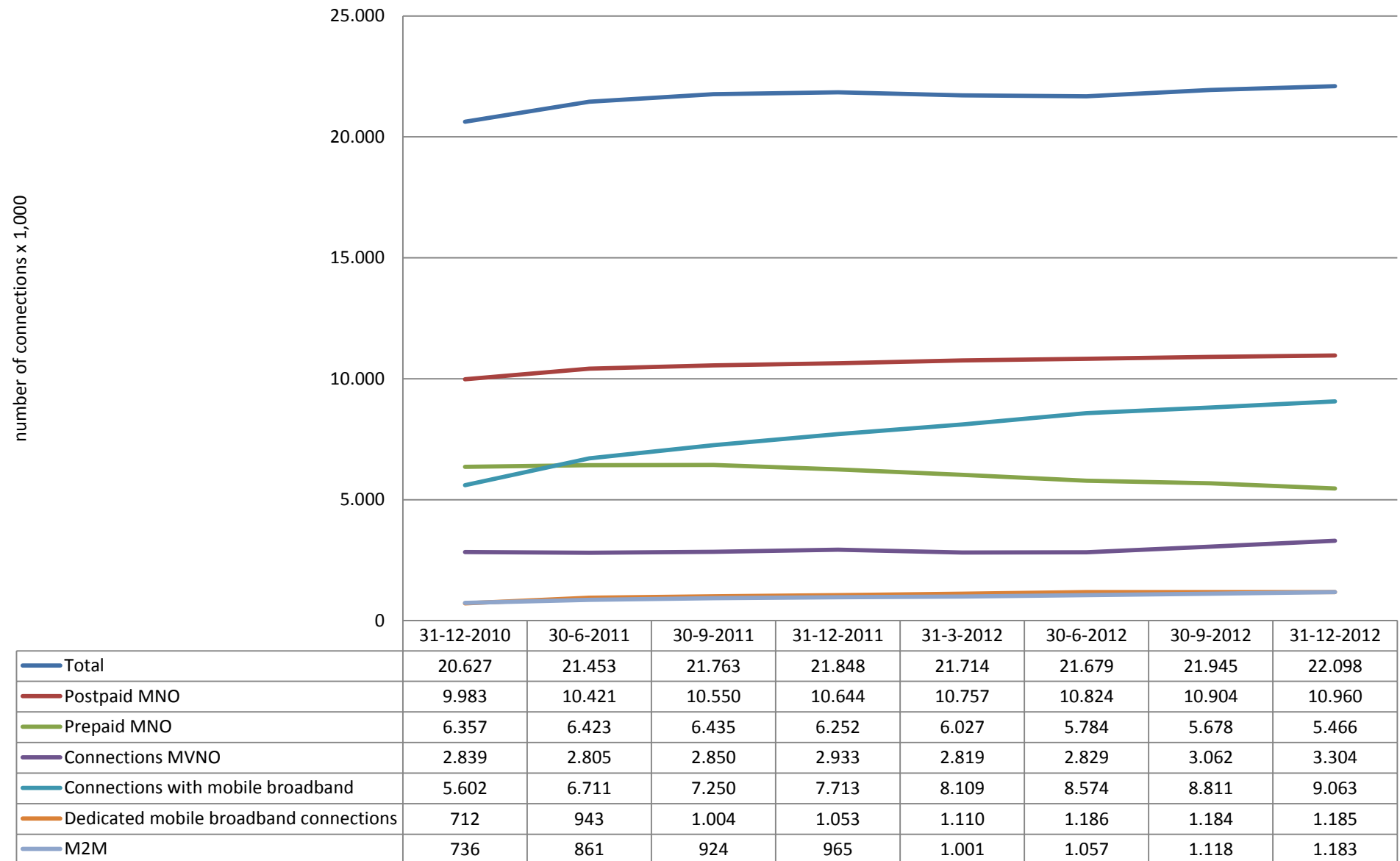


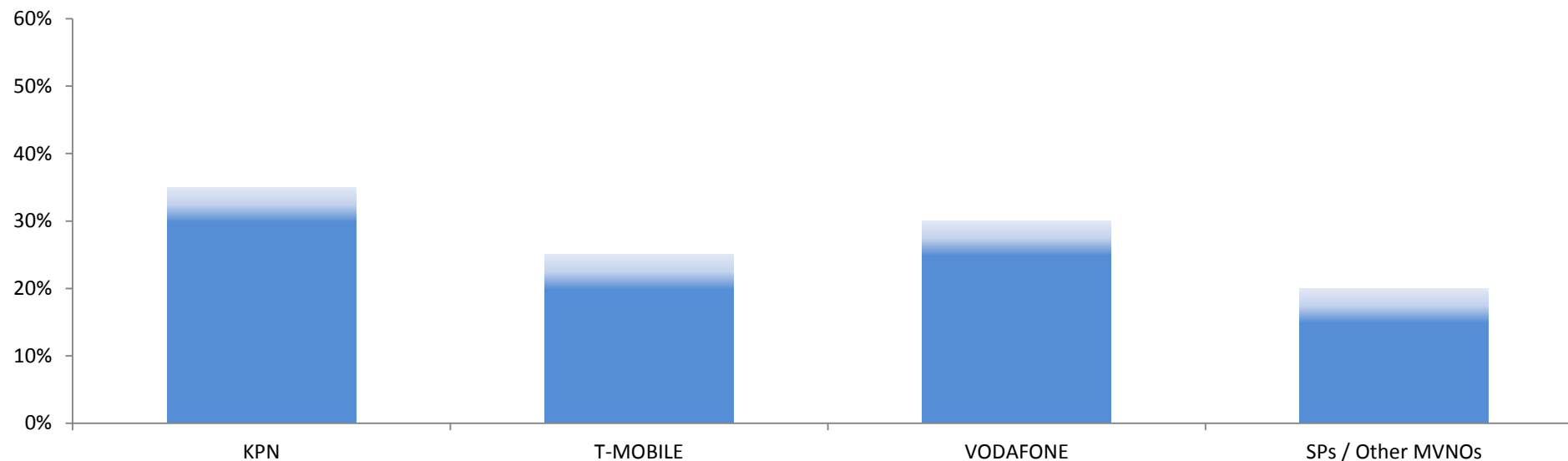


## Mobile: Number of retail mobile connections





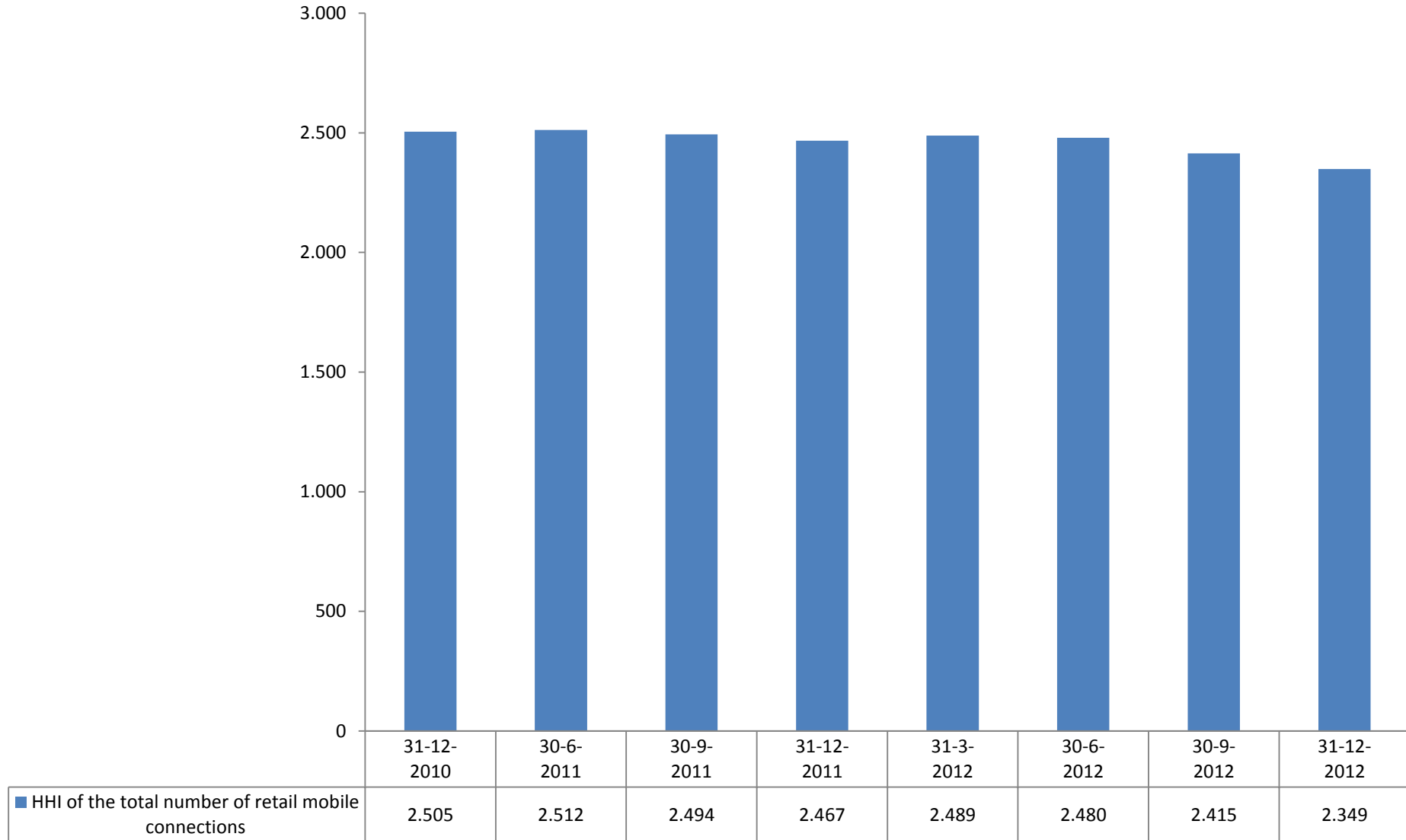
## Mobile: Retail market shares based on connections (2012Q4)



	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%]
SPs / Other MVNOs	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[10-15%]	[15-20%]	[15-20%]

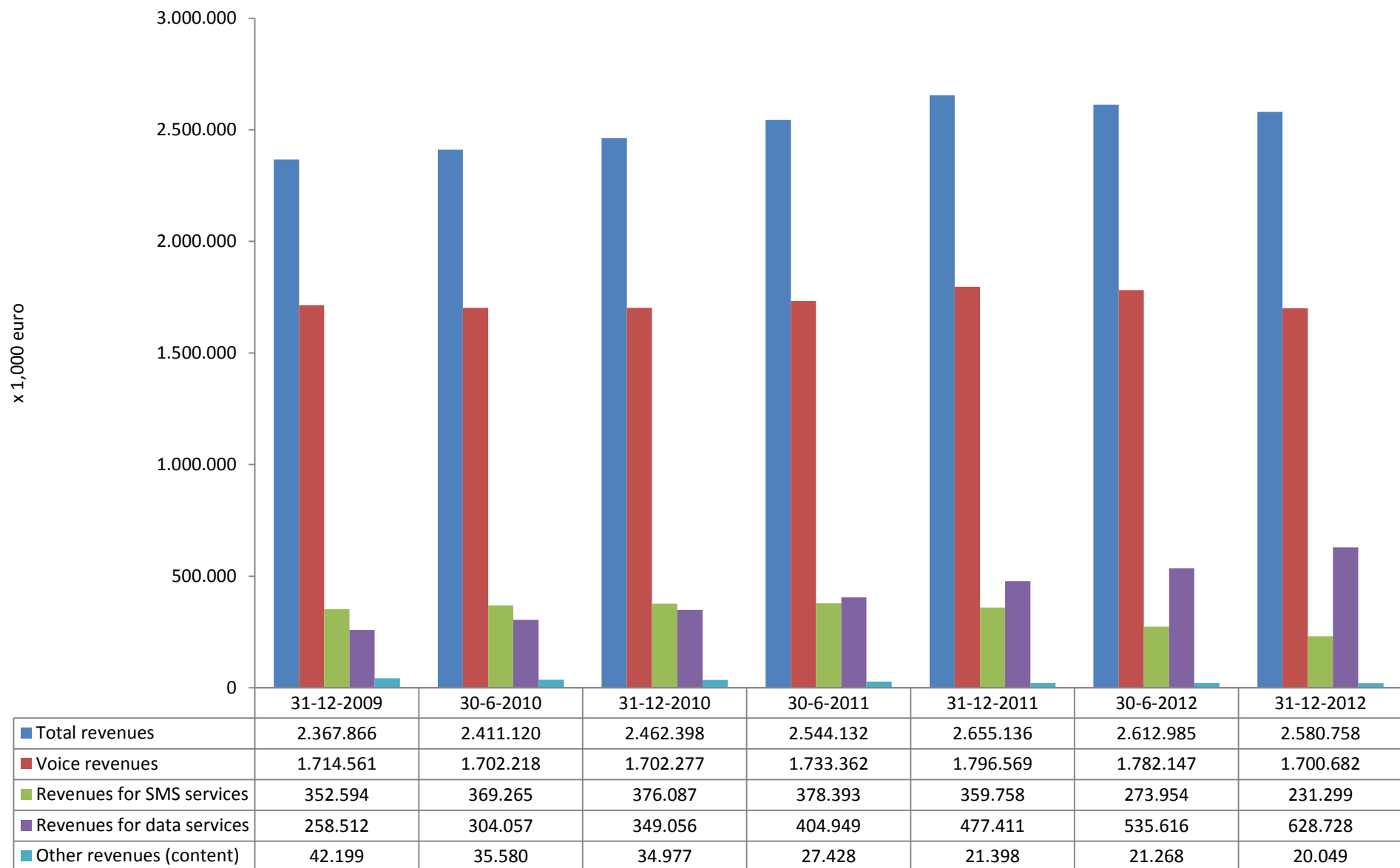


## Mobile: Herfindahl-Hirschman Index of retail mobile connections



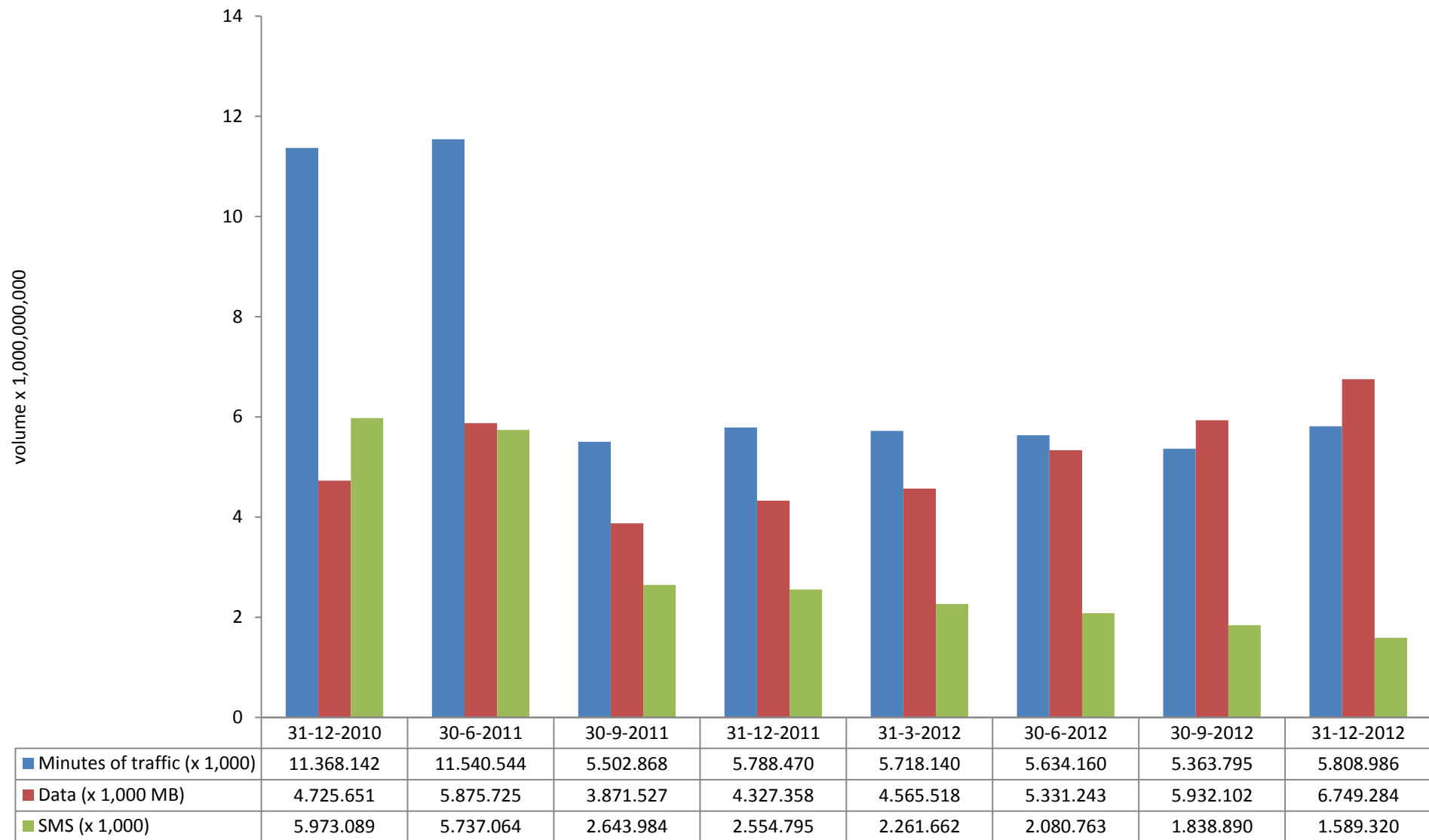


## Mobile: Retail revenues per half year





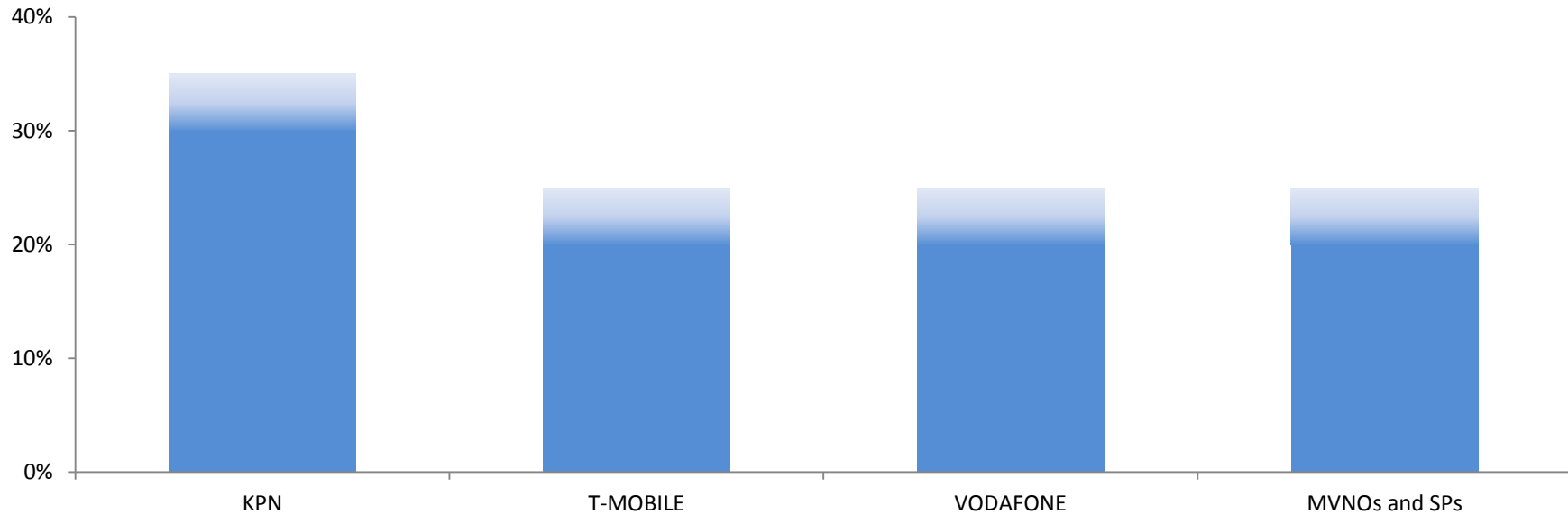
## Mobile: Volume retail minutes of traffic, data and sms (MNOs and MVNOs) Until midst of 2011 per 6 months, afterwards per 3 months



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 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 and 1\_D\_4\_1-2-3 of the SMM.



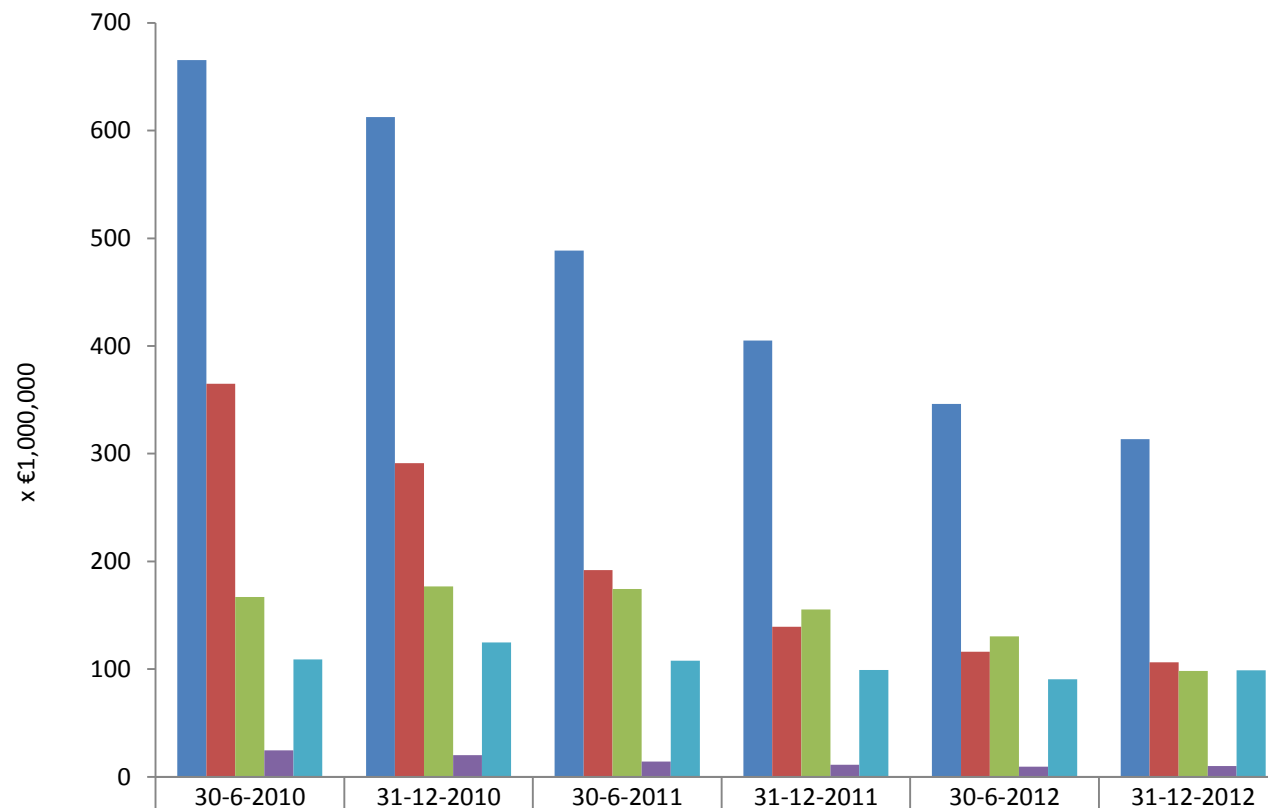
## Mobile: Market shares based on total retail traffic volumes (2012Q4)



	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%]
MVNOs and SPs	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]



## Mobile: Wholesale revenues terminating access

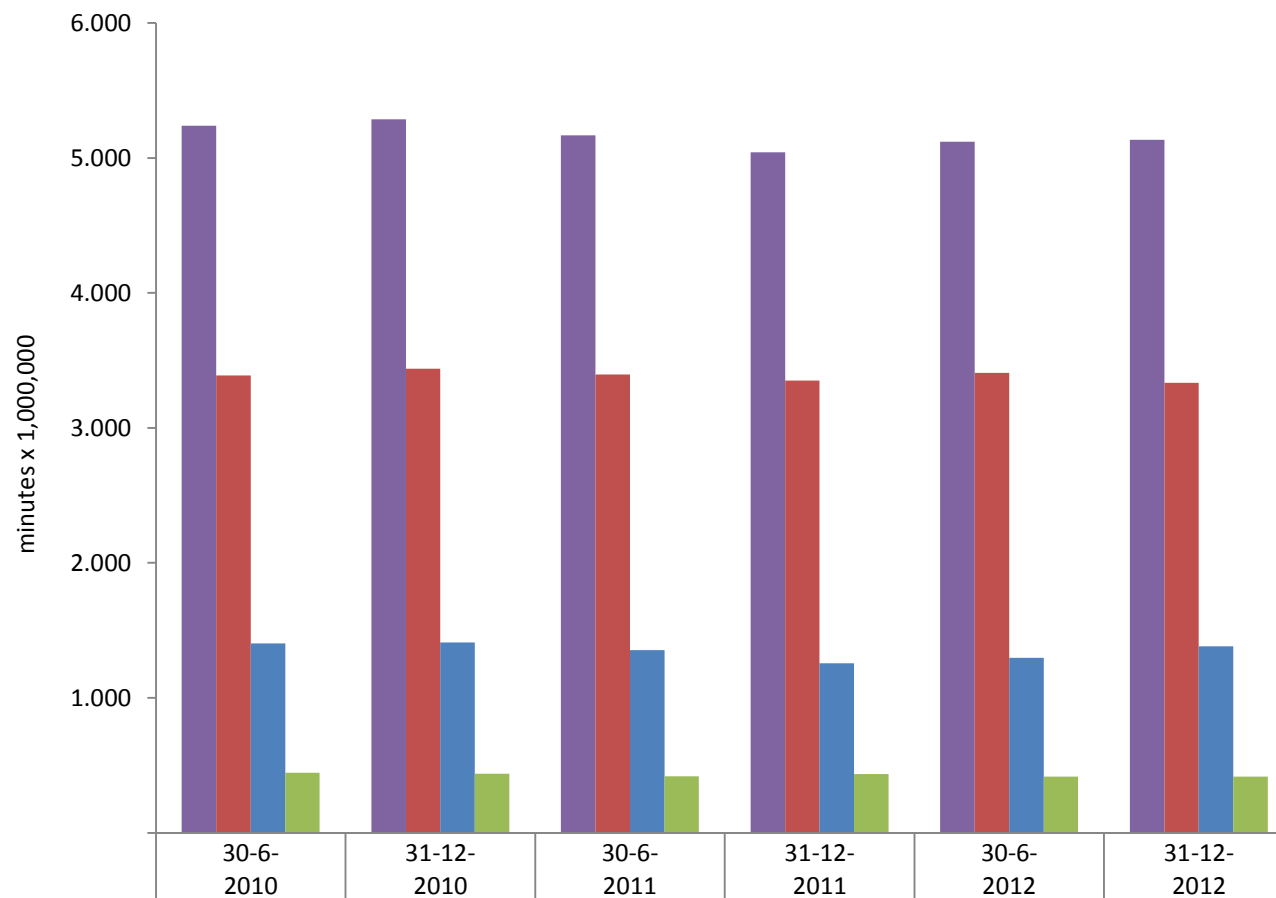


	30-6-2010	31-12-2010	30-6-2011	31-12-2011	30-6-2012	31-12-2012
Total wholesale revenues terminating access	666	613	489	405	346	313
Terminating revenues for national voice services	365	291	192	139	116	106
Terminating revenues for national non-voice services	167	177	175	155	130	98
Terminating revenues for international services	25	20	14	11	9	10
Revenues of services to SP's / MVNO's	109	125	108	99	91	99

Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1\_C\_6\_1 through 1\_C\_6\_3 of the SMM.



## Mobile: Wholesale terminating access volume minutes (excl. on-net)



■ Total volume of traffic terminated	5.238	5.286	5.169	5.043	5.121	5.134
■ Volume terminated from national mobile networks	3.389	3.439	3.397	3.350	3.408	3.335
■ Volume terminated from national fixed networks	1.404	1.410	1.354	1.257	1.296	1.383
■ Volume terminated from abroad	446	437	418	436	416	416

Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1\_C\_8\_1 through 1\_C\_8\_3 of the SMM.