



2010 Summit at the Mount - Recharging the Region
CENTROC

Glenn Holdstock

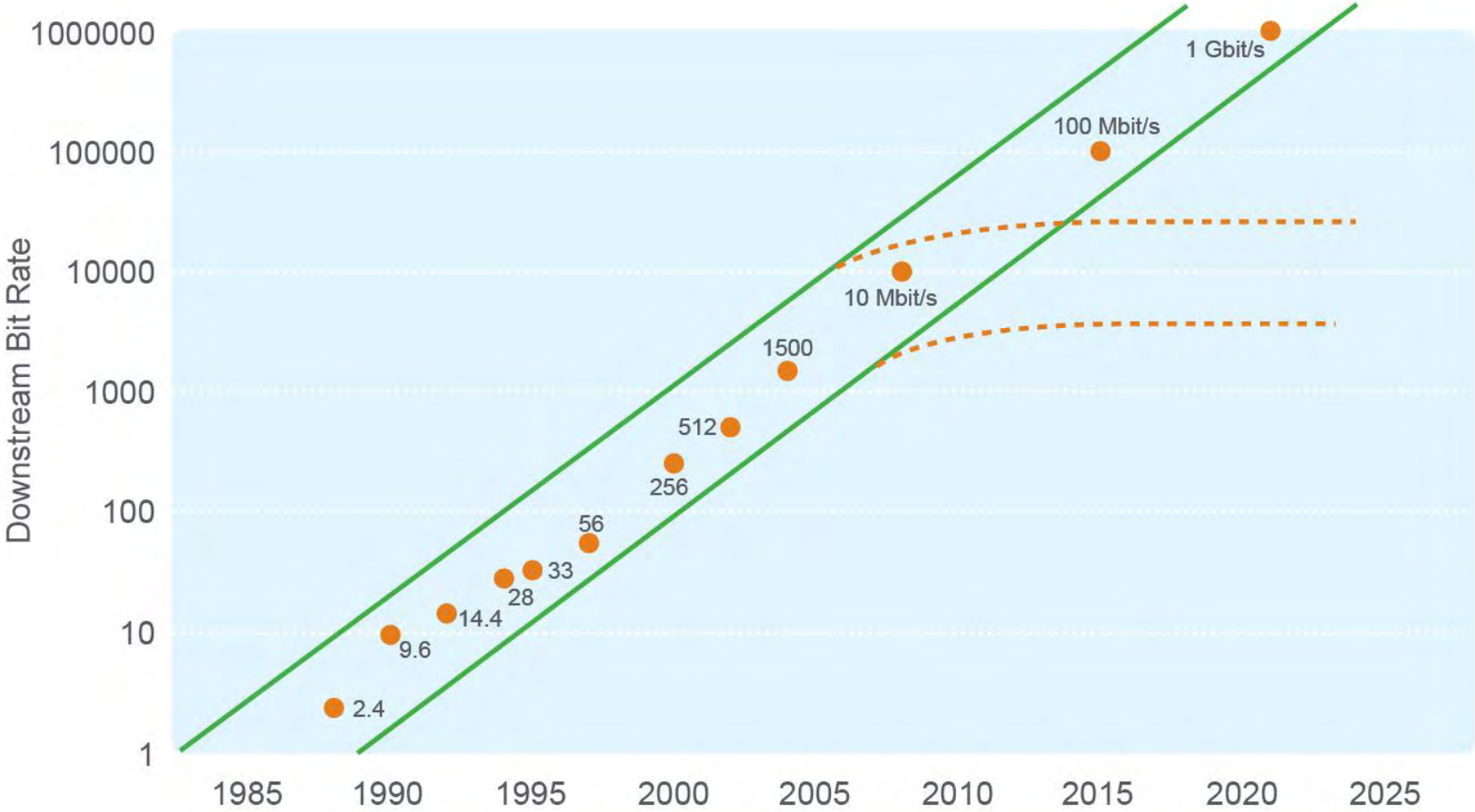
Thursday 29th July 2010

Supporting end user applications



| Consumer | Business Symmetrical | Industry Eg. Health |
|--|--|--|
|  <p>High-speed internet</p> <ul style="list-style-type: none">▪ asymmetrical▪ bursty |  <p>Backup of data</p> |  <p>Online consultations</p> |
|  <p>IPTV</p> <ul style="list-style-type: none">▪ asymmetrical▪ streaming▪ constant (committed rates) |  <p>Software-as-a-Service</p> |  <p>Remote diagnosis of electronic medical images</p> |
|  <p>VOIP</p> <ul style="list-style-type: none">▪ constant (committed rates) |  <p>High-definition voice and video conferencing</p> |  <p>In-home monitoring of elderly and chronic disease sufferers</p> |
|  <p>Online collaboration with remote workers</p> | | |

Fixed Bandwidth Demand



Construction Statistics



When we go to full scale national construction some of the statistics are:

- Roll-out over approximately 8 years
- We will pass 10-11 million premises
- Some 4,000 premises passed per day during peak construction years
- We will put in place 250,000km of fibre cable
- Direct construction workforce of between 15k to 20k people at the peak of construction



NBN Co Objectives



- Coverage
 - Ubiquitous
 - Fibre, wireless and satellite
- Competition
 - Wholesale only
 - Open Access
- Cost Effective
 - Financially viable

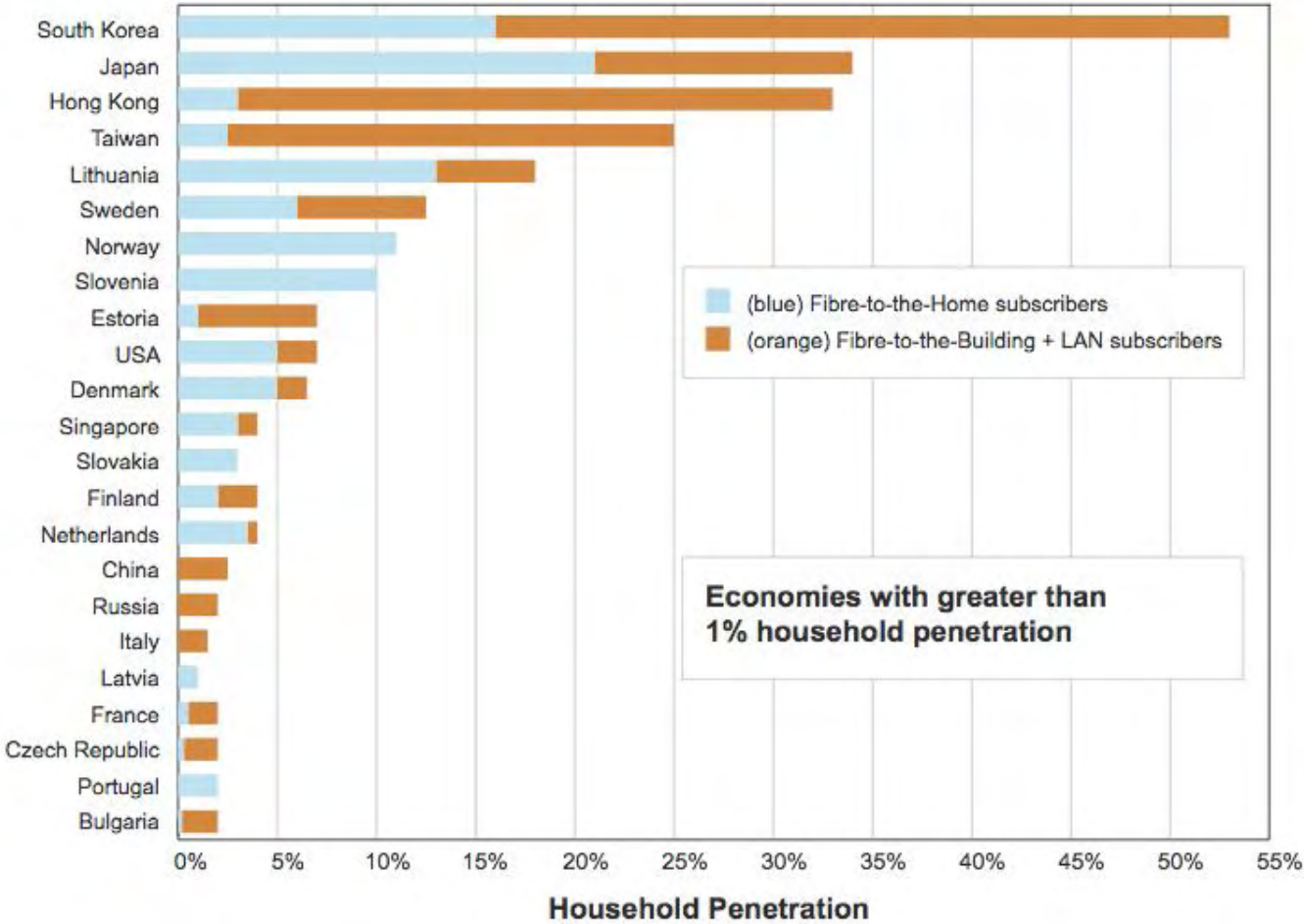




Fibre penetration in key economies

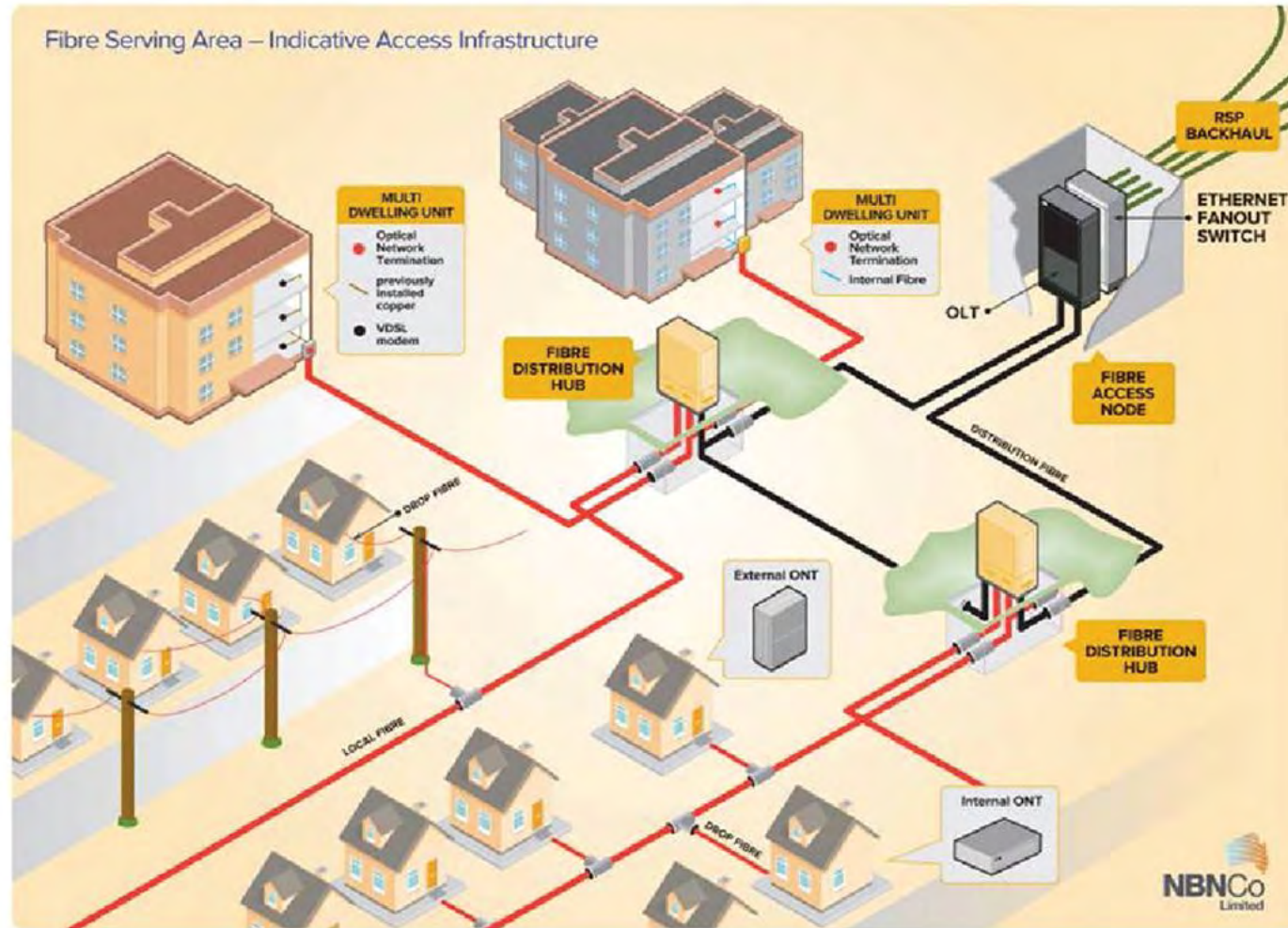


Economies with the Highest Penetration of Fibre-to-the-Home / Building + LAN



Source:FTTH Council, 2010
<http://ftthcouncil.com/en/newsroom/2010/02/26/g-20-need-to-speed-up-on-fiber-to-the-home>

Physical Infrastructure Representation

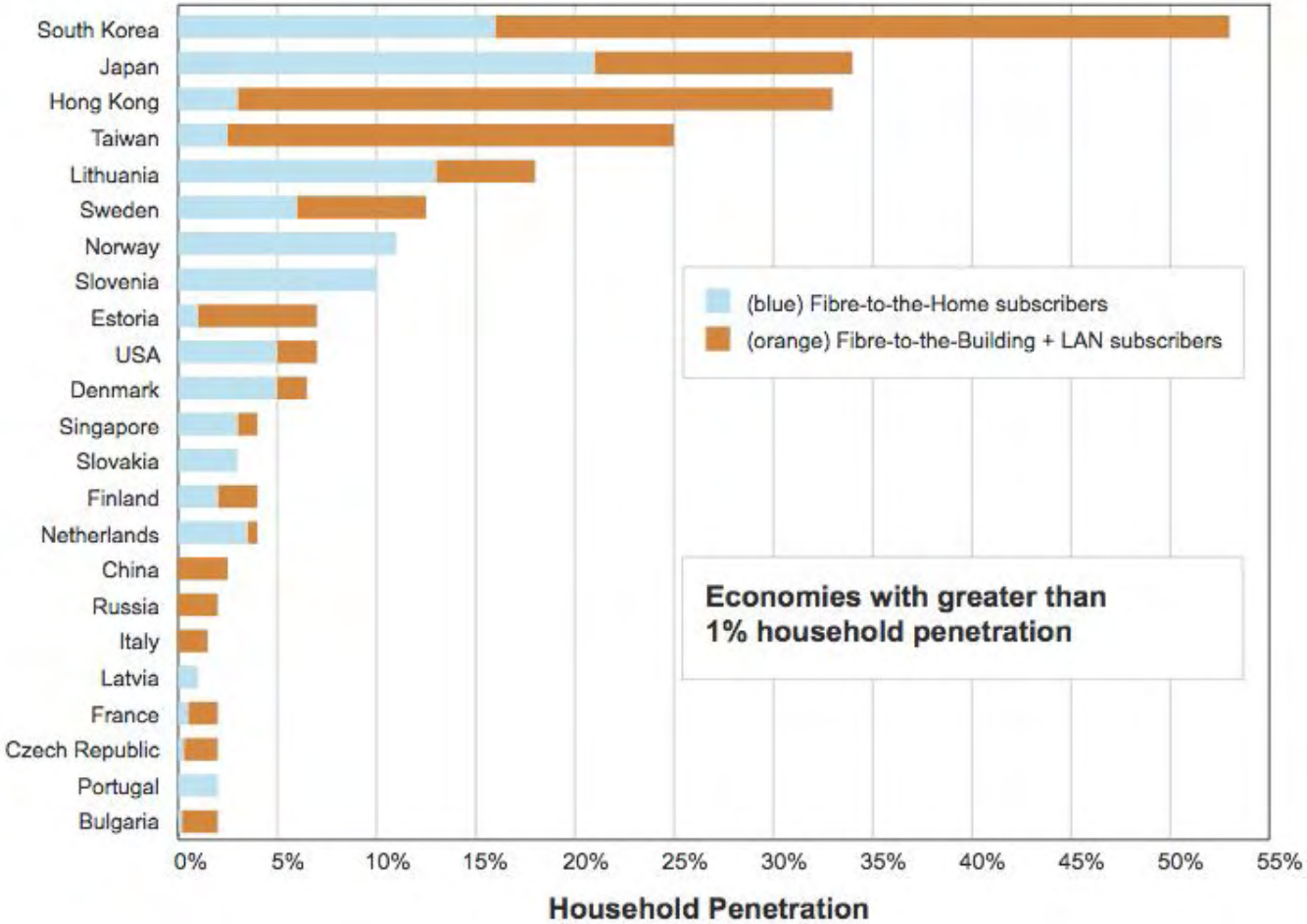




Fibre penetration in key economies

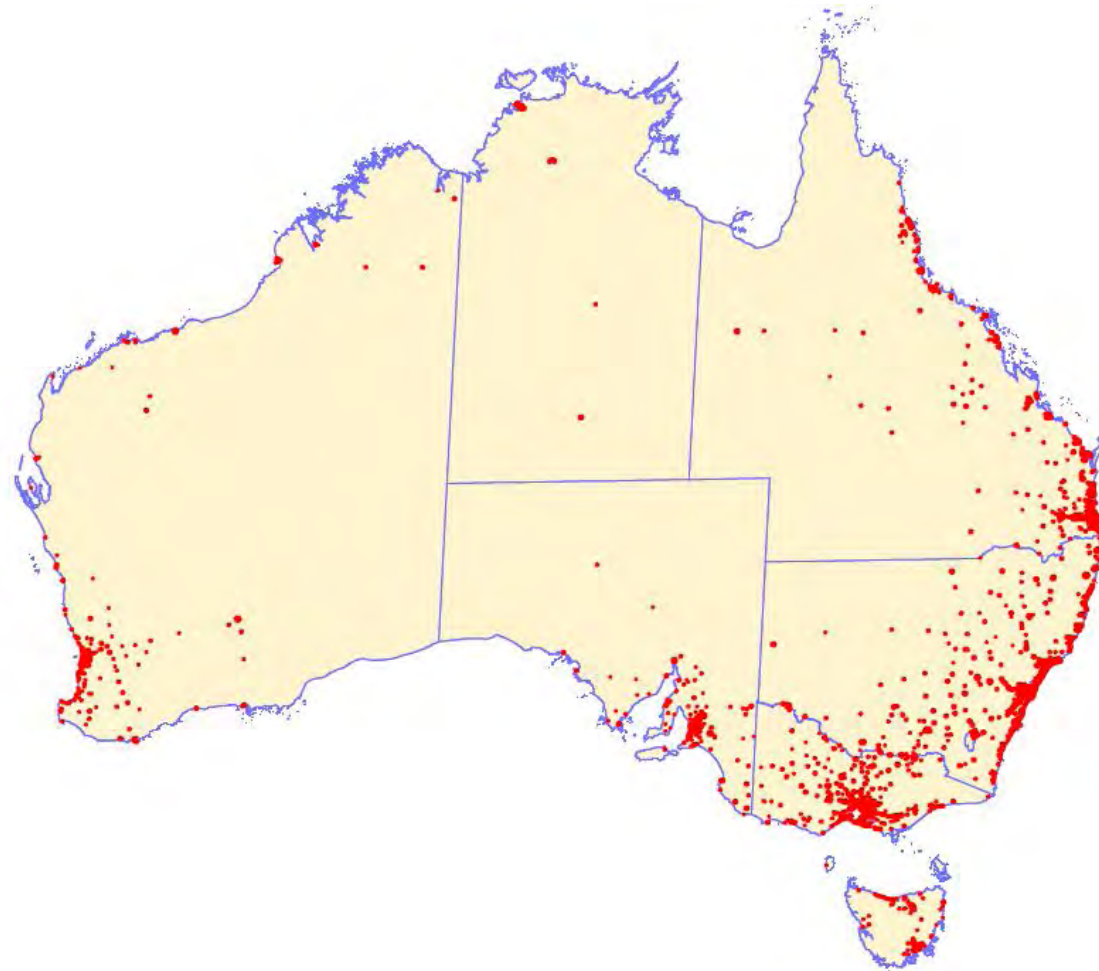


Economies with the Highest Penetration of Fibre-to-the-Home / Building + LAN

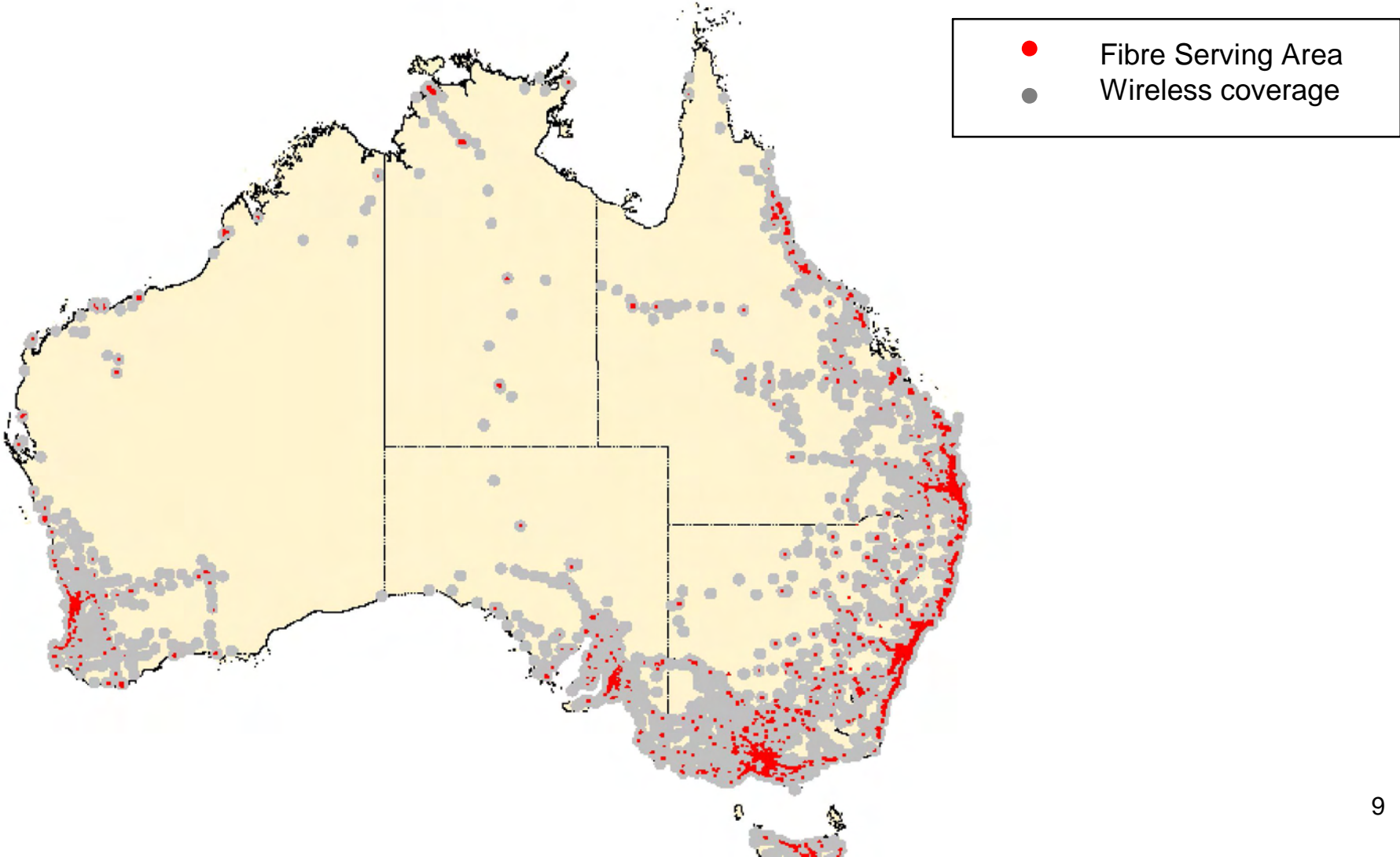


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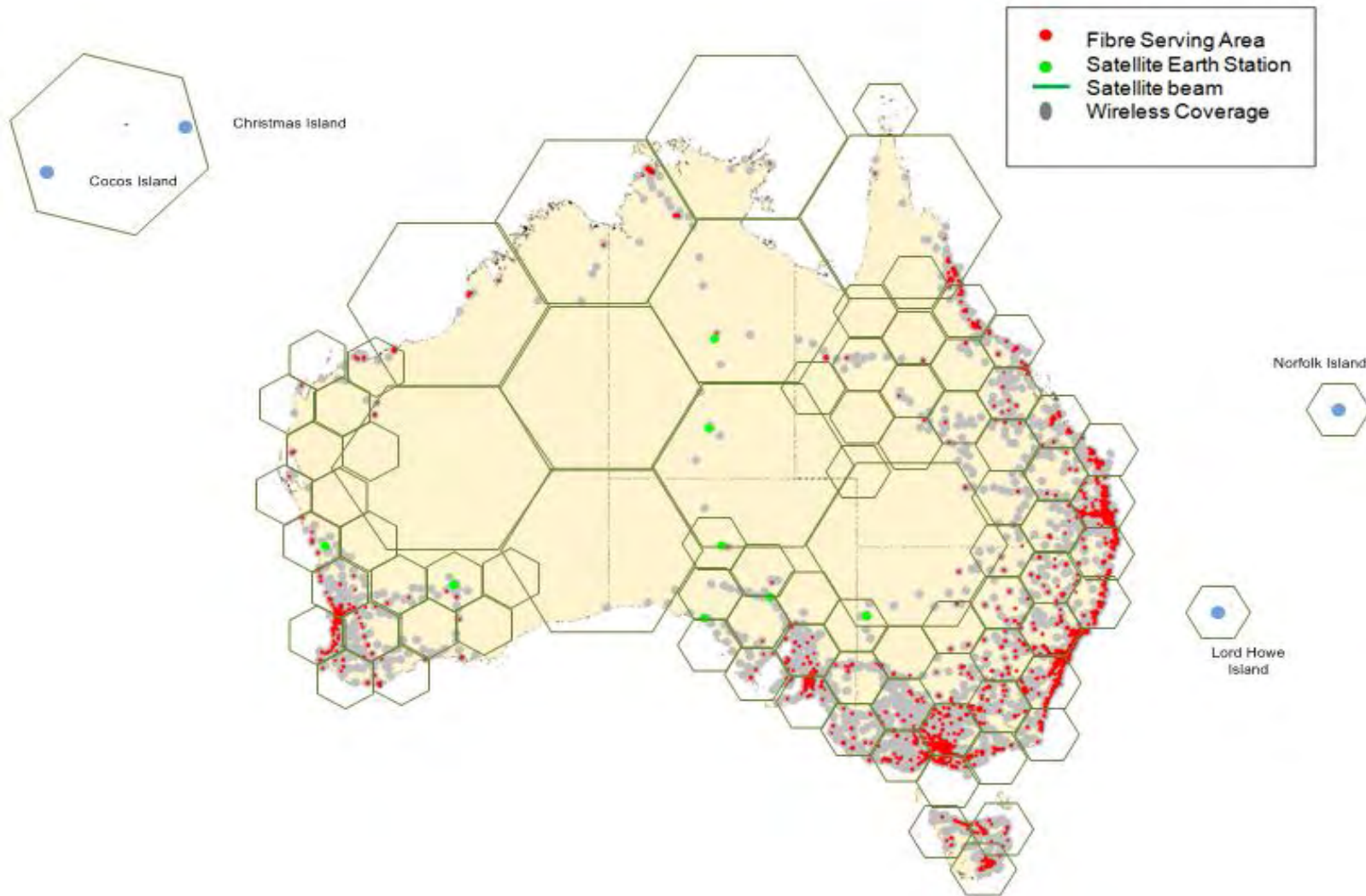
Australia – At least 90% Fibre Coverage



Australia – wireless coverage



Fibre network + wireless + satellite



Ensuring Community and Stakeholder Engagement is key to our Operating Model



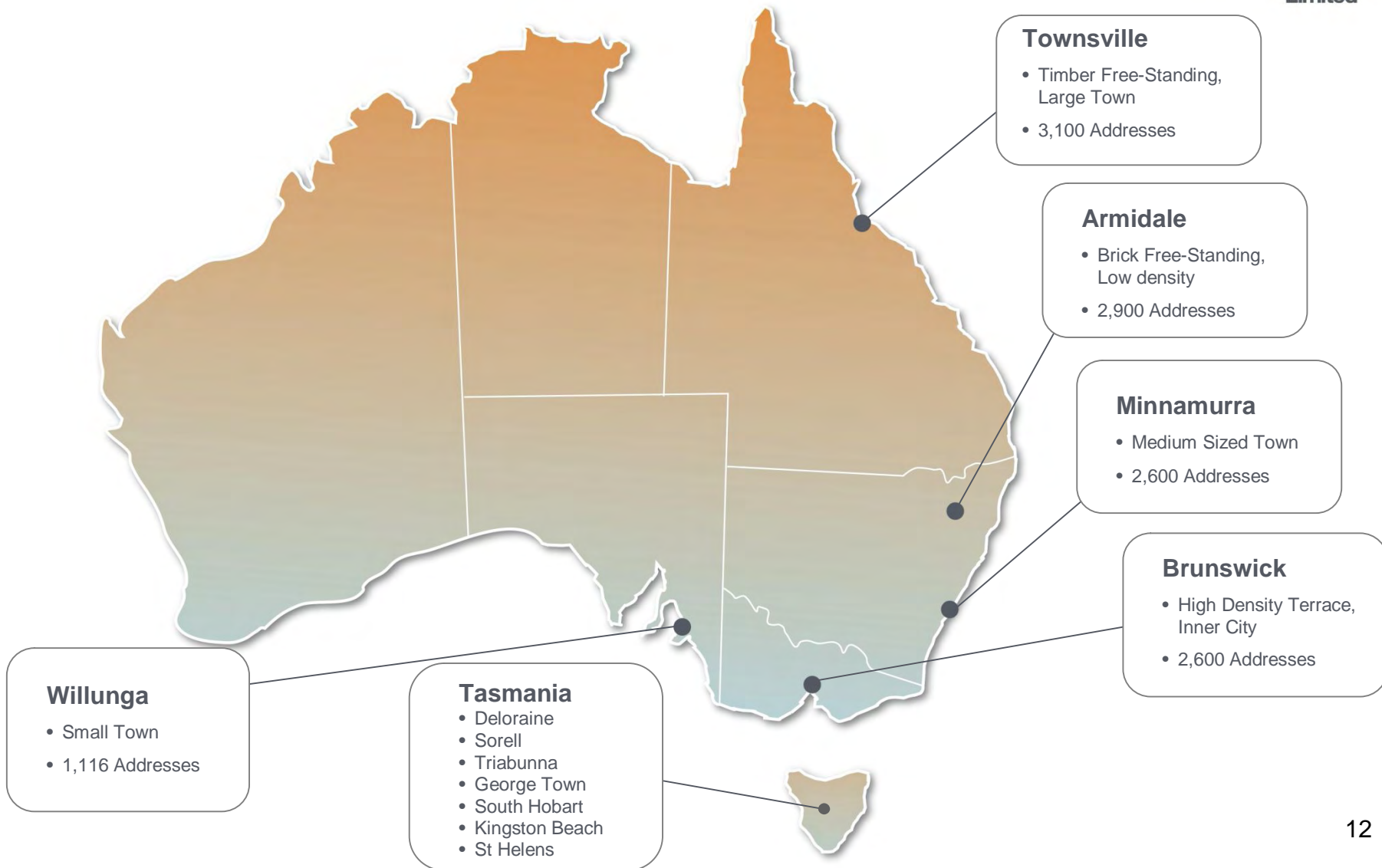
Some of the things that we are doing...

- Targeted and continuous community involvement throughout the construction of the new network
- Making sure that suppliers are engaged as partners and are a key component of our community engagement process
- Ensuring ongoing grass-roots representation through a dedicated community and construction executive role within NBN Co Construction group
- Achieving a fully transparent engagement model at all stakeholder levels

Community satisfaction is a key success factor for construction roll-out

First release sites

- Five in Mainland Australia
- Seven in Tasmania

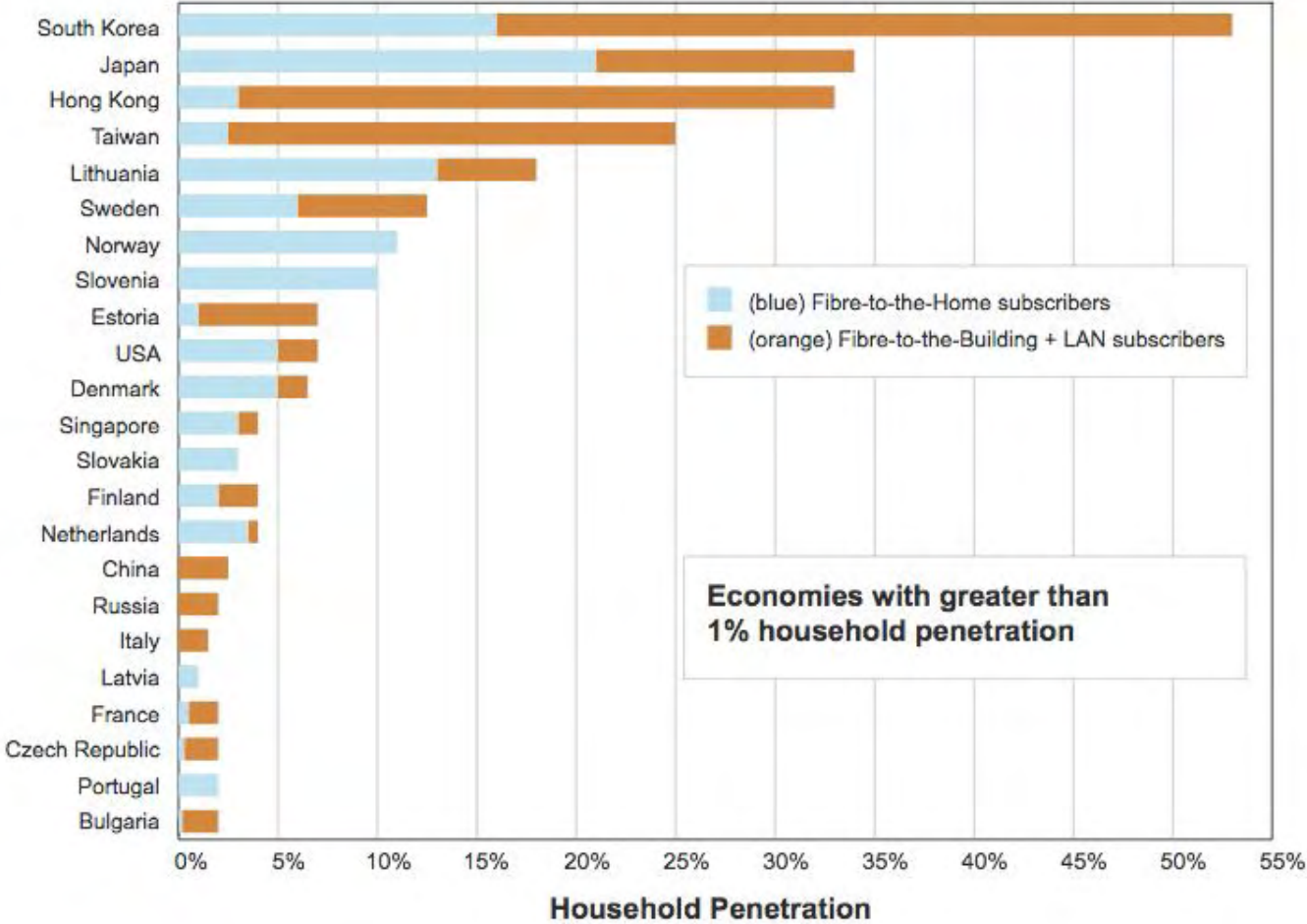




Fibre penetration in key economies



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First and Second Release Sites National





NBNCo **Limited**