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Commsday Melbourne Congress

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CEO NBN Co

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Progress

Procurement – held up by election, but back on track:

- OSS/BSS – in negotiations with potential suppliers
- Optical Transmission Equipment – about to be awarded
- Volume roll out construction – RFP closes shortly
- Passive hardware – fibre cable, accessories (\$2bn worth of proposals) – currently evaluating offers
- Data Centres – negotiating contracts
- Wireless RFP – just issued
- Satellite RFP
 - First release RFP being developed
 - Long-term satellite solution is due to be issued next month



Industry Engagement

- More than 100 hours of deep dive sessions

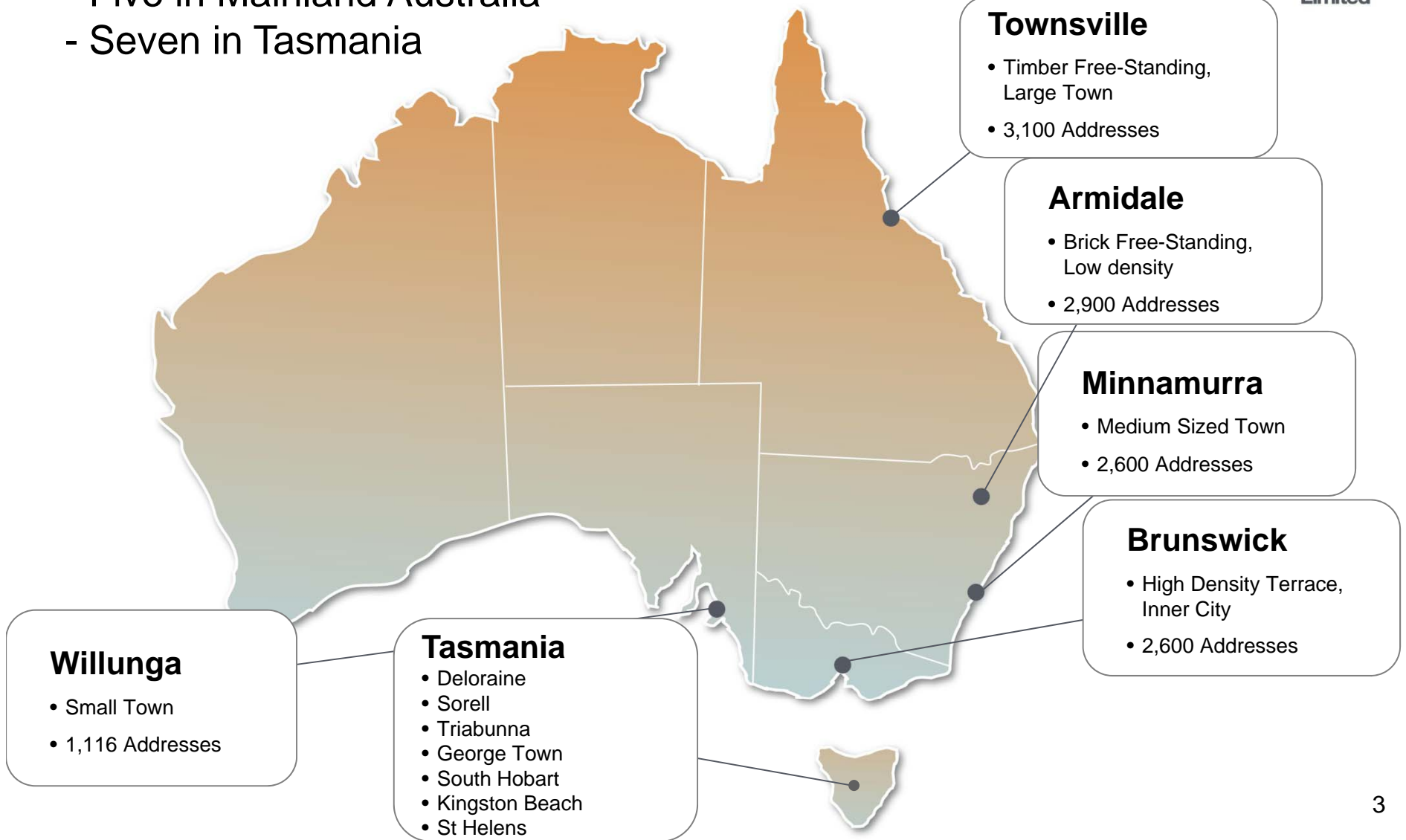
Product Development

- Released a very detailed technical specification for our fibre access service
- Product overviews of our wireless and satellite access services were released for consultation in August



First release sites

- Five in Mainland Australia
- Seven in Tasmania



First Release Site Construction Update

Emphasis on Safety



Armidale

Civil works now fully resourced. Aerial work design being approved by Country Energy. Make ready work to commence shortly

Townsville

Civil work has commenced. Aerial work will commence in line with completion of planning instrument

Willunga

Full underground build with boring and civil work well advanced with work commenced building conduit to the property

Minnamurra/Kiama

Steady progress on civil work with Aerial works to commence shortly

Brunswick

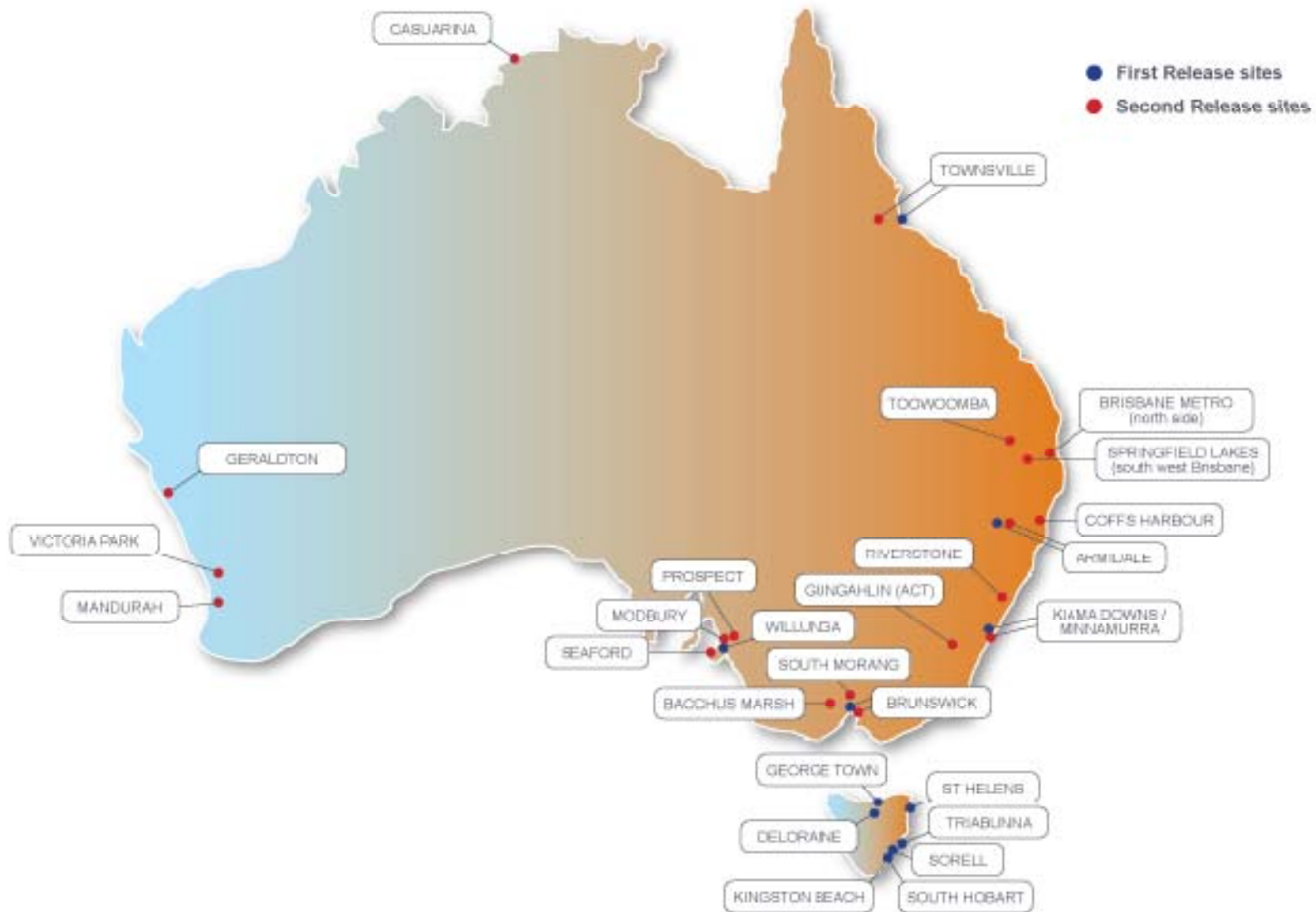
Full underground construction. Majority of construction build will use existing Telstra duct network with new pipe laid in areas of high congestion





First and Second Release Sites

National

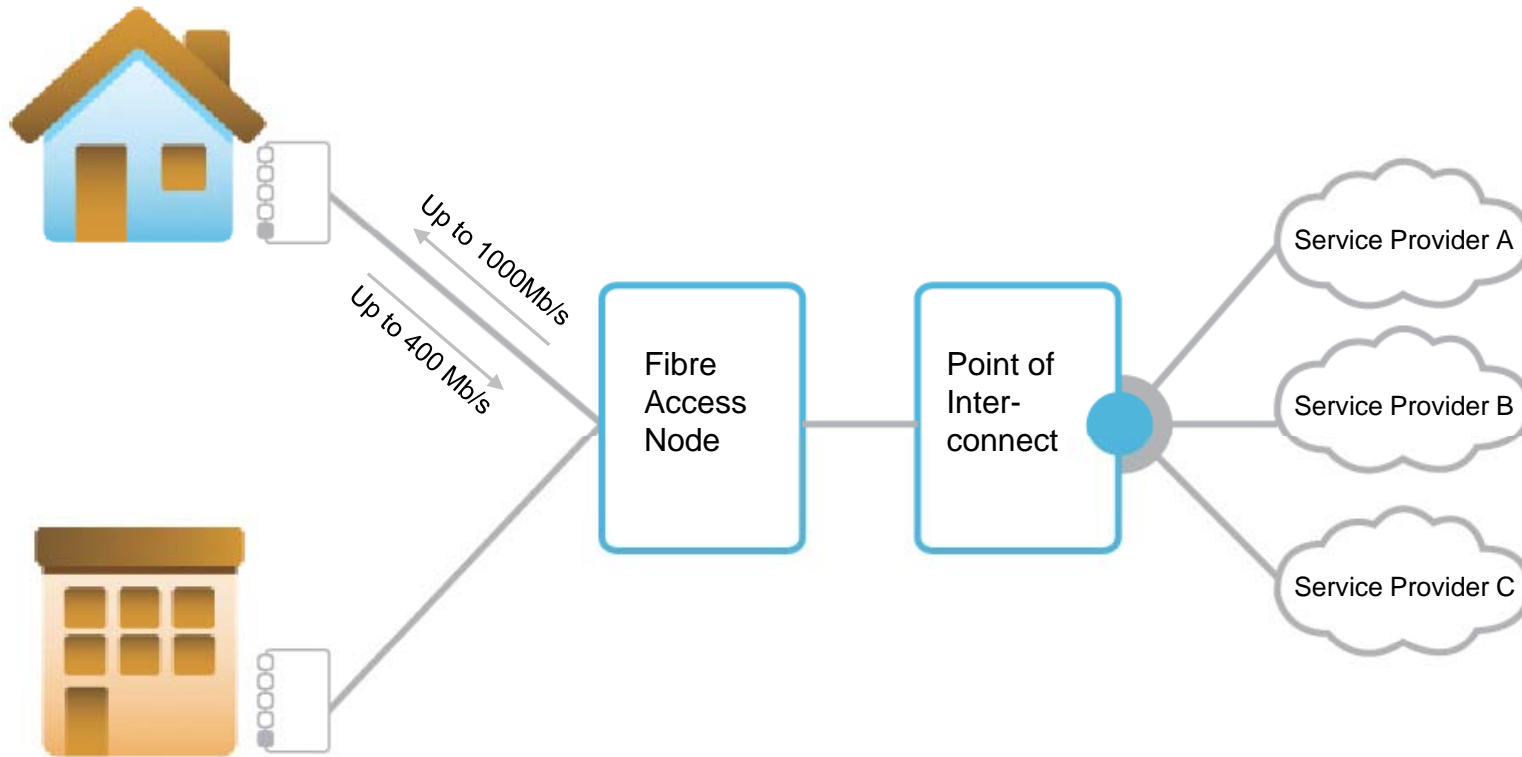




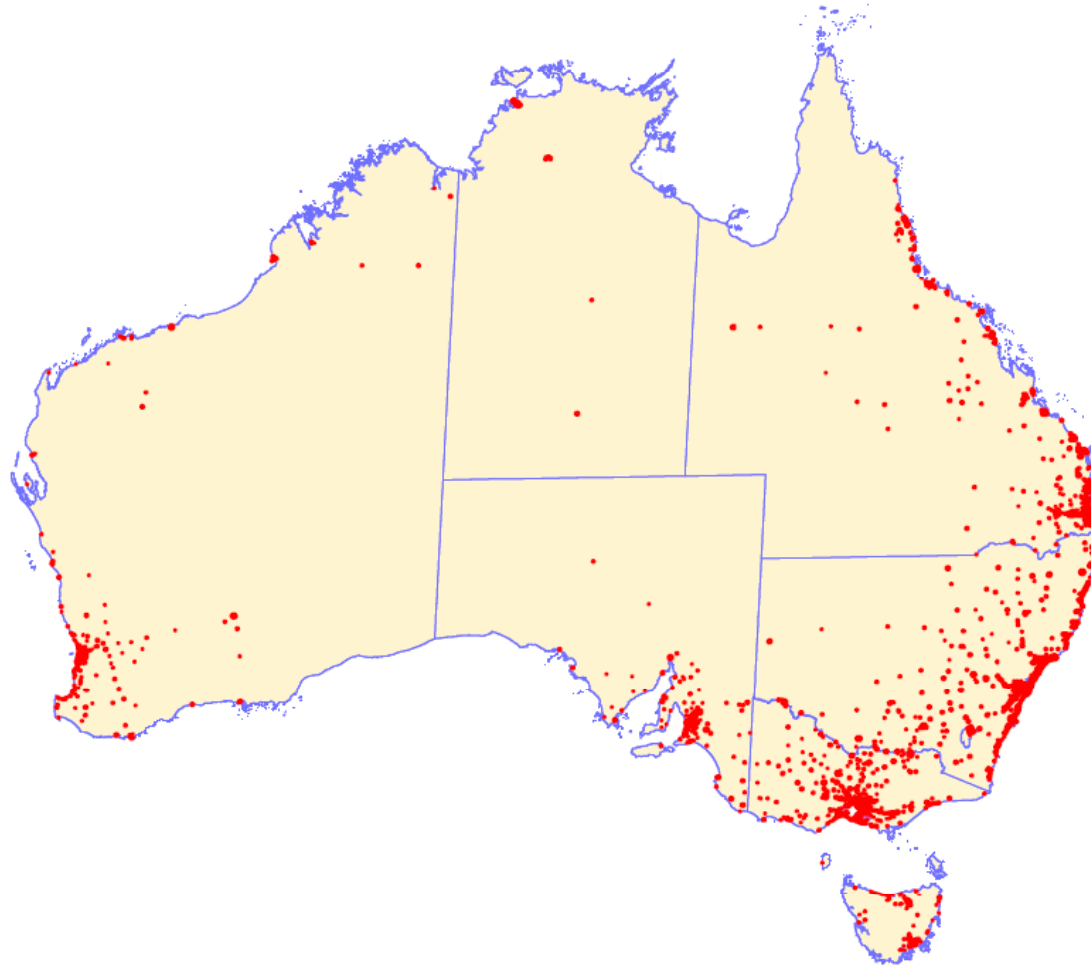
Further Consultation

- Product overviews
- Wholesale Broadband Agreement
- Working on
 - Service qualifications
 - Onboarding
- Pricing
- Points of Interconnect

From Premise to Point of Interconnect



FAN Sites for 93% Fibre Coverage

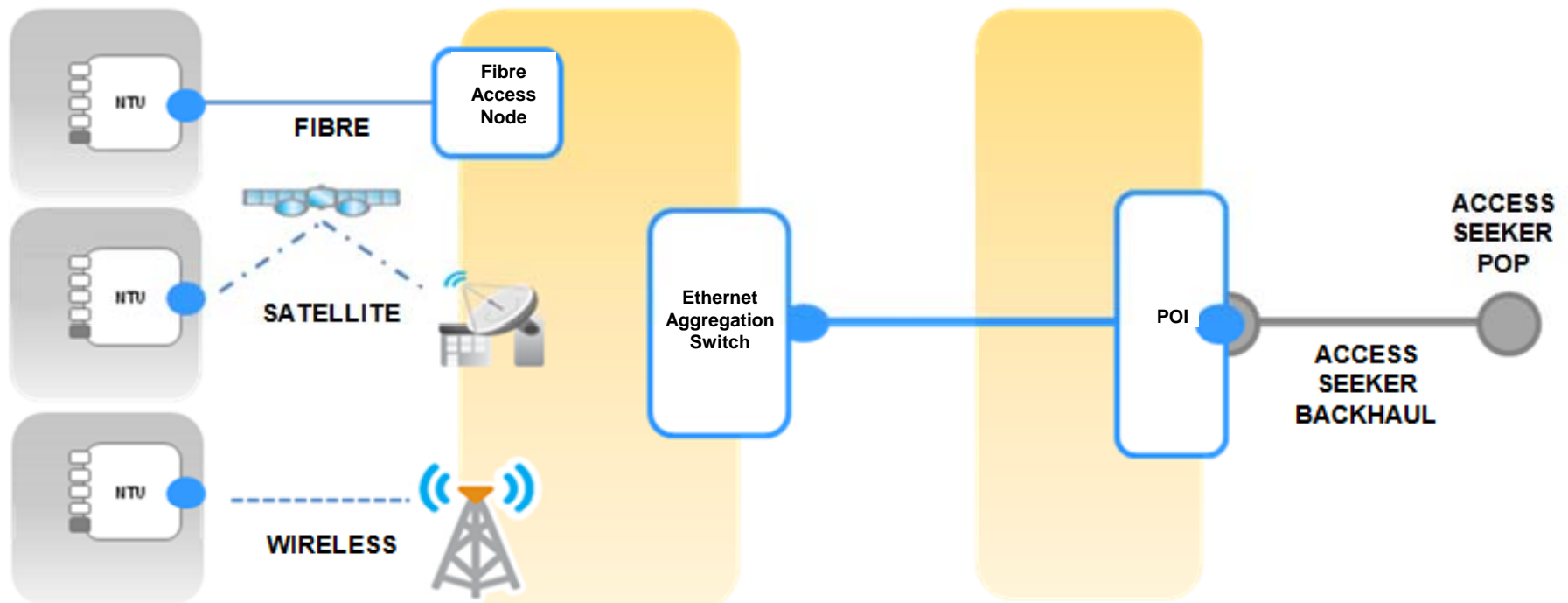


Three technologies – one access seeker interface



End user premise

Point of Interconnect



Internal Wiring – The Experience from Tasmania

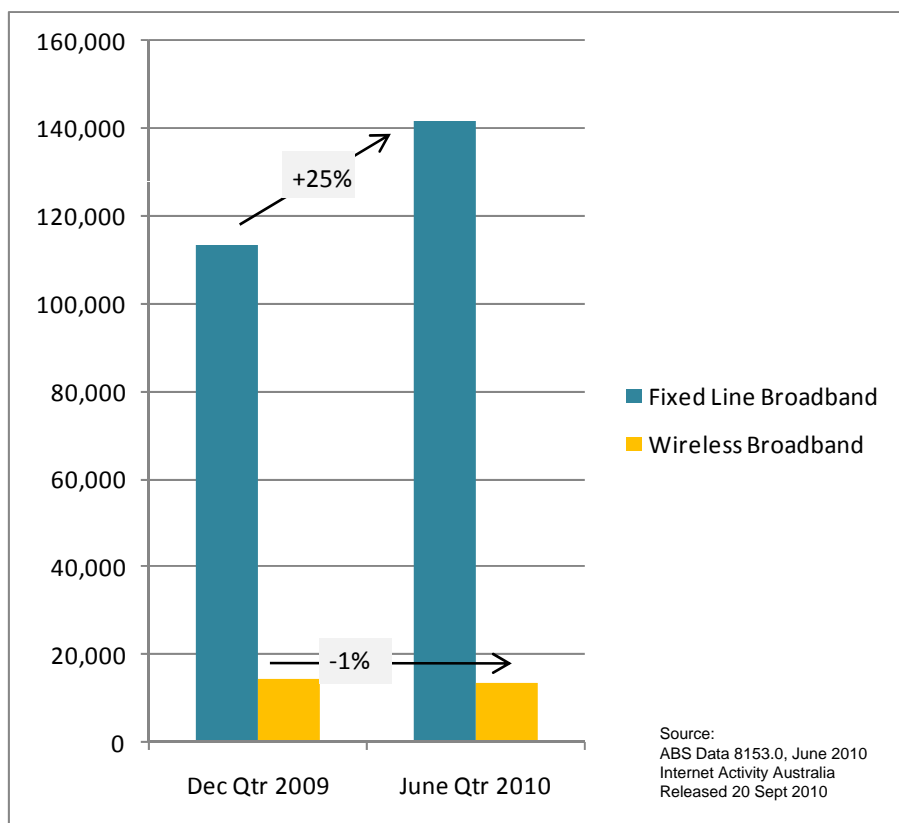


- Internal NTU
- For one of retailers – approximately 3% of total voice customers have wired from ATA port to existing telephone cabling
- TechLife Feedback – less than 0.5% of end users have requested additional in-premise wiring

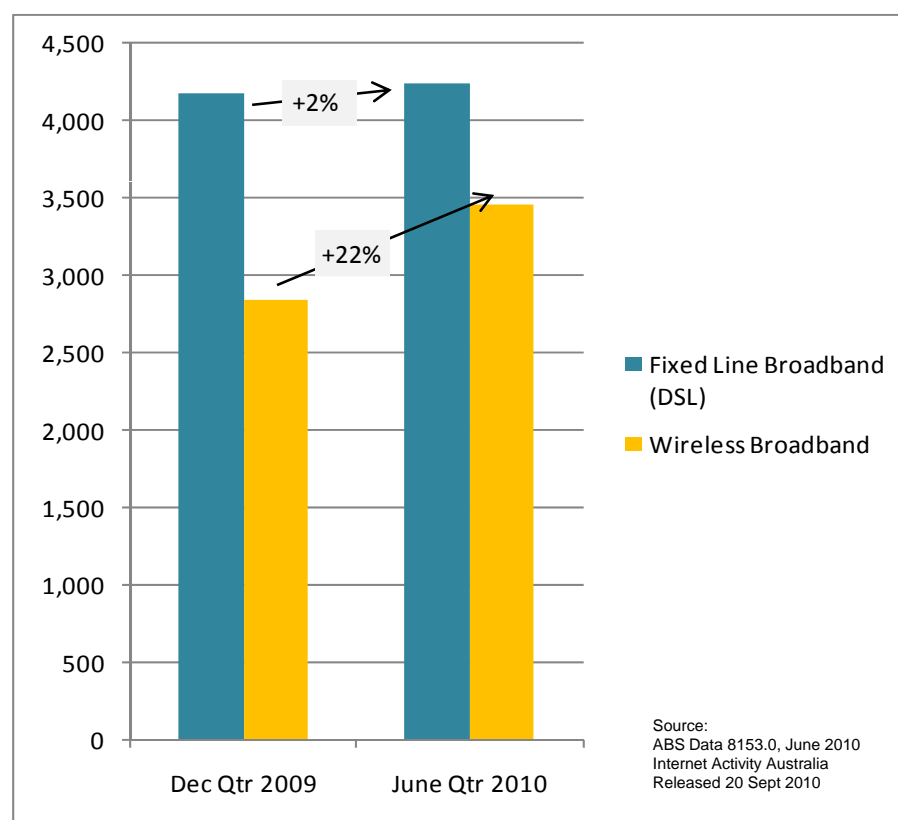
Volume of Broadband Data Downloaded 2009-2010 (ABS Jun 2010)



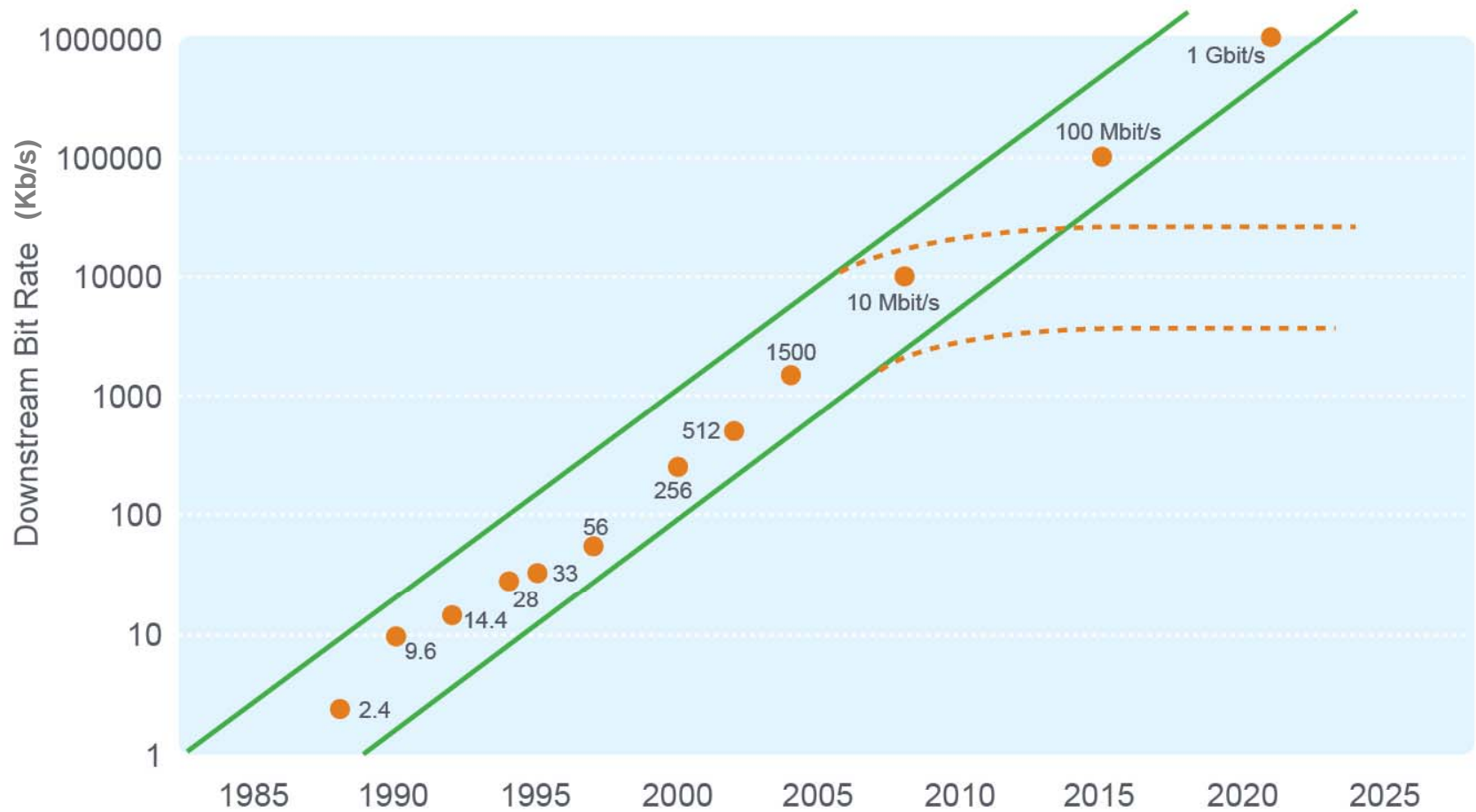
Volume of Data Downloaded ('000 TB)



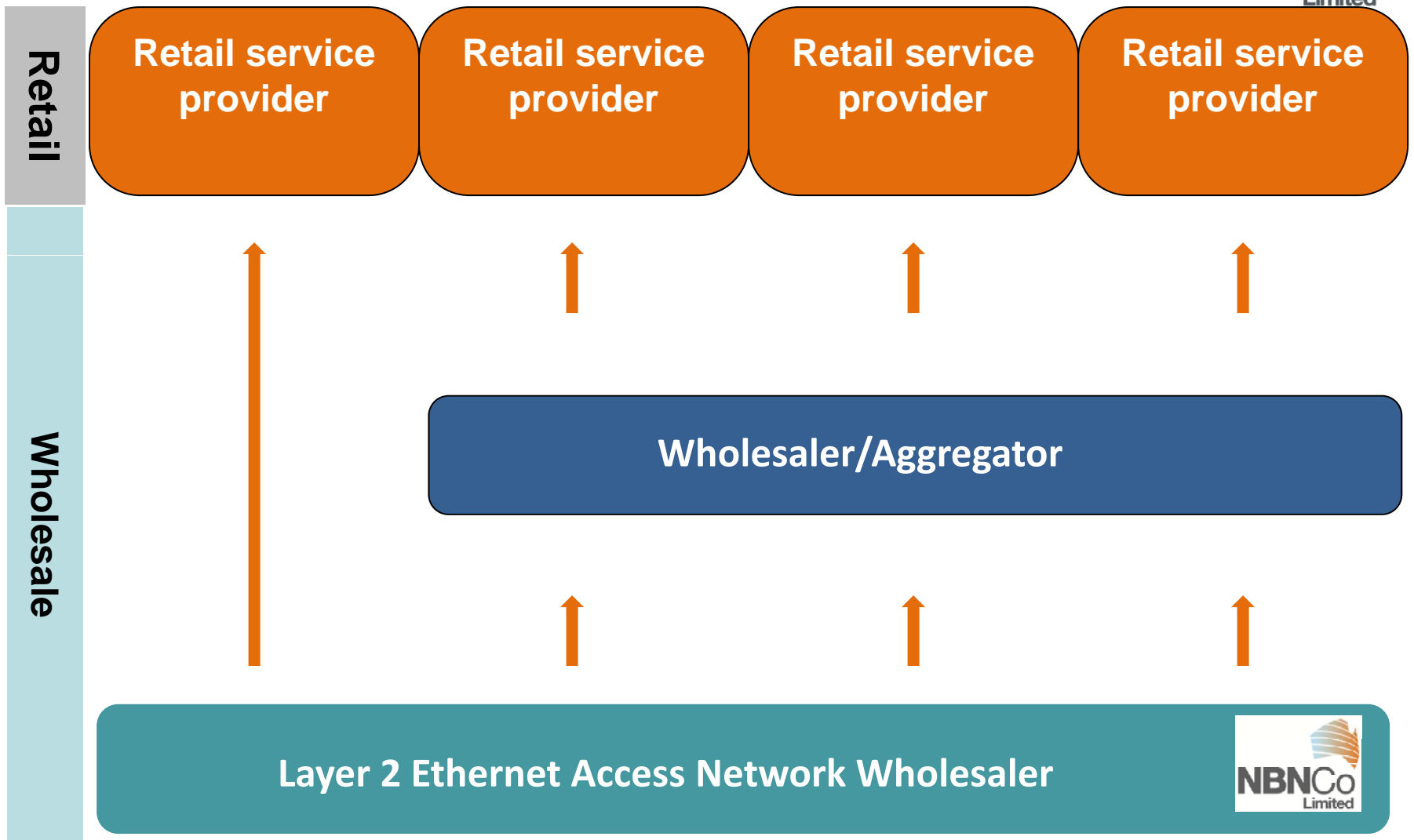
Number of Subscribers by Access Type ('000)



Fixed Bandwidth Demand



Wholesale and Retail Business Models





NBNCo Limited