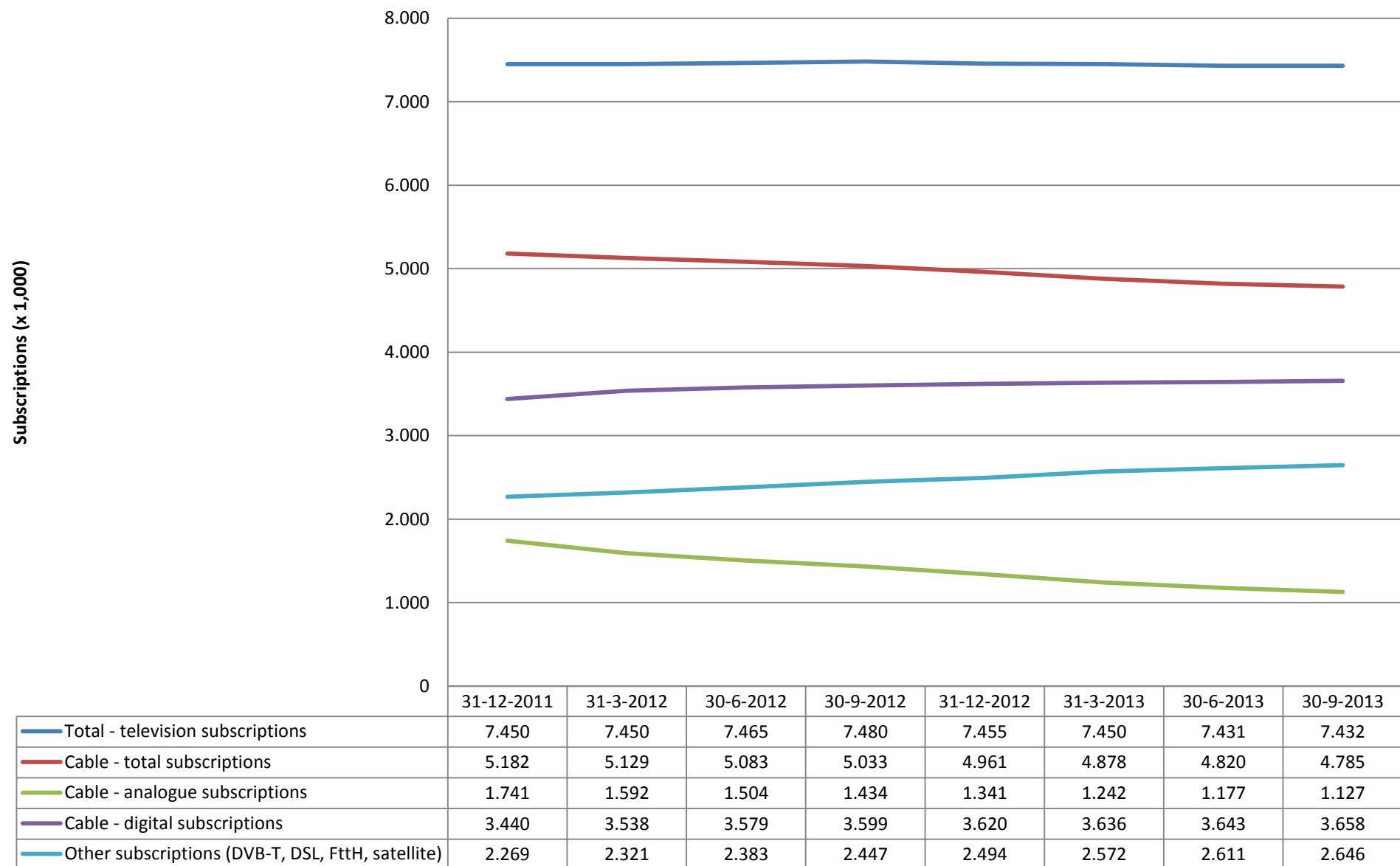




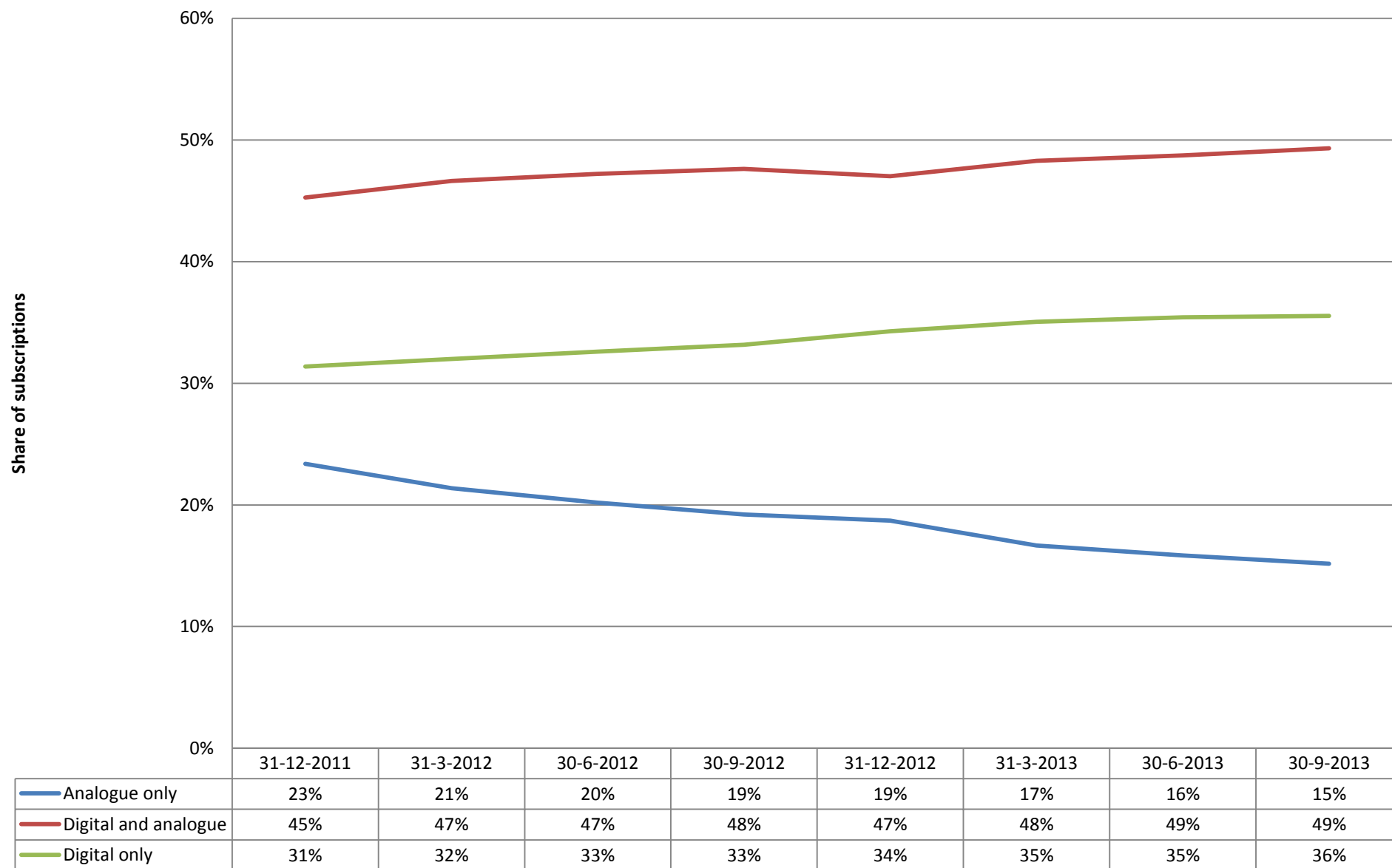
Television: subscriptions (standard package, national level)



Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 5_A_1_*_ of the SMM.



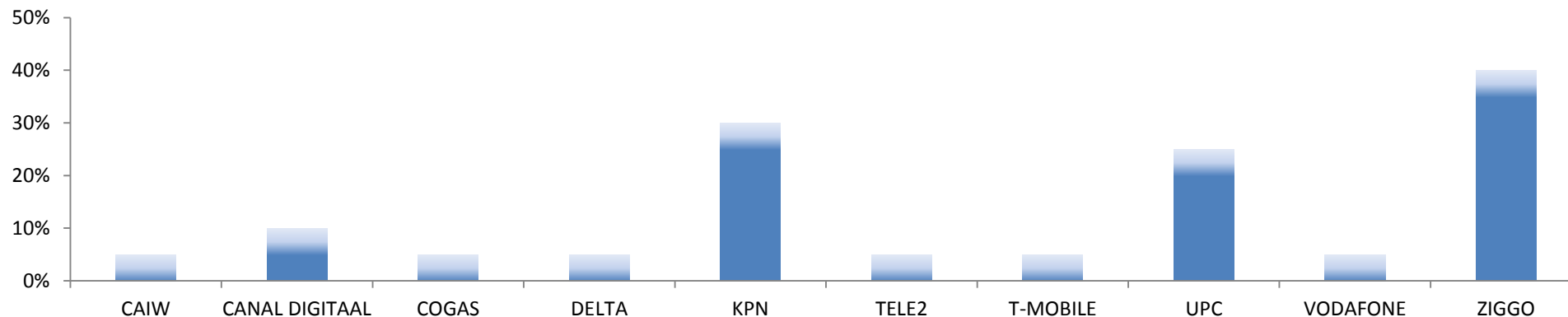
Television: digitization of subscriptions



Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 5_A_1_*_ of the SMM.



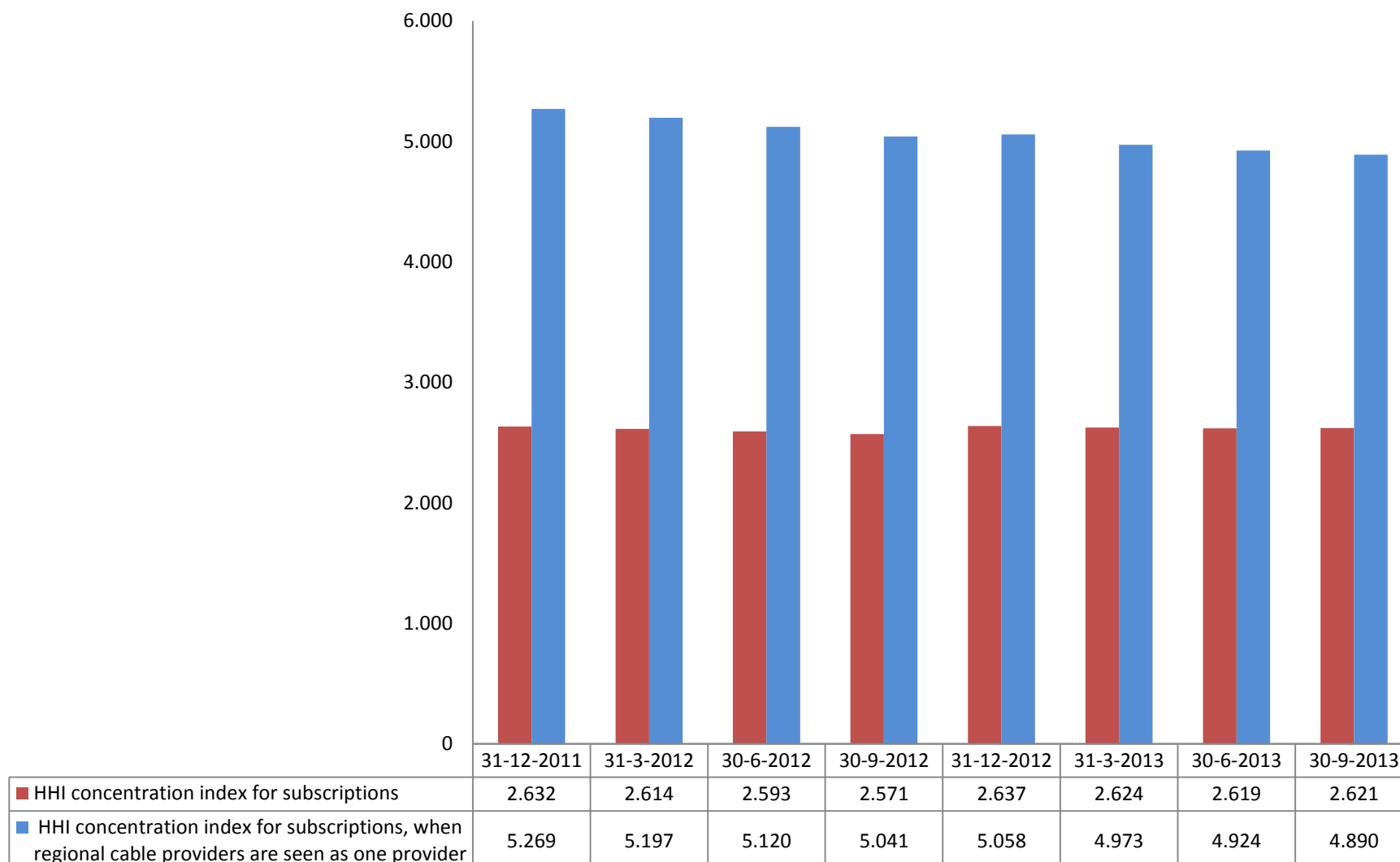
Television: Market shares based on subscriptions (national level, 2013Q3)



	31-12-2011	31-3-2012	30-6-2012	30-9-2012	31-12-2012	31-3-2013	30-6-2013	30-9-2013
CAIW	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
CANAL DIGITAAL	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]	[5-10%]
COGAS	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
DELTA	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
KPN	[15-20%]	[15-20%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[25-30%]	[25-30%]
Overig/Other	-	-	[0-5%]	[0-5%]	-	-	-	-
REGGEFIBER	[0-5%]	[0-5%]	-	-	-	-	-	-
TELE2	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
T-MOBILE	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
UPC	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]	[20-25%]
VODAFONE	-	-	-	[0-5%]	[0-5%]	[0-5%]	[0-5%]	[0-5%]
ZIGGO	[40-45%]	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[35-40%]	[35-40%]



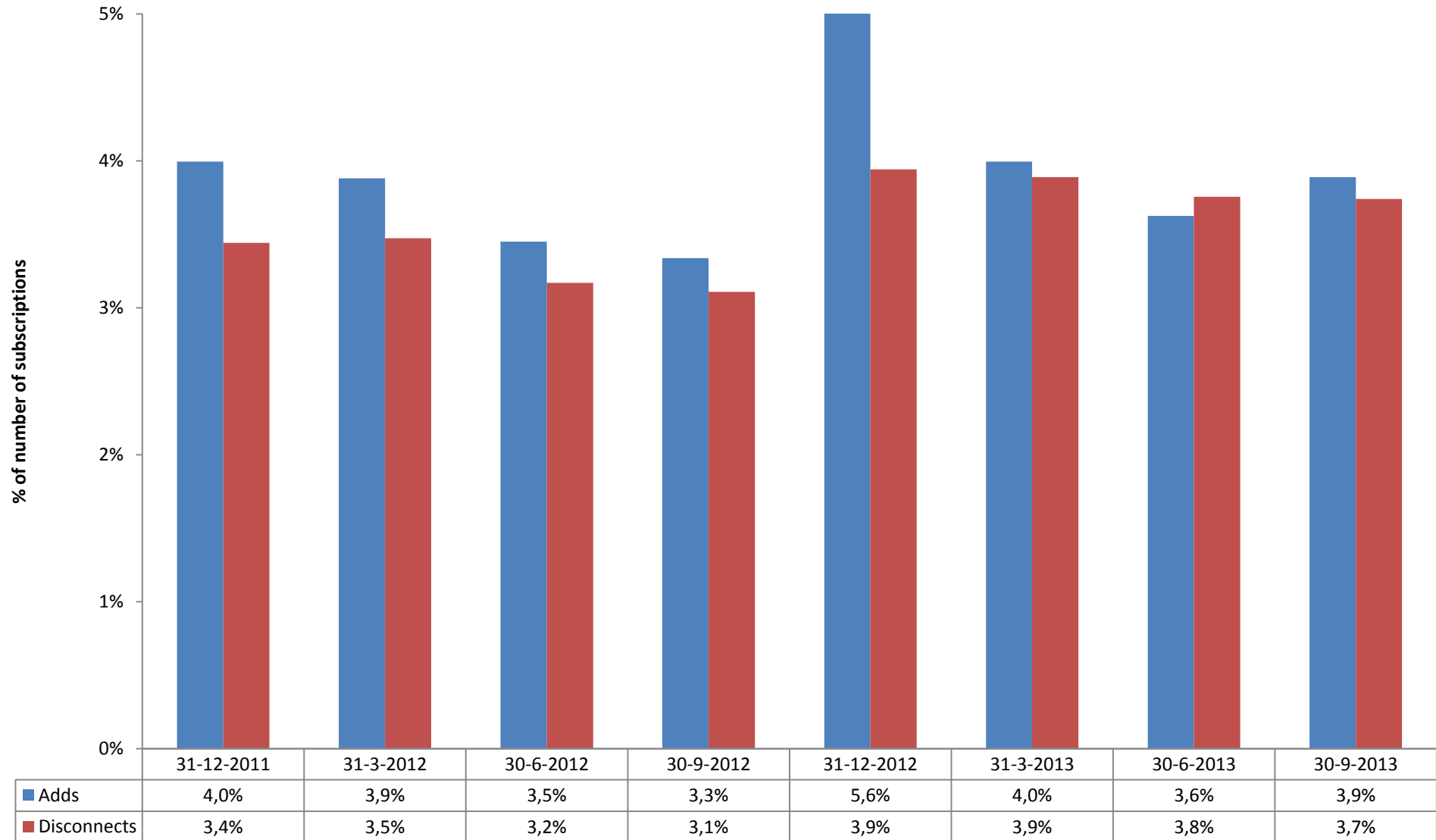
Television: Herfindahl-Hirschman Index based on RTV subscriptions (national)



Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 5_A_1_** of the SMM.



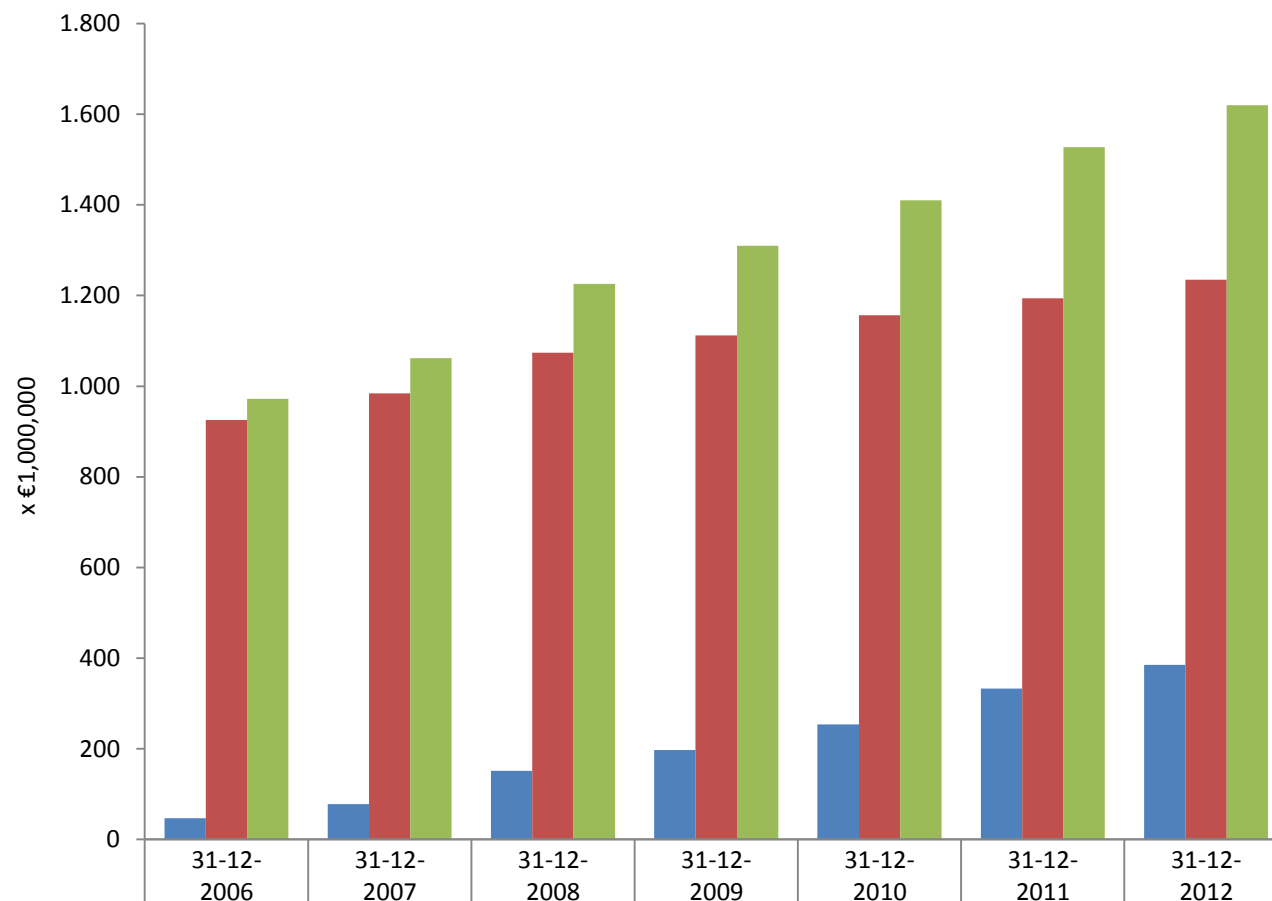
Television: Churn based on radio & TV subscriptions (standard package, national level)



Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, TELE2, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 5_A_1_*, 5_A_5_1 till 5_A_5_16 without 5_A_5_3, -4, -11, -12 of the SMM.



Television: Annual retail revenues RTV subscriptions

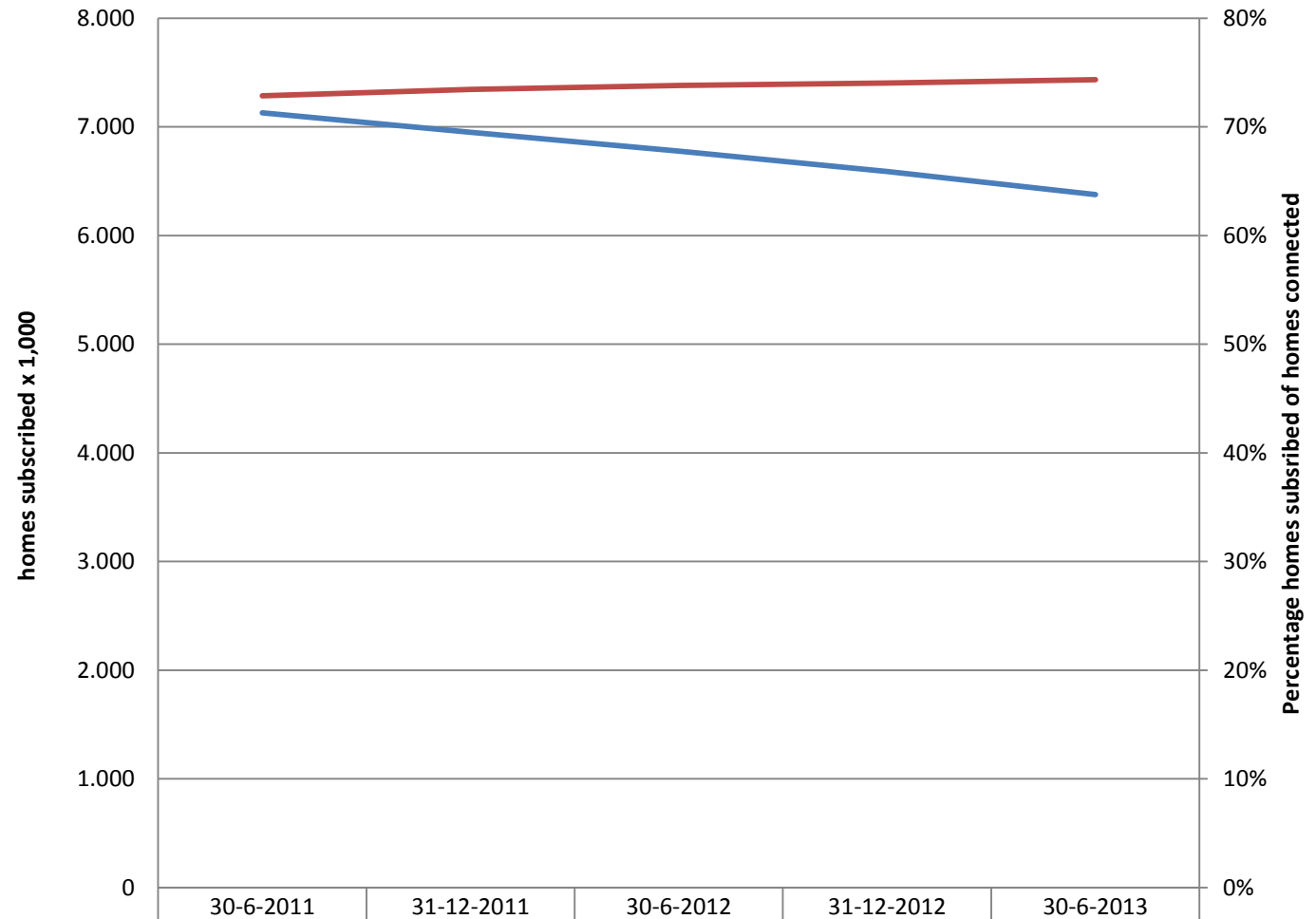


■ Annual retail RTV revenues of non-cable operators aggregated	47	78	152	198	254	333	385
■ Annual retail RTV revenues of cable operators aggregated	925	984	1.074	1.112	1.156	1.194	1.235
■ Total retail revenues RTV per year	972	1.062	1.226	1.309	1.410	1.527	1.619

Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, HERTZINGER, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on question 5_B_4_1 of the SMM.



Television: use of cable networks (national)



Number of physical cable connections (homes connected)	7.287	7.346	7.382	7.404	7.434
Cable penetration (active subscriptions / homes connected)	71%	69%	68%	66%	64%

Based on figures from CAIW, CANALDIGITAAL, COGAS, DELTA, KPN, REGGEFIBER, TELE2, T-MOBILE, UPC, UPC BUSINESS, VODAFONE and ZIGGO. Based on questions 5_A_1_1_* and 5_A_3_1 of the SMM.