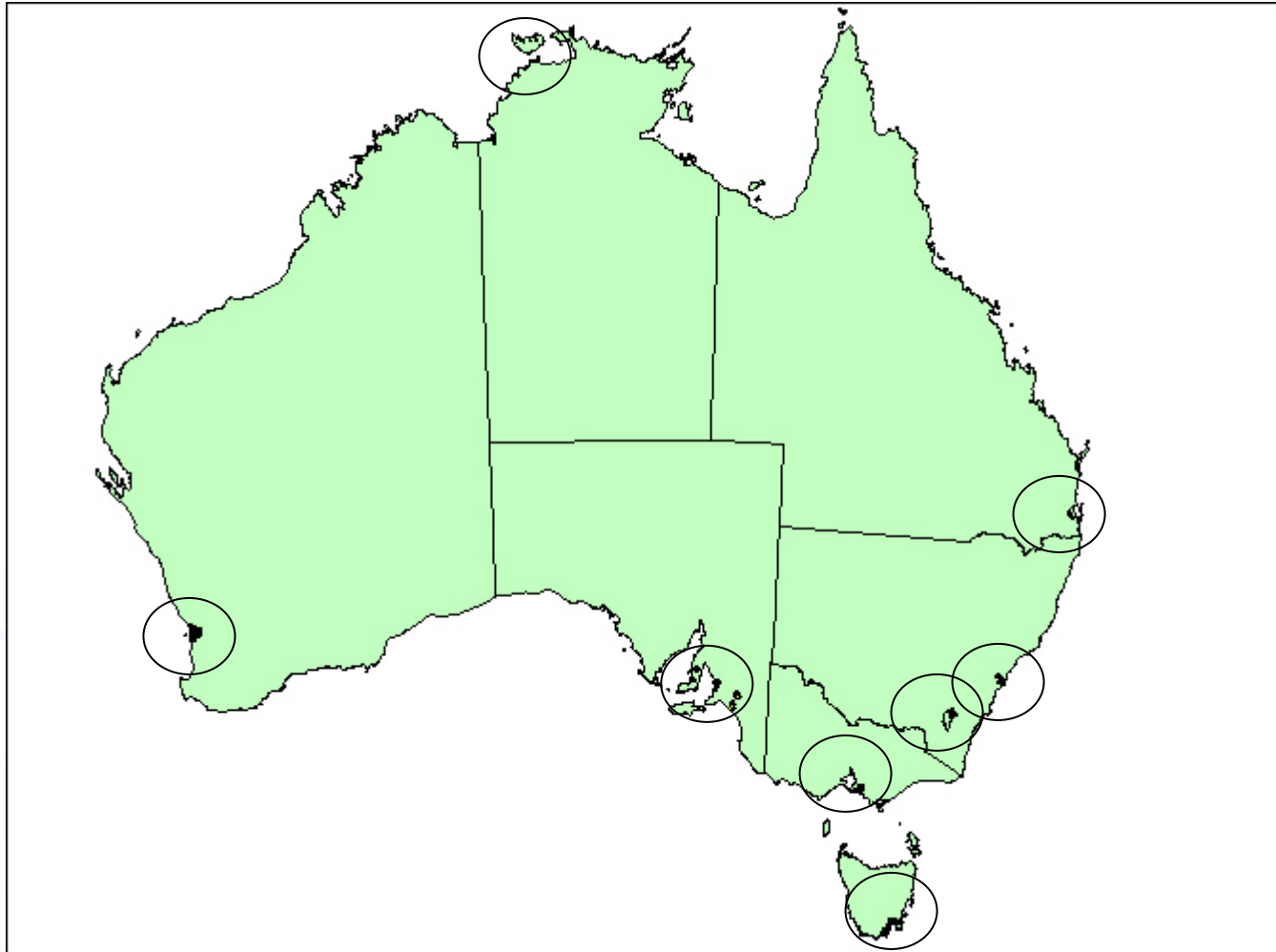


# Attachment A – Alternate infrastructure Investment Maps as at September 2005

# Methodology

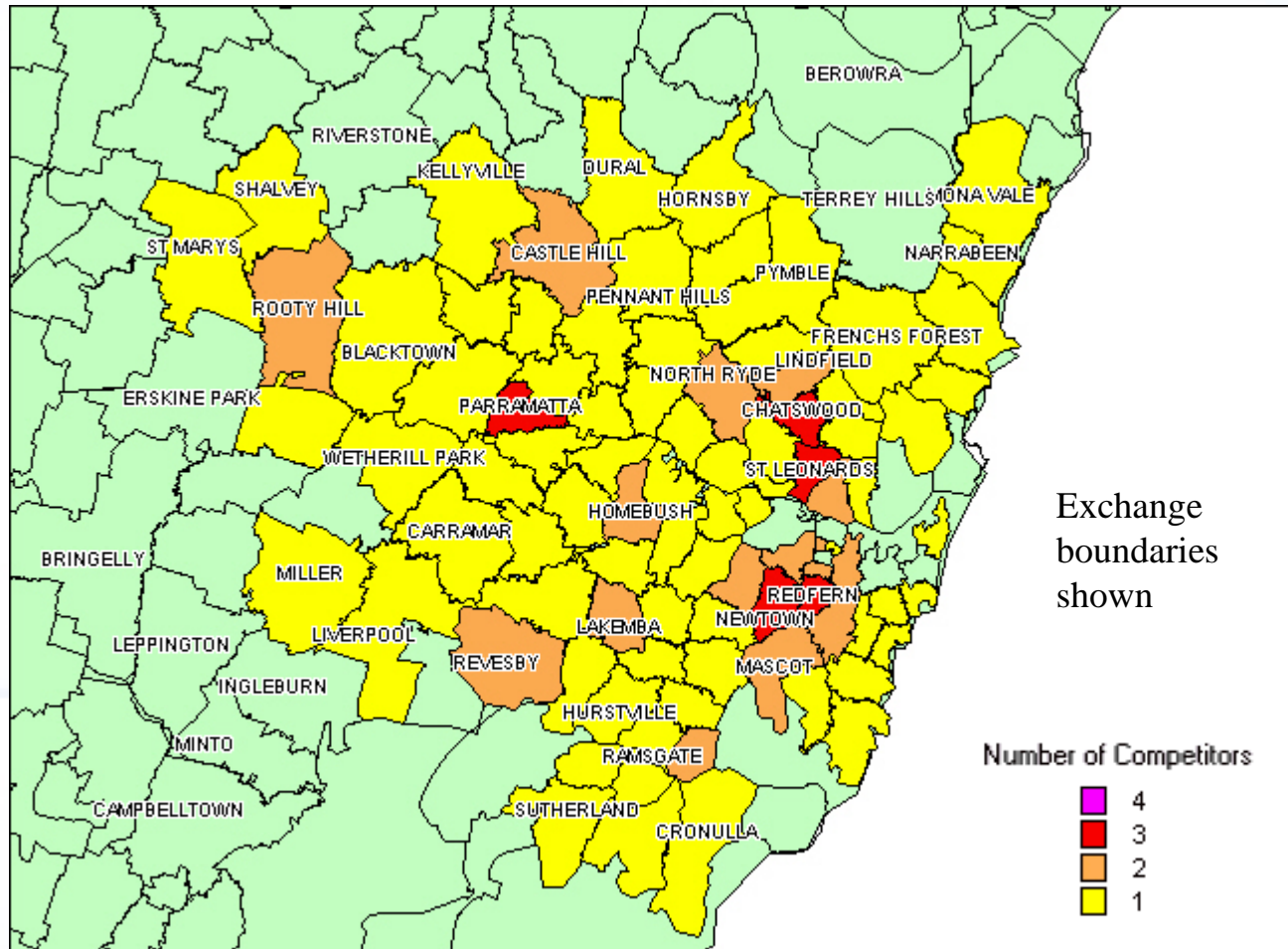
- These maps show the fixed network exchange areas covered by the following non-Telstra access infrastructure:
  1. Optus HFC cable coverage in Sydney; Melbourne and Brisbane (sourced from the Optus website and Telstra assumptions);
  2. Competitor DSLAMs in Telstra exchanges, utilising Telstra's spectrum sharing and ULL wholesale access services (sourced from competitor websites);
  3. Broadband Wireless (sourced from competitor websites).
- Telstra has only used publicly available information. The ACCC, on the other hand, could require information to be produced from Telstra's records on access provided (and to be provided) at local exchanges and directly from Optus in relation to its HFC network and other fixed and wireless infrastructure providers. This would provide an up to date and accurate record which could be used to make informed decisions on regulation.

# Competitors Access Infrastructure Locations



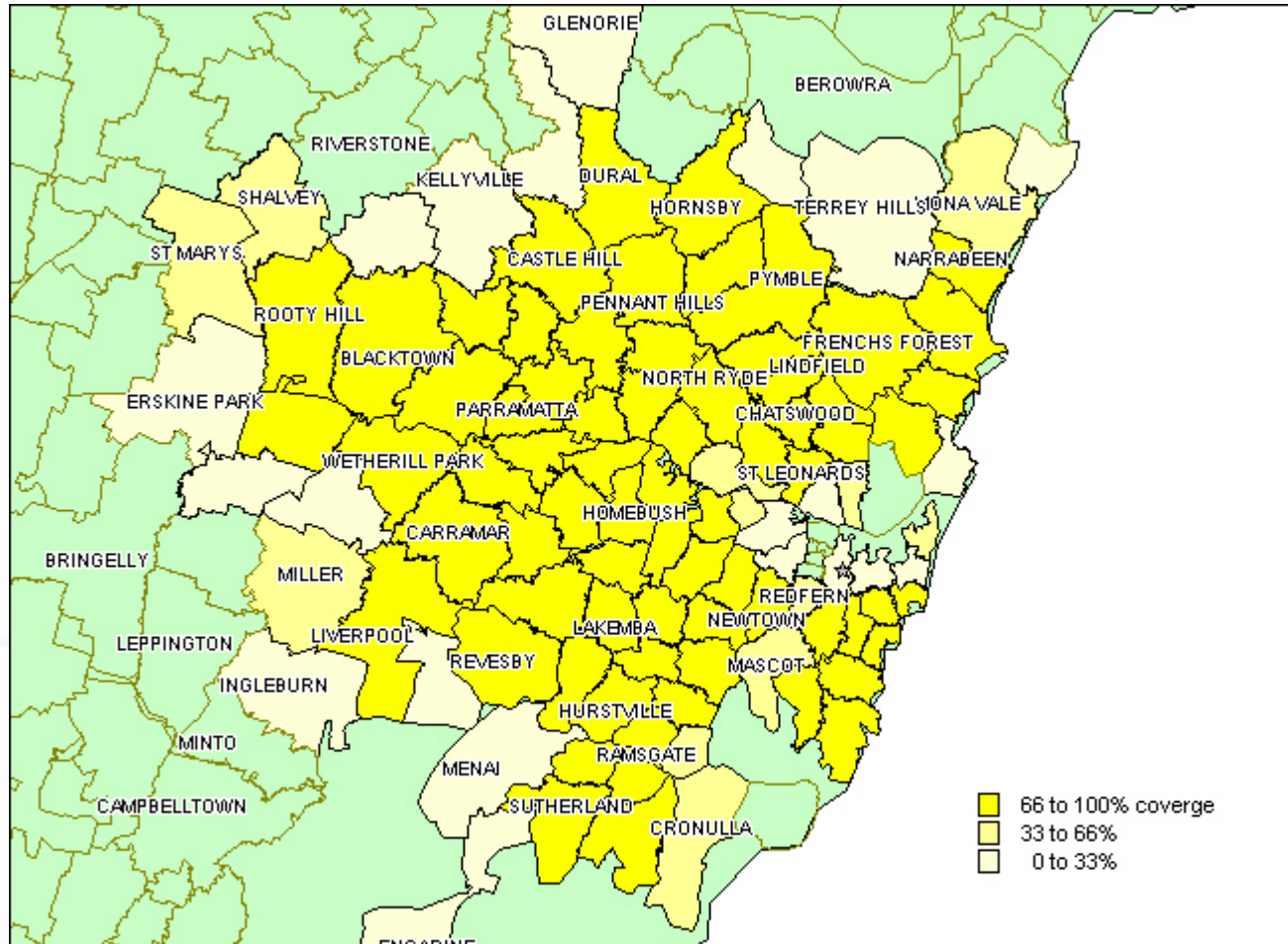
Concentration of competitors infrastructure is in most profitable capital city areas (cherry picking)

# Competitor ULL & HFC Coverage of Sydney



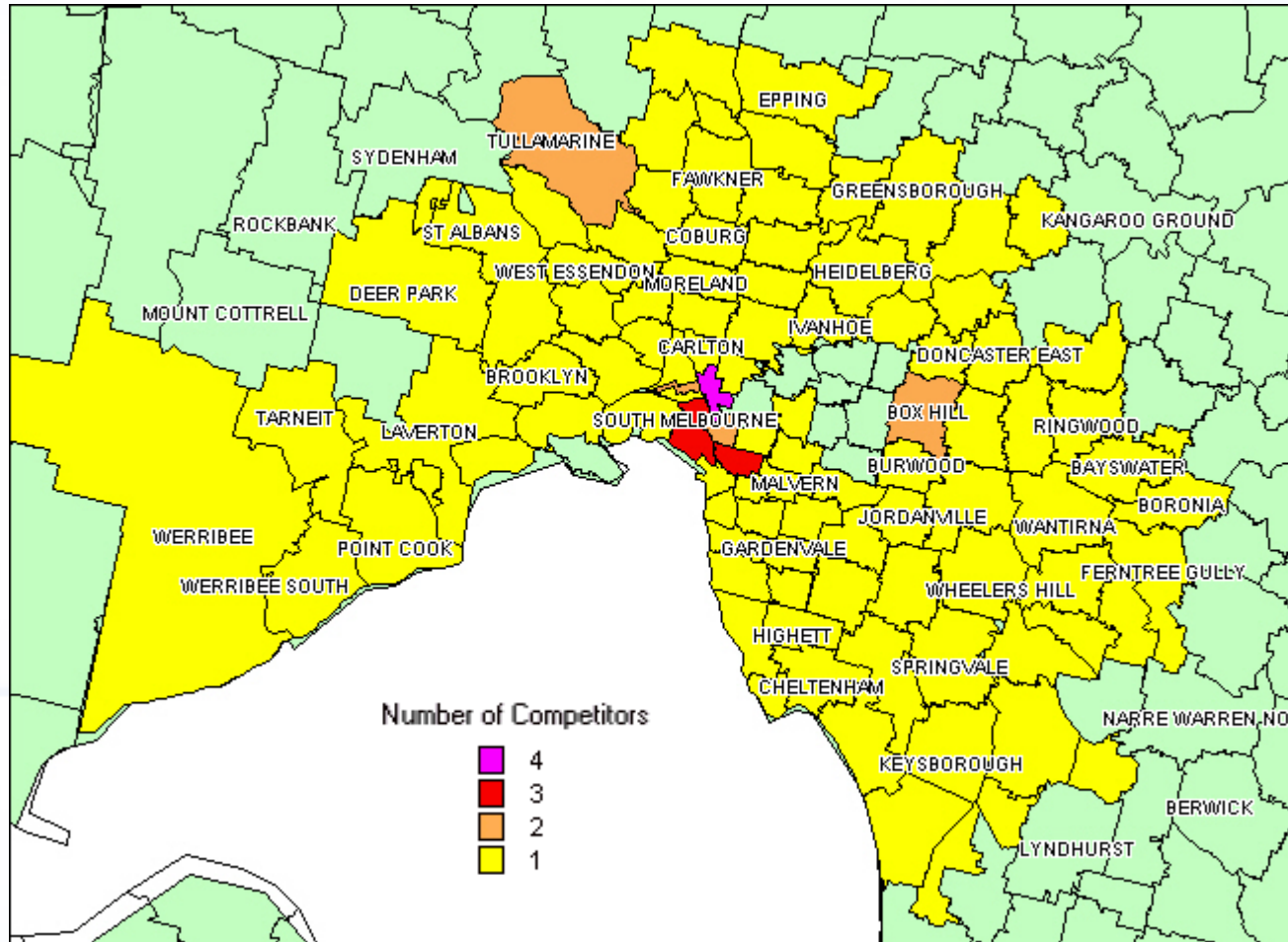
- Total competitor coverage is 84% of Telstra's 1.6M fixed lines in Sydney
- Map shows Optus HFC areas with over 33% coverage

# Sydney Optus HFC Coverage



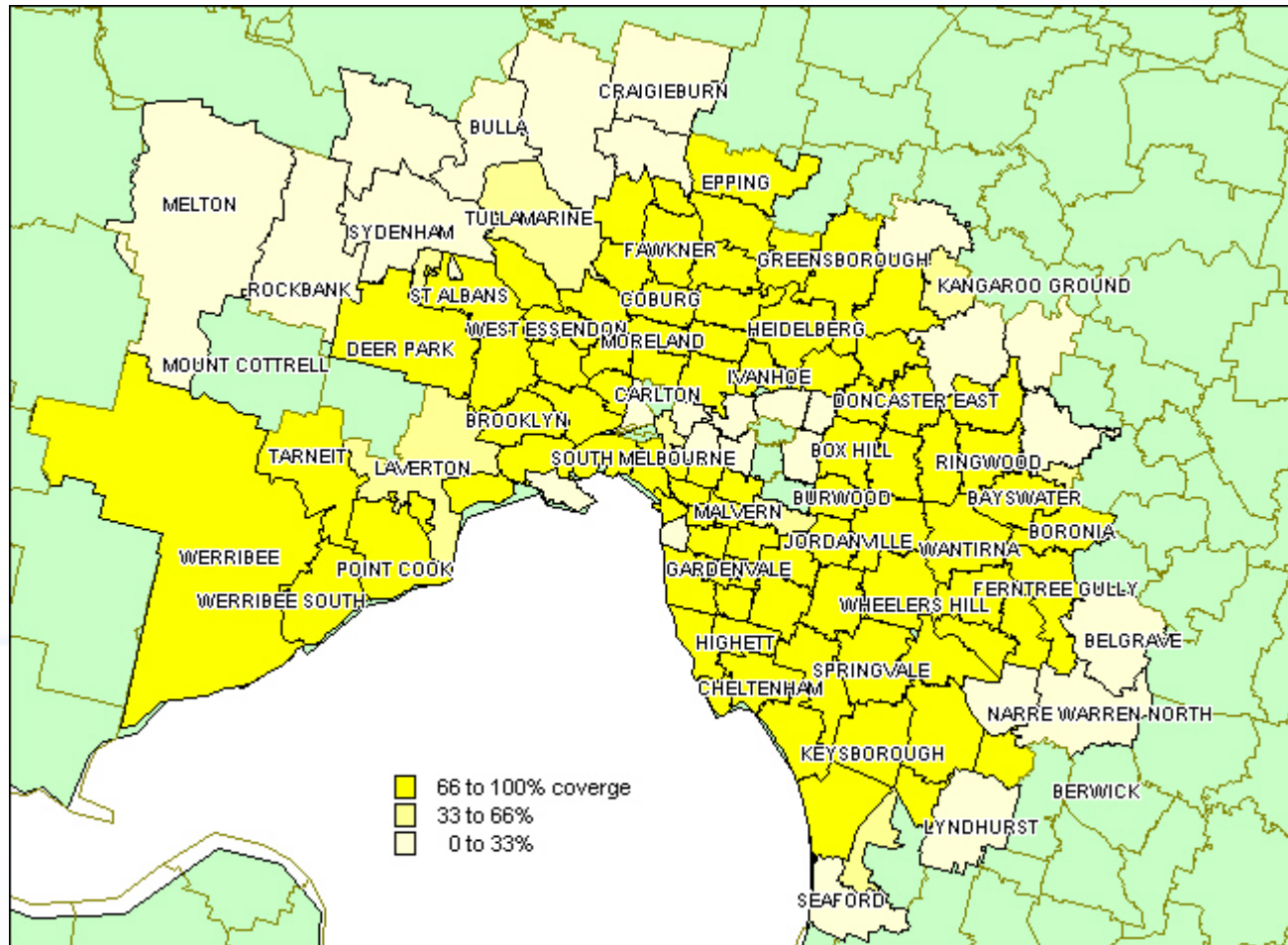
- The Optus HFC network is independent of Telstra's local exchanges. Each exchange area may not have full coverage by the Optus HFC network. Coverage percentages are Telstra approximations.

# Competitor ULL & HFC Coverage of Melbourne

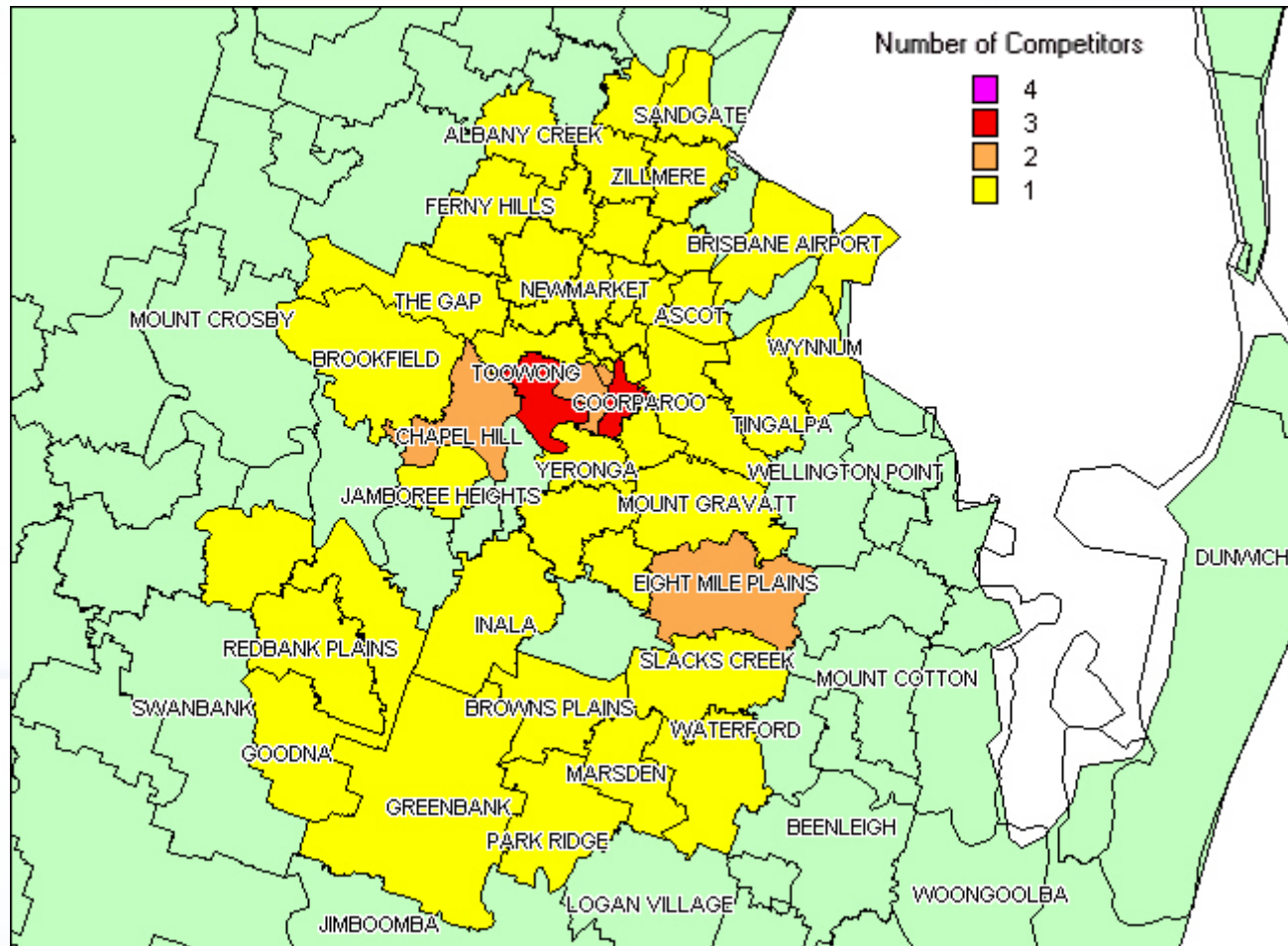


- Total competitor coverage is 82% of Telstra's 1.2M fixed lines in Melbourne
- Map shows Optus HFC areas with over 33% coverage

# Melbourne Optus HFC Coverage



# Competitor ULL & HFC Coverage of Brisbane

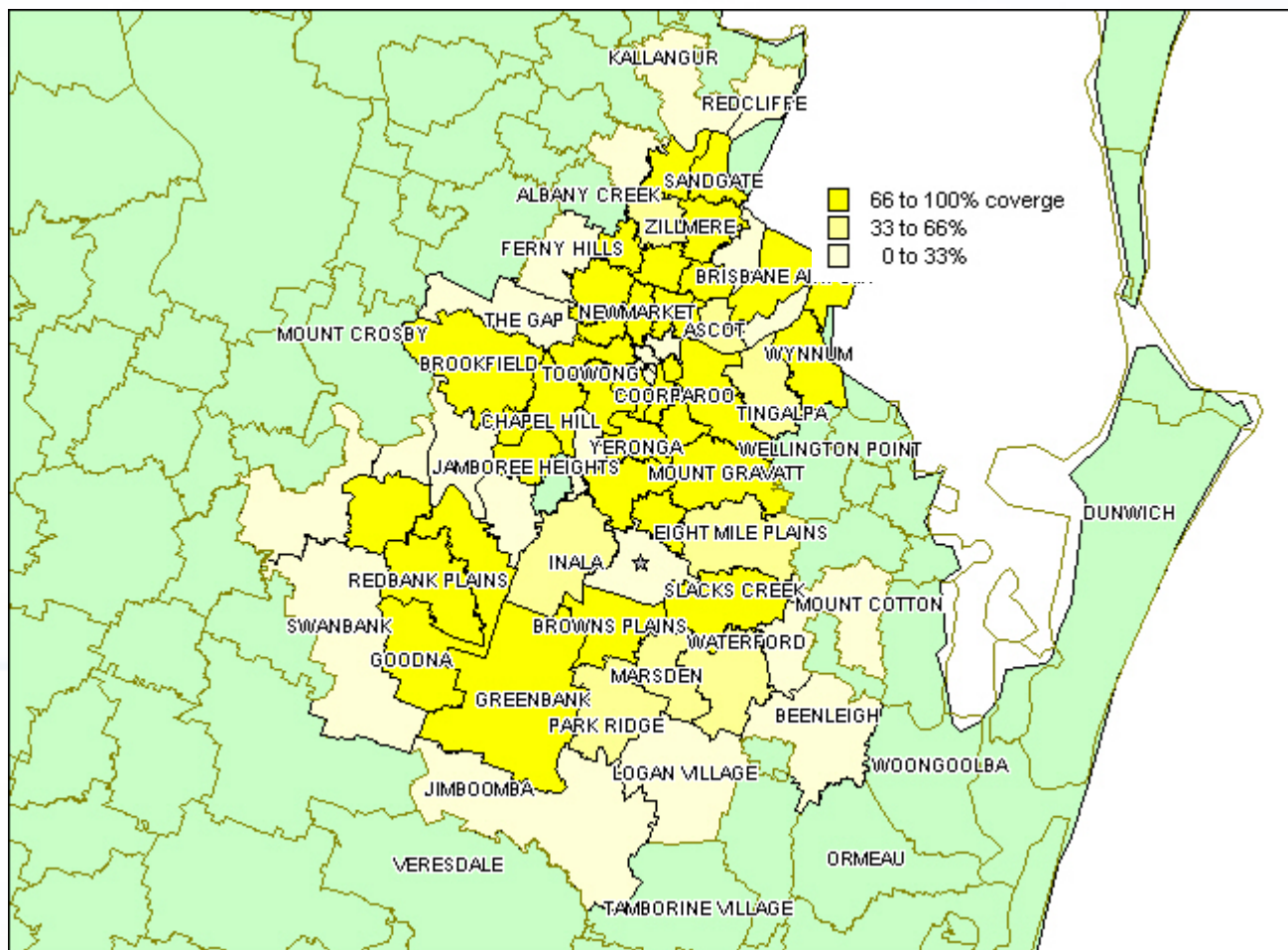


67%  
coverage

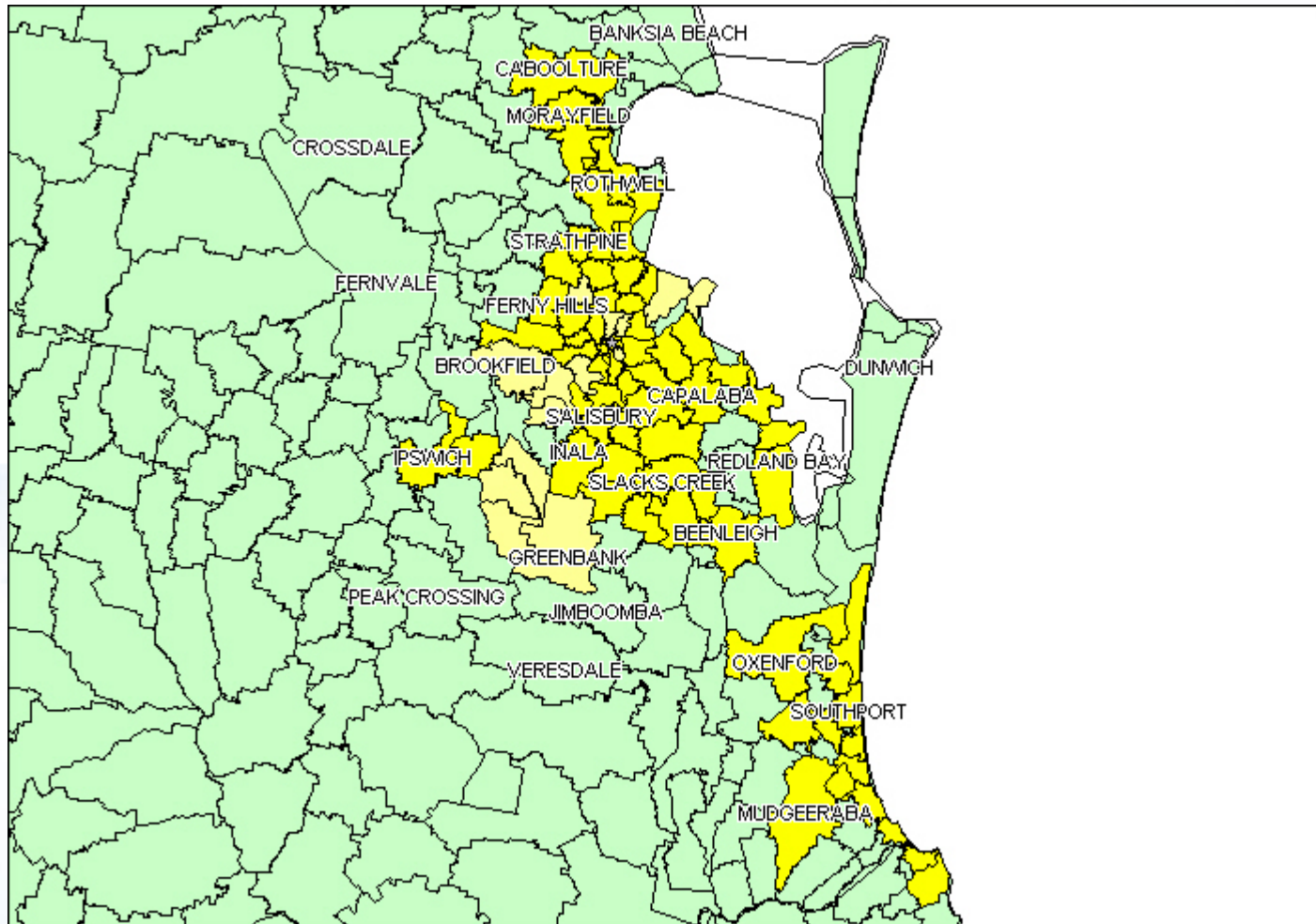
- Total competitor coverage is 67% of Telstra's 0.6M fixed lines in Brisbane
- Map shows Optus HFC areas with over 33% coverage



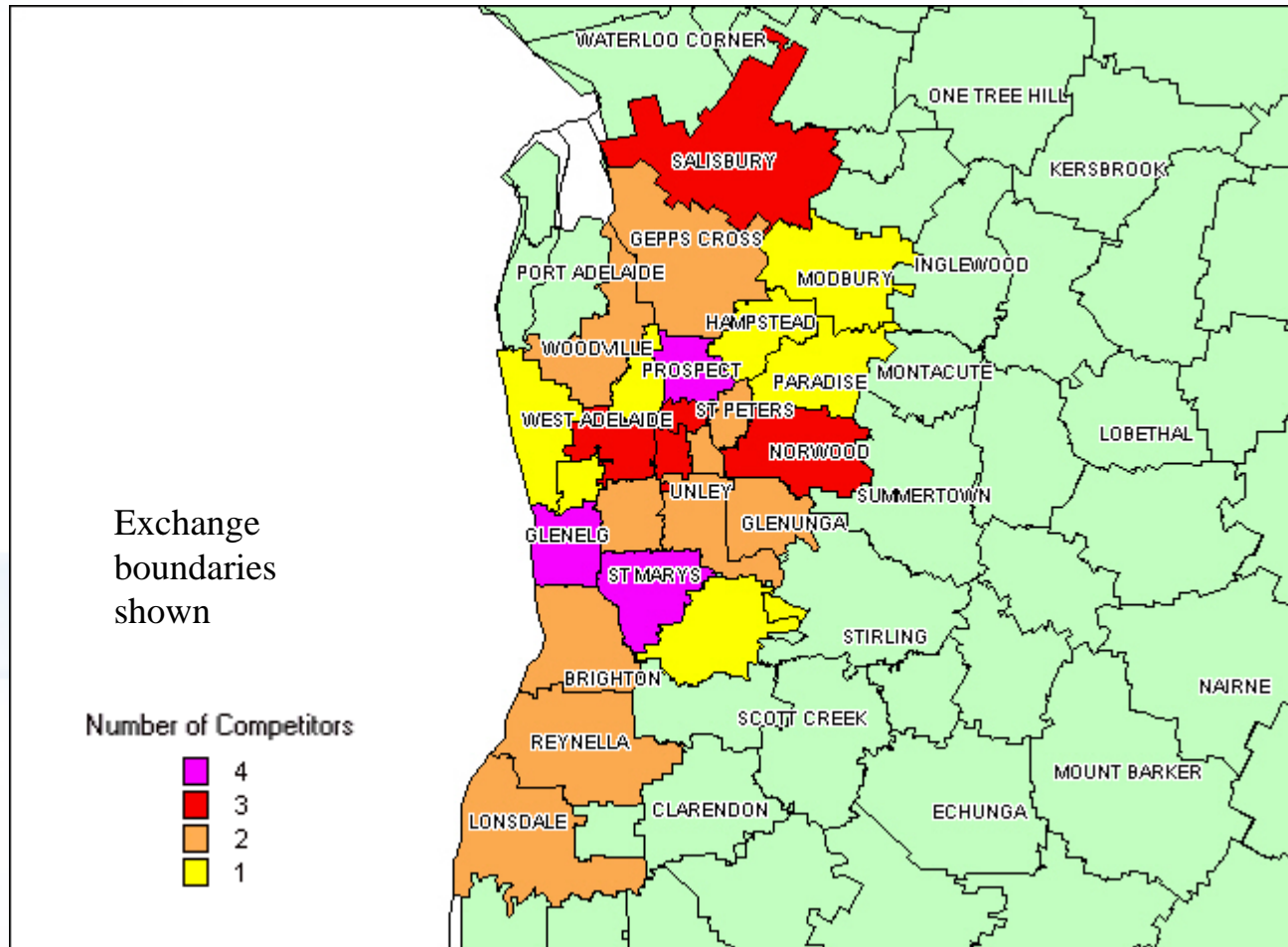
# Brisbane Optus HFC Coverage



# Brisbane & Gold Coast Optus HFC & ULL Coverage

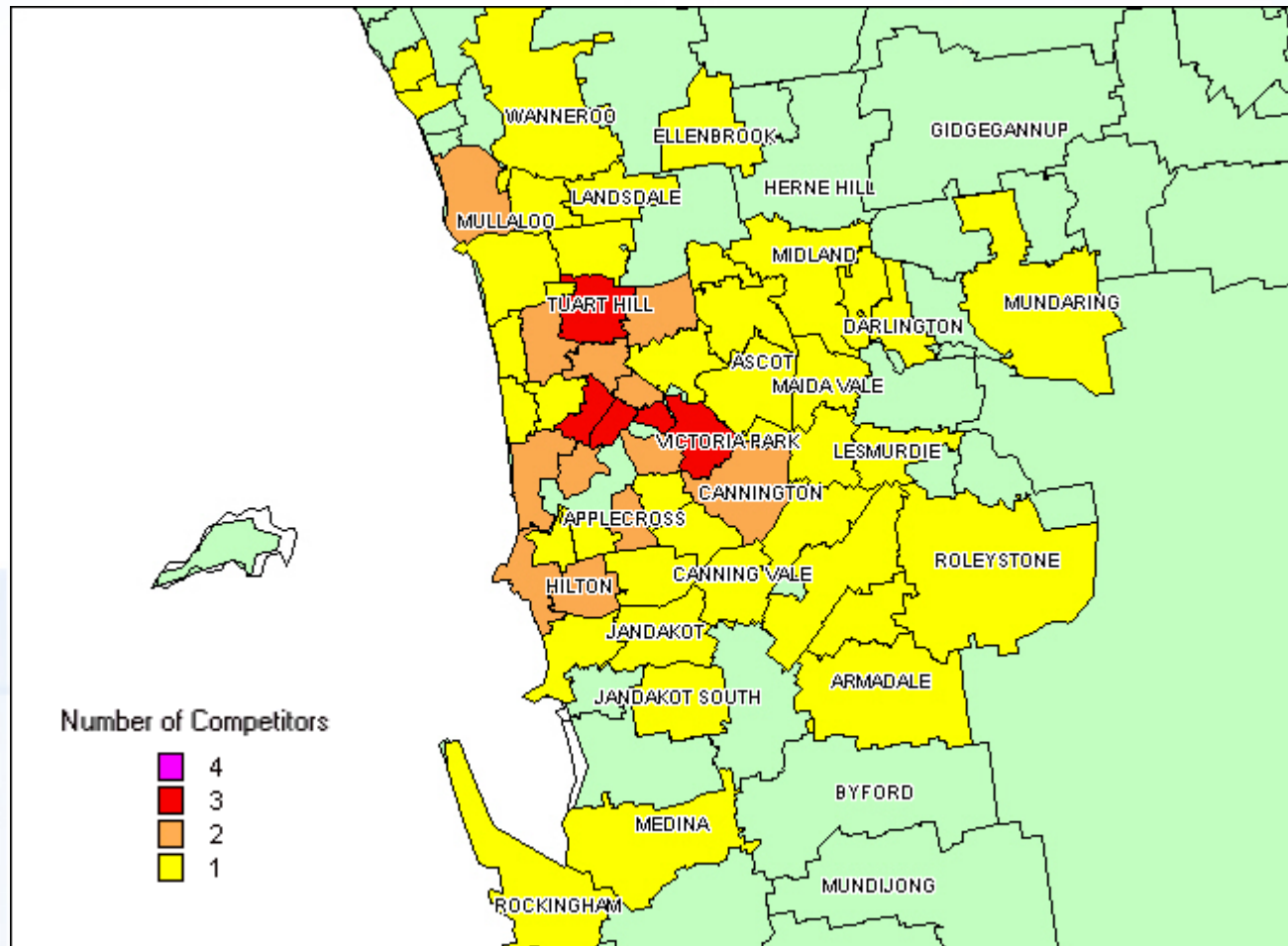


# Competitor ULL Coverage of Adelaide



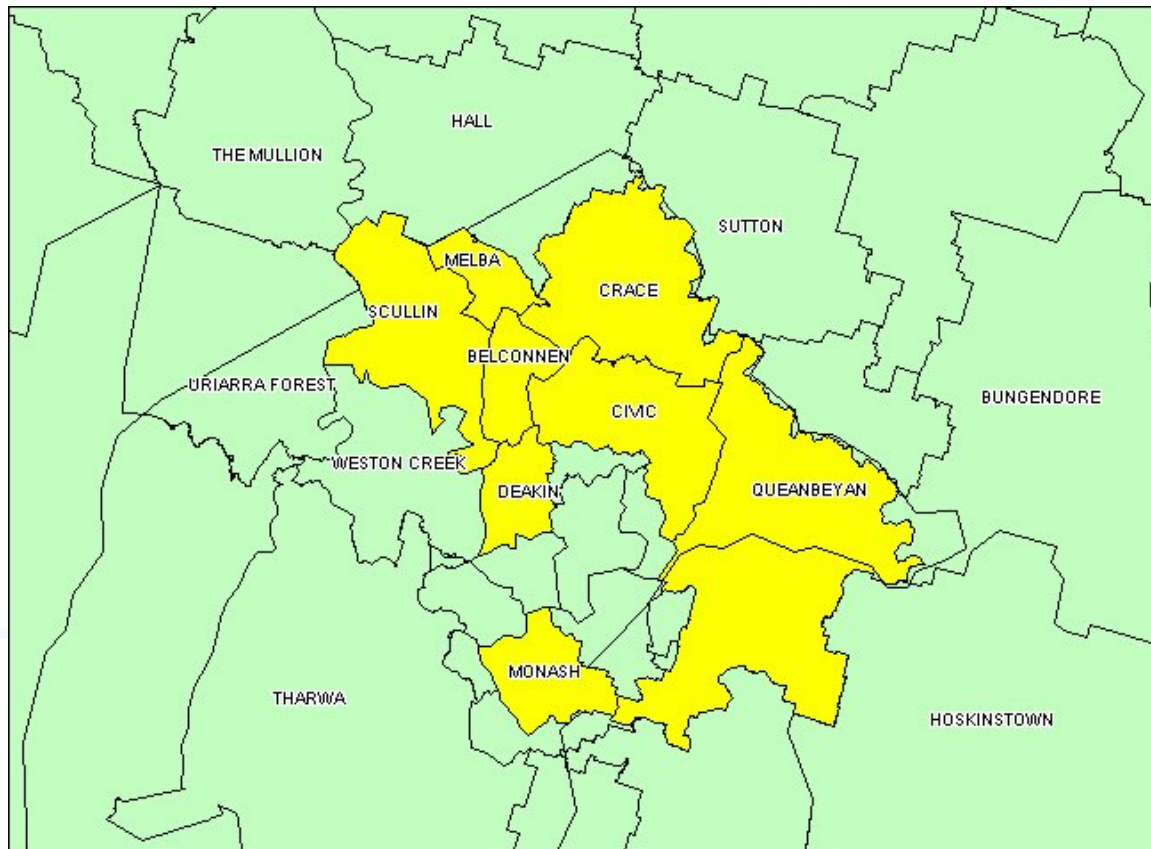
- Total competitor coverage is 83% of Telstra's 0.5M fixed lines in Adelaide!
- Multiple ULL providers, including Optus, Internode and Adam Internet
- No Optus cable

# Competitor ULL Coverage of Perth



- Total competitor coverage is 92% of Telstra's 0.6M fixed lines in Perth
- No Optus cable

# Competitor ULL & Transact Coverage of Canberra



72%  
coverage

Exchange  
boundaries  
shown

- Total competitor coverage is 72% of Telstra's 0.14M fixed lines in Canberra

## Competitor Fixed Network Infrastructure Coverage in Metro Areas

State	Metro SIO (M)	Metro HFC Optus coverage SIO (M)	% Metro HFC Optus coverage	Metro HFC & ULL competitor coverage (M)	% Metro HFC & ULL competitor coverage
Brisbane	0.59	0.30	51%	0.40	67%
Sydney	1.55	1.08	69%	1.30	84%
Melbourne	1.23	0.92	75%	1.01	82%
Adelaide	0.44	-	-	0.37	83%
Perth	0.61	-	-	0.56	92%
Canberra		-	-		
Hobart		-	-		
<b>Total Retail</b>	4.43	2.32	52%	3.64	82%

Competitors already have very high access infrastructure coverage of Australia's major population centres. Reminder – this data is at September 2005. With each passing day – competitor ULL DSLAM rollout continues.

# Competitor Fixed Network Infrastructure Coverage in All Areas

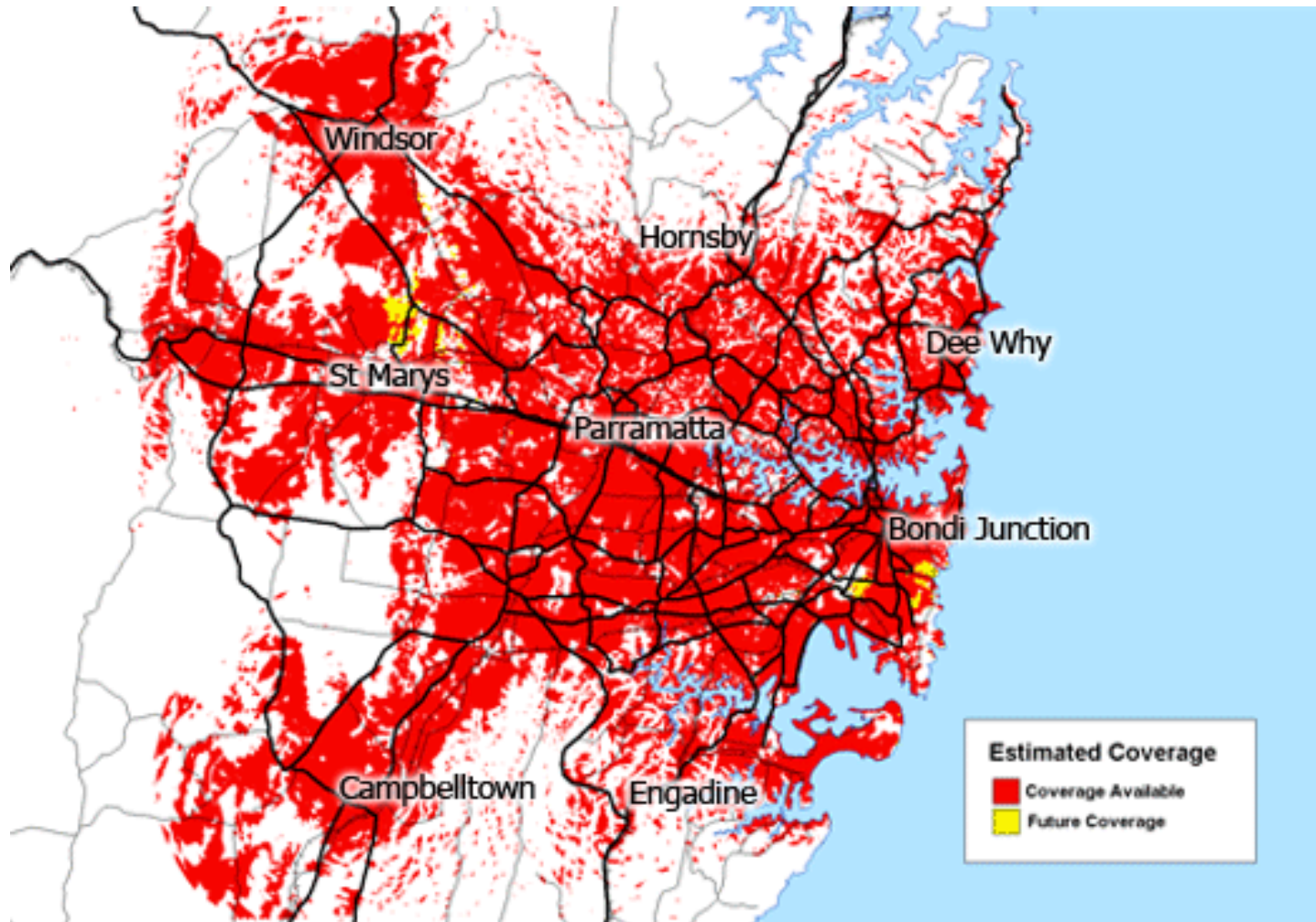
State	Metro SIO (M)	Metro competitor coverage (M)	% Metro competitor coverage	Regional SIO (M)	Regional competitor coverage (M)	% Regional competitor coverage	Total SIO (M)	Total Competitor Coverage (M)	Total % Competitor Coverage
Queensland	0.59	0.40	67%	1.20	0.08	6%	1.80	0.47	26%
New South Wales	1.55	1.30	84%	1.99	0.01	1%	3.54	1.32	37%
Victoria	1.23	1.01	82%	1.33	0.04	3%	2.56	1.05	41%
South Australia	0.44	0.37	83%	0.41	0.003	1%	0.85	0.37	44%
Western Australia	0.61	0.56	92%	0.47	0	0%	1.09	0.56	52%
ACT				0.14	0.10	72%	0.14	0.10	72%
Tasmania				0.25	0.01	3%	0.25	0.01	3%
<b>Total Telstra Retail</b>	4.43	3.64	82%	5.80	0.23	4%	10.22	3.88	38%

# **Wireless Broadband**

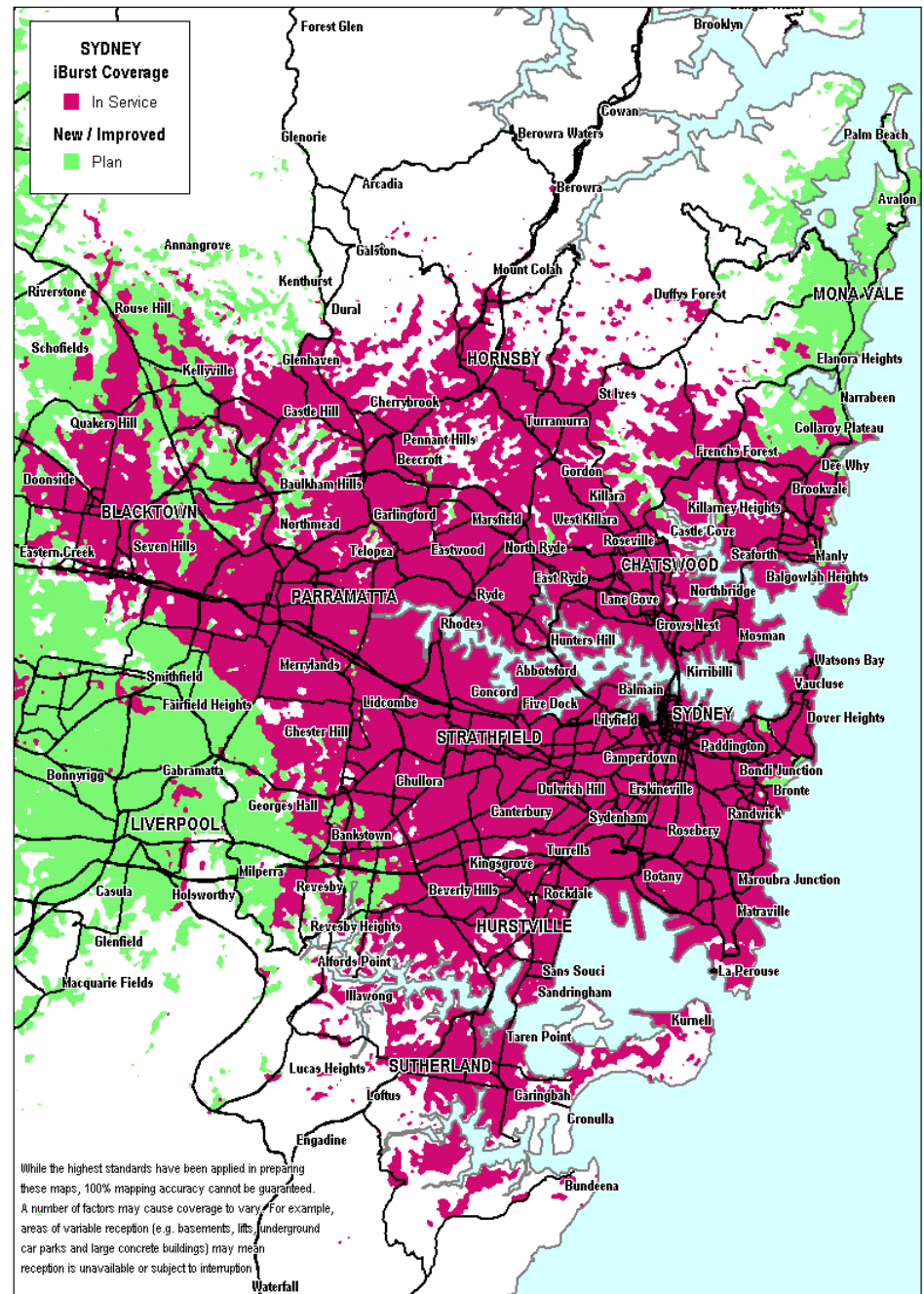
## Competitor Coverage Maps



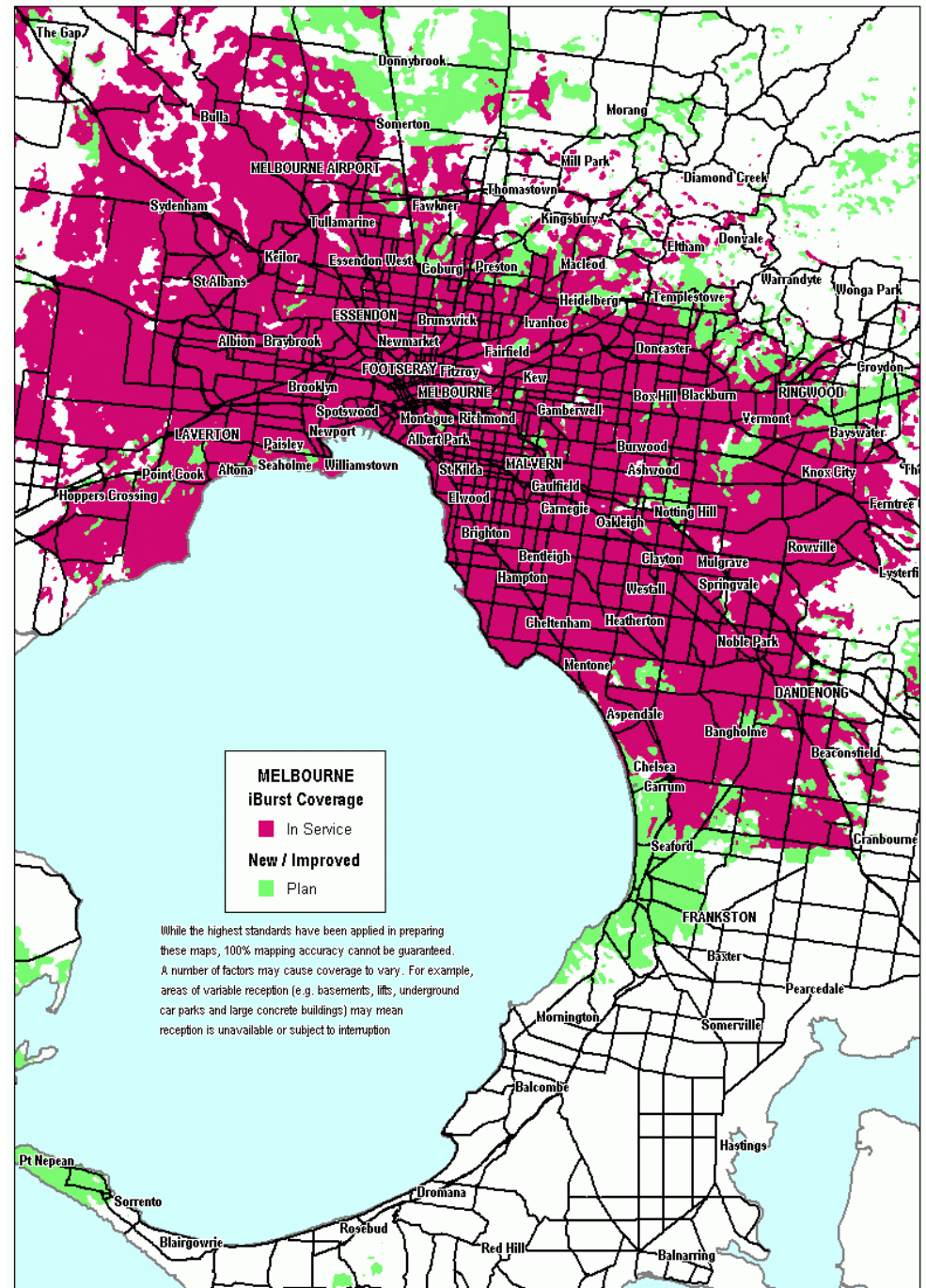
# Unwired - Sydney



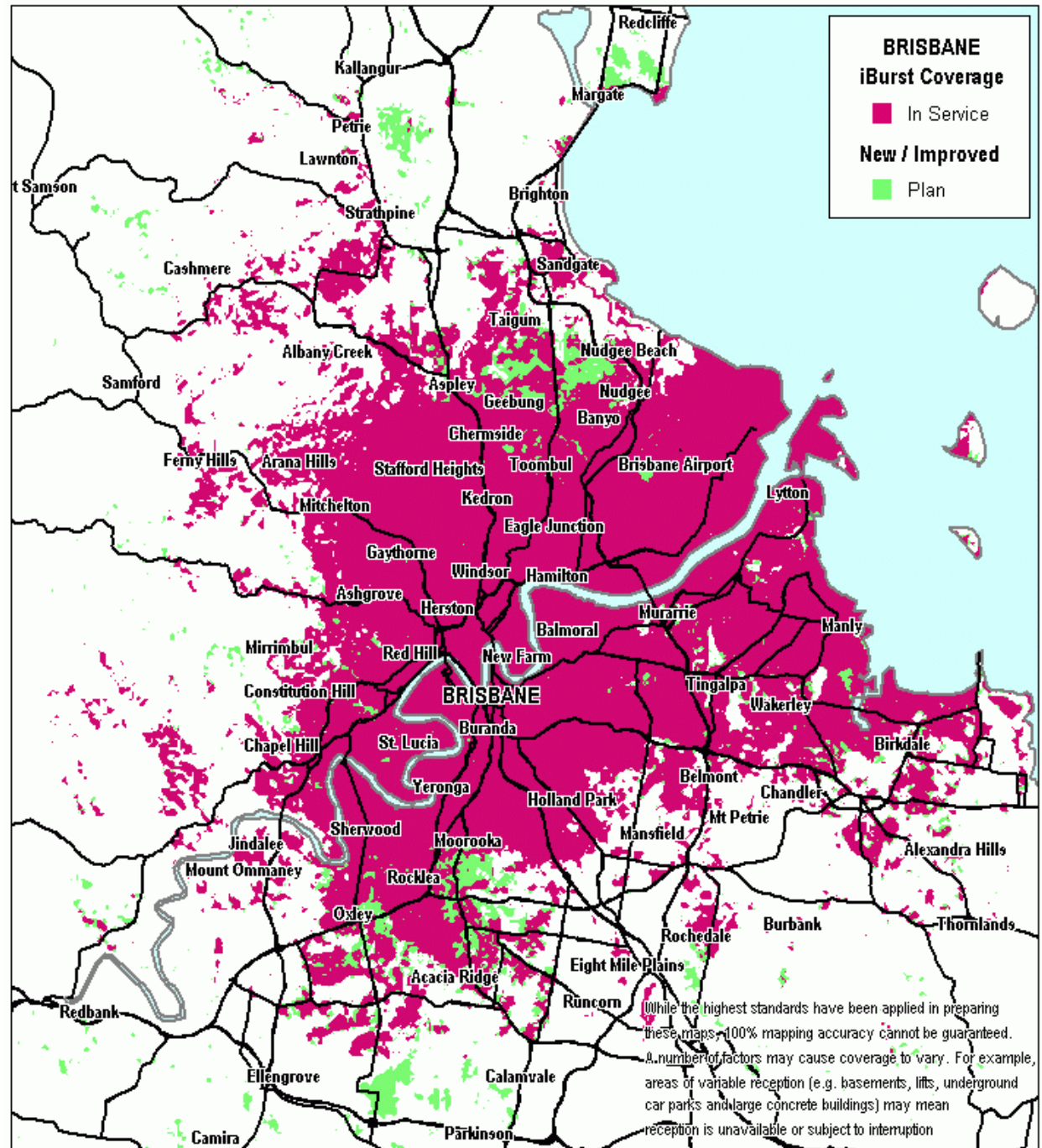
# I-burst - Sydney



# I-burst - Melbourne

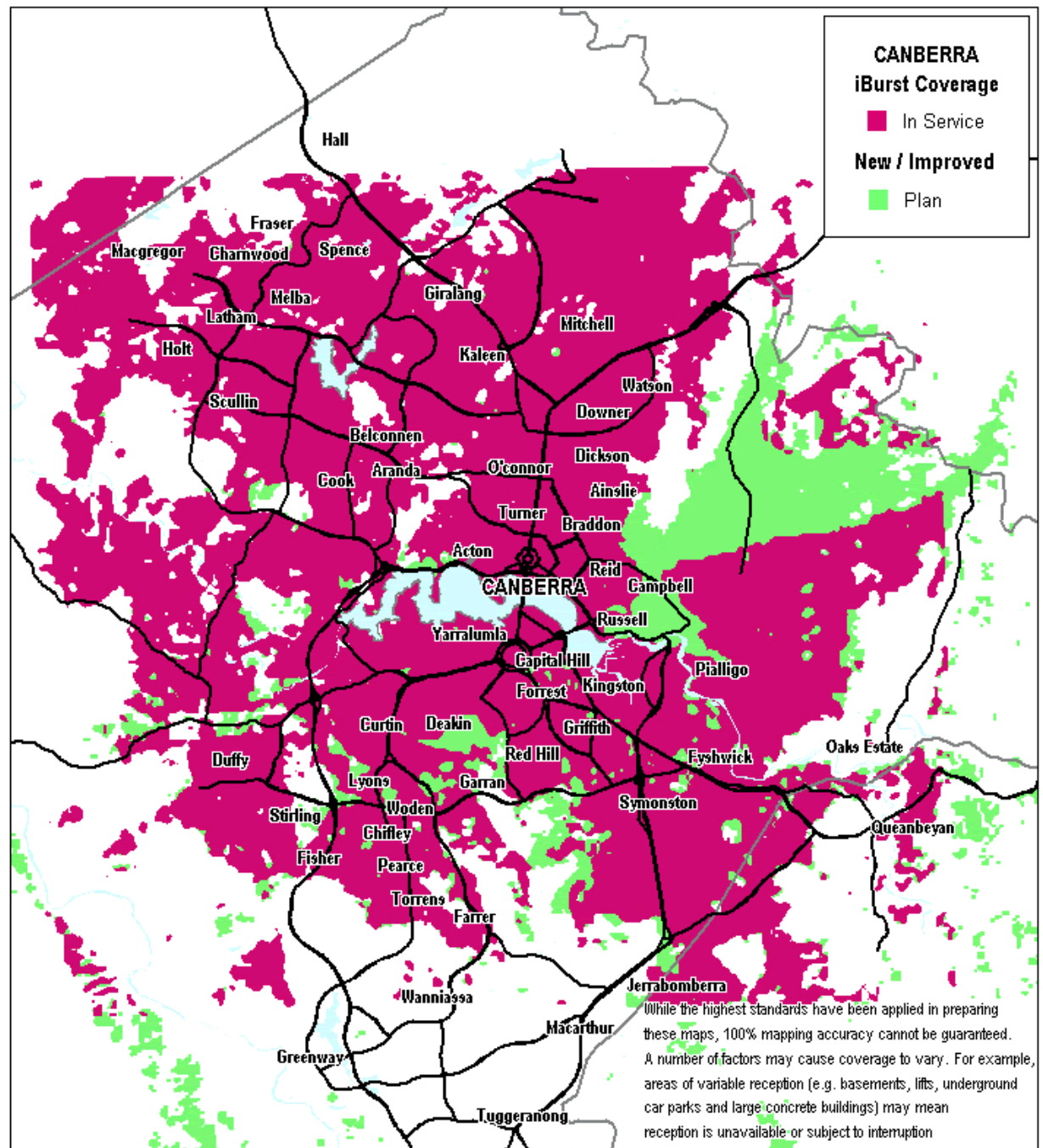


# I-burst - Brisbane



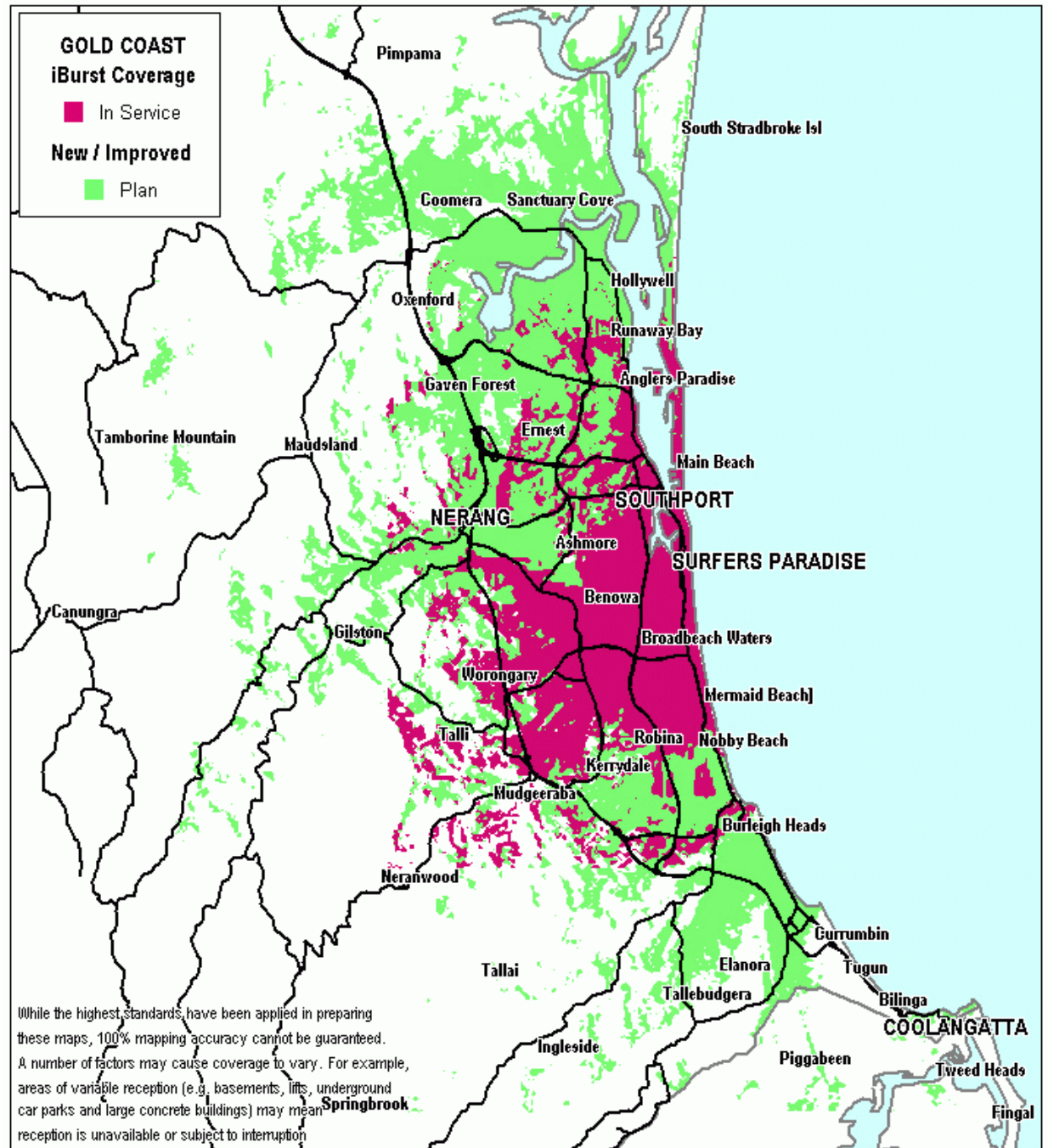
Source: <http://www.iburst.com.au>  
22 September 2005

# I-burst - Canberra



Source:  
<http://www.iburst.com.au> 22  
September 2005

# I-burst – Gold Coast



Source: <http://www.iburst.com.au>  
22 September 2005