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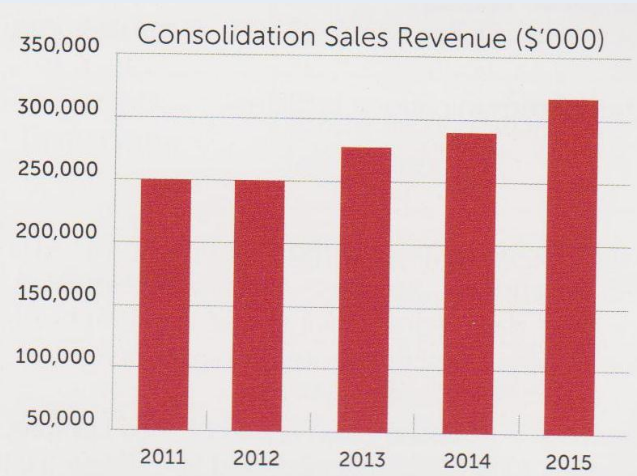
BULA

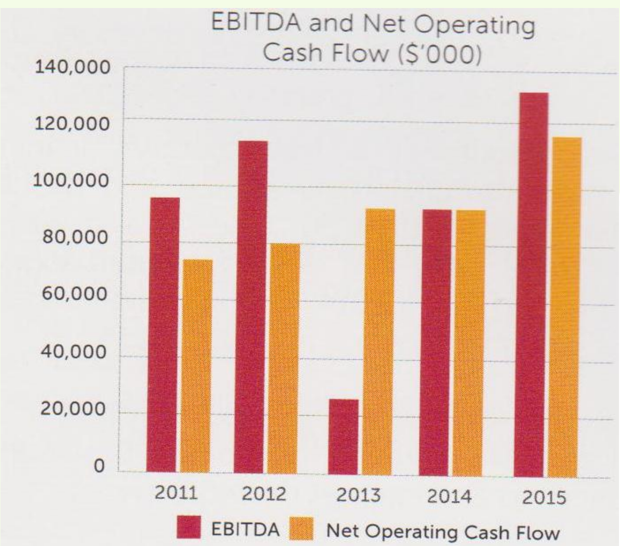
ITU

PITA

Australian Government
Department of Communications

COMMUNICATIONS HAVE NEVER BEEN IN BETTER HANDS





Government is currently ATH's second largest shareholder with 34.6 per cent interest, while the FNPF is the largest shareholder with 58.2 per cent.

Telecom Fiji Limited is a 100% owned subsidiary of ATH

Fiji's telephone directory is published by Fiji Directories Limited, a joint venture between ATH (90%), and Edward H O Brien (Fiji)Limited (10%).

Vodafone - ATH (51%) and FNPF (49%)

(Vodafone International Holdings BV (VIH – brand – partner market agreement

Fiji International Telecommunications Limited (FINTEL) is a wholly owned ATH subsidiary

Telecommunications Service Kiribati Limited – ATH (100%)

Country Wide Report : Sept 2015

1 : Fixed telephone subscription per 100 population	17.76
2 : Mobile - cellular telephone subscription per 100 population	111.92
3 : Fixed (Wired) - broadband subscriptions per 100 population	1.50
4 : Wireless - broadband subscriptions per 100 population	5.94
5 : Active mobile - broadband subscription per 100 population	118.05
6 : International internet bandwidth, in Mbit/s per 100	1.39

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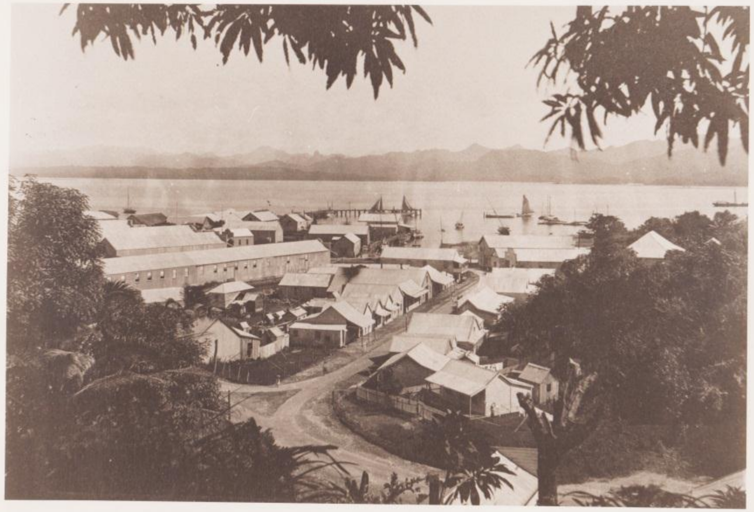
TRANS-ATLANTIC CABLE - 1902

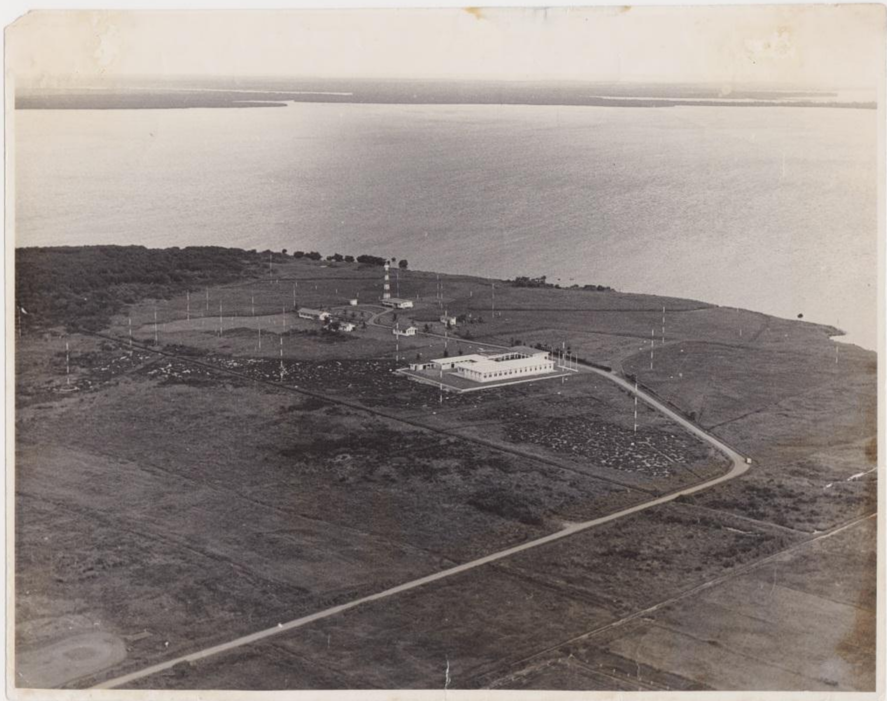
CABLE OFFICE – VICTORIA PARADE - 1902

CABLE SHORE END LANDING - 1902



SUVA HARBOUR - 1902

COMPAC CABLE - 1962



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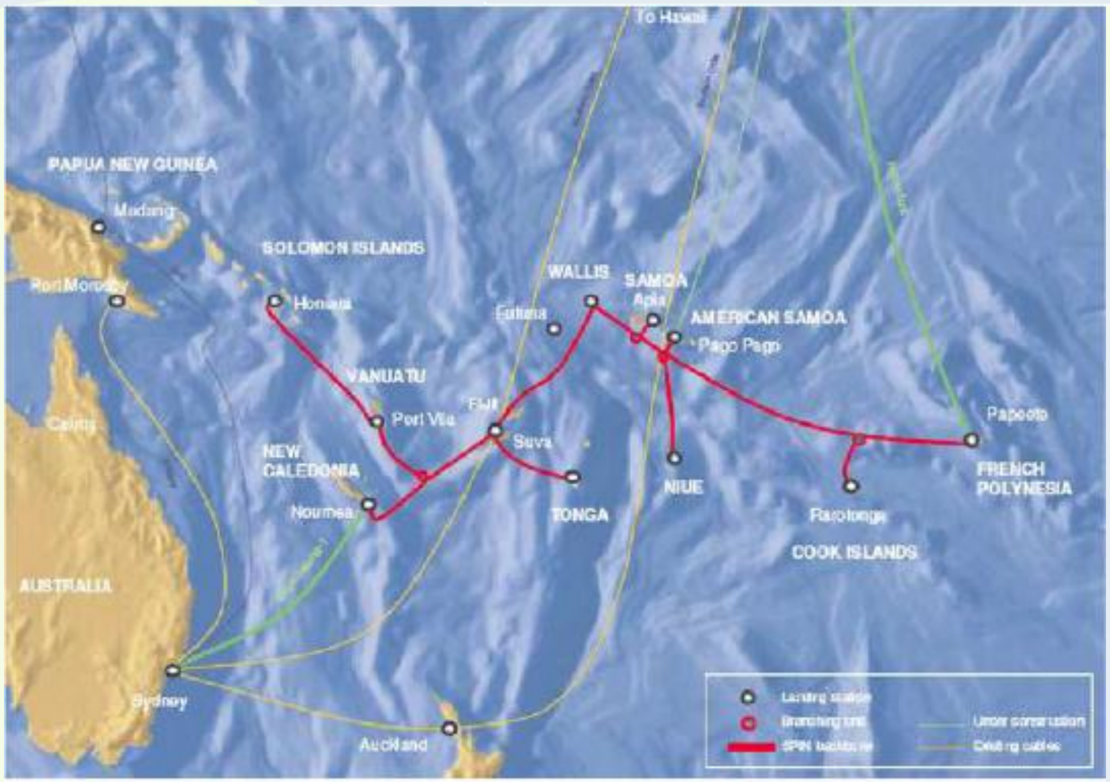
SouthernCross
Cable Network

2000



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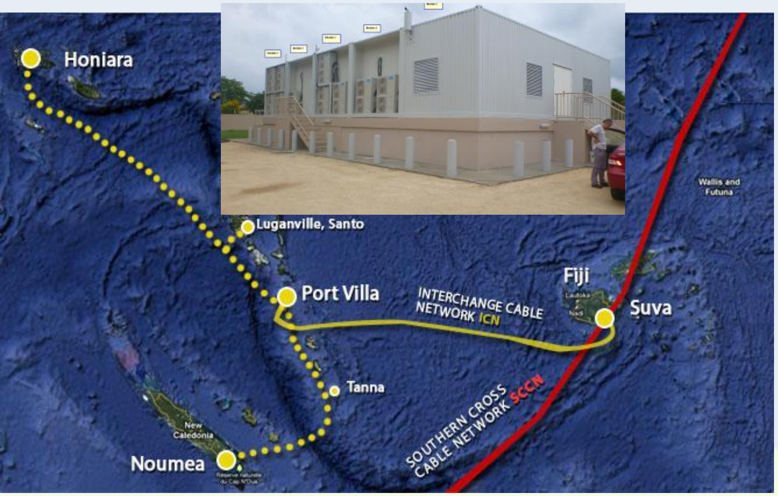
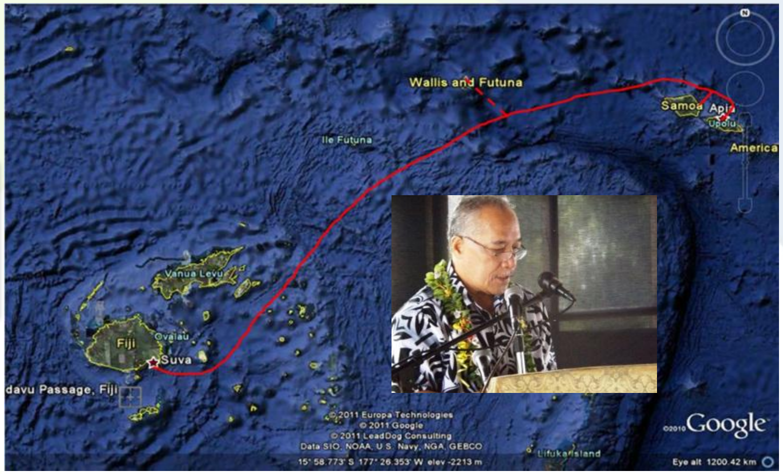
REGIONAL CABLES - 2015

PACIFIC TELECOMMUNICATIONS HUB



FIJI-VANUATU
USD$40M – 20G



FIJI-SAMOA
USD$49M – 20G
(Wallis & Futuna)

FIJI-TONGA
USD$35M – 10G

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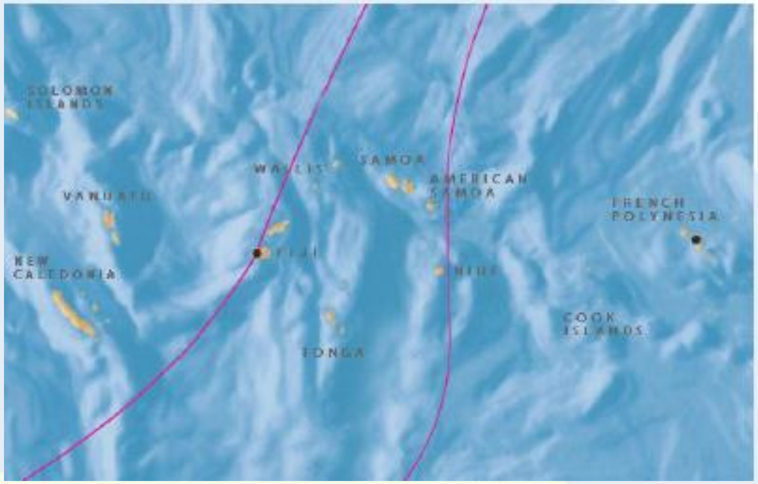
Fiji's International Telecommunications Gateway



CABLES ARE CRITICAL INFRASTRUCTURE

90% COMMS ARE CARRIED ON SUBMARINE CABLES

TO INCREASE CONNECTIVITY
for users' access to content

TO MEET GROWING TRAFFIC DEMANDS
Internet Annual Growth >60% 2010-2016 (*)

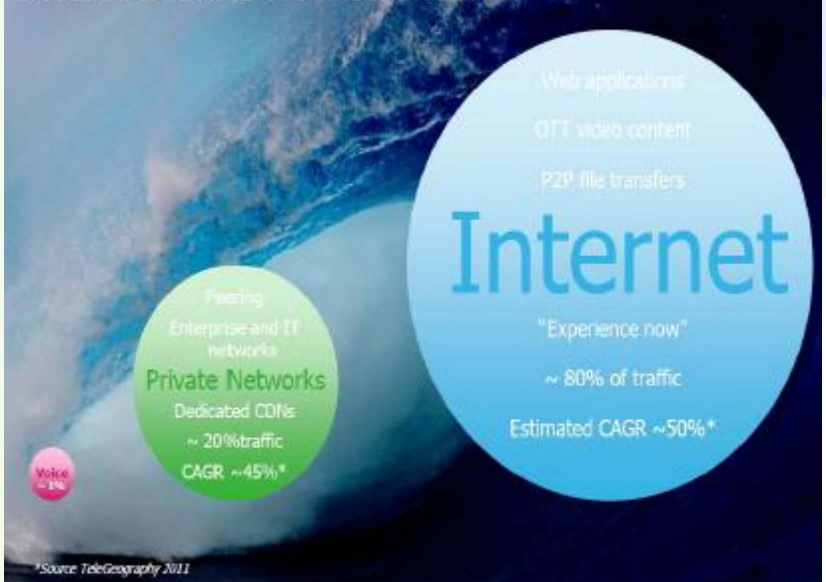
TO INCREASE CABLE ROUTE DIVERSITY
to ensure always-on connectivity

TO BUILD "OWN" INFRASTRUCTURE
to be independent from service providers

*Source: TeleGeography

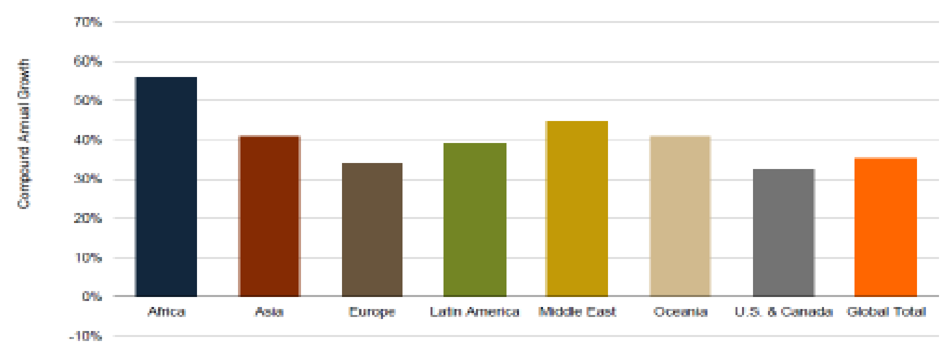
MARKET DRIVERS

INTERNATIONAL TRAFFIC GROWTH



USED INTERNATIONAL BANDWIDTH

THE **BIG** PICTURE 2011-2018



Source: TeleGeography

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Trans-Pacific Cables and Their Response to the Web-Scale Effect

<u>The Internet of Things (IoT)</u>

2014 - 12.5 billion devices
2020 - *there will be 50 billion devices or seven for every human*

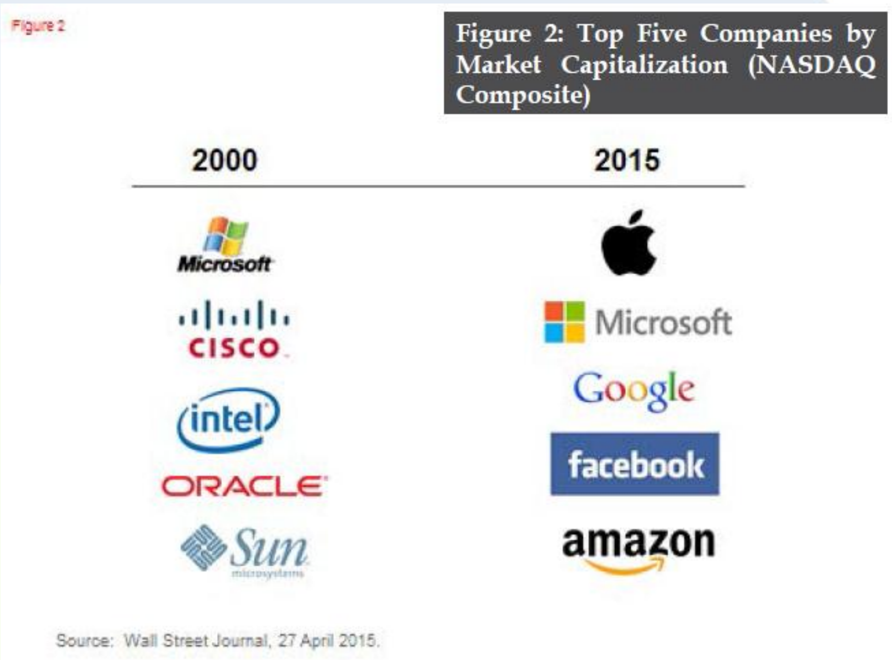
<u>Cloud Services</u>

2011 - 7 percent of consumer content was stored in the cloud.
2016 - *it will be 35 percent.*

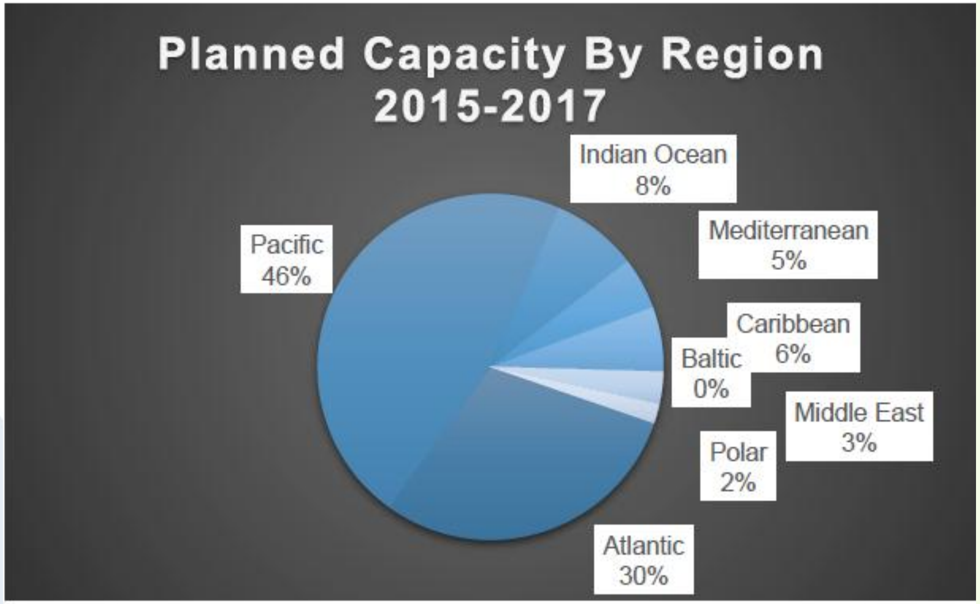
<u>Mobile Traffic</u>

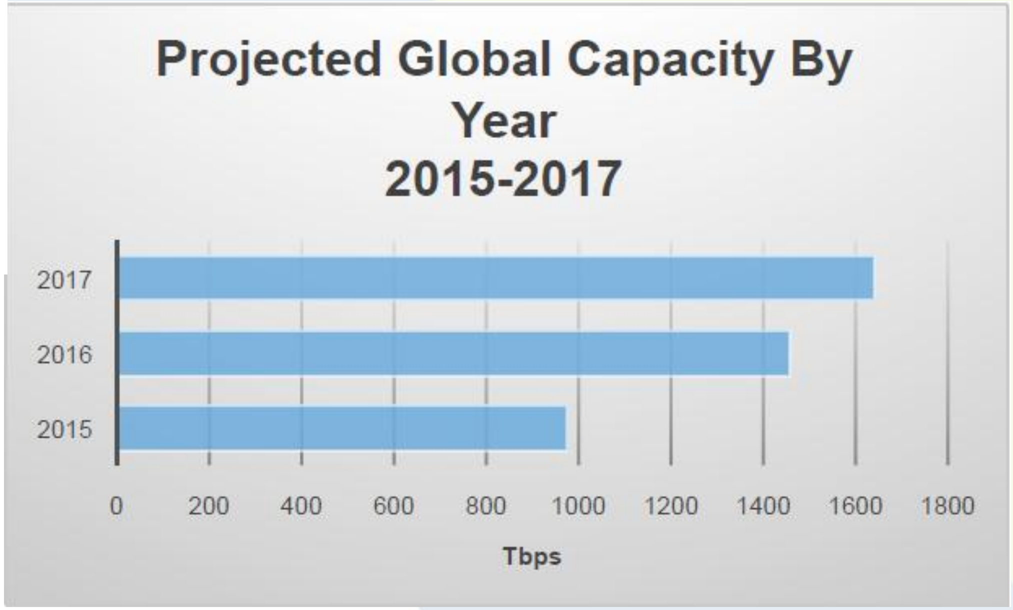
Smartphone generated traffic will grow to about eight times current levels by 2020 , and by that time *55 percent of mobile traffic will be video content*

The Rise of the Web-scale Content Players



The top five companies by market capitalization on the NASDAQ Composite in year 2000 were all “high-tech” and included a mix of software and hardware suppliers. Only one of them is in the top five in 2015, and these five are all web-scale content delivery and social media companies.





CHALLENGES

1. **Regulatory** – *Policing*

2. **Customer Expectations** – *international exposures/experiences*

3. **Bandwidth Demand** - *The dilemma facing cable owners and operators is how to increase profits when capacity demand is increasing, but at the same time capacity prices are dropping*. *Capital intensive/Social (Govt)*

4. **Real Data –** *B/B target – 5% of GNI – Regional*

5. **IXP – Domestic & Regional**

4. **Regional Collaboration**

OPPORTUNITIES

1. **Customer experience**

2. **Regional Collaboration – disaster/climate change**

3. **Regional interconnection – bandwidth/resilience/IXP**

4. **Technological changes – Global bandwagon**

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VINAKA