



# Guide to interpreting data contained in the NBN Wholesale Market Indicators Report

## Scope of report

The data included in each NBN Wholesale Market Indicators Report (Report) are extracted from the confidential reports that NBN Co provides to the ACCC under the NBN Services in Operation Record Keeping and Reporting Rules (NBN SIO RKR). The Report is made up of eight tables published as an Excel spreadsheet with each table providing a different view of the NBN wholesale market.

The data included in the Report only relates to NBN wholesale access services, not services supplied over other access networks. The Access Virtual Circuit (AVC) and Connectivity Virtual Circuit (CVC) data do not identify whether NBN services are used to supply wholesale or retail products. Hence the data presented in the extracts are not intended to provide a reliable view of retail market shares.

The NBN SIO RKR data are reported for each NBN wholesale customer, however, the ACCC determined that reporting on the basis of corporate group more accurately reflects the market for NBN access services. Consequently, where applicable, the data in the Report is set out by Access Seeker Groups rather than individual Access Seekers.

## Report tables

### **Table 1 - NBN services in operation data**

Table 1 provides as at the end of the calendar quarter for each Network Access Service technology type by AVC traffic class on a national basis:

- a. the count of the total number of AVCs, and
- b. the sub-count of AVCs for each Data Transfer Rate 'speed tier'.

This table only reports commercially available NBN access technologies. If NBN Co makes a new access technology commercially available, it will be added to the table.

### **Table 2 - CVC data**

Table 2 provides as at the end of the calendar quarter the sum of contracted CVC capacity for each CVC traffic class by State and Territory. Contracted CVC provides a metric of total NBN Access Seeker provisioning across the NBN, indicating the level of capacity demand within each traffic class.

### **Table 3 - POI data**

Table 3 provides as at the end of the calendar quarter a count of NBN POIs that are:

- a. Listed POIs, and
- b. non-listed POIs, e.g. temporary POIs

by each number of NBN Access Seeker or NBN Access Seeker Groups that have contracted CVC capacity at the POI.

For example, Table 3 lists for each type of POI, the number of POIs with one NBN Access Seeker group present, the number of POIs where two NBN Access Seeker Groups are present and so on, until the maximum number of NBN Access Seeker Groups that have contracted to acquire CVC capacity at a single POI is reached. We note that the POI with the most NBN Access Seeker Groups acquiring CVC capacity is the Long Term Satellite Service (LTSS) specific POI located in Sydney (Eastern Creek).

Acquiring CVC capacity at a POI is a pre-condition for an NBN Access Seeker to supply end user services from each POI and Table 3 therefore provides a view of the NBN Access Seeker footprint across the NBN.

## **Tables 4, 5, 6 and 7 - Access Seeker TC4 services in operation data**

### Overview

Tables 4, 5, 6 and 7 provide a count of TC4 AVCs acquired by NBN Access Seekers that meet the one per cent market share threshold for the various Network Access Services, various speed tiers and geographically.

TC4 AVC services are 'best effort' access services that are used to supply mass markets, e.g. residential broadband. TC4 AVCs are featured in these tables because these provide the best overall view of the market structure for NBN access services. TC1 AVCs (which are generally used for voice services) are sometimes bundled with a TC4 AVC but are not included in these tables. However, all currently available NBN traffic class services are listed in Table 8 on a POI by POI basis.

Each listed NBN Access Seeker Group meeting the one per cent threshold are included in the report as a discrete line item. The relevant services of all other NBN Access Seekers are aggregated into the 'other' line item.

Table 4 provides as at the end of the calendar quarter the count of TC4 AVCs by NBN Access Seeker Group for each relevant Network Access Service. If new Network Access Services are made commercially available by NBN Co these will be added to the Table.

Table 5 provides as at the end of the calendar quarter the count of TC4 AVCs on a national basis by NBN Access Seeker Group and by contracted download Data Transfer Rate (speed) tier across all Network Access Services.

Because speed tiers are not specified in identical terms across all Network Access Services, some services are allocated to 'equivalent' speed tiers. For example, NBN fibre to the basement (FTTB) services are supplied at download rates of 25Mbps, 25Mbps – 50Mbps or 25Mbps – 100Mbps. These are included in the table as a 25Mbps, 50Mbps and 100Mbps respectively.

Table 6 provides as at the end of the calendar quarter the count of TC4 AVCs by NBN Access Seeker Group by State and Territory.

Table 7 provides as at the end of the calendar quarter the count of TC4 AVCs on a national basis by Access Seeker Group by POI geographic designation.

For the purposes of this Table, all LTSS AVCs are designated as 'regional'. Otherwise, an AVC that connects to a Listed POI is designated as 'metropolitan', 'outer metropolitan' or 'regional' as per the "List of points of interconnection to the National Broadband Network – November 2012" table, [published by the ACCC on 2 November 2012](#).

AVCs supplied at a temporary POI in one of the five main capital cities are counted under 'non-Listed POI'. This is because AVCs supplied at a non-listed POI could be supplied to a metropolitan, outer metropolitan or regional end user and cannot be easily attributed to any of the POI types. That said, fewer services will attract this designation over time as AVCs continue to migrate to the Listed POIs.

**Table 8 - Count of AVCs, contracted CVC capacity and Access Seeker Groups by POI**

Table 8 provides as at the end of the calendar quarter the count of AVCs by traffic class (TC1, TC2 and TC4) and type of access service (fixed or wireless) in each POI. The table also includes the sum of contracted CVC capacity for each traffic class and the number of access seeker groups with contracted CVC capacity at each POI.

The table excludes AVCs supplied via the LTSS. Therefore, satellite-only NBN Access Seekers Groups are not reported in Table 8.

For September quarter 2018 only, FTTC services are also excluded from Table 8.