

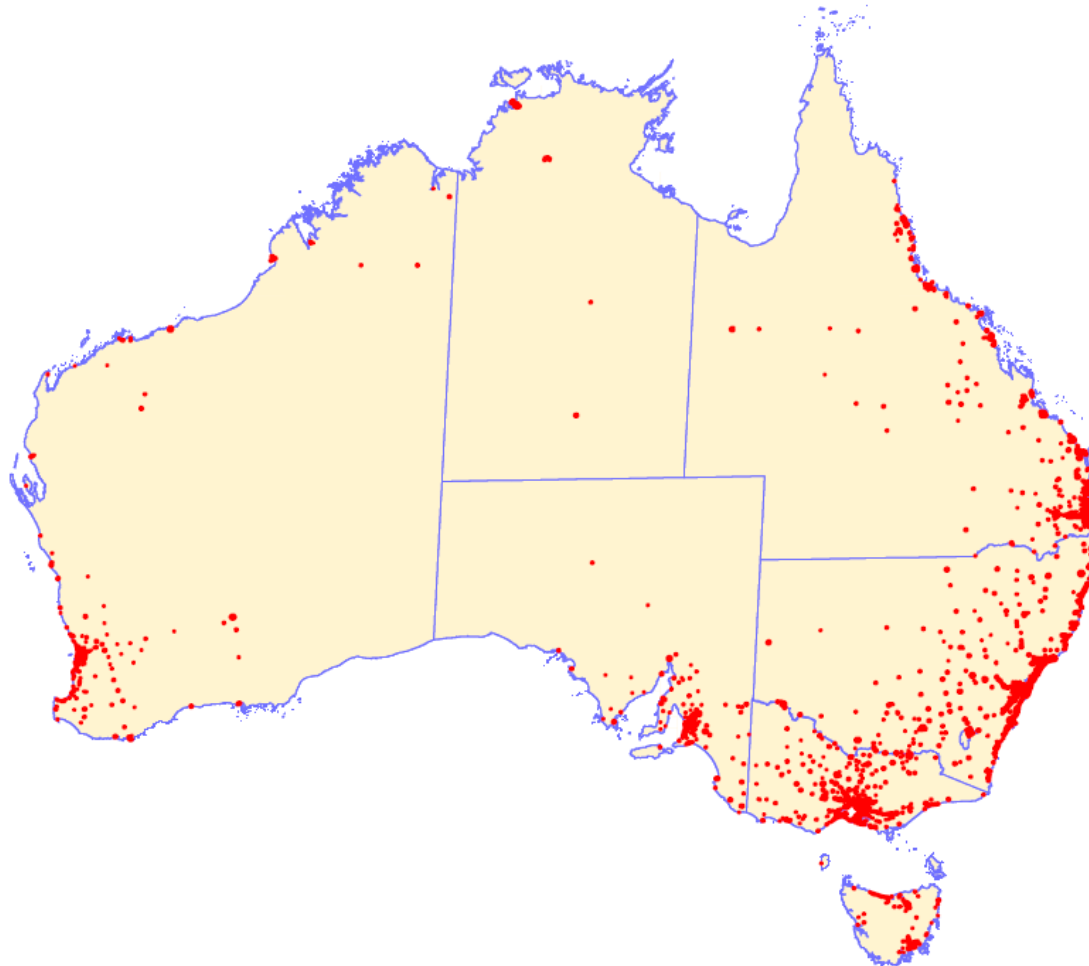
Municipal Association of Victoria CEO FORUM

Mike Kaiser
Principal-Government Relations and External Affairs

6th May 2010

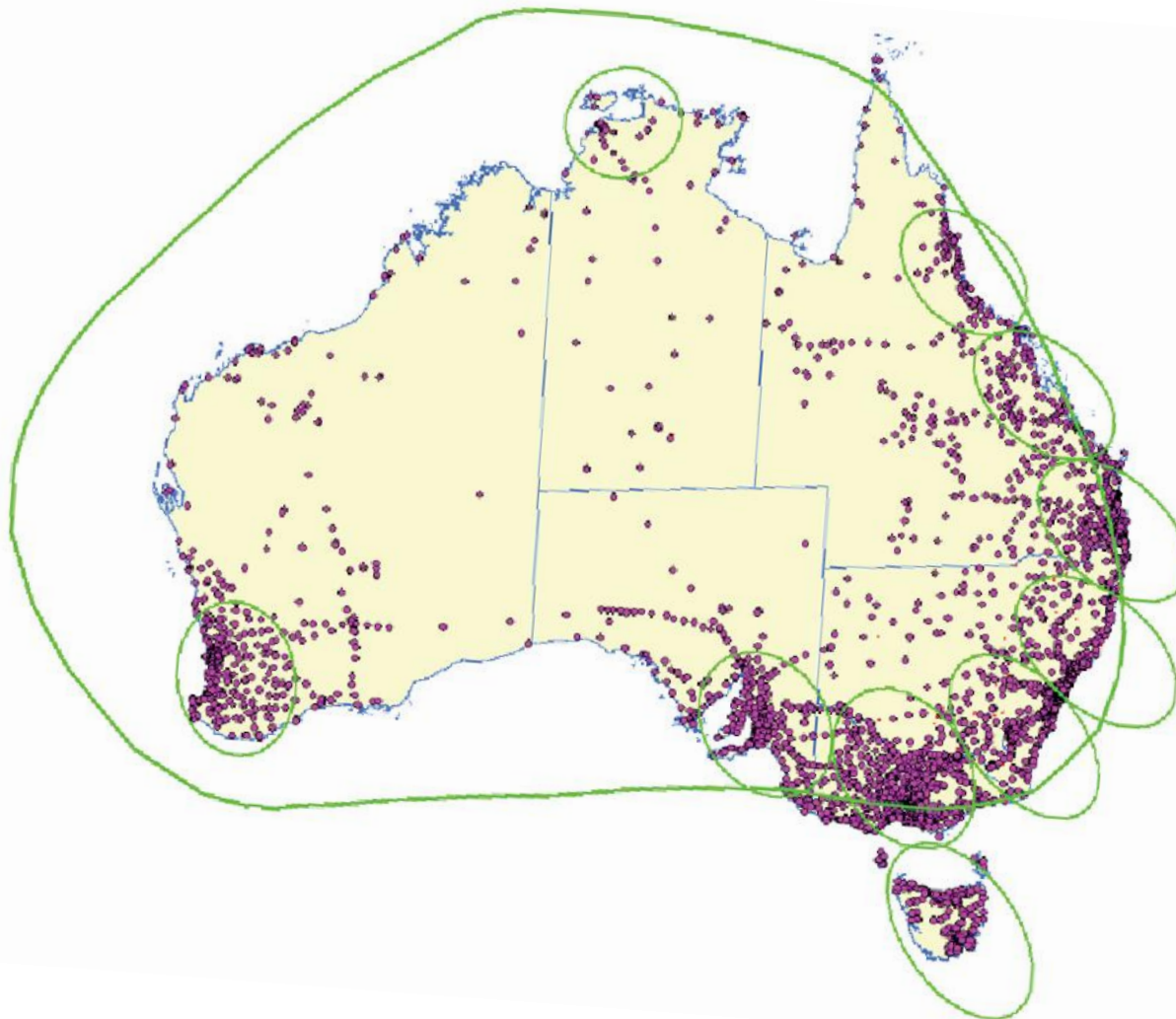
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Australia – At least 90% Fibre Coverage



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Australia – 10% Radio & Satellite Coverage



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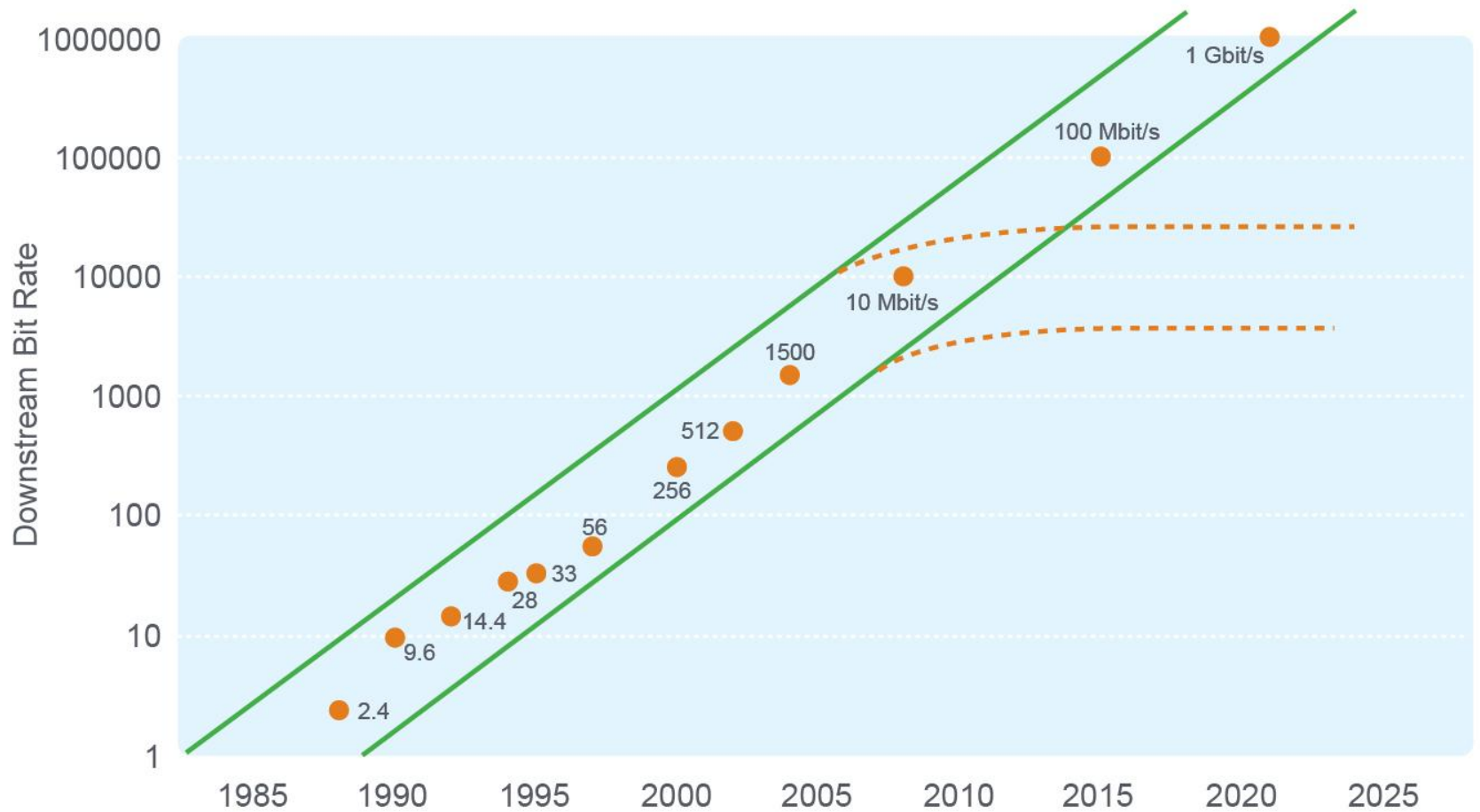
Regional Initiatives



Country	Fibre Backbone	Last Mile	Speeds for Local Access	Fibre Coverage
Australia	✓	✓	100 Mbps	90%
Japan	✓	✓	100 Mbps	Over 90%
Korea	✓	✓	1 Gbps	100% homes and businesses
New Zealand	✓	✓	100 Mbps	75% homes and businesses
Singapore	✓	✓	1 Gbps	100% homes and businesses
Malaysia	✓	✓	10 Mbps + download	38% homes and businesses

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Fixed Bandwidth Demand

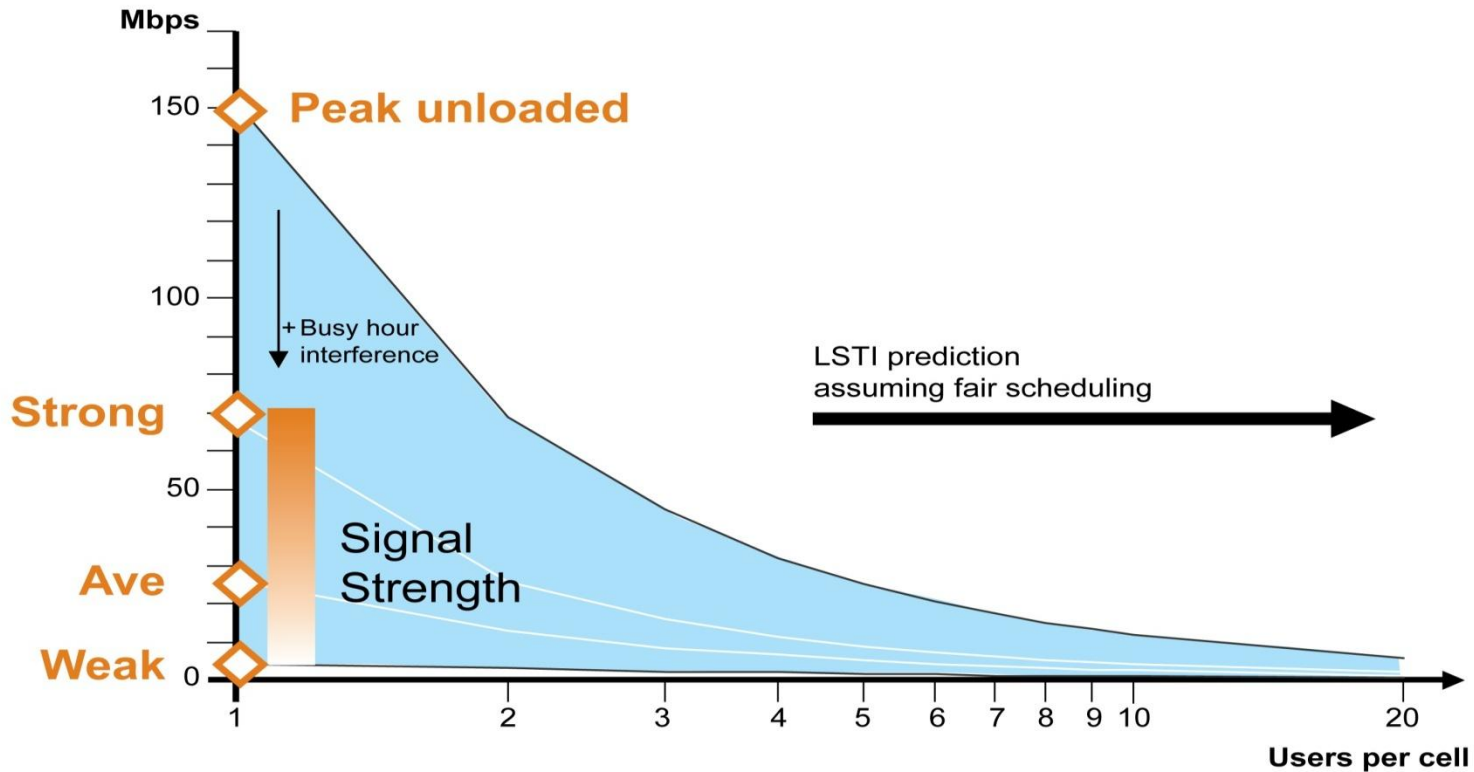


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Latest LTE/SAE trials show significant differences between peak rates and end-user throughput



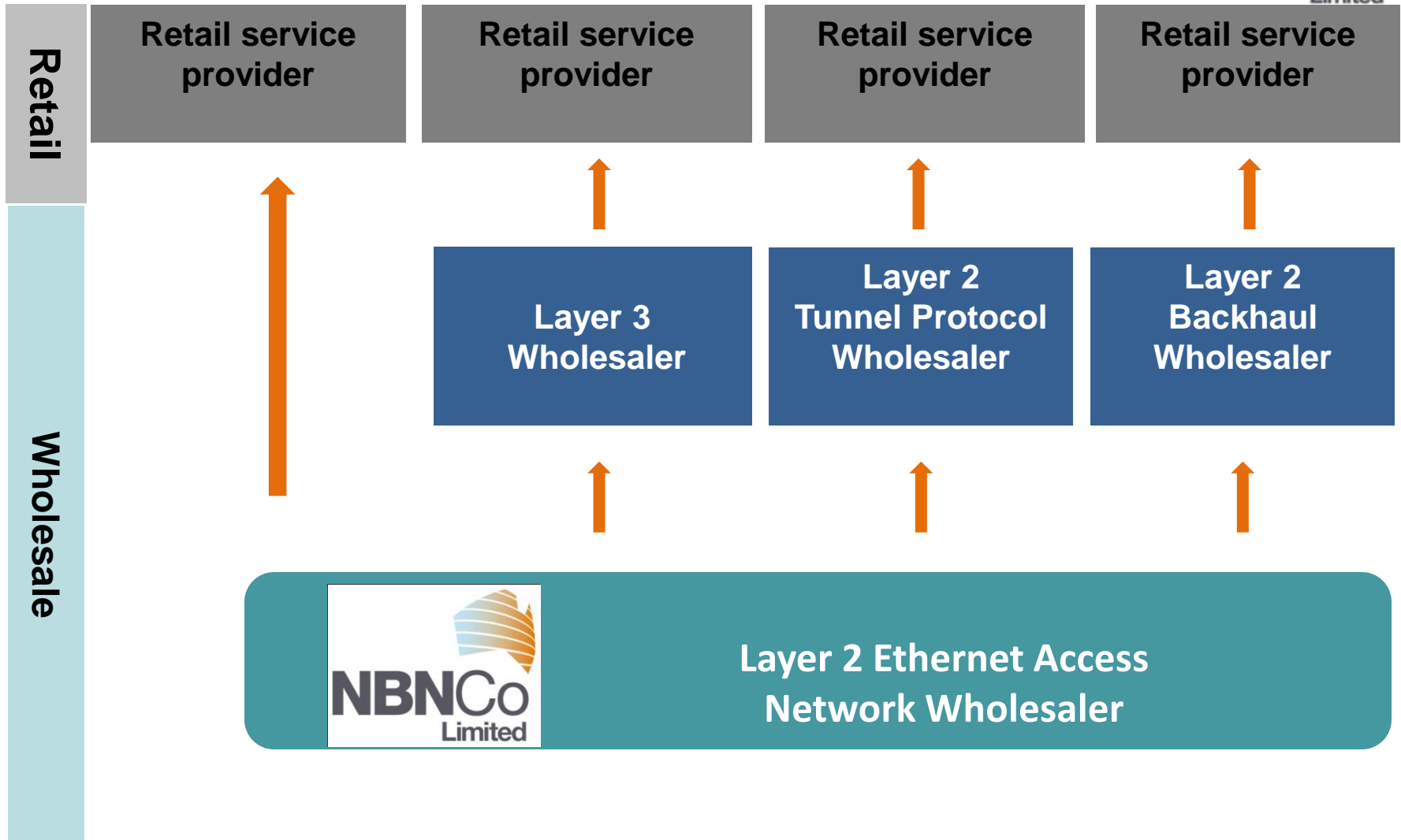
LTE proof of concept peak rates



Notes: 2x20MHz, 2x2 MIMO
Source: LTE/SAE Trial Initiative (Oct 2009)

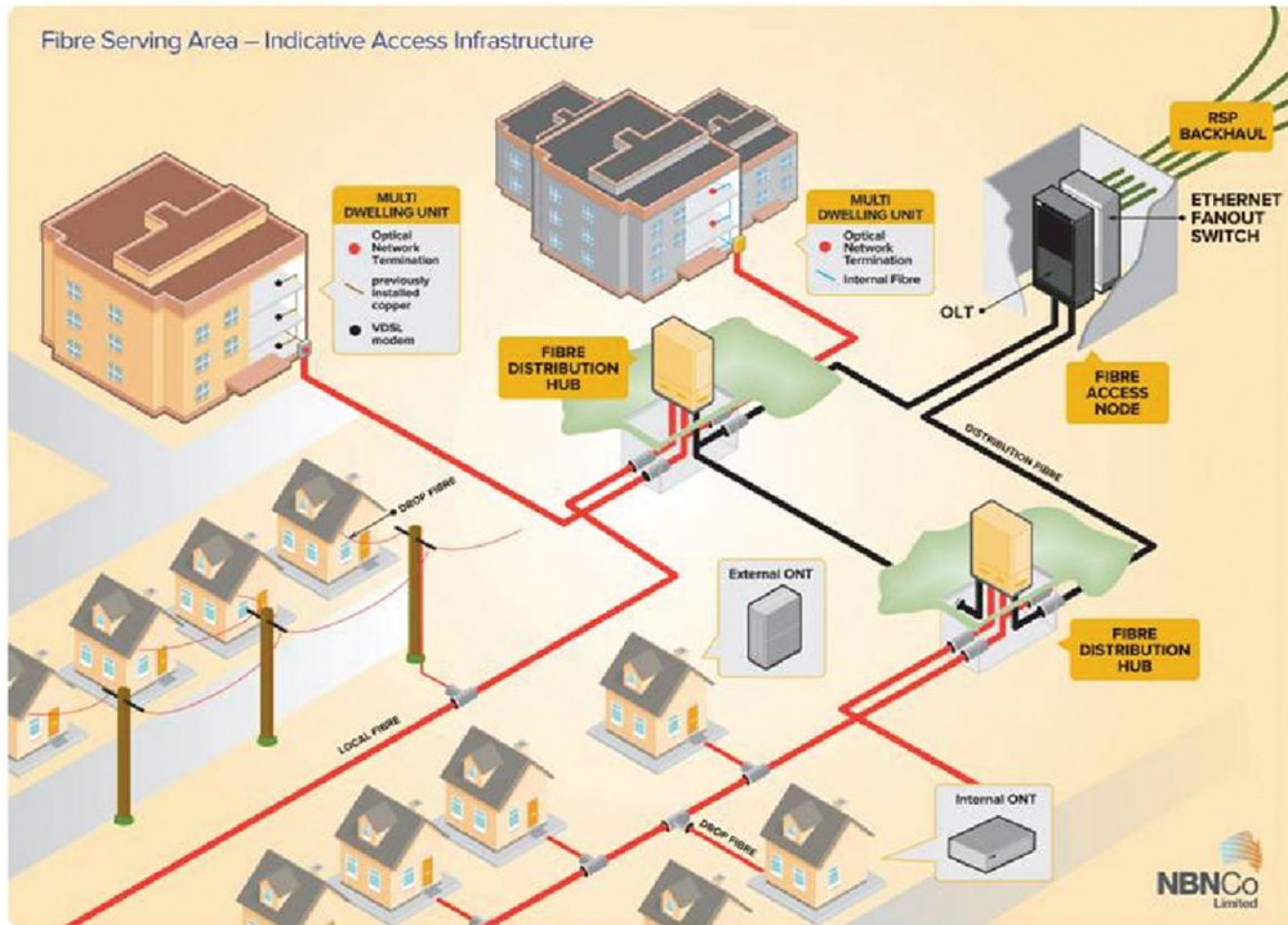
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A Diversity of Wholesale and Retail Business Models



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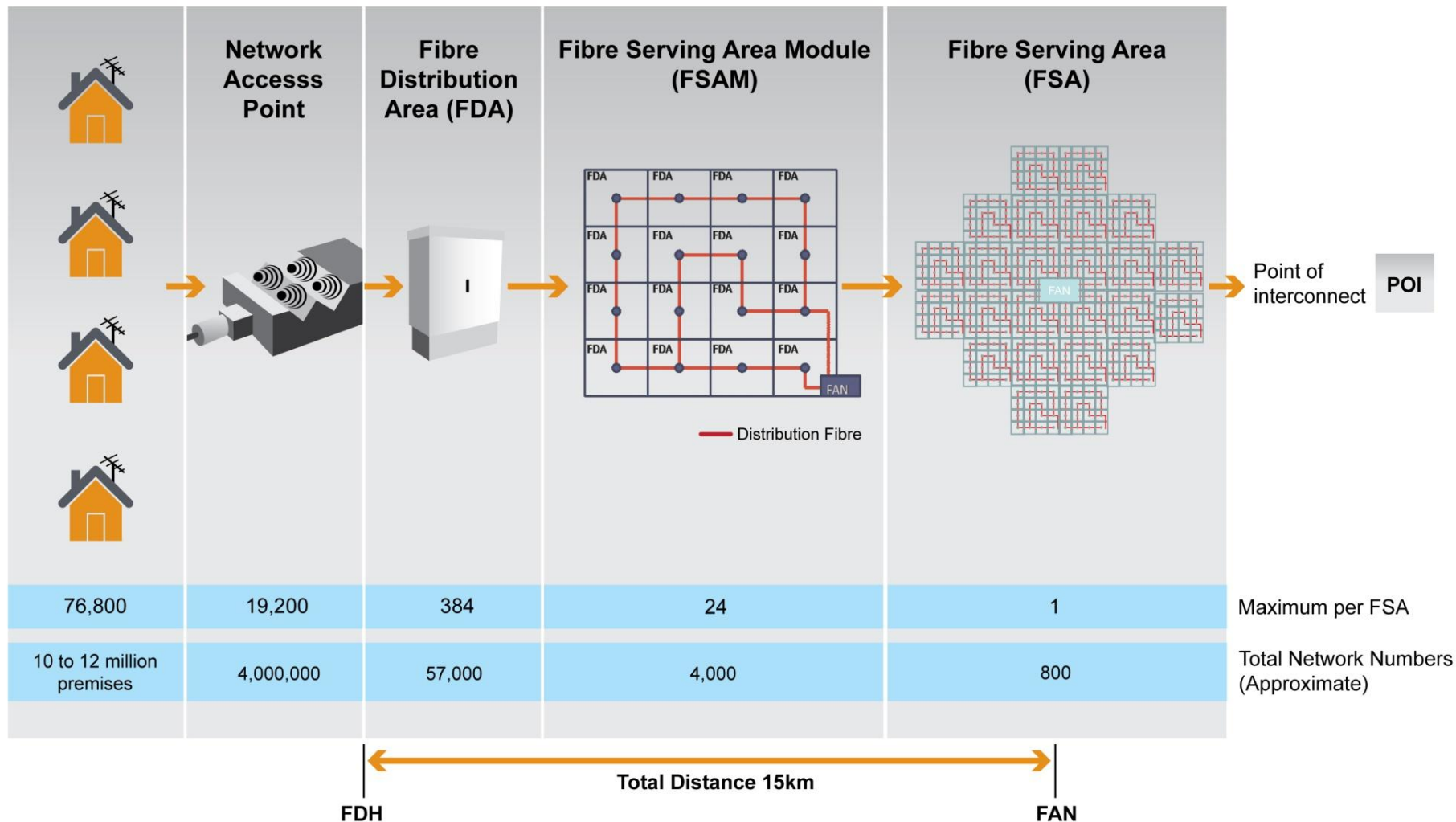
Physical Infrastructure Representation



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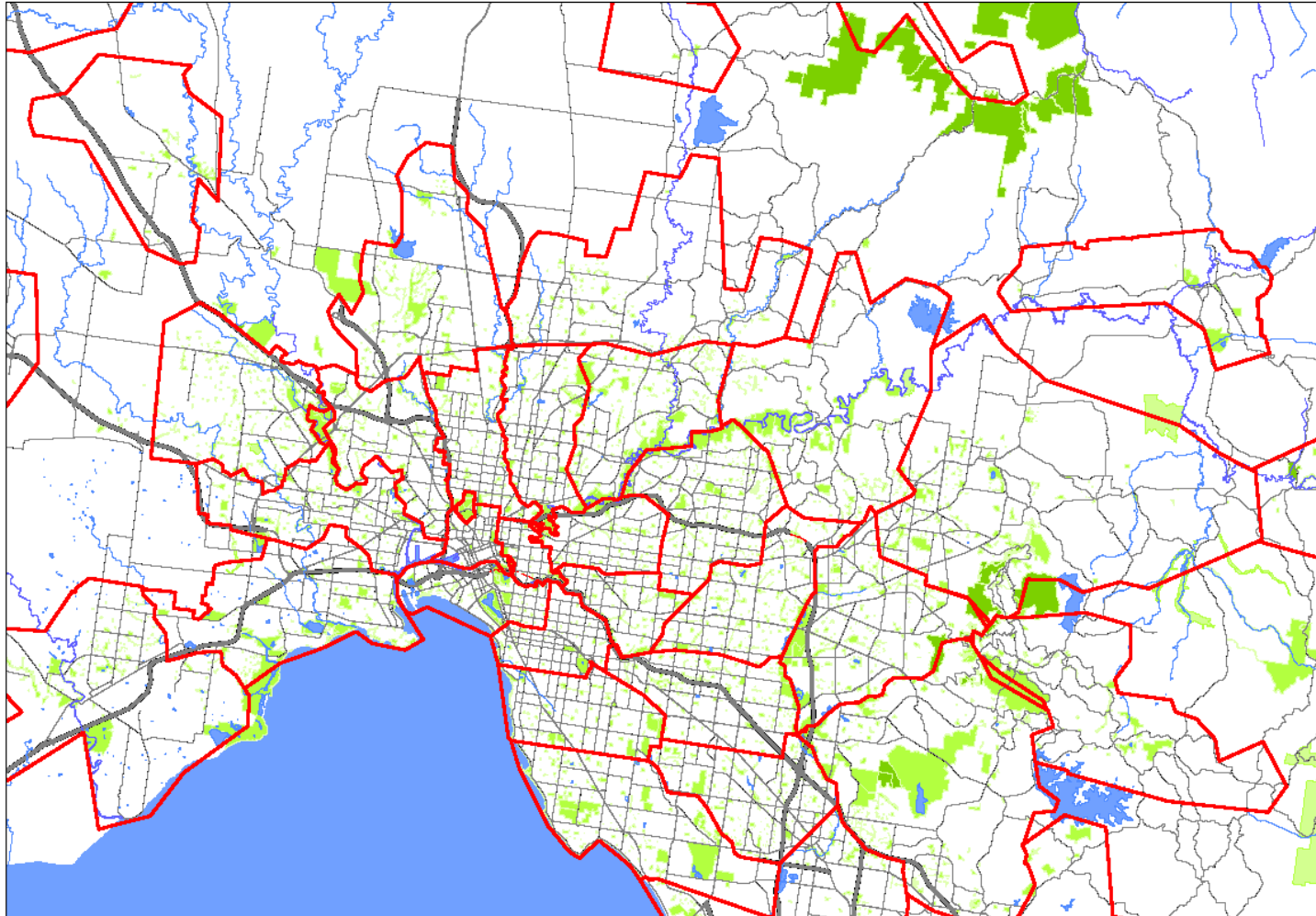


Network dimensions – replicating modules



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'Real' Fibre Serving Areas - Melbourne



Supporting end user applications

Consumer



High-speed internet

- asymmetrical
- bursty



IPTV

- asymmetrical
- streaming
- constant
(committed rates)



VOIP

- constant
(committed rates)

Business Symmetrical



Backup of data



Software-as-a-Service



High-definition voice
and video conferencing



Online collaboration
with remote workers

Industry Eg. Health



Online consultations



Remote diagnosis of
electronic medical
images



In-home monitoring of
elderly and chronic
disease sufferers

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