



Broadband in Galway

Richard Moat eir CEO

Joe Healy President IFA

19th May 2016



Broadband in Galway

Carolan Lennon

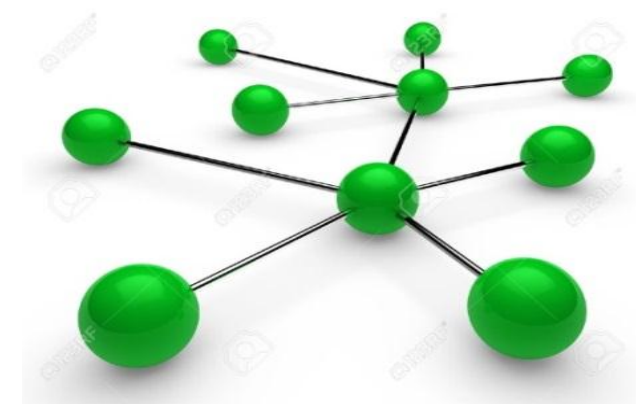
open eir Wholesale MD

19th May 2016

Who is open eir?



- We build out the **network infrastructure** that makes up eir's **nationwide network**
- We provide communication **service providers** with access to eir's network including eir's high speed fibre broadband network
- Our customers are the **retail providers** that consumers and businesses purchase their broadband from
- Our aim is to ensure that we **support our customers** in the delivery of a retail service – which in turn delivers **choice and competition** within the consumer and business markets
- To date **15 national operators** have connected to open eir's high speed fibre broadband network





We deliver on our commitments

2015

1.3 million homes

800+ communities

FTTH launched

1st NBP Trial
1,000Mbps

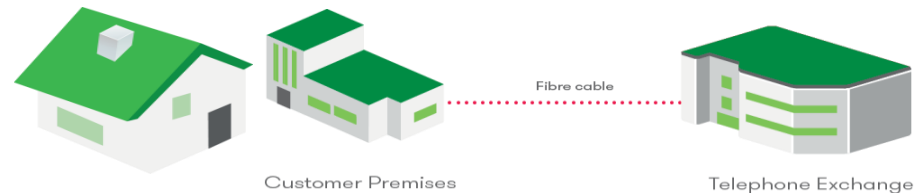


2016

Today 1.4 million homes (60%)

1.6 million homes

2nd NBP Trial
1,000Mbps

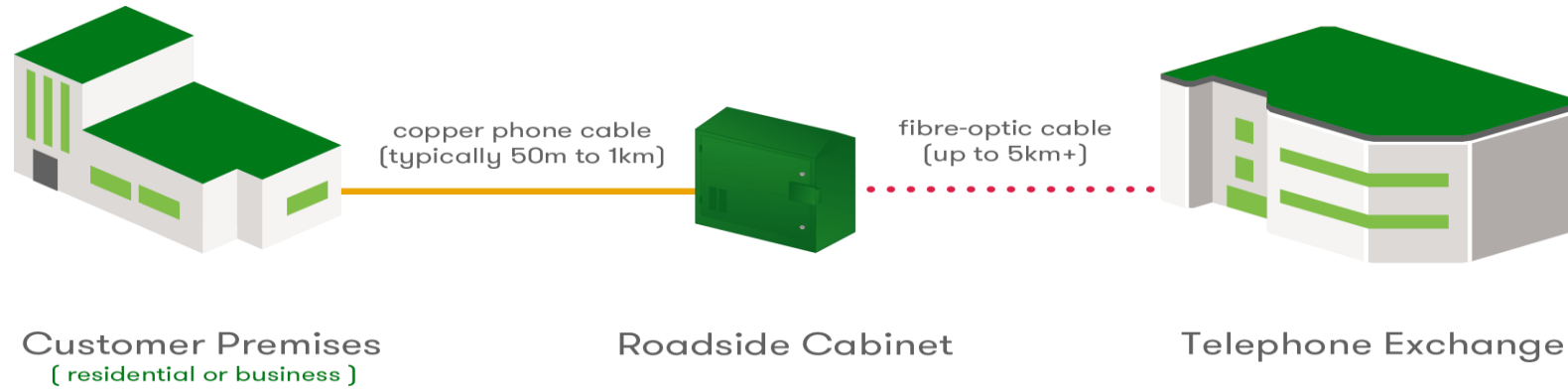


2020

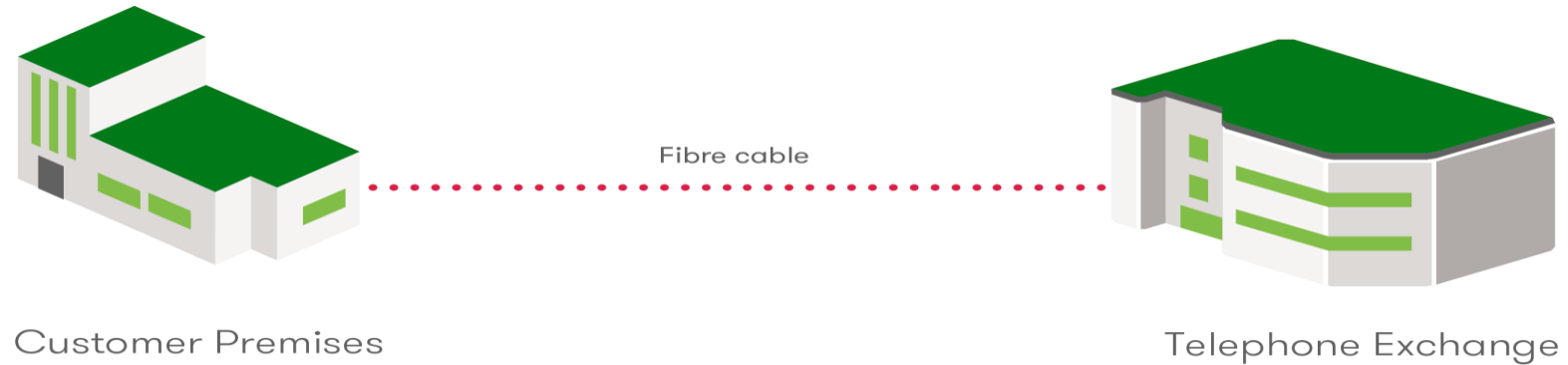
1.9 million homes (80%)



Fibre-to-the-cabinet (FTTC)

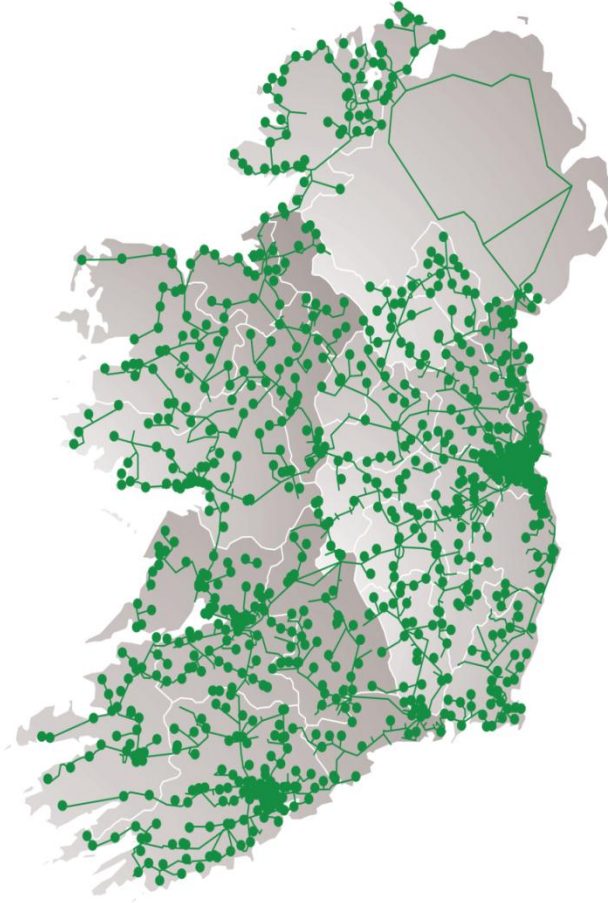


Fibre-to-the-home (FTTH)

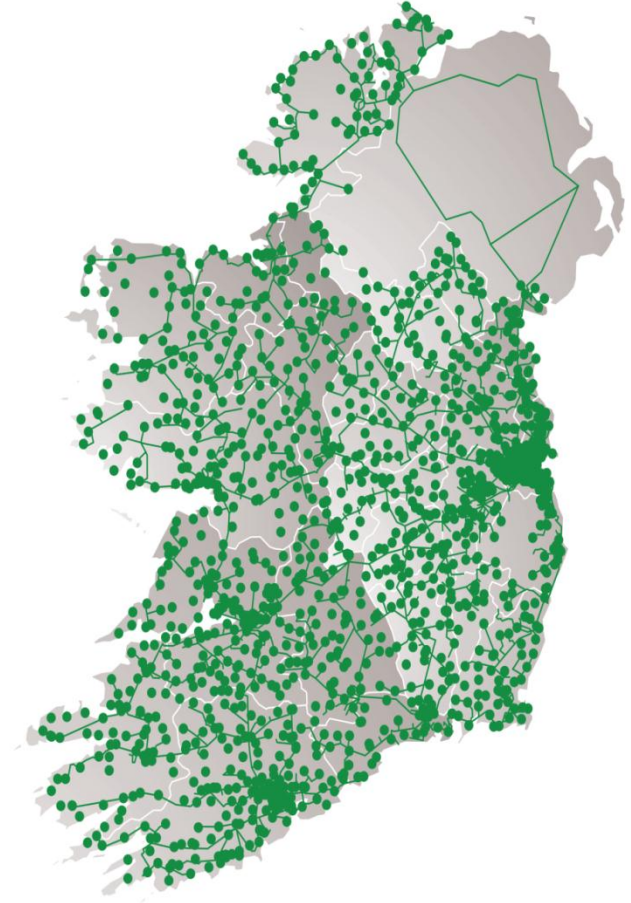




May 2013



December 2016



December 2020

Delivering to 85 Galway communities

When complete
over 100,000 premises in
Galway will be enabled
with high speed fibre
broadband

- | | | | |
|-------------------|-----------------|------------------|------------------|
| 1. Abbeyknockmoy | 23. Clonbern | 45. Kilkerrin | 67. Oranmore |
| 2. Ahascragh | 24. Clonbur | 46. Killimor | 68. Oughterard |
| 3. Ardrahan | 25. Cornamona | 47. Kilrickle | 69. Portumna |
| 4. Athenry | 26. Corrandulla | 48. Kiltormer | 70. Recess |
| 5. Aughrim | 27. Costelloe | 49. Kiltullagh | 71. Roscam |
| 6. Ballinasloe | 28. Craughwell | 50. Kinvara | 72. Rosmuc |
| 7. Ballyconnaely | 29. Craggs | 51. Knockferry | 73. Rosscahill |
| 8. Ballygar | 30. Cragmore | 52. Laurencetown | 74. Roundstone |
| 9. Ballyglunin | 31. Duniry | 53. Leenane | 75. Shantalla |
| 10. Ballymoe | 32. Dunmore | 54. Letterfrack | 76. Spiddal |
| 11. Ballymoneen | 33. Eyrecourt | 55. Lettermore | 77. Teeranea |
| 12. Barna | 34. Furbo | 56. Loughrea | 78. Toberlattan |
| 13. Barnaderg | 35. Galway | 57. Maam | 79. Tuam |
| 14. Belclare | 36. Glann | 58. Mares | 80. Tubber |
| 15. Carna | 37. Glenamaddy | 59. Menlough | 81. Tullycross |
| 16. Carnmore | 38. Gort | 60. Mervue | 82. Turloughmore |
| 17. Carraroe | 39. Gurteen | 61. Miltown | 83. Williamstown |
| 18. Cashel | 40. Headford | 62. Monivea | 84. Woodford |
| 19. Castleblakney | 41. Inverin | 63. Mountbellew | 85. Woodlawn |
| 20. Claregalway | 42. Kilcolgan | 64. Moycullen | |
| 21. Cleggan | 43. Kilconly | 65. New Inn | |
| 22. Clifden | 44. Kilconnell | 66. Newbridge | |



Galway is part of our fibre to the home national programme

1Gbps (1,000Mbps) Rural Locations

Exchange Location	Approximate Number of Premises	Exchange Location	Approximate Number of Premises	Exchange Location	Approximate Number of Premises
Abbeyknockmoy	480	Creggs	235	Maree	325
Ahascragh	320	Duniry	360	Menlough	360
Ardrahan	510	Dunmore	495	Miltown	200
Athenry	800	Eyrecourt	240	Monivea	370
Aughrim	145	Furbo	370	Mountbellew	110
Ballinasloe	380	Glann	65	Moycullen	800
Ballyconneelly	340	Glenamaddy	340	New Inn	240
Ballygar	190	Gort	380	Newbridge	145
Ballyglunin	1,030	Gurteen	110	Oranmore	845
Ballymoore	235	Headford	810	Oughterard	355
Bama	240	Inverin	690	Portumna	195
Barnaderg	295	Kilcolgan	1,155	Rosmuc	235
Belclare	500	Kilconly	260	Roscahill	430
Cama	375	Kilkerrin	200	Roundstone	350
Carraroe	475	Killimor	360	Shantalla	200
Cashel	115	Kilrickle	260	Spiddal	655
Castleblakeney	350	Kiltullagh	435	Toberlattan	220
Claregalway	1,400	Kinvara	775	Tuam	580
Cleggan	335	Knockferry	270	Tubber	220
Clifton	190	Leenane	60	Tully Cross	500
Corrandulla	1,670	Letterfrack	160	Turloughmore	830
Costelloe	365	Loughrea	735	Woodford	345
Craughwell	770	Maam	40	Woodlawn	175



29,000

1 Gbps fibre broadband areas
in next 12 months include

Oranmore 845
Loughrea 735
Claregalway 1400
Turloughmore 830
Kilcolgan 1,155
Athenry 800

Galway within 12 months



29,000

Households in Galway
set to benefit from the
Gbps fibre broadband
speeds



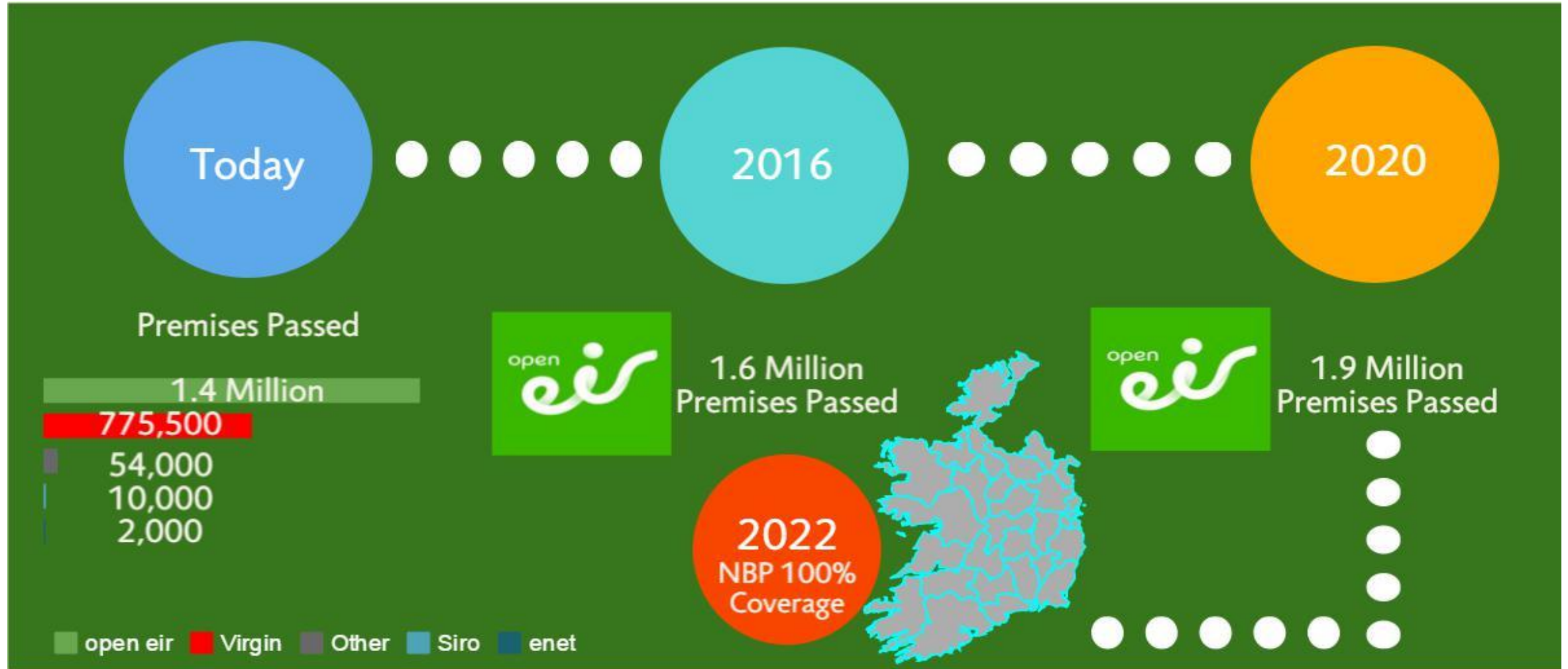
1 Gbps

1 Gbps fibre
broadband speeds
to 29,000 homes &
businesses

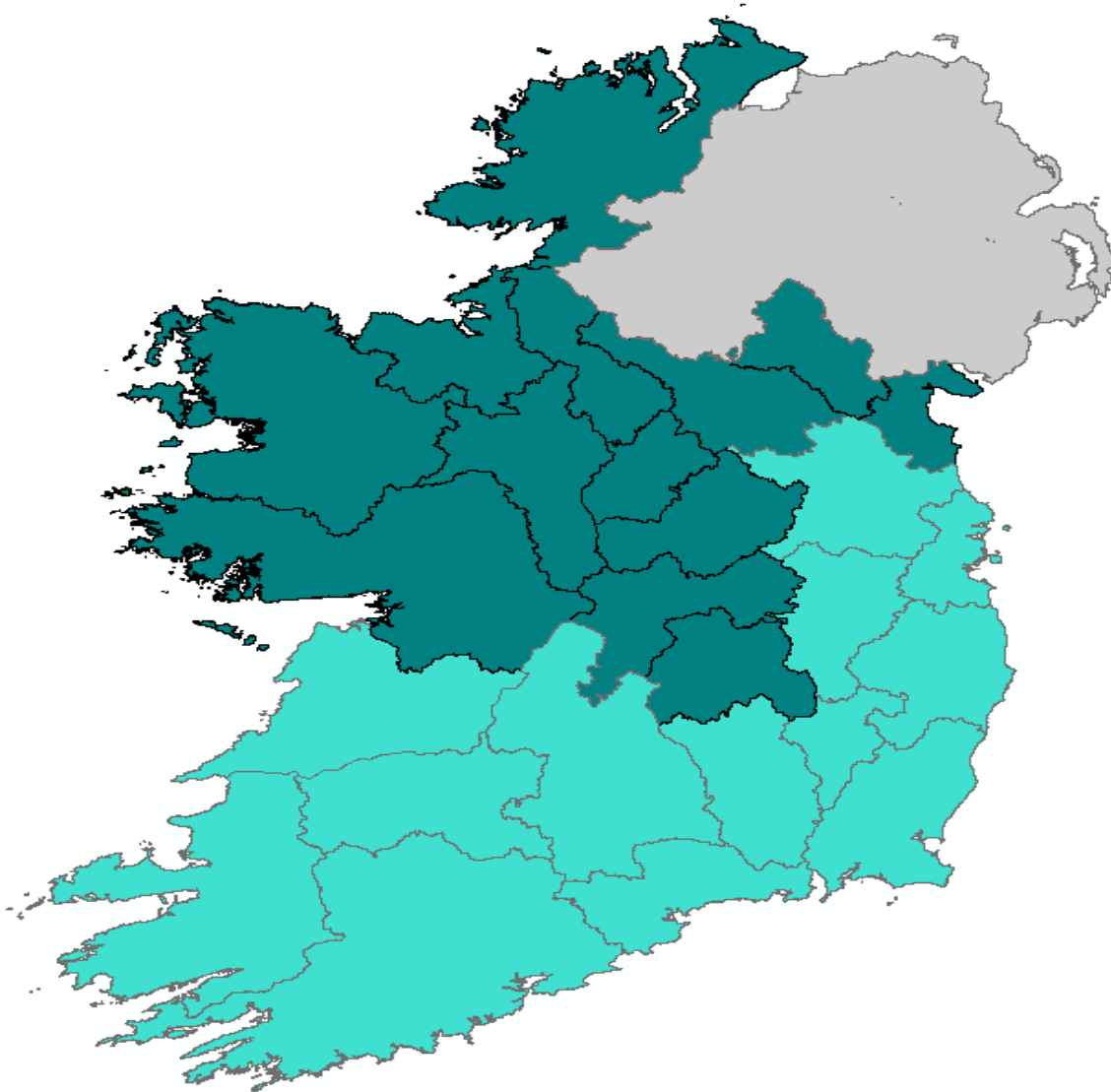


Galway open eir
premises to be
complete 84,000.

No other operator is rolling out close to the same scale as open eir



The Governments plan for state intervention: NBP



Northern Lot	Southern Lot
343,875	414,614
80% Res	81.4% Res
20% Bus	18.6% Bus

The Department of Communications, Energy & Natural Resources (DCENR) provides an interactive Map on their website allowing visitors view their premises to identify if they are within a commercial footprint or intervention area.

- **Communication** is our core business
- Most **extensive access network** in Ireland
- **In-depth operational experience** and the **field force** to support broadband deployment
- We understand **data loads**, their **evolution** and the **complexity** of the network architecture required for rural Ireland
- **Proven track record** having deployed high speed broadband to **1.4 million** homes and businesses
- The only operator with **detailed plans** and **committed investment** to deliver fibre across Ireland to **1.9 million** homes and businesses by 2020



Belcarra 1st Rural FTTH Trial



The importance of broadband to rural Ireland



Brian Barrett: Galway County Council

John Moylan: SIP Energy

Ronan Byrne: The Friendly Farmer / Larder 360

19th May 2016



Thank You

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Mobile Networks Galway County

May 2016

2015

700 sites with enhanced voice and high speed data ✓

73 blackspots resolved ✓

HD Voice launched ✓

4G coverage to 90% of our customers ✓

2016

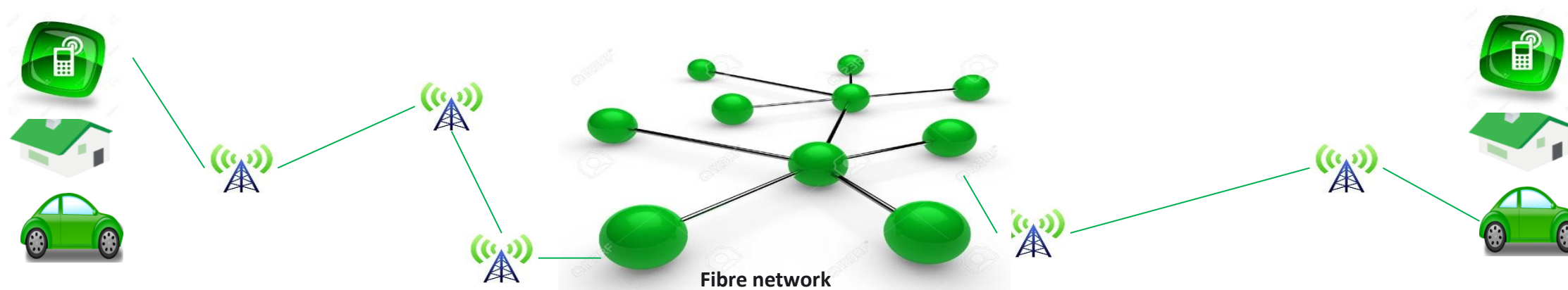
Continue site rollout to further enhance customer experience

Maintain our high site availability and market leading dropped call rate

2017

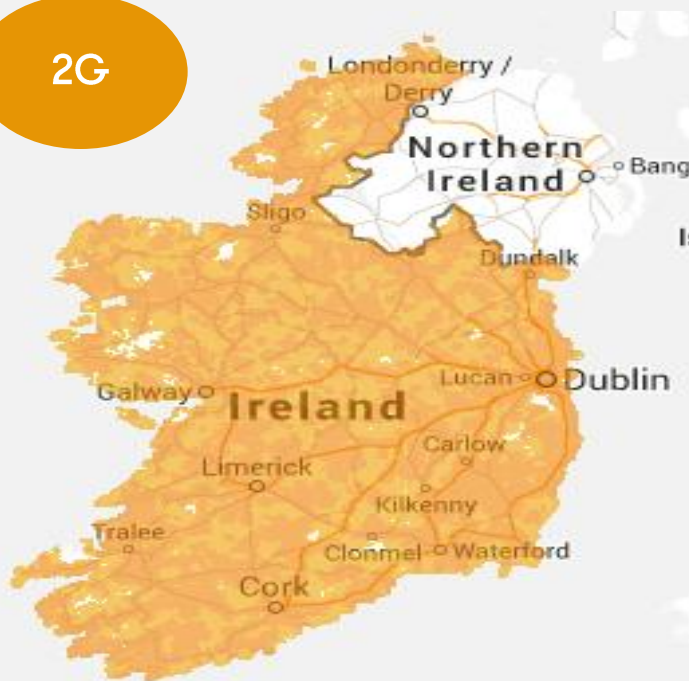
Exceed 90% 4G coverage

Continue to invest in site rollout and network enhancement to further enhance customer experience



Mobile Network Coverage – end of April 2016

2G

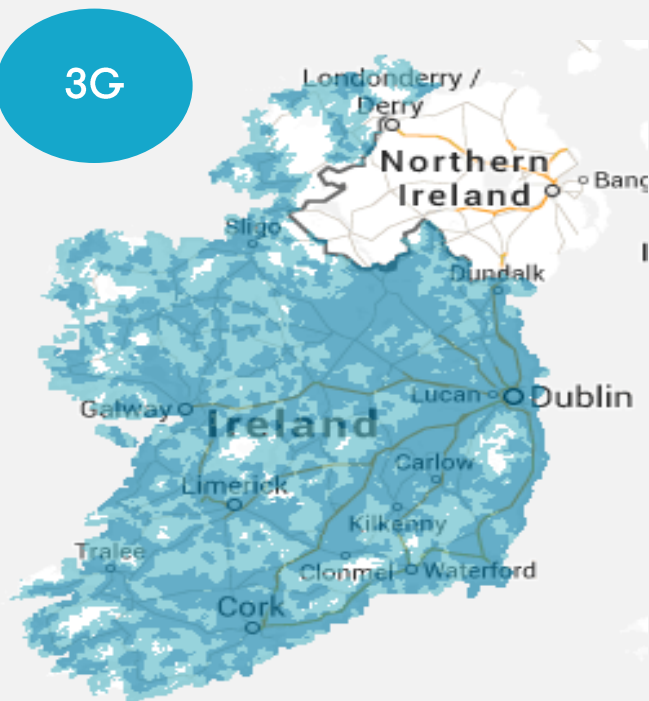


99%

Outdoor Pop
Coverage

- 1,729 Network sites
- Full national network
- HD Voice

3G

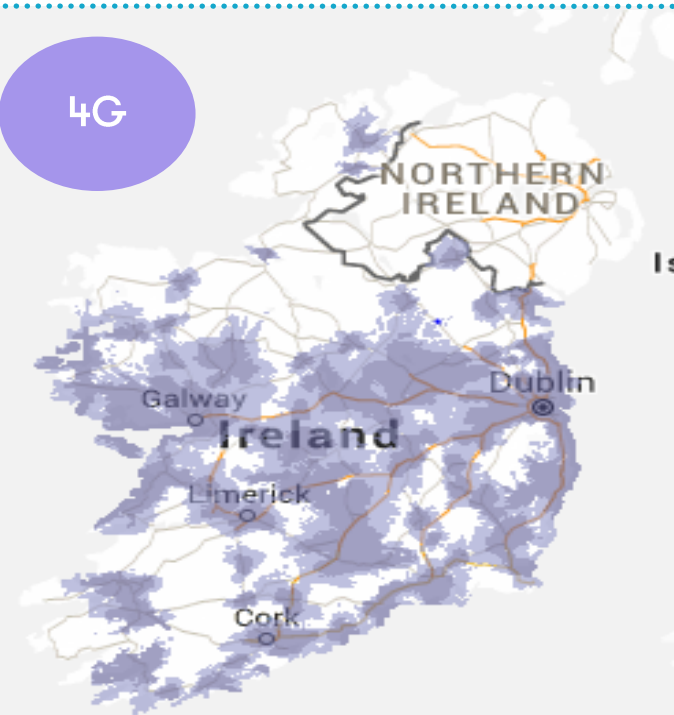


99%

Outdoor Pop
Coverage

- 2,415 Network sites
- Full national network
- HD Voice

4G

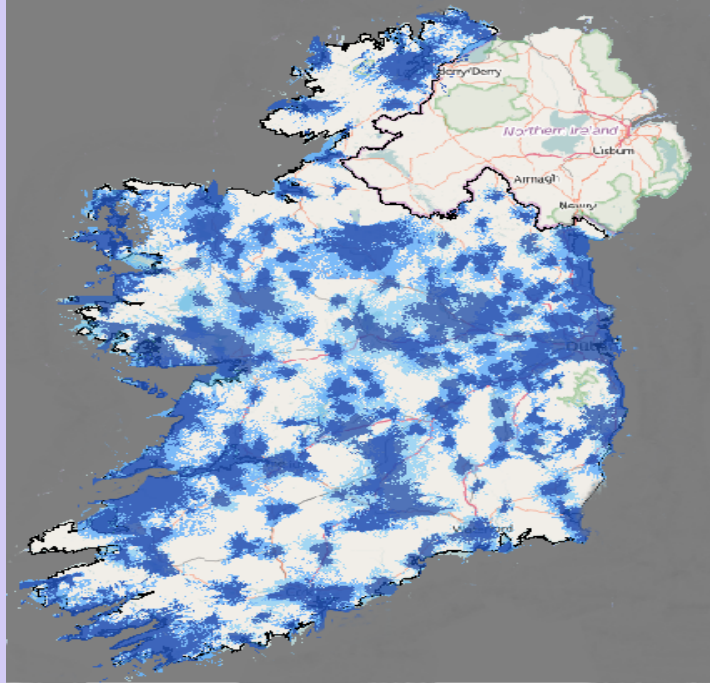


75%

Outdoor Pop
Coverage

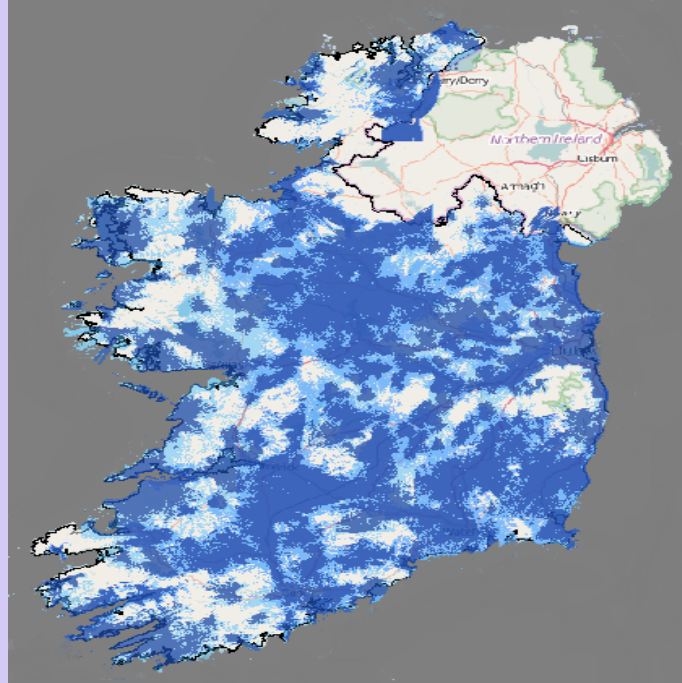
- Reaching over 90% in 2016
- 642 Network sites

4G Rollout – High Speed Mobile Data Everywhere



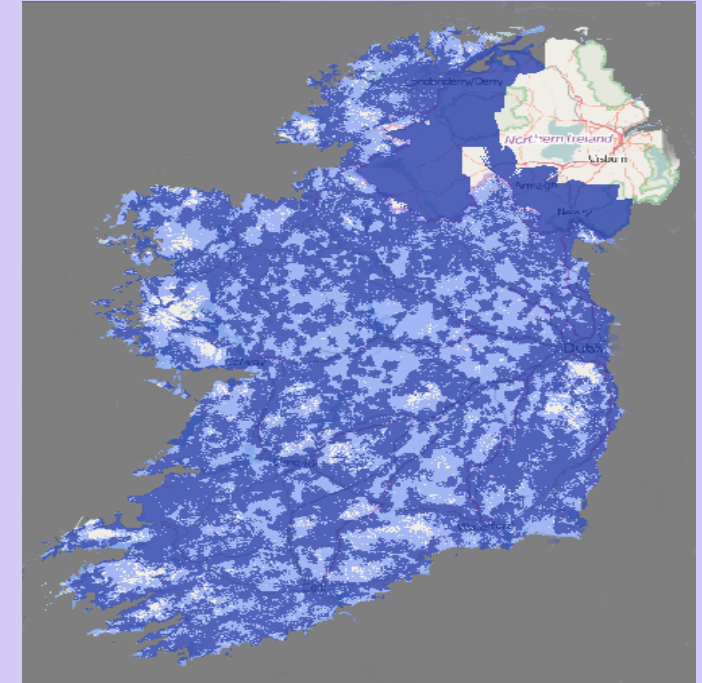
**Sept
2016**

- 86% Outdoor Pop Coverage
- 73% Indoor Pop Coverage
- 867 Network sites



**Dec
2016**

- 92% Outdoor Pop Coverage
- 81% Indoor Pop Coverage
- 1015 Network sites



**April
2017**

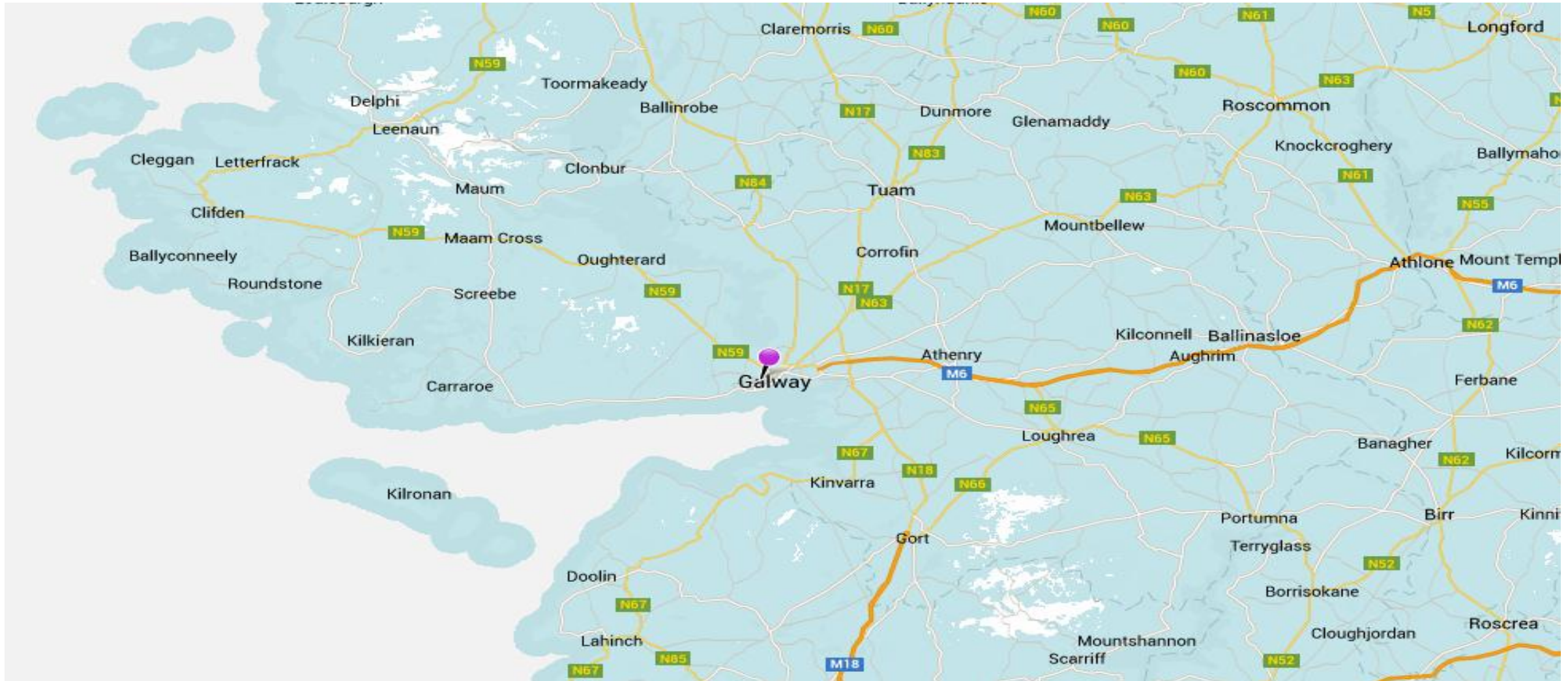
- 96% Outdoor Pop Coverage
- 85% Indoor Pop Coverage
- 1115 Network sites

Voice Coverage (2G + 3G)



Voice Population Coverage: Outdoor 99% + Indoor 77%

Data Coverage (3G)



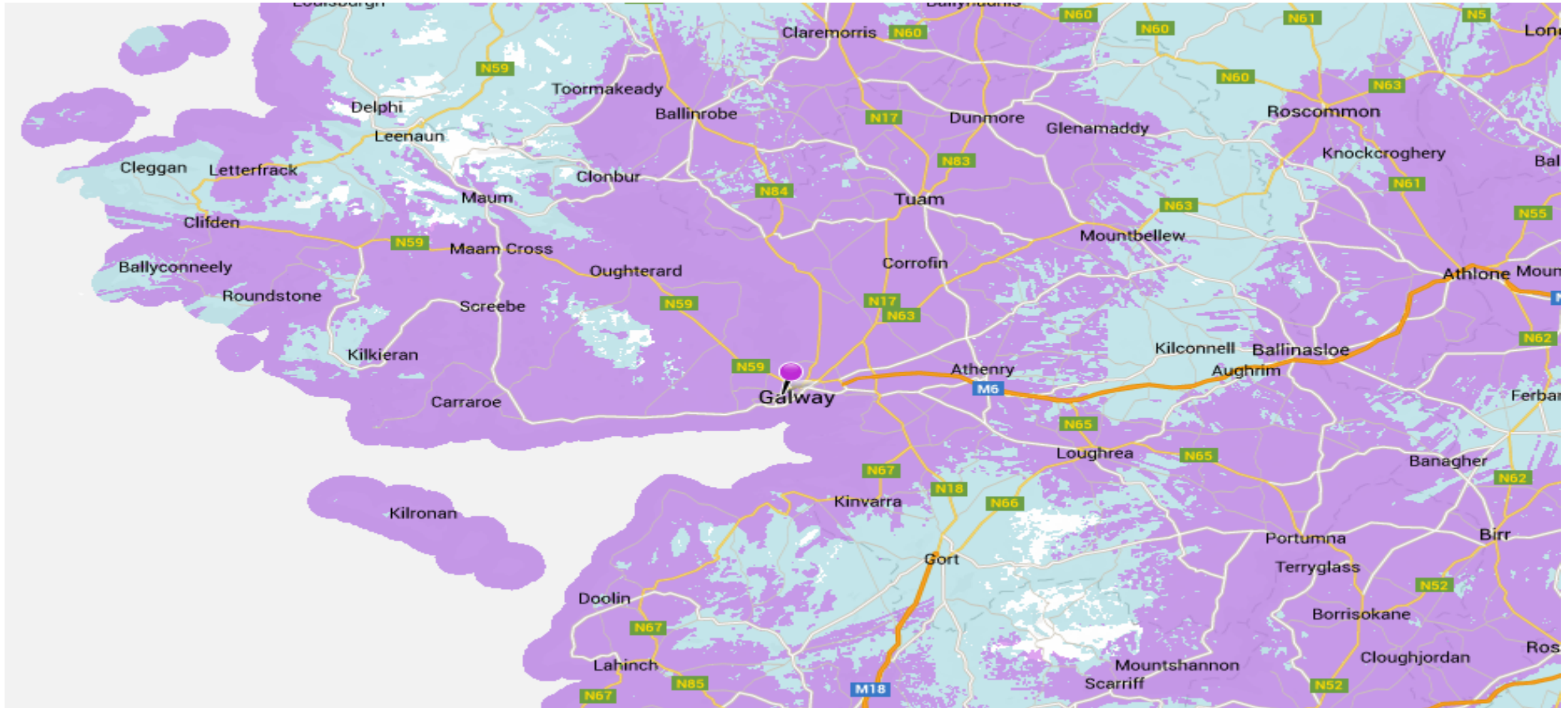
Data (3G): Population Coverage: Outdoor 99% + Indoor 80%

Data Coverage (4G)



Data (4G): Population Coverage: Outdoor 83% + Indoor 64%

High Speed Data Coverage (3G + 4G)



- In 2015, we invested in Galway County by adding:
 - Improved voice and high speed data coverage county-wide by adding over 40 new 2G and 3G sites
 - Superfast 4G sites to Ballinasloe, Loughrea, Salthill and Tuam enhancing data coverage and speeds.
- In 2016 and beyond, we will continue to invest by adding sites and upgrades in the following towns and surrounds to further improve customer experience:

Barna

Carraroe

Furbo

Glenamaddy

Gort

Inverin

Kinvara

Mountbellew

Oughterard

Portumna

Spiddal

Attymon (Train Line)

New Inn (Train Line)

Woodlawn (Train Line)



Thank You

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