

Update on KPN's fiber roll-out

Next phase in Consumer strategy

15 December 2009

Safe harbor

Non-GAAP measures and management estimates

This presentation contains a number of non-GAAP figures, such as 'existing' and 'disposed' revenues and other income, EBITDA and free cash flow. These non-GAAP figures should not be viewed as a substitute for KPN's GAAP figures.

KPN defines EBITDA as operating result before depreciation and impairments of PP&E and amortization and impairments of intangible assets. Note that KPN's definition of EBITDA deviates from the literal definition of earnings before interest, taxes, depreciation and amortization and should not be considered in isolation or as a substitute for analyses of the results as reported under IFRS. In the net debt/EBITDA ratio, KPN defines EBITDA as a 12 month rolling average excluding book gains, release of pension provisions and restructuring costs, when over € 20 mn. Free cash flow is defined as cash flow from operating activities plus proceeds from real estate, minus capital expenditures (Capex), being expenditures on PP&E and software, and excluding tax recapture at E-Plus.

The term 'existing' indicates that only the Getronics business that was part of KPN Group as at the end of the reporting period of the interim financial statements are included. The term 'disposed' refers to the Getronics business which is no longer part of KPN Group at the end of the reporting period of the interim financial statements. The term 'existing and disposed' refers to, and only to, businesses that were part of Getronics at the initial consolidation of Getronics within the KPN Group on 23 October 2007.

The term 'Dutch Telco business' is defined as the Netherlands excluding Getronics, iBasis and book gains on real estate. The term 'Service revenues' refers to wireless service revenues.

All market share information in this presentation is based on management estimates based on externally available information, unless indicated otherwise. For a full overview on KPN's non-financial information, reference is made to KPN's quarterly factsheets.

Forward looking statements

Certain statements contained in this presentation constitute forward-looking statements. These statements may include, without limitation, statements concerning future results of operations, the impact of regulatory initiatives on KPN's operations, its and its joint ventures' share of new and existing markets, general industry and macro-economic trends and KPN's performance relative thereto, and statements preceded by, followed by or including the words "believes", "expects", "anticipates" or similar expressions.

These forward-looking statements rely on a number of assumptions concerning future events and are subject to uncertainties and other factors, many of which are outside KPN's control that could cause actual results to differ materially from such statements. A number of these factors are described (not exhaustively) in the 2008 Annual Report.

Agenda

Introduction	Baptiest Coopmans, MD Consumer
Current market position	Baptiest Coopmans, MD Consumer
Evaluation fiber pilots	Baptiest Coopmans, MD Consumer
Ambition going forward	Eelco Blok, MD Business/W&O/Getronics
Concluding remarks	Eelco Blok, MD Business/W&O/Getronics



Introduction


- KPN believes FttH is the long-term superior technology and will proceed with fiber in the Netherlands
- Commercial fiber pilots in 2x5 cities since H2 '08, testing penetration and ARPU uplift
- Encountered operational issues, actions taken to enable ramp-up
- Pilots delivering promising commercial results so far
- VDSL as intermediate step to offer higher bandwidths and HDTV
- Mix of infrastructures going forward with fiber, copper and wireless


FttH benefits


Providing new applications for society, but roll-out takes time

Benefits Fiber-to-the-Home (FttH)


Current portfolio


Telephony



Broadband


TV


Supporting future developments

*Working anytime,
anywhere*


Remote healthcare


Intelligent homes


Examples other countries

- FttH rolled out in several other countries
 - Denmark
 - Japan
 - Singapore
 - South Korea
 - United States
- Learnings other countries
 - Both network roll-out and customer activations take time
 - Break-even period estimated at 5-10 years

Trends in Dutch Consumer market

Increasing demand for higher bandwidths and higher quality TV services

Bandwidth



- Steady growth in demand for higher bandwidths

TV



- Increasing demand for higher quality digital TV services with interactive features

Triple play



- Demand for triple play bundles increasing rapidly

Always online



- Trend of 'always' online with both fixed and mobile connections

Access and services



- Operators focusing on access, quality and services
- No unique content offered

Mobile-only



- Percentage mobile-only households stable at ~18%

Key beliefs KPN

FttH is superior technology, mix of infrastructures going forward

FttH superior



- FttH considered to be long-term superior solution for the Dutch market

TV proposition



- TV proposition key in competitive triple-play package

Copper still competitive



- Bandwidths on copper infrastructure still sufficient for most customers in medium term

Open access



- KPN sharing infrastructure on all networks
- Committed wholesale partner

Fiber roll-out takes time

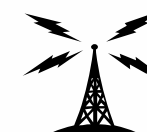


- Fiber roll-out takes time, as a result of constraints on roll-out capacity, and other resources

Mix of infrastructures



Fixed



Mobile

- Mix of fixed and mobile technology
- Regional differentiation, based on business case by region

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Competitive and technological landscape

Market consolidated in past years, rapid adoption of new technologies

	2005	2009
Market	<ul style="list-style-type: none"> • 1 incumbent • 6 cable operators • 7 alternative DSL operators • 5 mobile operators 	<ul style="list-style-type: none"> • 1 incumbent • 4 cable operators • 3 alternative DSL operators • 3 mobile operators
Technologies	<ul style="list-style-type: none"> • PSTN/ISDN dominant, VoIP still in introduction phase • Broadband up to 20 Mb/s on ADSL and cable • Analogue TV dominant, starting digital TV from Digitenne and cable • Mobile data very small in Consumer market 	<ul style="list-style-type: none"> • ~45% of households using VoIP • Broadband up to 100 Mb/s on FttH and DOCSIS 3.0 • ~50% of households with digital TV, adoption of interactive TV • Rapid adoption of mobile data, especially on smart phones

Consumer strategy

Delivering substantial results over the past years

Key elements Consumer strategy

- Multi-brand strategy focusing on different segments
- Managing customer base for value
- Leveraging market leading position
 - Strength in distribution
 - Fixed and mobile offers
- Simplification of propositions and processes
- Efficiency improvements from 'First time right' program
- Improvement customer satisfaction evidenced by 'Net Promoter Score'

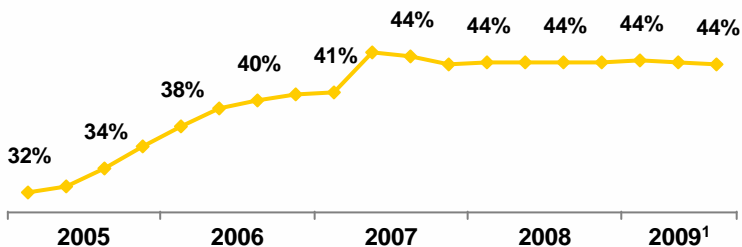
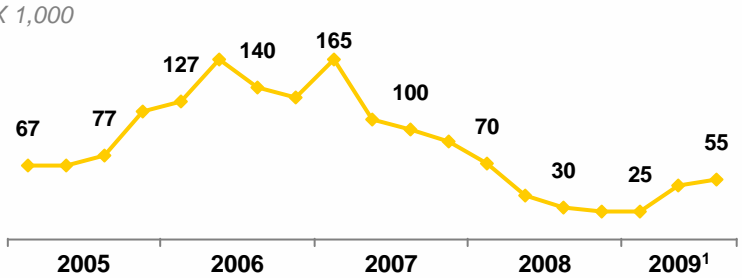
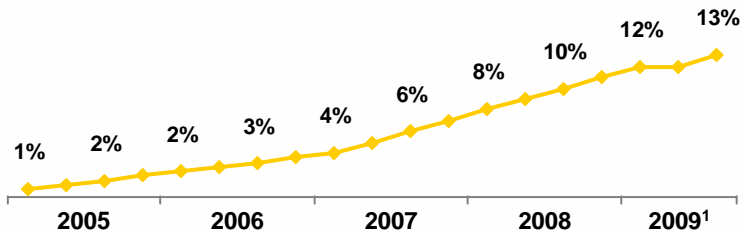
Results

- Net line loss at relatively low levels
 - ~140k/quarter in '06, ~50k/quarter in '09
- Broadband market share stable at 44%
- Market leadership wireless
- Established solid position in Dutch TV market with almost 1 mn customers
- Solid margins as a result of efficiency improvements

**Well positioned to execute
next phase of Consumer strategy**

Market position

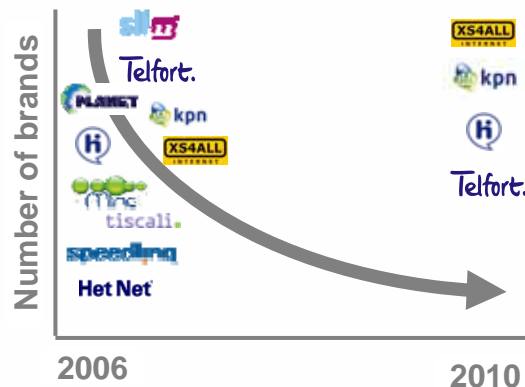

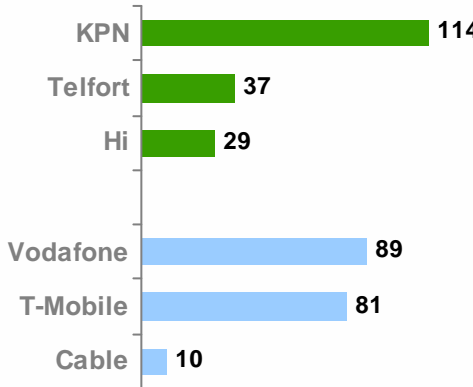
Stable broadband market share KPN, continued growth in TV

	Market position KPN	Comments												
Broadband market share	 <table><thead><tr><th>Year</th><th>Market share (%)</th></tr></thead><tbody><tr><td>2005</td><td>32%</td></tr><tr><td>2006</td><td>34%</td></tr><tr><td>2007</td><td>38%</td></tr><tr><td>2008</td><td>40%</td></tr><tr><td>2009¹</td><td>44%</td></tr></tbody></table>	Year	Market share (%)	2005	32%	2006	34%	2007	38%	2008	40%	2009 ¹	44%	<ul style="list-style-type: none">KPN market share stable at ~44% since mid-2007, following several acquisitionsBroadband market growth slowing down, due to high broadband penetration (>80%)
Year	Market share (%)													
2005	32%													
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2007	38%													
2008	40%													
2009 ¹	44%													
Net line loss	 <table><thead><tr><th>Year</th><th>Net line loss (X 1,000)</th></tr></thead><tbody><tr><td>2005</td><td>67</td></tr><tr><td>2006</td><td>127</td></tr><tr><td>2007</td><td>165</td></tr><tr><td>2008</td><td>30</td></tr><tr><td>2009¹</td><td>55</td></tr></tbody></table>	Year	Net line loss (X 1,000)	2005	67	2006	127	2007	165	2008	30	2009 ¹	55	<ul style="list-style-type: none">Slowdown since mid-2007 as a result of retention offers and slower VoIP migrationNet line loss at relatively low levels
Year	Net line loss (X 1,000)													
2005	67													
2006	127													
2007	165													
2008	30													
2009 ¹	55													
TV market share	 <table><thead><tr><th>Year</th><th>Market share (%)</th></tr></thead><tbody><tr><td>2005</td><td>1%</td></tr><tr><td>2006</td><td>3%</td></tr><tr><td>2007</td><td>6%</td></tr><tr><td>2008</td><td>10%</td></tr><tr><td>2009¹</td><td>13%</td></tr></tbody></table>	Year	Market share (%)	2005	1%	2006	3%	2007	6%	2008	10%	2009 ¹	13%	<ul style="list-style-type: none">Credible position in Dutch TV marketAlmost 1 mn customers, mainly Digitenne~70k IPTV customers with limited commercial efforts
Year	Market share (%)													
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2009 ¹	13%													

¹ 2009 figures up to Q3 '09

Branding and distribution

Successful multi-brand strategy and leading position in distribution

Simplification	Multi-brand strategy	Distribution														
<ul style="list-style-type: none">Strong progress in simplification of services and processes<ul style="list-style-type: none">Simplified organisation, IT processesBrand rationalization	<ul style="list-style-type: none">Multiple brands targeting different market segments<ul style="list-style-type: none">Different propositionsDifferent price pointsAdditional services	<ul style="list-style-type: none">Leading position in distribution based on three brandsMix of own stores, online and third partiesLeveraging position in fixed and mobile														
<p>Brand portfolio</p>  <p>Number of brands</p> <p>2006 2010</p>	<p>Brand positioning</p>  <p>Price ↑</p> <p>Value →</p>	<p>Number of own stores</p>  <table><tr><th>Brand</th><th>Number of own stores</th></tr><tr><td>KPN</td><td>114</td></tr><tr><td>Telfort</td><td>37</td></tr><tr><td>Hi</td><td>29</td></tr><tr><td>Vodafone</td><td>89</td></tr><tr><td>T-Mobile</td><td>81</td></tr><tr><td>Cable</td><td>10</td></tr></table>	Brand	Number of own stores	KPN	114	Telfort	37	Hi	29	Vodafone	89	T-Mobile	81	Cable	10
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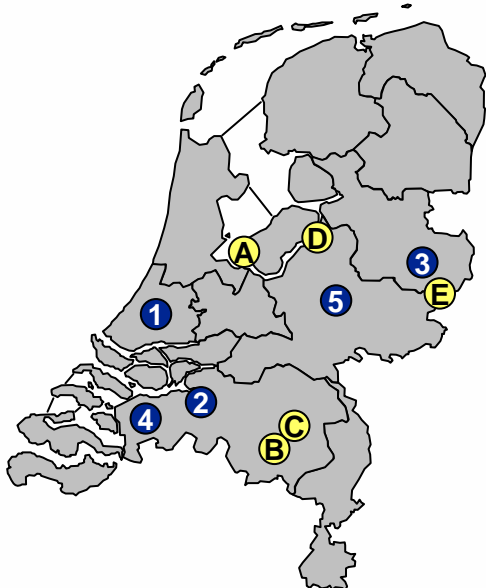
Overview fiber KPN / Reggefiber

About 900k homes passed, or 14% of Dutch households, with fiber per Q3 '09

	Fiber-to-the-Home (FttH)	Fiber-to-the-Curb (FttC)
Network	<ul style="list-style-type: none"> Network rolled out and operated by Reggefiber JV KPN owning 41% stake in JV 	<ul style="list-style-type: none"> Network rolled out and operated by KPN
Service provider	<ul style="list-style-type: none"> Customers activated by KPN or other service providers Open network model with access to ODF and wholesale broadband access (WBA) 	<ul style="list-style-type: none"> Customers activated by KPN or other service providers Open network model with access to street cabinets and wholesale broadband access (WBA)
Current status	<ul style="list-style-type: none"> ~460k homes passed, of which ~300k contributed by JV partner Reggeborgh Additional ~250k homes passed under construction 	<ul style="list-style-type: none"> >450k homes passed Focus on commercialization of homes passed before further roll-out




Commercial pilots

Commercial pilots in 2x5 cities to evaluate uplift in penetration and ARPU

<p>Overview fiber pilots</p> 		<ul style="list-style-type: none"> • 2x5 cities selected in 2008 for assessment of commercial success • Testing operational processes for fiber roll-out <ul style="list-style-type: none"> – Network roll-out – Regional marketing approach – Customer activation using new delivery process • Success commercial pilots determined by commercial uptake <ul style="list-style-type: none"> – Penetration and ARPU increase – Consumer feedback
<p><u>FttH</u></p> <p>A. Almere-Haven</p> <p>B. Son en Breugel</p> <p>C. Uden</p> <p>D. Elburg</p> <p>E. Haaksbergen</p>	<p><u>FttC</u></p> <p>1. Zoeterwoude</p> <p>2. Oosterhout-Centrum</p> <p>3. Hengelo-Centrum</p> <p>4. Roosendaal</p> <p>5. Apeldoorn-Zuid</p>	

Operational learnings from fiber pilots

Focus on scalability issues, taking time to fine-tune processes

Network roll-out	Delivery processes and IT	Sales and marketing
<ul style="list-style-type: none"> Roll-out of homes passed on track Network roll-out aligned with sales and activations Focus on converting homes passed into homes activated <ul style="list-style-type: none"> Maximizing asset utilization and cash flow generation 	<ul style="list-style-type: none"> Scalability issues with new delivery processes and IT <ul style="list-style-type: none"> Issue with automatically activating large numbers of customers without rework Taking time to fine-tune delivery processes and IT before ramping up Order handling currently ~800/week, increasing to >5k/week in 2010 	<ul style="list-style-type: none"> Local marketing approach <ul style="list-style-type: none"> Service centers in fiber areas Focus on marketing and sales Assessment of demand in specific region ahead of roll-out Sales temporarily suspended in most cities to align sales and customer activations
		

Propositions fiber pilots





Transparent triple-play packages FttH and FttC



	Price per month	€110	€80	€65
FttH	Broadband	Up to 100 Mb download 6 Mb upload	50 Mb download 5 Mb upload	30 Mb download 3 Mb upload
	TV	>100 channels (incl. football package) IPTV	>70 channels IPTV	>50 channels IPTV
	Telephony	Unlimited calls to national fixed-line numbers	Unlimited calls to national fixed-line numbers	Unlimited calls to national fixed-line numbers
	Price per month	€75	€60	€45
FttC	Broadband	~30 Mb download 3 Mb upload	8 Mb download 1 Mb upload	3 Mb download 0.5 Mb upload
	TV	>100 channels (incl. football package) IPTV & Digitenne tuner	>70 channels IPTV & Digitenne tuner	>50 channels IPTV & Digitenne tuner
	Telephony	Unlimited calls to national fixed-line numbers	Unlimited calls to national fixed-line numbers	Unlimited calls to national fixed-line numbers

IPTV proposition on fiber

Competitive advantage vs. cable TV propositions

TV key part of triple-play bundle	<ul style="list-style-type: none"> • TV key in buying triple-play package • Move towards single provider for all services 	
Product characteristics	<ul style="list-style-type: none"> • Interactive TV with multi-room HD capabilities • Extensive Video-on-Demand library 	
Focus on customer service	<ul style="list-style-type: none"> • Focus on optimal customer service • Engineer installing active equipment at home 	
Positive customer feedback	<ul style="list-style-type: none"> • Customer satisfaction >80% (Oct 2009) • Positive feedback on functionality and image quality, less positive on channel switching 	

Consumer feedback

Overall positive feedback on fiber

Customer quotes taken from Net Promoter Score survey Oct – Dec 2009 ¹⁾

"Very complete, excellent service, no complaints!"

"Fast broadband connection, good service and helpdesk"

"Wonderful image"

"Upload speeds should be much higher"

"We want BBC!"

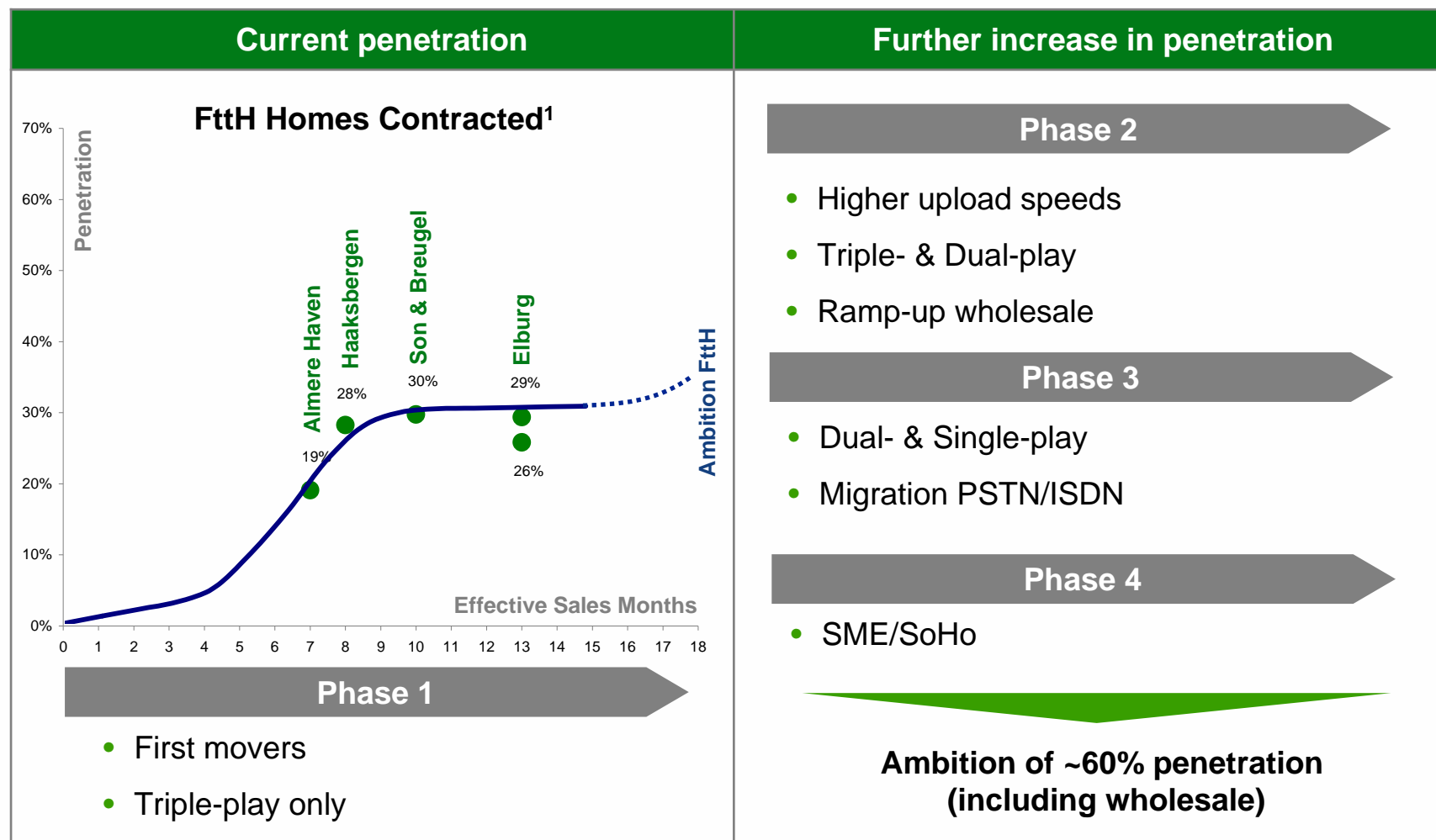
"Slow in switching channels"

"Very fast internet, HDTV, great set-top box with hard disk, free calling, fiber is future ready. In one word: fantastic"

"Excellent value for money"

FttH pilot results

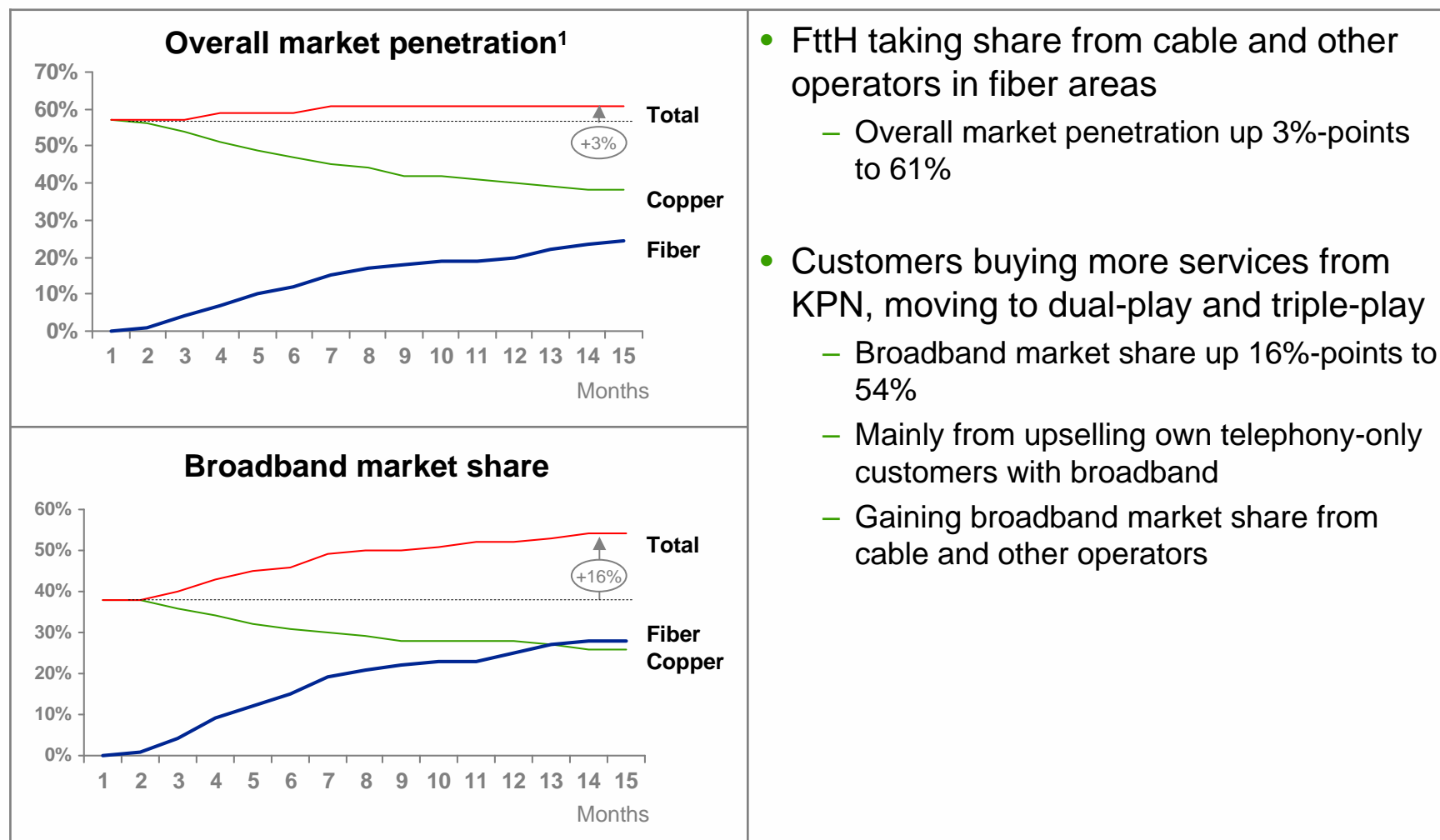
First phase FttH results show market penetration in line with expectations



¹ KPN retail contracts only, no uptake yet on wholesale

FttH pilot results (cont'd)

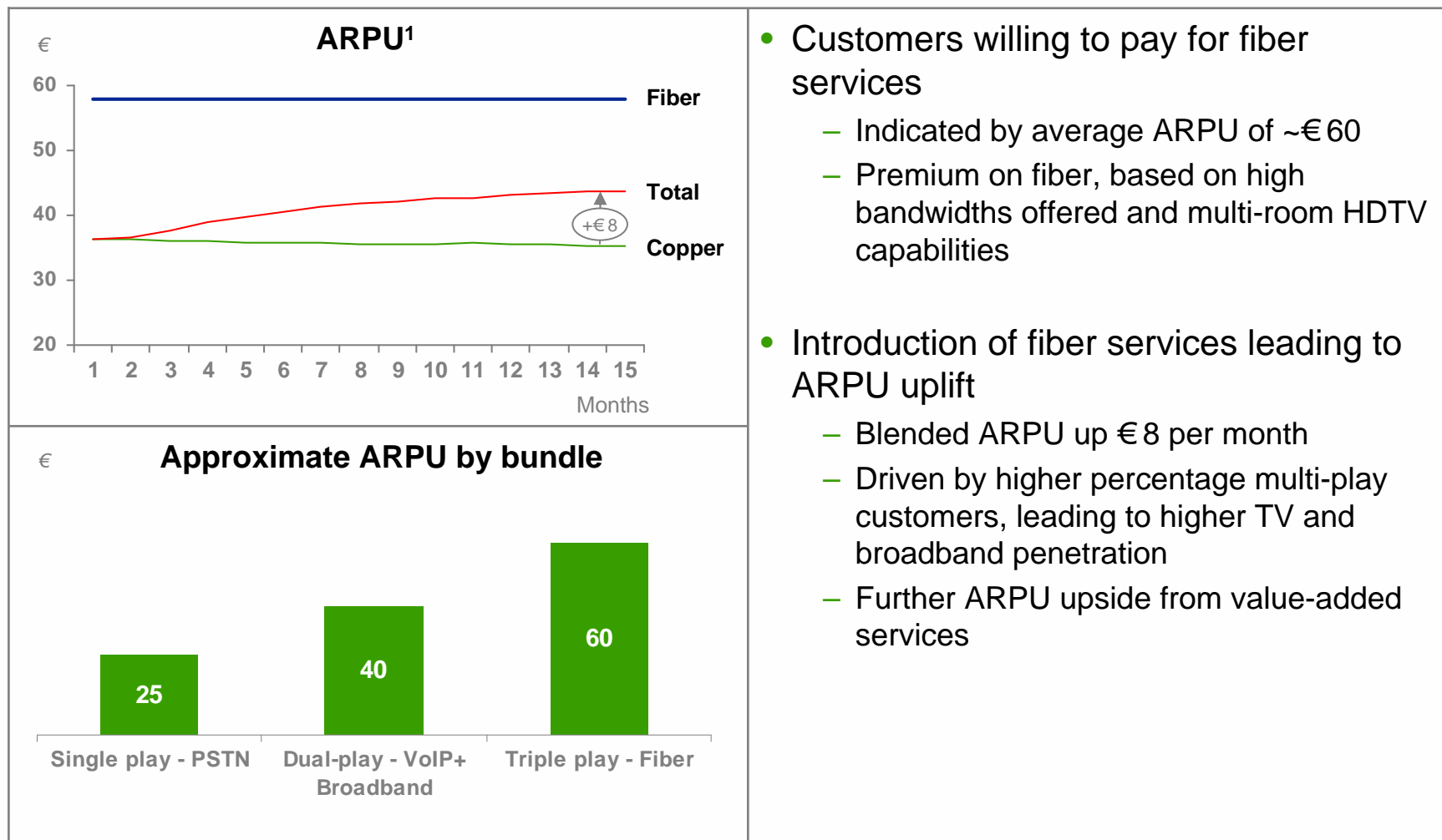
Promising trends in market penetration



¹ Average penetration in FttH pilot areas, defined as percentage of households that take wireline services from KPN

FttH pilot results (cont'd)

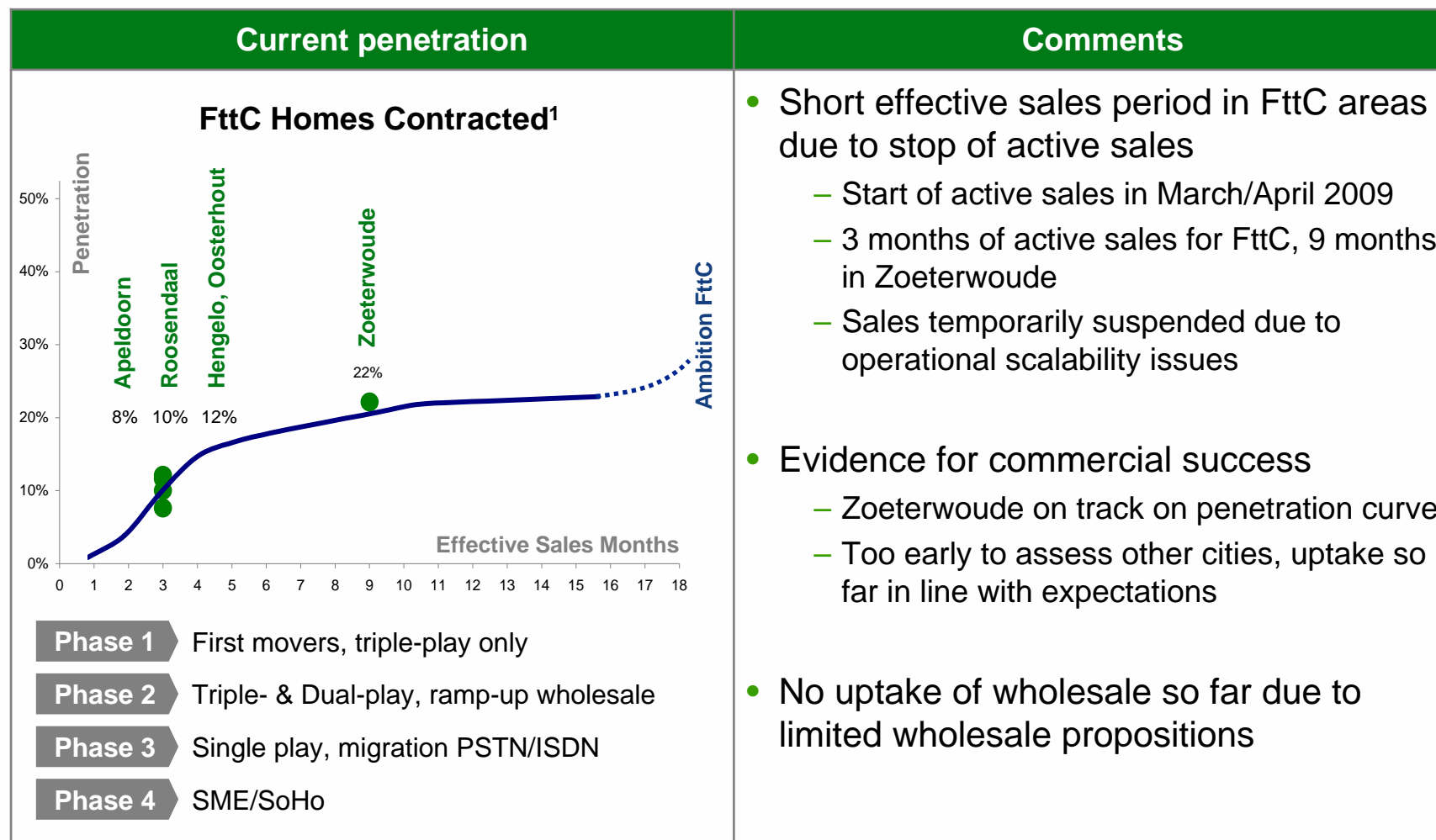
ARPU increase from higher proportion of multi-play customers



1 Average ARPU in FttH pilot areas

FttC pilot results

Commercial success in one area, other areas still in progress



¹ KPN retail contracts only, no uptake yet on wholesale

Business case

Positive business case for fiber, leading to regional roll-out

	FttH	FttC
Pay-back period	<ul style="list-style-type: none"> Business case for average area of 1,000 homes indicating pay-back period of ~8 years 	<ul style="list-style-type: none"> Business case for average area of 1,000 homes indicating pay-back period of 4-5 years
Business case	<ul style="list-style-type: none"> Pay-back period longer than for FttC <ul style="list-style-type: none"> Assuming initial ARPU of €60 Monthly fee to JV for use passive fiber Investments in passive fiber infrastructure by Reggefiber JV Investments in customer activation by KPN 	<ul style="list-style-type: none"> Pay-back period shorter than for FttH <ul style="list-style-type: none"> Assuming initial ARPU of €55, compared to €60 on FttH Network investments lower than FttH and done by KPN Investments in customer activation by KPN

Business case for fiber leading to regional roll-out
Selecting areas with highest expected cash return first

Key learnings fiber pilots

- KPN believes FttH is the long-term superior technology
- Focus on operational excellence following scalability issues
- Promising commercial results based on penetration and ARPU
- TV proposition key in competitive triple-play package
- Consumer feedback indicating demand for higher upload speeds
- Business case leading to regional roll-out
- Limited uptake of wholesale so far

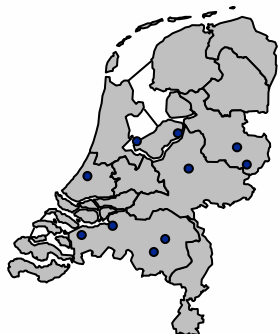


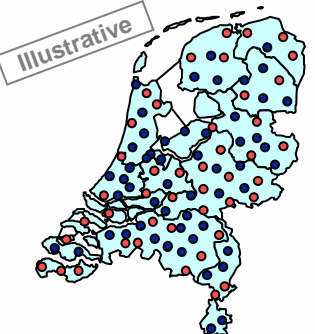
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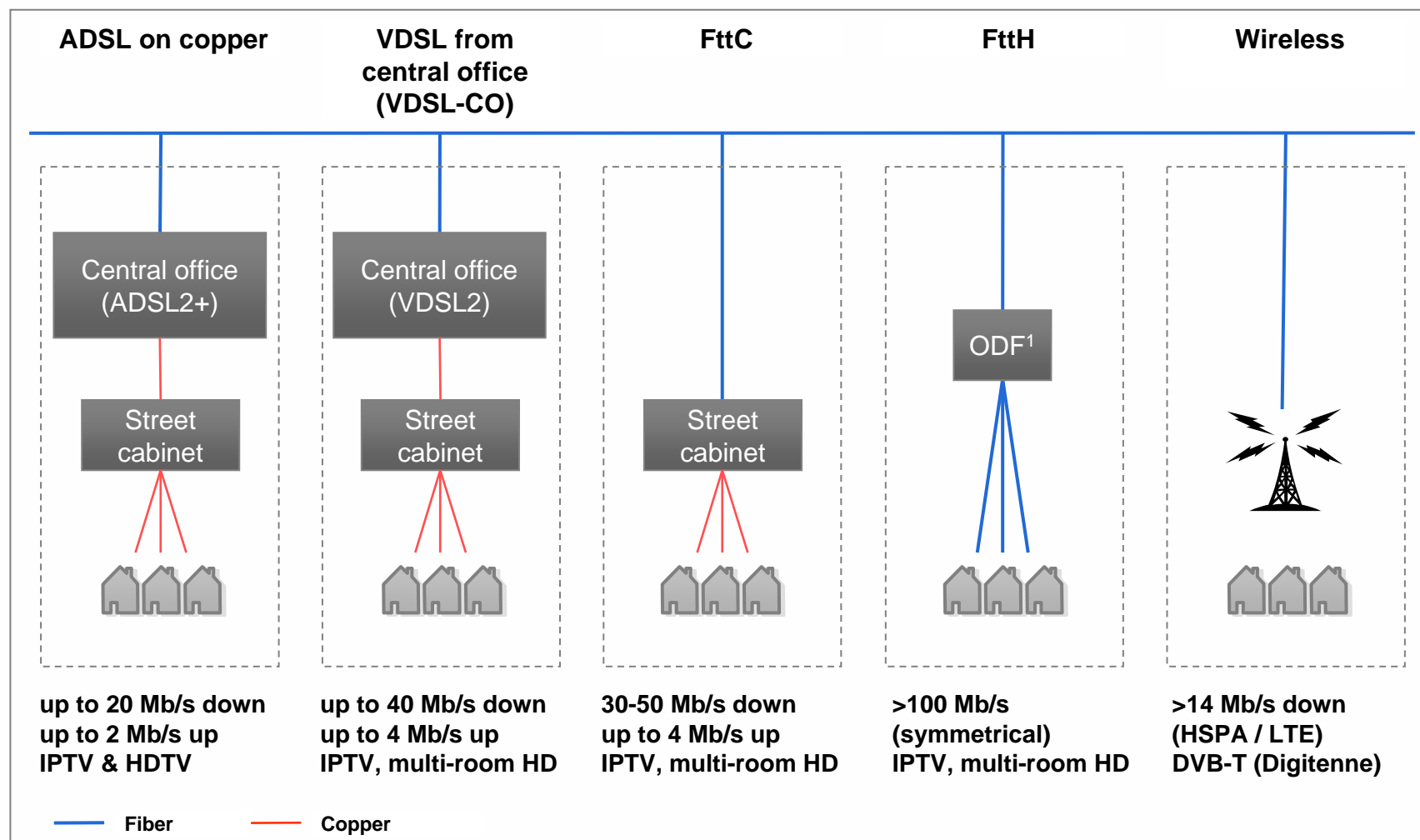
Fiber going forward

Gradual fiber roll-out, complemented with wireless services

2009	2010	2012	Medium term
 <ul style="list-style-type: none"> • Copper network based on ADSL2+ • ~900k homes passed with fiber • Large-scale DVB-T coverage • ~1 mn TV customers • Mobile network with HSPA 7.2 	 <ul style="list-style-type: none"> • Intermediate step with VDSL upgrade, ready by Q2 '10 <ul style="list-style-type: none"> • 80% IPTV coverage • 70% HD coverage • Further roll-out and activations on fiber • Symmetrical bandwidths on FttH • Roll-out HSPA 14.4 	 <ul style="list-style-type: none"> • Further roll-out and commercialization of fiber • Mix of infrastructures (fiber, copper, wireless) • >1.5 mn TV customers • Nationwide coverage UMTS/HSPA 	 <ul style="list-style-type: none"> • Further fiber roll-out, driven by business case per region • Opportunities for partnering • Ambition for 30-60% fiber coverage in the Netherlands • Introduction LTE for further speed and capacity increase

Infrastructure

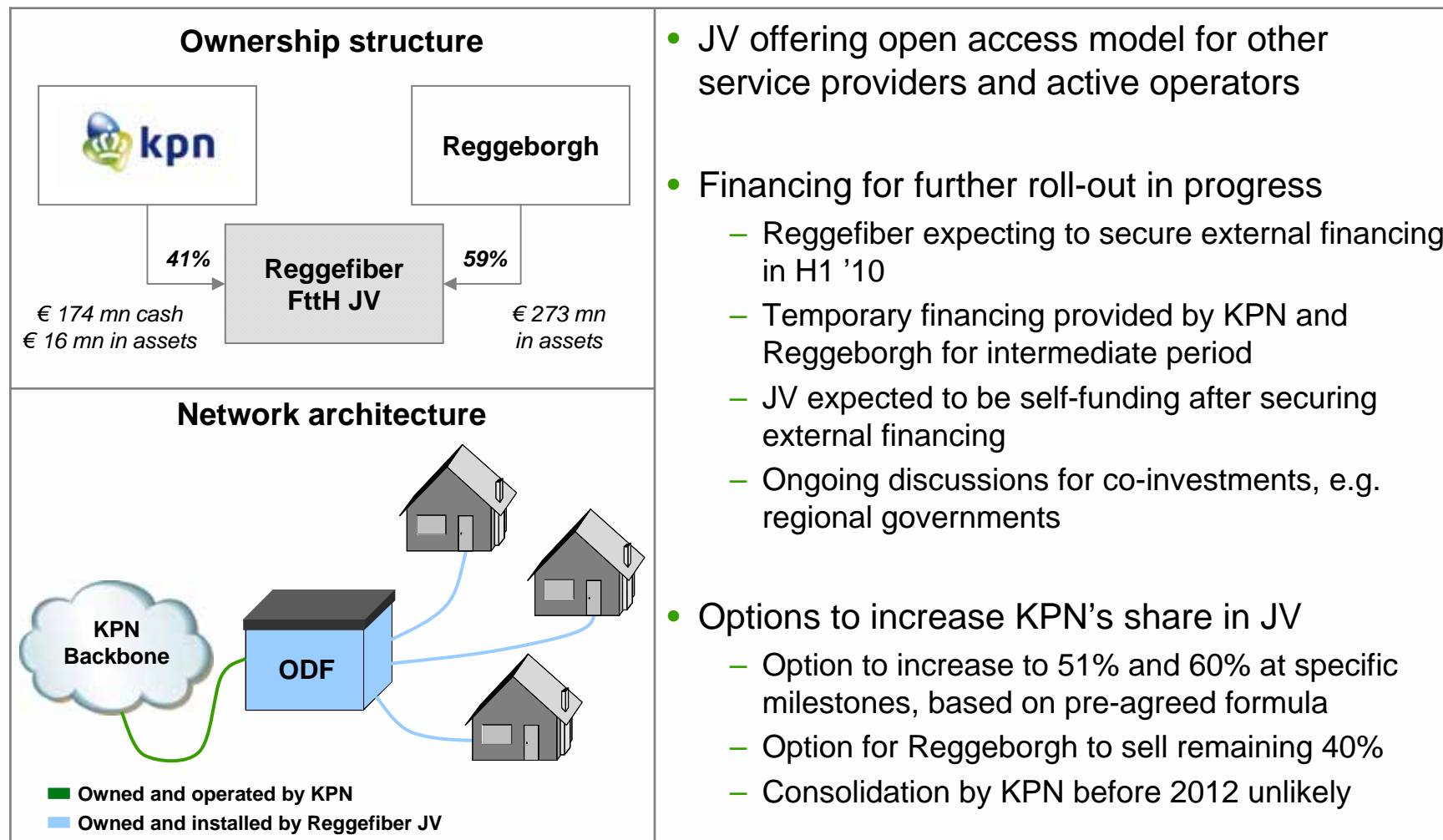
Deploying mix of technologies going forward



1 Optical distribution frame

Reggefiber

Further FttH roll-out continues to be executed through Reggefiber JV



Fiber Capex overview

Different stages in roll-out process have different Capex and parties involved

		Homes passed	Homes connected	Homes activated
FttH	What	<ul style="list-style-type: none"> Roll-out of dark fiber to premises 	<ul style="list-style-type: none"> Install FTU² in homes 	<ul style="list-style-type: none"> Install own equipment and provide (wholesale) services
	Who	<ul style="list-style-type: none"> Reggefiber 	<ul style="list-style-type: none"> Reggefiber 	<ul style="list-style-type: none"> KPN Alternative operator
	Capex ¹	<ul style="list-style-type: none"> € 700 - 800 	<ul style="list-style-type: none"> ~ € 200 	<ul style="list-style-type: none"> ~ € 400 (triple-play)
FttC	What	<ul style="list-style-type: none"> Roll-out of fiber to street cabinets 	<ul style="list-style-type: none"> Active network equipment 	<ul style="list-style-type: none"> Install own equipment and provide (wholesale) services
	Who	<ul style="list-style-type: none"> KPN 	<ul style="list-style-type: none"> KPN 	<ul style="list-style-type: none"> KPN Alternative operator
	Capex ¹	<ul style="list-style-type: none"> € 150 - 200 	<ul style="list-style-type: none"> € 100 - 150 	<ul style="list-style-type: none"> ~ € 400 (triple-play)

1 Cost per home

2 Fiber Termination Unit

KPN service portfolio per Q2 '10

Transparent multi-play packages, symmetrical speeds on FttH

List prices (incl. VAT)		Basic / Bronze	Extra / Silver	Premium / Gold
Broadband	FttH	30 Mb download, €65 30 Mb upload	50 Mb download, €80 50 Mb upload	100 Mb download, €110 100 Mb upload
	Copper /FttC	Up to 8 Mb download, €45 1 Mb upload	Up to 16 Mb download, €60 2 Mb upload	Up to 40 Mb download, €75 4 Mb upload
	Mobile	€0.15 / Mb AlwaysOnline (Mobile Internet) + Internet HotSpots		
TV		1 st TV receiver free (SD or HD, Video-on-demand, Electronic guide, missed program)		
		2 nd TV receiver optional (€4/month – iTV or Digitenne)		
		PVR optional (€4/month)		
		iTV basis: 53 channels, 90 radio, Video-on-demand >1,000 videos Digitenne basis: 23 TV channels, 19 radio Extra options: Plus-package, HD package, Sport 1		
Voice		Unlimited calling to fixed Weekend & Night	Always unlimited calling to fixed	

Ambition 2010-2012

Gradual migration to fiber, no material impact on Capex

	Fiber	VDSL-CO
Roll-out	<ul style="list-style-type: none"> Targeting 600-800k active customers on FttH/FttC by 2012 <ul style="list-style-type: none"> Leveraging FttH infrastructure that Reggeborgh contributed to JV >1.5 mn TV customers in total on all infrastructures Focus on commercialization before rolling out FttC further Targeting 1.1-1.3 mn homes passed on FttH by 2012 	<ul style="list-style-type: none"> VDSL upgrade on copper network completed by Q2 '10 <ul style="list-style-type: none"> 50% of households with higher broadband speeds IPTV coverage 80% and increasing 70% coverage for HDTV
Business case	<ul style="list-style-type: none"> EBITDA uplift from higher penetration and ARPU Investments in FttH infrastructure by Reggefiber JV Capex of €75-150 mn per year, mainly for customer activations 	<ul style="list-style-type: none"> Capex of ~€50 mn for VDSL network upgrade in H1 '10 Maintaining EBITDA and cash flow on copper infrastructure

Focus on cash flow generation with gradual migration to fiber
Group Capex not materially impacted

Network efficiency through All-IP

Focus on cash flow generation while migrating to IP

Strategy as announced in 2005

- Ramping up new services like VoIP, broadband and TV
- Maintaining market shares in traditional services
- Structurally lower cost by migrating to All-IP network
- Switching off legacy IT and platforms
- Network upgrade financed by real estate disposals of ~€1 bn

Focus going forward

- Legacy infrastructure operated longer than initially planned
 - High cash flow generation
 - Optimizing customer migration to IP
- Focus on cash flow generation
 - Increasing lifetime of copper assets - 'Sweating the assets'
 - Significant cost savings realized before complete legacy switch-off
- Managed phase-out legacy networks
 - E.g. ATM in Business market
- Real estate disposals ongoing
 - Executed on ad hoc basis in line with economic conditions

Regulation

Regulatory clarity for fiber, but not stimulating large-scale roll-out

KPN view on infrastructure

- Meeting increasing data demand with mix of infrastructures
 - Fixed networks for TV and broadband in densely populated areas
 - Wireless technology option for less densely populated areas
- Investments on 10-15 year horizon

Current status regulation

- Regulatory clarity on both FttH and FttC
 - FttH tariffs set for next 3 years, framework in place for subsequent years
 - Recent FttH regulation makes business case more difficult
- Copper regulation driving down wholesale prices

Implications for KPN

- Current regulation not stimulating rapid large-scale fiber roll-out, but also not impeding
- Temporary cable access wanted by KPN to grow customer base in TV
- Lower copper wholesale prices not encouraging migration to fiber

Agenda

Introduction	Baptiest Coopmans, MD Consumer
Current market position	Baptiest Coopmans, MD Consumer
Evaluation fiber pilots	Baptiest Coopmans, MD Consumer
Ambition going forward	Eelco Blok, MD Business/W&O/Getronics
Concluding remarks	Eelco Blok, MD Business/W&O/Getronics



Concluding remarks

- KPN believes FttH is the long-term superior technology and will proceed with fiber in the Netherlands
- Operational issues in fiber pilots, promising commercial results so far
- Fiber roll-out takes time, partly as a result of limited roll-out capacity
- Ambition for 30-60% fiber coverage in the Netherlands in medium term
- VDSL as intermediate step to offer higher bandwidths and HDTV
- Mix of infrastructures going forward with fiber, copper and wireless
- Focus on cash flow generation during network migration

Q & A



Annex

For further information please contact

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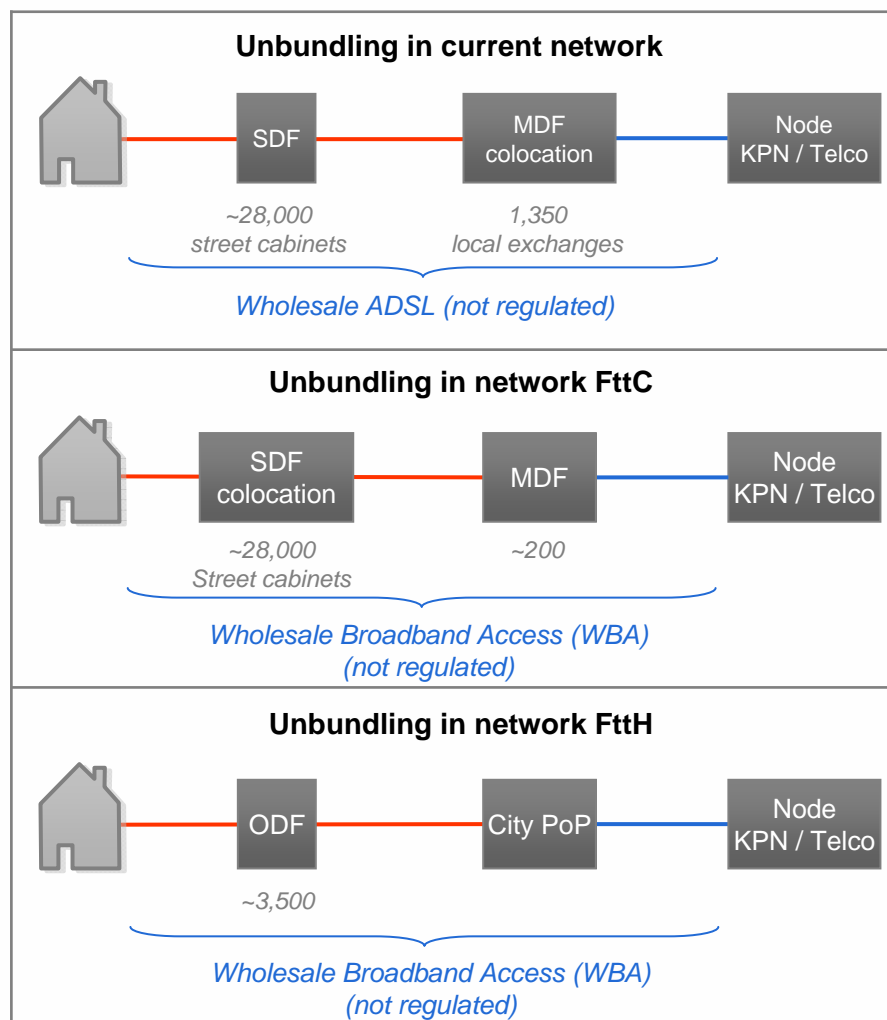
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Unbundling tariffs

SLU, ODF, colocation set by OPTA; backhaul and WBA based on deal pricing



Regulated

Not-regulated

1 Tariffs refer to WPC 2006-2008, final decision on WPC 2009-2011 expected by the end of 2009

Category	Monthly tariff
Line sharing (LLU) ¹	€ 0.19 / line
Fully unbundled (LLU) ¹	€ 7.83 / line
MDF colocation ¹	€ 874 / footprint / year
MDF backhaul ¹	Deal pricing
Wholesale ADSL access fee	€ 5.32 shared € 13.00 non-shared

Category	Monthly tariff
Line sharing (SLU)	€ 5.40 / line
Fully unbundled (SLU)	€ 7.11 / line
SDF colocation	€ 50-100 / cabinet One-off € 3,000-6,000
SDF backhaul	To be regulated
Wholesale Broadband Access (WBA)	Deal pricing

Category	Monthly tariff
Fully unbundled (ODF)	€ 12.00 – € 17.50
ODF colocation	≤ € 500 / month One-off ≤ € 3,000
ODF Backhaul	≤ 600 / month
Wholesale Broadband Access (WBA)	Deal pricing
ODF FttO	To be regulated