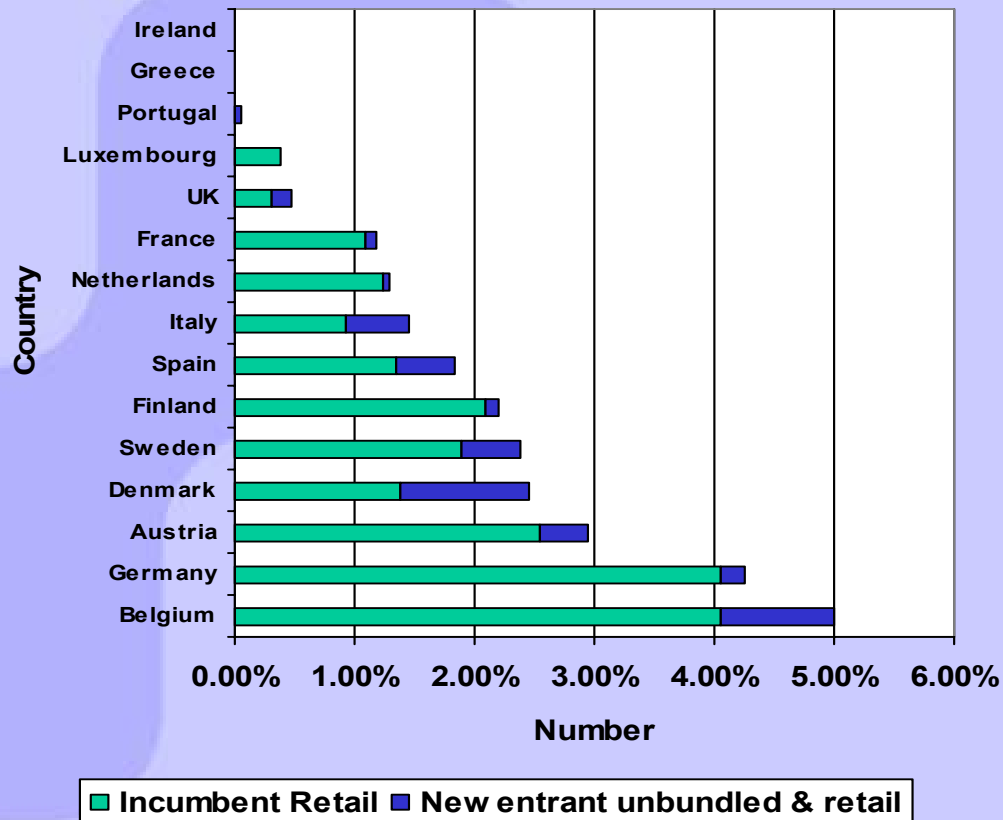


DSL penetration in the EU

Total DSL lines by incumbent and new entrant operators



Source: ECTA

Why is there low LLU take-up?

- Demand?
- Supply?
- Poor implementation by regulators?

Wrong answer to right question?

Competitive provision requires... ...multiple channels to market

- Maintain and improve LLU implementation
- Explore industry structure in the medium term
- Critically, now, implement Wholesale and DSL Interconnect products