

Budget Estimates 2015-16
Communications Portfolio – Wednesday, 27 and Thursday, 28 May 2015

Question No	Program: Division or Agency	Senator	Title	Question	Proof Hansard Page & Hearing Date or In Writing
1.	Programme 1.1	Senator Carr	Cooperative intelligent transport systems	<p>Senator KIM CARR: I understand that, as a cross-portfolio area, the department has responsibilities here as well.</p> <p>Mr Clarke: We do.</p> <p>Senator KIM CARR: If you cannot answer it now, will you take on notice a few questions in relation to factual matters?</p> <p>Mr Clarke: We are very pleased to do that.</p> <p>Senator KIM CARR: For instance, is there an agreed international standard for cooperative intelligent transport systems?</p> <p>Mr Clarke: We will take that one on notice.</p> <p>Senator KIM CARR: Also, could you confirm that there have been no discussions with you or agencies of the department?</p> <p>Mr Clarke: Noting that I cannot speak for the ACMA, I will consult with the ACMA.</p> <p>Senator KIM CARR: Yes. Will you ask it of them?</p> <p>Mr Clarke: They may well have been consulted.</p>	pg4 27/5/2015
2.	Programme 1.1	Senator Carr	Cooperative intelligent transport systems	<p>Senator KIM CARR: What happens if a vehicle is brought into Australia that is not compatible with Australian standards? Can such a vehicle be registered in Australia? Could there be impacts on other road users or critical infrastructure—for instance, toll roads or toll road technologies—if cooperative intelligent transport systems-enabled vehicles were imported and were operating on a different frequency in Australia and did not meet Australian requirements?</p> <p>Mr Clarke: I will consult with my colleagues in the infrastructure and transport department on that; I will take it on notice.</p> <p>Senator KIM CARR: Can you confirm that Austroads made a submission to the Motor Vehicle Standards Act review, stating:</p> <p>... some vehicles may include radiocommunications equipment that is not licensed for use in Australia, and could cause interference to other existing licensed users. Further, it is likely that some emerging safety applications will require satellite positioning and mapping services that are not currently supported in Australia.</p> <p>How does the department respond to such claims? How would you establish that a vehicle was non-compliant or contained equipment that was not licensed for use in Australia? Would that require someone accessing each vehicle, and who would be responsible for such assessments? What are the current arrangements around compliance with ACMA regulations for the importation of specialist</p>	pg4 27/5/2015

				<p>and enthusiast vehicles under existing laws? All of these things may not have mattered if we were talking about heritage vehicles, but we are now talking about modern vehicles, which changes the rules entirely. On that matter, I would seek your advice.</p> <p>Mr Clarke: I am pleased to take those questions on notice. I will consult with at least ACMA and the infrastructure department.</p> <p>Senator KIM CARR: And what policy capacity you have in the department itself on such questions.</p>	
3.	Programme 1.1	Senator Urquhart	ACMA Review	<p>Senator URQUHART: I just want to talk about the ACMA review. I understand that the department is currently undertaking an internal review of the ACMA; is this correct?</p> <p>Mr Clarke: The government has not yet announced its intentions with regard to any review of the ACMA, so I would prefer to take that on notice, if I could.</p> <p>Senator URQUHART: You say 'not yet announced'. That almost implies that there will be one?</p> <p>Mr Clarke: It is well understood that the ACMA Act has now been in force for nearly 10 years and it would be a reasonable assumption that it would be timely to have a look at how that might be updated to reflect the current more digital environment, but it really is a matter for the government to make any announcements in that regard.</p> <p>Senator URQUHART: If there was a review, what would it be about; what would be the sorts of things we would be looking for?...</p> <p>Senator URQUHART: ...When could we expect any public announcements about the review; what is the process from here, basically?</p> <p>Mr Clarke: It is a matter for the government.</p> <p>Senator URQUHART: Senator Fifield, do you have anything that you might want to add?</p> <p>Senator Fifield: As the Minister representing the Minister for Communications, I cannot add to what the secretary has said. If you would like us—</p> <p>Senator URQUHART: You cannot throw any light on that?</p> <p>Senator Fifield: As someone who is not intimately involved day to day in the moving forward of issues in the Communications portfolio, no, I cannot.</p> <p>Senator URQUHART: But you are here representing the minister.</p> <p>Senator Fifield: I am here representing the minister, but I am not the minister. It is a subtle distinction, which I am sure you will appreciate.</p> <p>Senator URQUHART: I have identified that very strongly. Are you able to take that on notice and provide some—</p> <p>Senator Fifield: Absolutely and with delight.</p>	pg5 -7 27/5/2015
4.	Programme 1.1	Senator Urquhart	Deregulation	<p>Senator URQUHART: You have mentioned a number of things that are being considered: the spectrum management and some areas around the NBN. Are you able to provide that detail—on notice is fine—as well as, if you are able to, a list of the other things being considered?</p> <p>Ms O'Loughlin: Yes, certainly</p>	Pg7 27/5/2015

5.	Programme 1.1	Senator Urquhart	Mobile Black Spot Programme	<p>Senator URQUHART: So before 30 June; that could be any time between now and the end of June.</p> <p>Mr Clarke: Correct.</p> <p>Senator URQUHART: So it could be any time. You do not have a definitive date?</p> <p>Mr Clarke: I am not at liberty to be more precise than that.</p> <p>Senator URQUHART: Does the government plan to increase funding for the program?</p> <p>Mr Clarke: That is a matter for government; I cannot comment on it.</p> <p>Senator URQUHART: So is that part of the announcement?</p> <p>Mr Clarke: Again, that is a question that only the government can answer.</p> <p>Senator URQUHART: Do you know that, Senator Fifield?</p> <p>Senator Fifield: I do not have knowledge of that, but you probably would not expect me to either, Senator.</p> <p>Senator URQUHART: I thought you may have done, seeing that you are representing the minister.</p> <p>Senator Fifield: At another time I will explain to you the role of a minister representing the minister and the degree to which the minister representing the minister is not involved in the budget process of a particular portfolio.</p> <p>Senator URQUHART: We will look forward to that.</p> <p>Senator Fifield: I can talk to you at great length about aged care, disability and disability employment budget processes; but I am not, as the minister representing the minister, involved in those processes. Obviously we are, again, very happy to take that on notice.</p>	Pg 8-9 27/05/2015 5
6.	Programme 1.1	Senator Urquhart	Spectrum Review	<p>Senator URQUHART: The report issued on Friday, I believe, is dated March. So when was the first draft provided to the minister's office?</p> <p>Mr Robinson: I will have to take that on notice.</p> <p>Senator URQUHART: If you could take that on notice. The question is: why was there a two-month delay in releasing it?</p> <p>Mr Robinson: I would just say that is not unusual. The minister and the parliamentary secretary had to consider the issues.</p> <p>Senator URQUHART: And it took them two months?</p> <p>Mr Robinson: I would have to check the time frame.</p> <p>Senator URQUHART: Okay, if you could take that on notice.</p>	Pg9 27/5/2015
7.	Programme 1.1	Senator Bilyk	Detailed NBN rollout information	<p>Senator BILYK: You mentioned that any member or senator could get that briefing. Do you know if any other members or senators have been provided with rollout information in this level of detail?</p> <p>Senator Fifield: I would be surprised if there haven't been other briefings of other members and/or senators from time to time. I would have to take that on notice because obviously it is not my own office.</p> <p>Senator BILYK: What you are saying to me is that if I were to ask for a briefing I would get all that same detailed information for various electorates in Tasmania, the state that I represent?</p> <p>Senator Fifield: I think the minister's office would be delighted to spend some time with you and to share with you what they know.</p>	Pg21 28/5/2015

				Senator BILYK: Thanks for that, Senator Fifield. I will take them up on that offer ASAP. That's it, Chair, for me.	
8.	Programme 1.1	Senator Ludlam	Community Broadcasters	<p>Ms O'Loughlin: In terms of the spectrum—this is the discussion we have been having with the ACMA—you are correct, it is UHF. Of course various spectrums are used by different transmitters across certain areas. For example, for a trial in Sydney to be undertaken you would have to allocate spectrum across a broad range of different areas in VHF. The concern is that the spectrum occupied by the community broadcasters currently would interfere with that other spectrum.</p> <p>Senator LUDLAM: When you say 'concerns expressed' or whatever language you put to us, that, to me, feels kind of vague. Could you provide us any evidence that that is actually a material concern?</p> <p>Ms O'Loughlin: I might ask Dr Pelling.</p> <p>Senator LUDLAM: As you wish.</p> <p>Ms O'Loughlin: Certainly, not being an engineer, I would be happy to provide the detail that we have been provided by the ACMA on notice to you.</p>	Pg22-23 28/5/2015
9.	Programme 1.1	Senator Conroy	NBN equity profile	<p>Senator CONROY: Could you outline for us what they reduced and what the money consists of? Is it less for satellites? Is it less for this; is it less for that? What is it that they said to you that they did not need the money for anymore?</p> <p>Mr Robinson: I would have to take that on notice, Senator.</p> <p>Senator CONROY: You do not know or you are just refusing to answer?</p> <p>Mr Robinson: No, we can answer the question, Senator. I just have to take it on notice.</p> <p>Senator CONROY: Why would you need to take on notice something you have sitting in front of you?</p> <p>Mr Robinson: I actually do not have that information, Senator.</p> <p>Senator CONROY: I am sure you could have it handed to you. You just told me you do know. So you do not even need a piece of paper.</p> <p>Mr Robinson: No, Senator. We have the information. We have it in the department. I am happy to—</p> <p>Senator CONROY: Why are you taking it on notice if you have this information?</p> <p>Mr Robinson: I am happy to try to get the information in the course of the hearing, Senator. I will try to get the information in the course of the hearing.</p> <p>Senator CONROY: Your colleague who has just joined you at the table does not have it? He is incredibly efficient, I have always found. He seems to be pointing to something on a piece of paper next to you, Mr Robinson.</p>	Pg26 28/5/2015
10.	Programme 1.1	Senator Conroy	Bureau staffing	<p>Dr Paterson: There have been no positions filled from outside the APS. There has been a small number filled from within the APS. I don't have the exact number to hand but certainly could provide that.</p> <p>Mr Clarke: It is of the order of five—</p> <p>Dr Paterson: Less than that.</p>	Pg35 28/5/2015

				<p>Mr Clarke: Less than five transfers.</p> <p>Senator CONROY: Which departments did they come from?</p> <p>Dr Paterson: I believe it was from Prime Minister and Cabinet, the particular person I have in mind. But again those details could provided.</p>	
11.	Programme 1.1	Chair	Utility provision in new developments	<p>CHAIR: Earlier in the questioning there seemed to be some sort of inference that the cost recovery component of the new policy was somewhat unusual that a service provision should actually incur a cost. I know, Mr Mason, you said you had not done many property developments. I would assume it is usual in most developments that they pay for the water and electricity connection. Is this nothing more than a similar situation.</p> <p>Mr Mason: That is very much our understanding. We have looked at it several times over the past few years. All of the information that we have points to utility provision in new developments fundamentally being funded by developers. In fact, you are probably more aware of this than me. It is a fairly contentious issue in some areas. One of the things we point to in our regulation impact statement is quite a lot of work done by the Productivity Commission that looks at the issue of infrastructure charging in new developments. We would be happy to provide the committee with references to that material if that would help.</p>	Pg43 28/5/2015
12.	Programme 1.1	Senator Conroy	Rollout of the network	<p>Senator CONROY: How many buildings has TPG deployed in?</p> <p>Mr Mason: I do not have a ready answer to that.</p> <p>Senator CONROY: Is it thousands or hundreds? I will not hold you to, say, 21.</p> <p>Mr Mason: I would prefer to take that on notice. I think I have seen a figure but I would have to go and check it.</p> <p>Senator CONROY: Could anyone check it while we are here? You will be here most of the afternoon and evening, so are you able to chase it up when we let you go from the table?</p> <p>Mr Mason: I can try, yes.</p>	Pg50 28/5/2015
13.	Programme 1.1	Senator Bilyk	NBN roll-out information	<p>Detailed rollout information provided on the Member for Corangamite's website includes more detailed suburb information than contained in the publicly released NBN Multitechnology Mix Rollout Plan and approximate build dates: http://sarahhenderson.com.au/2014/12/02/nbn-planning-in-corangamite/</p> <p>Minister Fifield confirmed in Estimates that this level of detail, while not publicly released, is able to be obtained by any Member or Senator through a briefing with the Minister.</p> <p>Is this additional information confidential?</p> <p>In obtaining this information through a briefing, is a Member or Senator free to make the information public as Ms Henderson did on her website?</p> <p>If so, why doesn't NBN or the Department of Communications release this information publicly?</p>	Written 29/5/2015
14.	Programme 1.1	Senator Urquhart	NBN Fibre Network	<p>As of the most recent date for which NBN has data available:</p> <ol style="list-style-type: none"> What is the current AVC profile for customers on NBN Co's fibre network? What is the average peak speed for customers on the NBN fibre network? 	Written 3/6/2015

				c. What is the average data usage (GB/month) for customers on the NBN fibre network?	
15.	Programme 1.1 (Minister)	Senator Xenophon	ABC Board Appointments	(To the Minister) A board vacancy is also reportedly coming up soon. Can you please advise the Committee when the next vacancy will have to be filled? And the one after that? Will the Government give serious consideration to appointing a Board member from South Australia, as currently there is not one from SA and SA has been – by the admission of the MD – the hardest hit in the latest cuts to the ABC, in terms of job losses and loss of content production.	Written 27/5/2015
16.	Programme 1.1	Senator Urquhart	NBN Co's headline forecasts	1. During the budget estimates hearing in May 2015, when asked if he would disclose NBN Co's headline forecasts—specifically NBN Co's headline cost, revenue and rollout forecasts—Mr Bill Morrow said “it would be my choice not to.” Later in the hearing, the following exchange took place: <i>Senator CONROY: You have made it clear, Mr Morrow. You said, 'Even if I was not directed by the minister I still would not provide this information.'</i> <i>Mr Morrow: To the general public. Of course there is certain information that is going to change so, no, I would not provide that just generally to the public. I can tell you I have run publicly traded companies and privately owned companies and I have never released that kind of information to the general public.</i> a) What headline forecasts would the Department be expected to provide to the Parliament were NBN Co to be operating as a program of the Department rather than as an incorporated entity? b) Given that NBN Co has not yet raised any debt finance in its own right, nor indicated it has any current plan to do so, is there any reason why its forecasts should be less transparent than a Department's?	Written 3/6/2015
17.	Programme 1.1	Senator Urquhart	NBN Corporate Plan	NBN Co has indicated that the Department now has NBN Co's 2015-18 Corporate Plan. During the budget estimates hearing in May 2015, the Department indicated that it has received a range of forecasts from NBN Co underpinning NBN Co's 2015-18 Corporate Plan out to 2040. Does the Department consider that NBN Co's 2015-18 Corporate Plan provides a reasonable basis upon which to make decisions about NBN Co?	Written 3/6/2015
18.	Programme 1.1	Senator Urquhart	NBN Co Strategic Review	The NBN Co Strategic Review states of Scenario 6 (the Multi-Technology Mix, or MTM) that the “Deployment [will be] completed by end” calendar year 2020 (see Table 0-2 on page 17). a. What is NBN Co's latest forecast, as expressed in NBN Co's 2015-18 Corporate Plan, for the deployment completion date for the Multi-Technology Mix? b. What is NBN Co's latest forecast, as expressed in the 2015-18 Corporate Plan, for the following (if the answer can only be expressed as a range, please provide the range). Please also indicate whether the Department considers these forecasts to be appropriate: i. Total peak funding (debt and equity) for the MTM; ii. Total peak funding (equity only) for the MTM; iii. Cumulative revenues until the deployment completion date (under different revenue trajectories, if applicable);	Written 3/6/2015

				<ul style="list-style-type: none"> iv. Cumulative capital expenditure until the deployment completion date; v. Cumulative operating expenditure until the deployment completion date; vi. Total government equity until the deployment completion date; vii. Total debt funding until the deployment completion date. 	
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19.	Programme 1.1	Senator Urquhart	NBN Forecasts	<p>1. On page 92 of NBN Co's 2012-15 Corporate Plan, NBN Co provides its forecast summary financials in nominal dollars:</p> <p><i>Exhibit 9-2: Forecast Summary Financials (Nominal Dollars)</i></p> <table border="1"> <thead> <tr> <th colspan="14">Summary Financials</th> </tr> <tr> <th>June YE</th> <th>Total (FY2011 to Dec 2020)</th> <th>Total (FY2011 to FY2021)</th> <th>FY2011</th> <th>FY2012</th> <th>FY2013</th> <th>FY2014</th> <th>FY2015</th> <th>FY2016</th> <th>FY2017</th> <th>FY2018</th> <th>FY2019</th> <th>FY2020</th> <th>FY2021</th> <th>FY2028</th> </tr> </thead> <tbody> <tr> <td>Total Premises Passed - Fibre ('000s)</td> <td>11,492</td> <td>12,292</td> <td>18</td> <td>39</td> <td>241</td> <td>1,107</td> <td>2,912</td> <td>4,625</td> <td>6,279</td> <td>7,838</td> <td>9,283</td> <td>10,783</td> <td>12,202</td> <td>13,467</td> </tr> <tr> <td>Total Connected - Fibre ('000s)</td> <td>8,060</td> <td>8,513</td> <td>1</td> <td>4</td> <td>54</td> <td>487</td> <td>1,515</td> <td>3,036</td> <td>4,341</td> <td>5,504</td> <td>6,695</td> <td>7,607</td> <td>8,513</td> <td>10,010</td> </tr> <tr> <td>Premises Covered - Fixed Wireless & Satellite ('000s)</td> <td>968</td> <td>974</td> <td>165</td> <td>174</td> <td>320</td> <td>374</td> <td>752</td> <td>907</td> <td>921</td> <td>934</td> <td>948</td> <td>961</td> <td>974</td> <td>1,055</td> </tr> <tr> <td>Total Connected - Fixed Wireless & Satellite ('000s)</td> <td>226</td> <td>232</td> <td>0</td> <td>10</td> <td>38</td> <td>64</td> <td>100</td> <td>145</td> <td>161</td> <td>191</td> <td>206</td> <td>219</td> <td>232</td> <td>303</td> </tr> <tr> <td>Total Connected ('000s)</td> <td>8,286</td> <td>8,745</td> <td>1</td> <td>14</td> <td>92</td> <td>551</td> <td>1,615</td> <td>3,181</td> <td>4,502</td> <td>5,795</td> <td>6,901</td> <td>7,827</td> <td>8,745</td> <td>10,313</td> </tr> <tr> <td>Total Revenue</td> <td>19,970</td> <td>23,058</td> <td>-</td> <td>2</td> <td>18</td> <td>120</td> <td>529</td> <td>1,346</td> <td>2,281</td> <td>3,221</td> <td>4,290</td> <td>5,167</td> <td>6,175</td> <td>9,769</td> </tr> <tr> <td>Total Operating Expenditure</td> <td>(24,819)</td> <td>(26,374)</td> <td>(237)</td> <td>(521)</td> <td>(1,093)</td> <td>(1,777)</td> <td>(2,903)</td> <td>(3,618)</td> <td>(4,294)</td> <td>(4,351)</td> <td>(4,201)</td> <td>(3,017)</td> <td>(3,151)</td> <td>(2,437)</td> </tr> <tr> <td>EBITDA</td> <td>(4,849)</td> <td>(3,317)</td> <td>(237)</td> <td>(519)</td> <td>(1,075)</td> <td>(1,657)</td> <td>(2,375)</td> <td>(2,272)</td> <td>(2,013)</td> <td>(1,130)</td> <td>889</td> <td>2,150</td> <td>3,024</td> <td>7,332</td> </tr> <tr> <td>EBITDA Margin</td> <td>(24)%</td> <td>(14)%</td> <td>104</td> <td>104</td> <td>104</td> <td>104</td> <td>(44)%</td> <td>(17)%</td> <td>(40)%</td> <td>(41)%</td> <td>24%</td> <td>43%</td> <td>49%</td> <td>75%</td> </tr> <tr> <td>EBIT</td> <td>(13,328)</td> <td>(12,650)</td> <td>(356)</td> <td>(589)</td> <td>(1,328)</td> <td>(2,070)</td> <td>(3,015)</td> <td>(3,190)</td> <td>(2,234)</td> <td>(1,410)</td> <td>(415)</td> <td>591</td> <td>1,355</td> <td>5,544</td> </tr> <tr> <td>Net Cash Interest (Funding Costs)</td> <td>(2,059)</td> <td>(2,580)</td> <td>33</td> <td>60</td> <td>55</td> <td>72</td> <td>83</td> <td>(1)</td> <td>(17)</td> <td>(244)</td> <td>(615)</td> <td>(785)</td> <td>(861)</td> <td>(188)</td> </tr> <tr> <td>EBT</td> <td>(15,427)</td> <td>(15,230)</td> <td>(323)</td> <td>(529)</td> <td>(1,273)</td> <td>(1,998)</td> <td>(2,932)</td> <td>(3,191)</td> <td>(2,450)</td> <td>(1,254)</td> <td>(1,020)</td> <td>(194)</td> <td>494</td> <td>5,356</td> </tr> <tr> <td>Total Capital Expenditure</td> <td>(35,681)</td> <td>(37,358)</td> <td>(463)</td> <td>(888)</td> <td>(3,191)</td> <td>(3,346)</td> <td>(5,016)</td> <td>(4,920)</td> <td>(4,234)</td> <td>(3,986)</td> <td>(3,760)</td> <td>(3,610)</td> <td>(3,355)</td> <td>(1,536)</td> </tr> <tr> <td>Movement in Working Capital</td> <td>(30)</td> <td>(80)</td> <td>38</td> <td>193</td> <td>495</td> <td>241</td> <td>98</td> <td>(251)</td> <td>(284)</td> <td>(311)</td> <td>(103)</td> <td>(94)</td> <td>(90)</td> <td>900</td> </tr> <tr> <td>Cash Tax</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>(1,607)</td> </tr> <tr> <td>Revised Free Cash Flow</td> <td>(42,659)</td> <td>(43,354)</td> <td>(729)</td> <td>(1,155)</td> <td>(3,717)</td> <td>(5,290)</td> <td>(7,211)</td> <td>(7,454)</td> <td>(5,797)</td> <td>(4,772)</td> <td>(3,479)</td> <td>(2,360)</td> <td>(1,391)</td> <td>3,911</td> </tr> <tr> <td>Government Funding</td> <td>1,362</td> <td>2,832</td> <td>7,504</td> <td>13,623</td> <td>20,287</td> <td>25,047</td> <td>28,949</td> <td>30,400</td> <td>30,400</td> <td>30,400</td> <td>30,400</td> <td>30,400</td> <td>30,400</td> <td>19,297</td> </tr> <tr> <td>Debt Funding</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>573</td> <td>2,008</td> <td>3,816</td> <td>6,619</td> <td>10,023</td> <td>12,767</td> <td>13,653</td> <td>1,678</td> <td>-</td> </tr> <tr> <td>Total Funding</td> <td>1,362</td> <td>2,832</td> <td>7,504</td> <td>13,623</td> <td>20,810</td> <td>27,625</td> <td>32,765</td> <td>37,019</td> <td>40,423</td> <td>43,667</td> <td>44,053</td> <td>20,375</td> <td>-</td> </tr> <tr> <td>Debt / EBITDA</td> <td>0.0 x</td> <td>0.0 x</td> <td>0.0 x</td> <td>0.0 x</td> <td>0.0 x</td> <td>(0.7)x</td> <td>(0.9)x</td> <td>(1.4)x</td> <td>(5.0)x</td> <td>10.0 x</td> <td>5.8 x</td> <td>4.5 x</td> <td>0.3 x</td> <td>-</td> </tr> <tr> <td>Debt / Total Funding</td> <td>-</td> <td>-</td> <td>0.0%</td> <td>0.0%</td> <td>0.0%</td> <td>0.0%</td> <td>2.5%</td> <td>7.4%</td> <td>11.6%</td> <td>17.9%</td> <td>24.8%</td> <td>28.8%</td> <td>31.0%</td> <td>8.0%</td> </tr> </tbody> </table> <p>Source: NBN Co</p> <p>Please provide NBN Co's forecast summary financials for the Multi-Technology Mix as per Exhibit 9-2, as assumed in the 2015-18 Corporate Plan, for the following financial years: FY2015, FY2016, FY2017, FY2018, FY2019, FY2020, FY2021, FY2028 and FY 2040 and (if it falls outside these dates) the build completion date for the MTM.</p>	Summary Financials														June YE	Total (FY2011 to Dec 2020)	Total (FY2011 to FY2021)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2028	Total Premises Passed - Fibre ('000s)	11,492	12,292	18	39	241	1,107	2,912	4,625	6,279	7,838	9,283	10,783	12,202	13,467	Total Connected - Fibre ('000s)	8,060	8,513	1	4	54	487	1,515	3,036	4,341	5,504	6,695	7,607	8,513	10,010	Premises Covered - Fixed Wireless & Satellite ('000s)	968	974	165	174	320	374	752	907	921	934	948	961	974	1,055	Total Connected - Fixed Wireless & Satellite ('000s)	226	232	0	10	38	64	100	145	161	191	206	219	232	303	Total Connected ('000s)	8,286	8,745	1	14	92	551	1,615	3,181	4,502	5,795	6,901	7,827	8,745	10,313	Total Revenue	19,970	23,058	-	2	18	120	529	1,346	2,281	3,221	4,290	5,167	6,175	9,769	Total Operating Expenditure	(24,819)	(26,374)	(237)	(521)	(1,093)	(1,777)	(2,903)	(3,618)	(4,294)	(4,351)	(4,201)	(3,017)	(3,151)	(2,437)	EBITDA	(4,849)	(3,317)	(237)	(519)	(1,075)	(1,657)	(2,375)	(2,272)	(2,013)	(1,130)	889	2,150	3,024	7,332	EBITDA Margin	(24)%	(14)%	104	104	104	104	(44)%	(17)%	(40)%	(41)%	24%	43%	49%	75%	EBIT	(13,328)	(12,650)	(356)	(589)	(1,328)	(2,070)	(3,015)	(3,190)	(2,234)	(1,410)	(415)	591	1,355	5,544	Net Cash Interest (Funding Costs)	(2,059)	(2,580)	33	60	55	72	83	(1)	(17)	(244)	(615)	(785)	(861)	(188)	EBT	(15,427)	(15,230)	(323)	(529)	(1,273)	(1,998)	(2,932)	(3,191)	(2,450)	(1,254)	(1,020)	(194)	494	5,356	Total Capital Expenditure	(35,681)	(37,358)	(463)	(888)	(3,191)	(3,346)	(5,016)	(4,920)	(4,234)	(3,986)	(3,760)	(3,610)	(3,355)	(1,536)	Movement in Working Capital	(30)	(80)	38	193	495	241	98	(251)	(284)	(311)	(103)	(94)	(90)	900	Cash Tax	-	-	-	-	-	-	-	-	-	-	-	-	-	(1,607)	Revised Free Cash Flow	(42,659)	(43,354)	(729)	(1,155)	(3,717)	(5,290)	(7,211)	(7,454)	(5,797)	(4,772)	(3,479)	(2,360)	(1,391)	3,911	Government Funding	1,362	2,832	7,504	13,623	20,287	25,047	28,949	30,400	30,400	30,400	30,400	30,400	30,400	19,297	Debt Funding	-	-	-	-	-	573	2,008	3,816	6,619	10,023	12,767	13,653	1,678	-	Total Funding	1,362	2,832	7,504	13,623	20,810	27,625	32,765	37,019	40,423	43,667	44,053	20,375	-	Debt / EBITDA	0.0 x	0.0 x	0.0 x	0.0 x	0.0 x	(0.7)x	(0.9)x	(1.4)x	(5.0)x	10.0 x	5.8 x	4.5 x	0.3 x	-	Debt / Total Funding	-	-	0.0%	0.0%	0.0%	0.0%	2.5%	7.4%	11.6%	17.9%	24.8%	28.8%	31.0%	8.0%	Written 3/6/2015
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20.	Programme 1.1	Senator Urquhart	Brownfields deployment forecasts	<p>1. What are NBN Co's brownfields deployment forecasts for premises passed (RFS) and premises activated, for each access technology used under the MTM,1 as at:</p> <ul style="list-style-type: none"> a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. the deployment completion date. <p>Please provide this information as per table at Attachment A, or similar, format.</p>	Written 3/6/2015
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¹ These include Fibre-to-the-Premises (FTTP), Fibre-to-the-Basement (FTTB), Fibre-to-the-Node (FTTN), Fibre-to-the-Distribution Point (FTTdP), Hybrid Fibre Coaxial (HFC), Fixed wireless (FW) and the Long Term Satellite Service (LTSS).

21.	Programme 1.1	Senator Urquhart	Greenfields deployment forecasts	<p>1. What are NBN Co's greenfields deployment forecasts for lots/premises passed and premises activated, for each access technology used under the MTM, as at:</p> <ol style="list-style-type: none"> 30 June 2016; 30 June 2017; 30 June 2018; and the deployment completion date. <p>Please provide this information as per table at Attachment A, or similar, format</p>	Written 3/6/2015
22.	Programme 1.1	Senator Urquhart	NBN Co's forecast – housing starts	<p>1. What are NBN Co's forecasts for housing starts in:</p> <ol style="list-style-type: none"> FY 2016; FY 2017; FY 2018; and By the deployment completion date. 	Written 3/6/2015
23.	Programme 1.1	Senator Urquhart	NBN Co's Telecommunications infrastructure – new developments	<p>As set out in the Government's policy paper "Telecommunications infrastructure in new developments: A new approach to competition," NBN Co will introduce new deployment charges in greenfields from 1 March 2015 and a new connection charge and backhaul charge from 1 July 2015. This was discussed during the May 2015 Budget estimates hearing:</p> <p>Senator CONROY: What is NBN Co's assumption of the number of greenfields premises that NBN Co will serve in financial year 2016?</p> <p>Mr Morrow: Again, that is part of the corporate plan.</p> <p>Senator CONROY: I assume that in your numbers you are now going to lose some as cherry-picking sets in?</p> <p>Mr Morrow: Indeed.</p> <p>Senator CONROY: And you have to factor that in?</p> <p>Mr Morrow: Yes.</p> <p>Senator CONROY: How much revenue do you expect to raise from your new taxes and charges in 2016?</p> <p>Mr Morrow: That is part of the corporate plan.</p> <p>Senator CONROY: And out to 2021?</p> <p>Mr Morrow: That is part of the corporate plan.</p> <p>Senator CONROY: You are setting a record. How much revenue will you lose to non-NBN developments in 2016?</p> <p>Mr Morrow: Again, that is part of the corporate plan.</p> <p>Senator CONROY: And out to 2021?</p> <p>Mr Morrow: It is beyond the corporate plan.</p> <p>Senator CONROY: Nice try. That will still count. How do the changes affect NBN Co's capex and opex assumptions in greenfields? Are you likely to be doing the more expensive ones?</p> <p>Mr Morrow: We have taken all that into account in our assumptions that are made into the corporate plan at this point.</p>	Written 3/6/2015

				<p>Senator CONROY: What is the net result of peak funding? What assumptions have you made in the 2015-18 corporate plan? Is the policy change neutral? Is it negative? Is it positive? You were quite happy to tell us when one was neutral or a save.</p> <ol style="list-style-type: none"> a. How much revenue does NBN Co expect to earn from these charges by: <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. b. How many greenfields premises does NBN Co envisage will now be served by the private sector instead of NBN Co by: <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. c. How much revenue does NBN Co expect to forego from cherry picking in greenfields by: <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. d. How much capital expenditure and operating expenditure will NBN Co not incur by not serving these developments by: <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. e. What are NBN Co's assumptions of the impact of these charges on peak funding 	
24.	Programme 1.1	Senator Urquhart	NBN MTM fixed line rollout cost	<p>In an answer to a question on notice (Number 2 from the 12 March hearing of the select committee), NBN Co states: "The Department has received forecasts of cost per premises for different technologies from NBN Co."</p> <p>On a per premises basis, how much does NBN Co assume each technology to be deployed as part of the MTM fixed line rollout will cost (brownfields and greenfields), as at:</p> <ol style="list-style-type: none"> a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date. <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p>	Written 3/6/2015
25.	Programme	Senator	NBN Fixed wireless	How much does NBN Co assume fixed wireless will cost, on a per premises basis, as at:	Written

	1.1	Urquhart	costs	<ol style="list-style-type: none"> a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date. 	3/6/2015
26.	Programme 1.1	Senator Urquhart	NBN's AVC assumptions	<ol style="list-style-type: none"> 1. What is NBN Co's AVC profile assumption for FTTN (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. 2. What is NBN Co's AVC profile assumption for FTTB (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. 3. What is NBN Co's AVC profile assumption for HFC (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. 4. What is NBN Co's AVC profile assumption for FTTdp (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. 	Written 3/6/2015
27.	Programme 1.1	Senator Urquhart	Fibre serving area module	<ol style="list-style-type: none"> 1. How long, on average, did it take NBN Co to complete a fibre serving area module in: <ol style="list-style-type: none"> a. FY2013 b. FY2014 c. FY2015 2. How long, on average, does NBN Co assume it will take to complete a fibre serving area module in: <ol style="list-style-type: none"> a. FY2016 b. FY2017 c. FY2018. 	Written 3/6/2015
28.	Programme 1.1	Senator Urquhart	NBN Co's Long Term Satellite Product Construct	<ol style="list-style-type: none"> 1. According to the Consultation Paper "Long Term Satellite Product Construct – Initial Product Set and changes to NPIS – Third Consultation", NBN Co proposes to charge Long Term satellite customers: <ul style="list-style-type: none"> • an Access Component Reactivation fee • a Late Cancellation (Site Visit required) fee • a Missed Appointment fee • incidental charges for premises in "Limited Access Region" <ol style="list-style-type: none"> a. How much revenue does NBN Co expect to earn from these measures by: <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. the deployment completion date. 	Written 3/6/2015
29.	Programme 1.1	Senator Urquhart	Cherry Picking	<ol style="list-style-type: none"> 1. During the Budget Estimates hearing on 28 May 2015, the issue of commercial cherry picking was discussed: <i>Senator CONROY: If an inner city residential building is served by competing provider TPG, will NBN leave that building alone and not connect it? That is an</i> 	Written 3/6/2015

important question.

Mr Morrow: *That is a case-by-case scenario at this point.*

Senator CONROY: *Why is it case by case?*

Mr Morrow: *Because what we do is look at what is the market share that we would be able to pool; is it economically feasible to go in there? Let us say, for example, if one of the companies—whether it is TPG or anybody else—has a building locked up, 99 per cent of the apartments or flats in there are using their service, they have a great deal. It is not something where we want to go in and we are not going to go in and overbuild. However, just the opposite: if you look at it and they only have 10 per cent of that building penetrated, or 10 per cent of that market share, we think that it is a high take-up rate possibility for us and it pays the economics back for us building that out. That right now is the intent, but we are evaluating this as we go.*

Senator CONROY: *By definition, if you decide not to go into buildings that you were previously not going to be competed in, you are going for a smaller customer base?*

Mr Morrow: *That could be the case, yes. If there is—*

Senator CONROY: *If there were X amount of basements to be in and you have decided you are only going into X minus three, then by definition your customer base-revenue base are going to be smaller?*

Mr Morrow: *Indeed, and the cost is lower as well.*

Senator CONROY: *That would be what we call a negative.*

Mr Morrow: *If the cost is lower as well. It depends on what your profitability was against that.*

Senator CONROY: *Yes. It did not previously. It is a revenue question I am asking, not the net outcome—*

Mr Morrow: *I understand.*

Senator CONROY: *You have less revenue because you are not going into every basement as was previously the case?*

Mr Morrow: *That is correct*

- a. What are NBN Co's assumptions of the number of buildings (and premises) it will not serve because NBN Co deems it not 'economically feasible to go in there' in:
 - i. FY2015;
 - ii. FY2016;
 - iii. FY2017;
 - iv. FY2018; and
 - v. By the deployment completion date.
- b. What are NBN Co's assumptions of the revenue NBN Co will forego by not serving buildings NBN Co deems are not 'economically feasible' in:
 - i. FY2015
 - ii. FY2016;

				<ul style="list-style-type: none"> iii. FY2017; iv. FY2018; and v. By the deployment completion date. <p>c. What are NBN Co's assumptions of the revenue NBN Co will forego from lower prices to compete with cherry pickers in:</p> <ul style="list-style-type: none"> i. FY2015 ii. FY2016; iii. FY2017; iv. FY2018; and v. By the deployment completion date. <p>d. What are NBN Co's assumptions of the capital expenditure and operating expenditure it will not incur by not serving buildings NBN Co deems are not 'economically feasible' in:</p> <ul style="list-style-type: none"> i. FY2015 ii. FY2016; iii. FY2017; iv. FY2018; and v. By the deployment completion date. <p>e. What is the impact on peak funding for the NBN arising from these policy changes?</p>	
30.	Programme 1.1	Senator Urquhart	The Strategic Review	<p>An answer to question on notice (Number 18 from the 12 March hearing of the Select Committee) states that "The Strategic Review Scenario 6 capex of \$30 billion provides for an upgrade of legacy Hybrid Fibre Coaxial (HFC) services on the Telstra and Optus networks to DOCSIS 3.0 and acquisition of the Cable Modem Termination System (CMTS) equipment for the HFC networks."</p> <ul style="list-style-type: none"> a. What is the additional capex cost of upgrading to DOCSIS 3.1 in 2017? b. What is the impact on peak funding from upgrading to DOCSIS 3.1 in 2017? 	Written 3/6/2015
31.	Programme 1.1	Senator Urquhart	The 2015-16 Budget - Spectrum	<p>The 2015-16 Budget states (Paper No. 1, page 4-13) that: "Non-taxation receipts (including Future Fund earnings) are expected to grow by 17.8 per cent in 2014-15 and grow by 7.7 per cent in 2015-16. This largely relates to proceeds from the sale of spectrum licences."</p> <ul style="list-style-type: none"> a. Please set out the amounts by which receipts from the sale of spectrum licences are expected to increase in 2014-15 and 2015-16. b. Please indicate which spectrum licences in particular these increases are due to. 	Written 3/6/2015
32.	ABC	Senator McAllister	ABC Portfolio Budget statements	<p>Senator McALLISTER: Can I ask now about one of the line items on page 65 in the income statement. There is quite a significant increase in costs associated with suppliers just in this financial year. You can see that it jumps this financial year and then in the forward estimates it reduces back to a level that is more consistent with last year's budget. Can you tell me a little bit about that one-off increase and what it represents?</p> <p>Mr Pendleton: I do not actually have the details of the line items underneath that. Primarily, I assume, it would be in relation to increased programming costs that we have and a shift between our</p>	Pg 13 27/5/2015

				<p>salaries line items, our fixed staffing and purchases outside. I could take that on notice and come back to you with more detail about the line items in particular.</p> <p>Senator McALLISTER: Yes, I would appreciate it if I could have a breakdown of what is accommodated under that line item and the reasons for the increase this year in particular. That would be very helpful. I have another question around the purchase of non-financial assets. At page 71 the table there indicates that there is \$50 million allocated in the previous financial year and \$20 million in this financial year for the purpose of non-financial assets. Is that related to the accommodation program you spoke of earlier?...</p> <p>...Senator McALLISTER: That is interesting. This is a line item that appears to exclude land and buildings, so we do not see write-down to the same order in the column associated with land and buildings. But there is quite a substantial write-down of almost 60 per cent on the value of property, plant and equipment and computer software and intangibles. You might want to take that on notice.</p> <p>Mr Pendleton: There is nothing abnormal forecast within that line item. It would just be the normal amortisation of the plant and equipment. I can take that on notice and look into that for you.</p>	
33.	ABC	Senator McAllister	Efficiency Program	<p>Senator McALLISTER: So: no target dates for any of these particular projects, though, that you can tell us about?</p> <p>Mr Scott: Yes, we do have target dates—</p> <p>Senator McALLISTER: Are you able to share them with us?</p> <p>Mr Scott: They are a range of projects. We can come back you to on notice.</p> <p>Senator McALLISTER: Perhaps if you could take it on notice and give us an indication of the projects that you are working through and the dates where you expect to have them in a position for board consideration. Perhaps that would work?</p> <p>Mr Scott: We will take that on notice.</p>	Pg17 27/5/2015
34.	ABC	Senator Ruston	Regional ABC	<p>CHAIR: How many hours of actual local content do the stations that we are talking about produce as opposed to state-wide—</p> <p>Mr Scott: I would have to take that on notice.</p>	Pg21 27/5/2015
35.	ABC	Senator Ruston	ABC Radio App	<p>CHAIR: Do you have the figures for streaming through your new look ABC radio app?</p> <p>Mr Scott: I would have to take that on notice. We just upgraded that app again a fortnight ago. Someone said to me the other day that we will be streaming something like 81 different services through that. The new service allows us to stream appropriately for time zones in a way that it previously did not. So if you are in Western Australia you will be able to hear Radio National on the Western Australian time zone rather than on the eastern time zone.</p> <p>CHAIR: It would be interesting, when you are getting those figures, as to how many people are streaming from the radio app, how many people are streaming from the ABC app, as opposed to those who are streaming directly from the website.</p> <p>Mr Scott: Yes, we will see what we can pull out on that.</p>	Pg 21 27/5/2015

36.	ABC	Senator Conroy	ABC Fact Check promise tracker website	<p>Senator CONROY: Do you know if your Fact Check website is aware of it?</p> <p>Mr Scott: I will have to check on that.</p> <p>Senator CONROY: Mr Abbott also issued a letter to all Australians, which I presume includes the people who work at Fact Check, on 7 September 2013, where he said: 'I want our NBN rolled out within three years and Malcolm Turnbull is the right person to make this happen.' My question to you is very simple. Why does the ABC website list the 2019 promise as a promise in progress and ignore the clear, unambiguous promise for 2016?</p> <p>Mr Scott: I will have to take that on notice.</p> <p>Senator CONROY: You may also be aware that Mr Turnbull has already admitted that they won't meet the 2016 promise—it is not even an argument that it is going to be met or it could be met or it is a 'met' in progress. It will not be met. But I can find no evidence of that promise being broken on your Fact Check.</p> <p>Mr Scott: I will have to take that on notice.</p> <p>Senator CONROY: Just to confirm, the coalition announced in 2013—not long after they won election—that they would fail to reach the 2016 target. It is not an argument politically—they have said they won't do it—and it is completely ignored by your website. So why does the ABC website list this promise in progress when the government announced in December 2013 that it wouldn't even make its second target of 2019? They have already announced that the network is expected to be completed by the end of December 2020. These are announcements from the government. Your fact checking website is completely unaware of the 2016 promise and completely unaware that the government has already announced it is not going to complete the network until 2020.</p> <p>Mr Scott: I will take that on notice. I am sure the fact checking unit will review the questions that you are raising.</p> <p>Senator CONROY: I just want to understand the process by which they decide which promises they are going to hold the government to—when the government has already announced they are going to break them.</p> <p>Mr Scott: I can give you an answer on notice on how the fact checking unit goes about doing its work around that Promise Tracker.</p> <p>Senator CONROY: Turning to the second Promise Tracker: 'Complete the National Broadband Network with \$29.5 billion in taxpayer funding', your website says: 'When the coalition announced its policy for the National Broadband Network on 9 April 2013, it said taxpayer funding would be limited to \$29.5 billion.' The 2013 coalition plan did say this, but it also said that the \$29.5 billion would be the total required funding for the coalition's NBN. Are you aware of that? So the \$29.5 billion was the cost; it wasn't the equity to be injected.</p> <p>Mr Scott: If you have a series of questions on the way the fact checking unit has framed the questions around the NBN, I am happy to take those on notice and respond to you once your issues have been reviewed by the fact checking unit.</p> <p>Senator CONROY: So they can fully research their facts, page 15 of the coalition's 2013 NBN</p>	Pg 26 27/5/2015
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			<p>policy document clearly defines 'required funding' as: 'Required funding is the money a new project or company needs to raise as equity or debt to reach a point where it can sustain itself without assistance.' So the actual promise made by the coalition on 9 April 2013 was that the NBN would be completed for total required funding of \$29.5 billion—'total required funding'. They define 'required funding'. Both Mr Turnbull and Mr Abbott made a very big deal of the \$29.5 billion number—particularly Mr Turnbull, who consistently claimed savings of \$60 billion from his network compared to the fictitious number that he created for the previous government's network. So it is not an argument about what the total cost of the coalition's NBN build was going to be; it is in black and white. It has been argued consistently. It is just that they are inconveniently not going to meet it so they have stopped talking about it and redefined it.</p>	
37.	ABC	Senator Conroy	<p>Senator CONROY: I will move on. I am curious about two things. Firstly, why does your website selectively quote the coalition promises—\$29.5 billion in public funding—when the coalition policy clearly states that the \$29.5 billion was the total funding amount for the NBN; equity and debt? Second, why does your Promise Tracker website still list this promise as in progress when it was broken 18 months ago—and quite spectacularly broken, given that the coalition's NBN is \$12.5 billion over the coalition's actual stated price?</p> <p>Mr Scott: I will take those questions on notice.</p> <p>Senator CONROY: So the ABC website, on these two coalition promises, is just wrong. It is wrong in that it clearly favours the communications minister. Is this incompetence or design?</p> <p>Mr Scott: I will take on notice your questions about the fact checking unit.</p> <p>Senator CONROY: Will you undertake to correct the material on the website?</p> <p>Mr Scott: I am interested in the assessment of the fact checking unit on the issues that you have raised. I will respond once I have heard their views.</p> <p>Senator CONROY: The third promise that the ABC is tracking is the coalition's promise to conduct three reviews into the NBN. Your website correctly identifies that this promise has been delivered, but it does not seem to notice that he has conducted seven reviews that cost about \$12 million. Is there a reason that they have not mentioned that he has done seven reviews, rather than three?</p> <p>Mr Scott: I will have to take that on notice. Is that a broken promise or is that exceeding a promise?</p> <p>Senator CONROY: It depends on your definition, I guess, Mr Scott. But speaking more generally about the ABC's coverage of the NBN, the ABC's technology section used to publish an extensive amount of quality journalism on the NBN, with some very detailed pieces. I have been to it regularly. I go there to see what the latest news is, but nothing seems to be happening at all any more. There are almost no stories. Nick Ross used to write extensively for it. Now I can't find a single Nick Ross story on the website. Why is that?</p> <p>Mr Scott: We are looking at that website. That is separate to the issue that you are raising about how many websites we run and where we run material to get its greatest audience. But again, I will take that on notice. I am not aware of any issue there.</p>	Pg 27-28 27/5/2015

38.	ABC	Senator McGrath	ABC portal	<p>Senator McGRATH: Has any Chinese authority been in touch about any of the material on the website since?</p> <p>Mr Scott: Not that I am aware of, no.</p> <p>Senator McGRATH: Can I put that part on notice?</p> <p>Mr Scott: Sure.</p>	Pg 29 27/5/2015
39.	ABC	Senator McGrath	Article – Sam Armytage	<p>Senator McGRATH: I have another article here. It is in the Australian on 4 May by Sharri Markson. It says: Sunrise co-host Sam Armytage has deleted Twitter and made her Instagram account private after receiving Charlie Pickering-induced death threats. Pickering edited a Sunrise clip from February to make it seem like Armytage was making racist comments. He then aired the misleading clip on the first episode of his new show, The Weekly. The backlash against Armytage was immediate and haters on social media sent her death threats. Despite the misleading editing, Pickering and the ABC have not apologised to the Seven personality. Is this story accurate, Mr Scott?</p> <p>Mr Scott: I would have to take that on notice.</p> <p>Senator McGRATH: Do you think it is funny that an ABC comedy show purportedly take someone's words out of context and makes them look racist?</p> <p>Mr Scott: I will need to take it on notice. I must say that the phrase that I just heard you use there, though—did you say 'Charlie Pickering-induced death threats'? Was that the phrase that you used?</p> <p>Senator McGRATH: The quote from the newspaper—</p> <p>Mr Scott: I can assure you that I do not believe—if in fact people viewing a program responded inappropriately, then I think it is an unfair depiction of that to say that these were 'Charlie Pickering-induced death threats'.</p> <p>Senator McGRATH: What the article says is: Pickering edited a Sunrise clip from February to make it seem like Armytage was making racist comments.</p> <p>Mr Scott: I have been informed that a complaint was made and that a response has been made to Ms Armytage, but I will have to get further detail and put that to you on notice.</p> <p>Senator McGRATH: You do not think it is appropriate to apologise at the moment to Ms Armytage?</p> <p>Mr Scott: I think I would like to check—there is a claim there—on the claim and the response. I have not seen the response that was made to Ms Armytage's complaint. So I would need to do that before providing detail.</p> <p>Senator McGRATH: It is rather similar to the situation with Chris Kenny and The Chaser, is it not?</p> <p>Mr Scott: No. I am not aware of the issue with Ms Armytage. The Kenny matter, long discussed in this forum, was an attempt at satire. But as we acknowledged, it was very strong and clearly hurtful to Mr Kenny. I need to come back to you on notice about Ms Armytage's matter.</p>	Pg 29 – 30 27/5/2015
40.	ABC	Senator McGrath	Monitoring impartiality and balance with radio	<p>Senator McGRATH: I have some further questions on that. I can understand how you monitor the impartiality and balance with radio stations. For example, with Triple J, do stations keep a log of news items and guests?</p>	Pg 30 27/5/2015

			stations	<p>Mr Scott: Yes, we keep program logs for a period of time.</p> <p>Senator McGRATH: With that period of time, is it all the time or—</p> <p>Mr Scott: I just want to check on that. I know we keep tapes of interviews that have gone to air or recordings because we need to do that for defamation cases or other complaints so that we can access that over time. During election campaigns, for example, we keep a monitoring and a log of interviews that take place but also interviews that are offered and rejected. That is what we do during election campaigns.</p> <p>I suppose at other times we need to be able, particularly when it comes to a range of voices, principal, relevant viewpoints around an issue that is an issue in our editorial policies, to go back and check who has been on air so that we are in a position to do that.</p> <p>Senator McGRATH: What are these logs? Is it subject? Length of time? Would that be in the log?</p> <p>Mr Scott: I think they just broadly cover who was on air and the issue that was the subject of discussion. I can get detail on what those reports are, if you wish them.</p>	
41.	ABC	Senator McGrath	Comments by Steve Austin	<p>Senator McGRATH: In that regard do you agree with the comments of Steve Austin, the 612-4QR presenter, who said in relation to Osama bin Laden that he was responsible for killing thousands of people but that he was an honoured and respected person? Is that something you would agree with?</p> <p>Mr Scott: I saw a reference to that in <i>The Courier-Mail</i> today. It was a somewhat colourful coverage on page 3 after their somewhat colourful coverage of the State of Origin on page 1, which also generated comment. But I have not been able to go back to reference Mr Austin's comments. I am not sure of the context in which he said it; so I am not going to comment on that until I have had a chance to read the transcript. I am happy to respond to that on notice, if you want to put that question on notice. Can I say that I think Mr Austin does a great job. I think in my experience of his broadcasts there is always a full range of viewpoints and perspectives on air.</p> <p>Senator McGRATH: This will disappoint some of my friends but I think Steve Austin does do a good job also. I think these quotes are probably a bit out of character for him.</p> <p>Mr Scott: Out of character, out of context. I suspect it may have been an attempt to be more nuanced around matters than <i>The Courier-Mail</i> was receptive to or perhaps the audience was receptive to. I do not know. I am not in a position to judge.</p> <p>Senator McGRATH: I look forward to you coming back on notice because I think to call Osama bin Laden 'honoured and respected' is certainly disrespectful, at best, to the many thousands of people who lost their lives under his leadership.</p>	Pg 30-31 27/05/2015 5
42.	ABC	Senator McGrath	ABC Media Managers	<p>Mr Scott: ... So, of course, we have managers. One of the reasons we have—</p> <p>Senator McGRATH: How many would you have?</p> <p>Mr Scott: I will have to take that on notice, but I think it is a pretty efficient and focused operation. Could I say, as a former journalist and someone who used to work on the newsroom, that it is an old tradition of journalists to roll their eyes about how many managers there are. As someone who was then a manager of journalists, journalists have no idea of the complexity of managing journalists and</p>	Pg 33 27/5/2015

				<p>reviewing content and editorial decision-making processes. There has always been that debate and that discussion; that is not new. But we have levels of news management because we run a big and complex news operation not only in terms of output but also in terms of geography and footprint in our capital cities, here in Canberra, in regional offices and around the world.</p>	
43.	ABC	Senator McGrath	Search engine marketing	<p>Senator McGRATH: How much have you spent so far to date in 2014-15 on search engine marketing?</p> <p>Mr Scott: I will have to take that on notice. There has been no material increase and, as I said last time, we have a marketing budget; it is a fraction of the marketing budget of other broadcasters. We believe that search engine marketing and techniques around search engine and search engine optimisation and the like are very cost efficient. We are creating great content. We want the taxpayers who have funded that content to be aware of it and to use that content if they wish.</p> <p>Senator McGRATH: Did the ABC purchase any search terms following the passing of the former Prime Minister, Malcolm Fraser?</p> <p>Mr Scott: I will have to take that on notice; I am not aware of it.</p> <p>Senator McGRATH: How much did the ABC receive from its commercial arm, ABC Commercial, in the last financial year?</p> <p>Mr Pendleton: In the current financial year?</p> <p>Senator McGRATH: The last financial year; and, if you have the figures up to date, for the current financial year.</p> <p>Mr Pendleton: I might have to take that on notice.</p>	Pg 34 27/5/2015
44.	ABC	Senator McGrath	The killing fields documentary	<p>Mr Scott: It is called 'The Killing Fields'.</p> <p>Senator DASTYARI: Yes, I believe—</p> <p>Senator Fifield: There is no show without punch.</p> <p>Senator DASTYARI: Can I ask a question as well about that?</p> <p>Mr Scott: I will have to take that on notice.</p> <p>Senator McGRATH: Also, how many ABC staff were employed on that project?</p> <p>Mr Scott: Yes...</p>	Pg 34 27/5/2015
45.	ABC	Senator McGrath	The killing fields documentary – editorial bias review and audit	<p>Senator McGRATH: Who commissioned Colleen Ryan to do the editorial bias review and audit last year, I think?</p> <p>Mr Scott: I am not quite sure that I would quite depict it as an editorial bias review; that is your phrase. The ABC chairman, Mr James Spigelman, has referenced this. Part of the ABC board's responsibility is to look at editorial standards. They set the editorial policies. They have responsibility under the act to ensure that the ABC is meeting requirements around bias, impartiality and appropriate editorial standards, so we have now commissioned a number of reports as the board. We go to someone outside of the organisation; we give them the editorial policies, we give them a block of content and we ask them to provide feedback and advice to the board. Ryan, a former editor of <i>The Financial Review</i>, was commissioned by the board, and it was the fourth such editorial review in this current block. We did some some years ago; it was the fourth in the current series.</p>	Pg 34-35 27/5/2015

				<p>Senator McGRATH: How much was she paid for doing that? Mr Scott: I will have to take that on notice. It was a fairly standard consultant's rate.</p>	
46.	ABC	Senator Dastyari	The Killing Season – advance copy	<p>Senator DASTYARI: I will say, Mr Scott, that I did talk to a senior journalist from your station earlier today and they did mention that the documentary now seems to be completed. I did ask for an advance copy and they made the point that they were more than happy to give it to me provided that you gave the okay, knowing that you were going to be here today. So you can send it to my office any time this week. Mr Scott: I will absolutely take that on notice. We would not want to do anything to take away from the potential ratings figures for opening night.</p>	Pg35 27/5/2015
47.	ABC	Senator Xenophon	SA ABC Staffing	<p>1-2. What is the current number of South Australian ABC staff who have been let go from the ABC, as in have actually left the Corporation? What is the expected final number and in what time frame will they have left their jobs?</p>	Written 27/5/2015
48.	ABC	Senator Xenophon	ABC Regional Division	<p>1-4. Can you please update the committee on progress in setting up the ABC's Regional Division and how it will interact with other parts of the ABC? What will be the staffing levels for the Regional Division, where will these staff be located? Will the Regional Division have the ability to commission content cross the ABC's platforms, television, radio and online? What is its annual budget?</p>	Written 27/5/2015
49.	ABC	Senator McGrath	ABCNews24 live crosses	<p>1-2. How many live crosses occurred on ABCNews24 during 2014-15 to date? What are the details of each of these live crosses, including their content and length?</p>	Written 5/6/2015
50.	ABC	Senator McGrath	Defamation Costs	<p>1-3. What was the cost of defending the defamation proceeding brought by George Alex, <i>Alex v Australian Broadcasting Corporation</i> [2015] NSWDC 78? Hobart office How many staff work at the ABC's Hobart office? Did the ABC have sufficient capacity in its Hobart office to cover the broadcast of the Hobart ANZAC Day march and main service for the Centenary commemorations this year, or were staff from other ABC offices sent to Hobart to assist with the coverage? How did the staffing and coverage of the Hobart commemorations compare to the coverage of commemorations in the other capital cities?</p>	Written 5/6/2015
51.	ABC	Senator McGrath	Redundancy Process	<p>1-11. How many staff have been made redundant at the ABC since December 2014? How much has the ABC spent to date on redundancy payments? Which areas or sections of the ABC have borne the majority of redundancies to date? Has the redundancy process led to a reduction in duplication of services? If so, what are some examples? What proportion of the redundancies to date have been involuntary? How many journalists have been made redundant since December 2014? Is the redundancy process still ongoing? If so, when will it be completed?</p>	Written 5/6/2015

				<p>Is the ABC aware of any future industrial action by unions? How many staff have been made redundant from Radio National to date? How many individual programmes have been or are being removed from Radio National? a. What are they? Have any staff been made redundant from the Four Corners programme since December 2014? a. If so, what was the reasons for this?</p>	
52.	ABC	Senator McGrath	ABC Assets	1-2. How much has the ABC raised from any asset sales in 2014-15 to date? In 2014-15 to date, how many asset sales has the ABC engaged in and where about are these assets around Australia?	Written 5/6/2015
53.	ABC	Senator McGrath	Staffing	1-5. How many media managers does the ABC currently employ? Have any media managers been made redundant since December 2014? How many consultants does the ABC currently engage? a. How does this compare to the past couple of financial years? Have any consultants' contracts been terminated since December 2014? Why does the ABC use two news presenters for much of the news day? What proportion of the ABC's total staff are trained journalists?	Written 5/6/2015
54.	ABC	Senator McGrath	Facebook Advertising	In 2014-15 to date, how much has the ABC spent on Facebook advertising to promote its content?	Written 5/6/2015
55.	ABC	Senator McGrath	Gladstone radio post closure	1-5. What is the progress on the closure of the Gladstone post? How many staff have been affected? Have there been opportunities for redeployment? Have there been changes to programming across the ABC's network in Central Queensland as a result of the post closure in Gladstone? What is the ABC doing to ensure that local content for listeners in Central Queensland is not compromised by the post closure in Gladstone?	Written 5/6/2015
56.	ABC	Senator McGrath	Interviews	1-3. Why did Sarah Ferguson not apologise after an independent auditor found her interview with Treasurer Joe Hockey to be hostile and a breach of the ABC's bias guidelines? How does the ABC consider that the interview conducted by the 7.30 Report's Leigh Sales with Treasurer Joe Hockey after this year's Budget was fair and unbiased, given that the Treasurer was interrupted 14 times and Ms Sales took up 40 per cent of the interview time? How does the ABC consider that the interview conducted by Lateline's Emma Alberici with Finance Minister Mathias Cormann after this year's Budget was fair and unbiased, given that the Finance Minister was interrupted 10 and that Ms Alberici took up one third of the interview time and asserted in the middle of it that the Budget debt figure was 'nonsense'?	Written 5/6/2015
57.	SBS	Senator McGrath	Eurovision SMS cost	Senator McGRATH: How much did each SMS cost? Mr Ebeid: I am not sure I could answer that. It was probably 50c.	Pg40 27/5/2015

				<p>Ms Kellie: Minimal.</p> <p>Senator McGRATH: That was a good revenue raiser.</p> <p>Mr Ebeid: I will come back to that.</p>	
58.	SBS	Senator Dastyari	Eurovision	<p>Senator DASTYARI: I know that you are making the point that you hold the view that the broadcasting fee is confidential. I note that I think it was the BBC in their questions on notice to the similar house committee that does oversight did provide and has provided in previous years what those fees were. I would ask if you would take on notice reviewing how and why they made that decision when reviewing your decision not to disclose that fee?</p> <p>Mr Ebeid: All I can tell you is I do not know what their contractual arrangements are, but we obviously enter into an agreement, and that agreement is bound by confidential clauses just like every other contract.</p> <p>Senator DASTYARI: Now is not the time or place; this is a whole separate debate. But I ask you to take that on notice. I note public interest immunity, which is effectively what you are claiming, and confidentiality agreements and contracts, does not apply because of parliamentary privilege. I am asking you to take that on notice and review that in light of—</p> <p>Mr Ebeid: I am happy with that, absolutely.</p>	Pg41 27/5/2015
59.	SBS	Senator Dastyari	Struggle Street series	<p>Ms Kellie: We produced the show in partnership with KEO, an Australian production company. They pitched the idea to us, based on the fact that their UK partner, also called KEO, produced a similar show called <i>Skint</i>. They pitched to us to make an Australian version of that show.</p> <p>Senator DASTYARI: When did they pitch to you?</p> <p>Ms Kellie: I would have to take on notice the exact date. But some time ago.</p> <p>Senator DASTYARI: It was a six-month production period?</p> <p>Ms Kellie: Yes.</p> <p>Senator DASTYARI: Are we talking the start of last year?</p> <p>Ms Kellie: It would have been sometime in 2014, but I can take on notice the exact time... ...</p> <p>Senator DASTYARI: We will get to that, because there are some differing views on it. But we will get to that. If it is okay with the committee, I would like to table this document, copies of which I think have been distributed. This is the television series brochure that was handed out by KEO Films as part of the recruitment process for the show. You may have to take this on notice, but how does it work at that state? Would this have just been KEO? You were talking about the partnership, and you talked about the process that was created. Was this flyer approved by SBS?</p> <p>Ms Kellie: The wording and the description of the documentary was pre-agreed with us, and I will read you that wording, which was—</p> <p>Mr Ebeid: We will probably need to have a look at what it is and make sure it is the same thing.</p> <p>Senator DASTYARI: Wait a minute. We have three and a half hours. Is that the first time you have seen this?</p> <p>Ms Kellie: This is the first time I have seen this particular flyer, but it is in keeping with—</p>	Pg42 & 44 27/5/2015

				<p>Mr Ebeid: What we will do is we will take this on notice and see who put this together.</p> <p>Senator DASTYARI: Yes, take that on notice. That is not a problem.</p>	
60.	SBS	Senator Dastyari	Struggle Street – footage	<p>Senator DASTYARI: When did you see the first cut?</p> <p>Ms Kellie: It was some months ago. Normally it is about three months before transmission.</p> <p>Senator DASTYARI: If you can take that on notice.</p> <p>Ms Kellie: I can and I will get you an exact date.</p>	Pg 45 27/5/2015
61.	SBS	Senator Dastyari	Struggle Street – Meeting with Blacktown mayor	<p>Senator DASTYARI: Then they wrote to you requesting a longer period where they could actually put some of the community concerns to you before it was aired? Mr Ebeid, did you respond to that letter?</p> <p>Mr Ebeid: I am sure I would have. I respond to all of our letters.</p> <p>Senator DASTYARI: Do you have a copy of that response here?</p> <p>Mr Ebeid: No, I do not.</p> <p>Senator DASTYARI: Do you want to take on notice the response and what response you actually gave?</p> <p>Mr Ebeid: Yes. I am happy to send you my response. There is no way I would not have responded.</p>	Pg 47 27/5/2015
62.	SBS	Senator Dastyari	Struggle Street – Meeting with Blacktown mayor	<p>Ms Kellie: We continue to be in contact with the mayor. In fact, my colleague Mr Loydell was in contact with the mayor about a week or so ago and we are continuing to have discussions about how we ensure that we have a better understanding of that community.</p> <p>Senator DASTYARI: That was not the request, though. Mr Ebeid, you are saying you are going to take it on?</p> <p>Mr Ebeid: I will take it on notice. I will talk to him and I will understand what he is trying to achieve and what he is trying to get to.</p>	Pg 48 27/5/2015
63.	SBS	Senator Dastyari	Struggle Street – Promo	<p>Senator DASTYARI: I do not think we are in disagreement here that you can have something about Mount Druitt and it can be about more than Mount Druitt. Correct me if I am wrong, and you might want to take this on notice, but didn't the first few minutes state 'no jobs, no mentors in the Druitt'?</p> <p>Ms Kellie: I would have to relook at the transcript to get a direct quote.</p> <p>Senator DASTYARI: You can take that on notice.</p>	Pg 49 27/5/2015
64.	SBS	Senator Ruston	Hybrid Broadcaster	<p>CHAIR: So, who proposed the change of SBS to a hybrid broadcaster?</p> <p>Mr Ebeid: We might have to take that one on notice.</p> <p>CHAIR: I would be interested to know if it was a Liberal or Labor government.</p> <p>Mr Ebeid: Who was in government in 1991? I am not sure.</p> <p>CHAIR: I think I am reasonably certain I know the answer to that.</p> <p>Mr Ebeid: We will test everyone's political history here.</p> <p>Senator Fifield: 1991 was that transition time.</p> <p>CHAIR: At that time, to the best of your recollection, because I understand that probably nobody was there at the time, was there ever any acknowledgement about the distinctive character of the</p>	Pg 51 27/5/2015

				programs of SBS that would give you distinctive appeal to particular advertisers in terms of your niche market?	
65.	SBS	Senator Ruston	Revenue from Advertising	<p>CHAIR: What are you currently receiving in revenue from advertising?</p> <p>Mr Ebeid: Can I take that on notice?</p> <p>CHAIR: Yes.</p> <p>Mr Ebeid: I am not sure we actually break up our TV revenue from our other revenues of online radio and commercial merchandising.</p> <p>CHAIR: What is your advertising revenue in total?</p> <p>Mr Ebeid: We do not disclose that in our annual report, but it is in the order of \$60 million.</p>	Pg 54 27/5/2015
66.	SBS	Senator Canavan	Decision around running an ad during Mardi Gras	<p>Senator CANAVAN: I just wanted to ask some questions about an ad that you decided not to run. An ad was booked with SBS I believe in February. It was an ad that was pro-traditional marriage that was booked to run during the Mardi Gras. I have here that the ad was confirmed by SBS on 17 February and then within a couple of weeks, the Friday before the Mardi Gras, an email was sent saying that SBS had decided not to run the ad. Can you walk me through how you came to that decision and, of course, I would like to know why as well? Firstly, how did you make that decision?</p> <p>Mr Ebeid: That is a very good question. Ms Kellie runs the editorial committee that looks at all of this. She was in charge of that so it might be good for her to take us through that process so that you understand that we regularly look at ads on the network and decide what is appropriate for a program and what is not. That is certainly not a one-off, and I will let Ms Kellie give examples of why and how we do that.</p> <p>Ms Kellie: The process is the same for all of our advertising. This is not a different process. What happens is advertisers come in and we book spots for them. We then review the ads in terms of their editorial suitability for the network and then make a decision to confirm their placement. That is what happened in this case. We booked the ads. As you know, under our codes and guidelines we reserve the right to decide which ads we show or do not show and often we are looking at where a particular ad might conflict with the surrounding editorial. There have been a number of occasions over the past few years where we have not taken ads, because of a conflict between the editorial, so Sportsbet advertising in a gambling program or alcohol ads in a—</p> <p>Senator CANAVAN: When was the decision made to not—</p> <p>Ms Kellie: Where was the decision made?</p> <p>Senator CANAVAN: When?</p> <p>Ms Kellie: After the booking. It was after the booking process and prior to the timing of the refusal—</p> <p>Senator CANAVAN: Can you take that on notice?</p> <p>Ms Kellie: —we reviewed the ad and had discussions.</p> <p>Senator CANAVAN: Can you take on notice when the decision was made?</p> <p>Ms Kellie: I can give you the exact dates, yes.</p>	Pg 55 27/5/2015

	SBS	Senator Ludlam		<p>Senator LUDLAM: Some of what I would like to ask you, Mr Ebeid, will refer to the environment and comms committee hearing that occurred last week or a week or two ago in Melbourne where we were discussing the SBS Funding Bill that is about to be before the Senate. I think Senator Ruston claimed—correct me if this is incorrect—that the SBS survey about possible increases in advertising was outsourced and independent. Who conducted the research that you conduct to understand audience opinions towards the proposed changes and various different options for advertising on SBS, or was it in house?</p> <p>Mr Ebeid: That survey was done by a panel, was it not?</p> <p>Ms Kellie: It was done by a panel.</p> <p>Mr Ebeid: We have an audience panel and an online panel that is under marketing, which is under Ms Kellie's control.</p> <p>Ms Kellie: The research that we did was part of our panel, which includes both SBS viewers and non-SBS viewers. It is representative, and we use it to review much of our programming on an ongoing basis.</p> <p>CHAIR: Can I just check something there. Were the results not analysed independently?</p> <p>Ms Kellie: It is just the mathematics and the number. It is a small number of questions. We add up the responses from all of the responses that we get and there is not really much analysis that happens. It is a separate—</p> <p>Mr Loydell: The report is compiled by SBS, not by an independent—</p> <p>CHAIR: Yes. I know that Senator Ludlam's particular line of questioning that he is talking about was about questioning as to how the model was actually developed, not so much how it was implemented, but how the questions were developed.</p> <p>Ms Kellie: My apologies. I thought this was about the audience research.</p> <p>Mr Loydell: There were two analyses of our model, one from Deloitte and one from OMD.</p> <p>CHAIR: So, the point being that the model was developed independently as opposed to the model of the other group that we are also comparing it with. It had been questions that they had worked out for themselves. Sorry, Senator Ludlam.</p> <p>Senator LUDLAM: It is an important distinction. From which survey or which model does the station draw its views on audience attitudes to the changes to advertising that are proposed by the government?</p> <p>Mr Ebeid: That was the audience research work that we did through our online panel. That is in house.</p> <p>Senator LUDLAM: Are we able to get a copy of the questions that you put to them or the particular research methods?</p> <p>Ms Kellie: Yes.</p> <p>Mr Ebeid: Yes, absolutely.</p>	Pg 60 27/05/2015 5
67.	SBS	Senator Canavan	Decision around running an ad during Mardi Gras	<p>CHAIR: Senator Canavan, you had a follow-up you wanted to clarify?</p> <p>Senator CANAVAN: Just very quickly. Ms Kellie, you told us that Channel Seven had pulled the ads, but I am informed that has never happened. Did you have any evidence for that?</p>	Pg 63 27/5/2015

				<p>Ms Kellie: I had understood that Channel Nine and Channel Seven had pulled the ads after they showed them. We can take that on notice. We will confirm that. We will take that on notice.</p> <p>Senator CANAVAN: If you could check that just to clarify the evidence.</p>	
68.	Australia Post	Senator Urquhart	International mail	<p>Senator URQUHART: What was the increase—from \$7 million to \$15 million?</p> <p>Mr Burke: I will have to take it on notice, but I think \$8.2 million to \$15 million in total.</p>	Pg72 27/5/2015
69.	Australia Post	Senator Urquhart	Contracts	<p>Senator URQUHART: I have just been informed that we did receive it, and it was received as confidential, so thank you for that. Did ABnote get the work of printing the more than 10 million letters sent out by the Australia Post CEO to the community informing citizens of the proposed price hikes and reduction in service that is being proposed for the future?</p> <p>Mr Fahour: I think that is the case, because that is who we normally get Post Connect to do our work with. As part of the contract which has the confidential elements in it that we signed with this commercial company, they would get that. But I am happy if you would like me on notice to—</p> <p>Senator URQUHART: Is there no one here who knows that?</p> <p>Mr Fahour: We think that is the case, but we will definitely verify it on question on notice if you do not mind.</p> <p>Senator URQUHART: If you are able to do that, that would be great. What was ABnote, if it is them, or whomever, paid for this message to be produced and posted?</p> <p>Mr Fahour: Again we can give you that in a confidential way, because that reveals their pricing to their competitors. If you would like us in confidence, as we gave you the other answers on notice, we are happy to send that to you.</p> <p>Senator URQUHART: If you can send that, that would be great.</p>	Pg73 27/5/2015
70.	Australia Post	Senator Urquhart	Property sale	<p>Senator URQUHART: I understand that you have a customer operations property at 185 Rosslyn Street, West Melbourne, which has been recently sold. What were the terms of the sale of that city block?</p> <p>Mr Fahour: Again, we have sold this to a third party commercial company, and there are confidentiality agreements. If you wish, we are happy, in commercial-in-confidence, to supply you with all the details regarding the sale of that building.</p> <p>Senator URQUHART: Why is it commercial-in-confidence, given that it has been sold?</p> <p>Mr Fahour: When we sell things to third party commercial companies, the details of what they have bought, what they do and how they do things, they do not wish to reveal publicly.</p> <p>Senator URQUHART: The third party?</p> <p>Mr Fahour: Yes, the company that we sell it to; we are trying to protect legitimate third party companies, and we have never revealed commercial information.</p> <p>Senator URQUHART: Was that property owned by Australia Post?</p> <p>Mr Fahour: Yes, we owned it, and we sold it to another company.</p> <p>Senator URQUHART: So that does not show up anywhere on your public information?</p> <p>Mr Fahour: No, we do not show that.</p> <p>Senator URQUHART: Not in your reports?</p>	Pg73 – 74 27/5/2015

				<p>Mr Fahour: The sale does. In the annual report, the financial information appears among a list of many other sales and purchases in our cash flow statements, but the exact extent of the detail of a third party company's purchase price, terms and conditions are commercial-in-confidence. As always, we are happy to provide you that information if you so wish.</p> <p>Senator URQUHART: So you are not able to tell me on the record how much you received for that property because of that commercial-in-confidence?</p> <p>Mr Fahour: No, but I am happy to give it to you in confidence.</p>	
71.	Australia Post	Senator Urquhart	Parcel sorting machines	<p>Mr Fahour: These are multi-\$10 million type equipment, and we signed contracts with Toshiba, Siemens and so forth that reveal a level of confidentiality terms, a preferential pricing they may give us, that they may not want revealed to other organisations around the world that they deal with. Therefore, once again, of course, any information you wish on that basis, commercial-in-confidence, we are happy to give you as well.</p> <p>Senator URQUHART: Yes, please. Given the increased sorting speed which I understand is part of the rationale for these new machines, and they also have an ability to sequence the mail, even large letters; will these machines make the next day delivery easier and cheaper? Is that the purpose?</p>	Pg74 27/5/2015
72.	Australia Post	Senator Urquhart	Parcel sorting machines	<p>Senator URQUHART: At that time, I understand that Australia Post declined to be interviewed, but in a statement you said that the figures, that 40,000 parcels, was inaccurate and misleading. Do you want to expand on that and set the record straight?</p> <p>Mr Fahour: No. I think we were very clear. One of my executives did partake in an interview with one particular radio journalist and tried to correct the facts. What we were emphasising was the great work that our people do, and they are terrific at what they do.</p> <p>Senator URQUHART: Yes, I am not having a go at the people; I am talking about the particular process of 40,000 parcels being misdirected.</p> <p>Mr Fahour: If you look at the underlying criticism, they are criticising Australia Post and the people of Australia Post and how they handle—</p> <p>Senator URQUHART: No, I think they were talking about a new parcel sorting machine. By no means am I questioning here to try to have a go at the employees of Australia Post.</p> <p>Mr Fahour: No, I did not think you were.</p> <p>Senator URQUHART: What I am trying to determine is the accuracy of the 40,000 parcels that are misdirected every day, and whether or not that figure is actually correct?</p> <p>Mr Fahour: We said publicly at that interview that that was not correct.</p> <p>Senator URQUHART: Okay, so what is the correct number?</p> <p>Mr Fahour: They were quoting some data that we had never seen, so we do not know the data that they are talking about. If you are asking us about—</p> <p>Senator URQUHART: I am asking you how many parcels are misdirected.</p> <p>Mr Fahour: What is our sorting process like, if that is the question—</p> <p>Senator URQUHART: No, the question was very clear. It was: if it is not 40,000 parcels that are</p>	Pg74-76 27/5/2015

				<p>misdirected, how many are misdirected?</p> <p>Mr Fahour: I am happy to take that on notice to give you a precise number. But what we are saying to you is that the allegations that were given were incorrect, as my executive had stated on the radio.</p> <p>Senator URQUHART: I did not hear the radio, but I am just trying to set the record straight here. If it is not 40,000, how many is it?</p> <p>Mr Fahour: What we do know is that we gave out some data on that day which showed that we were meeting and exceeding our service obligations. What we are really pleased—</p> <p>Senator URQUHART: I am not arguing. I know you have a service obligation. I am just trying to get the number of parcels. If you are saying 40,000 is wrong, then just tell me what the number is.</p> <p>Mr Fahour: I just said to you that I would happily—</p> <p>...</p> <p>Senator URQUHART: Sorry, is the 95 per cent parcels?</p> <p>Mr Fahour: Parcels, correct.</p> <p>Senator URQUHART: Just simply parcels?</p> <p>Mr Fahour: Just parcels only. If I do the express parcels, we are at 99.5 per cent. If you like, I can break that down by state.</p> <p>Senator URQUHART: So it is the parcels that get misdirected rather than the express parcels, is that fair to say?</p> <p>Mr Fahour: They are not misdirected. I said the target was 94 and we are doing 95.</p> <p>Senator URQUHART: Right. But this 40,000, this number, can you just talk to me in numbers? You said before that the 40,000 parcels is not the correct number.</p> <p>Mr Fahour: What I am saying is that we are not mis-sorting; at that time my executive correctly said that we are not mis-sorting 40,000 parcels. If you would like me to take on notice what is the number of parcels out of the several hundred million that we handle that are 'mis-sorted', I am happy to give you that on notice.</p>	
73.	Australia Post	Senator Urquhart	Digital Mailbox	<p>Senator URQUHART: I just want to talk about the digital mail box. At the May 2014 budget estimates, you indicated that you had launched the MyPost digital mail box. What is the cost of that mail box development in total?</p> <p>Mr Fahour: As in previous questions on notice, we have not given that because we have competitors in that category, and we do not wish to give that public information.</p> <p>Senator URQUHART: So that is commercial-in-confidence?</p> <p>Mr Fahour: Correct.</p> <p>Senator URQUHART: Can you provide that under that basis?</p> <p>Mr Fahour: I would like to provide it under section 25(2) if the chair wishes, because this is a very, very serious matter where we have banks and various other competitors around the world who compete with us with their BPAY systems. In the past the Senate has been conscious that we do not want to reveal Australia Post to alternatives and make us in a difficult position.</p> <p>Senator URQUHART: What is the sign-up rate for the digital mail box?</p>	Pg76-77 27/5/2015

Mr Fahour: Again, we have not given this data publicly.

Senator URQUHART: Is it meeting your projections?

Mr Fahour: It is exceeding our projections.

Senator URQUHART: Again, are you able to provide that figure to the committee?

Mr Fahour: Given how competitive this business is—it is not part of our CSO; it is not part of our regulated business—I am happy to do that but I really would ask—

CHAIR: Mr Fahour, you probably would be well aware that estimates does not allow in camera, so you cannot provide a document confidentially. What you need to do is to cite the reason for the public interest immunity and obviously there is an appropriate process by which that has to be undertaken. I just draw that to your attention because you cannot provide something to this committee in camera.

Mr Fahour: Thank you, Chair.

Senator URQUHART: In terms of that information that I have asked for, is that what you are citing?

Mr Fahour: Yes, I am.

Senator URQUHART: What proportion of subscribers have used the digital mail box more than three times?

Mr Fahour: Again, anything to do with the digital mail box I would like to—

Senator URQUHART: Really? You cannot even tell me if people have used it more than three times?

Mr Fahour: As I mentioned, I am very happy to follow up on an in-camera process.

Senator URQUHART: We cannot do it in camera; you just heard that we do not have that ability in estimates.

Senator Fifield: Other parliamentary committees can go in camera, but estimates committees cannot.

Senator URQUHART: We just heard that explanation.

Mr Fahour: I am citing this is commercial-in-confidence.

Senator URQUHART: If you are citing public immunity, that you cannot tell me what proportion of subscribers have used your digital mail box more than three times, on the grounds of public immunity, is that what you are doing?

Mr Fahour: I am saying this is commercial-in-confidence information.

Senator URQUHART: I am asking you what proportion; is it 2 per cent, is it 5 per cent that have used it more than three times?

Mr Fahour: I am saying back to you that I am not sure it is in Australia Post's and the community's interest to expose us to our—

CHAIR: Can I maybe assist you a little bit here? If you wish to address this under public interest immunity, you would be better to take the questions from Senator Urquhart on notice and then you can determine for yourself as to whether you wish to seek that public interest immunity, and if you

			<p>choose to, there is a process to go through. If you choose not to, you can provide Senator Urquhart with the information that she is requesting.</p> <p>Mr Fahour: In a commercial-in-confidence way like the others?</p> <p>CHAIR: No, you cannot provide it in a commercial-in-confidence way. You can provide it to Senator Urquhart publicly, but you can choose to—</p> <p>Senator Fifield: So we will take the question on notice, chair, which will give Australia Post the opportunity of forming a public interest immunity claim which can then be conveyed to the committee.</p>	
74.	Australia Post	Senator Urquhart	<p>Digital Mailbox - velocity</p> <p>Senator URQUHART: Yes, I am sure you can, of course. I am just clarifying that you do not always get the points unless you choose. Does Australia Post make a payment to Velocity when points are allocated under this arrangement?</p> <p>Mr Fahour: I am not sure, but I can find out.</p> <p>Senator URQUHART: Will you take that on notice?</p> <p>Mr Fahour: Yes, I will.</p> <p>Senator URQUHART: You have your corporate secretary; you do not have anyone from your finance sector. As corporate secretary, are you a finance guru?...</p> <p>...</p> <p>Mr Fahour: I am surprised that you are surprised.</p> <p>Senator URQUHART: How many extra digital mailbox customers did the Virgin Velocity sign up achieve?</p> <p>Mr Fahour: Again we will take that on notice.</p> <p>Senator URQUHART: I also see that there are various competitions and promotions being run to encourage the take-up of the digital mailbox. Can you outline how many businesses are offering prizes or other inducements to customers who sign up to a digital mailbox?</p> <p>Mr Fahour: I am happy to take that on notice.</p> <p>Senator URQUHART: I presume you will also have to take this on notice: how successful have these activities been in increasing the take-up?</p> <p>Mr Fahour: I will take that on notice.</p> <p>Senator URQUHART: Can you provide the committee with a list of the promotions undertaken by Australia Post to encourage the take-up of the digital mailbox?</p> <p>Mr Fahour: I will take that on notice.</p> <p>Senator URQUHART: Gee, we might be finished by five at this rate, Chair.</p> <p>CHAIR: No, I have plenty.</p> <p>Senator URQUHART: What revenue has come from the digital mailbox in the last 12 months?</p> <p>Mr Fahour: Again we will take that on notice.</p> <p>Senator URQUHART: And the last six months?</p> <p>Mr Fahour: On notice.</p> <p>Senator URQUHART: How much is going to the LPOs from the MyPost digital mailbox? Is that</p>	Pg78 – 79 27/5/2015

				<p>just the \$3.4 million that you talked about before?</p> <p>Mr Fahour: No, that was the MyPost concession account for concession cardholders.</p> <p>Senator URQUHART: How much is going to LPOs?</p> <p>Mr Fahour: Again, we will take that on notice because I am not sure that the LPOs would like that revealed.</p>	
75.	Australia Post	Senator Urquhart	Aust Post reforms - Modelling	<p>Mr Fahour: Yes. I just said a minute ago that consultation is really important. Therefore, if you really want to listen to what is going on in these meetings, and we have adjusted our situations, these numbers change very rapidly depending upon what you are agreeing or not agreeing. At the moment we are in the middle of these dialogues. That is why we have not locked anything in. We have deliberately not locked anything in. I can say that, in the next two months, we are looking to complete and conclude this work. When that is completed and concluded, if you wish, I can provide you with some of this data. But as you can imagine, it is sensitive, in the sense that we do not want to be necessarily providing data, when it is completed, of course, which then creates anxieties or excitement in different parts of our workforce. I am very happy, when it is concluded, to provide that to you if you wish to see it at that point.</p> <p>Senator URQUHART: Yes, we would, thank you. So you expect that in a couple of months, did you say?</p> <p>Mr Fahour: Yes, in August sometime we will have that completed. We have to let the consultation run its process.</p> <p>Senator URQUHART: So you will have finished the modelling in August, and you will provide us with that?</p> <p>Mr Fahour: If you insist on seeing it. I am just asking you for something—</p> <p>Senator URQUHART: I am asking you to provide it.</p> <p>Mr Fahour: Okay, and I am saying, can I please provide it to you in a confidential manner because I do not want to create anxiety in the workforce.</p> <p>Senator URQUHART: I think the chair has just explained that process.</p> <p>Senator Fifield: We might take it on notice.</p>	Pg82 27/5/2015
76.	Australia Post	Senator Urquhart	Aust Post's forecast of mail volume decline	<p>Senator URQUHART: I might put a further question to you on notice in relation to that. Can you supply all data on forward estimates for Australia Post's forecast of mail volume decline for: mail volumes with any increase in price; without any increase in price; mail volumes with any reduction in standards and those without any reduction in standards; mail volumes with both increase in price and reduction in standards; and mail volumes without both increase in price and reduction in standards?</p> <p>Mr Fahour: Are there further questions that you are going to put on notice?</p> <p>Senator URQUHART: No. I am asking you if you can supply that data for that?</p> <p>Mr Fahour: For the reserved services site?</p> <p>Senator URQUHART: Yes.</p> <p>Mr Fahour: We would need to continue to give that to you per question 66 as further details; is that</p>	Pg83-84 27/5/2015

				<p>correct? Your question on notice that we have supplied the answer to under, standing order 25(2), we can give you more detail to further elaborate upon that.</p> <p>Senator URQUHART: Yes. So, you do not have that now, Mr Fahour?</p>	
77.	Australia Post	Senator Urquhart	Next Day mail Delivery Service - Bendigo	<p>Senator URQUHART: I understand all of that. The question I am asking you is: does Bendigo still have a next day mail delivery service?</p> <p>Mr Fahour: The standards that we had before, whatever they were—are you talking about receiving or sending?</p> <p>Senator URQUHART: It is the receiving of mail. So, have they—</p> <p>Mr Fahour: All those standards have remained. If it is in the same state and they are counted as part of the same categories, then those standards have not changed.</p> <p>Senator URQUHART: So, Bendigo has not moved from guaranteed next day delivery to two or three day delivery?</p> <p>Mr Fahour: There is no such thing as guaranteed unless they bought an Express Post item and they are part of the Express Post network. I am happy to read that article and then go and get you the information on notice in regards to whether this is a true statement or not.</p> <p>Senator URQUHART: Please do that because I think that might be useful. I will just give you the date for that. It was 20 February 2014 at 3.23pm. The story starts off saying, 'Australia Post has confirmed'.</p> <p>Mr Fahour: I am sorry, what was the article?</p> <p>Senator URQUHART: 'Australia Post cans next day delivery in Bendigo'. The story starts off saying: Australia Post has confirmed next day mail delivery will end in Bendigo from 3 March. Spokeswoman Michelle Skehan said it would now take two days for a letter to reach someone in Melbourne if posted from Bendigo, with mail being sorted in Dandenong.</p> <p>Mr Fahour: That is why I asked you the question: is it receiving or sending? You said it was about receiving but what you are referring to is about sending.</p> <p>Senator URQUHART: I said—</p> <p>Mr Fahour: You said receiving.</p> <p>Senator URQUHART: I said 'next mail delivery'.</p> <p>Mr Fahour: I asked you: are you talking about receiving or sending and you said receiving.</p> <p>Senator URQUHART: Can you clarify it for me? What has happened in Bendigo?</p> <p>Mr Fahour: I am just clarifying what you just asked me; that is all.</p> <p>Senator URQUHART: What I asked you was—</p> <p>Mr Fahour: Can I clarify, is it sending over two days?</p> <p>Senator URQUHART: So, it is? Tell me what happens when you are sending mail or if you are receiving mail. What is the difference in Bendigo?</p> <p>Mr Fahour: A very big difference.</p> <p>Senator URQUHART: In Bendigo?</p> <p>Mr Fahour: Because it depends upon the class that a sender was sending things in so, therefore, if</p>	Pg84 27/5/2015

				<p>you are a large corporation, for example—</p> <p>Senator URQUHART: No, if it is normal mail.</p> <p>Mr Fahour: Yes. That is why I am saying to you that I will take it on notice if you wish and I will give you the clarification for both sending and receiving. I will give you both.</p> <p>Senator URQUHART: I think that would be great. Do you want me to have a break?</p>	
78.	Australia Post	Senator Ruston	Model Litigants	<p>CHAIR: Yes. Mr Fahour, before I ask you questions can I just commend you on the negotiations and the resolution that you received for the licensed post offices in getting an outcome after some reasonably tricky negotiations over the last 18 months and your response to a large amount of the recommendations that were in this committee's report. It was terrific. You have been through a number of the things that have come out of that. One of the things that still remains unresolved in my mind is the franchisees. My understanding is that the Commonwealth Legal Services directions sets out requirements for the Commonwealth and its agencies to act as model litigants? Is Australia Post governed by the requirement to be a model litigant?</p> <p>Mr Fahour: I will take that on notice. You have got me on that one.</p>	Pg85 27/5/2015
79.	Australia Post	Senator Ruston	Licensed Post Offices resolution	<p>CHAIR: We will send them the bill. So, how many of these franchisees are self-represented outside of the representations provided and paid for by you?</p> <p>Mr Fahour: Mr Belling, as I understand it, represents the 23.</p> <p>CHAIR: Do you pay for Mr Belling or do they?</p> <p>Mr Fahour: We are funding Mr Belling. He recommended Max Kimber.</p> <p>CHAIR: Is he the mediator?</p> <p>Mr Fahour: The mediator.</p> <p>CHAIR: Who pays for the mediator?</p> <p>Mr Fahour: We are funding the whole process.</p> <p>CHAIR: So my question is: outside of what you are paying for, how many of these people have additional legal representation?</p> <p>Mr Fahour: As we understand it so far it is four.</p> <p>CHAIR: They have additional legal representation?</p> <p>Mr Fahour: Yes.</p> <p>CHAIR: And the 23 do not?</p> <p>Mr Fahour: Yes. May I take on notice to give you the exact number so we can clarify it for you?</p>	Pg86 27/5/2015
80.	Australia Post	Senator Ruston	Western Union Fees	<p>Ms Corbett: I am aware that there has been an issue that has come to my attention this week in the franchise agreement with Western Union and the commission that is outlined in the agreement. That came to my attention earlier this week and it is currently being investigated. I am waiting to get all the details to hand because there is a discrepancy between what is actually articulated in the agreement and what is being paid.</p> <p>CHAIR: I am aware of a particular franchisee, whom I will not identify, who had to have a new agreement drawn up because of circumstantial changes. He believed that his agreement had been redrawn only to deal with his change of circumstances in terms of the technicalities of who the</p>	Pg88 27/5/2015

			<p>agreement was actually with and has subsequently identified the fact that the payment agreement, the 12.5 per cent, had actually been changed to the percentage that had been being paid as opposed to what was in his original agreement. Can you confirm whether that is the case or not?</p> <p>Ms Corbett: I am not aware of any specific circumstances. As I said, I am aware that there has been an issue that there are differences in different contracts.</p> <p>CHAIR: Did this come to your attention in the last few days?</p> <p>Ms Corbett: On Monday. So, literally we are looking into it now. I have asked the team to go back through all of the contracts to understand when it was introduced, what we have paid and if there are any differences amongst the individual franchisees, to do that investigation so we can report back because the franchisees have brought it to our attention.</p> <p>CHAIR: It would seem an issue. I am assuming that the franchisee I am talking about did not have his agreement signed on Monday, so obviously it was a matter that was well within the understanding of people in Australia Post that this issue existed and they have obviously sought to rectify it in this particular agreement, possibly surreptitiously, but I do not know. You will find that out in your investigation. I would be keen for a very full explanation as to how that could happen because on the surface of it it does not look particularly good.</p> <p>Ms Corbett: Certainly. As I said, I have asked for a full investigation and I am happy to share the findings of that with you.</p>	
81.	Australia Post	Senator Ruston	<p>Franchisee Mediation</p> <p>CHAIR: Just back on our franchisee mediation, do you have a time frame in which you are seeking for it to be concluded?</p> <p>Ms Corbett: We are due to report back. Our first independent mediation was held on 8 April. At that session there was the agreed process and the methodology that would be used. Individual conversations have now been held with all 27 franchisees and we are to report back to the mediator on 9 June.</p> <p>CHAIR: Are you in a position to advise of the expense to Australia Post so far by this process? Do you know how much we have spent on legal fees for Australia Post internally and externally in assisting the franchisees in their action?</p> <p>Mr Fahour: I am happy to provide that data in a question on notice.</p> <p>CHAIR: Thankyou</p>	Pg88 27/5/2015
82.	Australia Post	Senator Xenophon	<p>MyPost platform</p> <p>Senator XENOPHON: If this has been asked, I apologise. With the introduction of the MyPost platform customers can now choose to collect parcels from an LPO of their choice. Is there a subsidy, or will you consider a subsidy, for LPOs to improve the number of outlets available for customer parcel collection?</p> <p>Mr Fahour: The more that we can spread this around the happier we are all going to be.</p> <p>Senator XENOPHON: If you can indicate, on notice, whether you are considering providing some subsidy as an incentive.</p> <p>Mr Fahour: I might add one extra point which is around this MyPost. We have spoken to the LPO network and we are going to have the licensed post offices network financially participate inside</p>	Pg92-93 27/5/2015

				<p>MyPost as well.</p> <p>Senator XENOPHON: I am going to put some of these on notice. It is very clear that as a result of, in part—and I might think in part because of the Senate inquiry chaired at a later stage by Senator Ruston—that there has been a real improvement with the relationship between LPOs and Australia Post. On notice can you indicate, so that there is continuing improvement, what you are planning to do to keep up that consultation and improve the dialogue because I think a lot of us have been very pleased by that?</p> <p>Mr Fahour: Absolutely.</p>	
83.	Australia Post	Senator Xenophon	<p>Recommendation 17 – review of current payments to licensees</p>	<p>Senator XENOPHON: Recommendation 17 of the Senate inquiry called for a review of the current payments made to licensees to assess the claims of under payments and to correct any found to be such and, of course, there have been significant reforms which I acknowledge and I know that Angela Cramp from the LPO group has been very pleased to acknowledge. I think that announcement recently was terrific. In terms of individual complaints, where there is an individual problem, where there has been an issue about processes or a complaint, can you, perhaps on notice, tell us what improvements there have been and what ongoing process there is to ensure that there is that transparency and fast tracking of complaint?</p> <p>Mr Fahour: We will take that on notice to give you the details of improvement to the complaint handling process.</p>	<p>Pg93 27/5/2015</p>
84.	Australia Post	Senator Urquhart	<p>Melbourne property deal</p>	<p>Mr Fahour: It will be my greatest of pleasures to tell you the price.</p> <p>Senator URQUHART: If it is the middle of June you might be able to provide that on notice before next estimates.</p>	<p>Pg94 27/5/2015</p>
85.	Australia Post	Senator Urquhart	<p>LPO</p>	<p>Senator URQUHART: Thank you very much. I have four questions on LPOs. Have there been any LPOs or small post offices that have closed in the past year?</p> <p>Mr Fahour: Would you like us to look that up or would you like that on notice?</p> <p>Senator URQUHART: No. I would like you to tell me. I would like some answers if I could. I would feel much better going home tonight if I had some answers.</p> <p>Mr Fahour: Fourteen.</p> <p>Senator URQUHART: What were the circumstances under which they closed?</p> <p>Mr Fahour: We were struggling to get the total number out of the 4,000 or so that we have. I am not sure we would have each of the individual circumstances but we are happy to take that on notice and provide you with that detail.</p> <p>Senator URQUHART: Yes. Are you able to provide us with details of which ones they were?</p> <p>Mr Fahour: Yes. We know who they are.</p> <p>Senator URQUHART: Ms Corbett is nodding her head.</p> <p>Mr Fahour: Ms Corbett is nodding to me to say yes, we know who they are.</p> <p>Senator URQUHART: No. She was looking at me and nodding to me.</p> <p>Mr Fahour: The question is: do you want, on the public record, the names of these post offices?</p> <p>Senator URQUHART: I am happy for you to provide them to me.</p>	<p>Pg94-95 27/5/2015</p>

				<p>Mr Fahour: Thank you very much.</p> <p>CHAIR: On that basis, we probably need to have them provided to the committee because if you provide them to us on notice they are a matter of public record...</p> <p>..Mr Fahour: I do not personally talk to 4,400 post offices.</p> <p>Senator URQUHART: But surely you would have talked to 14 that have closed.</p> <p>Mr Fahour: I am more than happy to get you the answer on notice.</p>	
86.	Australia Post	Senator Urquhart	Epsom LPO	<p>Senator URQUHART: Right, so that is not covered. I understand that the Epsom LPO is not sending out parcels and registered post which require a signature. Are you aware of that?</p> <p>Mr Fahour: Did you say Epsom post office?</p> <p>Senator URQUHART: Epsom LPO.</p> <p>Mr Fahour: I can take that on notice.</p> <p>Senator URQUHART: Yes please.</p> <p>Mr Fahour: I will investigate your question.</p> <p>Senator URQUHART: If you will, I would be interested, if that is the case, what might you be able to do to address it?</p> <p>Mr Fahour: Of course, I am happy to.</p>	Pg96 27/5/2015
87.	Australia Post	Senator Ruston	Franchisee resolution	<p>1-2. Do the Franchisees have access to the engagement agreement between their lawyer Bryan Belling and Australia Post for the purposes of the mediation between Australia Post and these franchisees? And if not, please explain why.</p> <p>Australia Post is paying Bryan Belling to act for the franchisees against Australia Post. Please explain why this is not a conflict of interest for Mr Belling?</p> <p>3-4. If the model litigant rules apply to Australia Post, what training is provided to its internal and external lawyers about the model litigant rules?</p> <p>What mechanism is in place at Australia Post to ensure the model litigant rules are complied with (if the model litigant rules are applicable).</p>	Written 10/6/2015
88.	Australia Post	Senator Ruston	Licensees dispute resolution process	<p>1-2. What percentage of licensees who enter an alternative dispute resolution process with Australia Post are self-represented (ie are not represented by a lawyer)?</p> <p>There is a vast difference in bargaining power between Australia Post and a self-represented licensee/franchisee. How does the Australia Post legal team deal with this power imbalance to ensure Australia Post acts ethically in their dealings?</p>	Written 10/6/2015
89.	Australia Post	Senator Ruston	Western Union Fees	<p>1-2. When was Ms Christine Corbett first aware that franchisees were being underpaid in relation to Western Union fees?</p> <p>Does Australia Post provide franchisees with a regular statement which sets out each individual payment the franchisee is entitled to and the frequency of these services? How does Australia Post ensure that the franchisees are being correctly paid for their services?</p>	Written 10/6/2015
90.	Australia	Senator	Bulk Purchases	In the most recent estimates, you mentioned that LPOs can buy products cheaper than Australia	Written

	Post	Urquhart		Post's online price. I have heard a number of concerns from LPOs that they wouldn't have the capacity to sell the products in the volumes they are required to purchase them in to get the discount. Do Australia Post's bulk purchase prices for LPOs take into consideration their sales capacity and often very limited capital availability? How has Australia Post been working with LPOs to address this issue?	3/6/2015
91.	Australia Post	Senator Urquhart	Ebay Promotions	I have been contacted by a constituent who told me he received five free prepaid postage satchels from eBay as part of a promotion. Was Australia Post a partner in this promotion? If so, how long did it run for? Are you aware how many satchels were / will be given out during the course of the promotion? What other promotions is Australia Post running in conjunction with eBay? Has Australia Post done any modelling on what the impact any promotions / partnerships would have on LPO income? What measures is Australia Post taking to ensure that LPOs aren't losing business as a result of these promotions through lost sales?	Written 3/6/2015
92.	Australia Post	Senator Urquhart	Smithton Mail Tender	I understand a tender for the Smithton mail run in Tasmania has recently been awarded. Is this correct? How many tenders were received? What processes does Australia Post have to keep applicants updated on the status of their tender? Does the successful tenderer hold other mail contracts? If so, how many and where? Who was awarded this tender? Aside from price, what other factors were considered when comparing the tenders? Is preference given to applications from local operators in the tender process?	Written 3/6/2015
93.	ACMA	Senator Dastyari	Scientific Apparatus licences – Trial	Mr Tanner: I am hazarding to you that the trials we are talking about may be something which NBN Co has run that I do not actually have knowledge of. But because we will certainly know if we have issued any apparatus licences for trials, I will take that question on notice. Senator DASTYARI: Can you also take on notice when the temporary licences expire? Mr Tanner: Sure.	Pg4 28/5/2015
94.	ACMA	Senator Dastyari	RALI	Senator DASTYARI: As part of the Radiocommunications Assignment and Licensing Instruction—RALI, I think, is its abbreviation—has ACMA agreed to any conditions that require any licences issued to NBN Co in this band to be modified, should the spectrum band be restructured in the future? Mr Tanner: Have we built into the RALI any requirement that the licences be modified in the event of a reconfiguration? Senator DASTYARI: Yes. Mr Tanner: We are not sure. I will have to take that question on notice. Senator DASTYARI: Take that on notice.	Pg6-7 28/5/2015
95.	ACMA	Senator	Satellite launch	Senator DASTYARI: I know this is probably a question for NBN Co, so if you cannot answer that	Pg9

		Dastyari		<p>is fine. What is the actual date at this point for the launching of the satellite? Is there a plan? When we are talking about this satellite issue, what is the actual date planned for that at the moment?</p> <p>Mr Tanner: I would have to take that on notice. It has dropped back a little. It had been going to be in, I think, the third quarter of this year but I think it may have dropped to 2016. I do not have a precise date. You might be better off taking it up with—</p> <p>Senator DASTYARI: Would NBN Co be the right people to ask?</p>	28/5/2015
96.	ACMA	Senator Dastyari	Spectrum licences	<p>Senator DASTYARI: The major use of spectrum licences as opposed to apparatus licences at this point in time is mobile phones; is that right?</p> <p>Mr Tanner: That would be the major, but it is certainly not the only. We have spectrum licence space being used for a number of other purposes, including satellite, for example.</p> <p>Senator DASTYARI: Does a figure on it exist?</p> <p>Mr Tanner: Certainly I could give you any amount of detail on the different bands and what they are used for, but I would prefer to take that on notice.</p> <p>Senator DASTYARI: If you could, that would be fantastic. The 900 megahertz that is used for GSM is still licensed on an apparatus licence basis—correct?</p>	Pg 12 28/5/2015
97.	ACMA	Senator McKenzie	Sandilands complaint	<p>Senator McKENZIE: As I said, the station that broadcast Mr Sandilands' interview was KIIS 106.5 FM. Do you know whether that particular program is syndicated to other stations? Does anybody at the table know?</p> <p>Mr Chapman: We will take it on notice.</p> <p>Senator McKENZIE: And potentially what the reach of that program was in terms of listeners.</p> <p>Mr Chapman: Certainly, we will take that on notice.</p> <p>Senator McKENZIE: I would appreciate that. Who owns that station?</p> <p>Mr Chapman: I will take that on notice.</p> <p>Senator McKENZIE: We do not know who owns KIIS 106.5?</p> <p>Mr Chapman: As I sit here today, my encyclopaedic memory of all the sorts of things that I have tried to indicate to you—</p>	Pg17 28/5/2015
98.	ACMA	Senator Bernardi	ACMA investigation number 2741	<p><u>Investigation 2741</u> Regarding ACMA investigation number 2741, (about a segment of a <i>Sunday Night</i> broadcast on Channel 7 on 4 September 2011). The segment related to a story on the Suruwaha tribe in Brazil. Mr Paul Raffaele was the producer of the story.</p> <ol style="list-style-type: none"> 1. Was Mr Raffaele or the journalist (Mr Noonan) questioned by the ACMA as part of its investigation? Did ACMA approach them at any time during the ACMA's investigation, before the ACMA's investigation report was completed? If so, on what date did the questioning take place? If not, why was the decision made to not question Mr Raffaele or Mr Noonan as part of the investigation? 	Written 5/6/2015

				<p>2. Did the ACMA question, or at any point consider questioning, the Suruwaha woman who was featured in the story (who claimed to have saved her child from infanticide) as part of their investigation? If so, on what date did the questioning take place? If not, why was the decision made to not question the woman as part of the investigation?</p> <p>3. Did the ACMA receive any correspondence from Mr Raffaele, requesting that his opinions be published by the ACMA? If so, what action did the ACMA take regarding Mr Raffaele's requests, and if no action was taken, what were the ACMA's reasons for not acting on Mr Raffaele's requests?</p>	
99.	NBN Co Ltd	Senator Conroy	Fixed Wireless	<p>Mr Adcock: The boxes had the capacity to run those speeds, yes, and we just enabled that to happen.</p> <p>Senator CONROY: Are these the 12/1 boxes? Have you finished switching out the 12/1 boxes? Because we started deploying 12/1 boxes and we ended up with 25/5 boxes. Is it both sets of boxes or you have now switched out all of the 12/1 boxes?</p> <p>Mr Adcock: As I understand it, the capacity out there in the network today took no box swaps. It was just a firmware-type issue, but I can come back with that.</p> <p>Senator CONROY: I will not torture you on how, because I know you are not actually an engineer. I would be interested in a short paper just on how it has been configured to achieve that.</p> <p>Mr Adcock: We will take that on notice.</p>	Pg56 28/5/2015
100.	NBN Co Ltd	Senator Bilyk		<p>Senator BILYK: How many premises in Tasmania are expected to be reached by the NBN by the end of 2016?</p> <p>Mr Adcock: I can get the answer for you.</p> <p>Senator BILYK: I am sorry, but I do have a bit of a hearing problem in one ear.</p> <p>Mr Adcock: My apologies. I will speak up. I will get that number. Do you want to know how many Tasmanian premises can expect to have the NBN by the end of FY 2016?</p> <p>Senator BILYK: Yes, to be ready for NBN by the end of 2016.</p> <p>Mr Adcock: Financial year 2016 or calendar year 2016?</p> <p>Senator BILYK: Both would be good. Do you have both?</p> <p>Mr Adcock: I will get both.</p> <p>Senator BILYK: When you say you will get it, are you saying that you will take it on notice or you have someone here that might be able to answer that?</p> <p>Mr Adcock: I will have the answer for you this evening.</p> <p>Senator BILYK: This evening?</p>	Pg 69 28/5/2015

				Mr Adcock: Yes.	
101.	NBN Co Ltd	Senator Bilyk	Tasmania – NBN connection	<p>Mr Adcock: I will go to the timeframe. As the plans come through we will put them out and multitechnology and the planning process will say, 'These ones should be fibre to the premise, these ones should be fibre to the node and these ones should be fixed wireless.' As per your earlier question on notice, we have provided a view of what our current thinking is and that will always be caveated on the fact that as we find more economic solutions or we find the most economic solutions it may change. As it stands at the moment—and, again, you will know the numbers better than I—there are about 230,000 premises in Tasmania in the fixed line footprint and there will be a technology split on those, at the moment, for the program, which I am more than happy to take on notice and try to get back to you across the program.</p> <p>Senator BILYK: I would appreciate it if you could take that on notice. The report also found that around 70 per cent of premises—</p>	Pg 70-71 28/5/2015
102.	NBN Co Ltd	Senator Urquhart	Rollout of NBN in Devonport	<p>Senator URQUHART: Will the network roll out in Devonport of NBN begin in June?</p> <p>Mr Adcock: I will confirm that very quickly for you. I can confirm that the designs for the start of Devonport have been issued. Whether construction will actually start on 1 June--</p> <p>Senator URQUHART: I did not say 1 June. My question was in June.</p> <p>Mr Adcock: The designs have been issued.</p> <p>Senator URQUHART: The designs have been issued?</p> <p>Mr Adcock: Yes.</p> <p>Senator URQUHART: But you do not know when the rollout will be?</p> <p>Mr Adcock: The period that I just ran through would normally be it, after the design had concluded and approved.</p>	Pg 73 28/5/2015
103.	NBN Co Ltd	Senator Urquhart	Construction on the Devonport and Bernie roll-outs	<p>Senator URQUHART: So, why is your website right now not showing anything happening in Devonport at all?</p> <p>Mr Adcock: I can take that on notice and I will come back.</p> <p>Senator URQUHART: I am sure you could get someone to have a look at the website.</p> <p>Mr Adcock: Yes. They are having a look now.</p> <p>Mr Morrow: It would be here. If construction has started it would be on the website.</p> <p>Mr Adcock: It is field preparation. They are actually in the network.</p> <p>Senator URQUHART: There is absolutely nothing showing. There is a red pin on the thing that says 'Drag me'.</p> <p>Mr Morrow: There is other information. There are a lot of things on the website to go in to find out if you are in the building preparation, in the construction phase or if you are completed and ready for service. Before the committee is over we will give you the very specific information that would be indicating exactly the state of that area.</p> <p>Senator URQUHART: That would be useful, because I am sure that the people of Devonport were</p>	Pg75 28/5/2015

				very happy when they read that the advice from the government was that it was going to be rolled out in June or start in June but that does not appear to be the case at all.	
104.	NBN Co Ltd	Senator Conroy	Fixed Wireless Upgrade	<p>Senator CONROY: Yes, and all those sorts of things. I am happy if you take it on notice. I do not need the answer today. I am actually genuinely interested in if there are other things that have been sacrificed to deliver a headline number. There may not be; I do not know. But I do know how it was configured and why it was configured in particular ways, and I am just interested to see which variables got moved to deliver that.</p> <p>Mr Adcock: Again, without trying to dress it up in any way, I believe the 50/20 is a best efforts; it is not a guarantee.</p> <p>Senator CONROY: It is just a question of whether by doing best efforts upwards, it means that the downwards one becomes best efforts as well.</p> <p>Mr Morrow: Again, it is our belief that there is no field change that is necessary, but we will come back to you with the details of what it is.</p> <p>Senator CONROY: Of what you have done to enable you to get that, and has it sacrificed other parts of the performance?</p> <p>Mr Morrow: Okay.</p>	Pg75-76 28/5/2015
105.	NBN Co Ltd	Senator Urquhart	NBN rollout in Devonport	<p>Senator URQUHART: In terms of the design, you talked about the Devonport designs being issued. Can you give me a date for when that was issued?</p> <p>Mr Adcock: I said earlier I could not, but I would come back to you. It was sometime in the last six weeks.</p> <p>Senator URQUHART: Sorry, I missed that. So you will come back tonight?</p> <p>Mr Adcock: I do not know that I can come back tonight. If I cannot come back tonight, I will respond on notice as to when the designs were issued for Devonport.</p>	Pg76 28/5/2015
106.	NBN Co Ltd	Senator Urquhart	NBN rollout in North-west and Westcoast communities in Tasmania	<p>Senator URQUHART: I just want to run through some other north-west and west coast communities in Tasmania that were due to receive the full fibre NBN rollout under Labor. Can you give me an update on when the rollout is scheduled for the following towns, what technology will be used and when will the rollout start and finish?</p> <p>Mr Adcock: I will tell you in advance I will take them all on notice because I do not have each individual geography here in front of me at this point in time.</p> <p>Senator URQUHART: I will go through the towns so that you have them and you know what I am after. They are Ulverstone, Penguin, Sulphur Creek, Haybridge, Queenstown, Railton, Rosebery, Westbury, Wynyard and Zeehan.</p>	Pg76 28/5/2015
107.	NBN Co Ltd	Senator Bilyk	MTM rollout plan – Tasmania	<p>Senator BILYK: I have one follow-up question to my other questions. When will planning start for any areas in Tasmania that are not yet in the MTM rollout plan?</p> <p>Mr Morrow: We can check within the list of those areas to where we intend to start construction over the next 18 months. If they are within that, that would be the answer, that it is basically over the next 18 months. If it is beyond that 18-month period, then we have not brought the planning together yet well enough to be able to give that answer.</p>	Pg76 28/5/2015

				<p>Senator BILYK: So you can take on notice and give me a list of the areas that are in there for the next 18 months?</p> <p>Mr Morrow: Exactly, yes.</p>	
108.	NBN Co Ltd	Senator Conroy	Telstra FTTN footprint	<p>Senator CONROY: The logical thing to do. I think you pointed out previously that you expect to serve about 200 premises with each node. Is that still the case?</p> <p>Mr Adcock: That is not the case at the moment with our planning assumptions. Part of the construction trials that we are currently planning it is a bit less than 200.</p> <p>Senator CONROY: A bit less, so 180? That was my original recollection.</p> <p>Mr Adcock: I think at the moment it is about 173 or 175. That is our current modelling.</p> <p>Mr Morrow: On average.</p> <p>Mr Adcock: On average.</p> <p>Senator CONROY: I thought the number was around 180. That was my understanding. We will call it a 175 average. Now, what distribution cable are you laying in the Telstra FTTN footprint? How many fibres—the big fat one?</p> <p>Mr Adcock: I believe, again, it goes on when the designers look at the node and look at the capacity required so can I—</p> <p>Senator CONROY: Given they are all roughly 175, it would be the same size?</p> <p>Mr Adcock: But that is an average. I will come back to you with that. There are contextual rules around that.</p> <p>Mr Morrow: Are you asking how many fibres go to the fibre to the node?</p> <p>Senator CONROY: Yes, into the back.</p> <p>Mr Morrow: We will come back to you and give you that answer.</p> <p>Senator CONROY: If it is possible, this afternoon or this evening. How many nodes is the distribution cable serving?</p> <p>Mr Adcock: I am sorry?</p> <p>Senator CONROY: Is the distribution cable just one node?</p> <p>Mr Adcock: No. That is what I am saying. It depends on the area and the density. There is a whole series of network planning rules around that. That is why I was a bit thrown by your question.</p> <p>Senator CONROY: I am interested in what size. I would be surprised if they are different sized cables because there is not that much difference between them. It depends on whether they are branching off.</p> <p>Mr Adcock: There are towns where you have a handful of nodes versus Williamstown where you have a lot more dense population.</p>	pg 92 – 93 28/5/2015
109.	NBN Co Ltd	Senator Conroy	FTTN rollout	<p>Senator CONROY: When do you envisage you will get the FTTN rollout to full speed? The strategic review says 2018 on page 96. Is that still the forecast? The FTTN rollout to full speed; you said 2018 on page 96. Is that still the forecast?</p> <p>Mr Adcock: We are escalating through 2016, 2017 and 2018. At this point 2018 is still peak in our plan.</p>	Pg 93 28/5/2015

				<p>Senator CONROY: So, how many premises do you forecast will be passed with FTTN by the end of the calendar year?</p> <p>Mr Adcock: The calendar year?</p> <p>Senator CONROY: Yes, December.</p> <p>Mr Adcock: I will come back to you on that because we work in financial year to financial year and again, passed. I want to be very careful because I do not want to go down this path again. with standing nodes for premises able to be served.</p> <p>Mr Morrow: This is part of our corporate plan that we have to have a period before we can declare what our use of the plan is.</p>	
110.	NBN Co Ltd	Senator Urquhart	NBN Co's headline Forecasts	<p>1. During the budget estimates hearing in May 2015, when asked if he would disclose NBN Co's headline forecasts—specifically NBN Co's headline cost, revenue and rollout forecasts—Mr Bill Morrow said “it would be my choice not to, and to rely on the government to do so.” Later in the hearing, the following exchange took place:</p> <p><i>Senator CONROY: You have made it clear, Mr Morrow. You said, 'Even if I was not directed by the minister I still would not provide this information.'</i></p> <p><i>Mr Morrow: To the general public. Of course there is certain information that is going to change so, no, I would not provide that just generally to the public. I can tell you I have run publicly traded companies and privately owned companies and I have never released that kind of information to the general public.</i></p> <p>a. NBN Co's 2014-17 Corporate Plan repeats the headline forecasts from the Strategic Review. These are set out in Exhibit 9-5 Financial Assumptions from Strategic Review Scenario 6 (MTM) on page 49. Please list all headline forecasts—in particular, those forecasts set out in Exhibit 9-5 of the 2014-17 Corporate Plan—that have been issued by NBN Co since the Strategic Review, 18 months ago.</p> <p>b. During the budget estimates hearing, Mr Morrow said: “[the] strategic review is old news for us; it is the new plan that we are moving forward on.” Is it correct to say that Mr Morrow has said that the Strategic Review is no longer an accurate reflection of how NBN Co intends to invest taxpayer money?</p> <p>c. Does Mr Morrow understand that the “shareholder Ministers” perform their role on behalf of the Australian public?</p> <p>d. What information does NBN Co believe the Australian public needs to know to understand how NBN Co is planning to invest the \$29.5 billion in equity that taxpayers are providing for the NBN?</p>	Written 3/6/2015
111.	NBN Co Ltd	Senator Urquhart	NBN Co strategic review	<p>1. The NBN Co Strategic Review states of Scenario 6 (the Multi-Technology Mix, or MTM) that the “Deployment [will be] completed by end” calendar year 2020 (see Table 0-2 on page 17).</p> <p>a. What is NBN Co's latest forecast, as expressed in NBN Co's 2015-18 Corporate Plan, for</p>	Written 3/6/2015

- the deployment completion date for the Multi-Technology Mix?
- b. What is NBN Co's latest forecast, as expressed in the 2015-18 Corporate Plan, for the following (if the answer can only be expressed as a range, please provide the range):
- Total peak funding (debt and equity) for the MTM;
 - Total peak funding (equity only) for the MTM;
 - Cumulative revenues until the deployment completion date (under different revenue trajectories, if applicable);
 - Cumulative capital expenditure until the deployment completion date;
 - Cumulative operating expenditure until the deployment completion date;
 - Total government equity until the deployment completion date;
 - Total debt funding until the deployment completion date.

1. On page 92 of NBN Co's 2012-15 Corporate Plan, NBN Co provides its forecast summary financials in nominal dollars:

Exhibit 9-2: Forecast Summary Financials (Nominal Dollars)

June YE	Total (FY2011 to Dec 2020)	Total (FY2011 to FY2021)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2028
Total Premises Passed - Fibre ('000s)	11,492	12,262	18	39	341	1,307	2,912	4,625	6,279	7,838	9,283	10,783	12,202	13,467
Total Connected - Fibre ('000s)	8,060	8,513	1	4	54	487	1,515	3,036	4,341	5,594	6,695	7,607	8,513	10,010
Premises Covered - Fixed Wireless & Satellite ('000s)	968	974	165	174	320	374	752	907	921	934	948	961	974	1,055
Total Connected - Fixed Wireless & Satellite ('000s)	226	232	0	10	38	64	100	145	161	191	206	219	232	303
Total Connected ('000s)	8,286	8,745	1	14	92	551	1,615	3,181	4,502	5,785	6,901	7,827	8,745	10,313
Total Revenue	19,970	23,058	-	2	18	130	529	1,346	2,281	3,221	4,290	5,167	6,175	9,769
Total Operating Expenditure	(24,819)	(26,294)	(337)	(521)	(1,093)	(1,777)	(2,903)	(3,628)	(3,294)	(3,251)	(3,201)	(3,037)	(3,151)	(2,437)
EBITDA	(4,849)	(3,237)	(337)	(519)	(1,076)	(1,657)	(2,375)	(2,282)	(1,113)	(130)	999	2,130	3,024	7,332
EBITDA Margin	(24)%	(14)%	N/A	N/A	N/A	N/A	(44)%	(17)%	(49)%	(41)%	(34)%	(41)%	(49)%	(25)%
EBIT	(13,338)	(12,650)	(356)	(589)	(1,328)	(2,070)	(3,015)	(3,190)	(2,234)	(1,410)	(415)	591	1,355	5,544
Net Cash Interest (Funding Costs)	(2,099)	(2,580)	33	60	55	72	83	(1)	(176)	(344)	(615)	(786)	(961)	(188)
EBT	(15,427)	(15,230)	(323)	(529)	(1,273)	(1,998)	(2,932)	(3,191)	(2,400)	(1,754)	(1,010)	(194)	394	5,356
Total Capital Expenditure	(35,681)	(37,354)	(463)	(888)	(3,191)	(3,946)	(5,016)	(4,920)	(4,234)	(3,986)	(3,764)	(3,610)	(3,355)	(1,536)
Movement in Working Capital	(30)	(80)	38	193	495	241	98	(251)	(284)	(311)	(103)	(94)	(99)	(90)
Cash Tax	-	-	-	-	-	-	-	-	-	-	-	-	-	(1,607)
Reversed Free Cash Flow	(42,659)	(43,354)	(729)	(1,155)	(3,717)	(5,290)	(7,211)	(7,454)	(5,787)	(6,772)	(3,479)	(2,360)	(1,391)	3,011
Government Funding			1,362	2,832	7,504	13,623	20,787	25,047	28,949	30,400	30,400	30,400	30,400	19,297
Debt Funding			-	-	-	-	523	2,008	3,816	6,619	10,023	12,267	13,653	1,678
Total Funding			1,362	2,832	7,504	13,623	20,810	27,055	32,765	37,019	40,423	42,667	44,053	20,975
Debt / EBITDA			0.0 x	0.0 x	0.0 x	0.0 x	(0.2)x	(0.9)x	(3.4)x	(5.0)x	(6.0) x	(5.8) x	(4.5) x	0.2 x
Debt / Total Funding			0.0%	0.0%	0.0%	0.0%	2.5%	7.4%	11.6%	17.9%	24.8%	28.8%	31.0%	8.0%

Source: NBN Co

Please provide NBN Co's forecast summary financials for the Multi-Technology Mix as per Exhibit 9-2, as assumed in the 2015-18 Corporate Plan, for the following financial years: FY2015, FY2016, FY2017, FY2018, FY2019, FY2020, FY2021, FY2028 and FY 2040 and (if it falls outside these dates) the build completion date for the MTM.

Written
3/6/2015

112.

NBN Co
Ltd

Senator
Urquhart

Corporate Plan

113.	NBN Co Ltd	Senator Urquhart	NBN Co's brownfields	<p>1. What are NBN Co's brownfields deployment forecasts for premises passed (RFS) and premises activated, for each access technology used under the MTM,² as at:</p> <ul style="list-style-type: none"> a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. the deployment completion date. <p>Please provide this information as per table at Attachment A, or similar, format.</p>	Written 3/6/2015
114.	NBN Co Ltd	Senator Urquhart	NBN Co's Greenfields	<p>1. What are NBN Co's greenfields deployment forecasts for lots/premises passed and premises activated, for each access technology used under the MTM, as at:</p> <ul style="list-style-type: none"> a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. the deployment completion date. <p>Please provide this information as per table at Attachment A, or similar, format</p>	Written 3/6/2015
115.	NBN Co Ltd	Senator Urquhart	Telecommunication s Infrastructure in new developments	<p>1. As set out in the Government's policy paper "Telecommunications infrastructure in new developments: A new approach to competition," NBN Co will introduce new deployment charges in greenfields from 1 March 2015 and a new connection charge and backhaul charge from 1 July 2015. This was discussed during the May 2015 Budget estimates hearing:</p> <p>Senator CONROY: <i>What is NBN Co's assumption of the number of greenfields premises that NBN Co will serve in financial year 2016?</i></p> <p>Mr Morrow: <i>Again, that is part of the corporate plan.</i></p> <p>Senator CONROY: <i>I assume that in your numbers you are now going to lose some as cherry-picking sets in?</i></p> <p>Mr Morrow: <i>Indeed.</i></p> <p>Senator CONROY: <i>And you have to factor that in?</i></p> <p>Mr Morrow: <i>Yes.</i></p> <p>Senator CONROY: <i>How much revenue do you expect to raise from your new taxes and charges in 2016?</i></p> <p>Mr Morrow: <i>That is part of the corporate plan.</i></p> <p>Senator CONROY: <i>And out to 2021?</i></p> <p>Mr Morrow: <i>That is part of the corporate plan.</i></p> <p>Senator CONROY: <i>You are setting a record. How much revenue will you lose to non-NBN</i></p>	Written 3/6/2015

² These include Fibre-to-the-Premises (FTTP), Fibre-to-the-Basement (FTTB), Fibre-to-the-Node (FTTN), Fibre-to-the-Distribution Point (FTTdp), Hybrid Fibre Coaxial (HFC), Fixed wireless (FW) and the Long Term Satellite Service (LTSS).

				<p><i>developments in 2016?</i></p> <p>Mr Morrow: <i>Again, that is part of the corporate plan.</i></p> <p>Senator CONROY: <i>And out to 2021?</i></p> <p>Mr Morrow: <i>It is beyond the corporate plan.</i></p> <p>Senator CONROY: <i>Nice try. That will still count. How do the changes affect NBN Co's capex and opex assumptions in greenfields? Are you likely to be doing the more expensive ones?</i></p> <p>Mr Morrow: <i>We have taken all that into account in our assumptions that are made into the corporate plan at this point.</i></p> <p>Senator CONROY: <i>What is the net result of peak funding? What assumptions have you made in the 2015-18 corporate plan? Is the policy change neutral? Is it negative? Is it positive? You were quite happy to tell us when one was neutral or a save.</i></p> <p>a. How much revenue does NBN Co expect to earn from these charges by:</p> <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. <p>b. How many greenfields premises does NBN Co envisage will now be served by the private sector instead of NBN Co by:</p> <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. <p>c. How much revenue does NBN Co expect to forego by not serving these developments by:</p> <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. <p>d. How much capital expenditure and operating expenditure will NBN Co not incur by not serving these developments by:</p> <ol style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. The deployment completion date. <p>e. What are NBN Co's assumptions of the impact of these charges on peak funding?</p>	
116.	NBN Co Ltd	Senator Urquhart	Various roll-out costs (labour/ducts)	<p>1. How much does NBN Co assume FTTN (brownfields) will cost, on a per premises basis, as at:</p> <ol style="list-style-type: none"> a. 30 June 2016; 	Written 3/6/2015

				<p>b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>2. If applicable, how much does NBN Co assume FTTN (greenfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>3. How much does NBN Co assume FTTP (brownfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>4. How much does NBN Co assume FTTP (greenfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>5. How much does NBN Co assume FTTdp (brownfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016; b. 30 June 2017; c. 30 June 2018; and d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>6. If applicable, how much does NBN Co assume FTTdp (greenfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016; b. 30 June 2017;</p>	
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| | | | | <p>c. 30 June 2018; and
d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>7. How much does NBN Co assume HFC (brownfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016;
b. 30 June 2017;
c. 30 June 2018; and
d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>8. How much does NBN Co assume HFC (greenfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016;
b. 30 June 2017;
c. 30 June 2018; and
d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>9. How much does NBN Co assume FTTB (brownfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016;
b. 30 June 2017;
c. 30 June 2018; and
d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>10. If applicable, how much does NBN Co assume FTTB (greenfields) will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016;
b. 30 June 2017;
c. 30 June 2018; and
d. The deployment completion date.</p> <p>For each of these answers, please indicate the proportion of the cost made up of capitalised internal labour and duct costs.</p> <p>11. How much does NBN Co assume fixed wireless will cost, on a per premises basis, as at:</p> <p>a. 30 June 2016;
b. 30 June 2017;
c. 30 June 2018; and
d. The deployment completion date.</p> | |
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117.	NBN Co Ltd	Senator Urquhart	NBN Co's AVC profile	1-4. What is NBN Co's AVC profile assumption for FTTN (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. What is NBN Co's AVC profile assumption for FTTB (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. What is NBN Co's AVC profile assumption for HFC (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028. What is NBN Co's AVC profile assumption for FTTdp (to FY2028)? Please provide as a table listing the percentage take up of each speed tier, for each year from FY2015 to FY2028.	Written 3/6/2015
118.	NBN Co Ltd	Senator Urquhart	Fibre serving area module	1-2. How long, on average, did it take NBN Co to complete a fibre serving area module in: a. FY2013 b. FY2014 c. FY2015 How long, on average, does NBN Co assume it will take to complete a fibre serving area module in a. FY2016 b. FY2017 c. FY2018	Written 3/6/2015
119.	NBN Co Ltd	Senator Urquhart	Consultation Paper – Third consultation	According to the Consultation Paper "Long Term Satellite Product Construct – Initial Product Set and changes to NPIS – Third Consultation", NBN Co proposes to charge Long Term satellite customers: <ul style="list-style-type: none"> • an Access Component Reactivation fee • a Late Cancellation (Site Visit required) fee • a Missed Appointment fee • incidental charges for premises in "Limited Access Region" <ul style="list-style-type: none"> a. How much revenue does NBN Co expect to earn from these measures by: <ul style="list-style-type: none"> i. 30 June 2016; ii. 30 June 2017; iii. 30 June 2018; and iv. the deployment completion date. b. How do these charges align with the company's obligation to provide Uniform National Wholesale Pricing? 	Written 3/6/2015
120.	NBN Co Ltd	Senator Urquhart	Commercial Cherry Picking	During the Budget Estimates hearing on 28 May 2015, the issue of commercial cherry picking was discussed: <i>Senator CONROY: If an inner city residential building is served by competing provider TPG, will NBN leave that building alone and not connect it? That is an important question.</i> <i>Mr Morrow: That is a case-by-case scenario at this point.</i>	Written 3/6/2015

Senator CONROY: Why is it case by case?

Mr Morrow: Because what we do is look at what is the market share that we would be able to pool; is it economically feasible to go in there? Let us say, for example, if one of the companies—whether it is TPG or anybody else—has a building locked up, 99 per cent of the apartments or flats in there are using their service, they have a great deal. It is not something where we want to go in and we are not going to go in and overbuild. However, just the opposite: if you look at it and they only have 10 per cent of that building penetrated, or 10 per cent of that market share, we think that it is a high take-up rate possibility for us and it pays the economics back for us building that out. That right now is the intent, but we are evaluating this as we go.

Senator CONROY: By definition, if you decide not to go into buildings that you were previously not going to be competed in, you are going for a smaller customer base?

Mr Morrow: That could be the case, yes. If there is—

Senator CONROY: If there were X amount of basements to be in and you have decided you are only going into X minus three, then by definition your customer base-revenue base are going to be smaller?

Mr Morrow: Indeed, and the cost is lower as well.

Senator CONROY: That would be what we call a negative.

Mr Morrow: If the cost is lower as well. It depends on what your profitability was against that.

Senator CONROY: Yes. It did not previously. It is a revenue question I am asking, not the net outcome—

Mr Morrow: I understand.

Senator CONROY: You have less revenue because you are not going into every basement as was previously the case?

Mr Morrow: That is correct

- a. What are NBN Co's assumptions of the number of buildings (and premises) it will not serve because NBN Co deems it not 'economically feasible to go in there' in:
 - i. FY2015;
 - ii. FY2016;
 - iii. FY2017;
 - iv. FY2018; and
 - v. By the deployment completion date.
- b. What are NBN Co's assumptions of the revenue NBN Co will forego by not serving buildings NBN Co deems are not 'economically feasible' in:
 - i. FY2015
 - ii. FY2016;
 - iii. FY2017;
 - iv. FY2018; and

				<ul style="list-style-type: none"> v. By the deployment completion date. c. What are NBN Co's assumptions of the revenue NBN Co will forego from lower prices to compete with cherry pickers in: <ul style="list-style-type: none"> vi. FY2015 vii. FY2016; viii. FY2017; ix. FY2018; and x. By the deployment completion date. d. What are NBN Co's assumptions of the capital expenditure and operating expenditure it will not incur by not serving buildings NBN Co deems are not 'economically feasible' in: <ul style="list-style-type: none"> i. FY2015 ii. FY2016; iii. FY2017; iv. FY2018; and v. By the deployment completion date. e. What is NBN Co's assumption on the impact on peak funding from these policy changes? 	
121.	NBN Co Ltd	Senator Urquhart	SSC – QoN 18 from 12 March	<p>An answer to question on notice (Number 18 from the 12 March hearing of the Select Committee) states that “The Strategic Review Scenario 6 capex of \$30 billion provides for an upgrade of legacy Hybrid Fibre Coaxial (HFC) services on the Telstra and Optus networks to DOCSIS 3.0 and acquisition of the Cable Modem Termination System (CMTS) equipment for the HFC networks.”</p> <ul style="list-style-type: none"> a. What is the additional capex cost of upgrading to DOCSIS 3.1 in 2017? b. What is the impact on peak funding from upgrading to DOCSIS 3.1 in 2017? 	Written 3/6/2015
122.	NBN Co Ltd	Senator Urquhart	Draft WBA	<p>NBN Co's latest draft of its WBA indicates that it will only guarantee to RSPs a peak information rate of 12/1 mbps on the FTTN network for the co-existence period.</p> <ul style="list-style-type: none"> a. How long is the co-existence period? (If the answer can only be expressed as a range, please provide the range). b. Is it possible that the co-existence period could last until all special services are migrated? c. Does NBN Co anticipate mandatory migration in FTTN areas to the NBN? (i.e. will people receiving services on ADSL2+ that are faster than 12/1 mbps be forced to migrate once the area is declared RFS)? If so, how soon will this occur after an area is declared RFS? d. If there is no forced migration, what effect does NBN Co anticipate the 12/1 minimum PIR will have on take up during the co-existence period? e. Has NBN Co revised its revenue forecasts to reflect the effect on take up during the co-existence period? If not, why not? If so, what will be the revenue effect for: <ul style="list-style-type: none"> i. FY2016; ii. FY2017; 	Written 3/6/2015

				<p>iii. FY2018; and</p> <p>iv. Cumulative until the deployment completion date.</p>	
123.	NBN Co Ltd	Senator Urquhart	Distribution Area, Fibre Distribution Area and Access Distribution Area	<p>The response to Question on Notice No. 56 from the Additional Estimates Hearings states that an “Access Distribution Area (ADA)” will definitively determine the technology used in the MTM rollout. However, in its response to Question on Notice No. 55 from the Additional Estimates Hearings, NBN Co’s answer to part c says that a “Distribution Area (or Fibre Distribution Area)” will not be able to determine the technology.</p> <p>a. What is the difference, if any, between a Distribution Area, Fibre Distribution Area and Access Distribution Area?</p> <p>b. Why does an Access Distribution Area definitively determine an access technology, but not a Distribution Area or a Fibre Distribution Area?</p>	Written 3/6/2015
124.	NBN Co Ltd	Senator Urquhart	NBN Co 18 Month MTM plan	<p>According to the NBN Co 18 Month MTM plan released in April 2015, only a limited number of Fixed-Line Service Areas are expected to utilise Fibre to the Premises as the “Proposed Technology”.</p> <p>When does NBN Co expect the last build to commence where the proposed technology is “Fibre to the Premises”?</p>	Written 3/6/2015
125.	NBN Co Ltd	Senator Urquhart	Integrated Product Roadmap dated April 2015	<p>According to NBN Co’s Integrated Product Roadmap dated April 2015, NBN Co states that they will be migrating customers from temporary POI to the permanent POI in 2016.</p> <p>How will NBN Co handle the transition of POIs where Access Seekers do not have infrastructure at the permanent POI?</p>	Written 3/6/2015
126.	NBN Co Ltd	Senator Urquhart	Fibre Serving Area Modules	<p>On 7 May 2015, NBN Co removed the following 22 Fibre Serving Area Modules from the NBN Co rollout map:</p> <ul style="list-style-type: none"> • 2BLK-08 • 2DBB-06 • 2CAM-03 • 2CAM-04 • 2HOM-05 • 2HOM-06 • 2LIV-06 • 2LIV-09 • 3FSR-02 • 3FSR-11 • 3KEY-06 • 3WER-04 • 4AAR-04 • 4AAR-05 • 4APL-05 	Written 3/6/2015

				<ul style="list-style-type: none"> • 4BDB-04 • 4NDG-04 • 4NDG-05 • 4NDG-06 • 5MOD-08 • 6APP-05 • 6SPT-05 <p>a. In each case, what was the reason for the removal?</p> <p>b. Please indicate which access technology is now planned for each of these FSAMs.</p>	
127.	NBN Co Ltd	Senator Urquhart	Norwest Business Park receiving Fibre to the Premises	<p>On 13 May 2015, the Minister for Communications announced that Norwest Business Park will be receiving Fibre to the Premises.</p> <p>a. Why does the NBN Co 18 Month rollout plan, released in April 2015, not show this?</p> <p>b. When will fibre be ready for service for Norwest Business Park?</p>	Written 3/6/2015
128.	NBN Co Ltd	Senator Urquhart	NBN Co 18 Month rollout plan	<p>A media release by Alex Hawke MP, dated 8th May 2015, states: “work [is] due to commence in areas covering an additional 14,200 premises over the next 18 months, covering Bella Vista, Castle Hill, Cherrybrook, Glenhaven, Kellyville, Rouse Hill, The Ponds and West Pennant Hills” (see: http://www.alexhawke.com.au/media/media-releases/nbn-coming-norwest-business-park).</p> <p>However, the NBN Co 18 Month rollout plan, released in April 2015, states that construction for only 4,300 premises will commence over the next 18 months.</p> <p>a. Was the information released by Alex Hawke MP provided to Alex Hawke by NBN Co?</p> <p>b. Is the information accurate?</p> <p>c. Why is there a discrepancy between the 18 month rollout plan and the numbers in Alex Hawke’s media release?</p>	Written 3/6/2015
129.	NBN Co Ltd	Senator Urquhart	Statement of expectations	<p>The Government’s statement of expectations to NBN Co requires that “NBN Co will prioritise areas identified as poorly served by the ‘Broadband Availability and Quality Report’ published by the Department of Communications in February 2014...”</p> <p>a. The analysis does not use the term “poorly served”. What criteria has NBN Co developed to determine if an area is “poorly served”?</p> <p>b. In the NBN Co 18 Month rollout plan, how many premises are considered “poorly served” by the ‘Broadband Availability and Quality Report’?</p>	Written 3/6/2015
130.	NBN Co Ltd	Senator Urquhart	Network Design Rules	<p>NBN Co’s <i>Network Design Rules</i> document was last publicly updated on 1st July 2014.</p> <p>a. Has there been an updated <i>Network Design Rules</i> document produced since 1st July 2014?</p> <p>b. Given the introduction of the Multi-Technology Mix, will NBN Co release an updated <i>Network Design Rules</i> document on the public website?</p>	Written 3/6/2015
131.	NBN Co	Senator	Technology Choice	NBN Co’s Technology Choice Policy Frequently Asked Question (FAQ) document states in the	Written

	Ltd	Urquhart	Policy Frequently Asked Question	<p>response to Question 4: “Ideally an Area Switch application should be made before the rollout of the network...”</p> <ol style="list-style-type: none"> a. Given the 18 Month Rollout Plan released by NBN Co only indicates whether or not a mix of technologies (Multi Technology Mix) will be used in a suburb (and not which technologies will be used in which area), how does NBN Co envisage that communities will know what technology is originally planned for an area so that they can then decide to apply? b. Given the 18 month Rollout Plan released by NBN Co does not inform Australians about when construction will start in an area, how does NBN Co consider that applicants will know when to submit an application? 	3/6/2015
132.	NBN Co Ltd	Senator Urquhart	Question on Notice No. 51 from Additional Estimates Hearings February 2015	<p>In NBN Co’s answer to Question on Notice No. 51 from Additional Estimates Hearings February 2015, NBN Co refused to answer the question on the basis that (a) NBN Co has not finalised the FY16 budget and (b) “Generally, the current Corporate Plan 2014-2017 published in November 2014 did not envisage the change in policy. The company is currently working on the Corporate Plan that will be provided to Shareholder Ministers for 2015-18.”</p> <p>Now that (a) NBN Co has finalised the FY16 budget and (b) the 2015-18 Corporate Plan has been provided to Shareholder Ministers, please answer the questions asked in Question on Notice No. 51 from Additional Estimates Hearings February 2015.</p>	Written 3/6/2015
133.	NBN Co Ltd	Senator Urquhart	Tata Consultancy Services	<p>Has NBN Co finalised an agreement with Tata Consultancy Services, or another company in the Tata Group, for the provision of IT services (in addition to the contract for design)? If so:</p> <ol style="list-style-type: none"> a. What is the value of this contract? b. What is the term of this contract? c. Does NBN Co consider that Australia has sufficient numbers of skilled workers to be employed by Tata? d. If no, who is responsible for ensuring a suitably skilled workforce is available in Australia? e. If NBN Co, what plan is in place to develop the required skills in the Australian workforce? f. If Tata, what contractual obligations are there to develop the required skills in the Australian workforce? 	Written 3/6/2015
134.	NBN Co Ltd	Senator Urquhart	Milestone of one million premises	<p>On 3 June 2015, the Minister announced that NBN Co has passed the milestone of one million premises serviceable.</p> <p>As of 3 June 2015, how many premises were serviceable on the technologies introduced as part of the Multi-technology Mix (FTTN, FTTB and HFC)?</p>	Written 3/6/2015
135.	NBN Co Ltd	Senator Urquhart	Employee engagement survey	<p>Has NBN Co conducted an employee engagement survey since FY2014?</p> <ol style="list-style-type: none"> a. If not, why not? b. If so, please indicate the “measure of engagement behaviours at NBN Co” metric result from this survey. 	Written 3/6/2015

				c. Please provide any communications provided to staff on the results of the survey and actions proposed to be taken by NBN Co management as a result.	
136. (a) Programme 1.1 (b) ABC (c) SBS (d) Aust Post (e) ACMA (f) NBN Co (g) TUSMA	Portfolio	Senator Ludwig	Non-Australian Citizens Employed by the Department/Agency	1. What is the Department/Agency's policy with regard to hiring non-Australian citizens? 2. Does the agency have a Culturally and Linguistically Diverse (CALD) policy? If yes, please provide a summary. 3. How does the Department/Agency determine whether a person is a non-Australian citizen? 4. How many staff who were not Australian Citizens have been hired by the Department/Agency since the Federal Election in September, 2013? Please break the numbers down by: <ol style="list-style-type: none"> Levels at which they are employed Immigration Status (Visa) Cultural Background Linguistic Background How many were hired to satisfy CALD targets? 	Written 17/6/2015
137. (a) Programme 1.1 (b) ABC (c) SBS (d) Aust Post (e) ACMA (f) NBN Co (g) TUSMA	Portfolio	Senator Ludwig	Departmental Dispute Resolution	1. How are disputes between departmental and/or agency staff mediated? 2. Are any outside firms contracted to assist with this process? If yes: please list them, please include: <ol style="list-style-type: none"> The structure of payments made to each firm (e.g. retainers, fees for each consultation etc). Amount paid to each firm since the last budget. When the contract with the firm commenced. When the contract with the firm will expire. Why the firm was selected to provide the service. Please provide a list of disputes referred to the firm, including a brief description of the dispute. 3. How are code of conduct violations by departmental and/or agency staff mediated? 4. Are any outside firms contracted to assist with this process? If yes: please list them, please include: <ol style="list-style-type: none"> The structure of payments made to each firm (e.g. retainers, fees for each consultation etc). 	Written 17/6/2015

Brownfields Deployment Forecasts

	Premises Passed (FTTP)	Premises Passed (FTTN)	Premises Passed (FTTB)	Premises Passed (HFC)	Premises Passed (FTTdp)	Premises Passed (FW)	Premises Passed (LTSS)	TOTAL
FY2016								
FY2017								
FY2018								
Rollout end								

Brownfields Activations Forecasts

	Premises Activated (FTTP)	Premises Activated (FTTN)	Premises Activated (FTTB)	Premises Activated (HFC)	Premises Activated (FTTdp)	Premises Activated (FW)	Premises Activated (LTSS)	TOTAL
FY2016								
FY2017								
FY2018								
Rollout end								

Attachment B

Greenfields Deployment Forecasts

	Lots/ Premises Passed (FTTP)	Lots/ Premises Passed (FTTN)	Lots/ Premises Passed (FTTB)	Lots/ Premises Passed (HFC)	Lots/ Premises Passed (FTTdp)	Lots/ Premises Passed (FW)	Lots/ Premises Passed (LTSS)	TOTAL
FY2016								
FY2017								
FY2018								
Rollout end								

Greenfields Activations Forecasts

	Premises Activated (FTTP)	Premises Activated (FTTN)	Premises Activated (FTTB)	Premises Activated (HFC)	Premises Activated (FTTdp)	Premises Activated (FW)	Premises Activated (LTSS)	TOTAL
FY2016								
FY2017								
FY2018								
Rollout end								