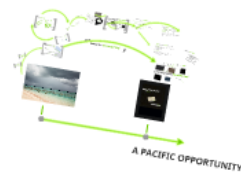


ENHANCING ICT IN THE PACIFIC

becoming **#connected**

IT'S TIME TO **MOVE FORWARD.**



CONNECT TO THE FUTURE.



BUT THE WORLD IS CHANGING



Close to **nature**.

Peaceful.

Pristine.

Very far **away**, from **anywhere**.

BUT THE WORLD IS CHANGING



People demand connectivity.

ENHANCING ICT IN THE PACIFIC

becoming **#connected**





In the Pacific,
10-30 %
access the internet.

Pacific internet

7x price

it is in NZ.

(US\$700 vs US\$<100
for 1Mbps/month)

MISSED OPPORTUNITIES



stay in touch



a broader education



world class doctors

access government services



get closer to customers



HOW TO

become **#connected**

?

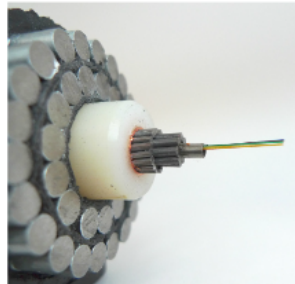
Consider the **technologies...**



satellite

Kacific

fiber optic **cable**



O3B

One Web



A few **key facts**

**Hawaiki
Moana**

Coming? Will reduce cost to countries and transfer risk.

6

Pacific islands
using O3b

7

Pacific islands have
fiber optic cables

6?

Pacific countries
signed up to
Kacific

7

Pacific islands have
fiber optic cables

Fiji, FSM, Marshalls,
PNG, Samoa, Tonga,
Vanuatu


Fiji, FSM, Marshalls,
PNG, Samoa, Tonga
Vanuatu

6

Pacific islands using O3b

Cook Islands, FSM,
Palau, PNG, Samoa,
Solomon Islands

Cook Islands, FSM,
Palau, PNG, Samoa
Solomon Islands



6?

*Pacific countries
signed up to
Kacific*





Hawaiiki

Coming? Will reduce cost to countries and transfer risk.

Moana

Consider the environment...

- open telecoms regime
- independent regulation
- regulator capacity

are all critical



The governance structure of the
internet wholesaler is critical...

Projects show these issues in practice.




Tonga Cable Limited

Tongatapu - Southern Cross Cable, Fiji
Went live mid-2013



\$32.8m (\$9.7m ADB, \$16.5m World Bank, \$6.6m TCL)

100% government owned (83% Govt., 17% TCC)

- 
- Monthly internet prices fallen by up to 60%
 - Internet access more than doubled

Considering extension to Ha'apai and Vava'u

BUT: Regulatory reforms were slow in implementation



"Regulation
needs to be in
place to ensure
lower costs are
passed to
customers"

SOME ONGOING PROJECTS

Samoa Submarine Cable Company

Tui Samoa Cable (Savaii-Apia-Suva)

\$51million

Commissioning Sept 2017

- \$1,500 to \$400 per Mbps
- Capacity from 1 Gbps to 1+ Tbps

"...private equity investment"

Belau Submarine Cable Corp.

Government owned - BU and spur to SEA-US west subsystem connecting Philippines and Indonesia to Guam. IRU on the SEA-US cable.

\$30m including (ADB \$25m)

Service launch Q4 2017

- Capacity from current 220 Mbps to 1 Tbps
- Wholesale price from \$800 to \$400 per Mbps

"Spur to private cable"

BSCC - five government nominated Board members and staff.
Regulator in place by end of 2016.

Palau coordinated with FSM through joint working group - MicroPal - to finalize cable solution. World Bank financing FSM (\$22.5m) to connect to Guam through SEA-US west subsystem cable via separate BU and spur.

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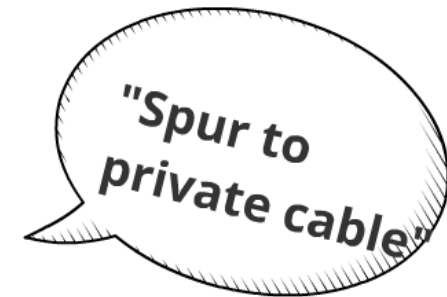
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Comparing project structures

Build own cable - Tonga, Samoa

Connect to passing cable - Palau, Yap (FSM)

Domestic spurs - Samoa, Tonga



Connectivity for neighbors?
Wallis and Futuna



Comparing **Governance** structures

Cable companies:

- **Procure, implement and operate** the submarine cable.
- Sell international internet bandwidth to the local telecom operators in a **non-discriminating manner**.
- **Minimize wholesale price** while cover operating costs

Samoa (SSCC)

- Limited liability registered company
- Shareholders - Digicel Samoa, Bluesky Samoa, Computer Services Limited, National Provident Fund, Unit Trust of Samoa, and Samoa Life Assurance Corporation
- All shareholders hold equal shares

Where does the money come from?

Samoa (\$51m)

\$36m from ADB/World Bank on-lent by government to SSCC

\$8m SSCC (six shareholders)

\$6m from Government

\$1.5m from Australia

Tonga (\$32.8m)

\$9.7m from ADB on-lent by government to TCC

\$16.5m from World Bank on-lent by government to TCC

\$6.6m TCC equity (from TCL)

Thinking **regionally.**

Joint venture to build a cable

Jointly negotiate a cable
connection

Jointly negotiated 03b access

Shared regulatory capacity

with ICT that is reliable, higher quality,
and more affordable.

Samoa Schoolnet



in communities

Solomon Islands ICT for Education



in schools

Tonga mDiabetes



helping mothers

piloting living #connected

Samoa Health Information System



in hospitals

Tonga mHealth Solutions



PT&I website



Pacific Islands
Trade & Invest

supporting businesses

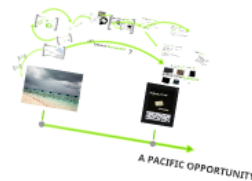


A PACIFIC OPPORTUNITY

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