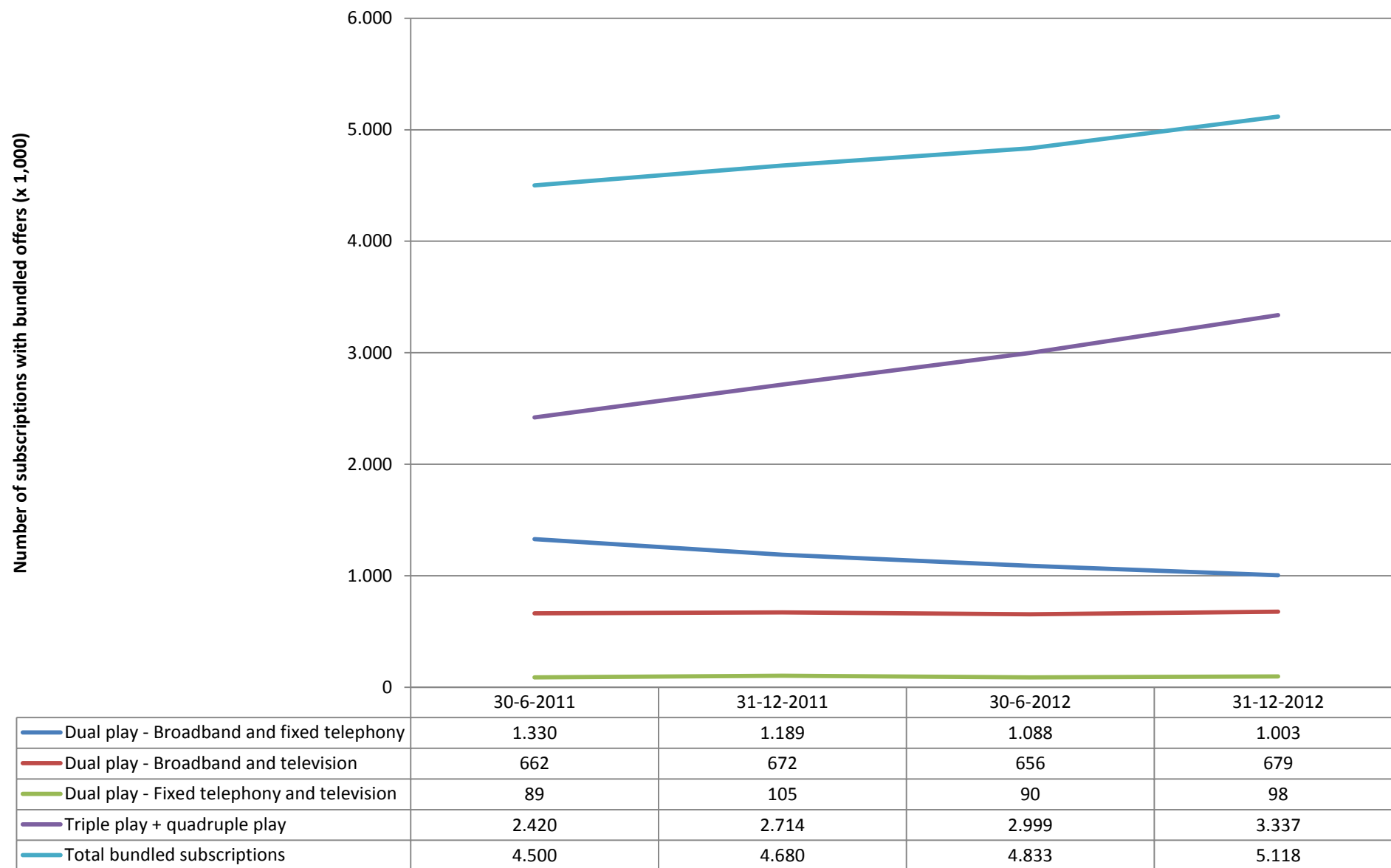




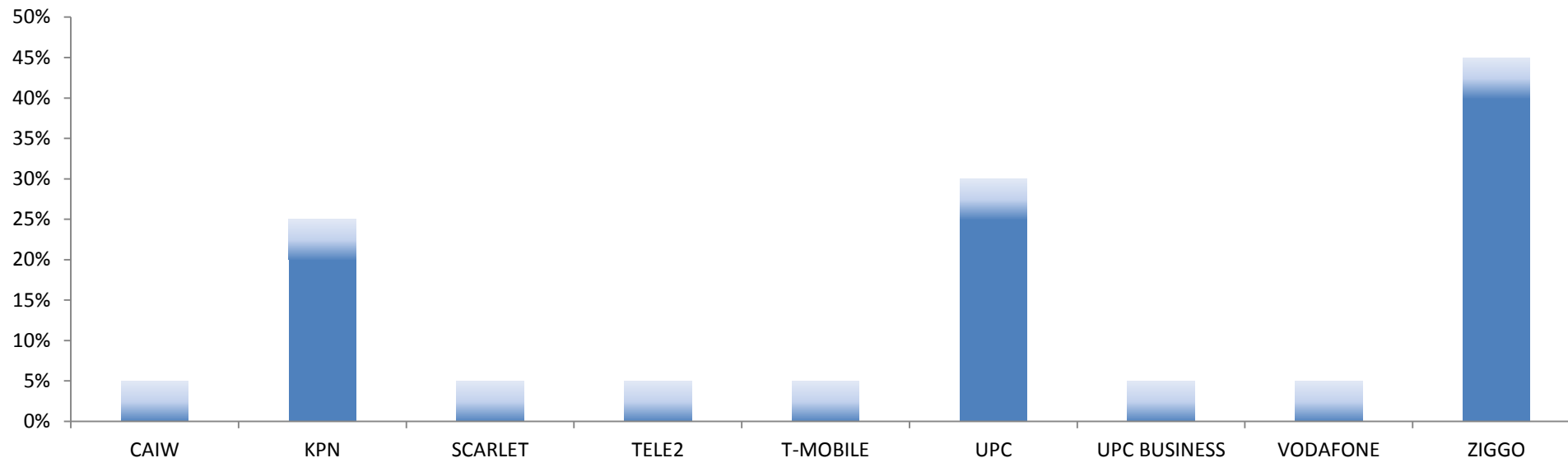
## Multiplay: bundles offers based on multiple services billed together



Based on figures from BBNEED, CAIW, DELTA, KPN, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on indicators 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.



## Multiplay: shares based on triple play and quadruple play subscriptions (2012 Q4)

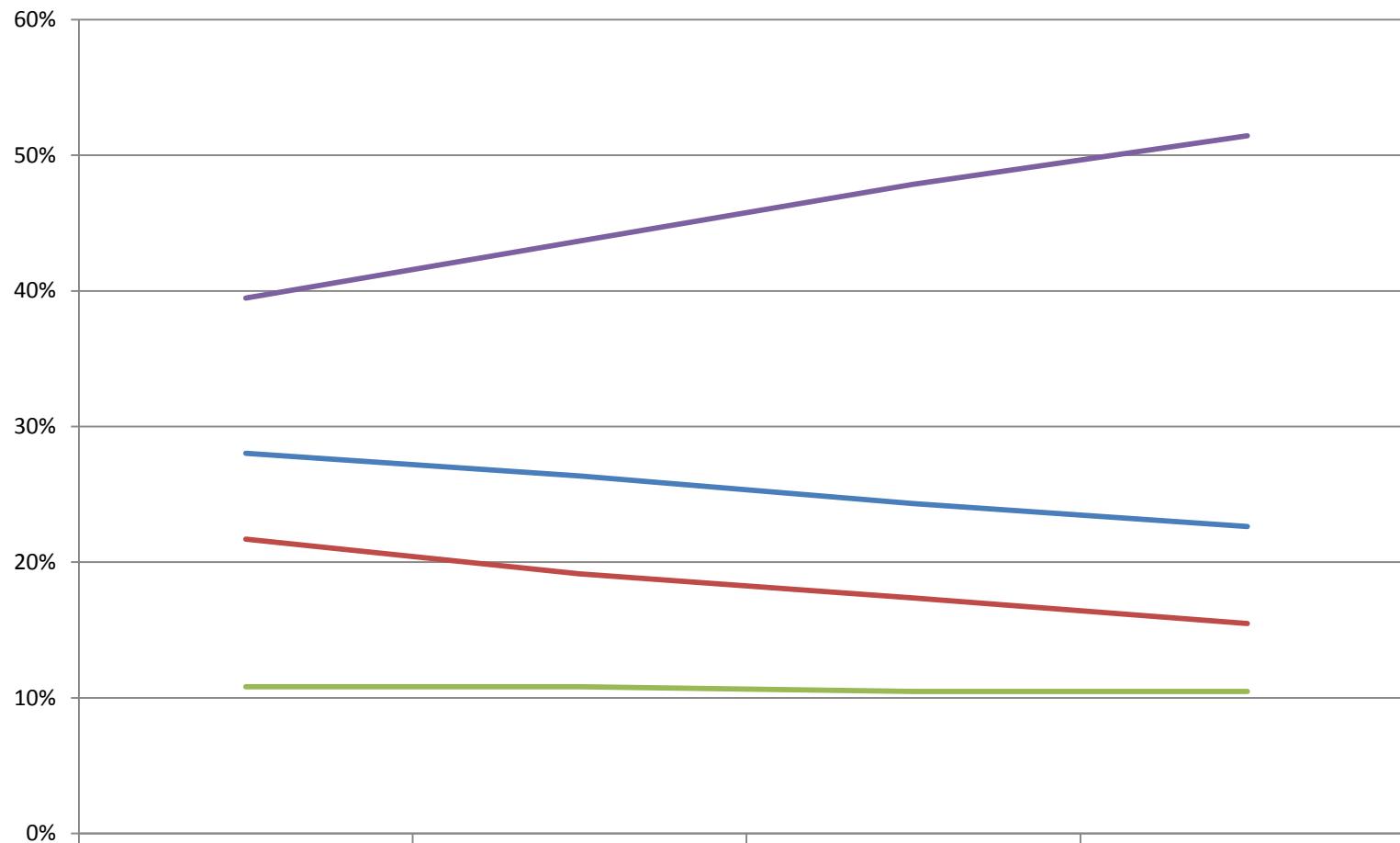


	30-6-2011	31-12-2011	30-6-2012	31-12-2012
BBNED	[0-5%]	-	-	-
CAIW	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[10-15%]	[15-20%]	[15-20%]	[20-25%]
REGGEFIBER	[0-5%]	[0-5%]	-	-
SCARLET	[0-5%]	[0-5%]	[0-5%]	[0-5%]
TELE2	[0-5%]	[0-5%]	[0-5%]	[0-5%]
T-MOBILE	[0-5%]	[0-5%]	[0-5%]	[0-5%]
UPC	[30-35%]	[25-30%]	[25-30%]	[25-30%]
UPC BUSINESS	-	-	[0-5%]	[0-5%]
VODAFONE	-	-	-	[0-5%]
ZIGGO	[45-50%]	[45-50%]	[45-50%]	[40-45%]

Based on figures from BBNED, CAIW, DELTA, KPN, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on indicators 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.



## Multiplay: share of broadband in bundled offers (excluding wholesale and mobile services)

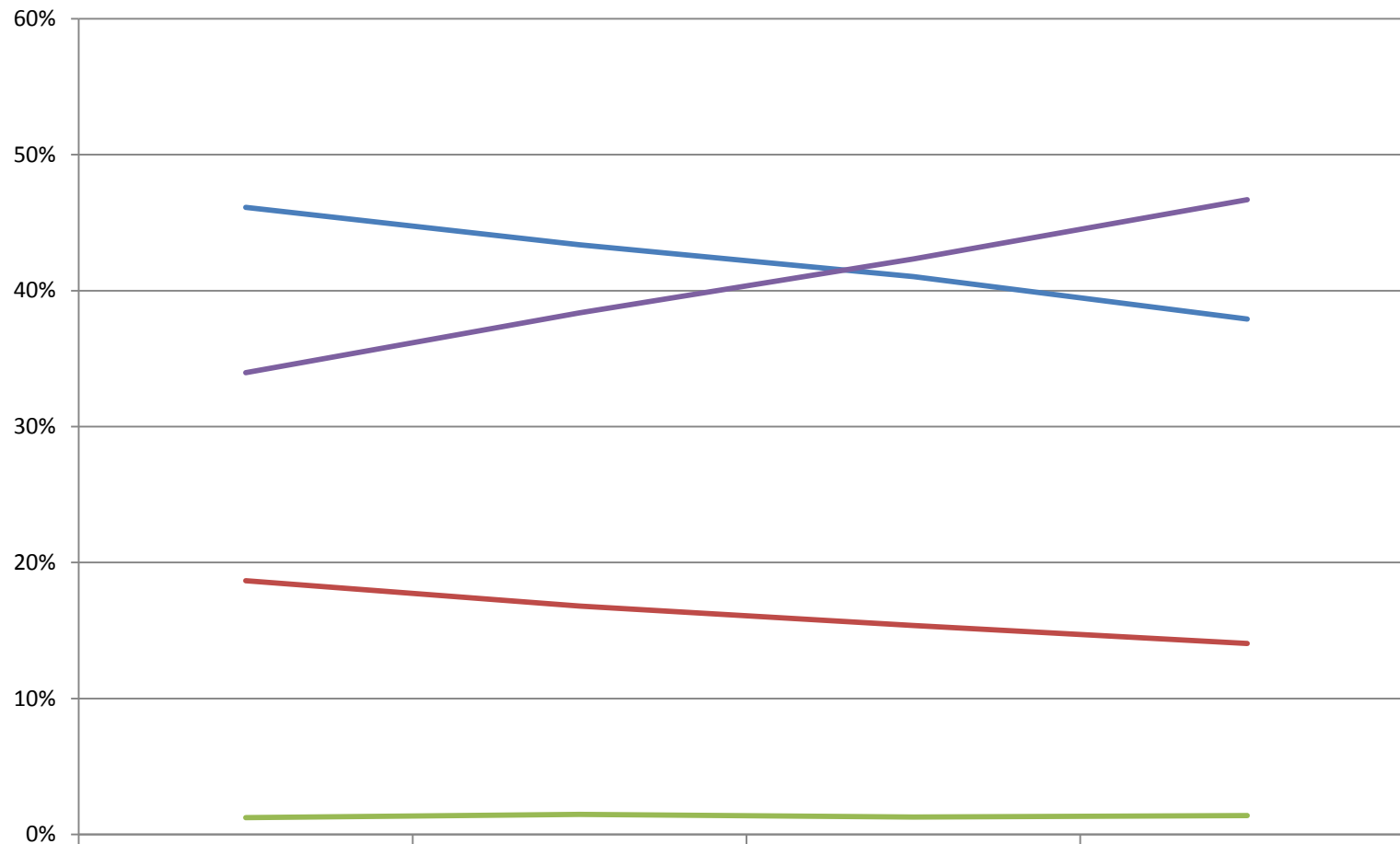


	30-6-2011	31-12-2011	30-6-2012	31-12-2012
— Broadband only	28%	26%	24%	23%
— Broadband with fixed telephony	22%	19%	17%	15%
— Broadband with television	11%	11%	10%	10%
— Broadband in triple play	39%	44%	48%	51%

Based on figures from AT T, BBNET, CAIW, DELTA, EUROFIBER, KPN, REGGEBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 3\_B\_8\_\*, 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.



## Multiplay: share of fixed telephony in bundled offers (excluding high capacity/multiple connections and mobile services)

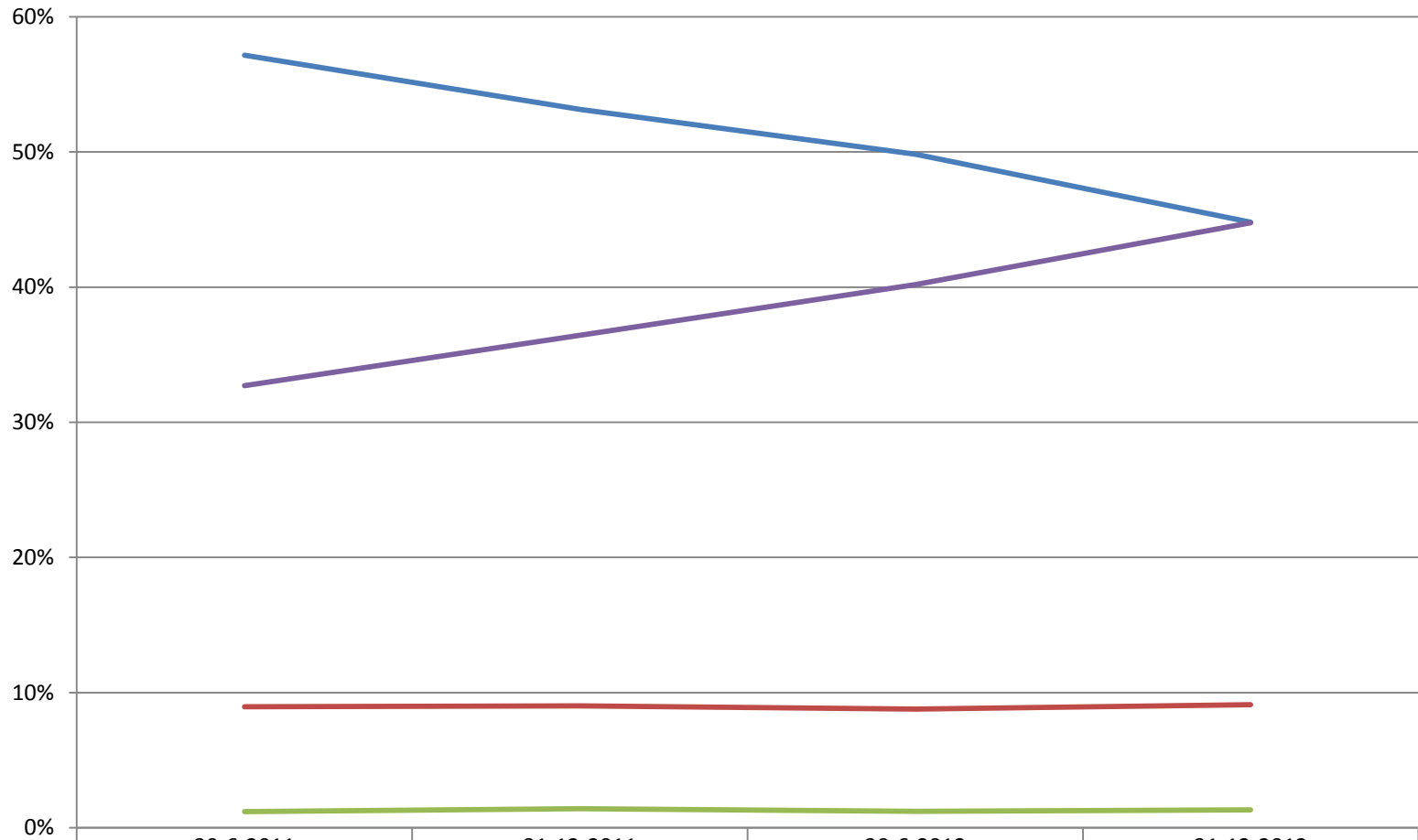


	30-6-2011	31-12-2011	30-6-2012	31-12-2012
Fixed telephony only	46%	43%	41%	38%
Fixed telephony with broadband	19%	17%	15%	14%
Fixed telephony with television	1%	1%	1%	1%
Fixed telephony in triple play	34%	38%	42%	47%

Based on figures from AT T, BBNET, CAIW, DELTA, EUROFIBER, KPN, PRETIUM, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VERIZON, VODAFONE and ZIGGO. Based on indicators 2\_A2\_2\_\*, 2\_A2\_3\_\*, 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.



## Multiplay: share of television in bundled offers (excluding mobile services)

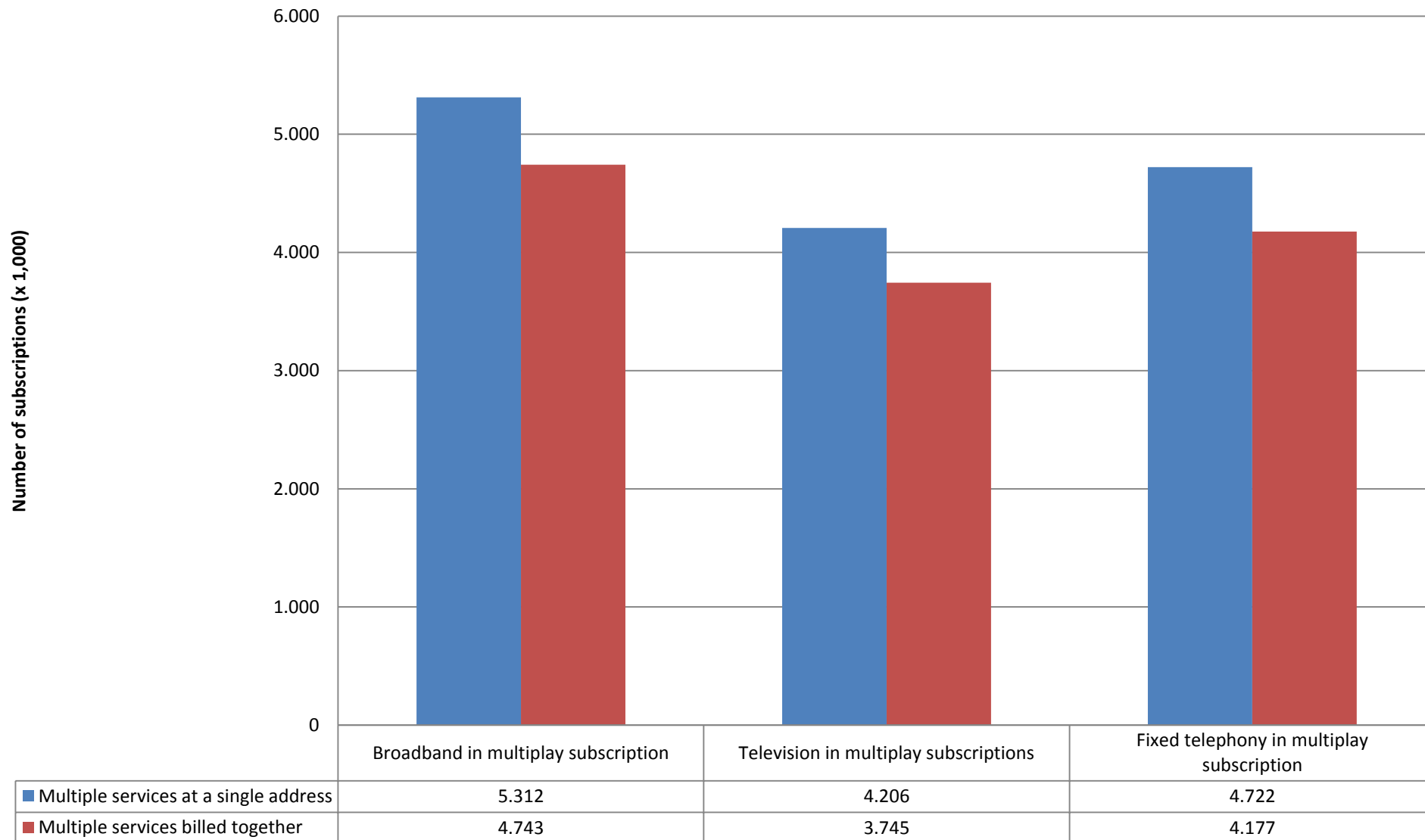


	30-6-2011	31-12-2011	30-6-2012	31-12-2012
— Television only	57%	53%	50%	45%
— Television with broadband	9%	9%	9%	9%
— Television with fixed telephony	1%	1%	1%	1%
— Television in triple play	33%	36%	40%	45%

Based on figures from AT T, BBNED, CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on indicators 5\_A\_1\_\*, 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.



## Multiplay: number of services within bundled offers based on various definitions (2012 Q2, excluding wholesale)



Based on figures from CAIW, DELTA, KPN, SCARLET, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on indicators 3\_F\_14\_1, 5\_C\_6\_1, 5\_C\_7\_1, 6\_A\_2\_4, 6\_A\_1\_6, 6\_B\_2\_\*, 6\_B\_3\_\* and 6\_B\_4\_1 of the SMM.