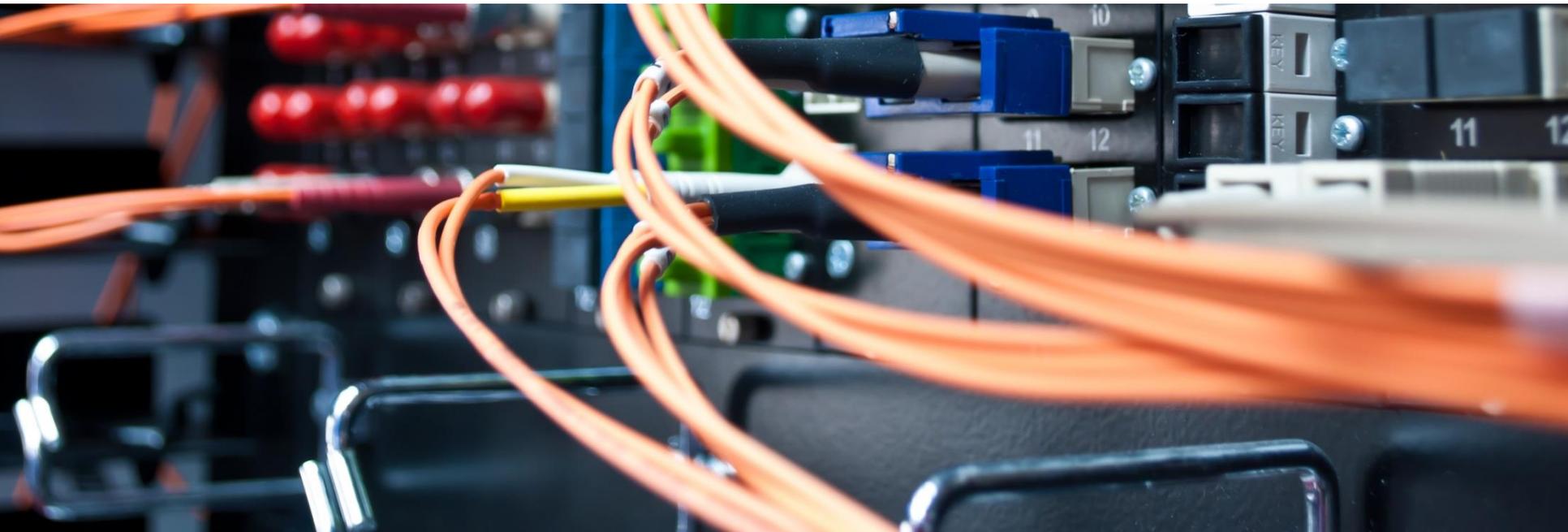




The road to NBN Training

Topic 1: NBN Fundamentals



Content

- What is Broadband? What are the usual speeds and how it compares with the narrowband data services?

- Overview of different technologies that deliver broadband
- Options for an NBN network architecture
- The different commercial models for delivering NBN services

What is Broadband?

The term “broadband” may refer to multiple aspects of the network and services, including

1. The network infrastructure or “pipes” used to deliver services to users,
2. High-speed access to the Internet, and
3. The services and applications available via broadband networks

Many countries have established their own definitions of broadband based on

- Speed, typically in Mbit/s or (kbit/s), or
- Functionality, that is the types of services and applications that can be used over a broadband network such as IPTV.

In this brief, 'dial-up' or 'narrowband' internet access is used to mean access speeds up to and including 128 kilobits per second (kbps).

In this brief 'broadband' is used to refer to higher bandwidth, always-on services, offering data rates of 128 kbps and above.



What is Superfast and Fibre Broadband?



Super-fast broadband is generally taken to mean broadband products that provide a maximum download speed that is greater than 24 Mbit/s. This threshold is commonly considered to be the maximum speed that can be supported on current generation (copper-based) networks. It could be delivered via copper VDSL (FTTC), cable or FTTH



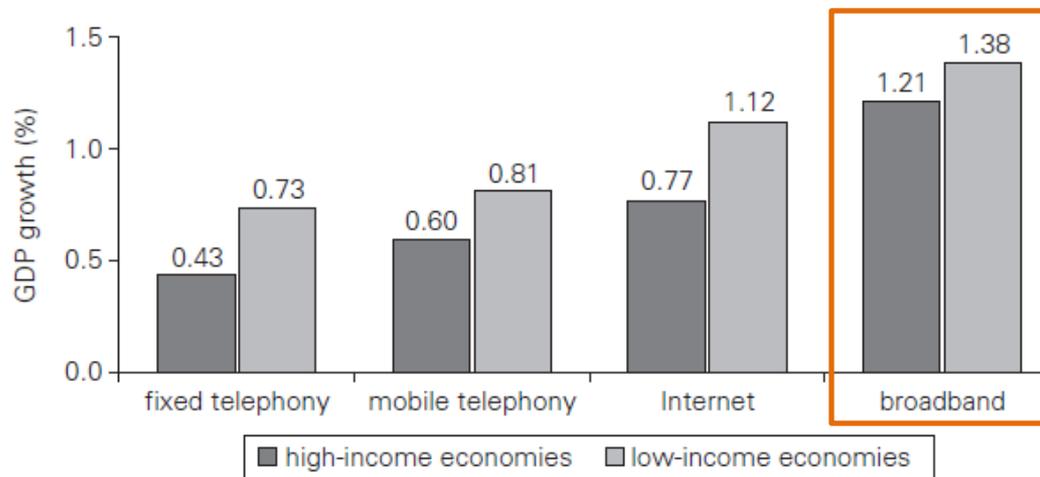
Fibre broadband is referred to broadband products that are delivered over fibre to the home network. Speed could vary but typically is 50-100 Mbit/s or even 1 Gbp/s. If delivered over GPON technology it's asymmetrical and if delivered over Ethernet it's symmetrical i.e. download speed and upload speed are the same.

Why is Broadband important?

Impact on Gross Domestic Product

Due to their potentially wide-ranging impacts and ability to provide easier access to information that increases efficiencies and productivity in the economy, it is unsurprising that increased use of broadband networks and services has been found to produce positive outcome, particularly involving GDP

A frequently cited World Bank study found that low-income and middle-income countries experienced “**about a 1.38 percentage point increase in GDP for each 10 percent increase in broadband penetration**” between 2000 and 2006



Why is Broadband important?

Impact on Job Creation

Broadband enables job creation through three main channels:

1. direct jobs created to deploy the broadband infrastructure,
2. indirect and induced jobs created from this activity, and
3. additional jobs created as a result of broadband network externalities and spillovers.

Numerous studies have estimated the impact of broadband on job creation in specific countries by calculating employment multipliers for each of these job creation categories.

While these studies are country specific and cannot be applied directly to other nations, they provide an estimate of the potential employment gains that could result from effective broadband development, which is between 2.5 and 4.0 additional jobs for each broadband job.

| Study | Scope | Type I | Type II | Network effects |
|------------------------------------|----------------|--------|---------|-----------------|
| Crandall, Jackson, and Singer 2003 | United States | — | 2.17 | — |
| Katz, Zenhäusern, and Suter 2008 | Switzerland | 1.40 | — | — |
| Atkinson, Castro, and Ezell 2009 | United States | — | 3.60 | 1.17 |
| Katz and Suter 2009 | United States | 1.83 | 3.43 | — |
| Libenau et al. 2009 | United Kingdom | — | 2.76 | — |
| Katz et al. 2009 | Germany | 1.45 | 1.93 | — |
| Average | | 1.56 | 2.78 | 1.17 |

Broadband Strategies handbook, Tim Kelly and Carlo Maria Rossotto

Note: Type I = (direct + indirect) / direct; type II = (direct + indirect + induced) / direct; — = not available.

Benefit targets of some NBN programmes

Access to high speed broadband is linked with the economic prosperity of the country

Stimulating demand and supporting the national rollout are key initiatives and part of every national ICT plan

Main Goals

| |  |  |
|-------------------------|---|---|
| Broadband adoption | 90% | 90% |
| ICT contribution to GDP | x2 (\$26 bil) | x2 (\$3 bil) |
| ICT jobs increase | 66% (80K adds) | 100% (20K adds) |

Singapore IN2015 and Qatar ICT Plan 2015

iDA
SINGAPORE



n[∞]
Next Gen
Nationwide
Broadband
Network

ict قطر
QATAR



Q.NBN
الشبكة الوطنية للشبكة العريضة
Qatar National Broadband Network

Source: IDA Singapore and ictQatar

Examples of Broadband's Effects on Economic Growth around the World



Canada

In a 2005 survey commissioned by Industry Canada in the rural areas of British Columbia, more than 80 percent of all business respondents reported that their businesses would be negatively affected if they did not have broadband access, and **over 18 percent stated that they would not be able to operate their businesses without broadband.**



India

A study released by Analysys Mason in December 2010 on the deployment of wireless broadband in India found that **each percentage point increase in mobile broadband penetration could increase India's GDP by 0.11 percent by 2015**, which would yield Rs 162 billion (US\$3.8 billion).

Examples of Broadband's Effects on Economic Growth around the World



South Africa

A 2010 study by Analysys Mason reviewed the likely direct and indirect effects that the broadband policy might have, finding that wireless broadband is expected to **increase the country's GDP by 1.8 percent**—over R 72 billion (US\$9.4 billion)—by 2015.

In addition, wireless broadband is expected to **create about 28,000 new jobs directly, not including jobs created outside the communications industry.**

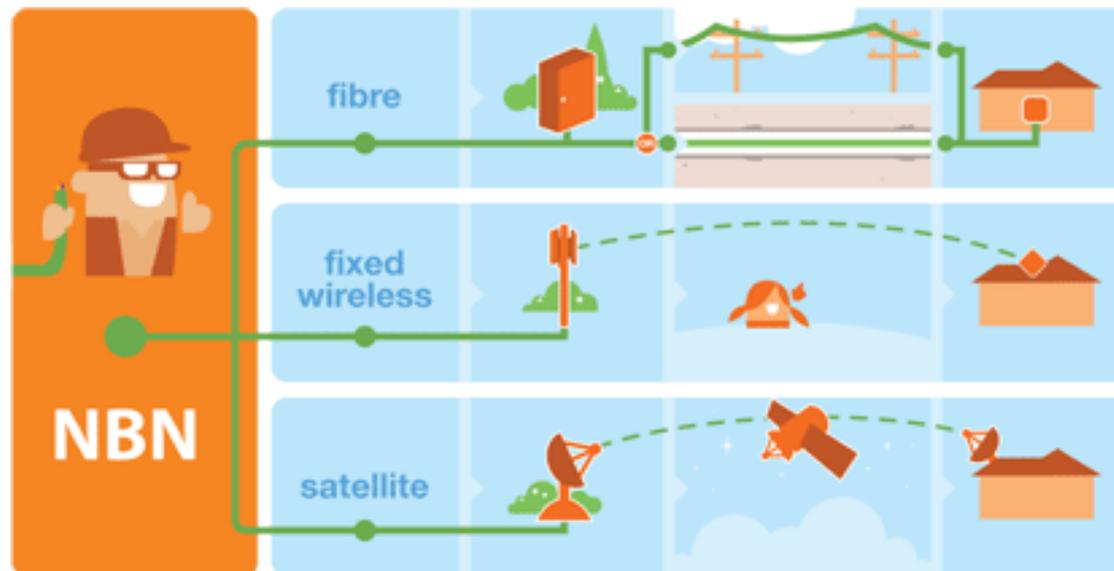
As a result, the direct effect of wireless broadband alone (that is, spending on broadband services and broadband-enabled devices) is expected to increase the GDP of South Africa by 0.71 percent by 2015, or R 28.5 billion (US\$3.7 billion). However, the biggest impact on GDP is expected to come from productivity and efficiency gains.

Content

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Typical technologies for delivering broadband

1. Fixed broadband technologies: Fibre (Passive GPON and Active Ethernet), VDSL and ADSL
2. Wireless Broadband technologies: LTE, WiFi, WiMax
3. Satellite Broadband technologies



Fixed broadband technologies

Superfast Broadband

| Access Technology | What does it offer? | What's involved? | When does it make sense? |
|---|---|---|---|
| <p>ADSL 2+ (up to 20 Mbps)</p>  | <p>ADSL is capable of download speeds of 10 Mbps (at approx 2 km) and up to 20 Mbps depending on length</p> |  <p>Primary node cabinet</p> | |
| <p>VDSL2 (up to 40 Mbps)</p>  | <p>Capable of delivering average download speeds of 20 Mbps (at approx 1.5 km) and up to 40 Mbps depending on copper length</p> |  <p>Secondary node – reuse of last mile</p> | <p>Medium time payback for medium term asset life</p> |
| <p>FTTH (GPON) (up to 100 Mbps)</p>  | <p>GPON with up to 100Mbps or even 1 Gbps</p> |  <p>Replacement of last mile – Major disruption</p> | <p>Long time payback for long term “unbeatable” asset</p> |

Wireless broadband technologies

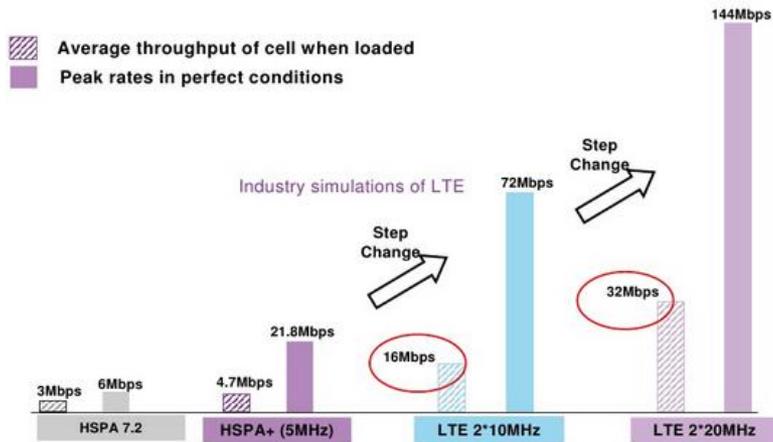
Mobile broadband

Providing seamless mobility and delivered directly to the end device such as phone or a tablet

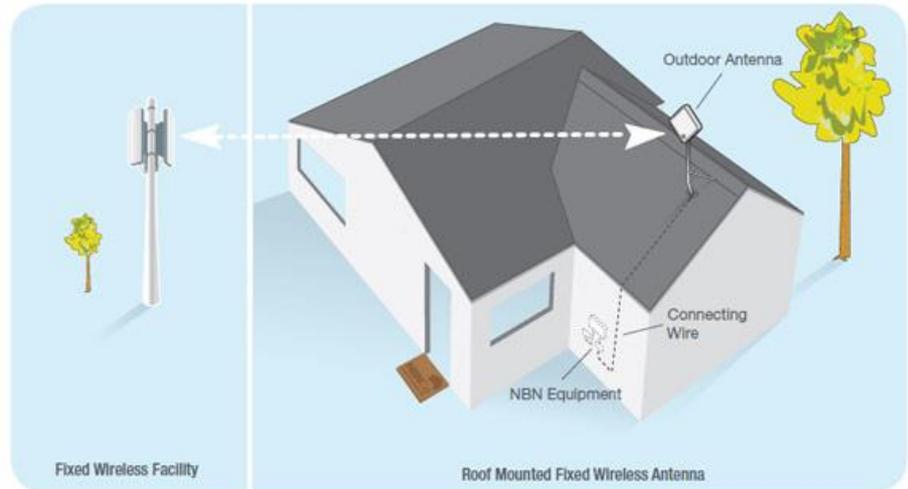
Fixed Wireless broadband

Delivering fixed replacement broadband to the home via wireless means. Used for remote areas.

HSPA to LTE/WiMAX

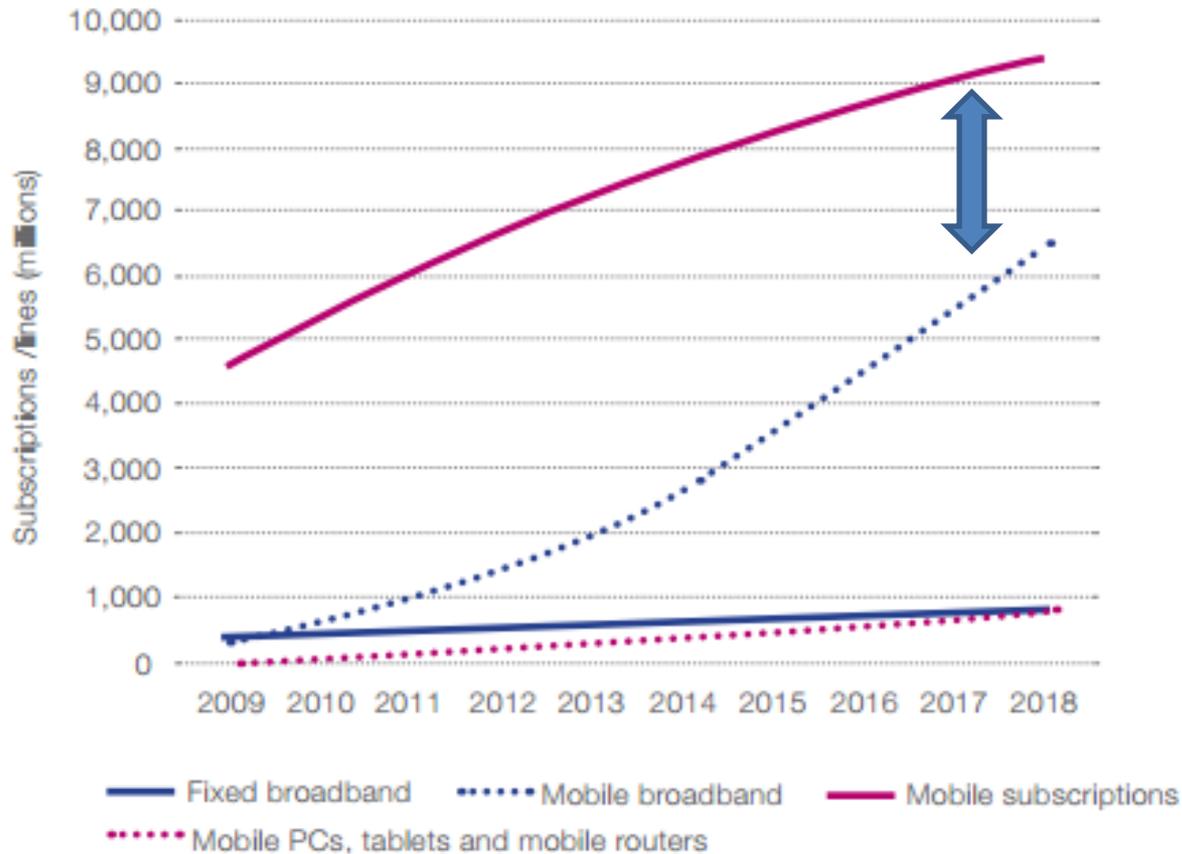


Source: Vodafone



Mobile broadband is becoming more popular

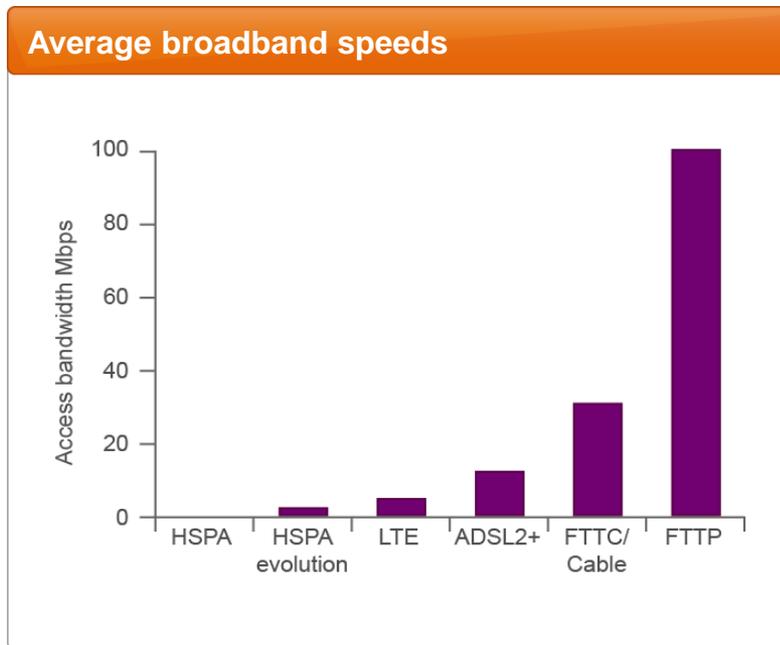
Figure 2: Mobile Broadband Bridges the Gap: Fixed Broadband and Mobile Subscriptions, 2009-2018



Source: Ericsson Mobility Report, June 2013

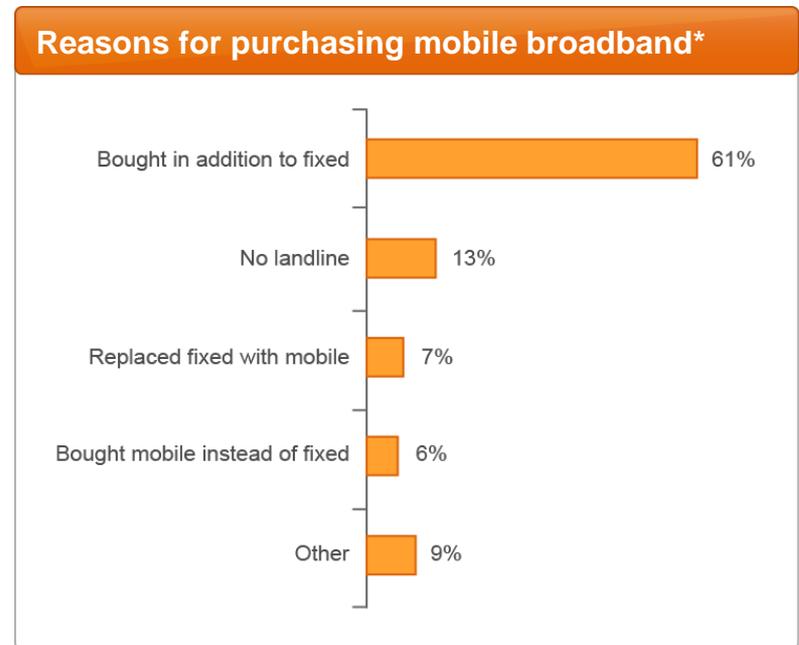
Mobile broadband complementary to fixed

Fixed broadband is the performance leader



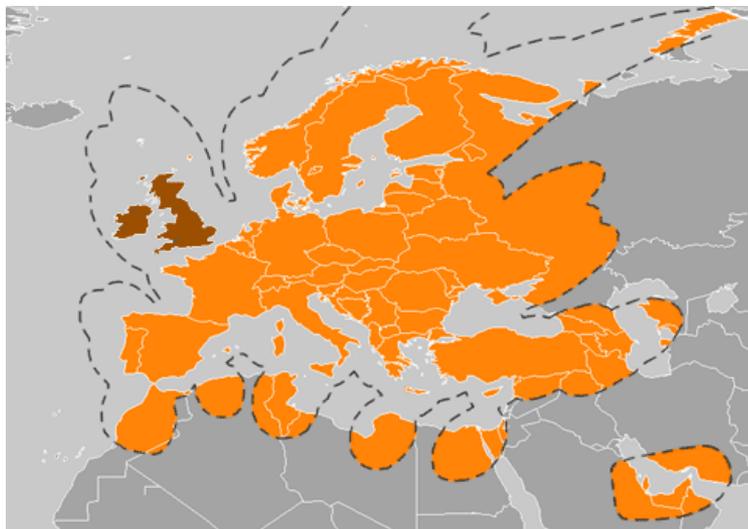
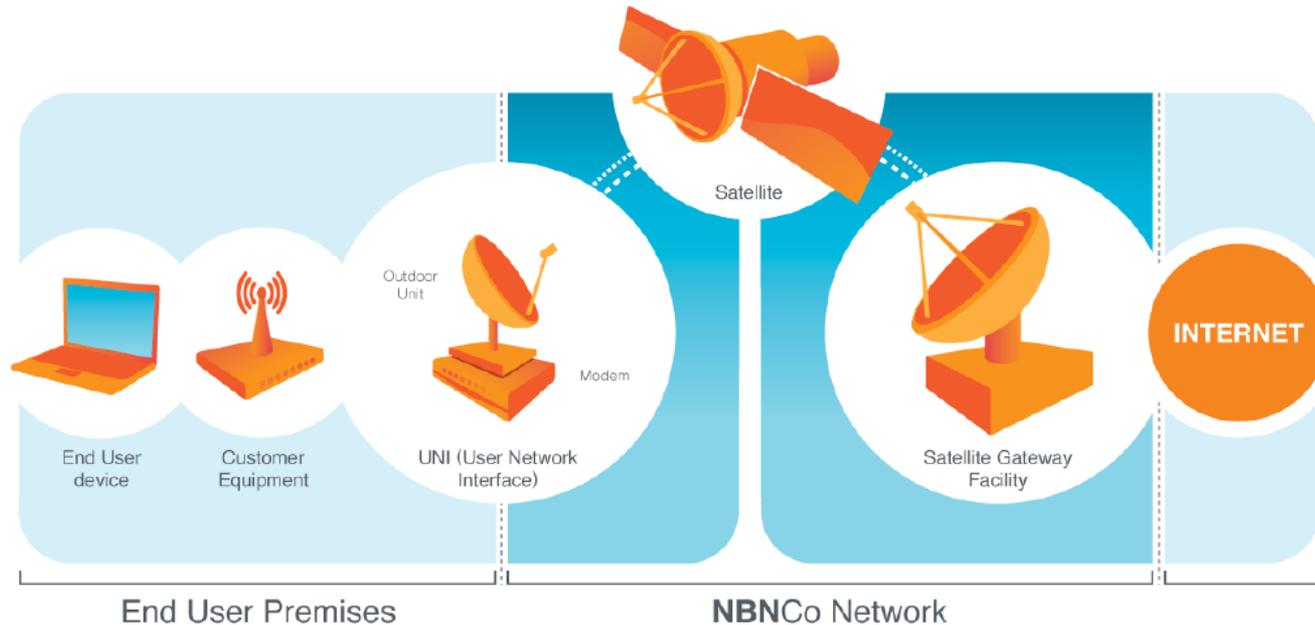
Source: Ofcom "UK Broadband Speeds 2009". Motorola publication "Realistic LTE Performance – From Peak to Subscriber Experience" Aug 2009. BT FTTP product definition

Mobile broadband will be largely complementary and not a substitute for fixed broadband



Source: YouGov Dongle Tracker, October 2009. "Which of the following statements best describes why you purchased a dongle, modem stick, or datacard to connect to a mobile phone network?"

Satellite broadband



Ka band

Ka band satellite is the most common used for internet services. Some existing satellites provide coverage over Oman

NBN CO example

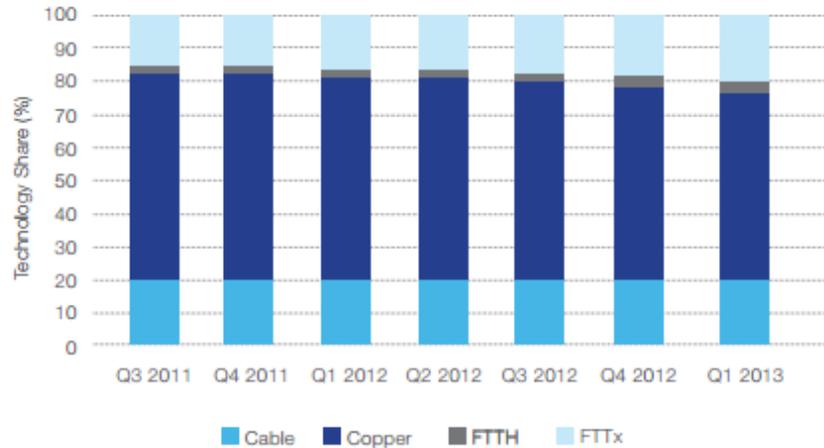
NBN Co is planning to launch two Ka band satellites by 2015, each offering 80 Gbps of bandwidth, compared to four to six Gbps per second capacity available from current satellites servicing Australia. Speed is 6 Mbps per household.

Split between the technologies

Broadband Market Share by technology, 2011-2013

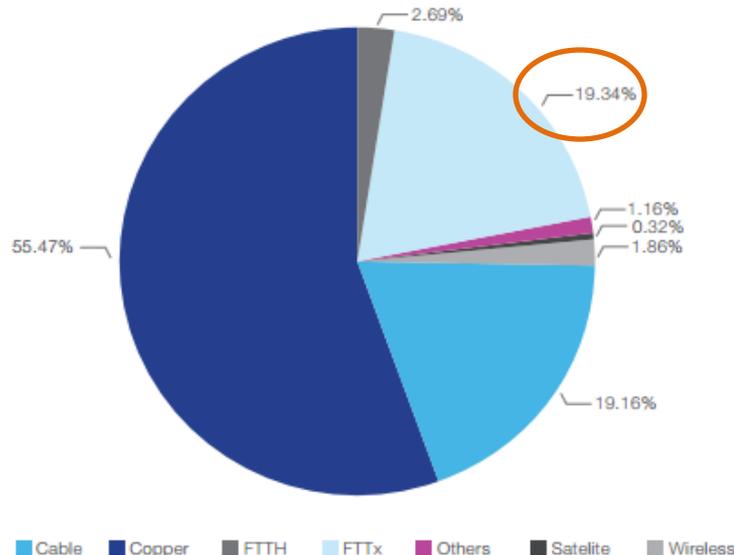
Source: Point Topic
(www.PointTopic.com).

Figure 8: Global Fixed Broadband Market Share by Technology, 2011-2013



Broadband Market Share by technology, Q1 2013

Source: Point Topic
(www.PointTopic.com).



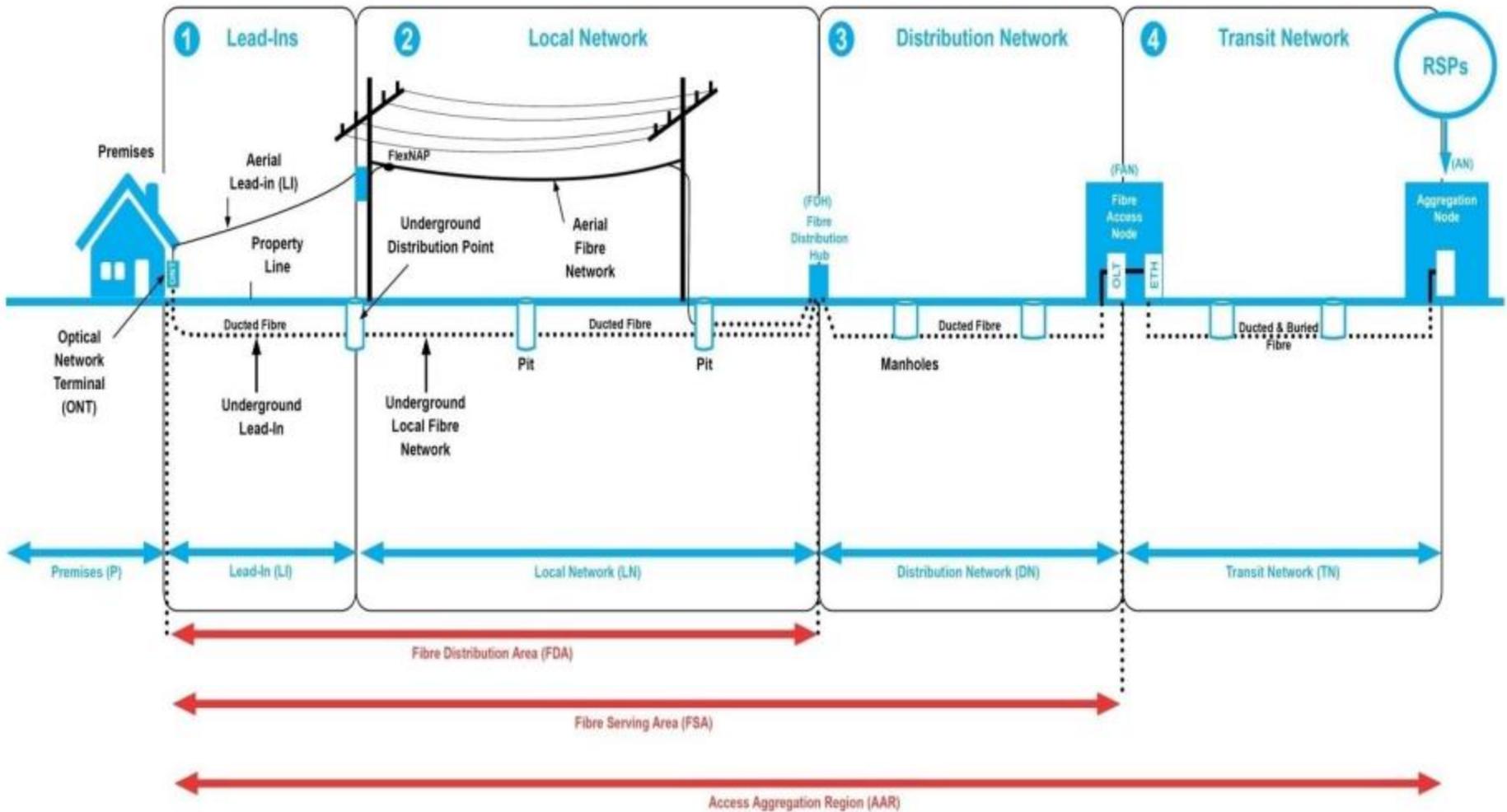
It is interesting to note that in countries where FTTH might not be affordable by the incumbent, FTTC programmes are becoming popular.

Generally FTTC is seen as an upgrade path between traditional copper ADSL and FTTH technology

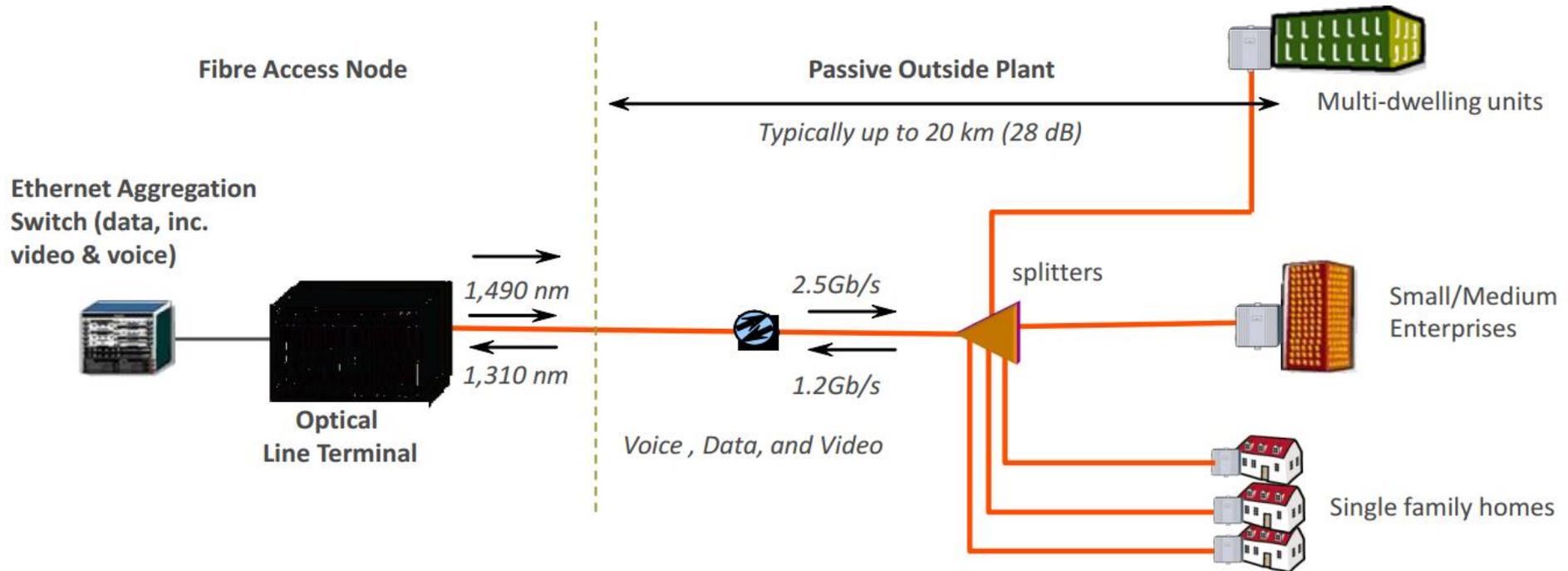
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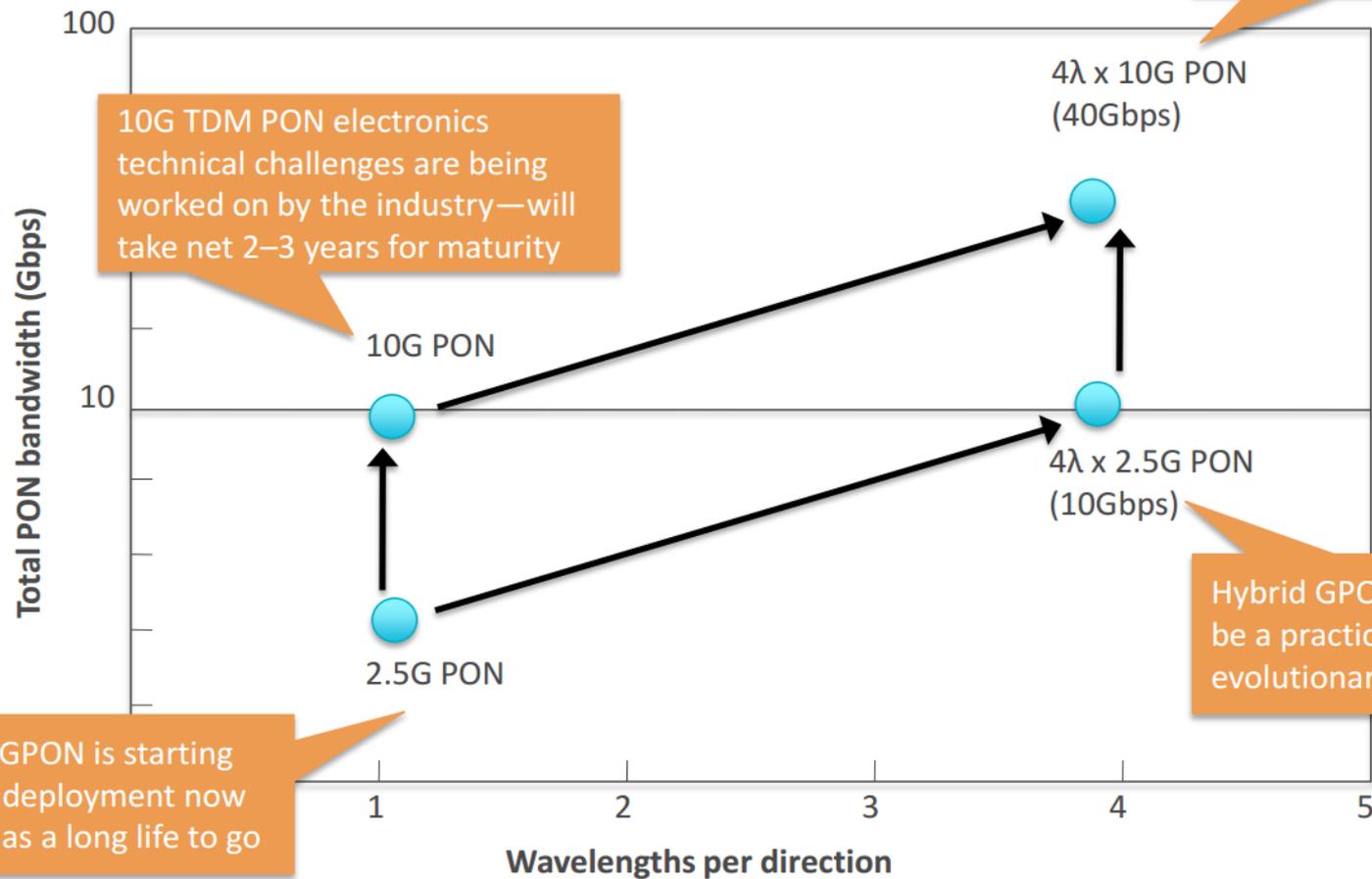
FTTH network design



Gigabit Passive Optical Network (GPON) architecture



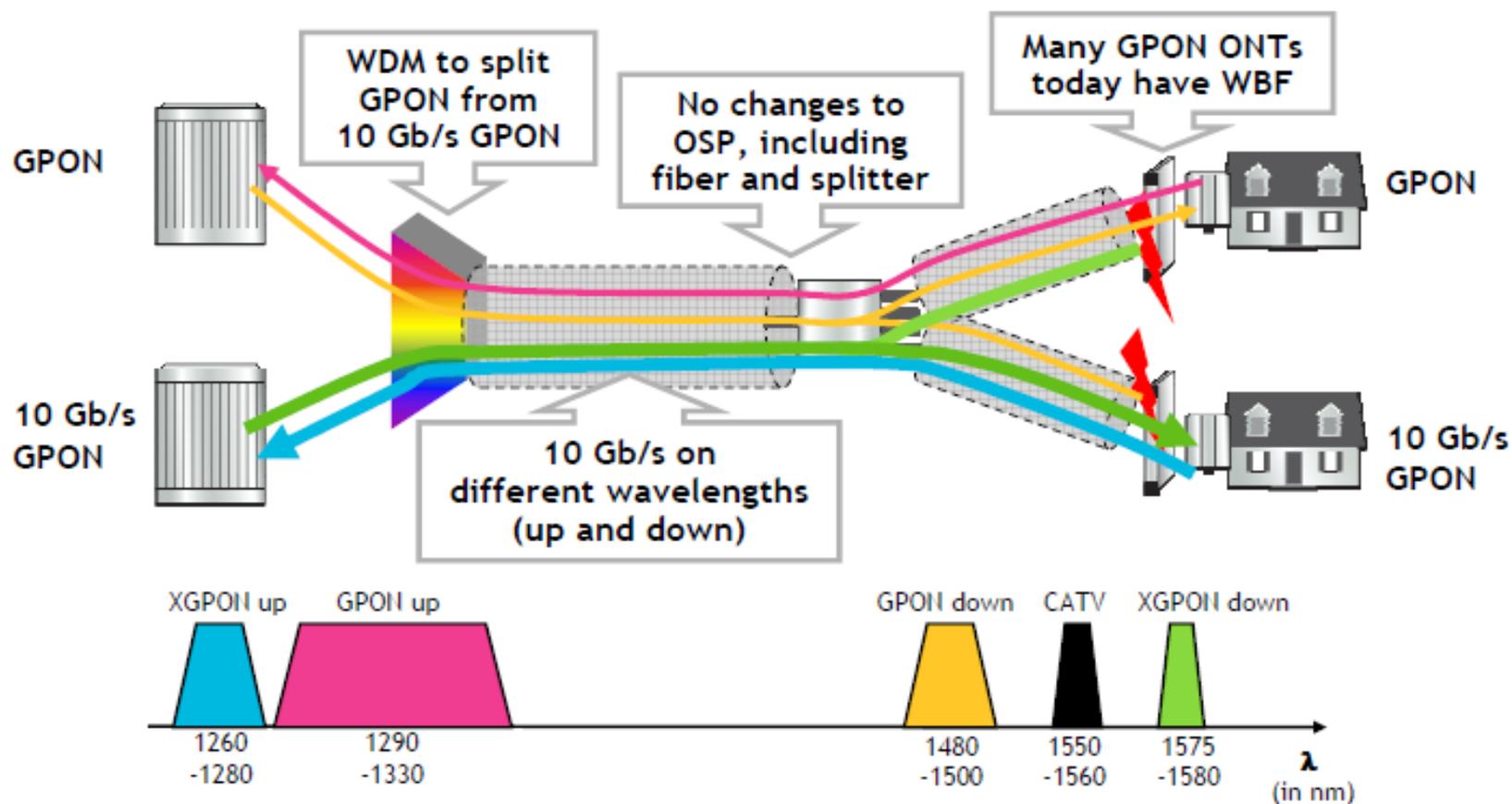
Passive Optical Network (PON) - Technology advances



Passive Optical Network (PON) – Upgrade path 1

No fork-lift upgrade for 10G GPON

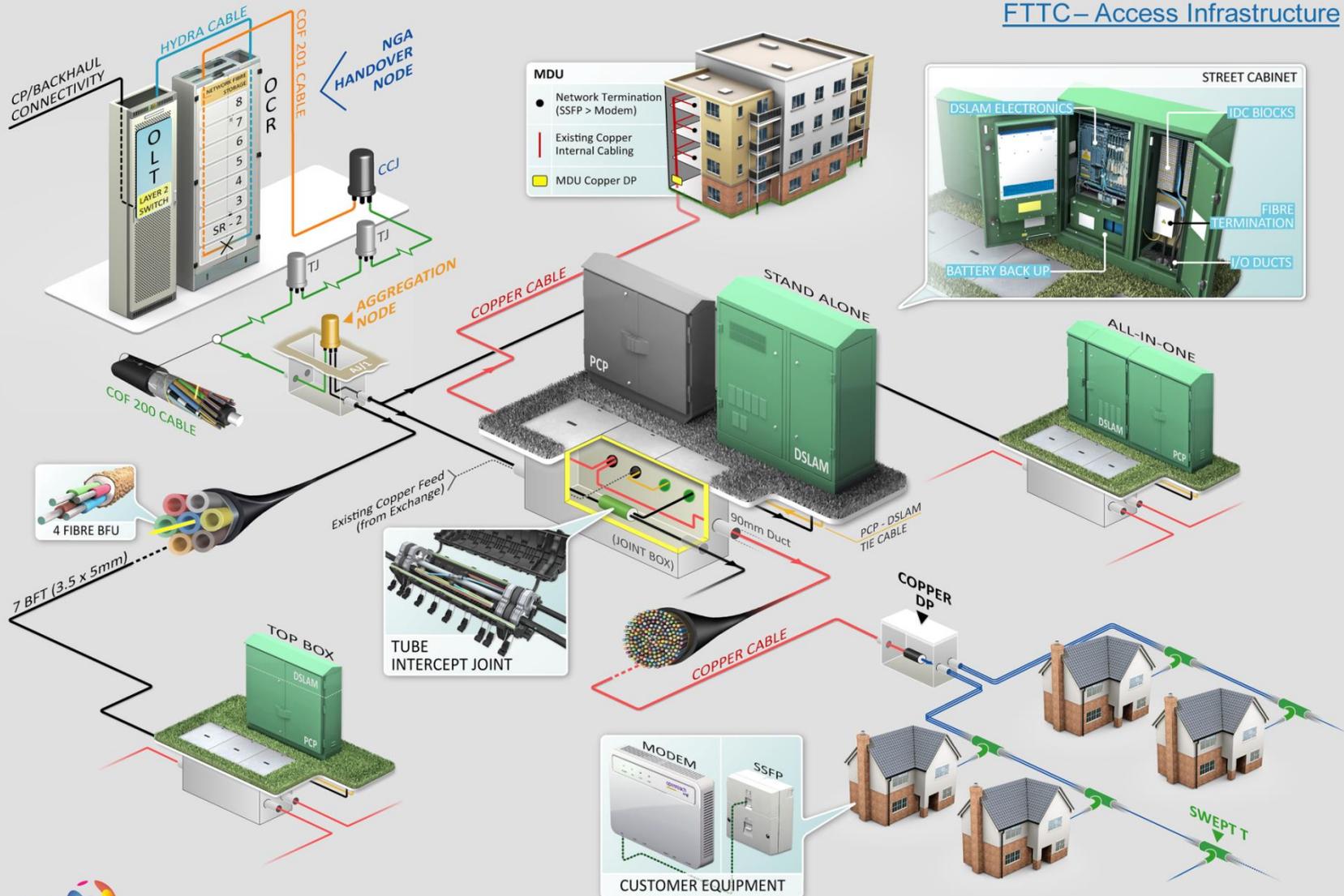
Wavelength overlay in both uplink and downlink



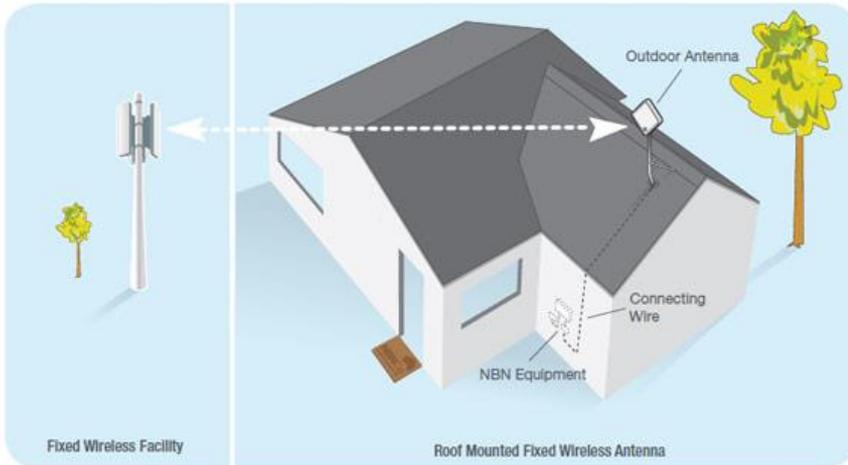
No stranded investments: GPON OLT, ONT and OSP can be reused

Fiber to the curb (FTTC) network design – BT UK

FTTC – Access Infrastructure

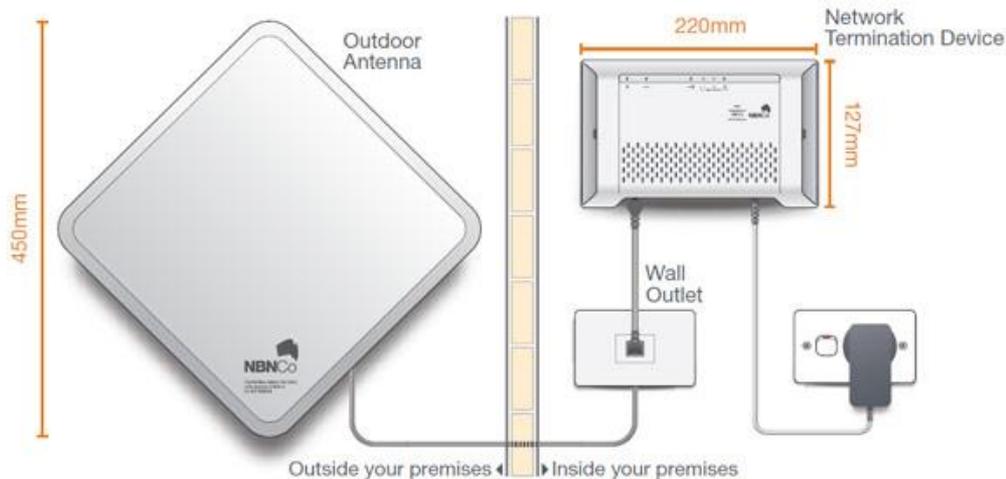


Fixed Wireless Broadband



NBN Co example

NBN Co will deploy a 4G Long Term Evolution fixed wireless network covering approximately 4 per cent of the population outside the fibre footprint.



The premises in the fixed wireless footprint will be hooked up to an antenna allowing a connection to a wireless base station; the base station links via a backhaul. Unlike the mobile networks, only premises can connect to the NBN's fixed wireless network
Speed of 12 Mbps with upgrade to 24 Mbps is available.

Best fit technology per geotype

Passive GPON deployment is best suited for sparse and SDU housing scenarios

Active Ethernet deployment with CAT5/6 cabling is best suited for denser MDU

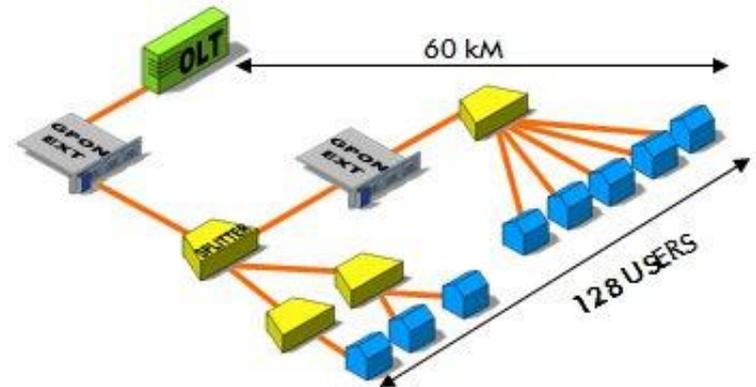
Technologies such as long reach GPON or repeated signal technology might need to be used

GPON vs Active Ethernet

| FTTH technology | PROS | CONS |
|-----------------|---|---|
| GPON | <ul style="list-style-type: none"> • Passive technology so no active equipment or power requirements • Lower cost of deployment • Low OPEX • Good scalability | <ul style="list-style-type: none"> • Asymmetric bandwidth • Shared fibre medium with contention ratio at the splitter |
| Active Ethernet | <ul style="list-style-type: none"> • Symmetric bandwidth provision is more aligned with future user requirements • Familiar LAN based technology • Better support for open access network as separate fibre per user | <ul style="list-style-type: none"> • Higher cost of deployment • Active elements in street cabinets need power feed and airconditioning • Higher OPEX spend • Less scalable |

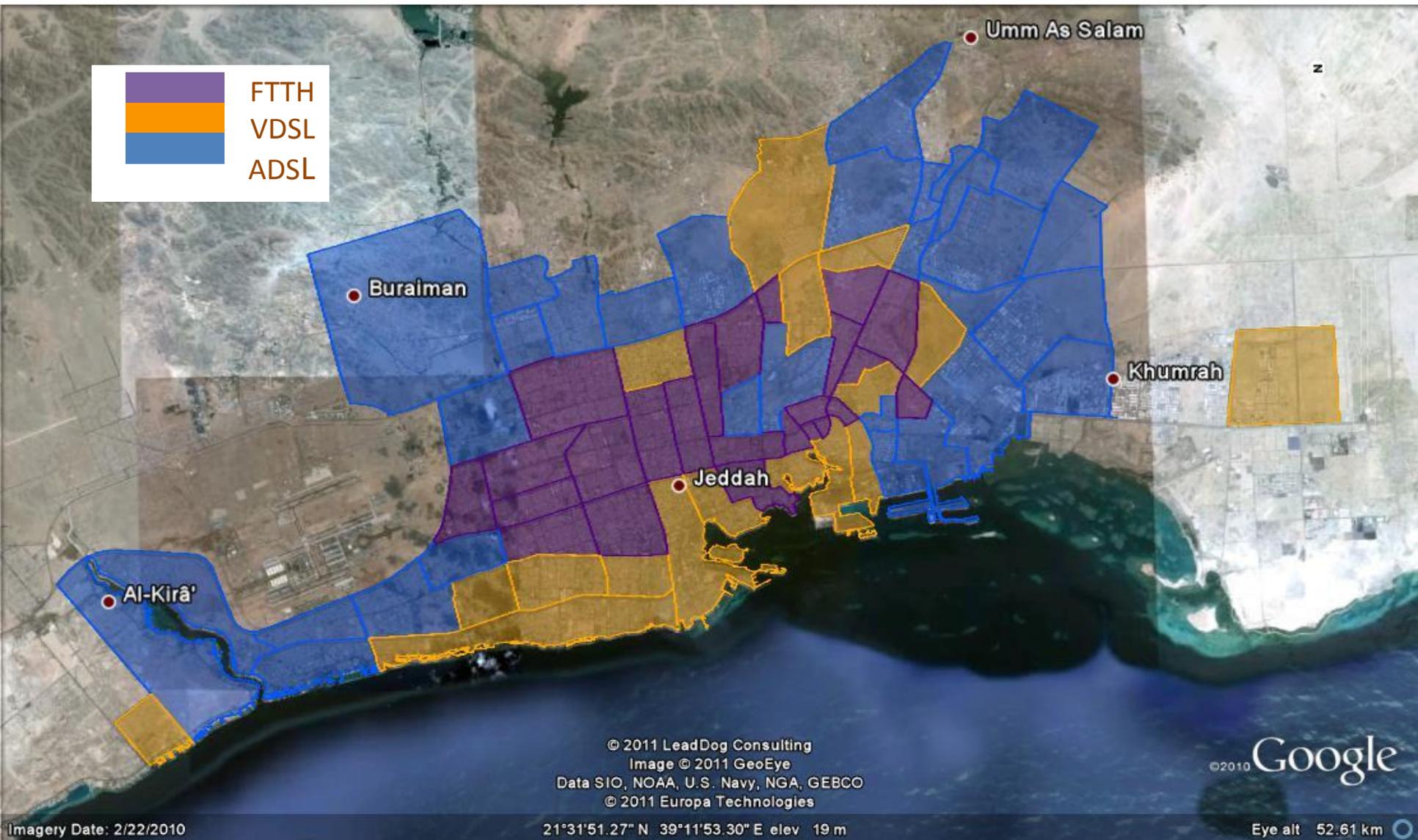
Source: Saliency

Extending the reach of GPON



Source: Telnet

Co existence FTTH and FTTC – STC Saudi

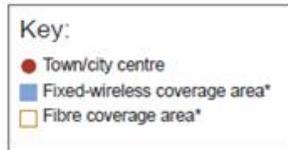
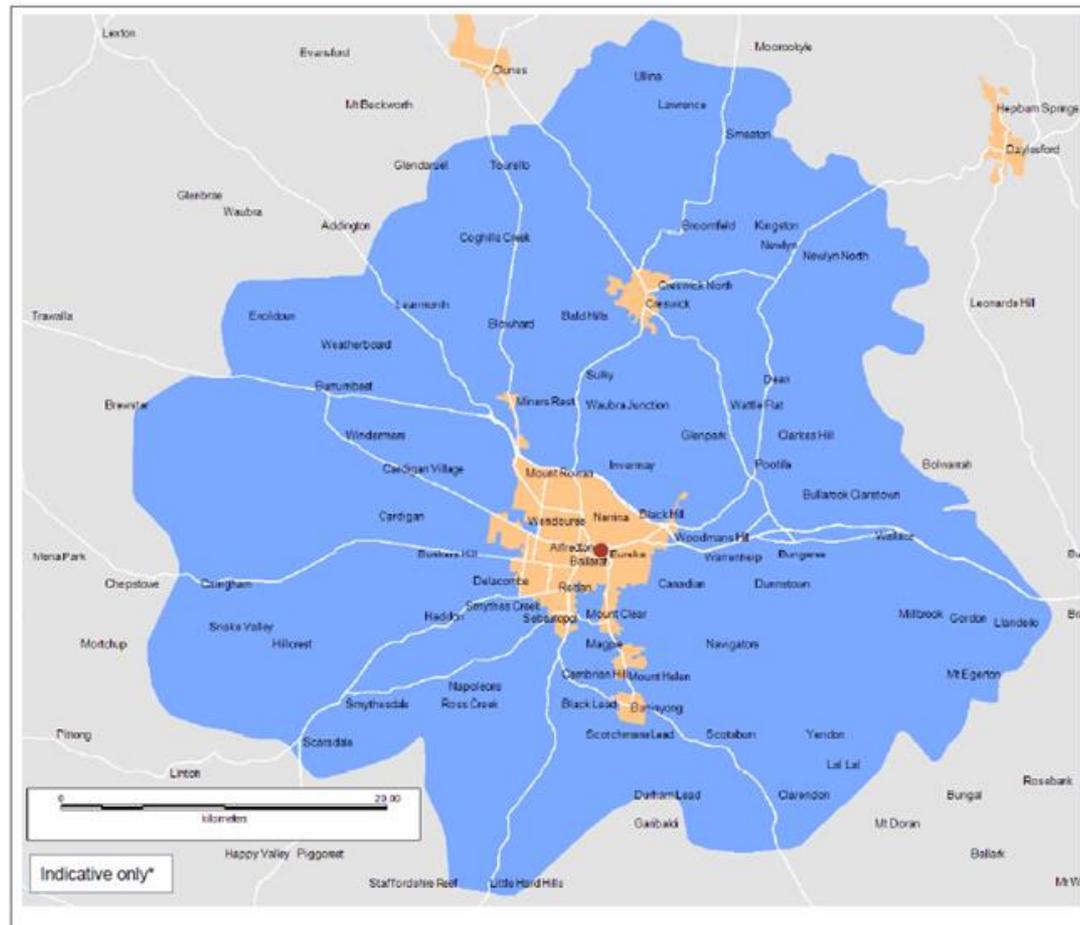


Co existence FTTH and fixed wireless - Australia

Fixed-wireless coverage maps

Ballarat surrounds

VICTORIA



* These maps show the estimated likely coverage areas based on our rollout schedule, which may change. Network performance depends on your location, equipment and retail service provider's products. Eligibility for a wireless service is subject to meeting NBN Co's minimum connectivity requirements.

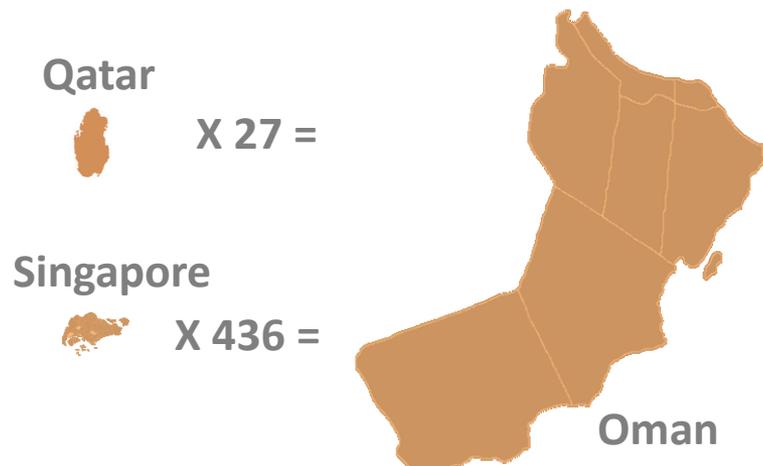
Oman is big country with rural communities

Due to Oman's size deploying fibre across the country will be expensive due to the distances to reach households.

Deploying fibre on commercial grounds might be difficult for 70% of the population.

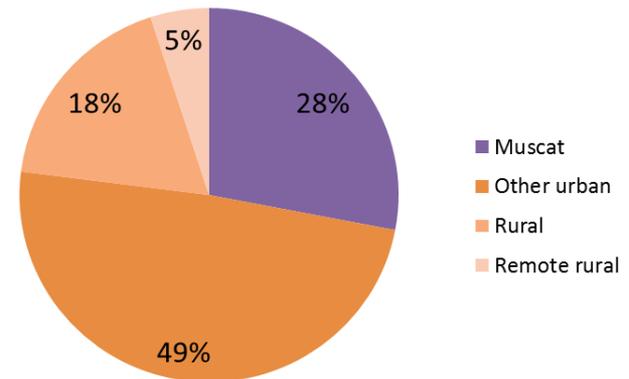
Big divide: the rural population cost per household is 100 times more than dense urban

Geographic size comparison



Source: Wikipedia

Population split



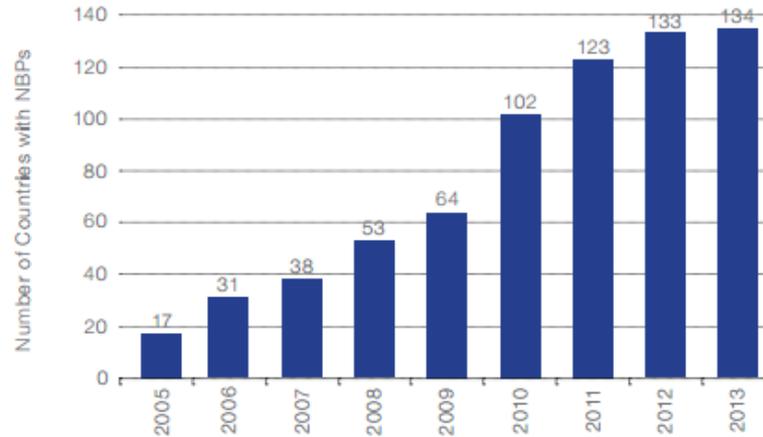
Source: National Statistic of Oman

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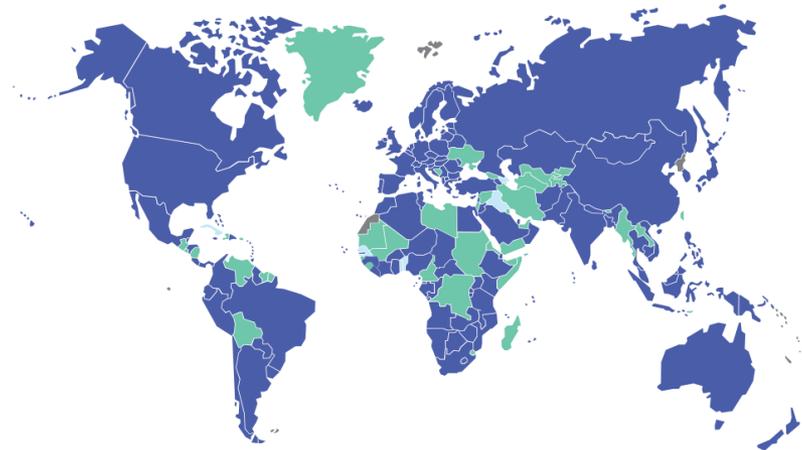
Countries with developed NBN plans

Figure 4: Growth in National Broadband Plans, 2005-2013



Source: ITU/UNESCO
Broadband Commission and ITU
Telecommunication/ICT Regulatory
Database.

World Map, according
to status of National
Broadband Plan (NBP)

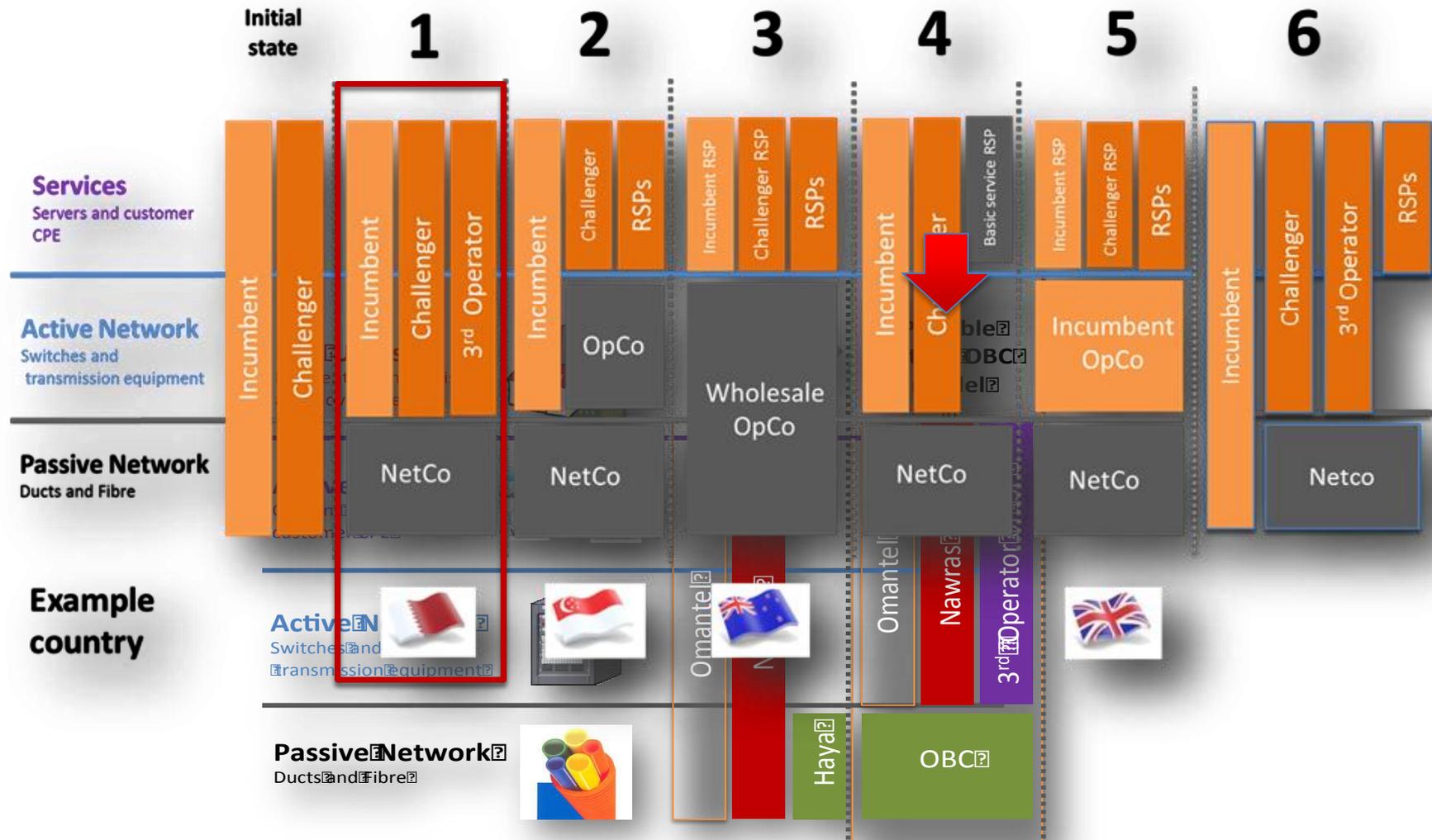


Source: ITU/UNESCO
Broadband Commission and ITU
Telecommunication/ICT Regulatory
Database.

■ NBP - yes ■ NBP - no ■ NBP - planning ■ No data

Models differ in the level and scope of government involvement

And that OFG will provide the passive fiber infrastructure for O model

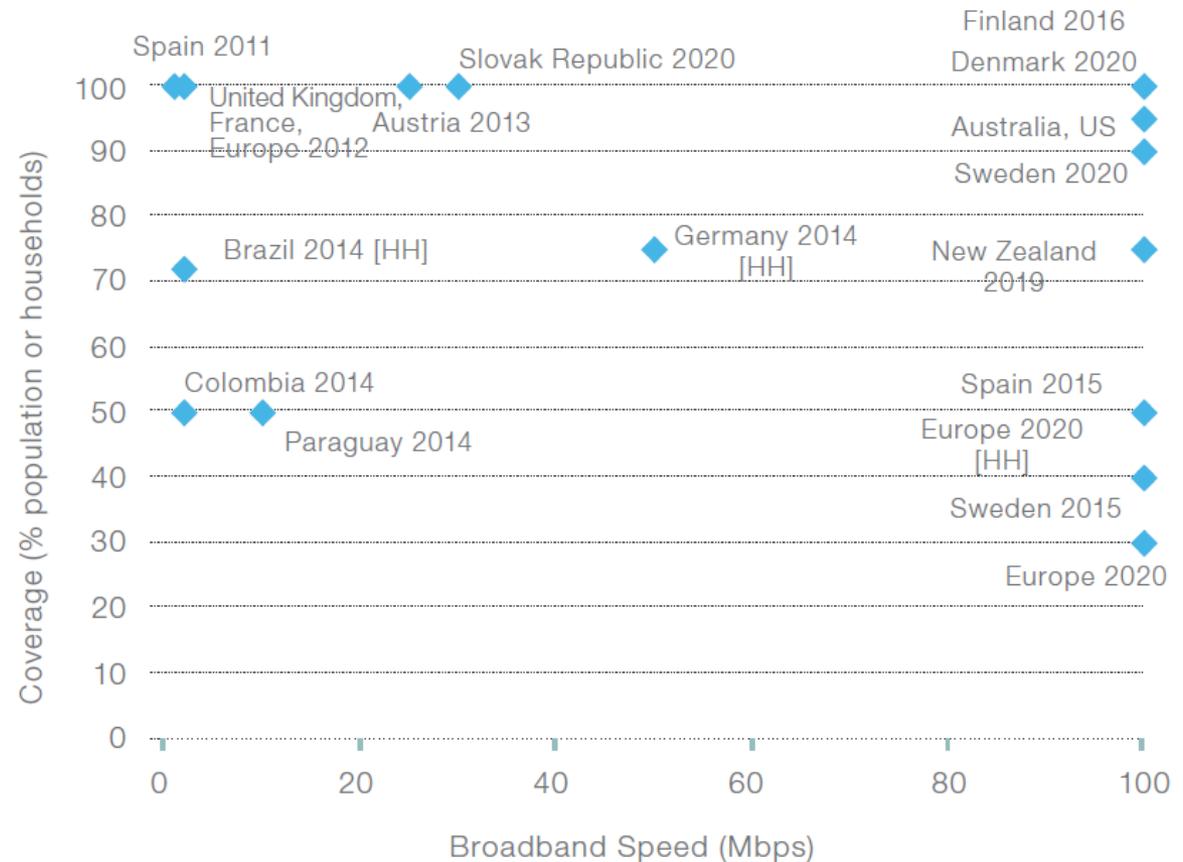


NBN speed and coverage targets

Source: ITU.

Note: Australia's targets specify 100% geographic coverage, with 93% at 100 Mbps and 7% at 12 Mbps.

EU objectives are 30 Mbps for all EU households and 100 Mbps for 50% of EU households, by 2020, shown as [HH].



Regulatory exclusivity is the only model that works without government subsidy

| | | | | |
|--------------------------------|-------------------|--|---|--|
| Government intervention | Subsidy | | <p>To incumbent</p> <p> Japan</p> <p> Taiwan</p> <p>To third party</p> <p> Singapore</p> | <p> New Zealand</p> <p> Australia</p> <p> Qatar</p> <p> Oman</p> |
| | No Subsidy | <p> United States</p> <p> Hong Kong</p> <p> South Korean</p> | <p> European Union</p> | <p> United Kingdom</p> |
| | | Regulatory exclusivity | Regulated access | Separation (functional/structural) |
| | | | Regulatory outcome | |

Source: McKinsey Analysis