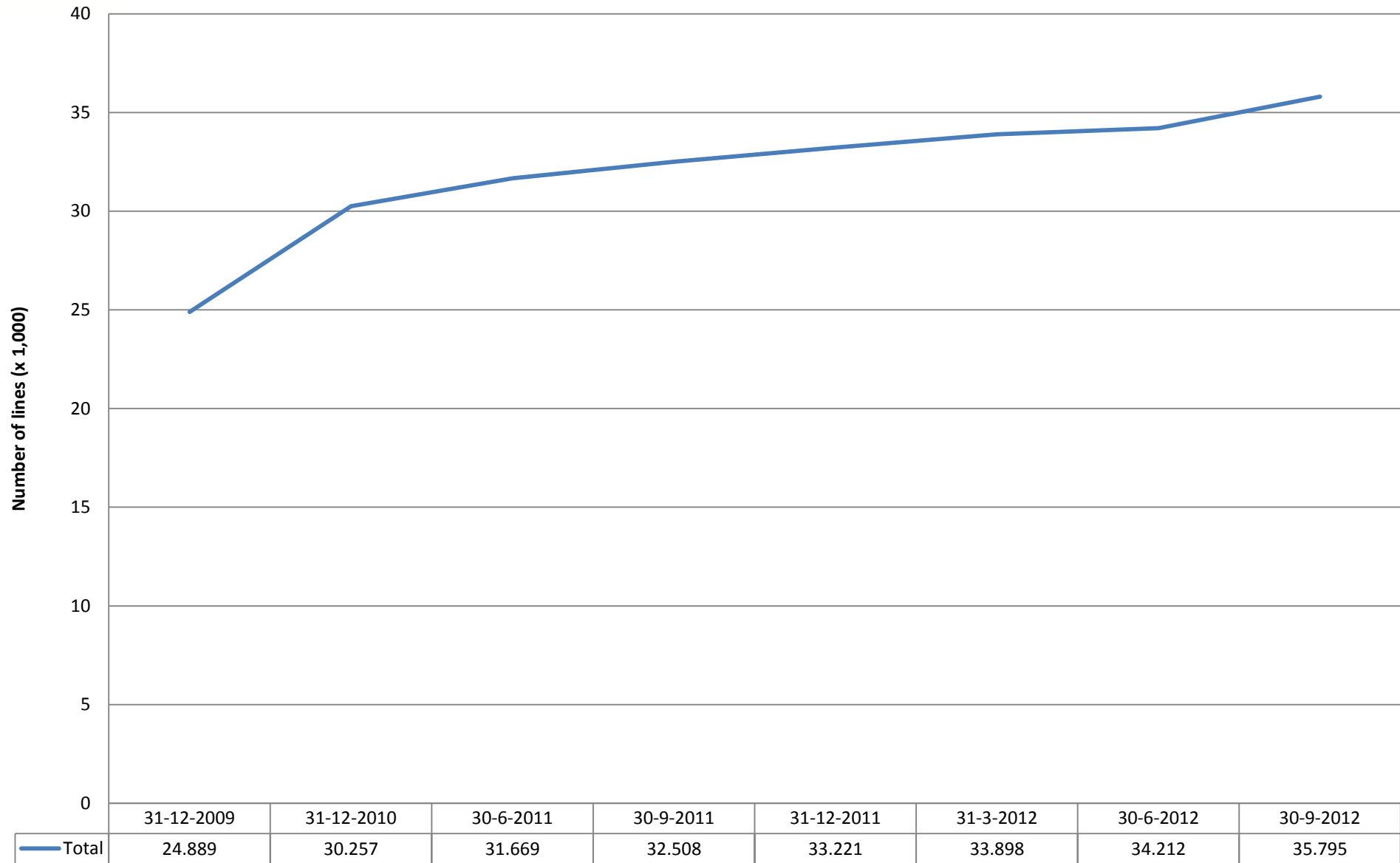




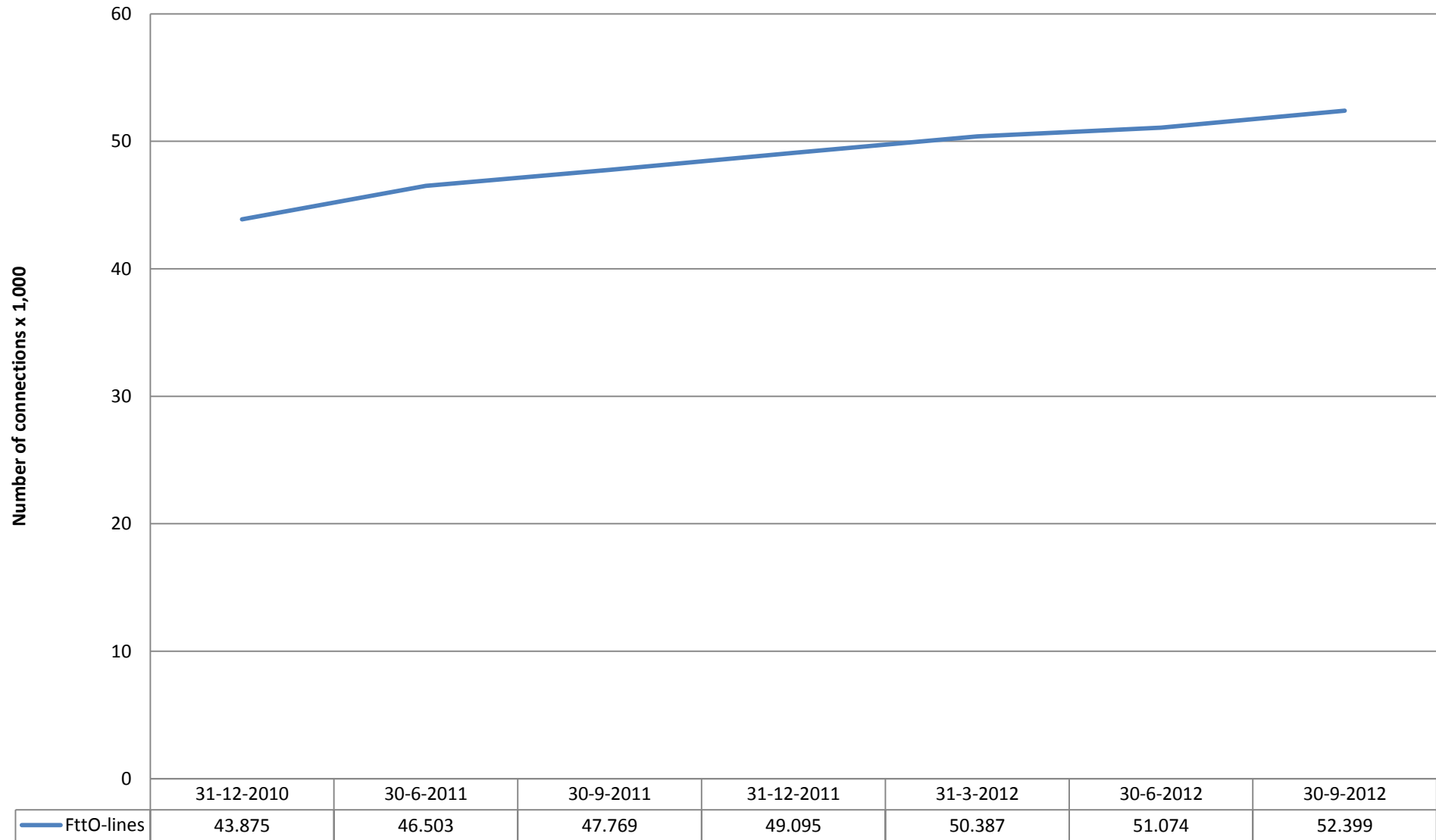
Broadband and leased lines: Retail business active fiber connections



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.



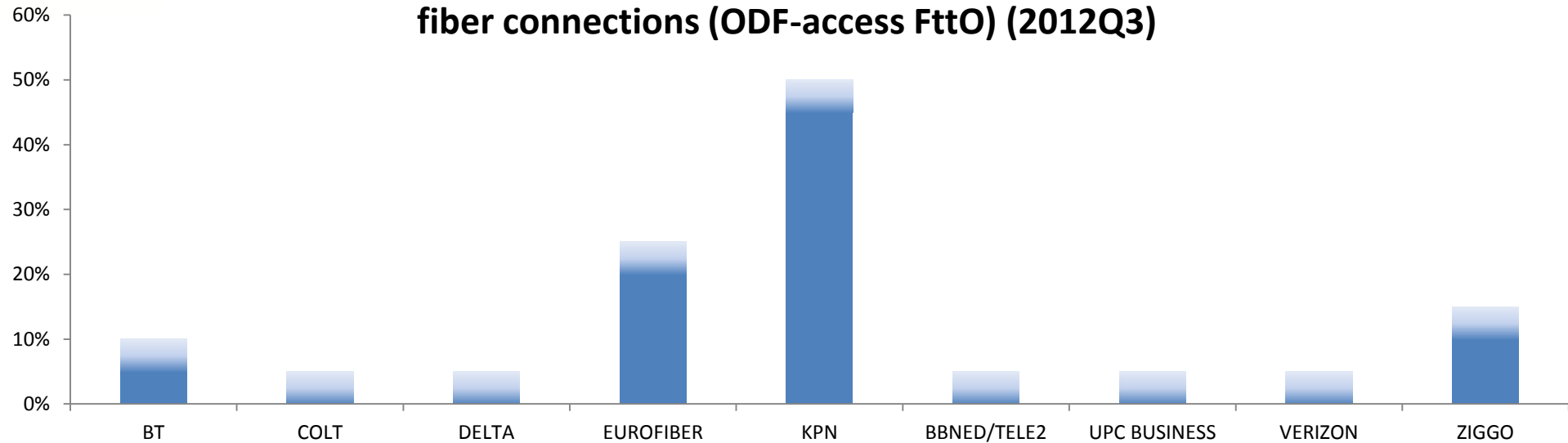
Broadband and leased lines: Wholesale business fiber lines (ODF-access FttO)



Based on figures from AT T, BBNET, 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) (2012Q3)

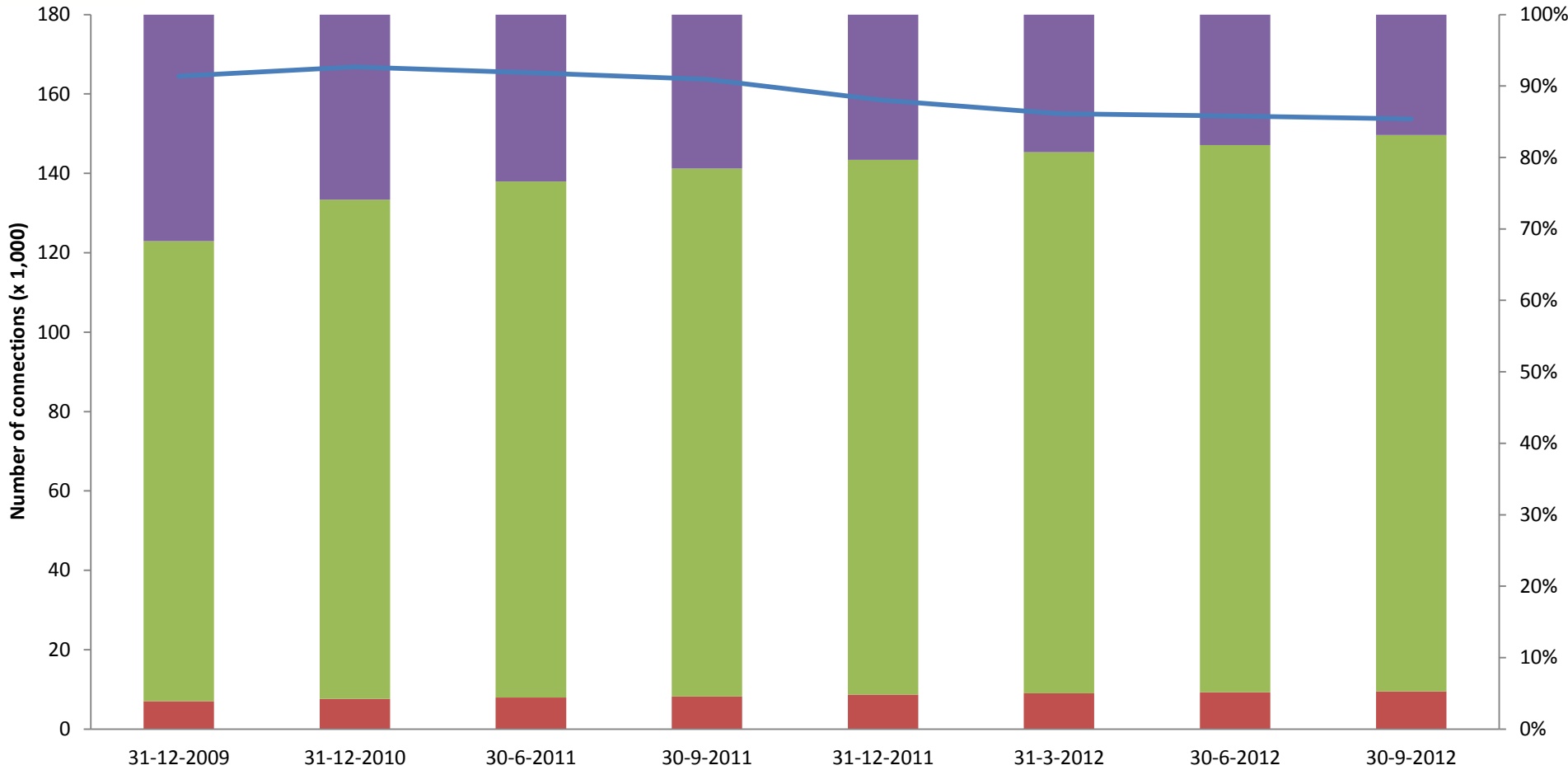


	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
BT	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
KPN	[40-45%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]
BBNED/TELE2	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[0-5%]	[0-5%]
UPC BUSINESS	[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%]
ZIGGO	[15-20%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]

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, 4_E_8_1-3, 4_B_2_9 and 4_F_9_10 of the SMM.



Broadband and leased lines: retail business network services

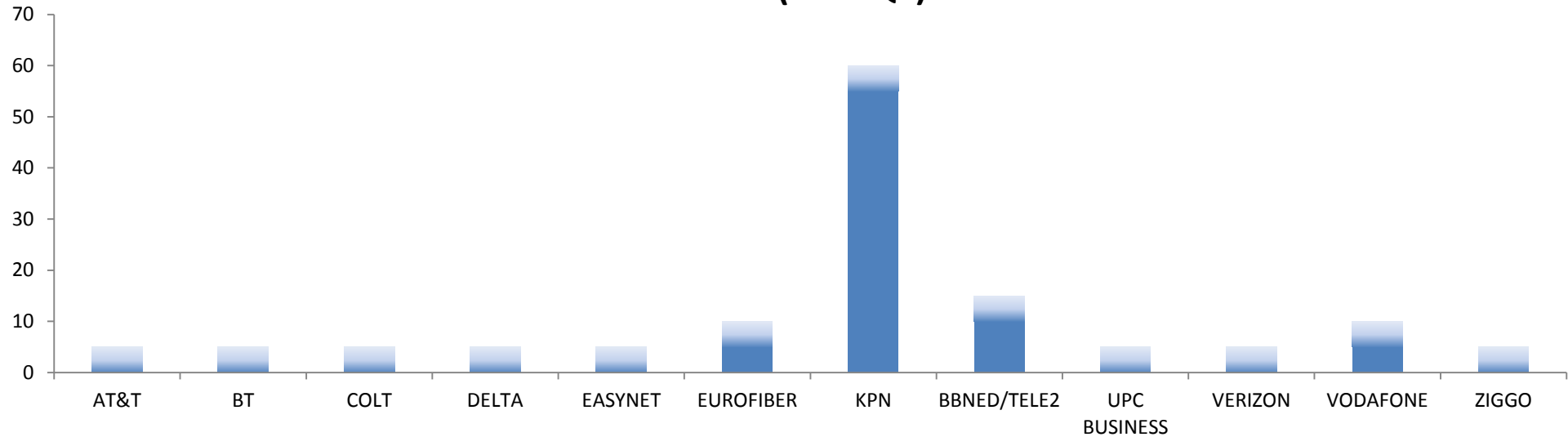


	31-12-2009	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
Traditional leased lines	32%	26%	23%	22%	20%	19%	18%	17%
Datacom	64%	70%	72%	74%	75%	76%	77%	78%
Dark fiber	4%	4%	4%	5%	5%	5%	5%	5%
Retail business network services (x 1.000)	164	167	165	164	158	155	154	154

Based on figures from AT T, BBNET, 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: market shares based on retail business network services (2012Q3)



	31-12-2009	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
AT&T	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
BT	[5-10%]	[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%]
EASYNET	-	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
KPN	[60-65%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]
BBNED/TELE2	[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%]
VERIZON	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
VODAFONE	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
ZIGGO	[0-5%]	[0-5%]	[0-5%]	[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.



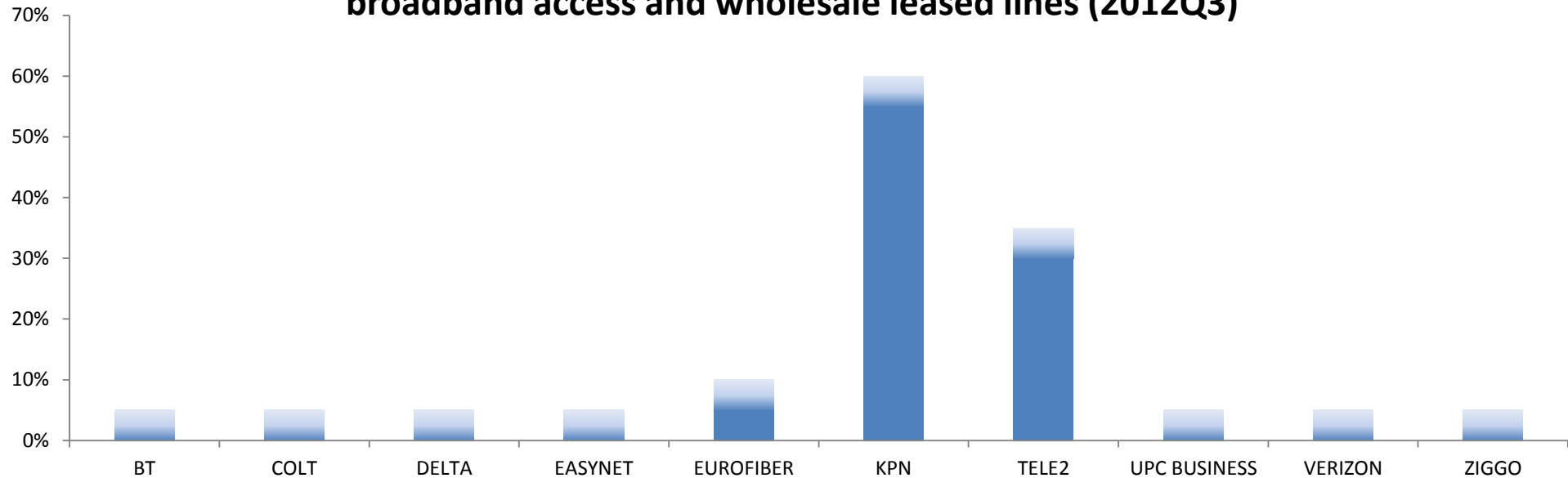
Broadband and leased lines: High quality wholesale broadband access and wholesale leased lines



Based on figures from AT T, 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.



Broadband and leased lines: Market shares based on high quality wholesale broadband access and wholesale leased lines (2012Q3)



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012
BT	[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%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EASYNET	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
KPN	[60-65%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]	[55-60%]
TELE2/BBNED	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
UPC BUSINESS	[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%]
ZIGGO	[0-5%]	[0-5%]	[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 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.