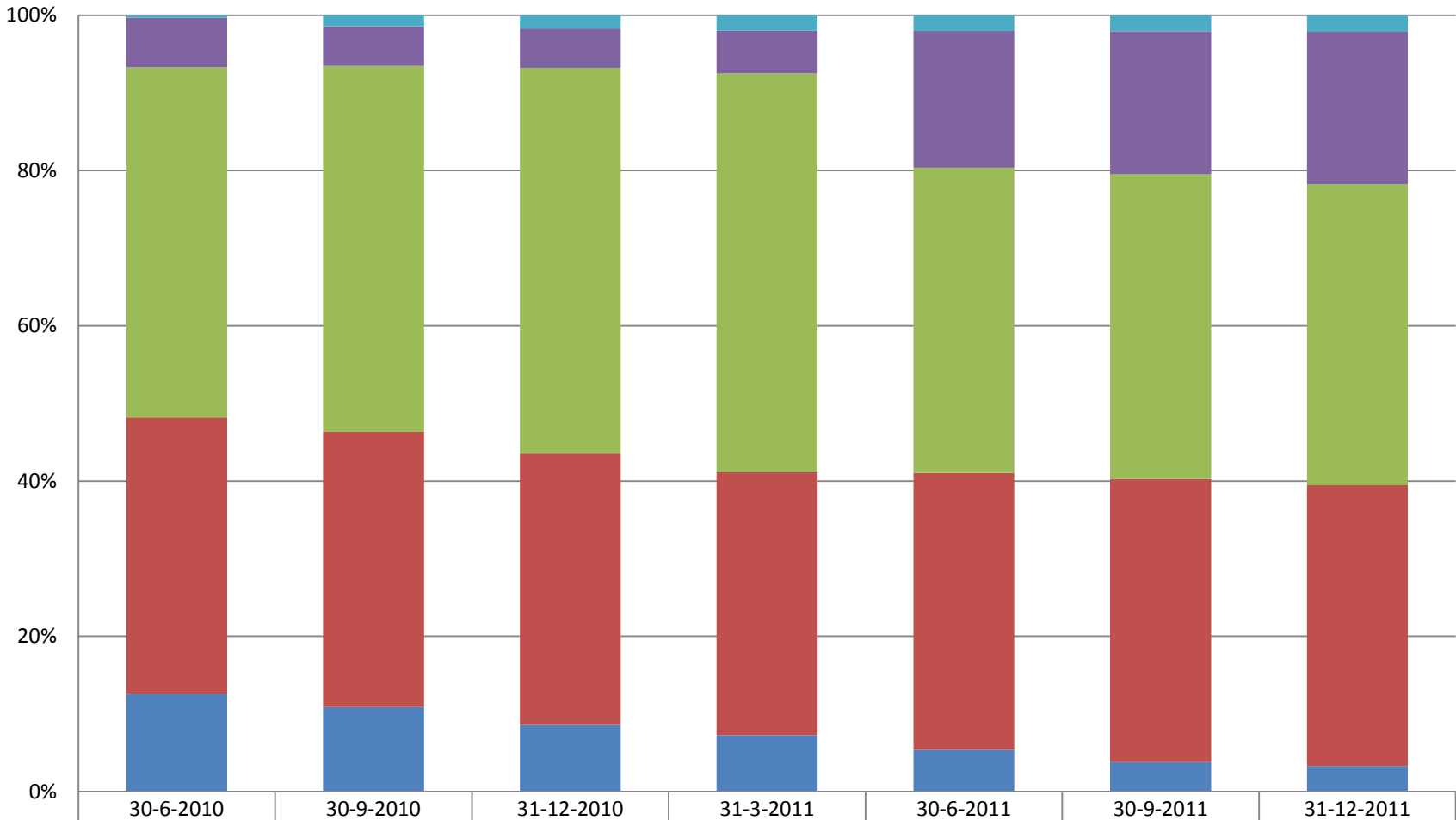
Based on figures from BBNET, CAIW, DELTA, EASYNET, KPN, ONLINE, REGGEFIBER, TELE2, T-MOBILE, UPC, VERIZON, VODAFONE and ZIGGO. Based on questions 3_A1_3_1-3, 3_A3_5_1-2-3-4 and 3_B_8_1-2-3-5 from the SMM.

Broadband: retail connections by speed and infrastructure (2011 Q4)





Broadband: retail connections by speed (excluding fiber)

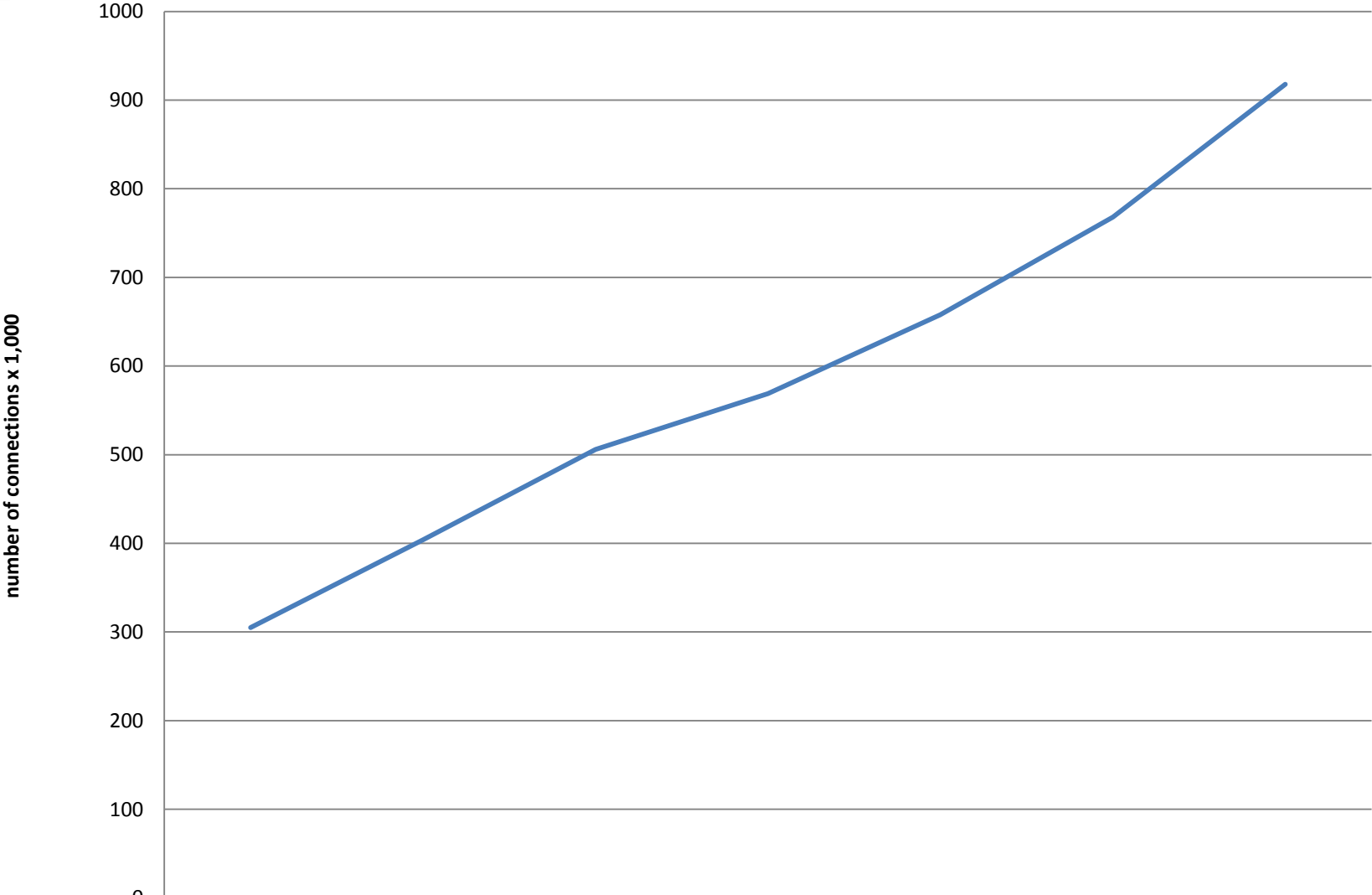


	30-6-2010	30-9-2010	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011
≥ 100Mbps	0%	1%	2%	2%	2%	2%	2%
≥ 30Mbps, < 100Mbps	6%	5%	5%	6%	18%	18%	20%
≥ 10Mbps, < 30Mbps	45%	47%	50%	51%	39%	39%	39%
≥ 2Mbps, < 10Mbps	36%	35%	35%	34%	36%	36%	36%
< 2 Mbps	13%	11%	9%	7%	5%	4%	3%

Based on figures from BBNET, CAIW, DELTA, EASYNET, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 3_B1_8_1-5, 3_B2_8_1-5 and 3_B3_8_1-5 of the SMM.



Broadband: homes connected (FttH)



	31-12-2008	30-6-2009	31-12-2009	30-6-2010	31-12-2010	30-6-2011	31-12-2011
Homes connected (FttH)	305	404	506	569	658	768	918

Based on figures from BBNET, CAIW, DELTA, EASYNET, KPN, ONLINE, REGGEFIBER, SCARLET, TELE2, UPC, VERIZON, VERSATEL and ZIGGO. Based on question 3_C_9_4 from the SMM.