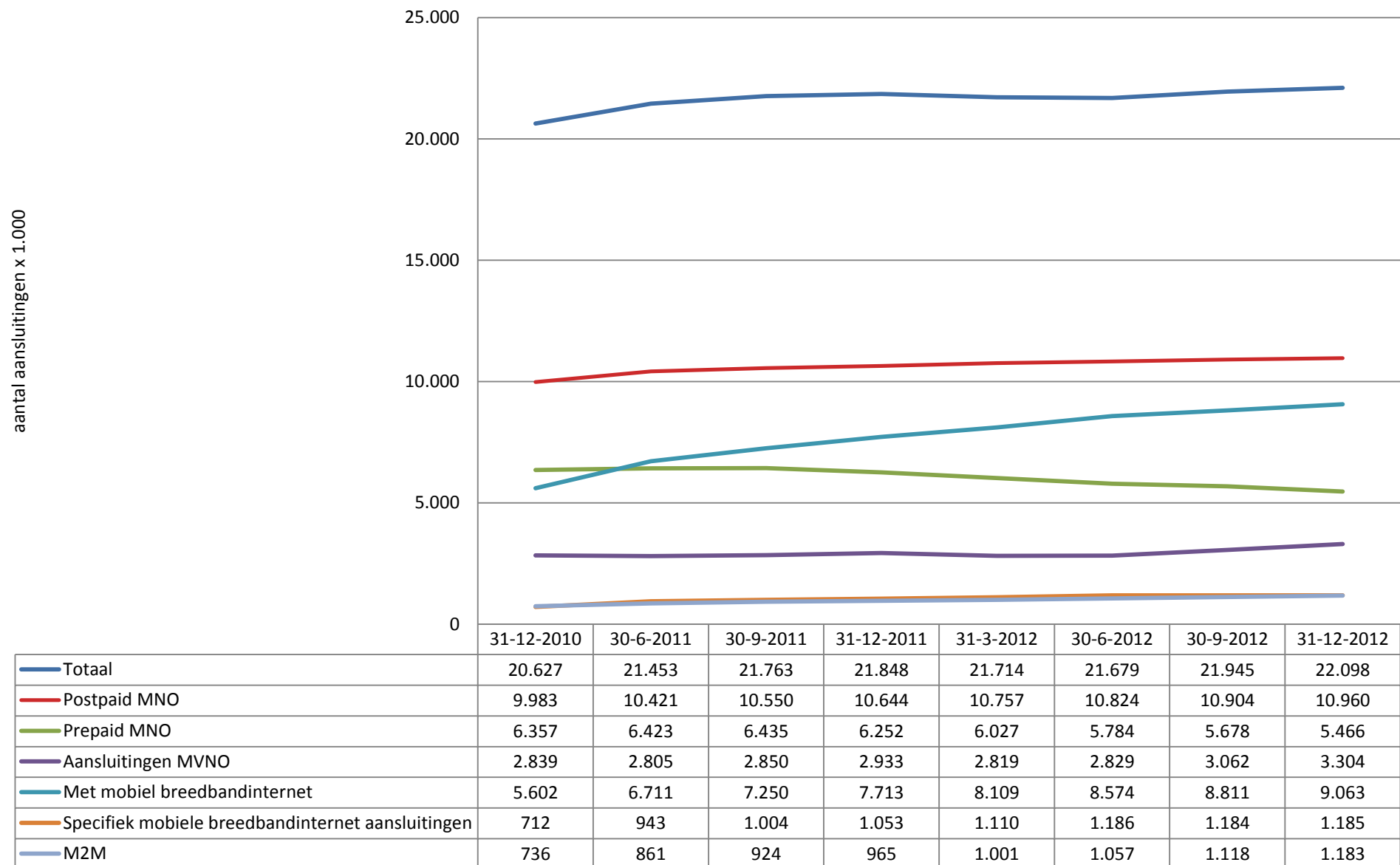


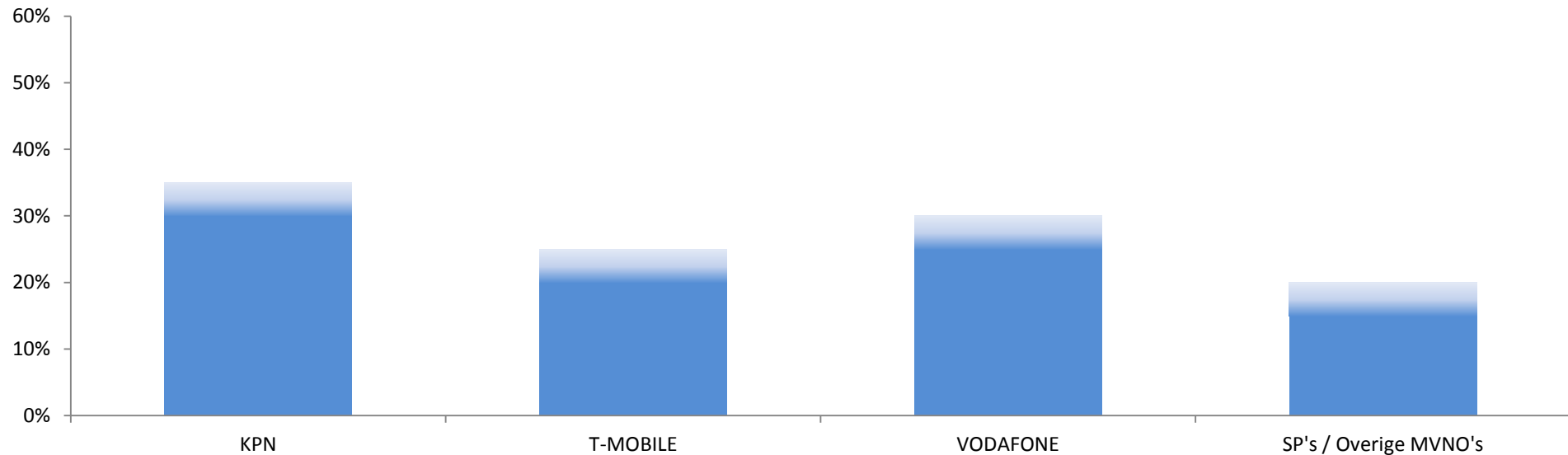


Mobiel: Aantal retailsluitingen





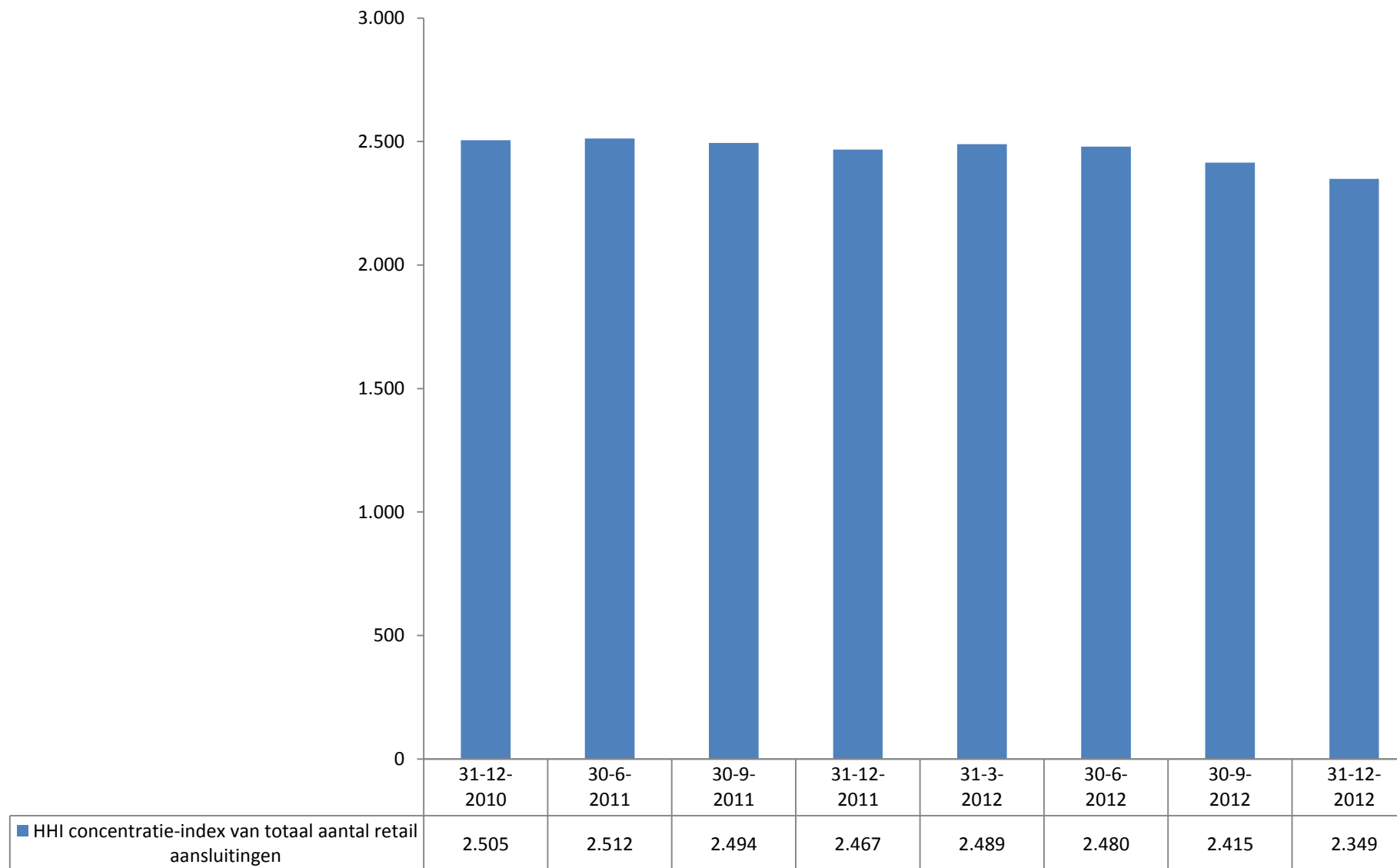
Mobiel: Marktaandelen retail aansluitingen (2012Q4)



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
KPN	[35-40%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]	[25-30%]
SP's / Overige MVNO's	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[15-20%]	[15-20%]

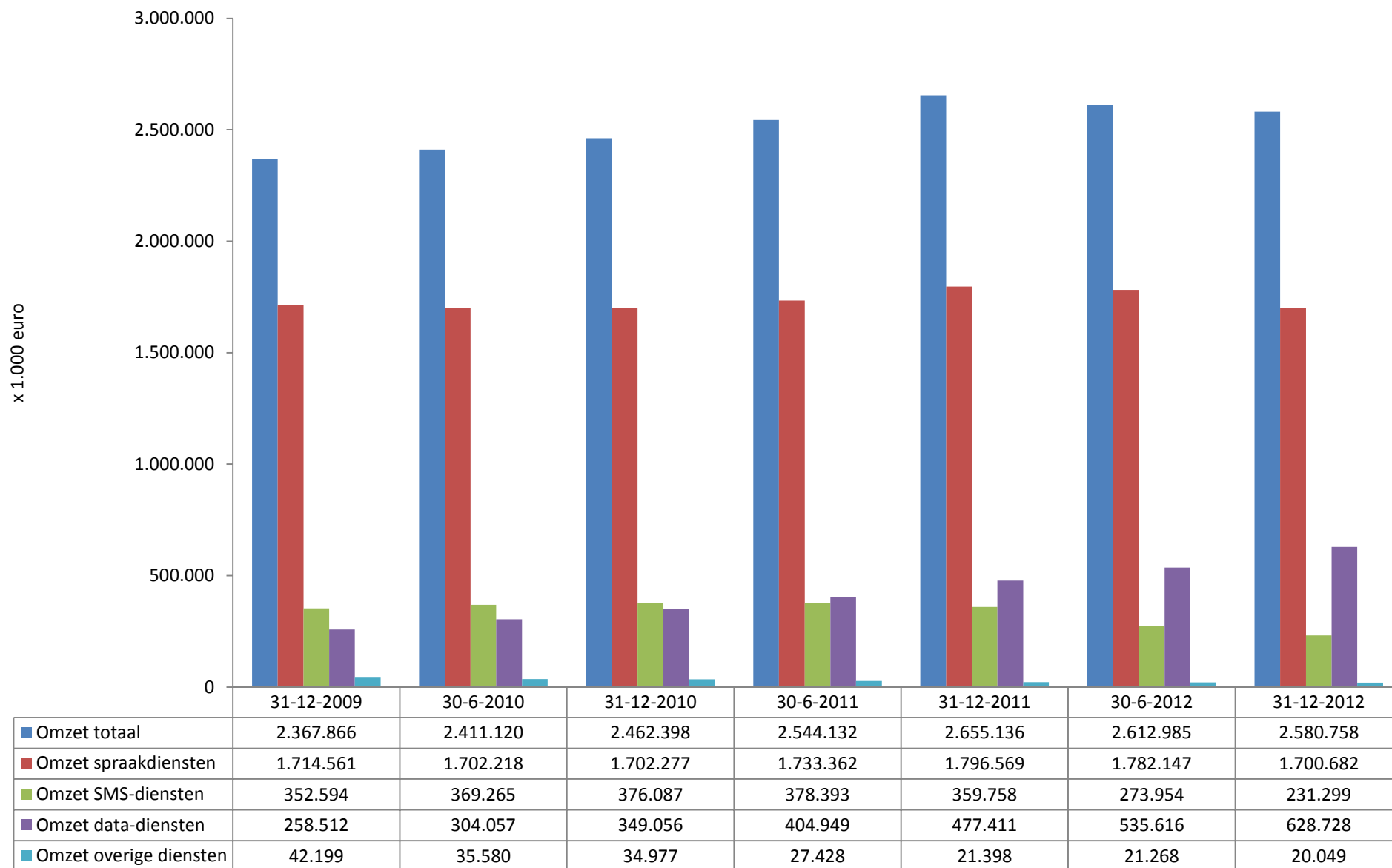


Mobiel: Herfindahl-Hirschman Index retail aansluitingen



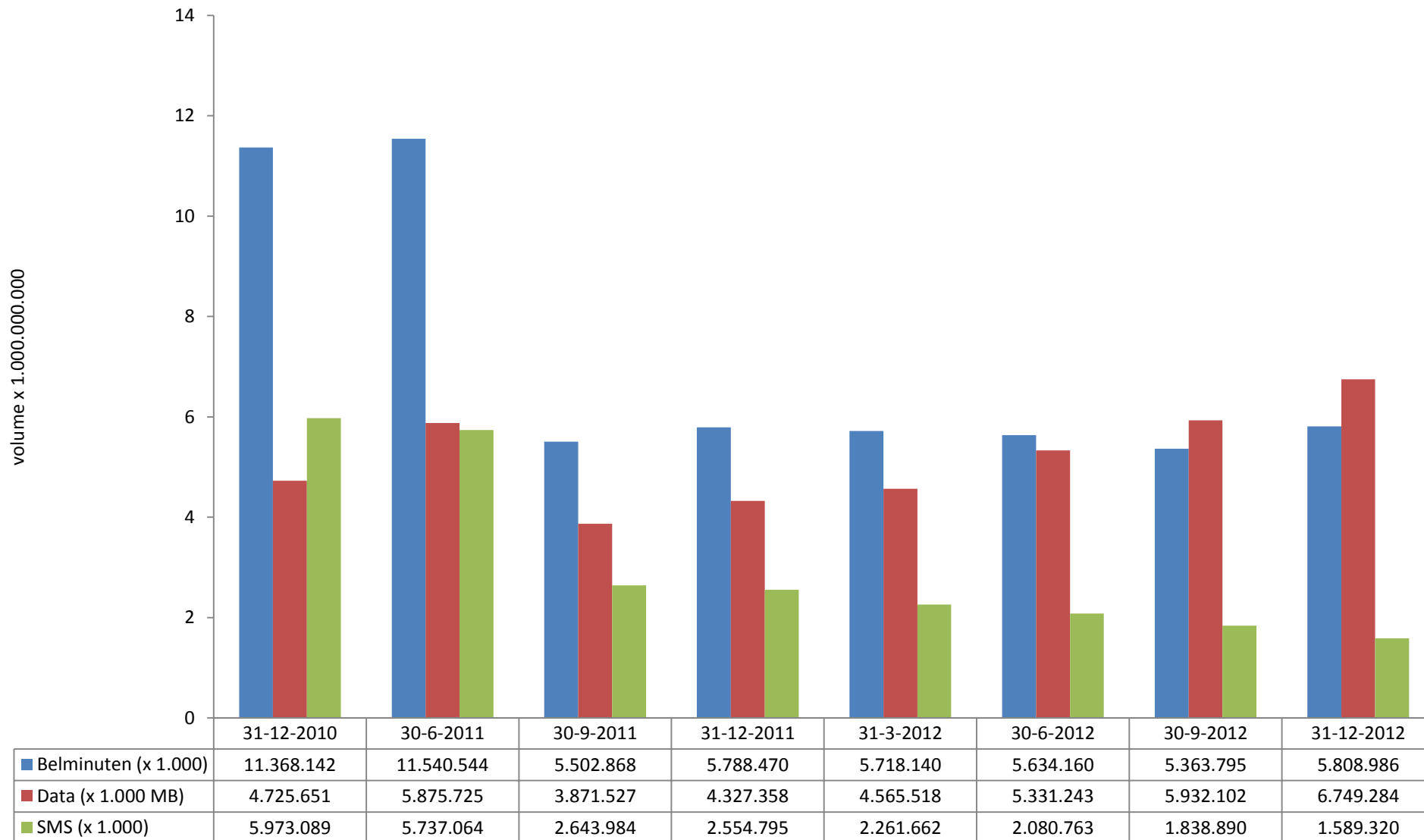


Mobiel: Omzet retail per half jaar





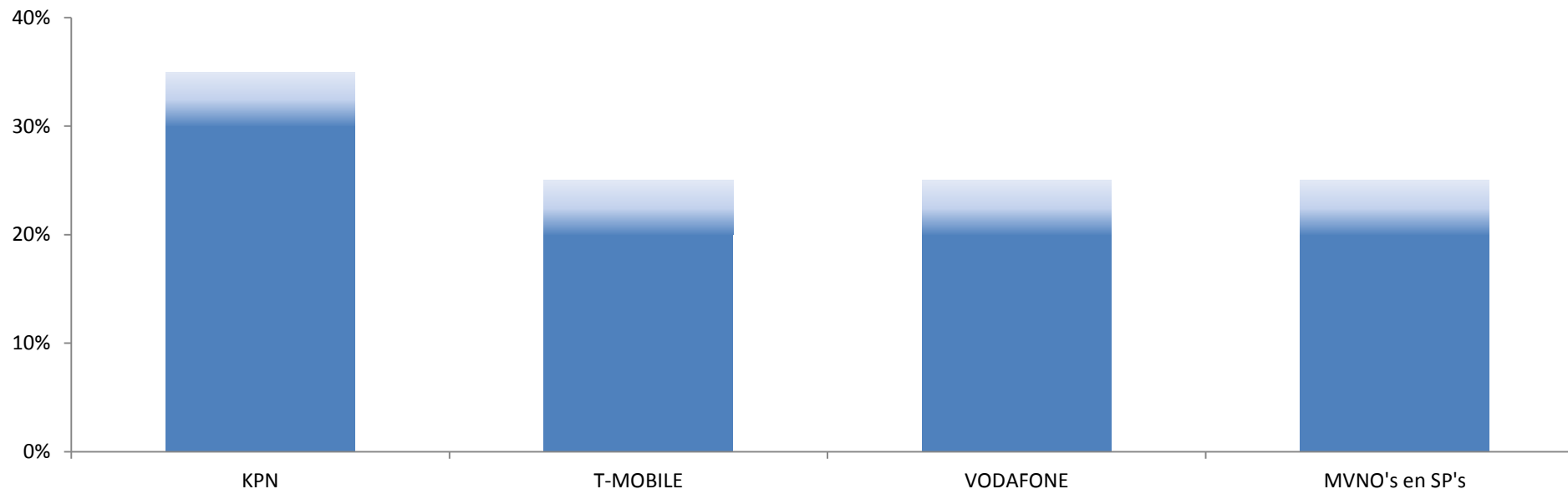
Mobiel: Volume retail belminuten, data en sms (MNO's en MVNO's) Tot medio 2011 op basis van 6 maanden, daarna op basis van 3 maanden



Op basis van gegevens van KPN, T-MOBILE en VODAFONE. Op basis van vragen 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 en 1_D_4_1-2-3 van de SMM.



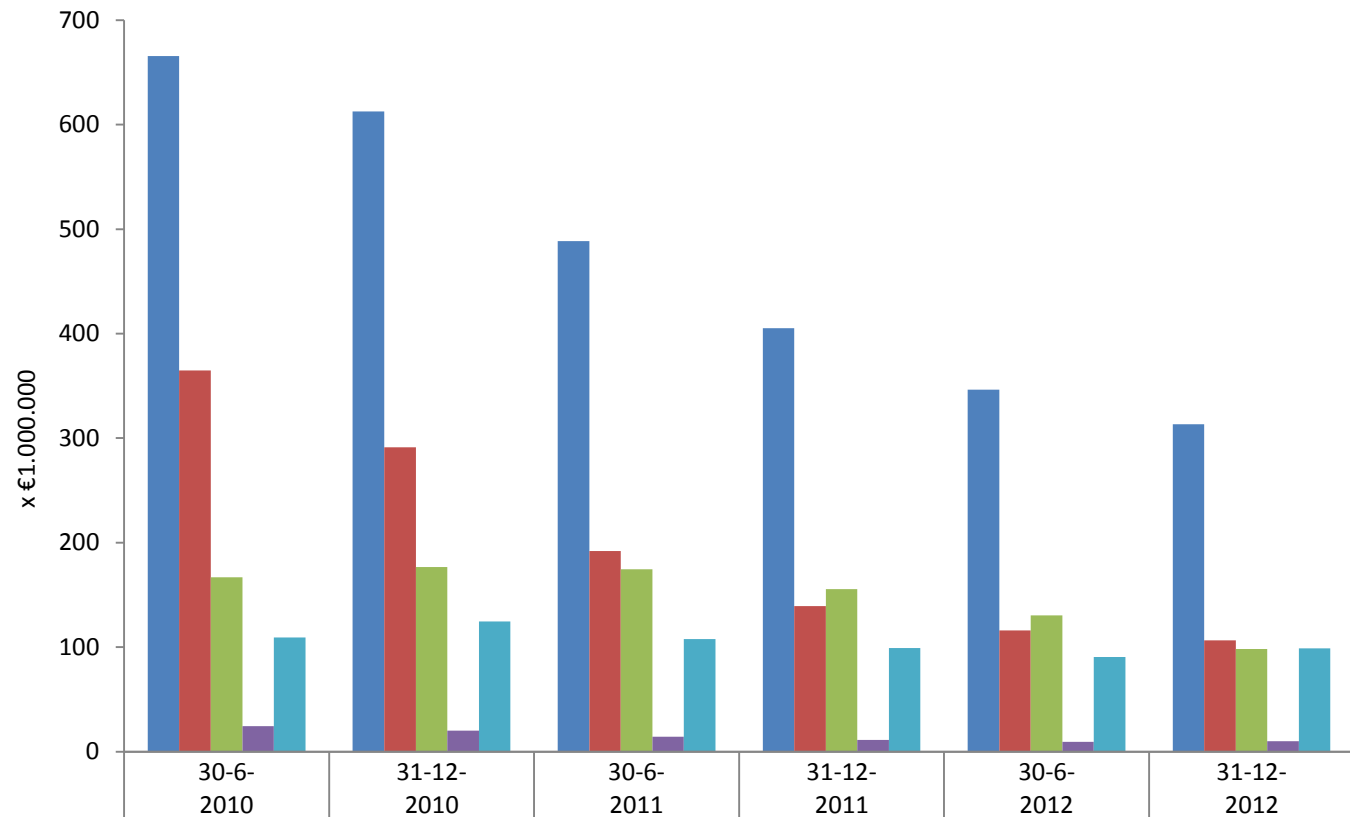
Mobiel: Marktaandelen op basis van totaal volume retail belminuten (2012Q4)



	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
KPN	[35-40%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
MVNO's en SP's	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]



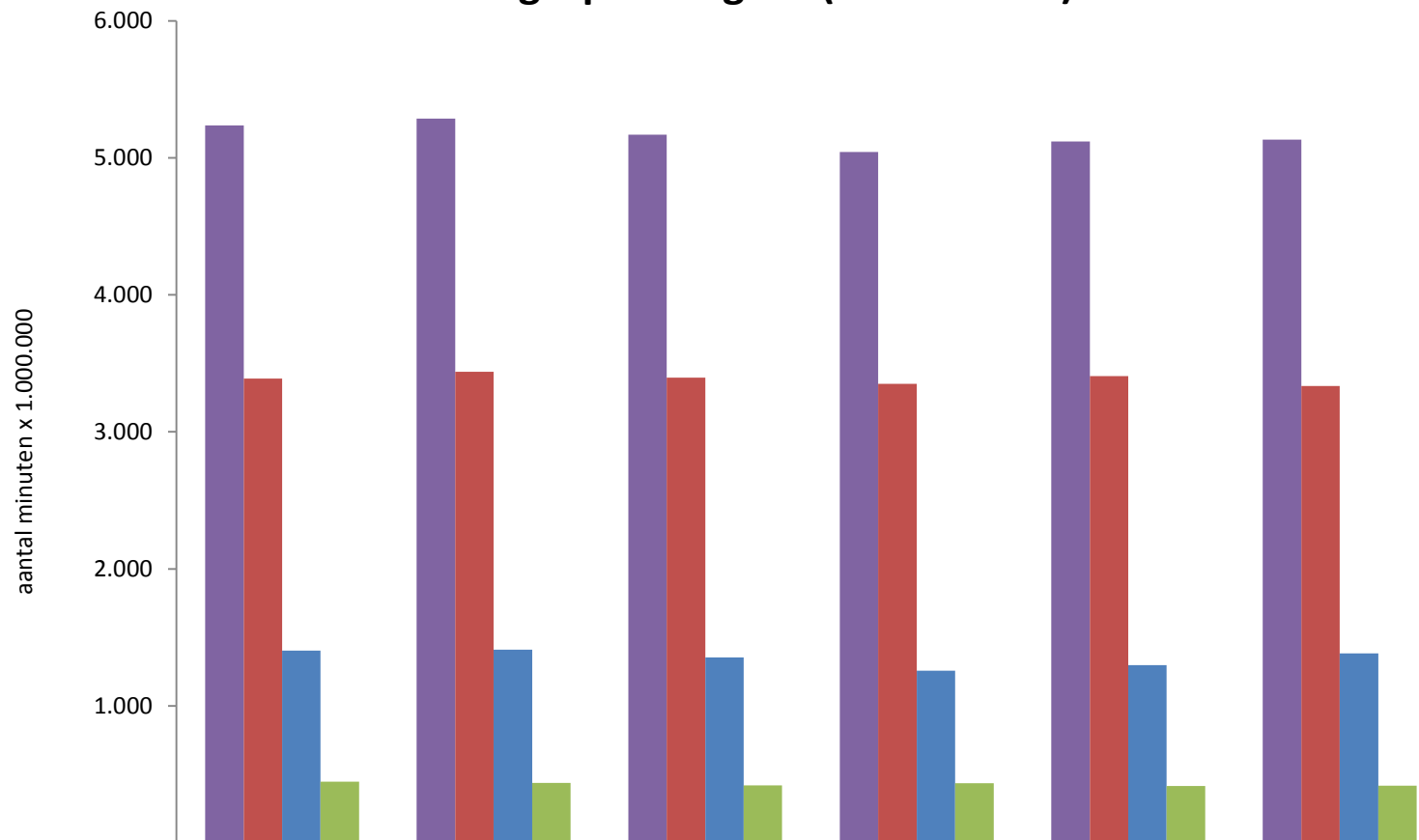
Mobiel: Omzet wholesale gespreksafgifte



■ Totaal omzet wholesale gespreksafgifte	666	613	489	405	346	313
■ Omzet gespreksafgifte spraakdiensten nationaal	365	291	192	139	116	106
■ Omzet gespreksafgifte niet-spraakdiensten nationaal	167	177	175	155	130	98
■ Omzet gespreksafgifte vanuit het buitenland	25	20	14	11	9	10
■ Omzet van diensten geleverd aan service providers en MVNO's	109	125	108	99	91	99



Mobiel: Volume wholesale gespreksafgifte (excl. on-net)



	30-6-2010	31-12-2010	30-6-2011	31-12-2011	30-6-2012	31-12-2012
■ Totaal volume wholesale gespreksafgifte	5.238	5.286	5.169	5.043	5.121	5.134
■ Volume vanaf mobiele netwerken nationaal	3.389	3.439	3.397	3.350	3.408	3.335
■ Volume vanaf vaste netwerken nationaal	1.404	1.410	1.354	1.257	1.296	1.383
■ Volume vanuit het buitenland	446	437	418	436	416	416