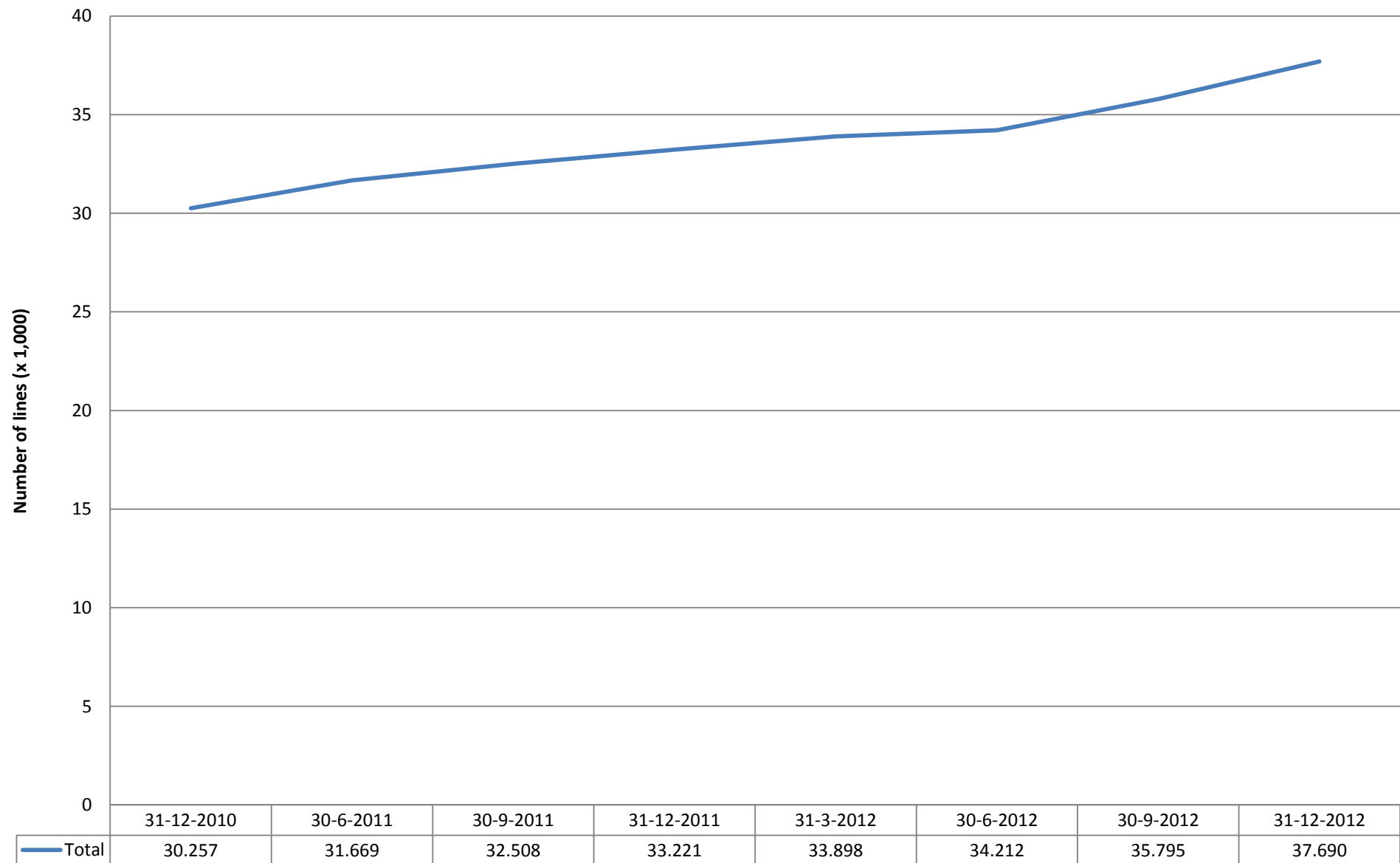




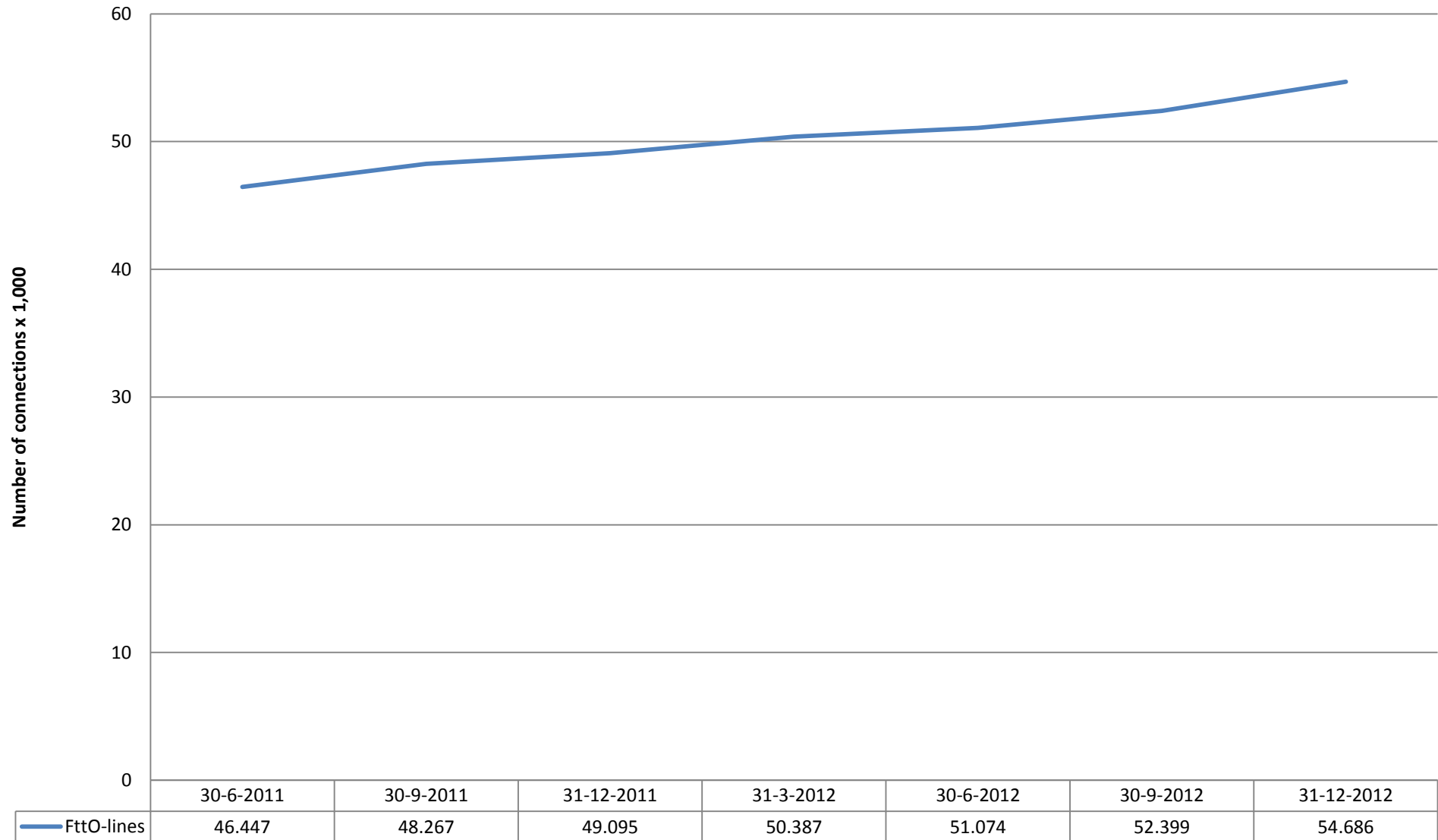
## Broadband and leased lines: Retail business active fiber connections



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.



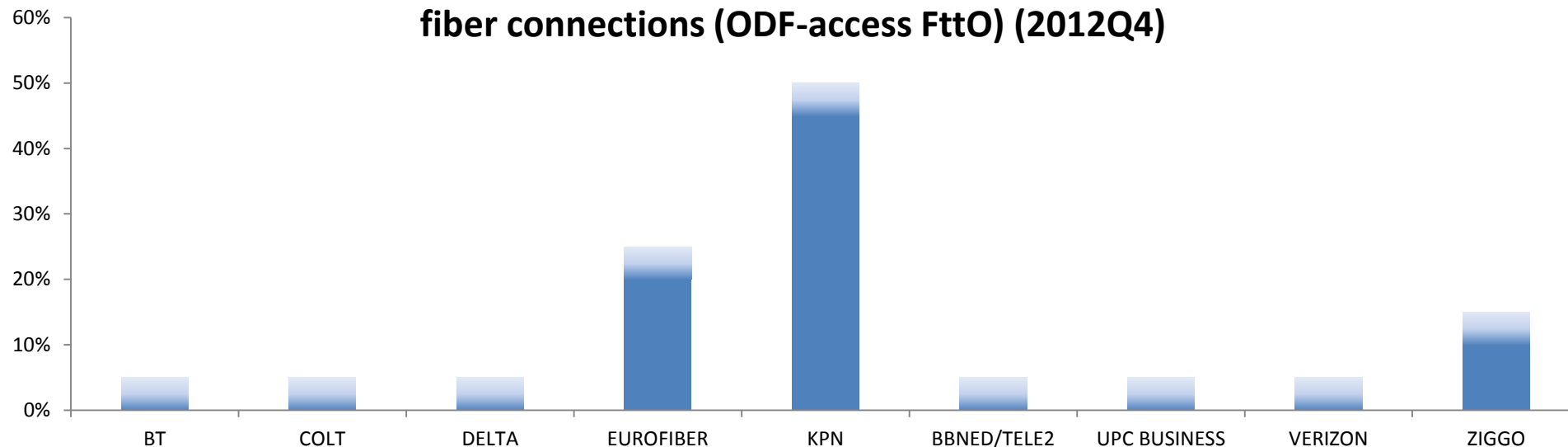
## Broadband and leased lines: Wholesale business fiber lines (ODF-access FttO)



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.



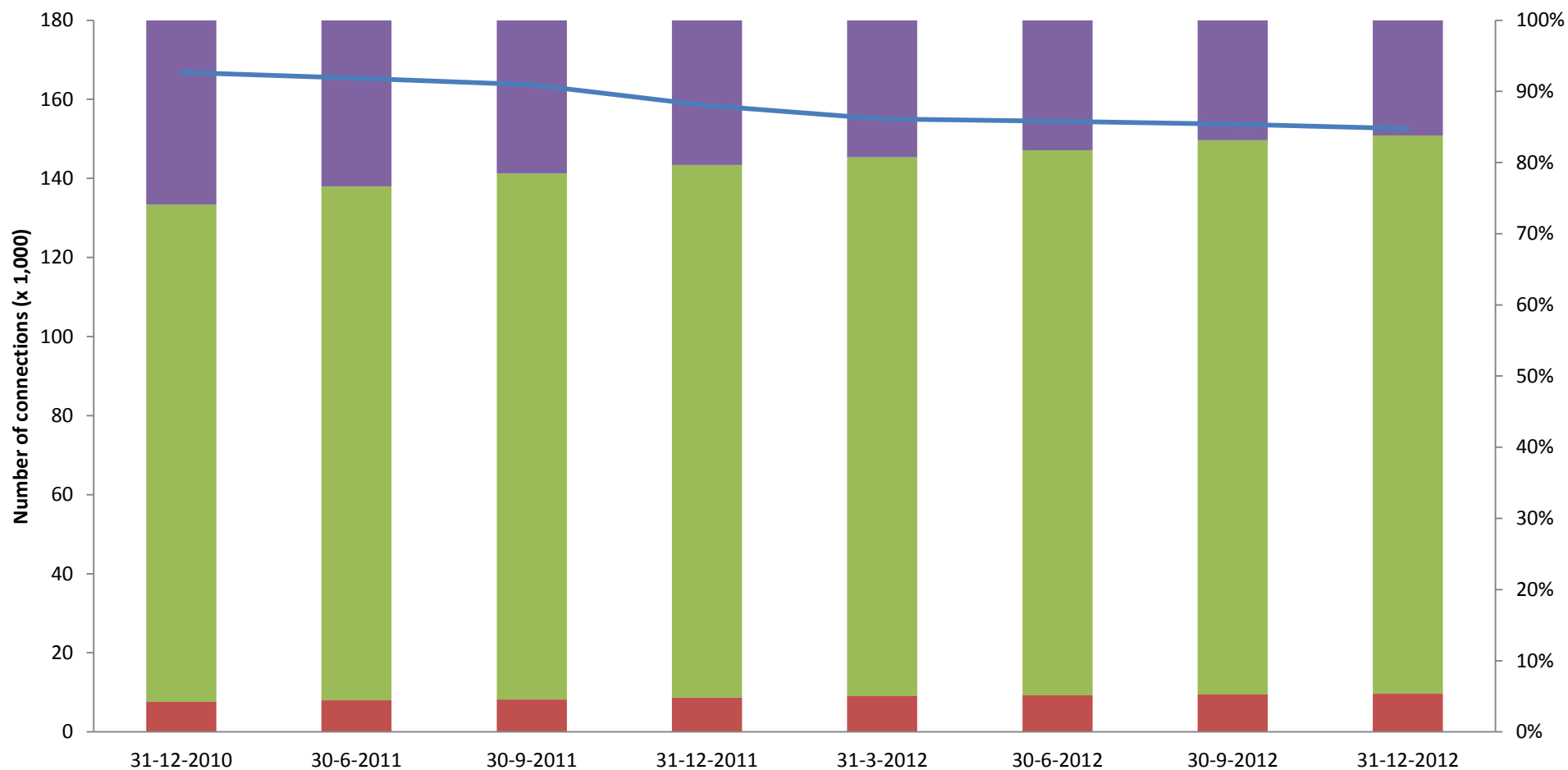
## Broadband and leased lines: Market shares based on wholesale business fiber connections (ODF-access FttO) (2012Q4)



	31-3-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
BT	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[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%]
EUROFIBER	[15-20%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
KPN	[45-50%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]	[45-50%]
BBNED/TELE2	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[0-5%]	[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	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]



## Broadband and leased lines: retail business network services

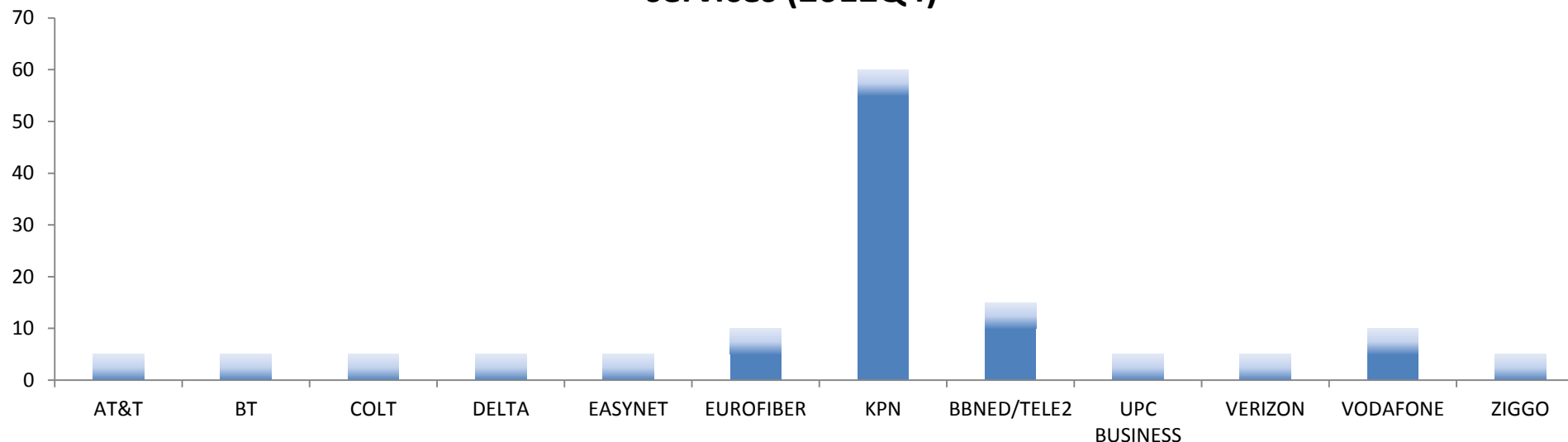


	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
Traditional leased lines	26%	23%	22%	20%	19%	18%	17%	16%
Datacom	70%	72%	74%	75%	76%	77%	78%	78%
Dark fiber	4%	4%	5%	5%	5%	5%	5%	5%
Retail business network services (x 1.000)	167	165	164	158	155	154	154	153

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 (2012Q4)

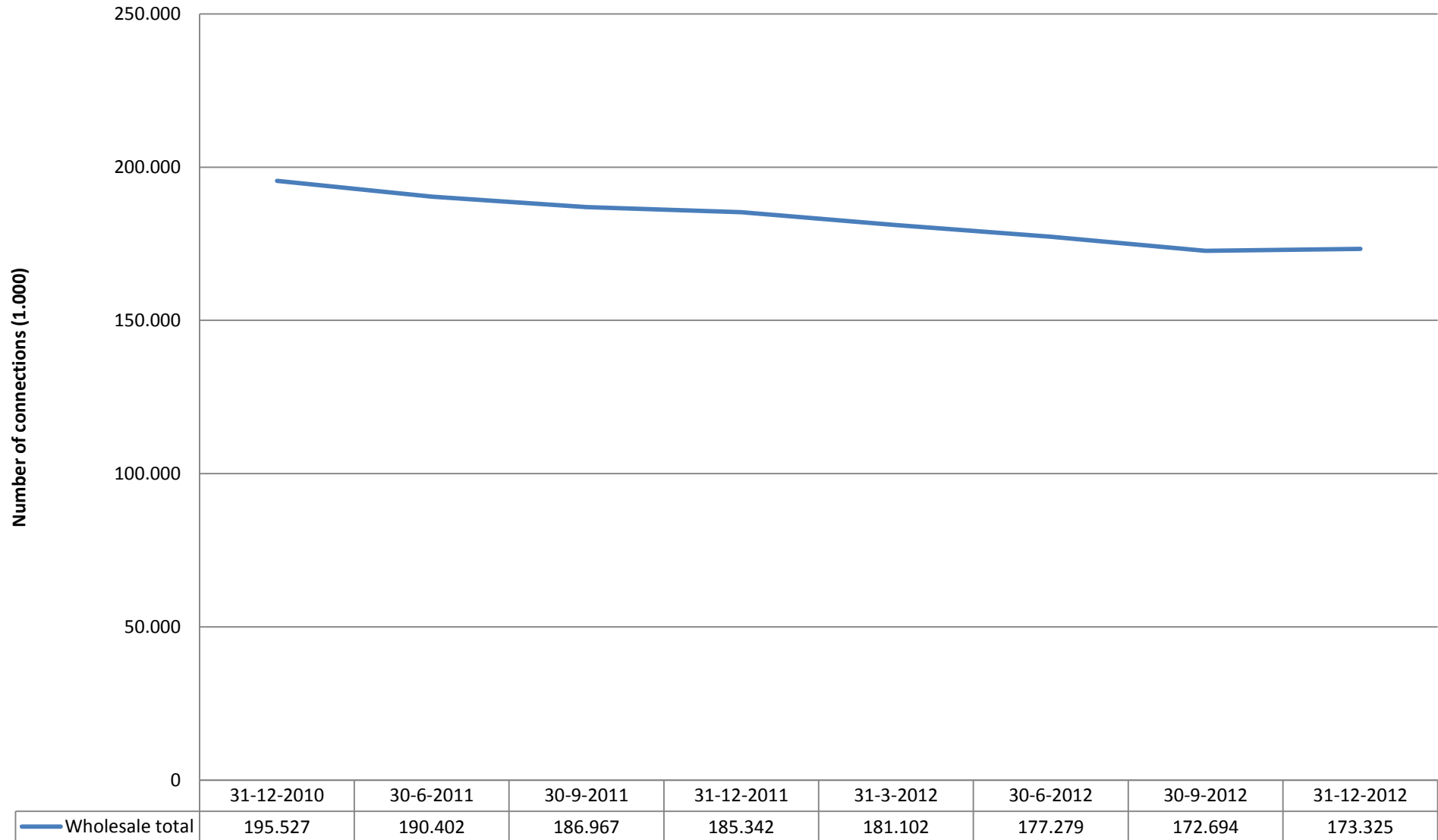


	31-12-2010	30-6-2011	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012
AT&T	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
BT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
COLT	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EASYNET	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[0-5%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
KPN	[55-60%]	[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.



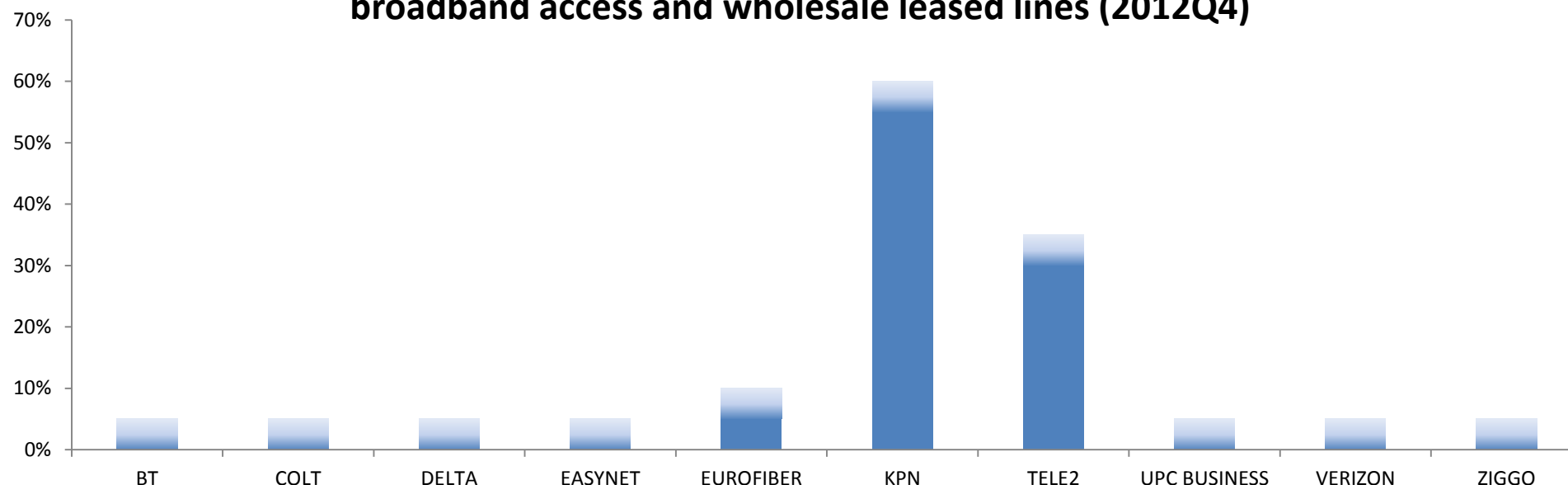
## Broadband and leased lines: High quality wholesale broadband access and wholesale leased lines



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 (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
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%]
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%]	[0-5%]
EUROFIBER	[0-5%]	[0-5%]	[5-10%]	[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%]	[55-60%]
TELE2/BBNED	[30-35%]	[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%]	[0-5%]
VERIZON	[0-5%]	[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%]	[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.