



TELECOMMUNICATIONS MARKET SNAPSHOT: NETHERLANDS

Key Statistics

Population	16,783,092 (July 2010 est.)
GDP (PPP)	\$680.4 billion (2010 est.)
Per capita GDP (PPP)	\$40,500 (2010 est.)
Main lines	7.32 million (2009)
Teledensity	44% (2008)
Mobile subscribers	21.182 million (2009)
Mobile penetration	125% (2008)
Internet users	14.872 million (2009)
Internet penetration	87% (2008)
Broadband subscribers	5,807,000 (2008)
Spending on telecom equipment and services	\$15,665.5 million (2010)
U.S. equipment exports to market	\$1,136,308,026 (2010)

Sources: CIA World Factbook, WB, USITC and Worldwide Black Book

Market Overview

The Netherlands has consistently ranked among the top rated telecommunications markets within Western Europe. Broadband services offer greatest opportunities for growth, while fixed lines are expected to continue to decline. Mobile broadband connections have increased in the Netherlands, to 882,000 in mid 2010. Mobile broadband can be offered via 900/1800MHz spectrum. The mobile market has proven to be the most dynamic with a high of 21.463 million subscribers in June 2009. WiMAX services make up a small portion of the Dutch internet access market, but they are believed to have long-term growth potential. Despite the recessionary conditions, Dutch subscribers have shown that they will continue spending, especially due to their desire for the latest technologies.

The regulatory environment in the Netherlands is supportive of the growth of the telecom market. The Ministry of Economic Affairs has released a 'conceptual note' regarding future policy on mobile development for 2011-2017, which includes objectives such as the pursuit of effective competition, removal of barriers to entry and a timeline for the renewal of existing mobile frequencies. Mobile licenses are valid for 15- and 20-year periods, depending on the frequencies involved. 3G licenses will come up for renewal in 2015. The removal of barriers to entry will be due to a rise in infrastructure sharing, more favorable roll-out obligations, spectrum swapping and a proposal to limit the lives of new licenses to 2030, when 2.6GHz licenses will expire.

A major players in the telecom market is Royal KPN, the largest provider of internet access services in the country with slightly more than 50% of the mobile market by the end of 2010. Meanwhile, Vodafone and T-Mobile each hold about 25% of the mobile market. In 2010, all three operators increased their postpaid subscriber bases. KPN announced plans to connect up to 1.3 million households to high-speed fiber-optic networks by 2012. KPN also seeks to work with its joint venture partner Reggefiber to facilitate a phased roll-out of FTTH technology. Other key players are Ziggo, the largest provider of broadband internet services and a cable operator, UPC, the third largest broadband ISP, Tele2 Netherlands Holding NV, a wholly owned subsidiary of the Tele2 AB group of Sweden and Worldmax, a provider of WiMAX services.

Telecom Trade Agreements

WTO

As a member of the EU, the Netherlands has made commitments covering both basic and value-added telecom services in the World Trade Organization (WTO). For a list of the country's commitments, go to http://www.wto.org/english/tratop_e/serv_e/telecom_e/telecom_commit_exempt_list_e.htm The Netherlands is also a signatory to the WTO Information Technology Agreement, which completely eliminates duties on a variety of information communications technology products by January 2000.

Leading Service Providers

KPN

<http://www.kpn.com/>

T-Mobile

<http://www.t-mobile.nl/>

Vodafone

<http://www.vodafone.nl/>

Contacts

Regulatory

Ministerie van Economische Zaken

<http://www.ez.nl>

Onafhankelijke Post en Telecommunicatie Autoriteit

<http://www.opta.nl>

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