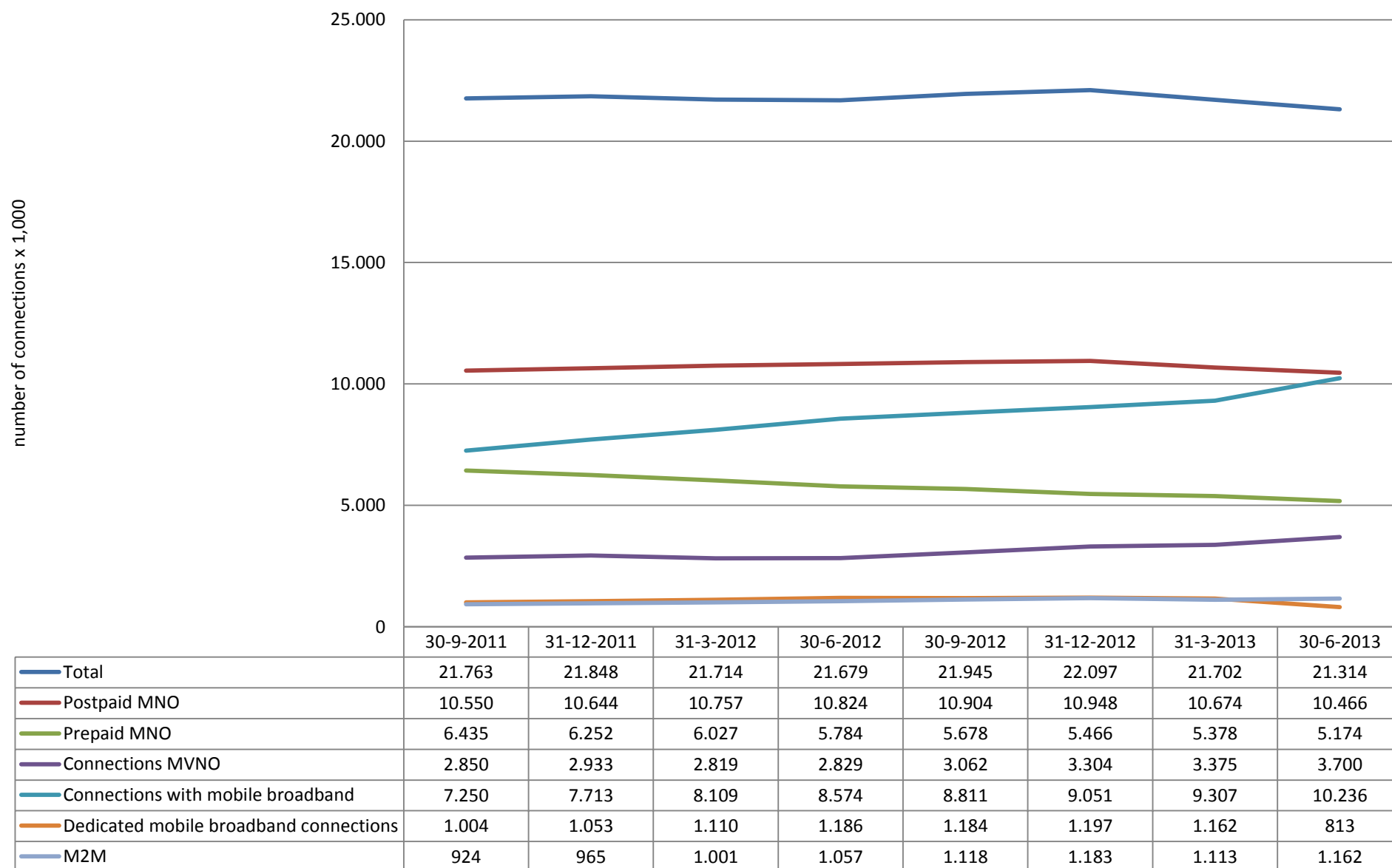




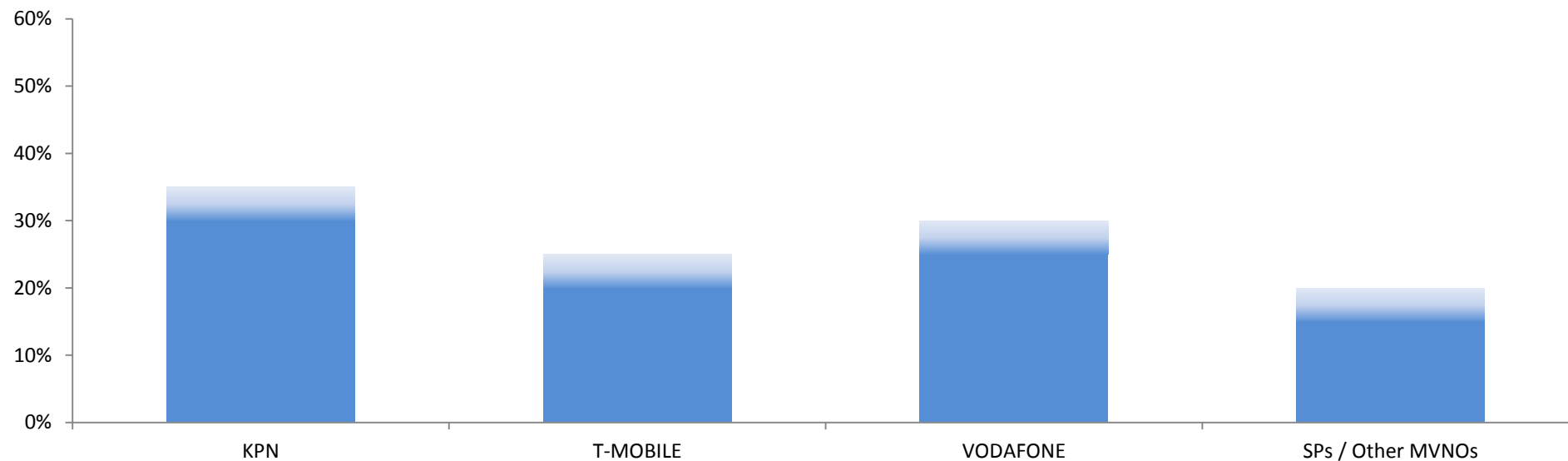
Mobile: Number of retail mobile connections



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_2_1-2-4-5-6-7 and 1_B_5_2-7-8 of the SMM.



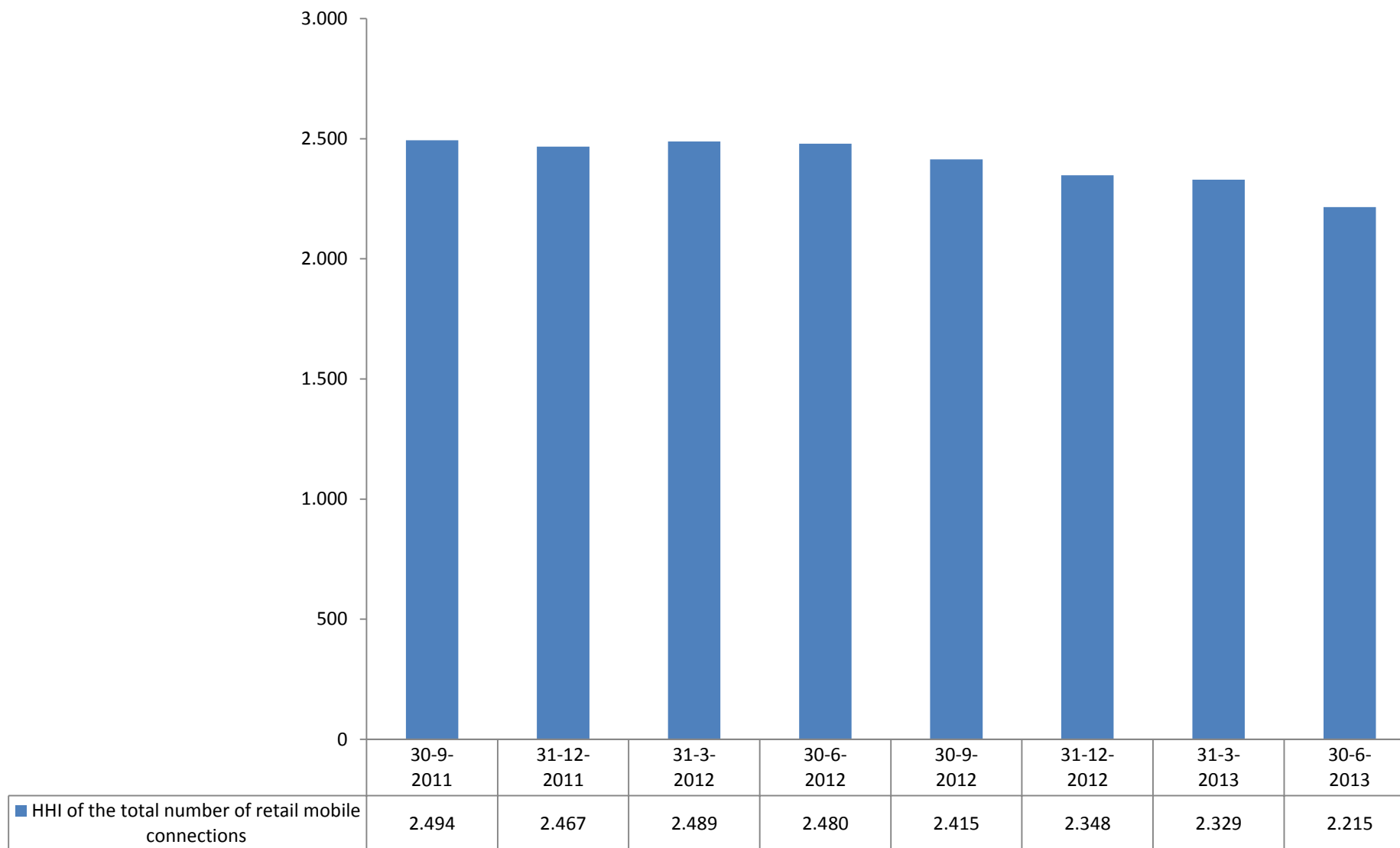
Mobile: Retail market shares based on connections (2013Q2)



	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012	31-3-2013	30-6-2013
KPN	[30-35%]	[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%]	[15-20%]	[15-20%]	[15-20%]	[15-20%]



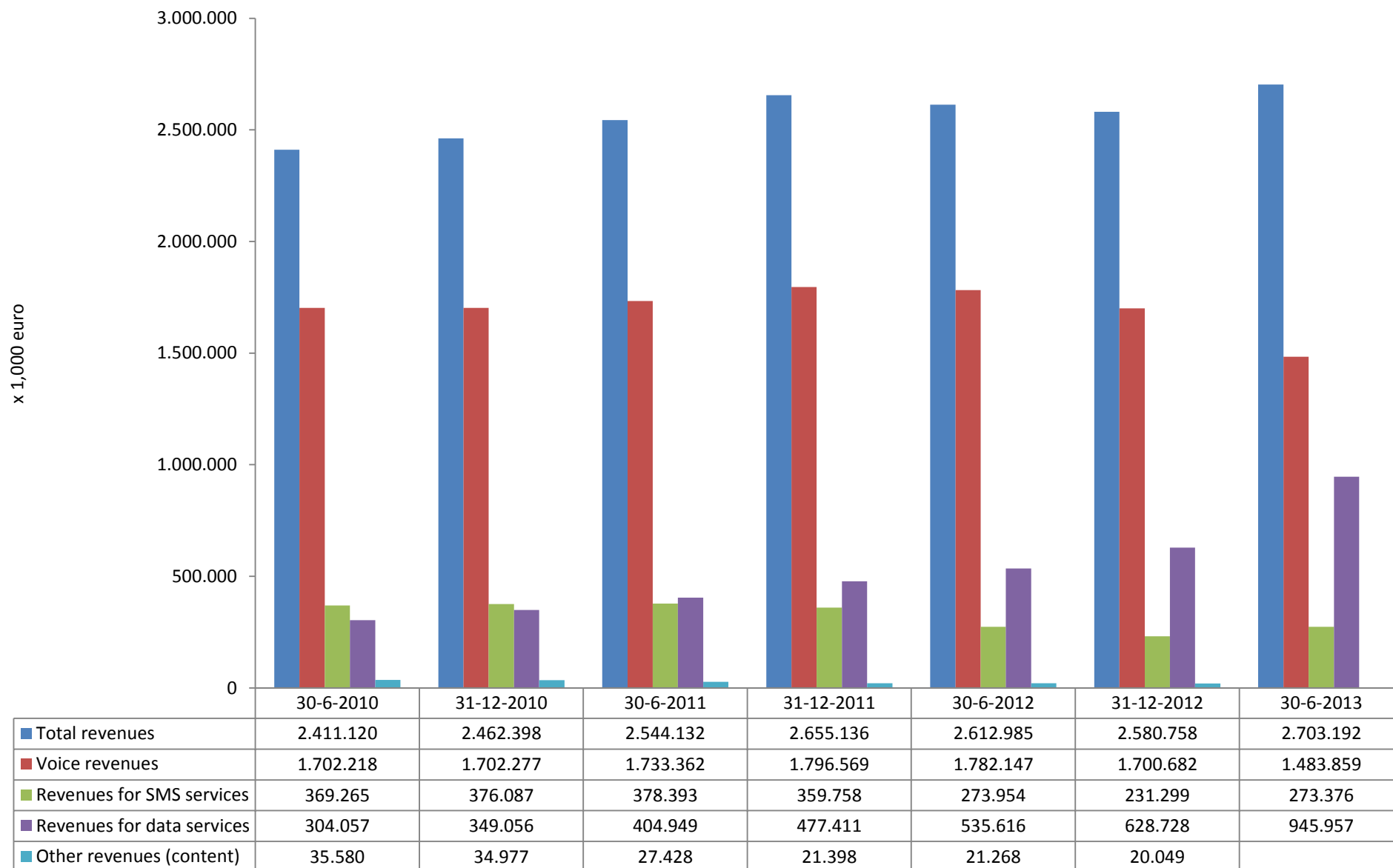
Mobile: Herfindahl-Hirschman Index of retail mobile connections



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_2_1, 1_A_2_2 and 1_B_5_2 of the SMM.



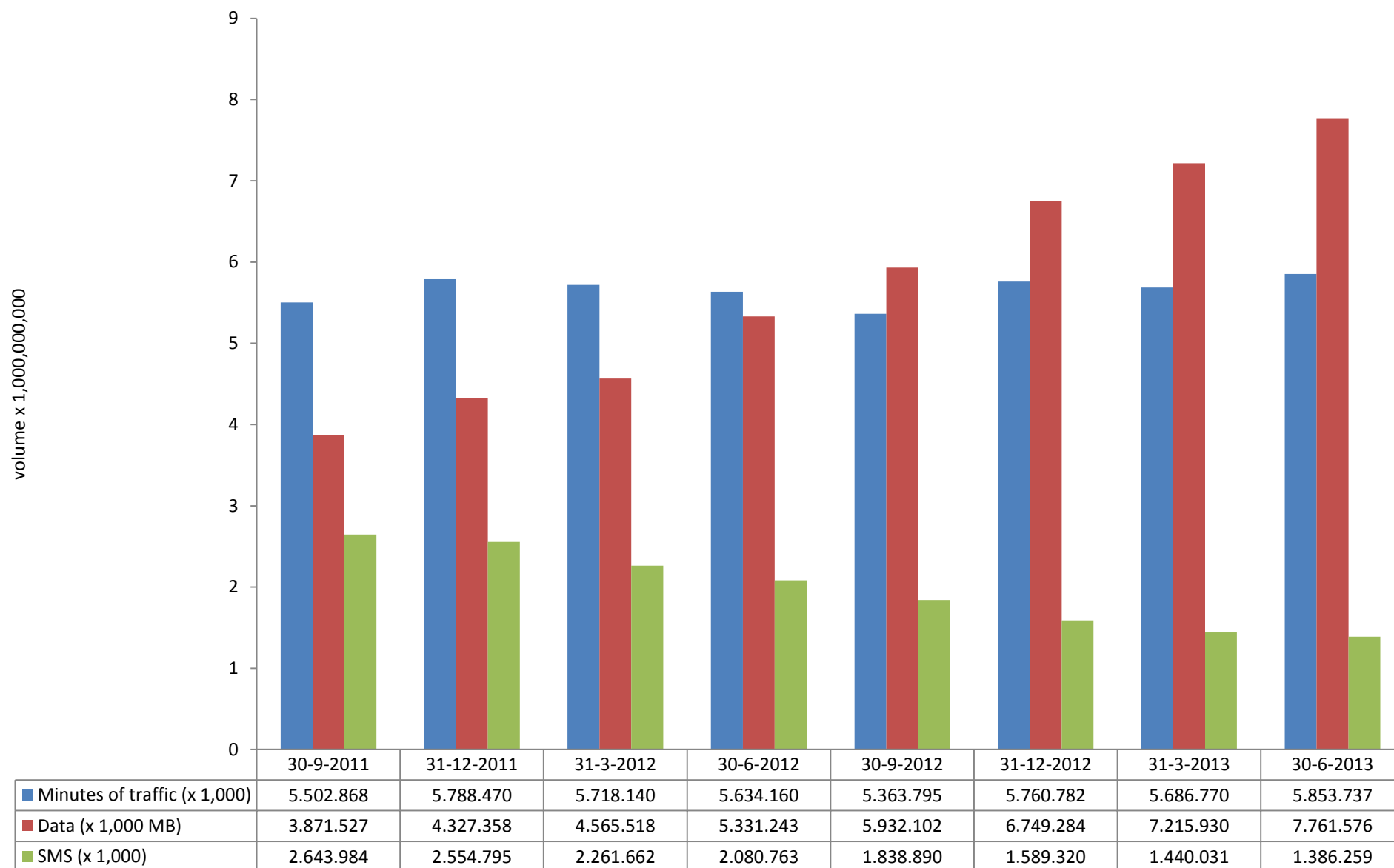
Mobile: Retail revenues per half year



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_1_1 through 1_A_1_7 of the SMM.



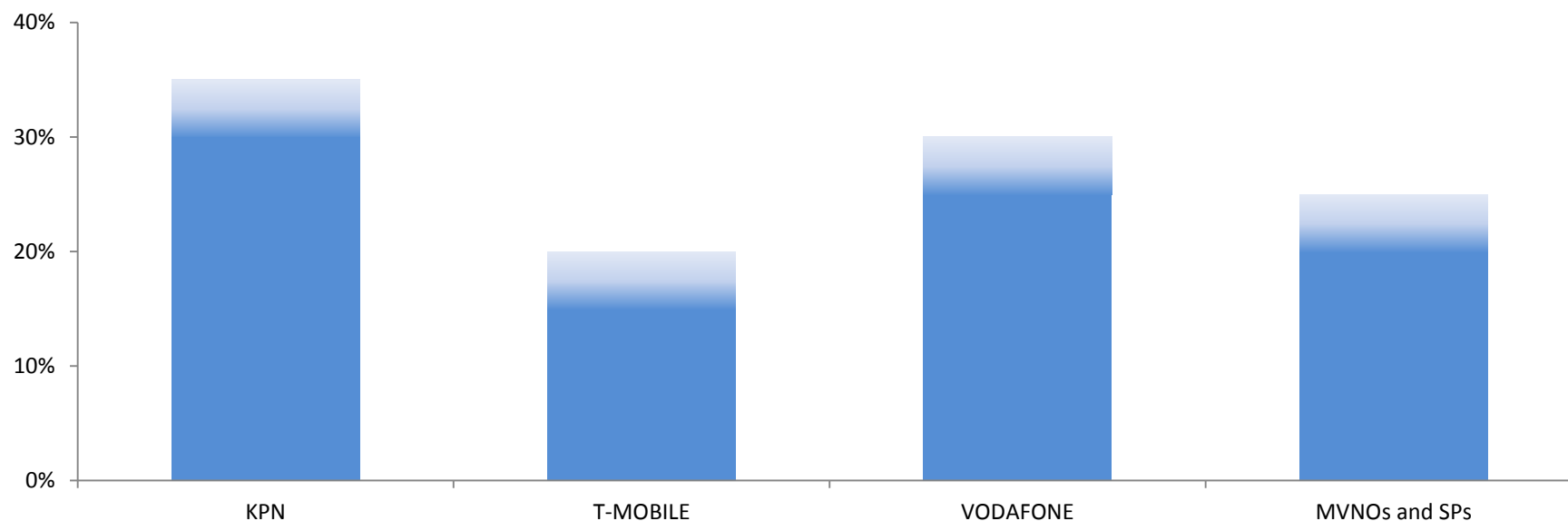
Mobile: Volume retail minutes of traffic, data and sms (MNOs and MVNOs)



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 (2013Q2)

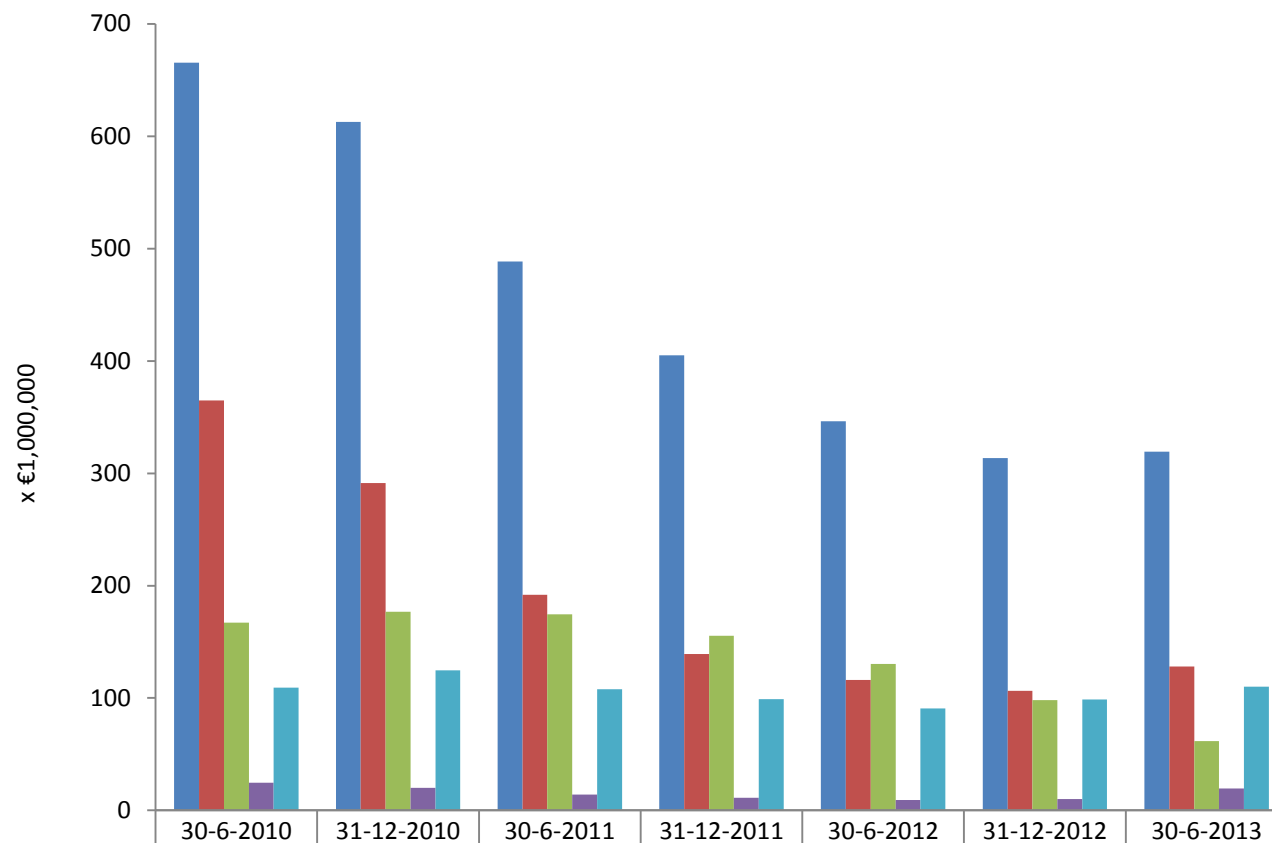


	30-9-2011	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012	31-3-2013	30-6-2013
KPN	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]	[30-35%]
T-MOBILE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[15-20%]	[15-20%]	[15-20%]
VODAFONE	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[25-30%]
MVNOs and SPs	[15-20%]	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]

Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_A_3_2, 1_B_5_4, 1_C_9_1-2-3, 1_D_3_1, 1_B_6_4 and 1_D_4_1-2-3 of the SMM.



Mobile: Wholesale revenues terminating access

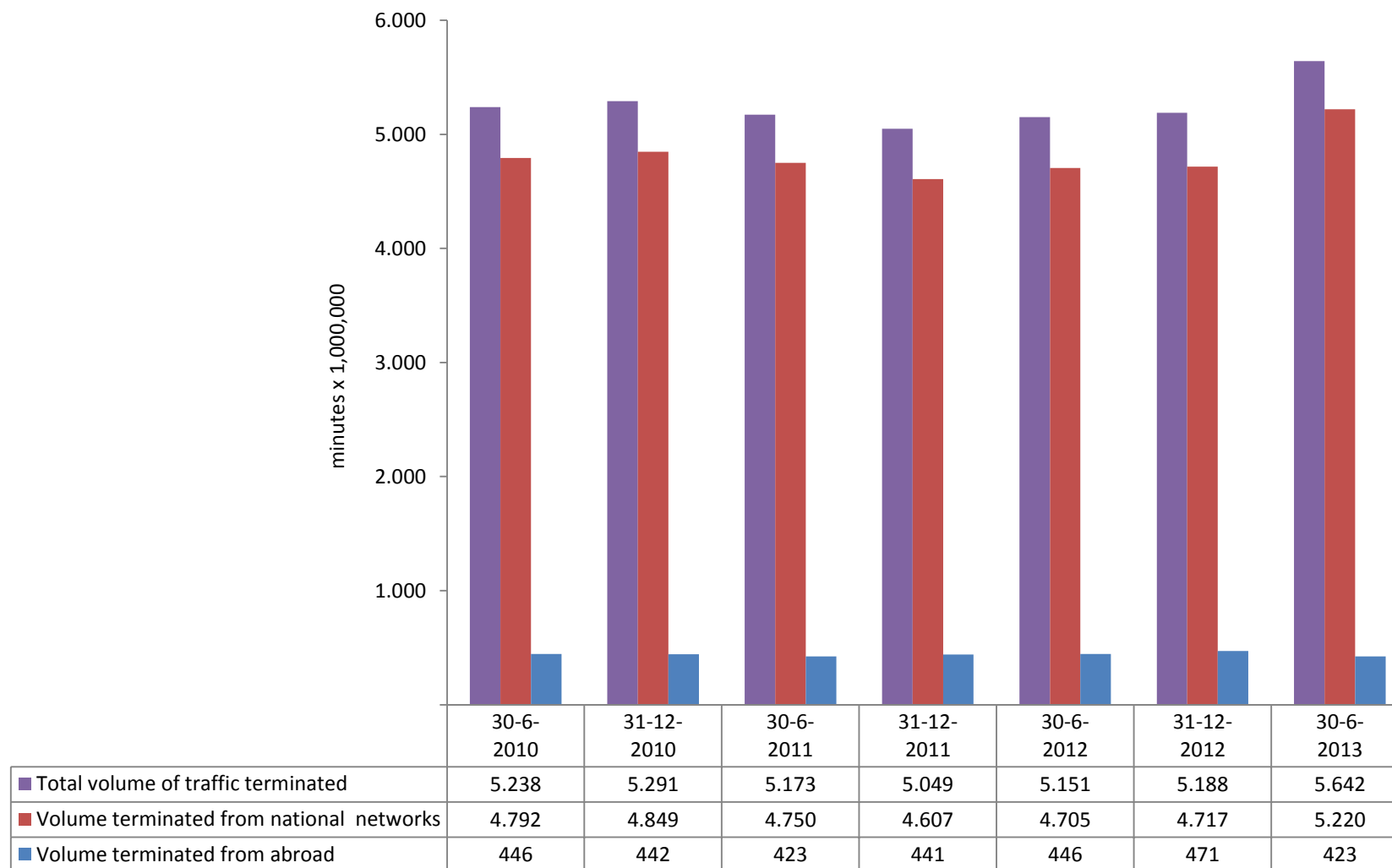


Total wholesale revenues terminating access	666	613	489	405	346	313	319
Terminating revenues for national voice services	365	291	192	139	116	106	128
Terminating revenues for national non-voice services	167	177	175	155	130	98	62
Terminating revenues for international services	25	20	14	11	9	10	19
Revenues of services to SP's / MVNO's	109	125	108	99	91	99	110

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)



Based on figures from KPN, T-MOBILE and VODAFONE. Based on questions 1_C_8_1 through 1_C_8_3 of the SMM.