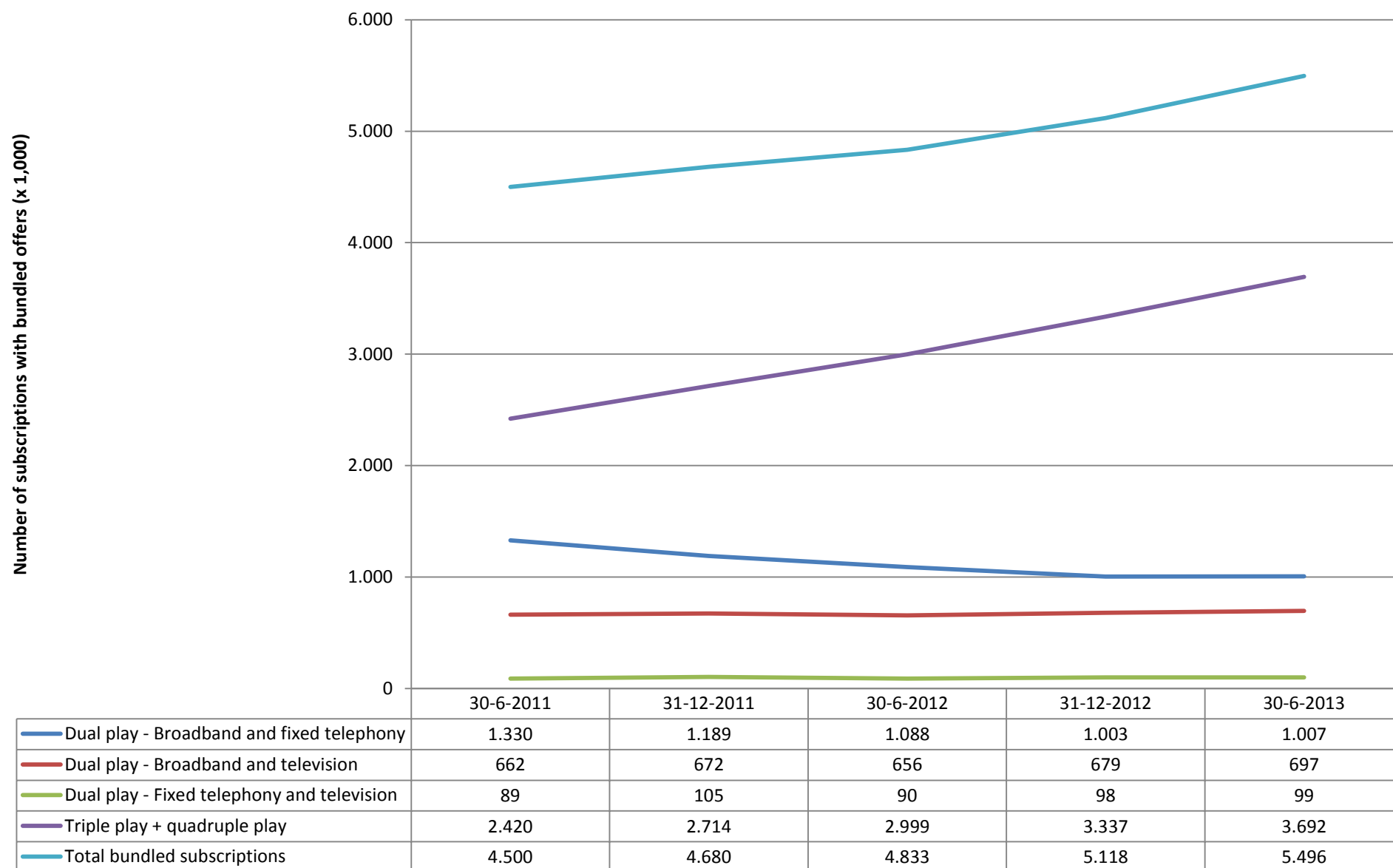




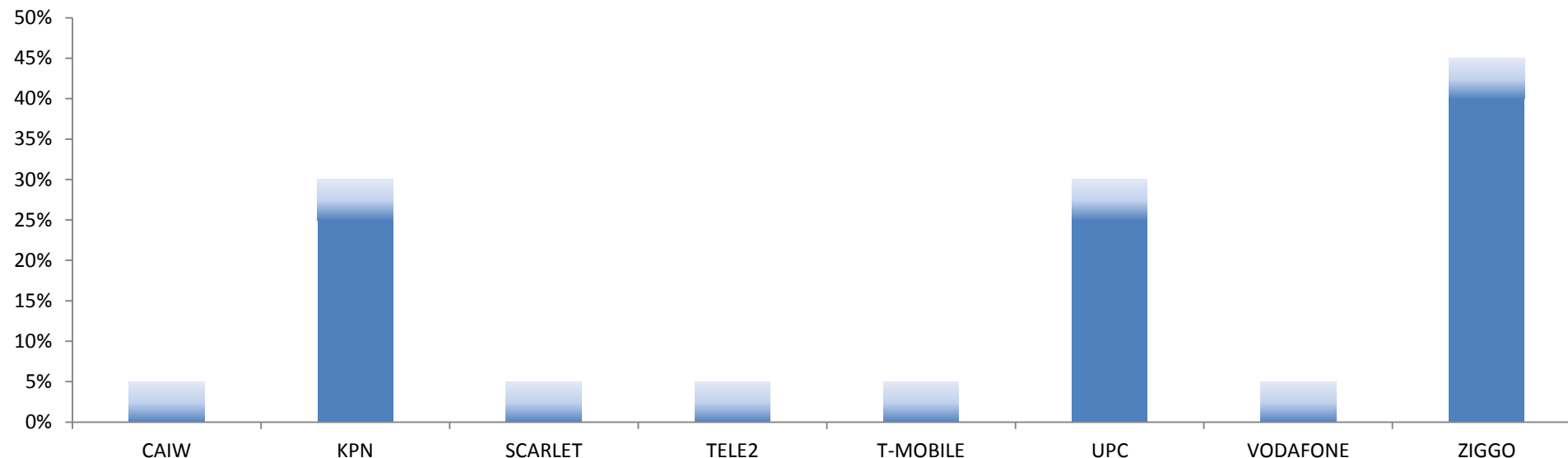
## Multiplay: bundles offers based on multiple services billed together



Based on figures from BBNEED, CAIW, DELTA, KPN, REGGIFIBER, 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 (2013 Q2)

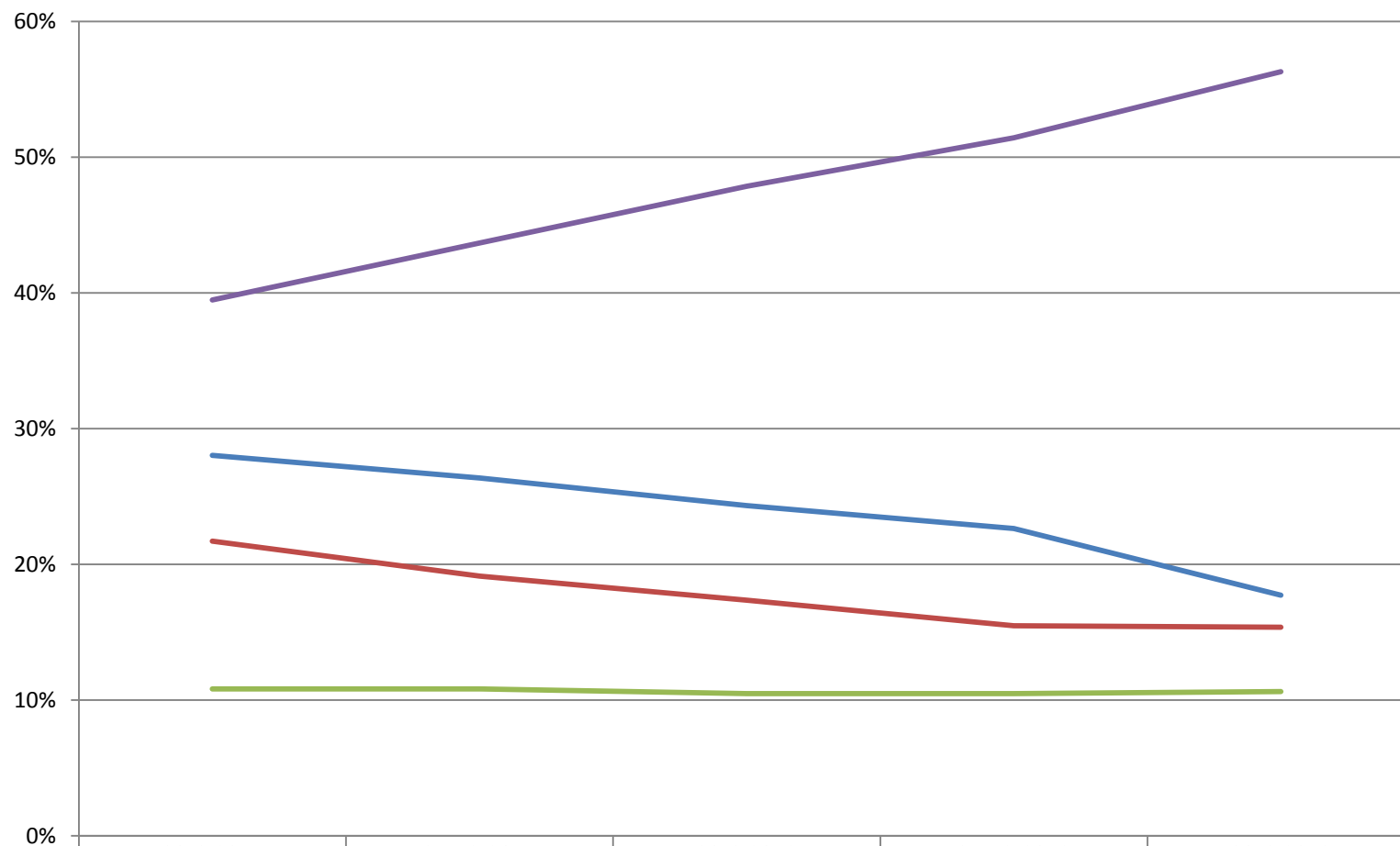


|            | 30-6-2011 | 31-12-2011 | 30-6-2012 | 31-12-2012 | 30-6-2013 |
|------------|-----------|------------|-----------|------------|-----------|
| BBNED      | [0-5%]    | -          | -         | -          | -         |
| CAIW       | [0-5%]    | [0-5%]     | [0-5%]    | [0-5%]     | [0-5%]    |
| KPN        | [10-15%]  | [15-20%]   | [15-20%]  | [20-25%]   | [25-30%]  |
| REGGEFIBER | [0-5%]    | [0-5%]     | -         | -          | -         |
| SCARLET    | [0-5%]    | [0-5%]     | [0-5%]    | [0-5%]     | [0-5%]    |
| TELE2      | [0-5%]    | [0-5%]     | [0-5%]    | [0-5%]     | [0-5%]    |
| T-MOBILE   | [0-5%]    | [0-5%]     | [0-5%]    | [0-5%]     | [0-5%]    |
| UPC        | [30-35%]  | [25-30%]   | [25-30%]  | [25-30%]   | [25-30%]  |
| VODAFONE   | -         | -          | -         | [0-5%]     | [0-5%]    |
| ZIGGO      | [45-50%]  | [45-50%]   | [45-50%]  | [40-45%]   | [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)

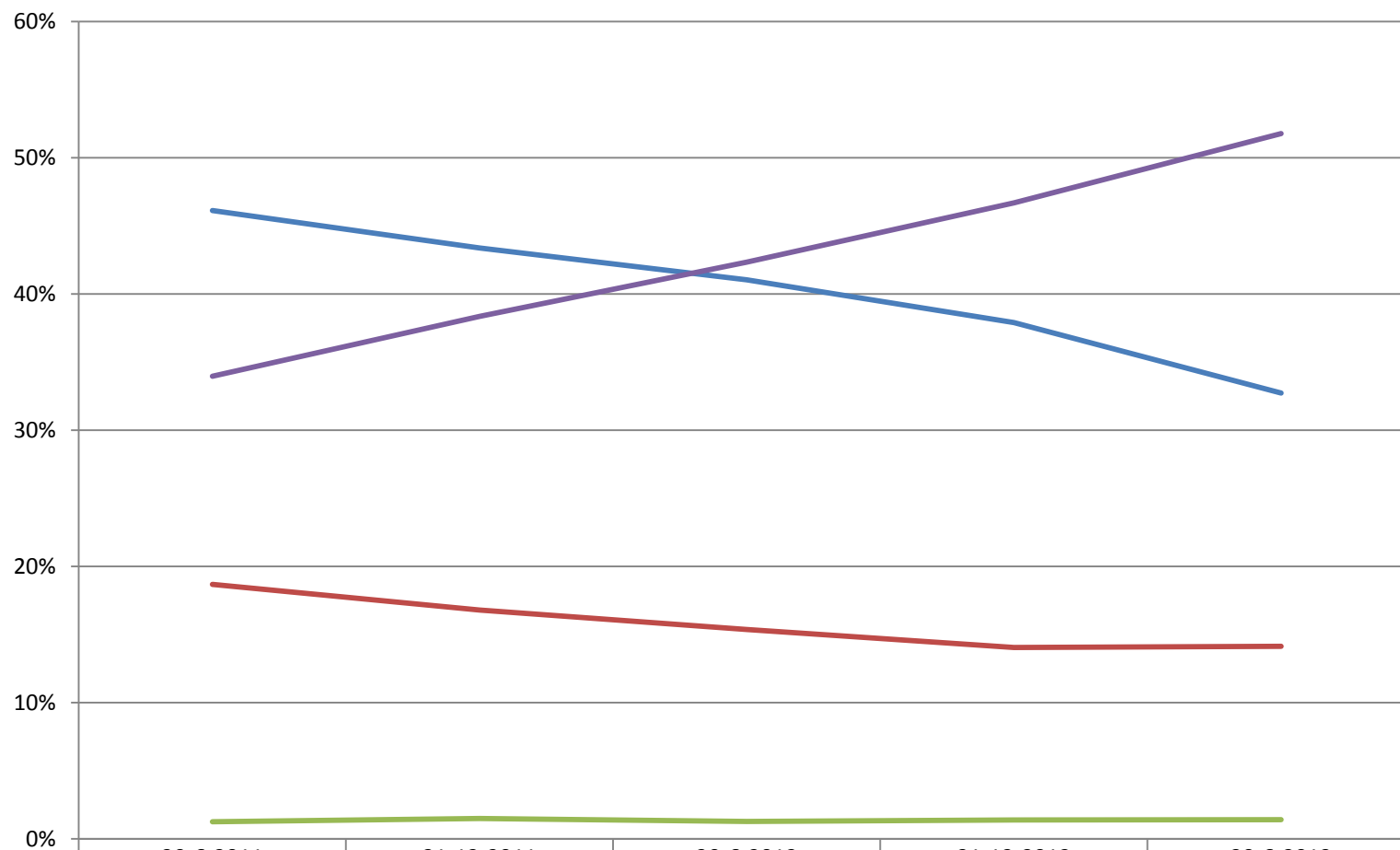


|                                  | 30-6-2011 | 31-12-2011 | 30-6-2012 | 31-12-2012 | 30-6-2013 |
|----------------------------------|-----------|------------|-----------|------------|-----------|
| — Broadband only                 | 28%       | 26%        | 24%       | 23%        | 18%       |
| — Broadband with fixed telephony | 22%       | 19%        | 17%       | 15%        | 15%       |
| — Broadband with television      | 11%       | 11%        | 10%       | 10%        | 11%       |
| — Broadband in triple play       | 39%       | 44%        | 48%       | 51%        | 56%       |

Based on figures from AT T, BBNET, CAIW, DELTA, EUROFIBER, KPN, REGGEFIBER, 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)

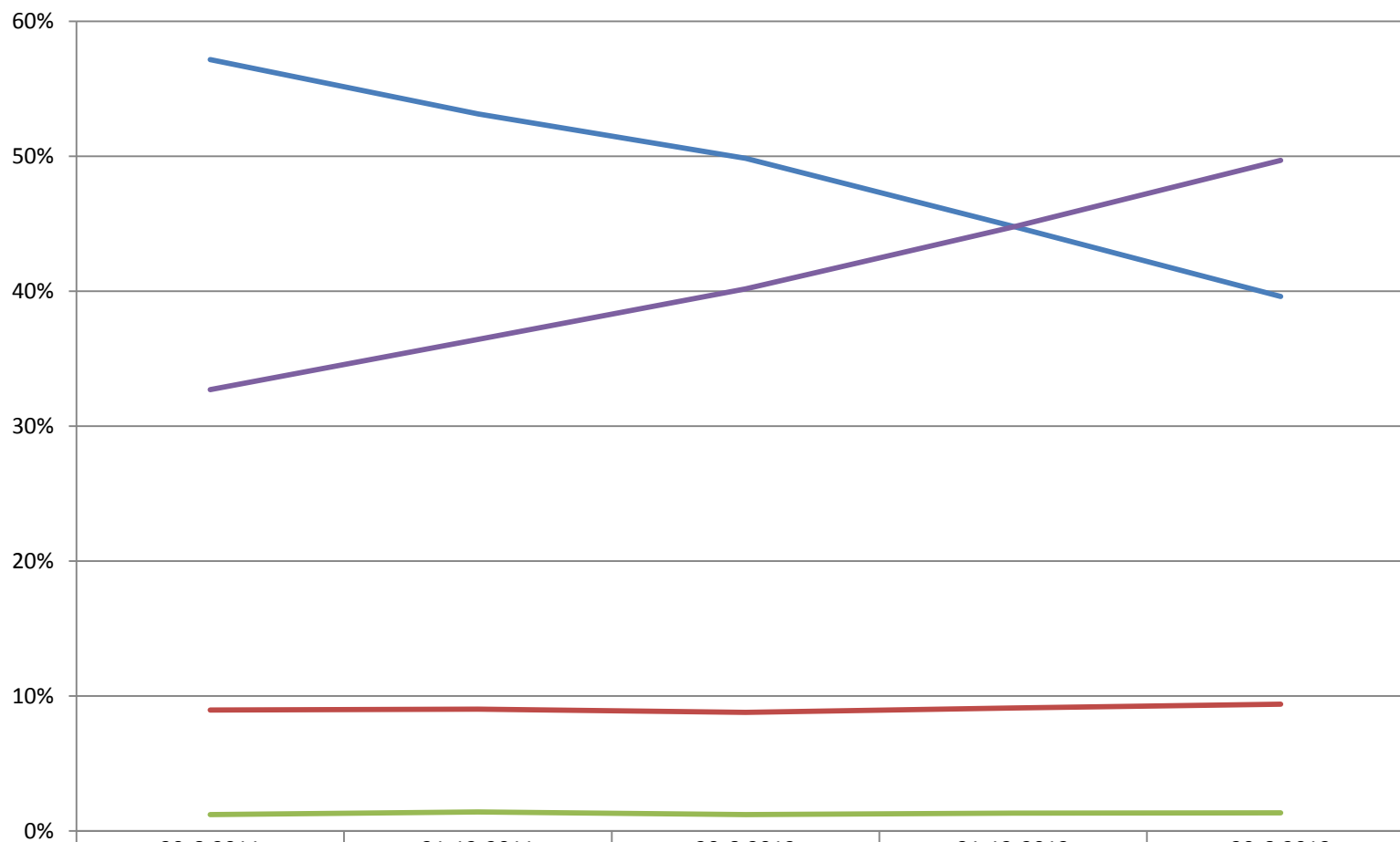


|                                 | 30-6-2011 | 31-12-2011 | 30-6-2012 | 31-12-2012 | 30-6-2013 |
|---------------------------------|-----------|------------|-----------|------------|-----------|
| Fixed telephony only            | 46%       | 43%        | 41%       | 38%        | 33%       |
| Fixed telephony with broadband  | 19%       | 17%        | 15%       | 14%        | 14%       |
| Fixed telephony with television | 1%        | 1%         | 1%        | 1%         | 1%        |
| Fixed telephony in triple play  | 34%       | 38%        | 42%       | 47%        | 52%       |

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 | 30-6-2013 |
|---------------------------------|-----------|------------|-----------|------------|-----------|
| Television only                 | 57%       | 53%        | 50%       | 45%        | 40%       |
| Television with broadband       | 9%        | 9%         | 9%        | 9%         | 9%        |
| Television with fixed telephony | 1%        | 1%         | 1%        | 1%         | 1%        |
| Television in triple play       | 33%       | 36%        | 40%       | 45%        | 50%       |

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.