**State of Telecom -2010**

- **CITI**

**Introduction**

15 october, 2010

CTI- IDATE

State of Telecom -2010

**FTTH/B Global Picture: APAC Strong leadership**

- Global FTTH/B market continues to make progress. Growth in 2H2009 was steady, with more than 7 million new subscribers (+20% over the past 6 months)
- More than 77% of Worldwide FTTH/B subscribers at Dec. 2009 are in Asia
- Europe (including Russia) counting only for 8.2% of Worldwide FTTH/B Total
- In Asia at Dec. 2009, estimated figures for FTTH/B Homes Passed: 71.5 million... to be compared to the 28.4 million in Europe (including Russia)

Telcos 3.0 = Broadband Band roll out facing the Internet Giants

- 1. No more revenue growth...
- 2. New Round of Investments / New Business models
- 3. Greater involvement from State and public money
- 4. How to catch the values of the «vertical markets»?
- 5. New Round of consolidation?

- Broadband roll-out facing the Internet Giants

- CITI -

Mail: y.gassot@idate.org

Contacts:

- FTTx+LAN
- FTTH/B EPON/GEPON
- FTTN VDSL2
- FTTB GEPON
- FTTB/LAN GEPON
- FTTB EPON/GEPON
- FTTH - FTTx+LAN EPON LAN/DSL
- FTTH/B GEPON

World’s top 10 FTTx operators in terms of subscribers at December 2009

- In terms of operators, the gap between Asia and the rest of the world is still important
- Among the globe’s ten largest FTTx operators, seven are Asian, two are North American and one is from Russia. No Western European operators in the Ranking
- NTT is still the largest FTTH/B operator with a base of 12.8 million subscribers but probably no more for a long time
- Indeed China Telecom is now counting 11.2 million FTTx subscribers at December 2009 being mainly FTTx/LAN (EPON LAN/DSL)
- 2 Chinese operators (China Telecom and China Netcom) in the Top 3!
Compared 3G and smartphones penetration

3G subscribers in the world

<table>
<thead>
<tr>
<th>Year</th>
<th>3G Subscribers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>100.000</td>
</tr>
<tr>
<td>2007</td>
<td>200.000</td>
</tr>
<tr>
<td>2008</td>
<td>300.000</td>
</tr>
<tr>
<td>2009</td>
<td>400.000</td>
</tr>
<tr>
<td>2010</td>
<td>500.000</td>
</tr>
</tbody>
</table>

Share of smartphones in handset sales in 2010

- **Worldwide**: 19%
- **Rest of the World**: 28%
- **EU 27**: 36%
- **The U.S.**: 66%

Source: IDATE

Worldwide: smartphones vs non-smartphones

Source: IDATE