

OPTA analyst meeting

January 23, 2008



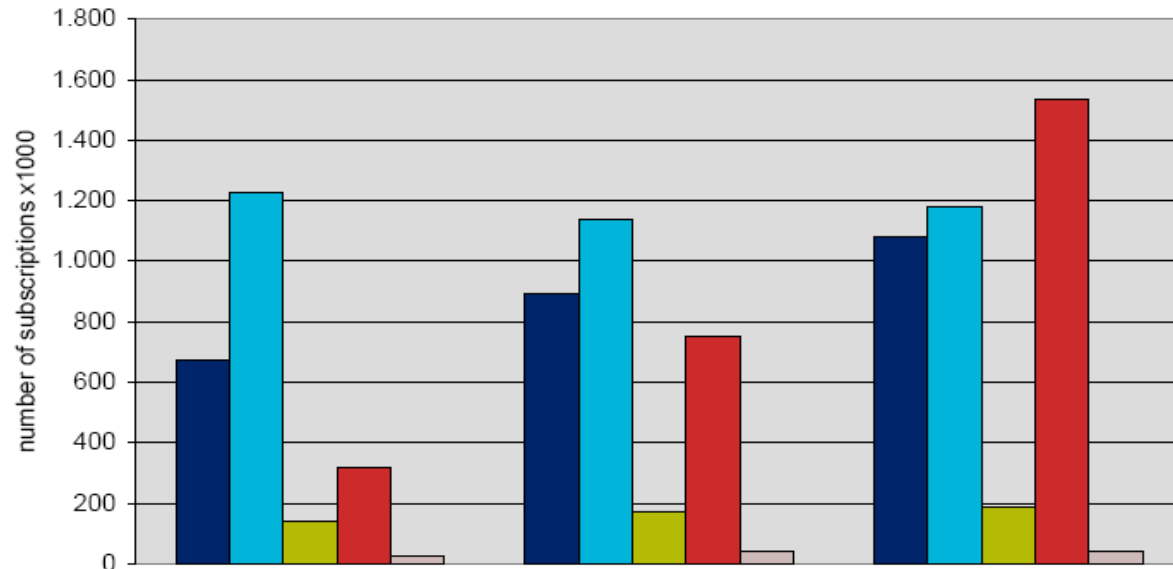
Programme

- **13.00** The main developments on the electronic communications and postal markets, by
 - **Johan Keetelaar and Christa Cramer** (electronic communications)
 - **Symen Formsma** (postal affairs)
- Questions (also through internet)
- **14.00** End of meeting

Market developments

- Convergence
- Bundling
- Recommendation
- Market analyses

Increase in bundles

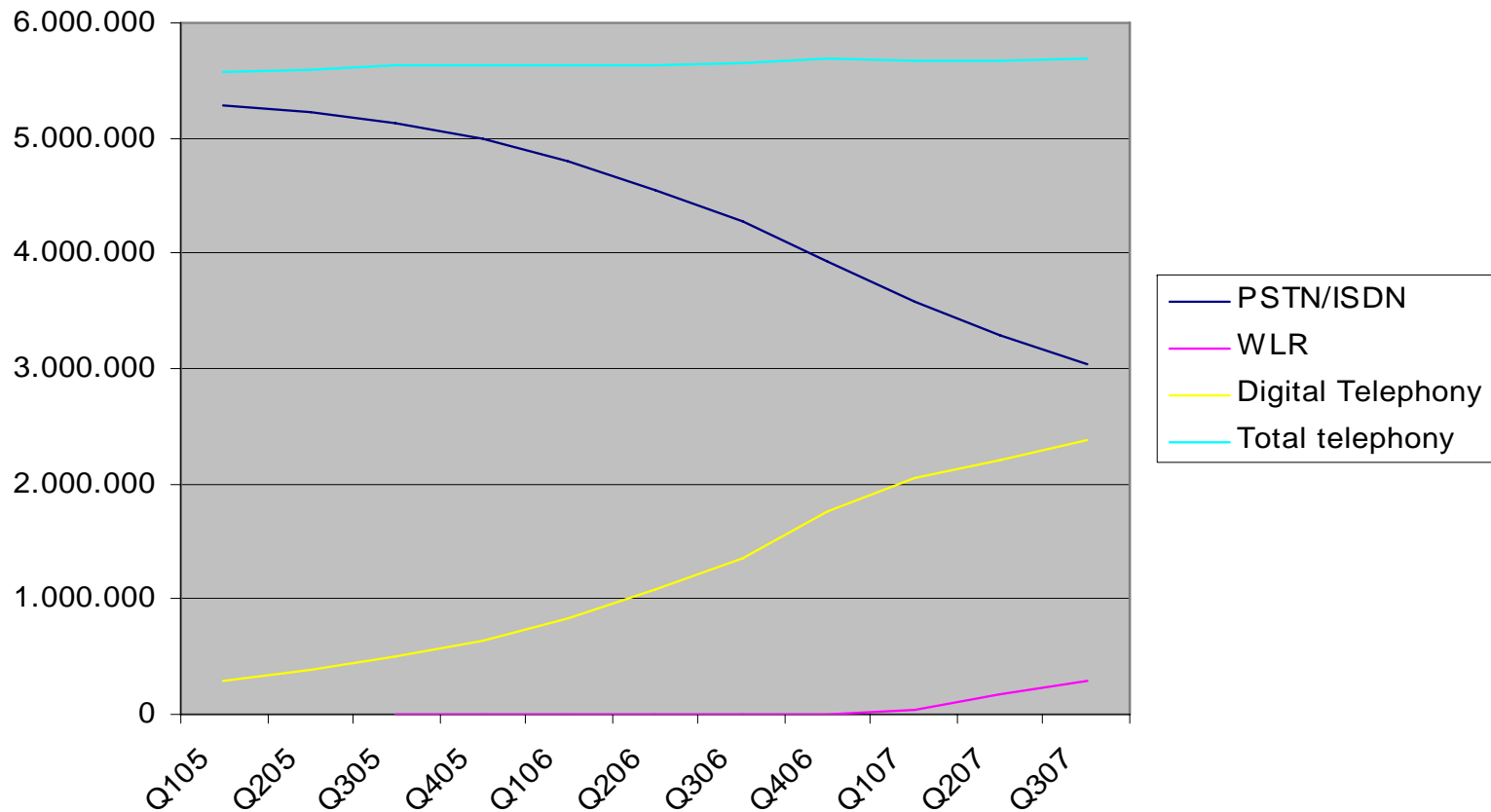


| | 30-06-2006 | 31-12-2006 | 30-06-2007 | Change 07Q2/06Q2 |
|--|------------|------------|------------|------------------|
| ■ Triple Play: Customers with rtv + fixed telephony + broadband from same provider | 673.000 | 891.000 | 1.081.000 | 60,7% |
| ■ Dual Play: Customers with rtv + broadband from same provider | 1.225.000 | 1.138.000 | 1.178.000 | -3,8% |
| ■ Dual Play: Customers with rtv + fixed telephony from same provider | 141.000 | 174.000 | 189.000 | 33,5% |
| ■ Dual Play: Customers with fixed telephony + broadband from same provider | 320.000 | 752.000 | 1.536.000 | 379,9% |
| ■ Quadruple Play: Customers with rtv + fixed and mobile telephony + broadband from same provider | 27.000 | 43.000 | 42.000 | 57,2% |

- Triple play: mostly cable
- Dual play fixed+bb: DSL



Increase digital telephony

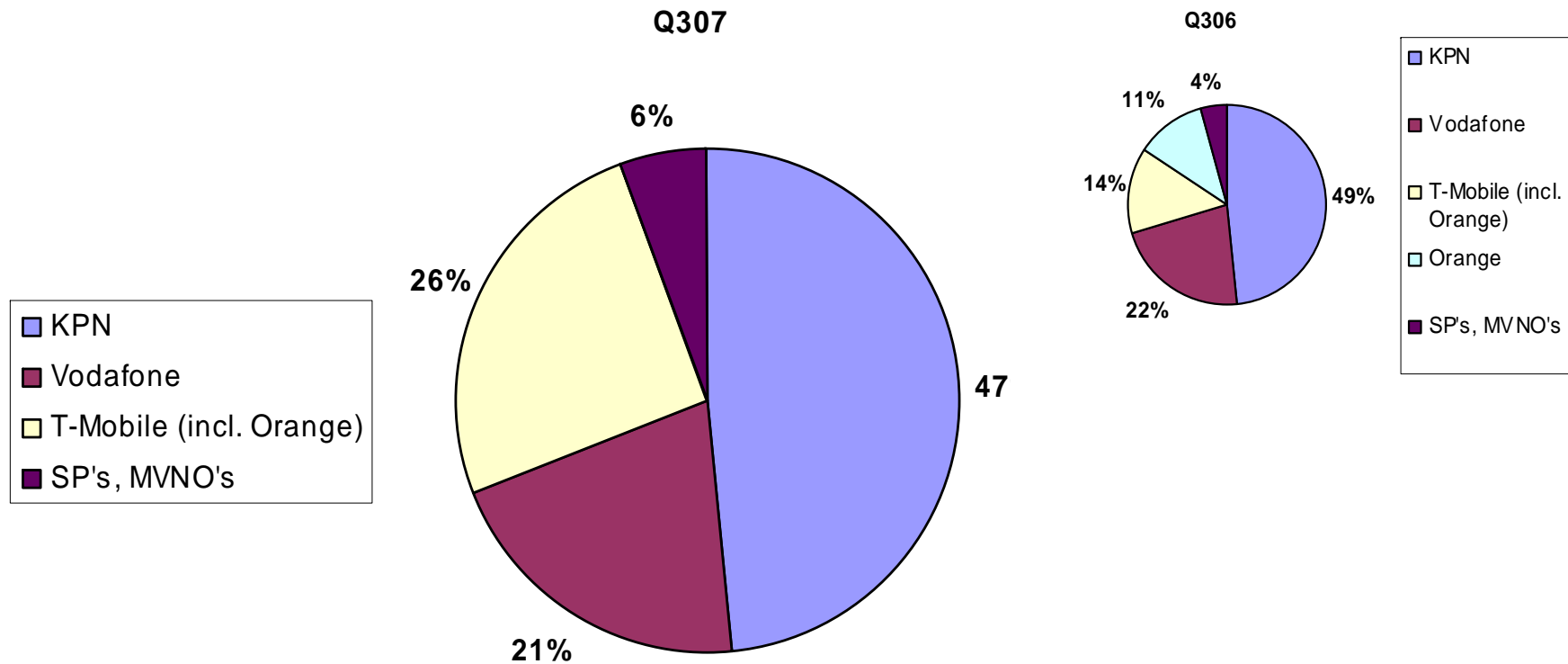


- 42% of consumer telephony now digital
- Over 5% fixed consumer telephony WLR within one year
- 17.7% mobile only households

Q3 2007, *Telecompaper*



Mobile retail market shares

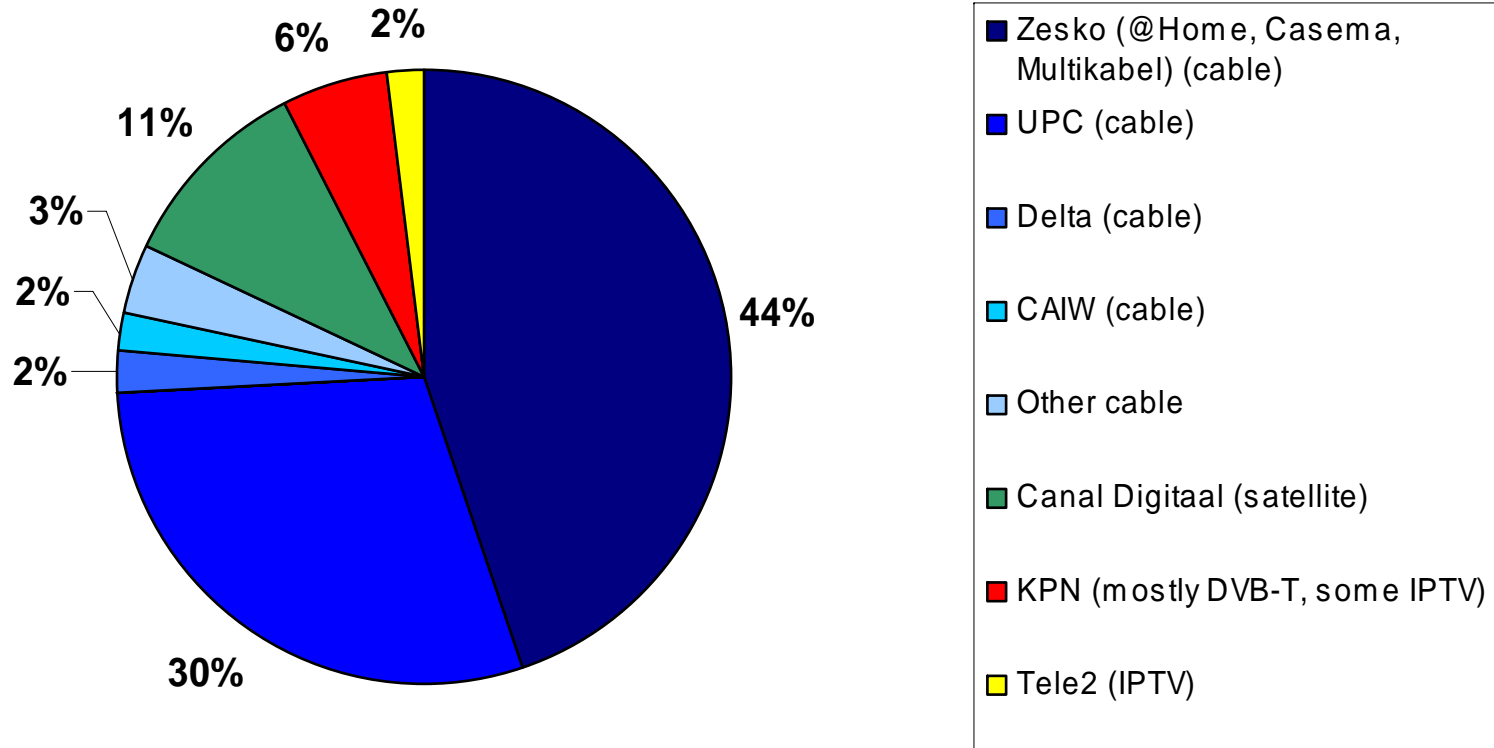


- Merger T-Mobile/Orange
- Growth of service providers
- Postpaid 47%, up from 44% Q306
- Over 18.9 mln customers

Q3 2007, *Telecompaper*



Broadcast retail market shares

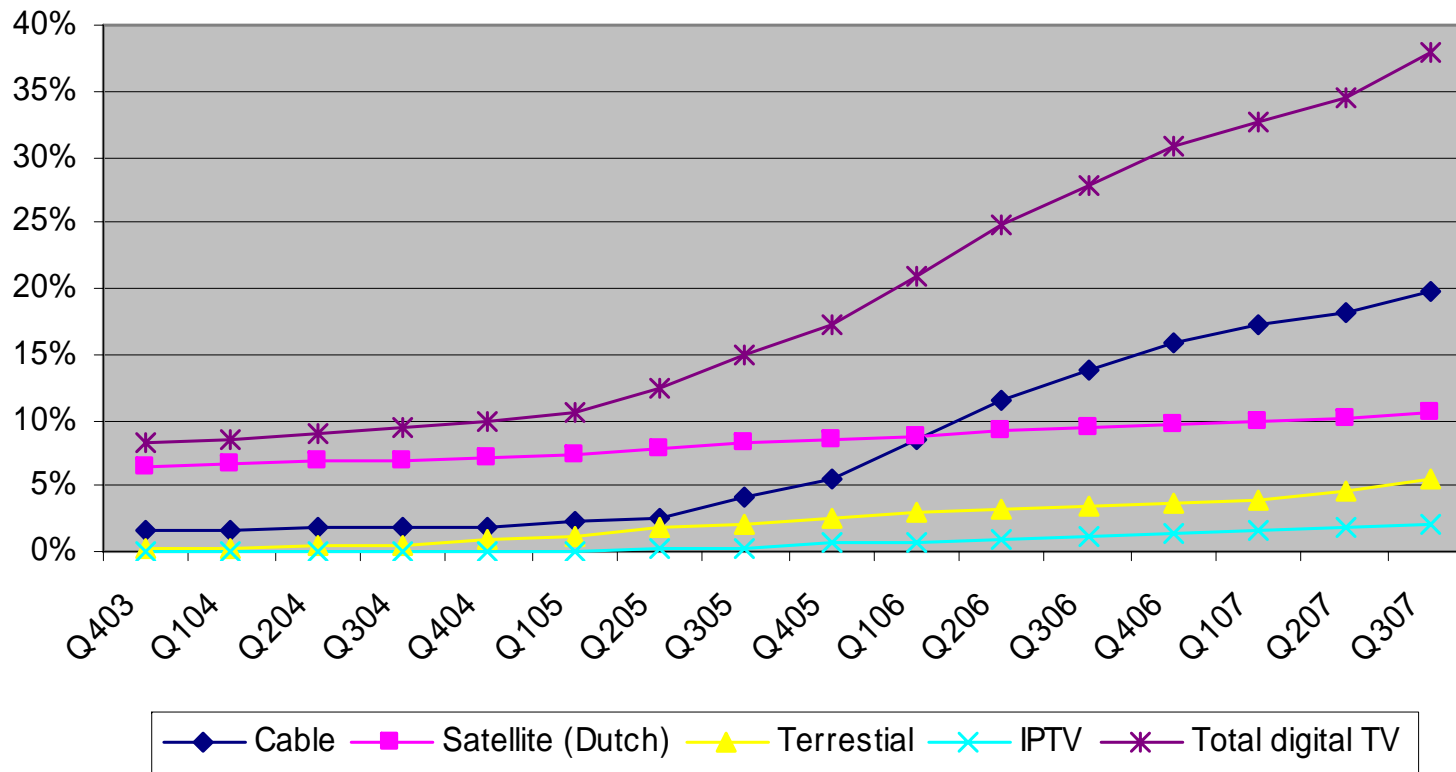


- 81% cable, compared to 87% in Q306

Q3 2007, *Telecompaper*



Steady growth of digital TV

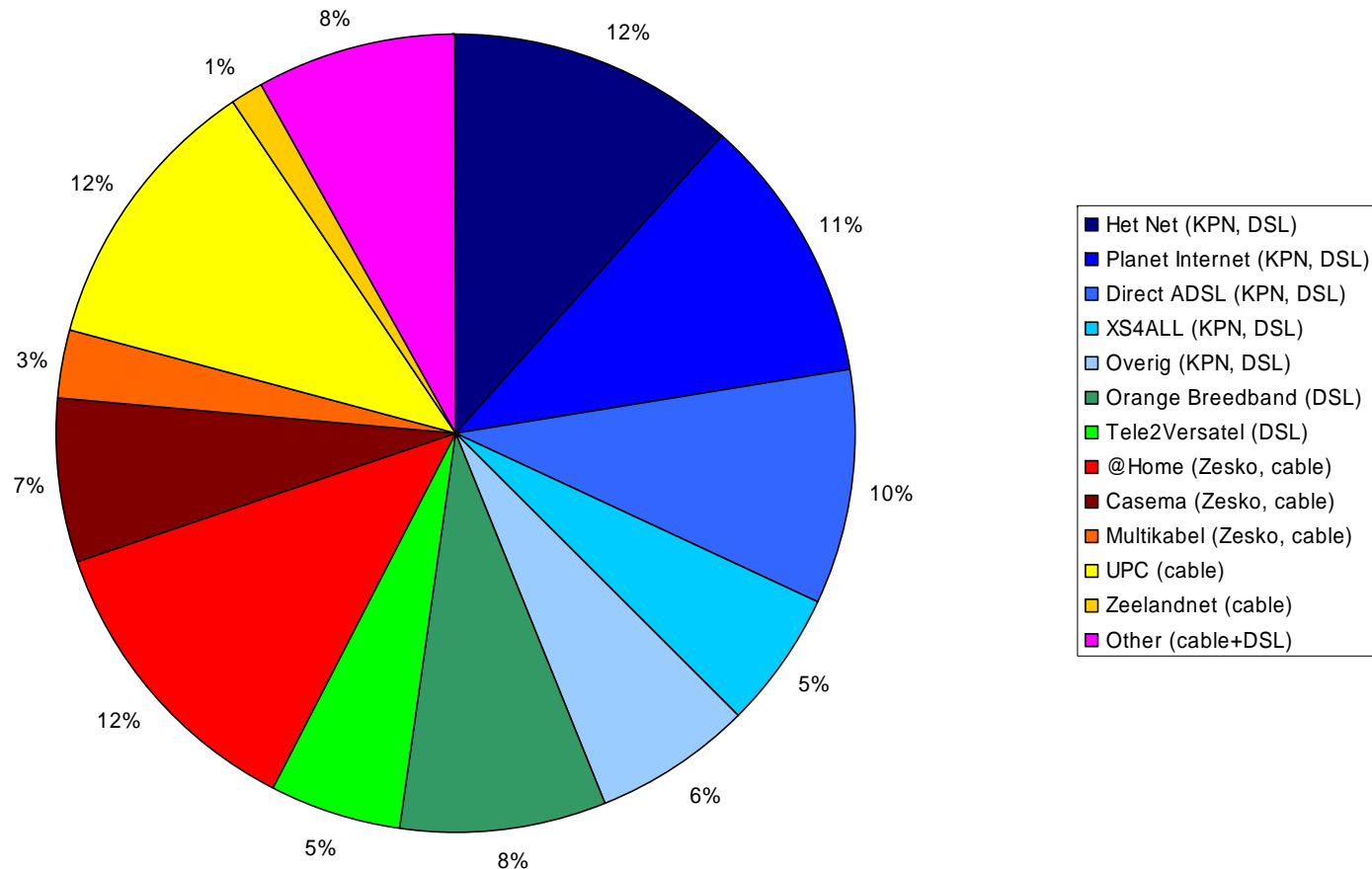


Q3 2007, *Telecompaper*

- From 29% Q306 to 38% Q307 (of all RTV subscriptions)
- Digital cable includes analogue signal
- Increased uptake of terrestrial



Broadband retail market shares

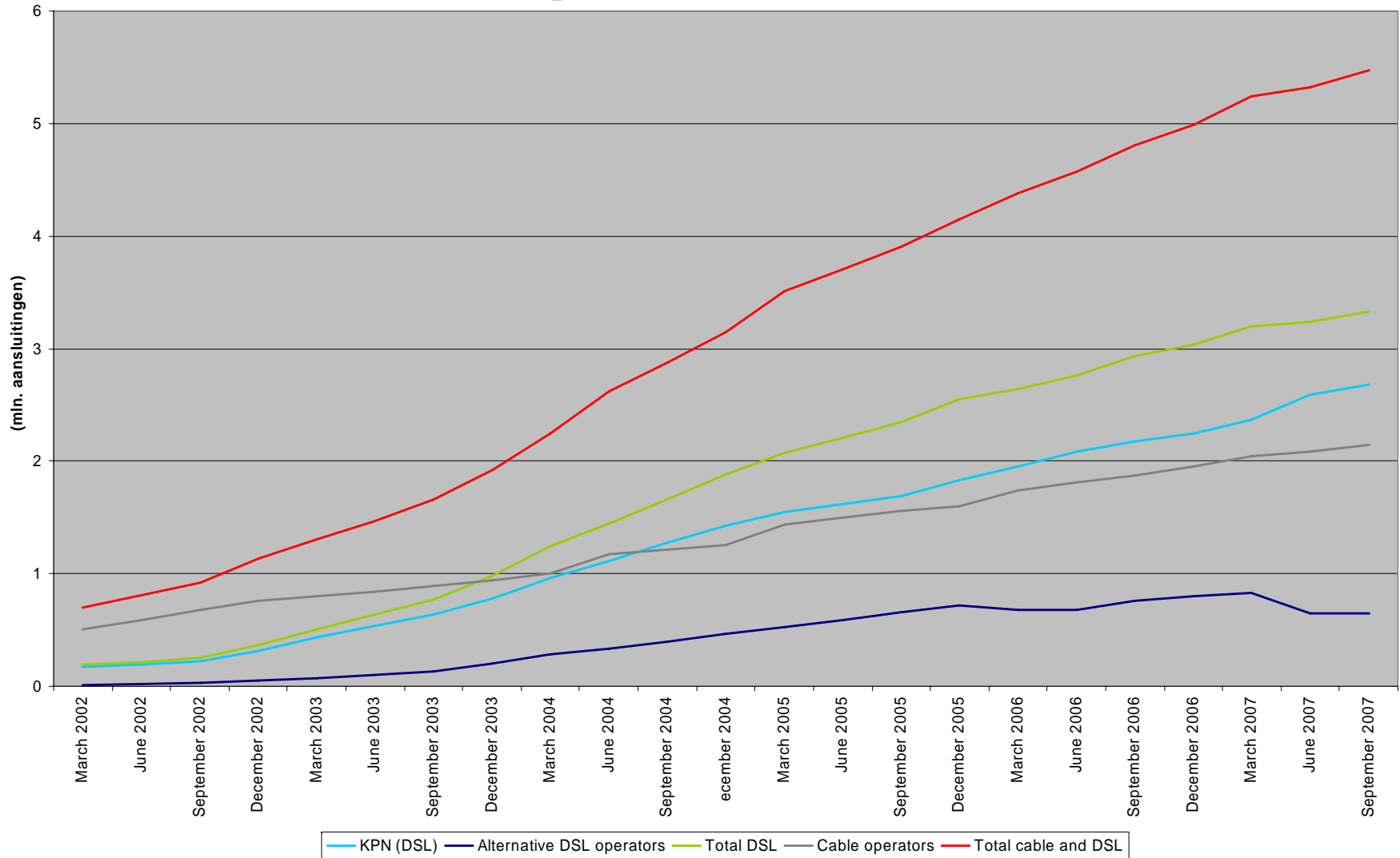


Q3 2007, *Telecompaper*

- KPN (incl. Tiscali) 44% in Q307, compared to 40% in Q306



Broadband development



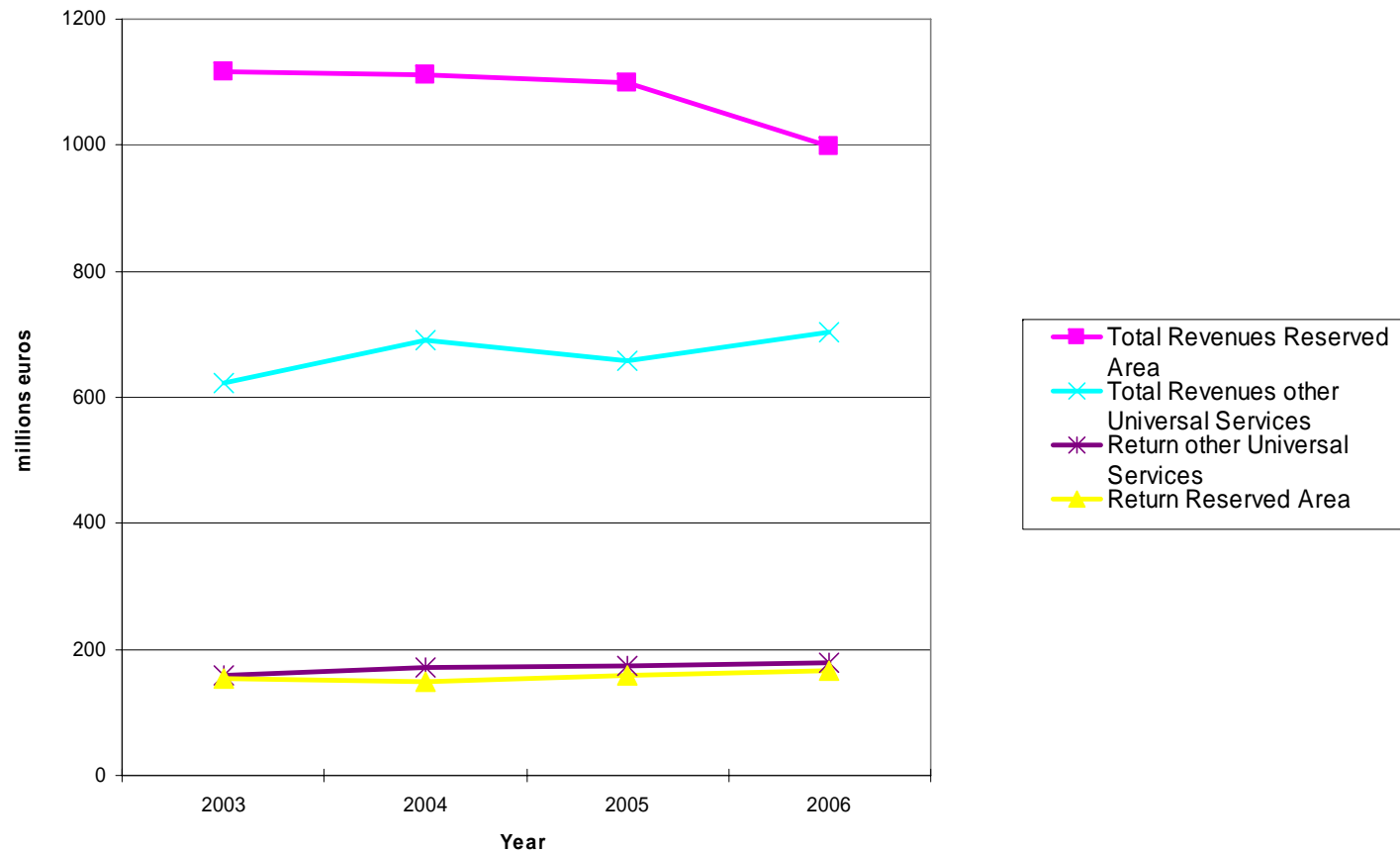
Developments all-IP

- Negotiated solution: KPN has now reached agreement on principles (MoUs) with the four largest LLU operators (bbned, Orange, Tele2, Easynet), Solcon and Plex; 3 others no result (yet)
- KPN translates the agreements in a non-discriminatory public offer
 - 1st version: 1 October 2007, 2nd this month

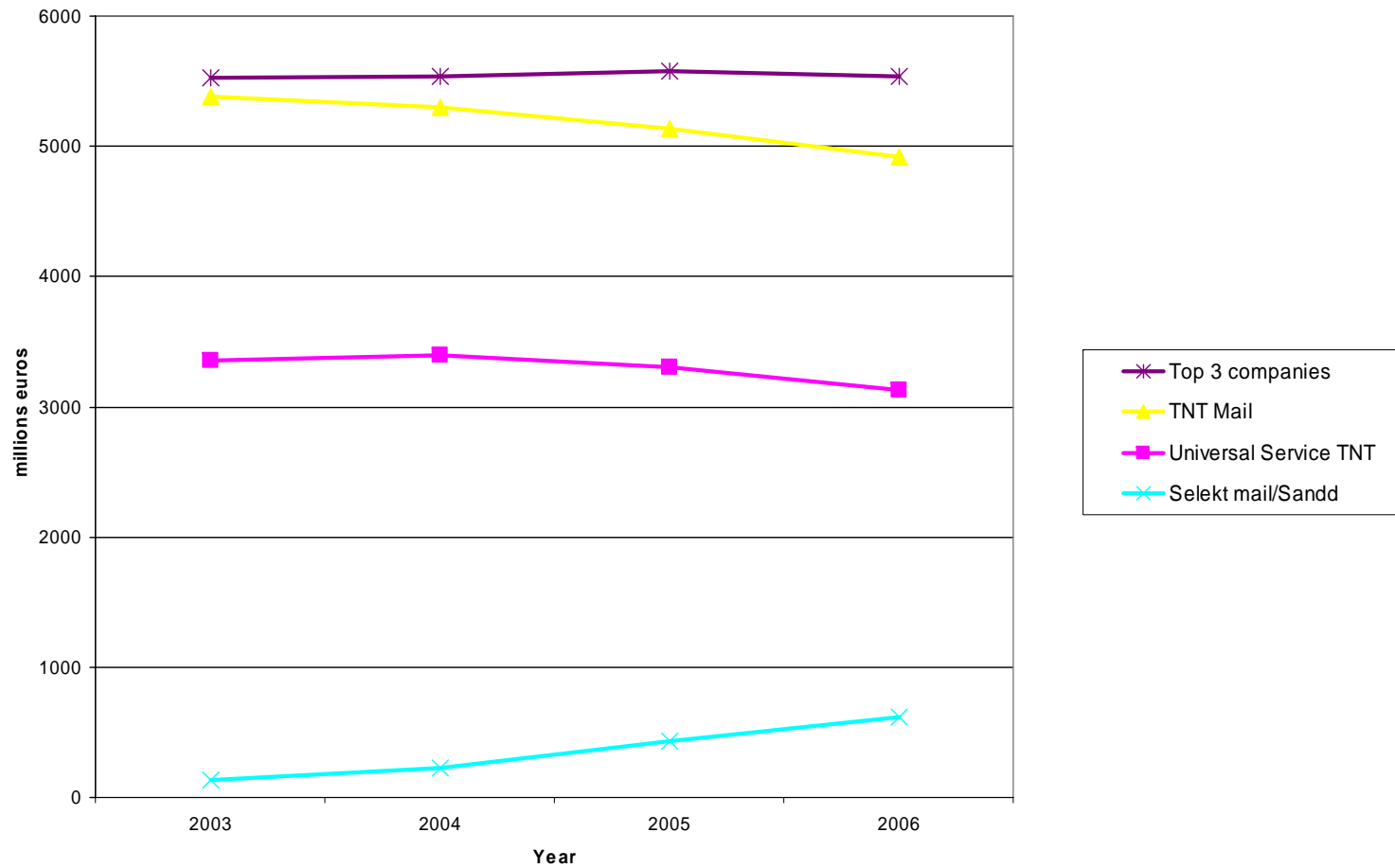
Postal market

- New Postal Act postponed
- New date wil depend on
 - state of affairs in Germany
 - conditions of employment for postal workers in The Netherlands
- OPTA in favor of immediate liberalisation

Revenues and returns TNT (reserved and universal service)



Volume addressed mail



Questions for OPTA experts

Johan Keetelaar and Christa Cramer
(electronic communications)

Symen Formsma (postal affairs)

Representatives of the financial world should note that OPTA has the legal duty to protect company confidential data.



End of meeting

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