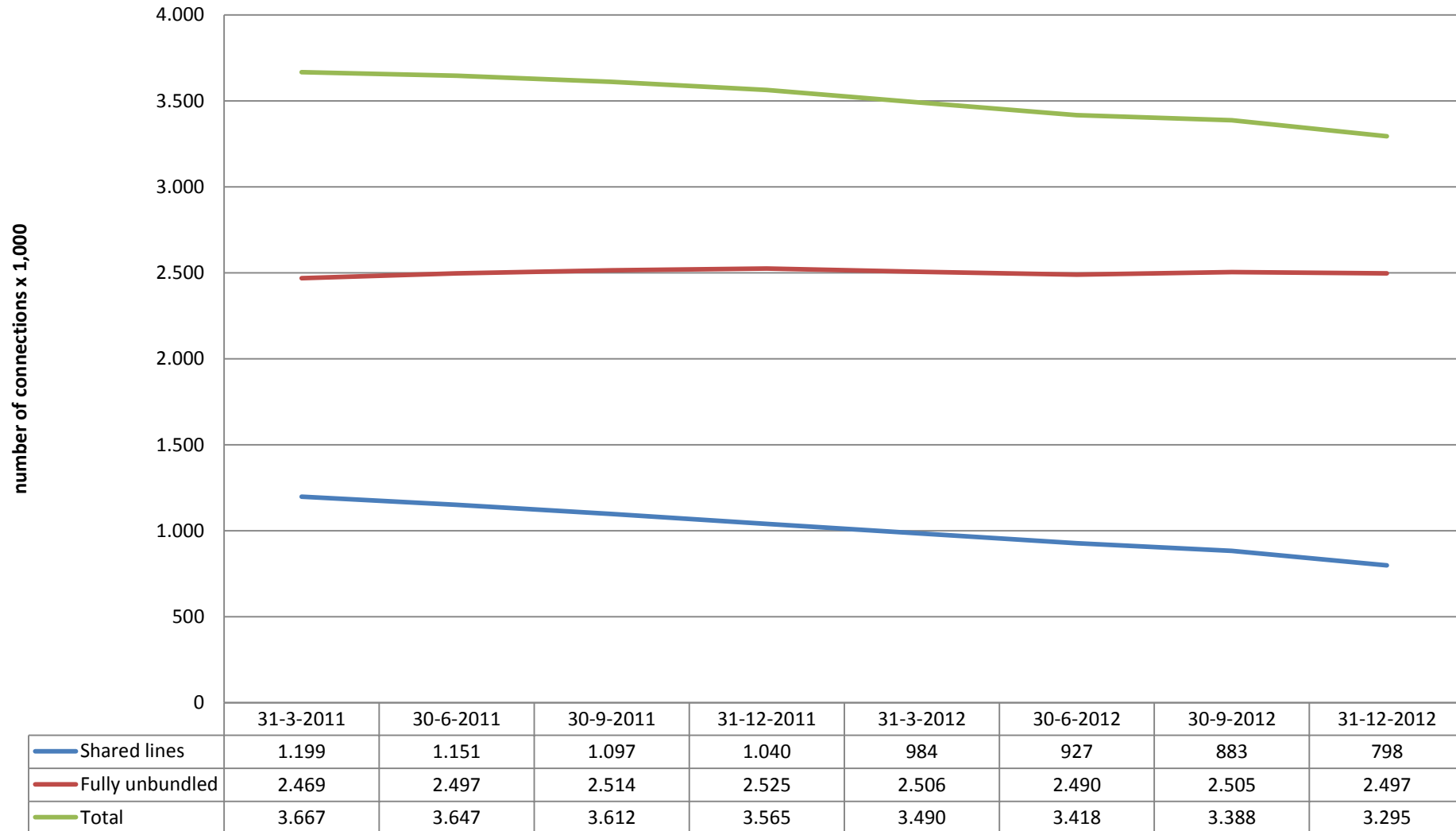


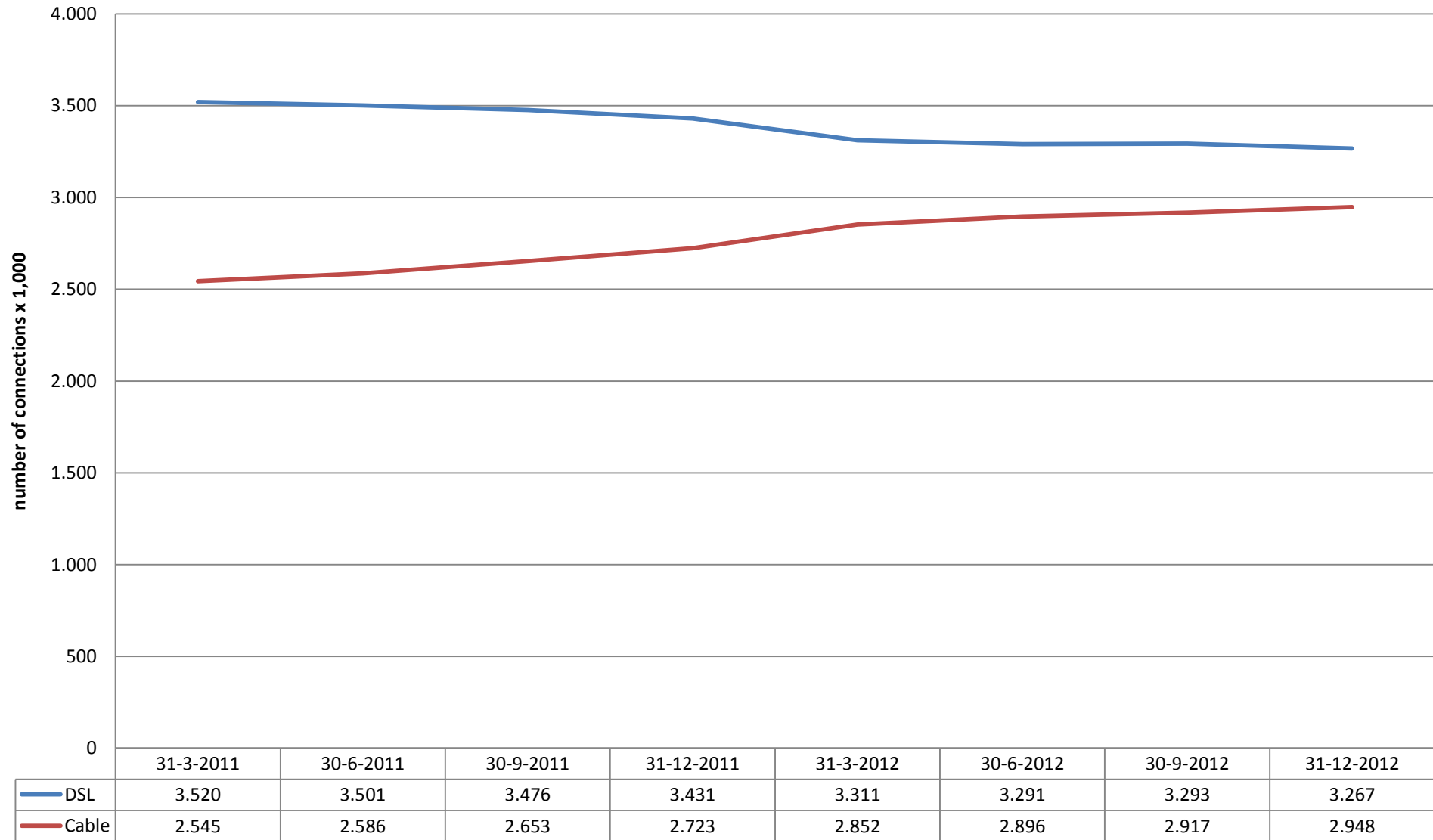


## Broadband: unbundled MDF connections per type





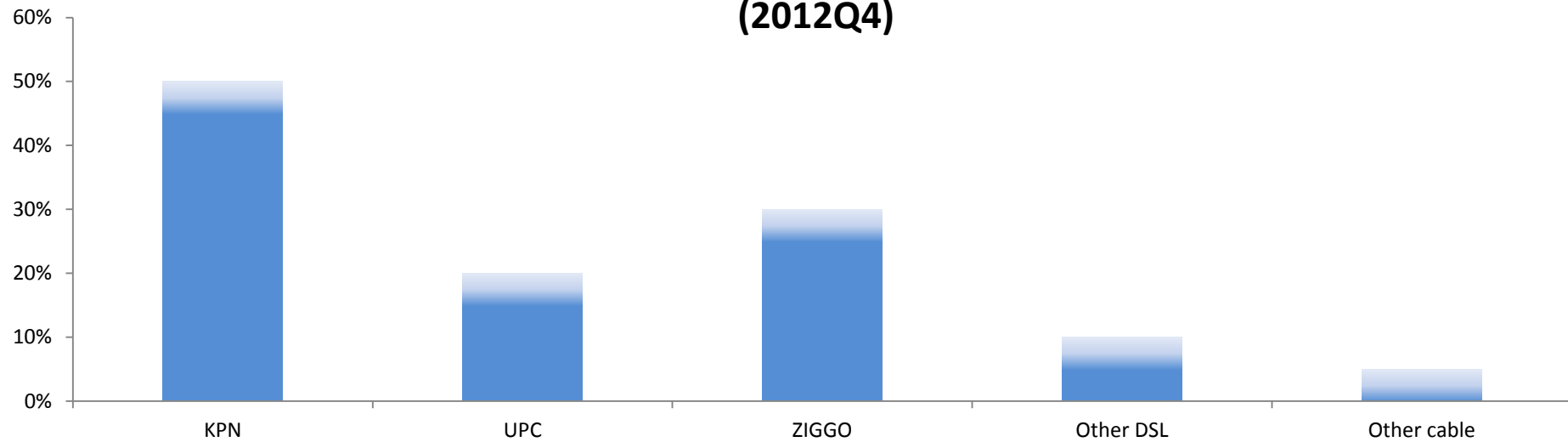
## Broadband: WBT low quality connections per type of infrastructure - including self supply



Based on figures from BBNET, 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.



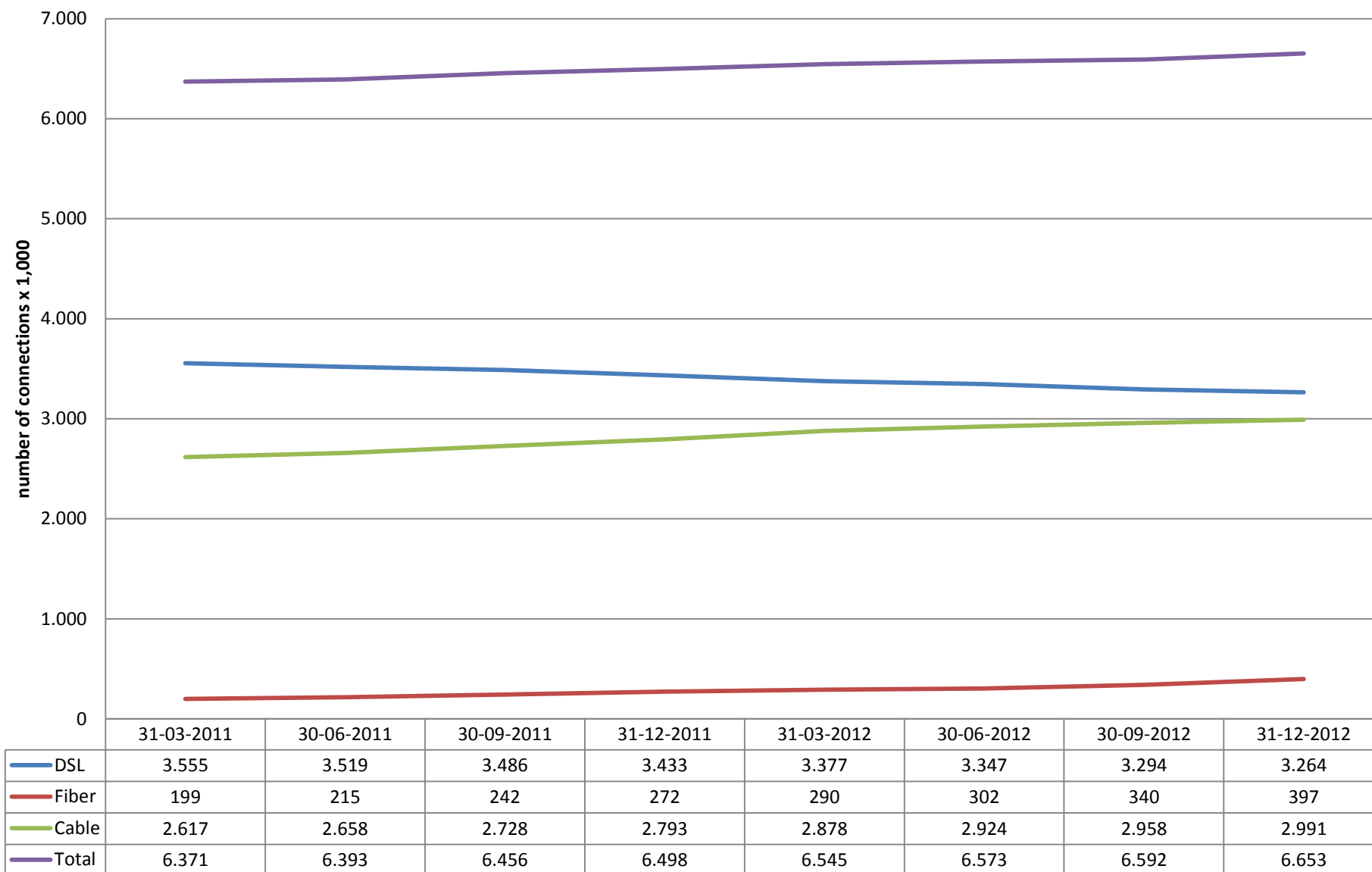
## Broadband: marketshare WBT low quality per party - including self supply (2012Q4)



	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
KPN	[45 - 50%]	[45 - 50%]	[45 - 50%]	[45 - 50%]	[40 - 45%]	[45 - 50%]	[45 - 50%]	[45 - 50%]
REGGEFIBER	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	-	-	-
UPC	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[15 - 20%]	[15 - 20%]	[15 - 20%]	[15 - 20%]
ZIGGO	[20 - 25%]	[20 - 25%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]
Other DSL	[10 - 15%]	[10 - 15%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]
Other cable	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]



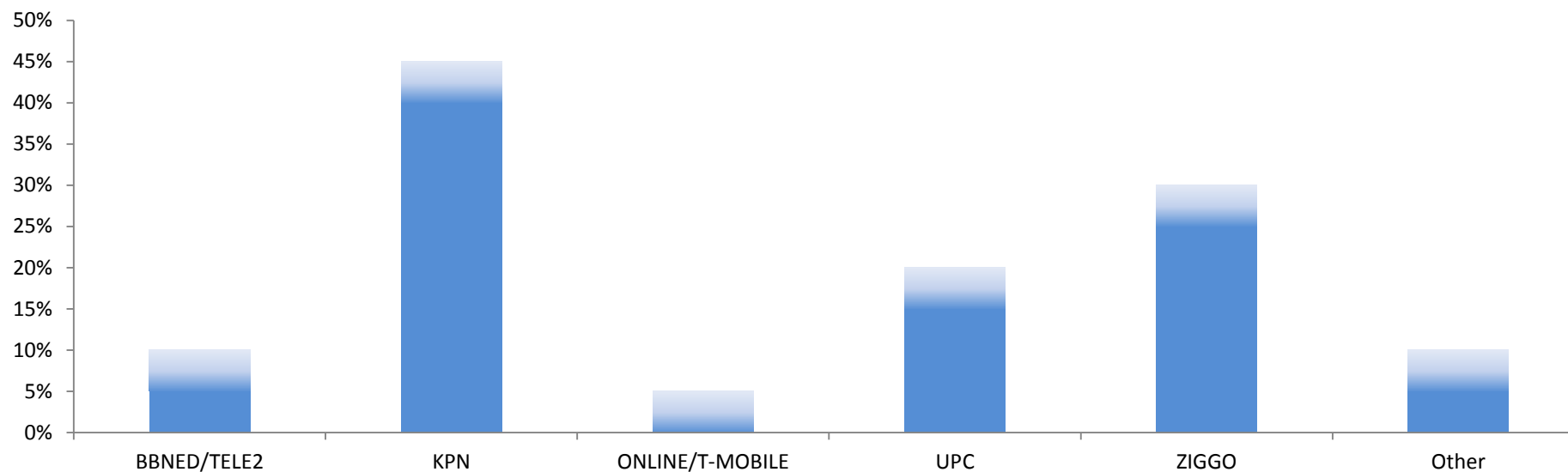
## Broadband: retail connections per type



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.



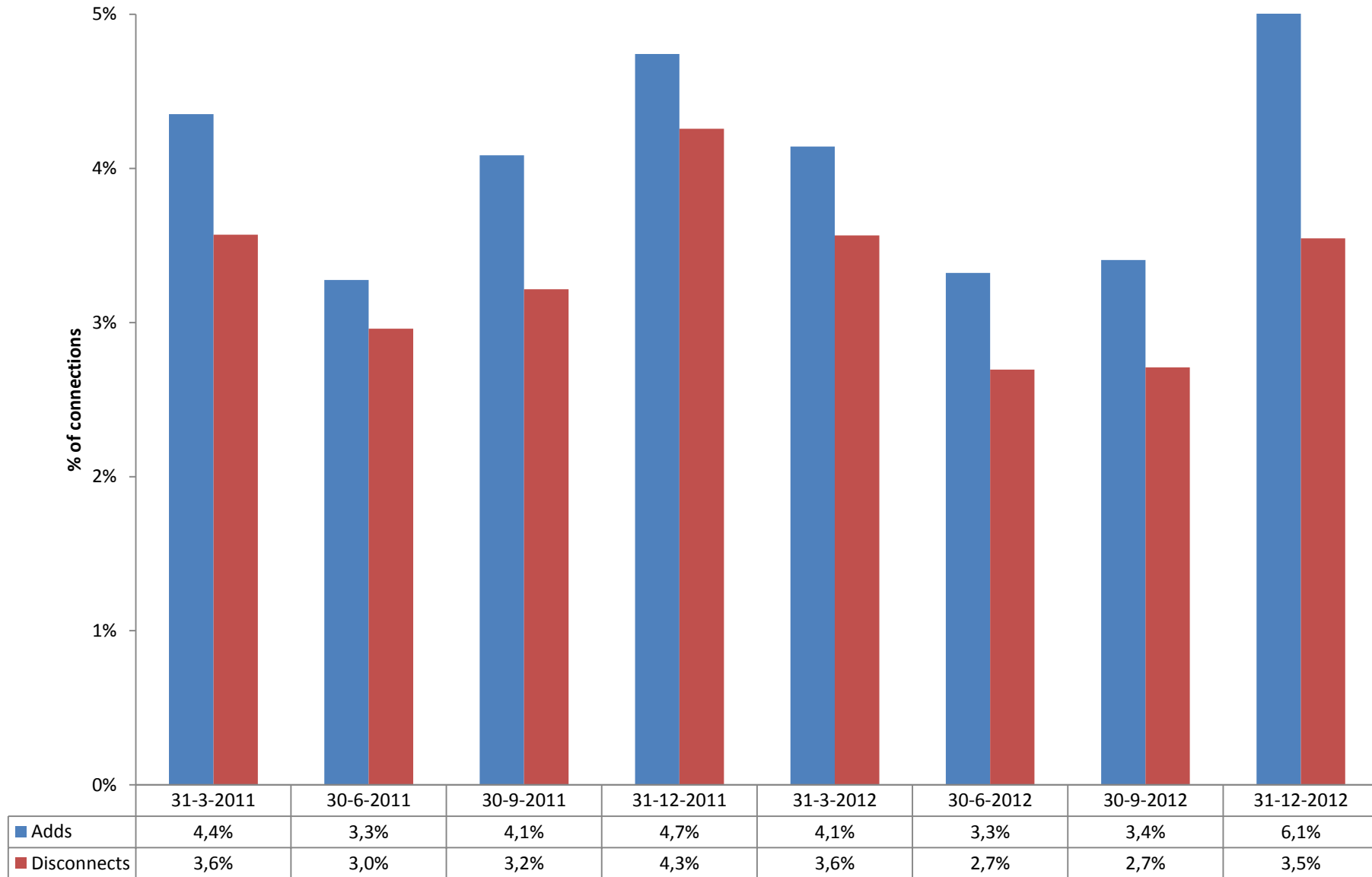
## Broadband: marketshare retail per party (2012Q4)



	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
BBNED/TELE2	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]
KPN	[40 - 45%]	[40 - 45%]	[40 - 45%]	[40 - 45%]	[40 - 45%]	[40 - 45%]	[40 - 45%]	[40 - 45%]
ONLINE/T-MOBILE	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]
REGGEFIBER	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	[0 - 5%]	-	-	-
UPC	[10 - 15%]	[10 - 15%]	[10 - 15%]	[10 - 15%]	[15 - 20%]	[15 - 20%]	[15 - 20%]	[15 - 20%]
ZIGGO	[20 - 25%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]	[25 - 30%]
Other	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]	[5 - 10%]



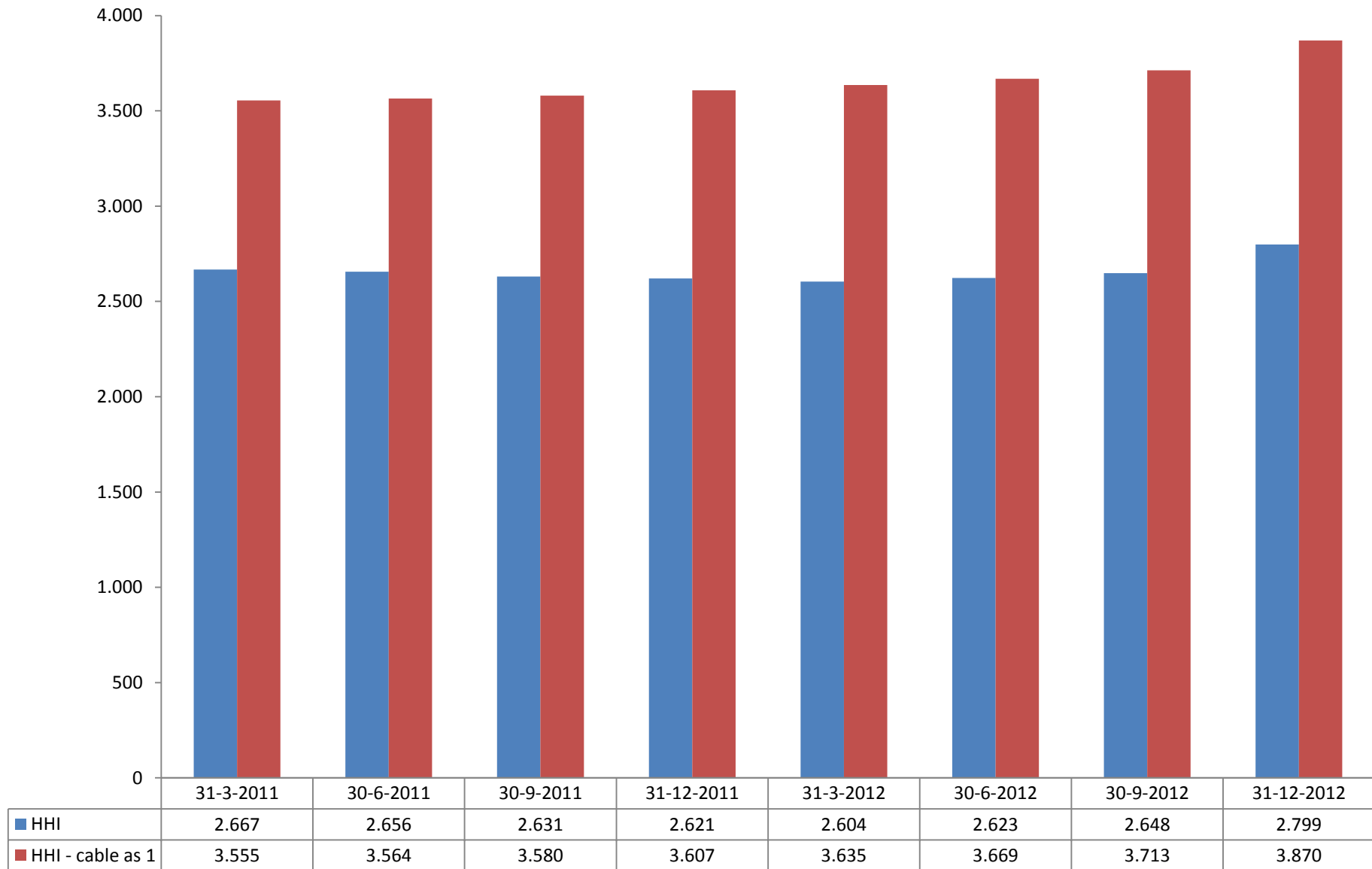
## Broadband: Churn based on retail connections



Based on figures from BBNET, 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.



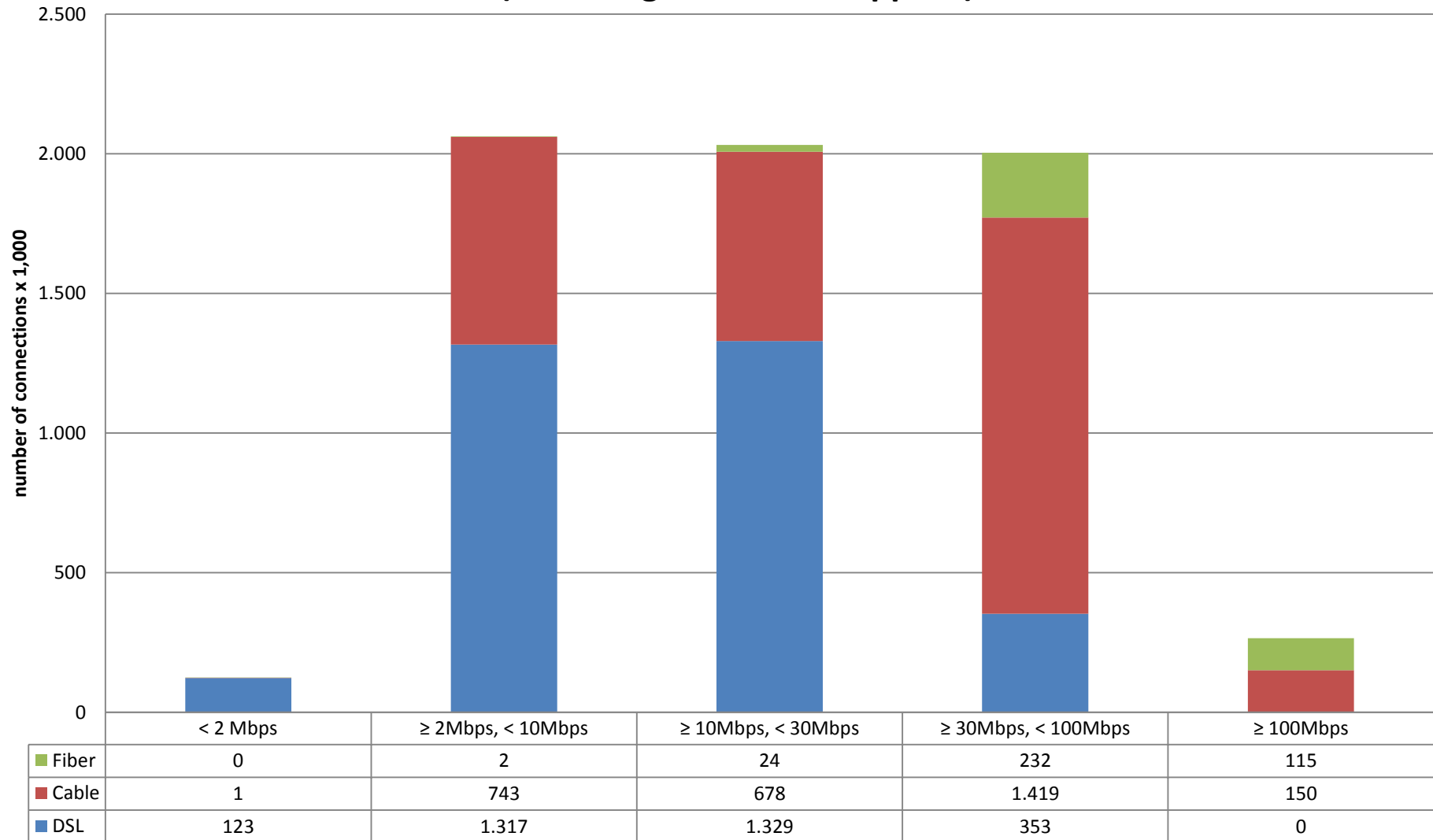
## Broadband: HHI based on retailconnections broadband



Based on figures from BBNED, 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 (2012Q4) (Excluding wholesale supplies)

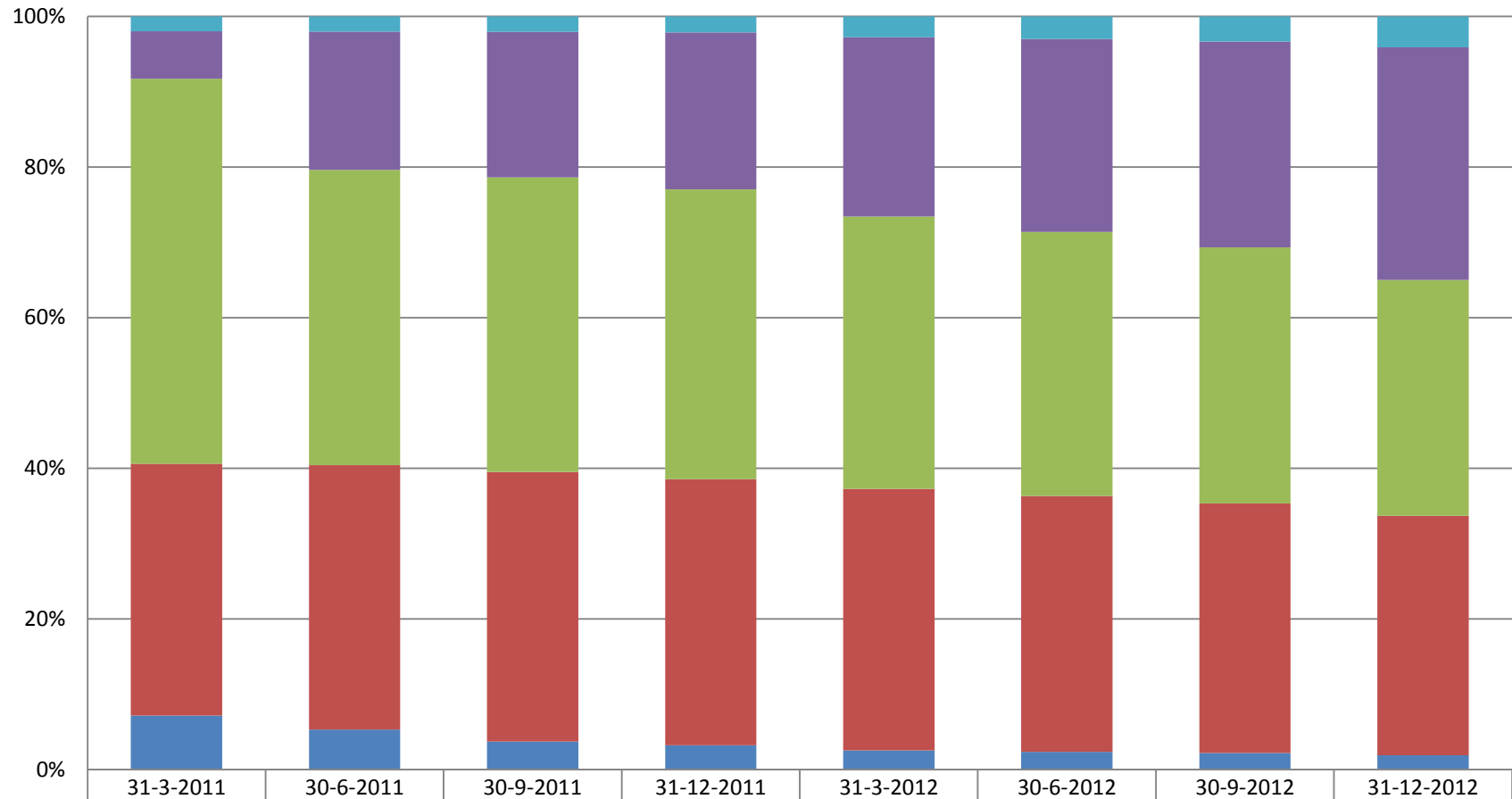


Based on figures from BBNET, CAIW, DELTA, EASYNET, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 3\_B1\_8\_1-5, 3\_B2\_8\_1-5 and 3\_B3\_8\_1-5 of the SMM.





## Broadband: retail connections by speed (Excluding wholesale supplies)

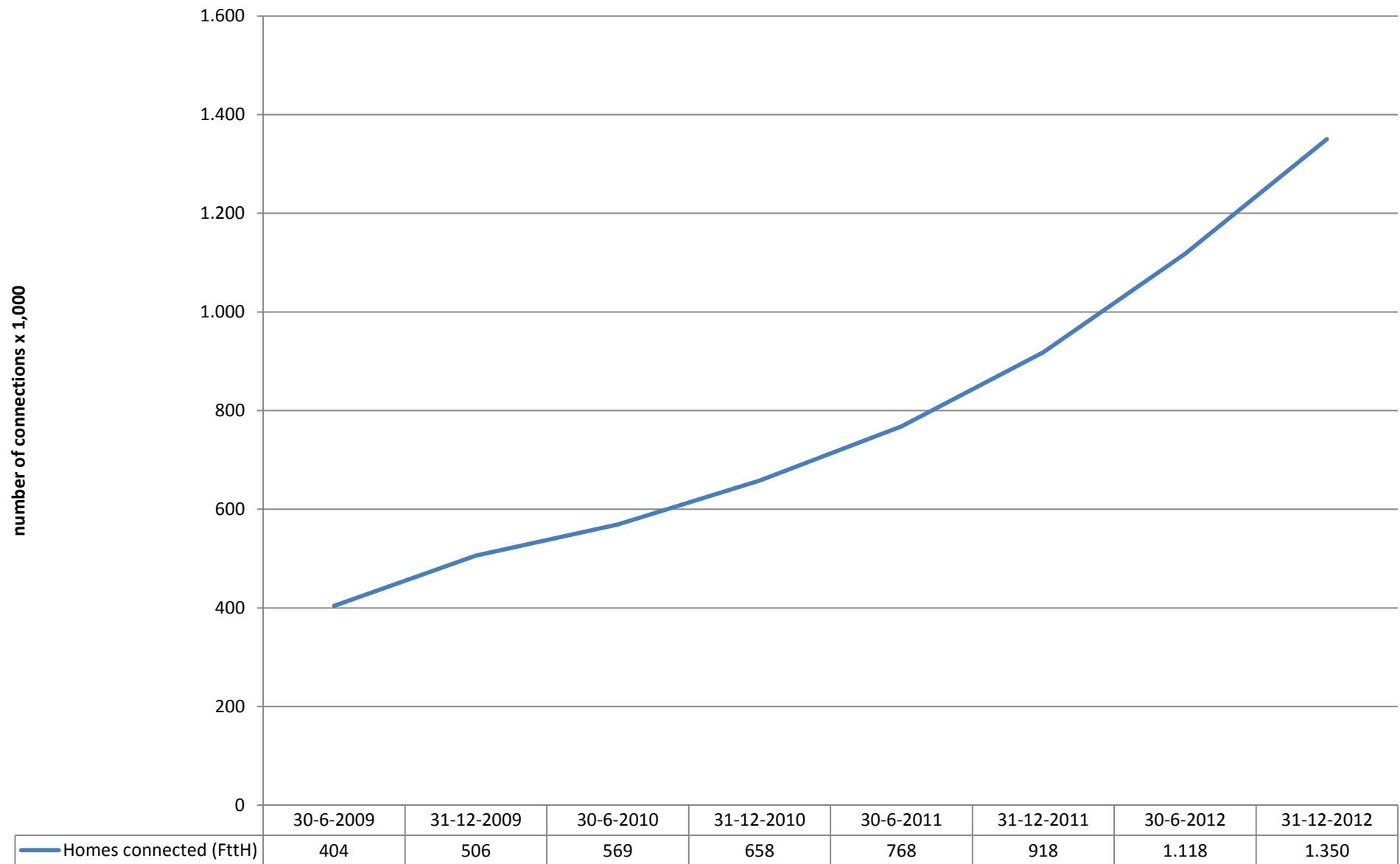


	31-3-2011	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
≥ 100Mbps	2%	2%	2%	2%	3%	3%	3%	4%
≥ 30Mbps, < 100Mbps	6%	18%	19%	21%	24%	26%	27%	31%
≥ 10Mbps, < 30Mbps	51%	39%	39%	38%	36%	35%	34%	31%
≥ 2Mbps, < 10Mbps	33%	35%	36%	35%	35%	34%	33%	32%
< 2 Mbps	7%	5%	4%	3%	3%	2%	2%	2%

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)



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.