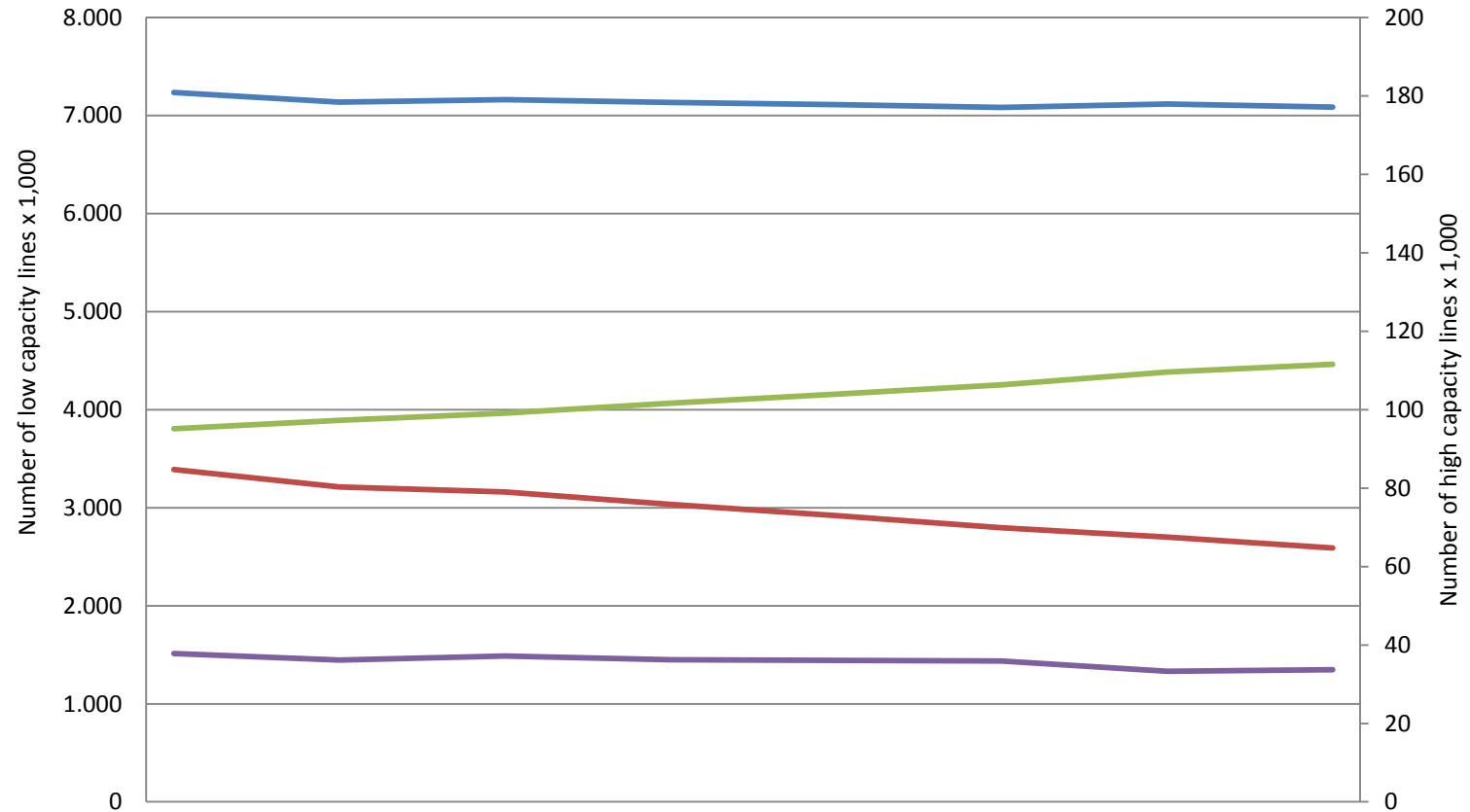




Fixed telephony: Number of retail connections PSTN + VoB

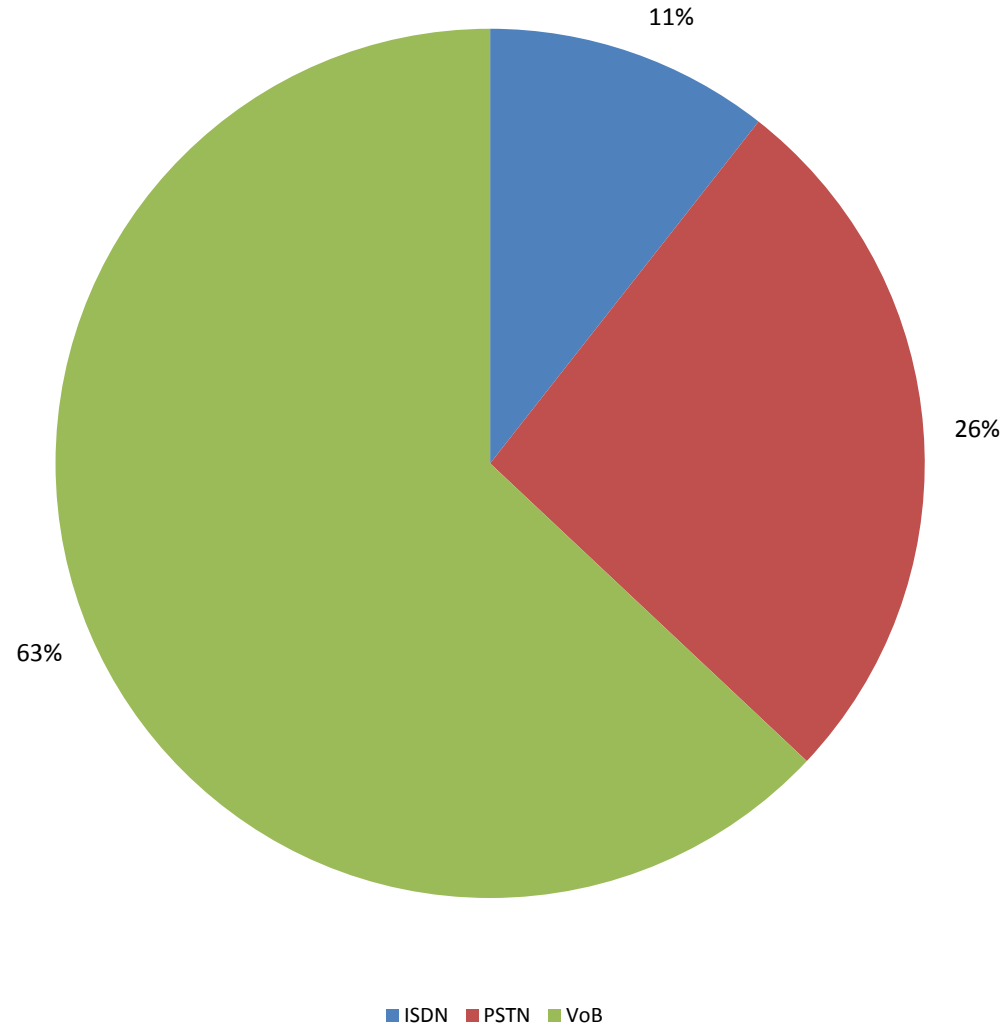


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
— Total number of retail fixed voice lines	7.234	7.138	7.162	7.135	7.113	7.084	7.118	7.086
— Number of low capacity lines PSTN	3.391	3.210	3.161	3.033	2.919	2.795	2.701	2.590
— Number of low capacity lines VoB	3.806	3.891	3.964	4.065	4.157	4.253	4.383	4.462
— Number of high capacity lines	38	36	37	36	36	36	33	34

Based on figures of AT T, ATLANTIC, BBNEB, BT, CAIW, COLT, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_A2_2_1 till 2_A2_2_4 2_A2_3_1 till 2_A2_3_9 of the SMM.

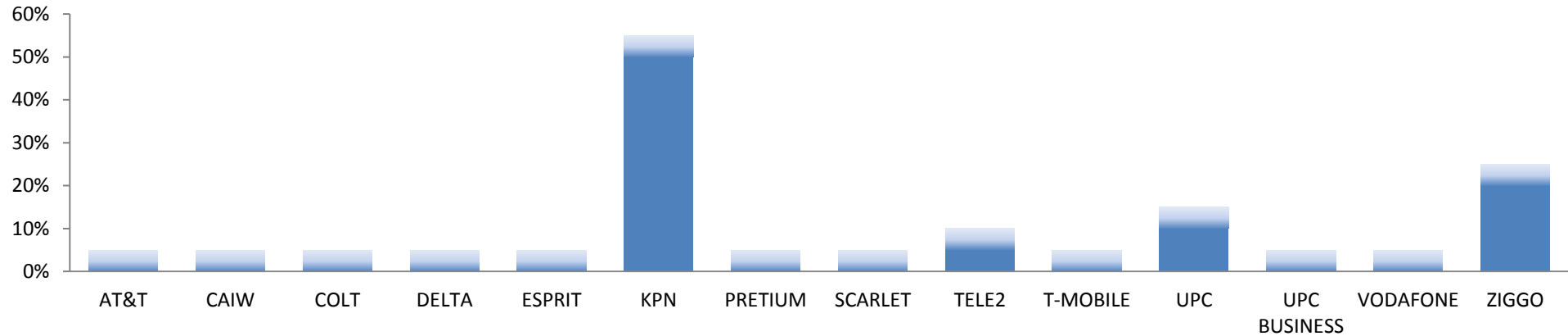


Fixed telephony: Retail connections per type (2012Q3)





Fixed telephony: Market shares retail low capacity lines PSTN + VoB (2012Q3)

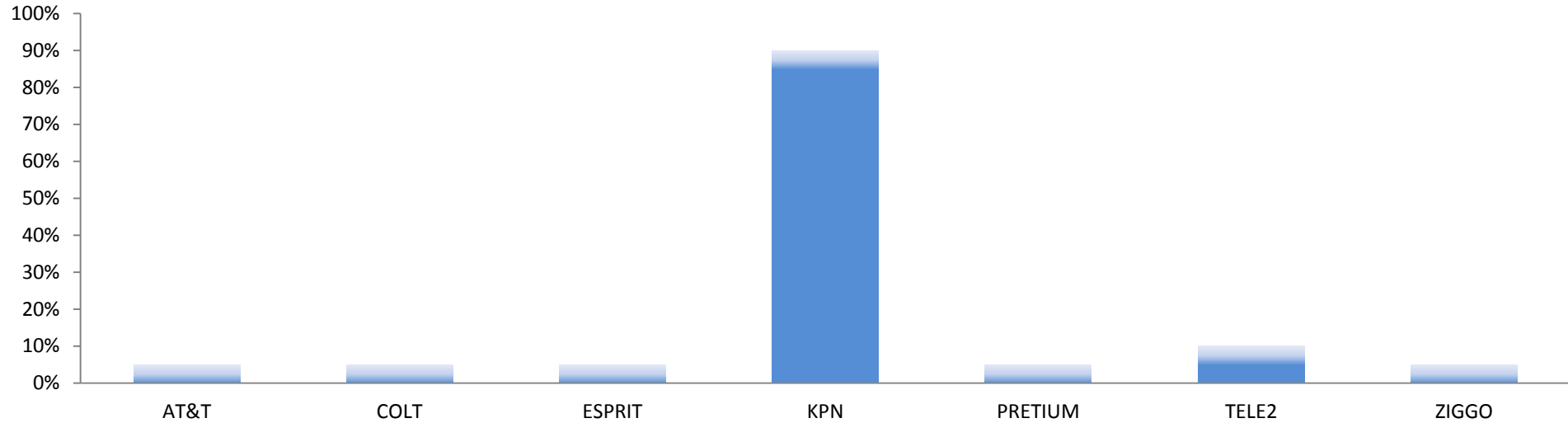


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
AT&T	-	-	-	-	-	-	[0-5%]	[0-5%]
ATLANTIC	[0-5%]	-	-	-	-	-	-	-
BBNED	[0-5%]	[0-5%]	[0-5%]	[0-5%]	-	-	-	-
CAIW	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ESPRIT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[60-65%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[50-55%]	[50-55%]
PRETIUM	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
SCARLET	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
TELE2	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
T-MOBILE	[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%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	-	-	-	-	-	-	-	[0-5%]
ZIGGO	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]

Based on figures of AT T, ATLANTIC, BBNED, CAIW, COLT, DELTA, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 2_A2_2_1, 2_A2_2_2 and 2_A2_3_1,2,3,7,8,9 of the SMM.



Fixed telephony: Ratios of low capacity lines PSTN (2012Q3)

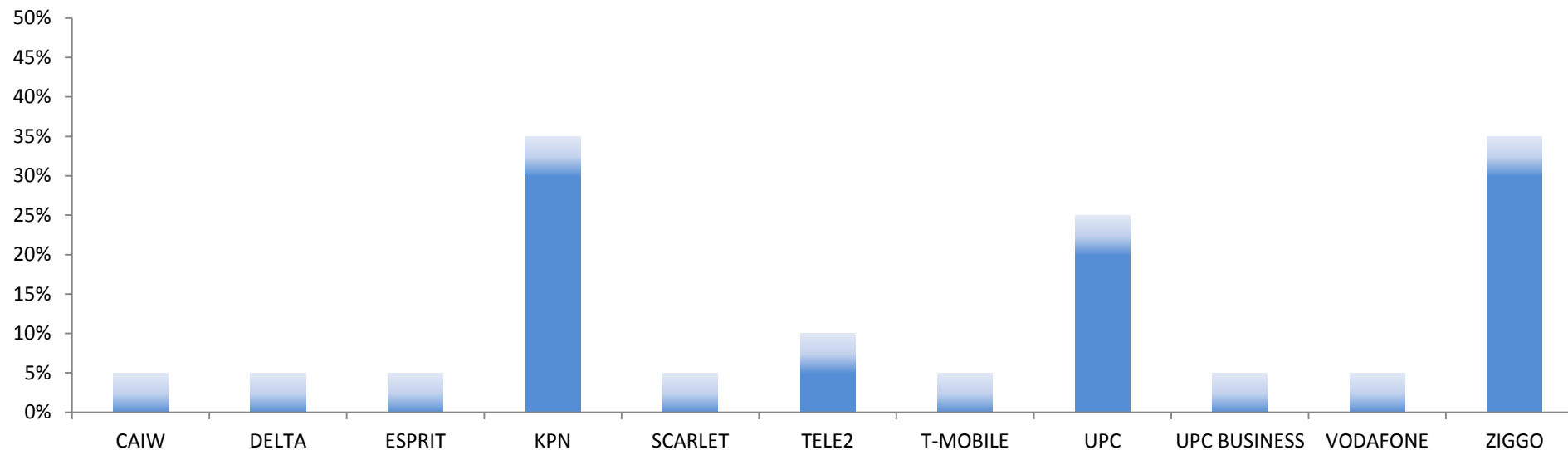


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
AT&T	-	-	-	-	-	-	[0-5%]	[0-5%]
ATLANTIC	[0-5%]	-	-	-	-	-	-	-
BBNED	[0-5%]	[0-5%]	[0-5%]	[0-5%]	-	-	-	-
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ESPRIT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[85-90%]	[85-90%]	[85-90%]	[85-90%]	[85-90%]	[85-90%]	[85-90%]	[85-90%]
PRETIUM	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
TELE2	[0-5%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
UPC	[0-5%]	-	-	-	-	-	-	-
ZIGGO	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]

Based on figures of AT T, ATLANTIC, BBNED, COLT, ESPRIT, KPN, PRETIUM, TELE2, UPC And Ziggo. Based on question 2_A2_2_1 and 2_A2_3_1,2,3 of the SMM.



Fixed telephony: Ratios of low capacity lines VoB (2012Q3)

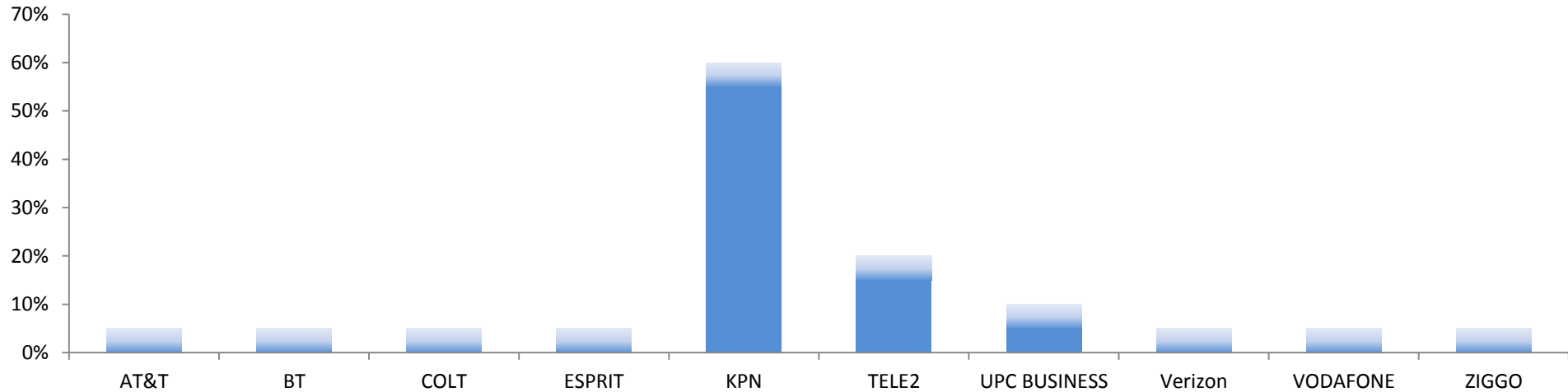


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
BBNED	[0-5%]	[0-5%]	[0-5%]	[0-5%]	-	-	-	-
CAIW	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ESPRIT	-	-	[0-5%]	-	-	-	[0-5%]	[0-5%]
KPN	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
SCARLET	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
TELE2	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
T-MOBILE	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
UPC	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	-	-	-	-	-	-	-	[0-5%]
ZIGGO	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]

Based on figures of BBNED, CAIW, DELTA, ESPRIT, KPN, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 2_A2_2_2 and 2_A2_3_7,8 of the SMM.



Fixed telephony: Market shares based on retail high capacity lines PSTN + Vob (2012Q3)

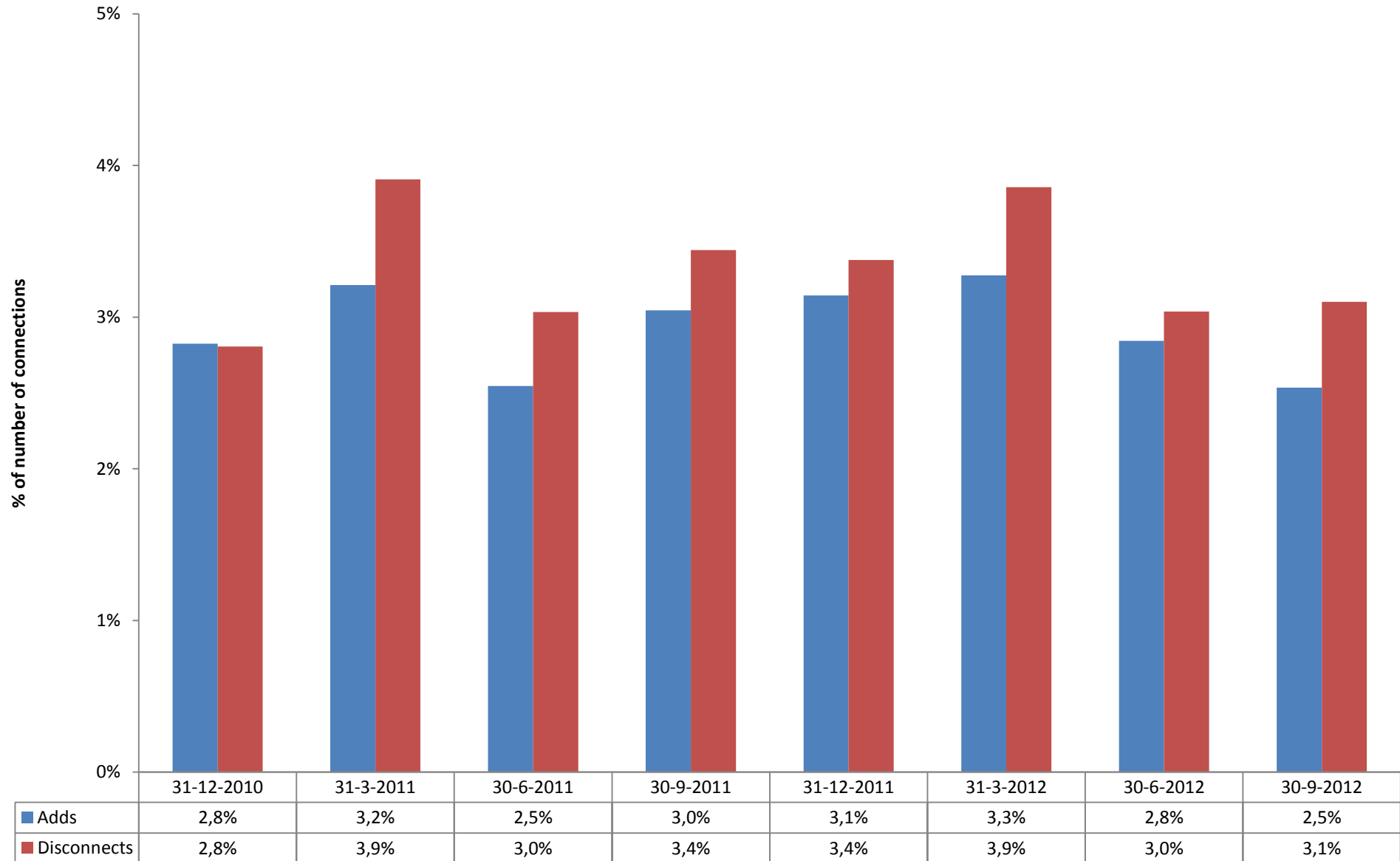


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
AT&T	-	-	-	-	-	-	[0-5%]	[0-5%]
ATLANTIC	[0-5%]	-	-	-	-	-	-	-
BBNED	[0-5%]	[0-5%]	[0-5%]	[0-5%]	-	-	-	-
BT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ESPRIT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[65-70%]	[65-70%]	[65-70%]	[65-70%]	[65-70%]	[65-70%]	[60-65%]	[60-65%]
TELE2	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[15-20%]	[15-20%]	[15-20%]	[10-15%]
UPC BUSINESS	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
VERIZON	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	-	-	-	-	-	-	-	[0-5%]
ZIGGO	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]

Based on figures of AT T, ATLANTIC, BBNED, BT, COLT, ESPRIT, KPN, TELE2, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_A2_2_3, 2_A2_2_4 and 2_A2_3_4,5,6,9 of the SMM.



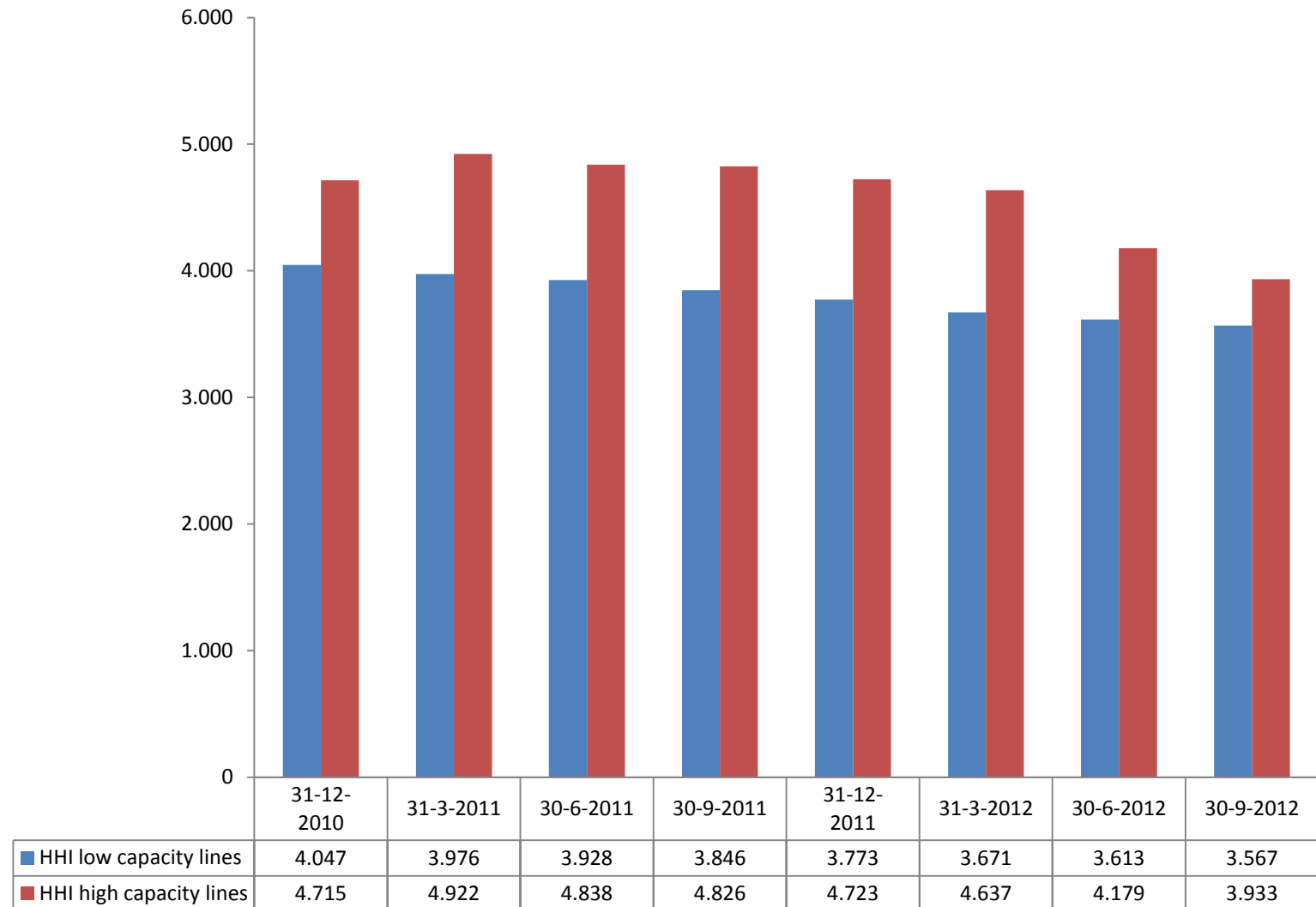
Fixed telephony: Churn based on number of retail connections PSTN + VoB



Based on figures of AT T, ATLANTIC, BBNEED, BT, CAIW, COLT, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_A3_5,6,7,8_1,_2 and 2_A4_1-9_1-2 of the SMM.



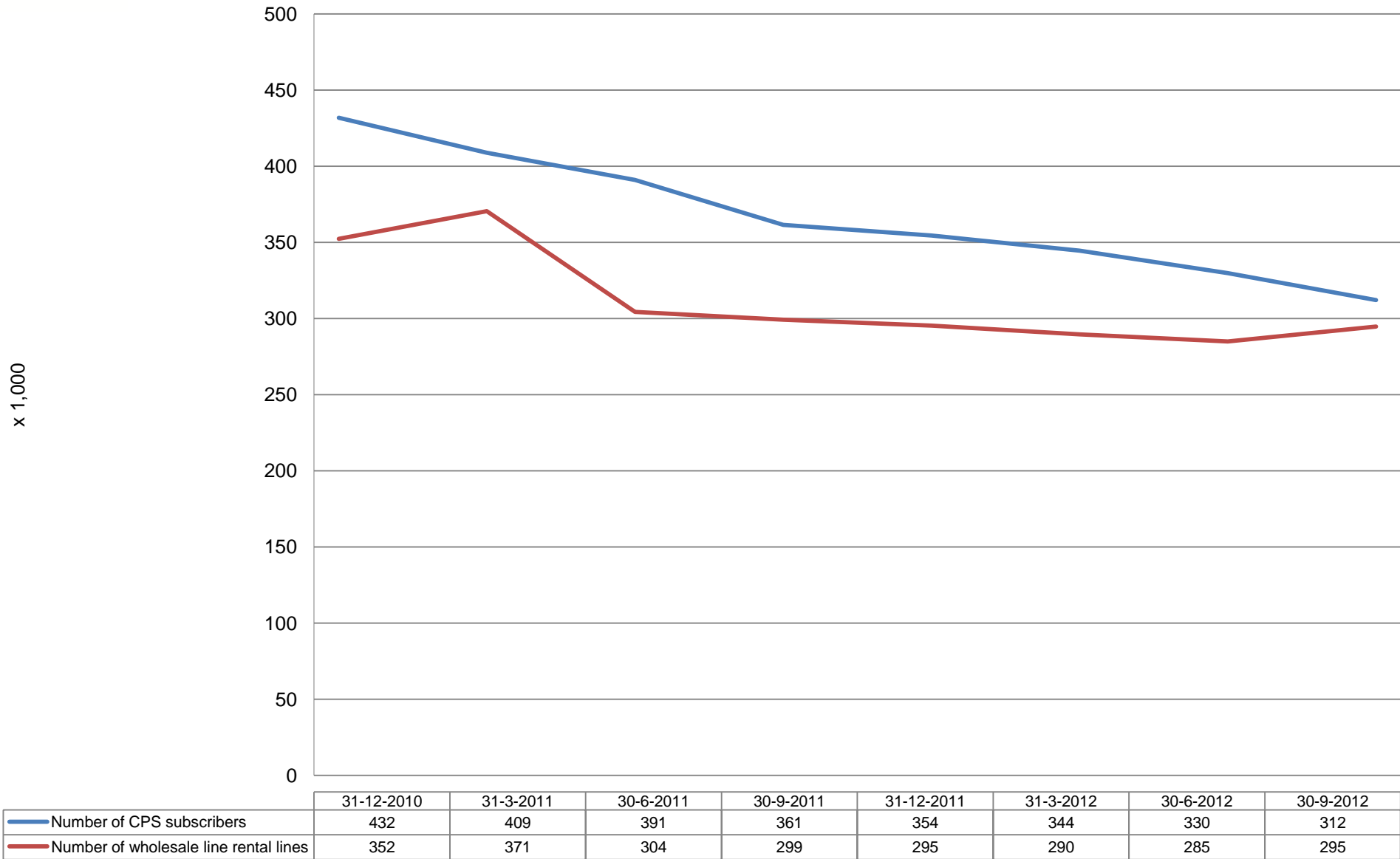
Fixed telephony: Herfindahl-Hirschman Index of retail lines PSTN+VoB



Based on figures of AT T, ATLANTIC, BT, CAIW, COLT, DELTA, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_A2_2_1 till 2_A2_2_4 and en 2_A2_3_1 till 2_A2_3_9 of the SMM.



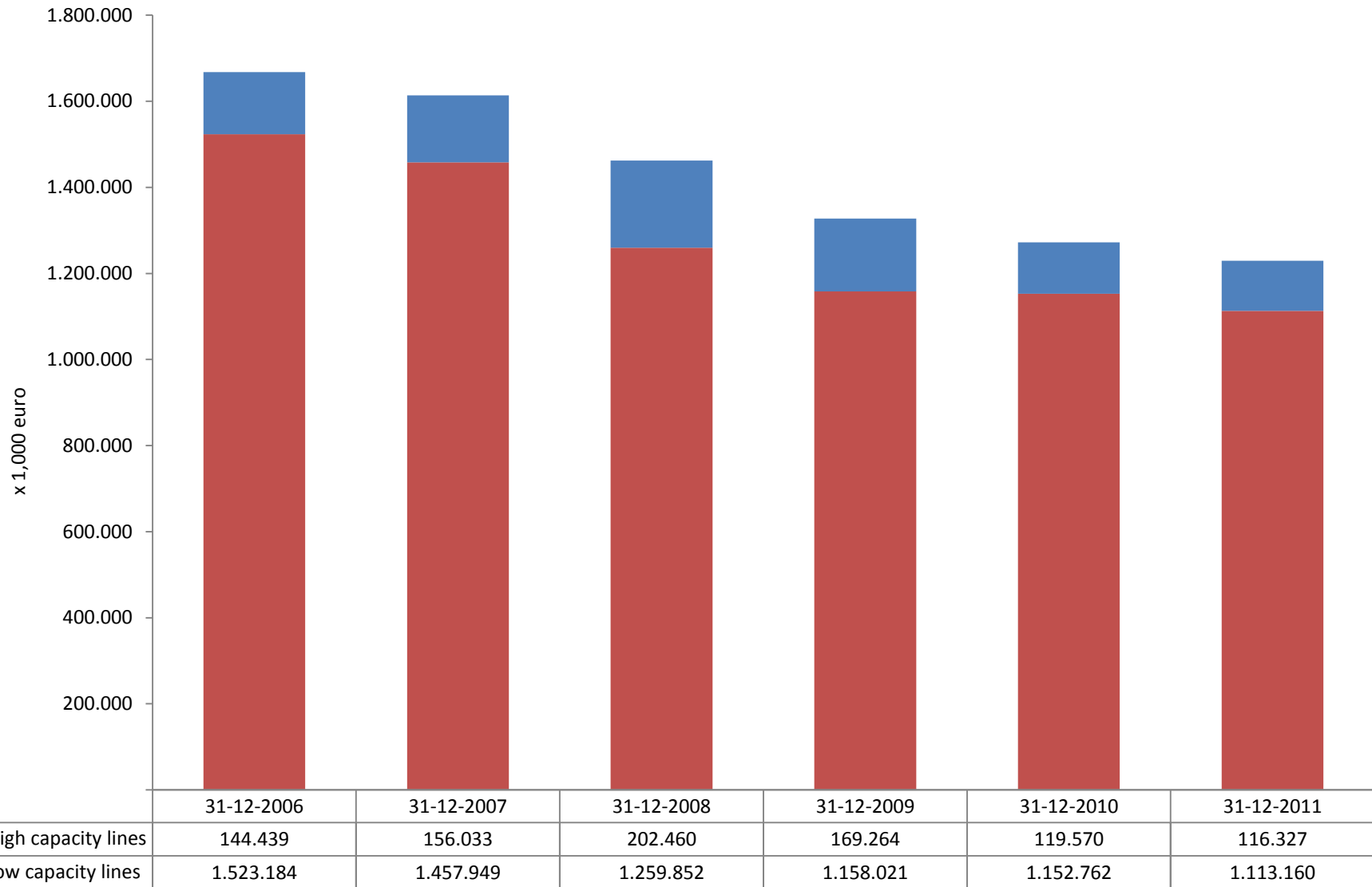
Fixed telephony: Number of WLR lines and CPS subscribers



Based on figures of AT T, ATLANTIC, BT, COLT, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, UPC BUSINESS and VERIZON. Based on questions 2_B_9_1, 2_E_14_1 and en 2_E_15_1 till 2_E_15_6 of the SMM.



Fixed telephony: Annual retail revenues PSTN + VoB lines



Based on figures of ACN, ATLANTIC, BT, CAIW, COLT, ESPRIT, KPN, ONLINE, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON and ZIGGO. Based on questions 2_A1_1_1 and 2_A_1_1_2 of the SMM.



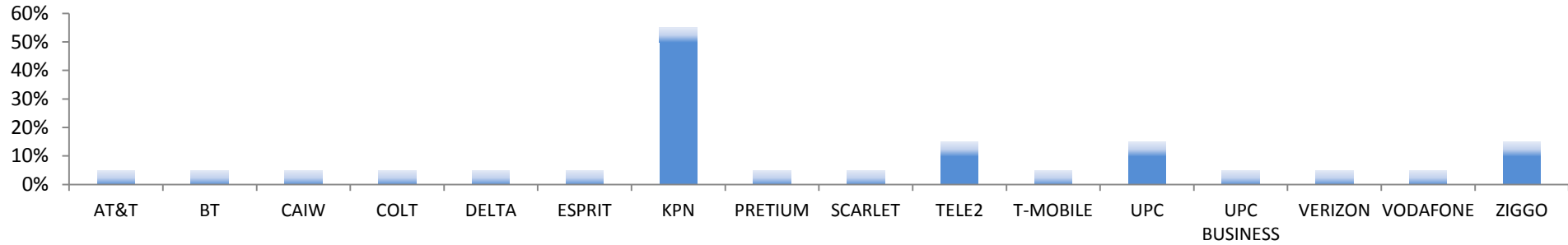
Fixed telephony: Total retail traffic in minutes



Based on figures of AT T, ATLANTIC, BT, CAIW, COLT, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_C2_11_1 till 2_C2_11_5 of the SMM.



Fixed telephony: Market shares based on retail traffic (2012Q3)

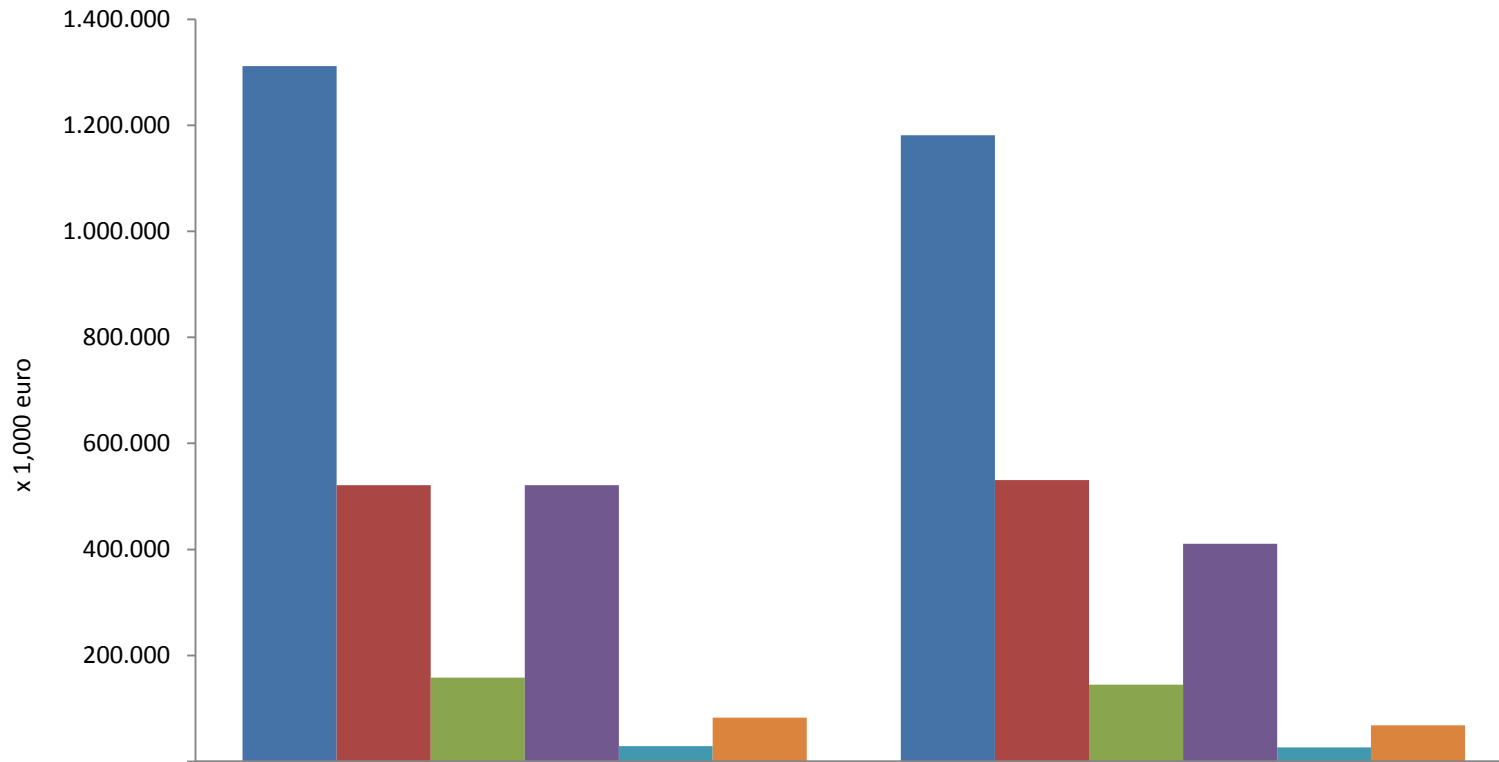


	31-12-2010	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
AT&T	-	-	-	-	-	-	[0-5%]	[0-5%]
ATLANTIC	[0-5%]	-	-	-	-	-	-	-
BBNED	[0-5%]	[0-5%]	[0-5%]	[0-5%]	-	-	-	-
BT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
CAIW	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ESPRIT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[50-55%]	[50-55%]	[50-55%]	[50-55%]	[50-55%]	[50-55%]	[50-55%]	[50-55%]
PRETIUM	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
SCARLET	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
TELE2	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]
T-MOBILE	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
UPC	[5-10%]	[10-15%]	[5-10%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]
UPC BUSINESS	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VERIZON	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	-	-	-	-	-	-	-	[0-5%]
ZIGGO	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]

Based on figures of AT T, ATLANTIC, BBNED, BT, CAIW, COLT, ESPRIT, KPN, PRETIUM, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on questions 2_C2_11_1 till 2_C2_11_5 of the SMM.



Fixed telephony: Annual revenues retail traffic



	31-12-2010	31-12-2011
■ Total revenues traffic	1.312.056	1.181.429
■ Revenues local and national traffic	520.856	530.935
■ Revenues international traffic	158.399	145.061
■ Revenues fixed-to-mobile traffic	521.279	410.704
■ Revenues narrowband data traffic	28.820	26.626
■ Other traffic revenues	82.701	68.103