

16 November 2012

Mr Richard Home  
General Manager  
NBN Engagement and Group Coordination Branch  
Australian Competition and Consumer Commission  
GPO Box 520  
MELBOURNE VIC 3001  
*By email*

Dear Richard

**Disclosure of NBN Co modelling and complete corporate plan**

I am writing to request that a confidentiality regime be established between NBN Co and interested parties to enable access to NBN Co's underlying financial data and other modelling sufficient to facilitate an assessment of the efficiency of the long-term revenue constraint methodology (LTRCM). Such a regime is common practice for the assessment of undertakings and consultations under Part XIC. For example:

- Telstra provided access to its TEA and PIE II models, containing confidential Telstra cost data, for undertakings relating to ULL and other fixed services;
- Optus provided access to its CRA TSLRIC+ model for its MTAS undertaking, which included confidential Optus commercial and cost data;
- Vodafone provided access to its PwC TSLRIC+ model for its MTAS undertaking, which including confidential Vodafone commercial and cost data; and
- ACCC provided access to Telstra confidential cost inputs for the Fixed Line Services Model developed for the Final Access Determination for fixed line services.

Access to confidential information is necessary to enable retail service providers (RSPs) to fully understand and verify the likely operation of the price control arrangements in the proposed SAU. Further, such information will help to verify that future charges do not represent over recovery of costs. In the absence of this information RSPs will have to rely on publicly available information which is incomplete.

**[C-i-C]**

Such a request is consistent with the operation of other consultations under Part XIC of the CCA, where access providers have allowed interested parties access to, and ability to fully review, all modelling relied upon. Such access can be provided using well established and commonly used confidential undertakings so as protect the confidential nature of the NBN Co data.

Optus submits that access to NBN Co's financial data and LTRCM modelling, under appropriate confidentiality arrangements, is vital to ensure a full and proper assessment of the SAU as to whether it meets the long term interest of end-users.

Yours Sincerely,

A handwritten signature in black ink, appearing to be 'AS', with a long horizontal stroke extending to the right.

Andrew Sheridan  
Head of Interconnect & Economic Regulation