

Fibre Rich Links Needed in Congested Routes!

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02nd March, 2016



WORLDWIDE
SUPPORTING GLOBAL UTILITIES IN THE DEVELOPMENT
PLATFORM TO ENHANCE
PRODUCT OFFERING
ENERGY

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Trend – Fibre Rich Links Needed in Congested Routes!



Source Qualcomm

Macro-Trends Fuelling Innovation and Differentiation

1. Densification in Metropolitan City Centres to Monetize Network Assets

- **Ducts:** pack as many ultra-high fibre count cables as possible → **FLEXTUBE** cables
- **Micro-ducts:** leverage bundles installed → extremely high density **MICRO-LOOSE TUBE** cables

2. Rural Deployments

Optimize network roll-out to get the lowest possible deployment cost per user connected

3. Installation time

Reducing/Facilitating cable installation time: mass-fusion/**RIBBONS**, pre-connectorization, kits, dry designs

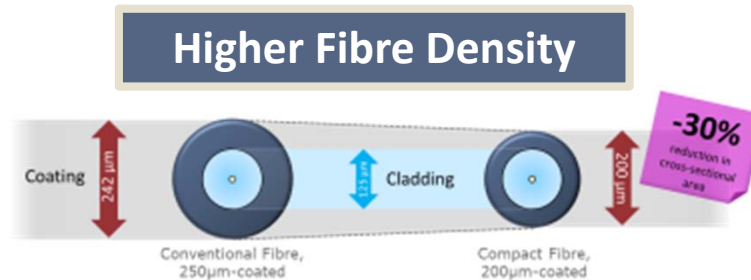
4. Network Flexibility

Accompany network upgrades (mobile densification, IoT,...) with **RETRACTABLE** solutions indoor & outdoor

5. Datacentres

Telcos CO migration to Datacentres, CDN, Networks Function Virtualization; convergence of several worlds, leverage our Fibre, MMS and TS channels

Fibre Rich Routes



Ultra High Fibre Count Cable



1'728f (2015)
22.5mm OD
4.3f/mm² → 2'112f (2016)
23.6 mm OD
4.8f/mm²

FLEXTUBE CABLES

Ultra Compact Fibre-Dense Cables

Micro duct dimensions [mm]			Cable diam. developed leveraging 200µm fiber [mm]			
Thin OD	Thick OD	ID	Max dia. Allowed	OD achieved w/ 200µm	Fibre count	Density f/mm ²
7		5.5	4.4	4.2	60	4.3
8		6	4.9	4.9	96	5.2
10	12	8	6.5	6.6	144	4.2
12		9.6	8	7.3	192	4.6
12	14	10	8.4	8.1	288	5.7

MICRO-LOOSE TUBE CABLES

Monetizing customers' accessible Right-of-Ways!

Product Strategy – Roadshows in plan & R&D Workshops

Completed in 2015

Brazil (May): Telefônica, GVT, Copel, NET, Oi, TIM, General Market

Canada (Oct): webinar; next step physical roadshow

Many “replicas” by local teams (ANZ, Danubian : Budapest – Magyar Telekom General Market, Bucharest – Telekom, Orange, Vodafone, RCS&RDS, Chisinau : Moldtelecom, Orange, Starnet, etc , LATAM,...)

In Plan for 2016

UK (March), Germany (1H16), ANZ (September), FR (Jun-Sep16 tbd)

CANADA to be finalized ; USA (2H16)

NORDICS (2H16)



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