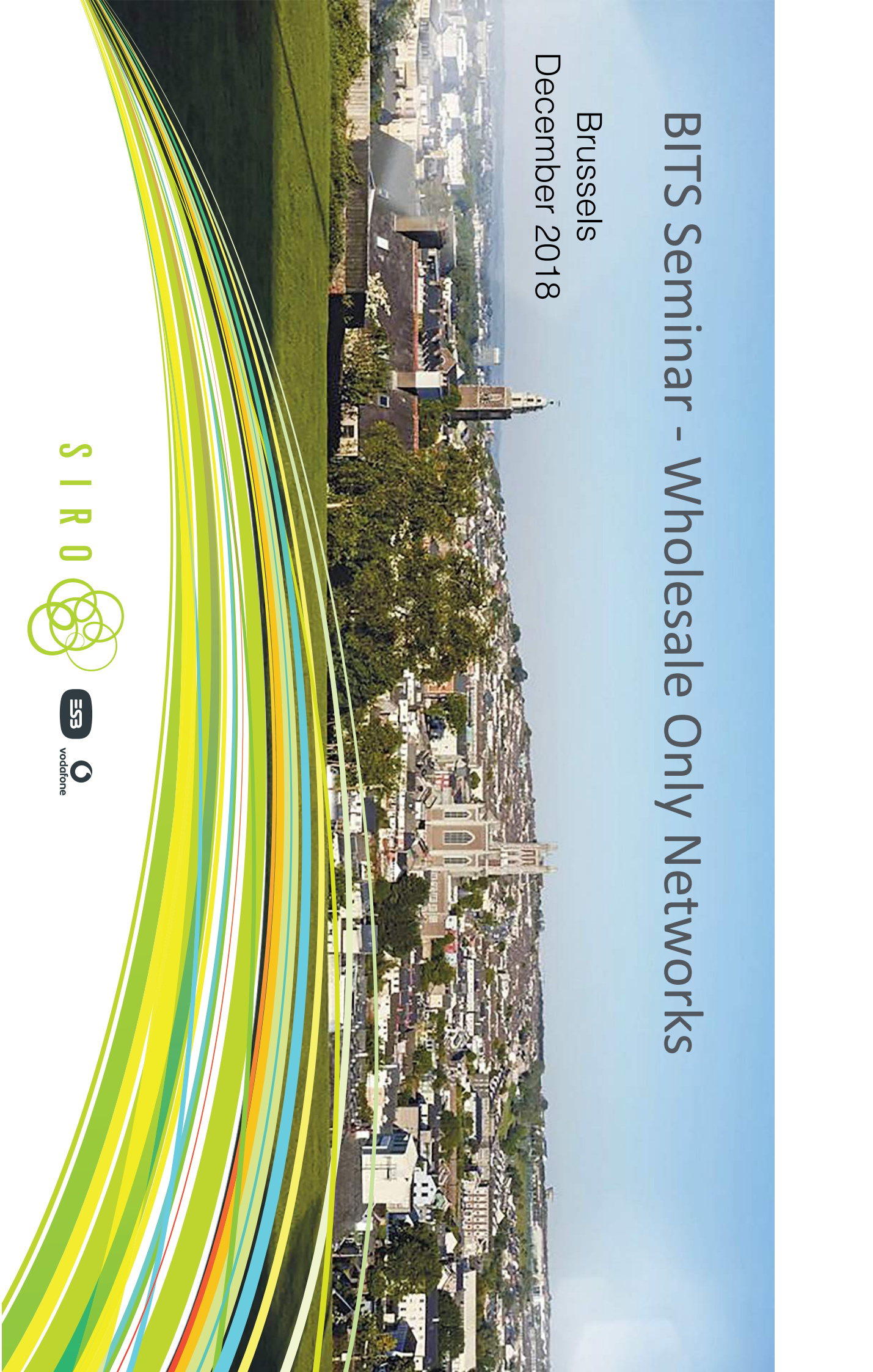


# BITS Seminar - Wholesale Only Networks


Brussels

December 2018



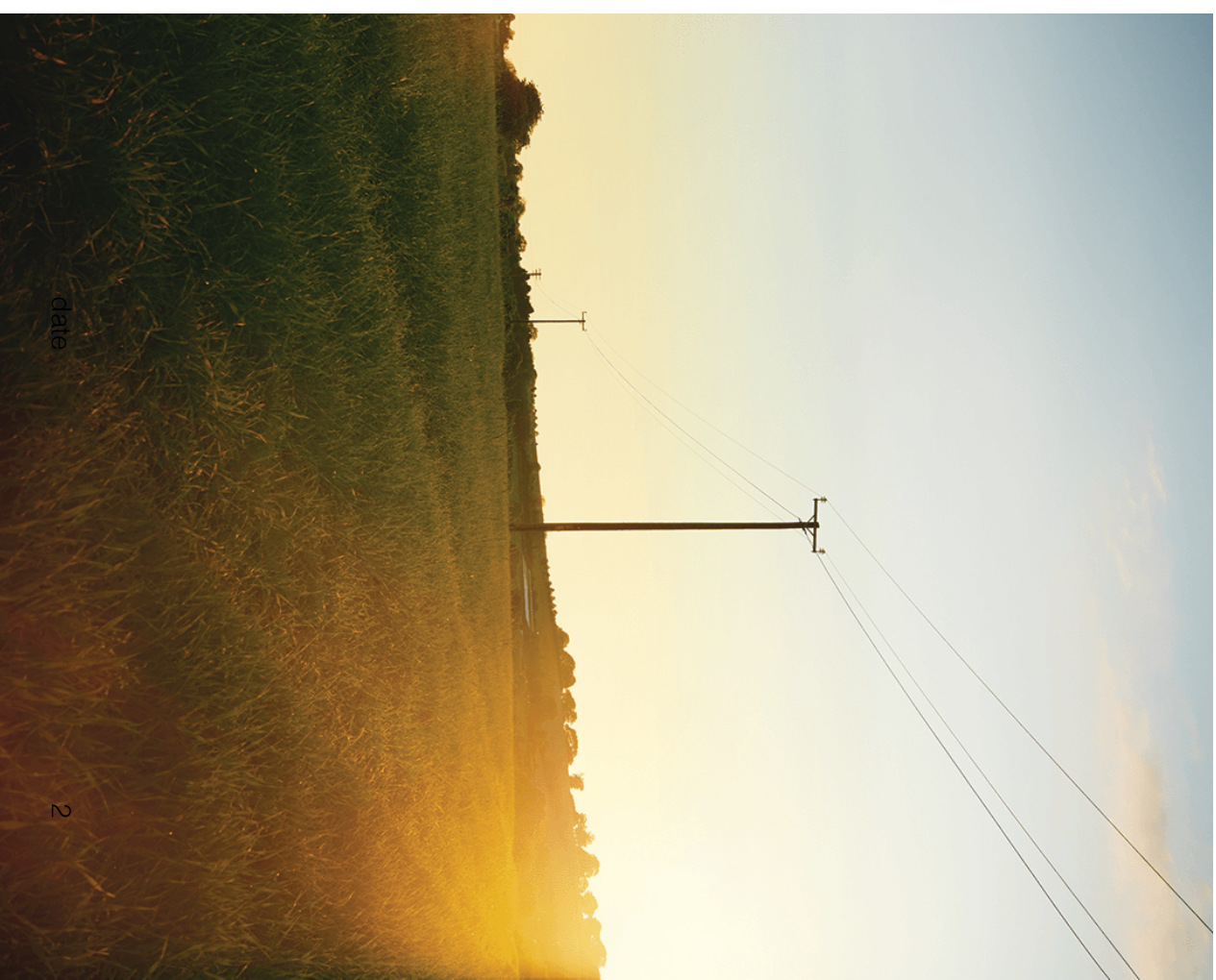
S I R O





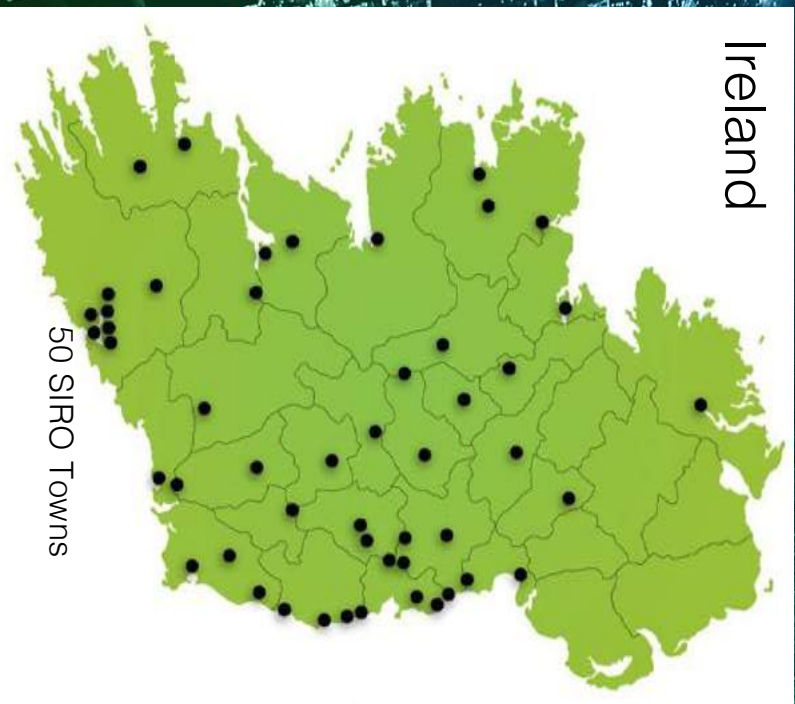
# Ireland Case Study - SIRO

- Fibre To The Home (FTTH) broadband to homes and businesses
- Delivered over the National electrical network
- Significant infrastructure challenge
- 50Towns. 500k Premises. 25% Homes
- Transforming Ireland's digital economy
- Wholesale Only Business Model



# Ireland & Belgium

Ireland



Land Area : 70k km<sup>2</sup>

Population : 4.7m

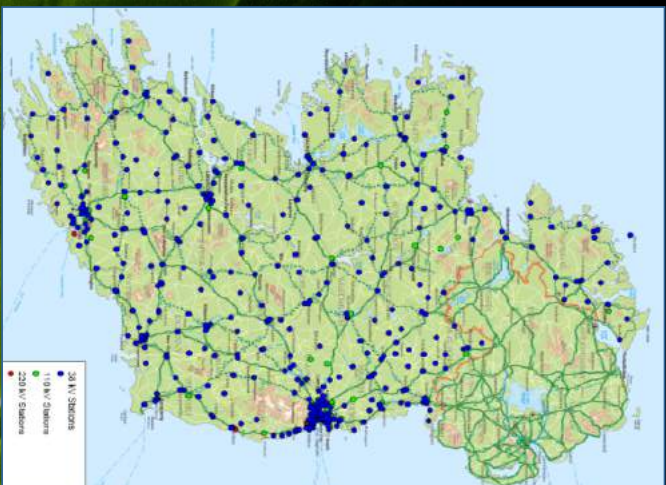


Land Area : 30k km<sup>2</sup>

Population : 11.4m

# SIRO Shareholders

## ESB High Voltage Stations



- Ireland's National Electrical Utility
- Founded in 1927
- State Owned
- Vertically Integrated
- 7,600 employees
- 180,000km of Network



## ESB Medium Voltage (MV) Network



# SIRO Shareholders

## Convergence

Mobile &  
Fixed

Fixed networks: 102 million homes passed

Data & FTTH  
experience

250,000 Km of fibre built in 17 markets

Gigabit Society

Innovation &  
Thought  
leadership

Internet of things



**vodafone**



# Technical Solution

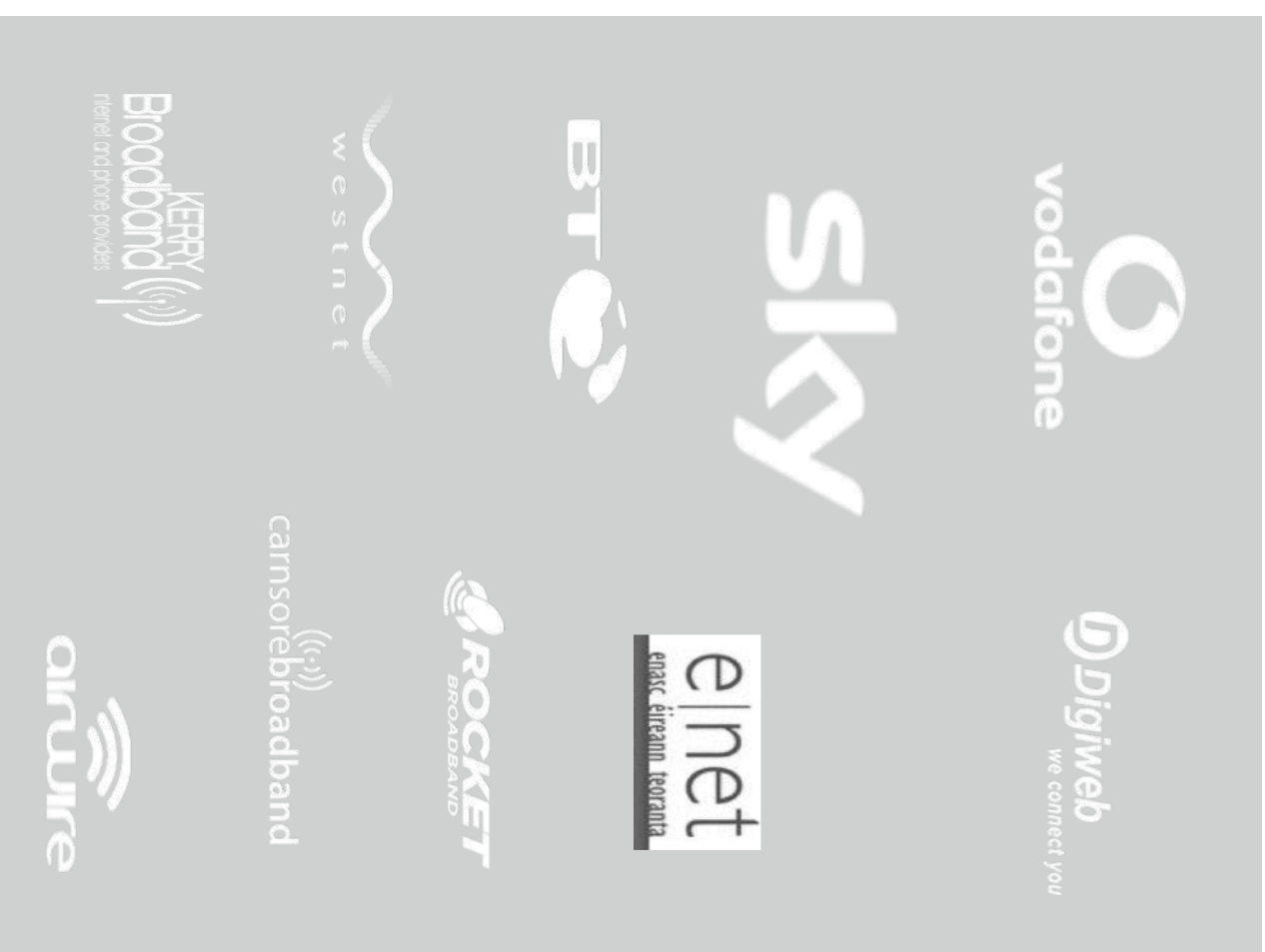


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# SIRO - Business Model



# Digital Economy - The Importance of Broadband

## Average Speeds (Ookla Jan 2018)

- Average speed in Ireland
  - 39 Mbps download
  - 14 Mbps upload
- Cork City 40 Mbps, Cork County 24 Mbps
- Dublin City = 62 Mbps
- Ireland ranked 42<sup>nd</sup> download speed, 59<sup>th</sup> for upload (global ranking)

## Economic Opportunity (Indecon Report 2016)

- Digital Economy Valued at €12Bn pa (2016)
- Employment forecast of 175k by 2020

## Market Report (Com Reg Q2 2018)

- FTTP - now 60,000 customers (up 21%)
- DSL (Copper based) 926k (down 1%)
- Cable 371k (down 1%)
- Customer Contracts < 30 Mbps - 23%

## Future-Proofed Network - Gigabit Europe

- Global Substitution of legacy copper with fibre
- Europe now >5m FTTP subscriptions (up 20%)
- EU 2025 targets >100 Mbps for all EU households

