

Telecommunications in New Caledonia

Key figures and main projects



Noumea, november 2011

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New-Caledonia, who are we ?



- 270,000 inhabitants
- 68,000 households
- 2/3 in Nouméa and suburbs (Mont-Dore, Dumbéa and Païta)
- 3 major mining projects (nickel plants) :
 - SLN (exists, Noumea)
 - Vale (south)
 - KNS (north)
- Emerging new economic center northward (VKP zone)



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OPT – Three corporate branches

- Key figures
 - One of top 5 companies in NC
 - More than 1000 civil servants
 - Turnover around 22 Billion XFP
- Financial Services (banking)
 - Turnover 2010 increased by +3,8%
 - 90 000 customers (savings and current accounts)
- Postal services
 - Turnover increased by 1,9%
- ... and Telecoms detailed in next slides



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Telecoms eco-system in New Caledonia

- No regulatory entity (ARCEP in France is not qualified in New Caledonia)
- « Observatoire du Numérique » created in January 2011 (President Paola Logli to present)
- 5 ISPs in competition
- No MVNO (indirect sales channels strategy for OPT)
- OPT is the historical NC telco.



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2009-2010 OPT telecom key figures

- Global turnover : USD 215M (+0.7%) = XPF 18040M
- Growth sustained by :
 - Mobile : USD 106M (+2%), 220,000 customers (78% prepaid, voice SMS and data services)
 - Broadband : USD 28.6M (+8%), 40, 000 Internet customers (98% ADSL) and 15 ISP/corporate customers on OPT IP backbone
 - Leased lines : USD 6.8M (+5%), +700 local LL and ~6Gbps local bandwidth suscribed
- PSTN market decreasing : USD 68.7M (-4%)
 - Traffic : local -6.5% and international -11.5% = mobile and Internet impact
 - Subscriptions : +1.6% = Internet impact (land line compulsory, ~72,000 land lines)
- Mobile = 50% of global turnover, PSTN 32%, Broadband 13%



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Focus on IP international Bandwidth

- Our submarine cable Gondwana bears now up to 95 % of IP international traffic
 - An additional wavelength is planned for 2012
 - OPT greatly reduced prices and continues to do so.
 - In december 2011, a decrease of up to 40% will be applied

➤

Capacity (Mbps) / month	End 2008	March 2011
Broadband aggregation	980	2320 (x2.4)
Local traffic	94	550 (x5.8)
International traffic	630	1700 (x2.7)



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Broadband, ADSL bandwidth increase



- “UP to 8 Meg” project:
 - Improve the global Internet quality of service,
 - Allow the creation of new services and improve existing services,
 - Improve end-users and partners satisfaction
 - Completed during S1 2011
 - 72% of 43 000 eligible users
 - Very successful, ahead of planning

- “ADSL Max” project
 - As per main developed countries, the goal is to provide the maximum technical bandwidth available
 - 8 000 users will get more than 8 Meg by the end of 2011



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Broadband, quick FTTH focus

➤ Fiber To The Home

- Master scheme issued in april 2011
- Technology (GPON) chosen
- Call for tender to be issued S1 2012
- A pilote phase already operational
 - retail and B2B customers
- Beginning of massive roll-out S2 2012



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Mobile, 2011 revolution

EXPAND MOBILE NETWORK COVERAGE

- Increasing the mobile network coverage to the whole population (97%) and the main roads
- 170 new base stations roll out
- 16 new base stations per month
- Deploying 400 km of optical fiber

3G network roll out

- Swapping the 175 existing equipment and connecting them with fiber optic
- Automatic switching in 3G for the existing Mobiweb services
- All-IP architecture

NC2011

- Temporary offers dedicated to the athletes
- 3G multimedia website with live feeds
- 3G mobile network on all the event sites

State-of-the-art network

SECURE THE CORE NETWORK

- Network reliability (high availability)
- 3G compatibility

NEW SERVICES

- Mobile Internet
- Smartphone
- Data Roaming



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Pacific Games NC2011

- A global challenge
 - Project initiated as early as 2008
 - 15 days of competition
 - over 20 countries, 3000 athletes welcome
 - 50 sites distributed throughout the Territory

- OPT was a key stakeholder (official partner, 30 MXFP invest)
 - Concurrent 3G service roll-out including dedicated NC2011 offerings
 - 30 voice and data additional roaming agreements
 - 100 PSTN lines, 20 ISDN lines, 80 ADSL lines
 - 40 leased lines, 30 km FO deployment
 - 6 TV channels enabled

- ... And we also DID host our French president N. Sarkozy !



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Digital divide, bridging the gap

- March 2011 Figures
 - 86% of Internet access in Noumea and suburbs
 - 45% households benefiting of broadband (60% in some councils)
 - Customer base growth +17% per year

- Pursuing fixed network extension
 - ADSL already available in every district
 - Target : one DSLAM in each central office

- Addressing white zones
 - Payphones (1 for 150 persons)
 - Internet satellite
 - Mobile internet solutions (3G+)



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Thank you for your attention.
Questions ?

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