



Future Telecommunications in Thailand



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Commissioner

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Agenda

- ▶ **Telecoms sector role in Thai economy**
- ▶ **Character of Thai telecoms sector**
- ▶ **Convergent regulator**
- ▶ **Telecoms Master Plan**
- ▶ **3G/4G Updated in Thailand**



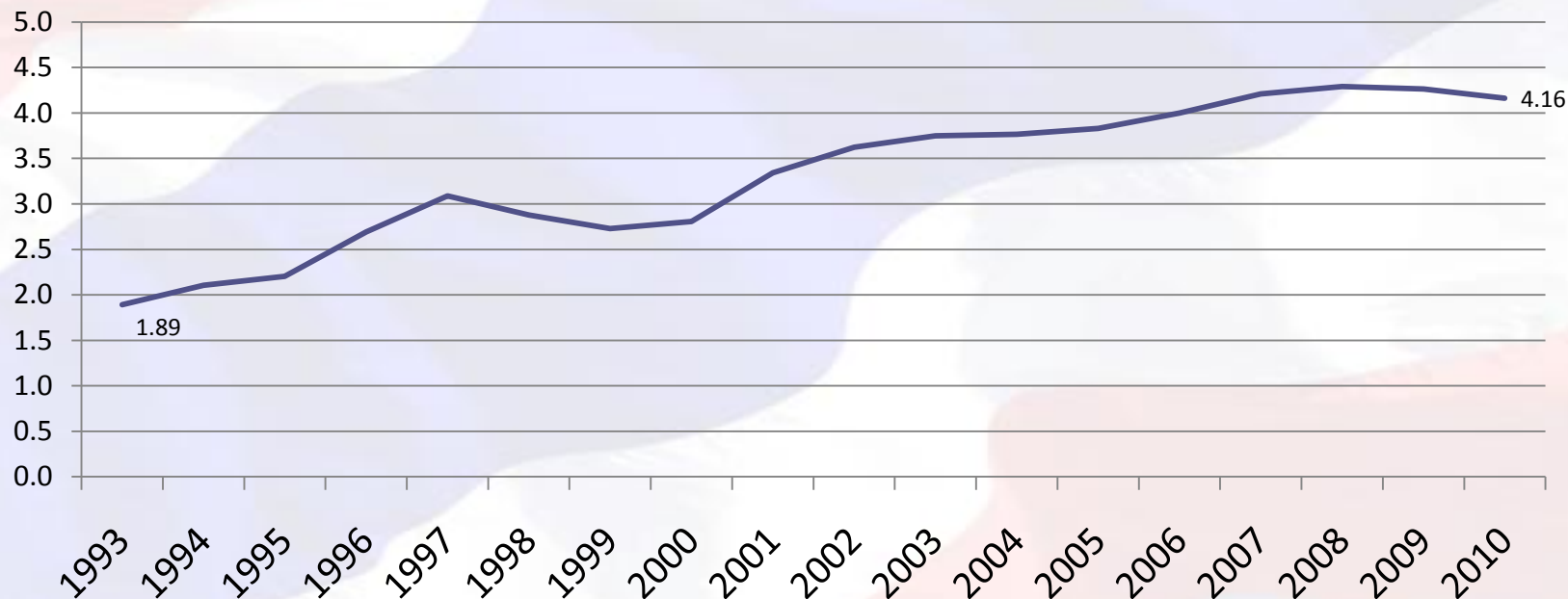
Telecoms sector plays vital role in Thais economic

- ▶ **Telecoms service is necessary services**
- ▶ **Consumption in Telecoms contributes 0.12% of GDPs**
 - ▶ $\ln(\text{GDP}) = 12.65 + 0.12\ln(\text{Private Telecoms expenditure})$
- ▶ **4.16 % of Total expenditure spend in telecoms sector**



Thais consume Telecoms service more

**Ratio of Telecommunications Expenditure to
Total Annual Private Consumption Expenditure**



Growth rate 1993-2009

- Private consumption expenditure: 63.21%
- Post&Telecom expenditure: **268.10%**

Average growth per year

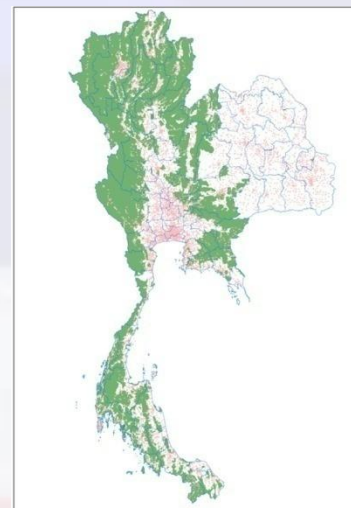
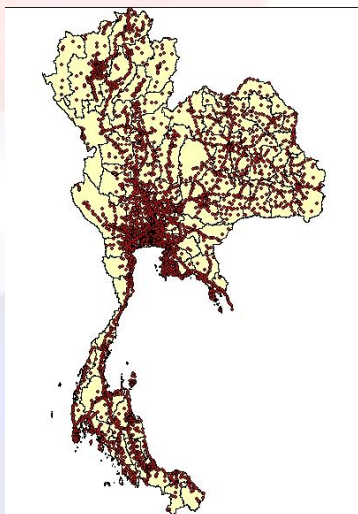
- Private consumption expenditure: 3.22%
- Post&Telecom expenditure: **9.02%**



Opportunity, Market and Growing Telecoms Sector



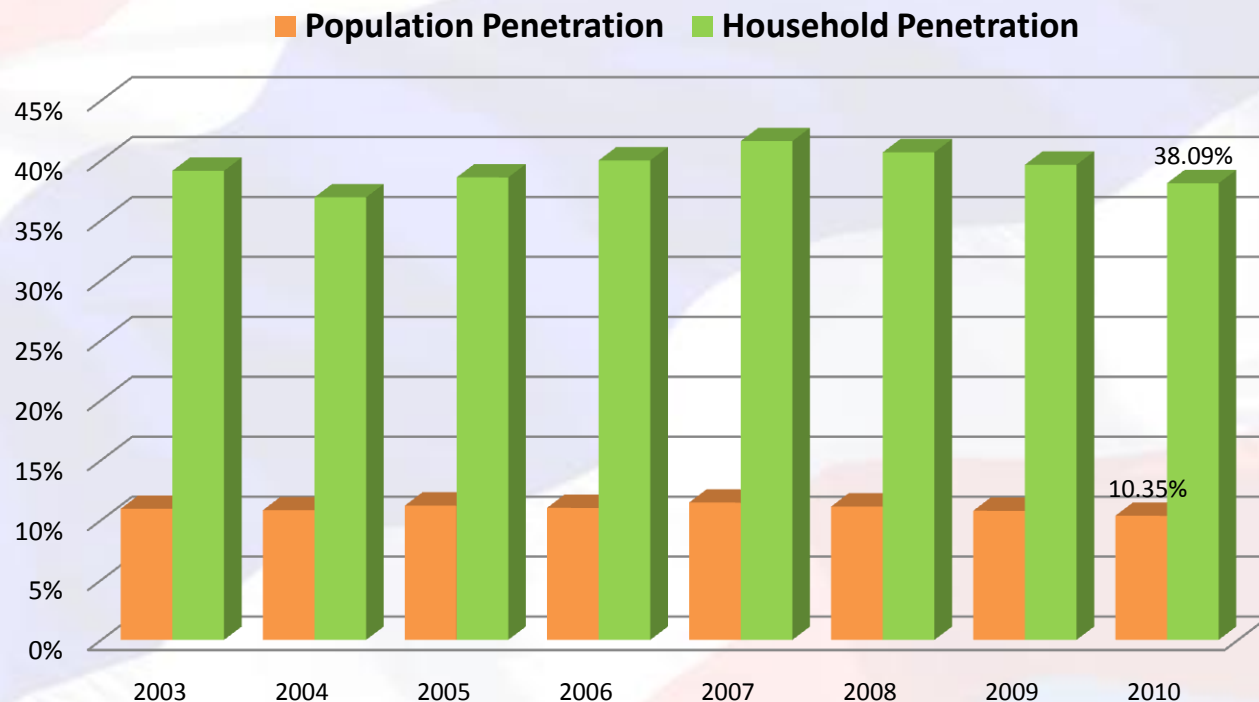
Mandatory Infrastructure couple with 93% coverage



	Coverage (Include non-residential area)			Coverage (Exclude non-residential area)		
	Mobile	Broadband	Fixed line	Mobile	Broadband	Fixed line
Metropolitan	98%	59%	92%	98%	59%	93%
Central	62%	21%	54%	93%	31%	80%
East	71%	17%	55%	94%	23%	74%
North	38%	9%	34%	97%	23%	88%
North-East	86%	12%	49%	90%	12%	51%
South	65%	12%	44%	93%	17%	63%
TOTAL	63%	13%	45%	93%	18%	65%



Fixed line market status



Fixed line subscriber @4Q 2010: 6.9 million subscribers Household penetration @4Q 2010: 38.09%

Metropolitan: 3.6 subscribers

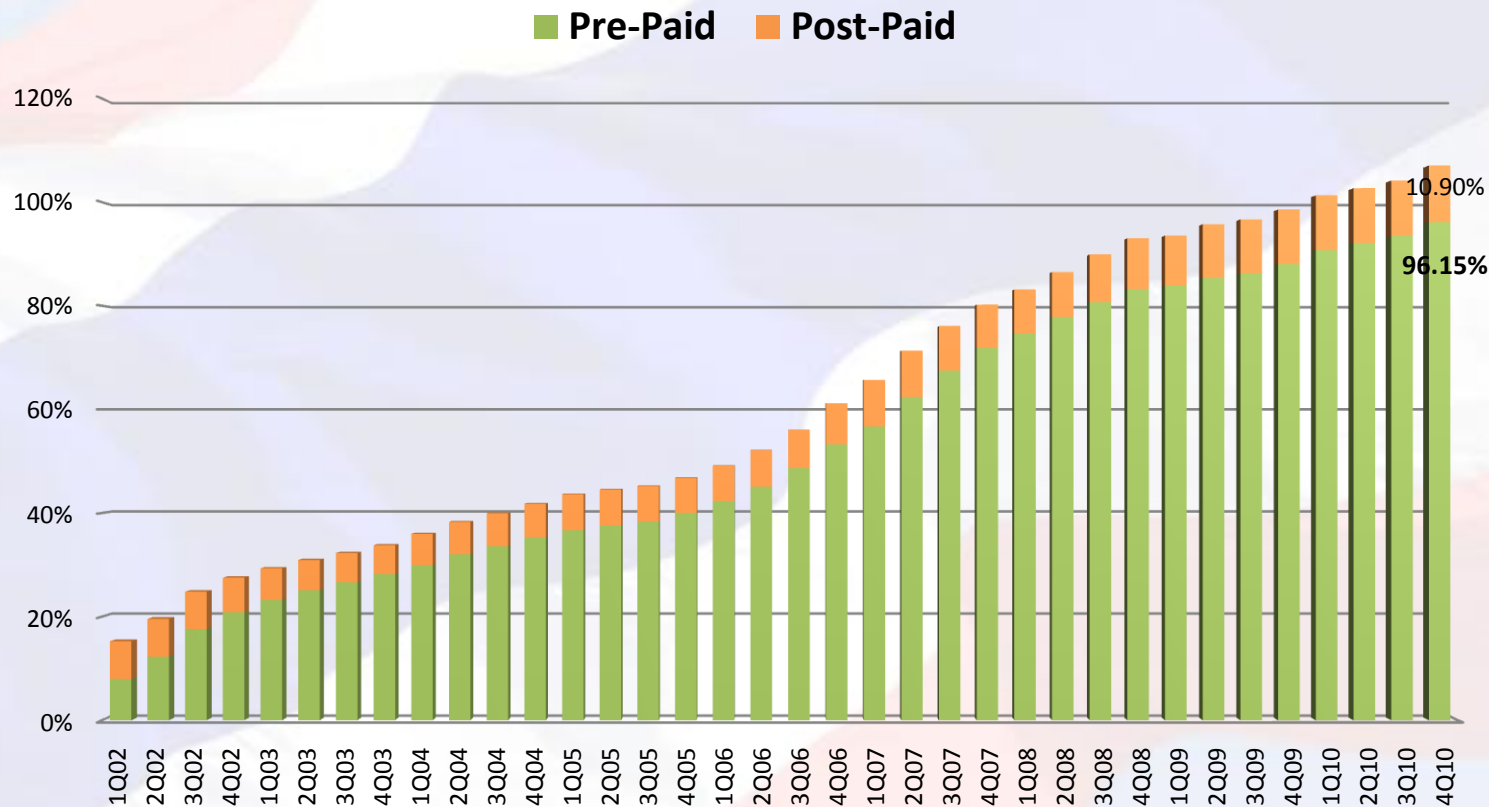
Metropolitan: 120.62%

Provincial: 3.4 subscribers

Provincial: 20.18%



Mobile Penetration has Increased Markedly



- Mobile Penetration: 107.05% (71.6 m)

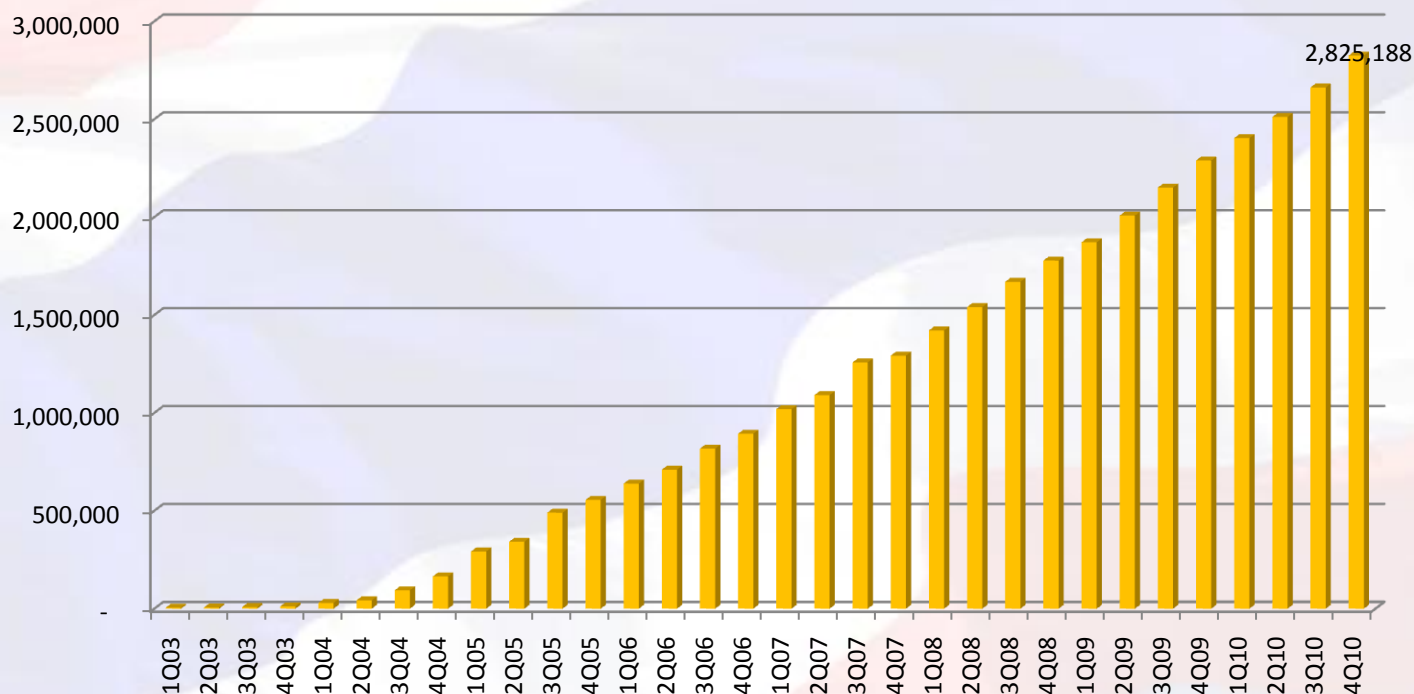
- Pre-paid: 96.15% (64.3 m)

- Growth rate 3Q10-4Q10: 2.78%

- Post paid: 10.97% (7.3 m)



Broadband Market also Expand Rapidly



-Broadband subscriber @ 2010: 2.8 million subscribers

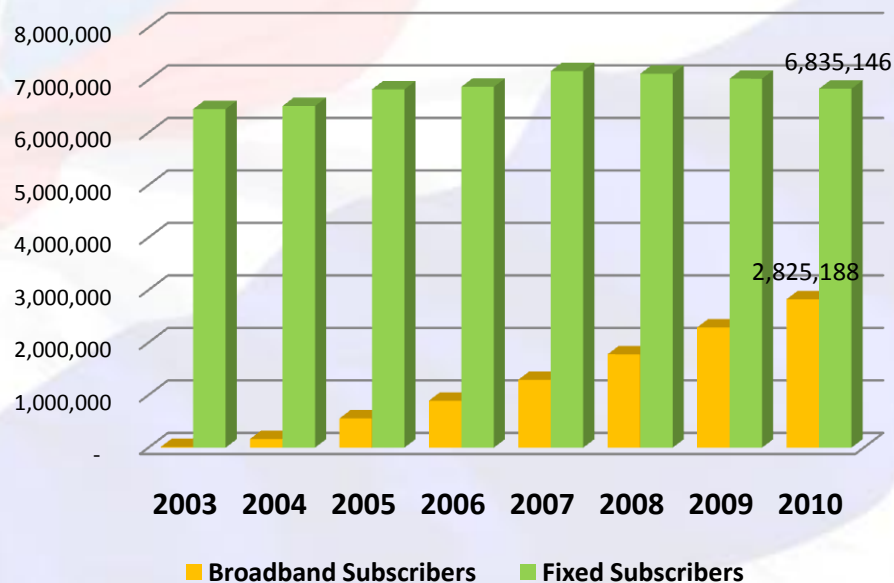
-Growth rate year on year: 23%

- Population penetration: 4.22%

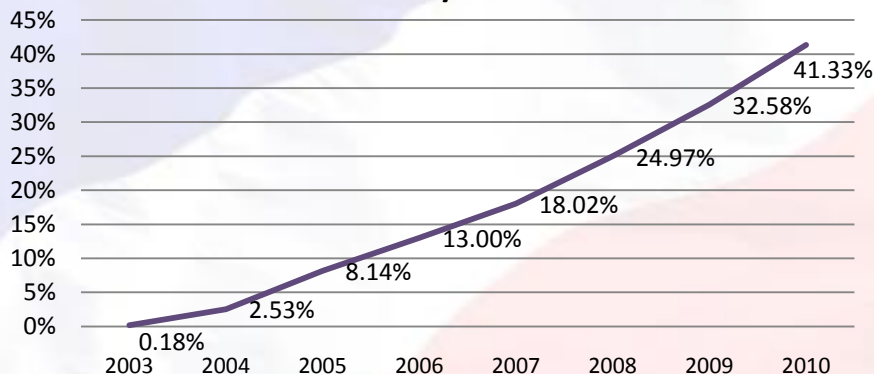
- Household penetration: 15.54%



Huge opportunity in Broadband Market



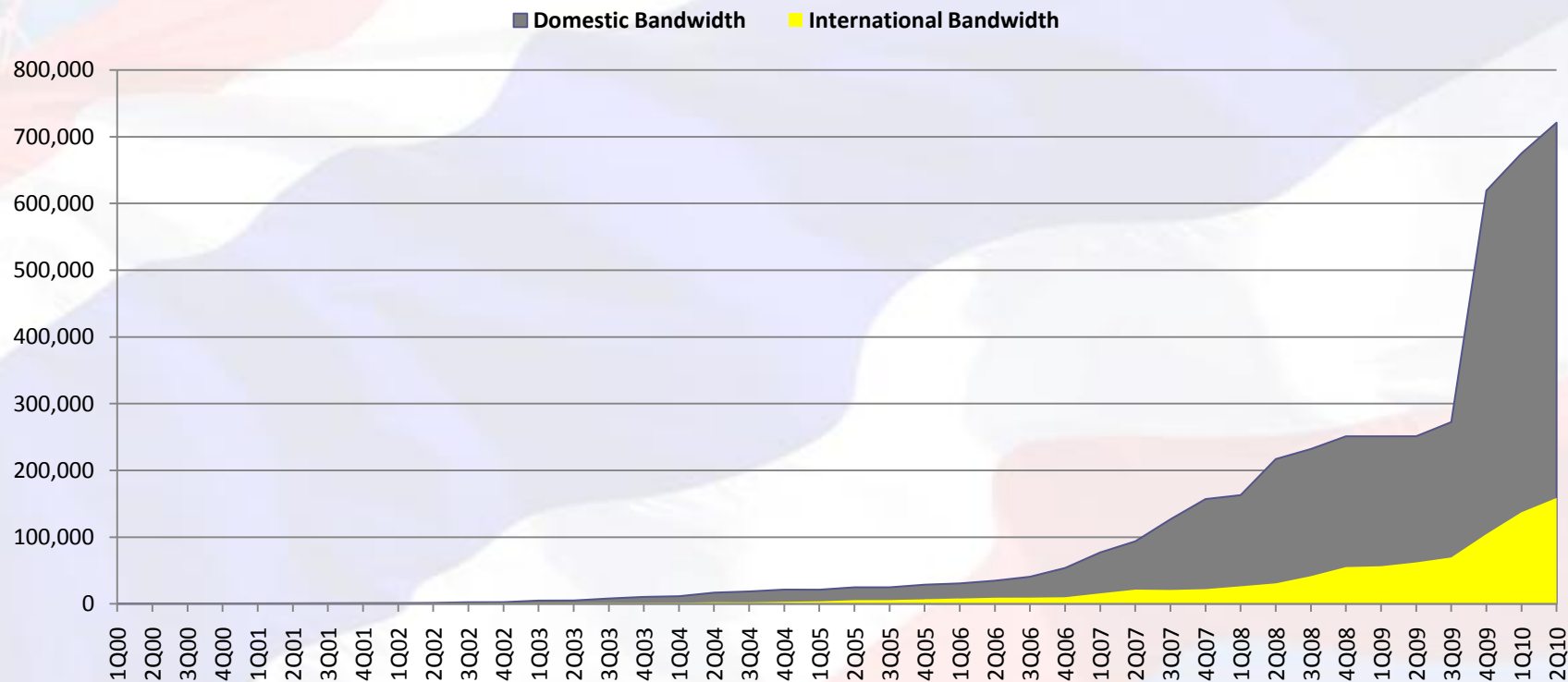
Broadband /Fixed line



- **Broadband/ Fixed line: 41.33 %**
- **58.67% of Fixed line waiting for new investment**
- **4 million number is a room for xDSL investment**
- **Local loop unbundling have been announce since November 2010**



Well facilities for the future



Rapid Growth in one quarter during 3Q09 – 4Q09

- NIX: 127%

- IIG: 50%

Current bandwidth

- NIX: 721 Gbps

- IIG: 158 Gbps



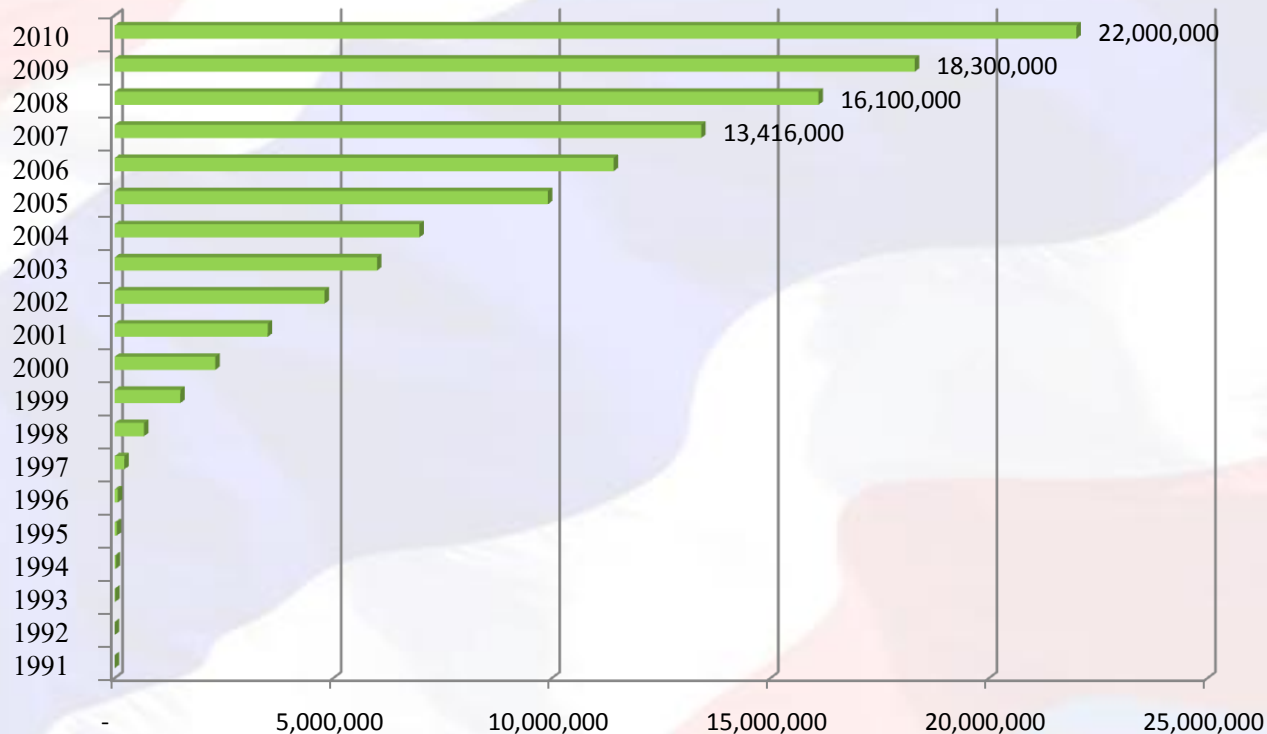
Non-voice: the new revenue stream



- Non-voice revenue grew 22% in one year (2009 to 2010)
- According to our research, non-voice service trend to be necessary service



Thais ready to be information society



- Almost 35% of Thais is able to access to internet
- During 2000-2010, average internet user growth per year: 30%
- Recent year internet user growth: 20%



Thais ready to be information society

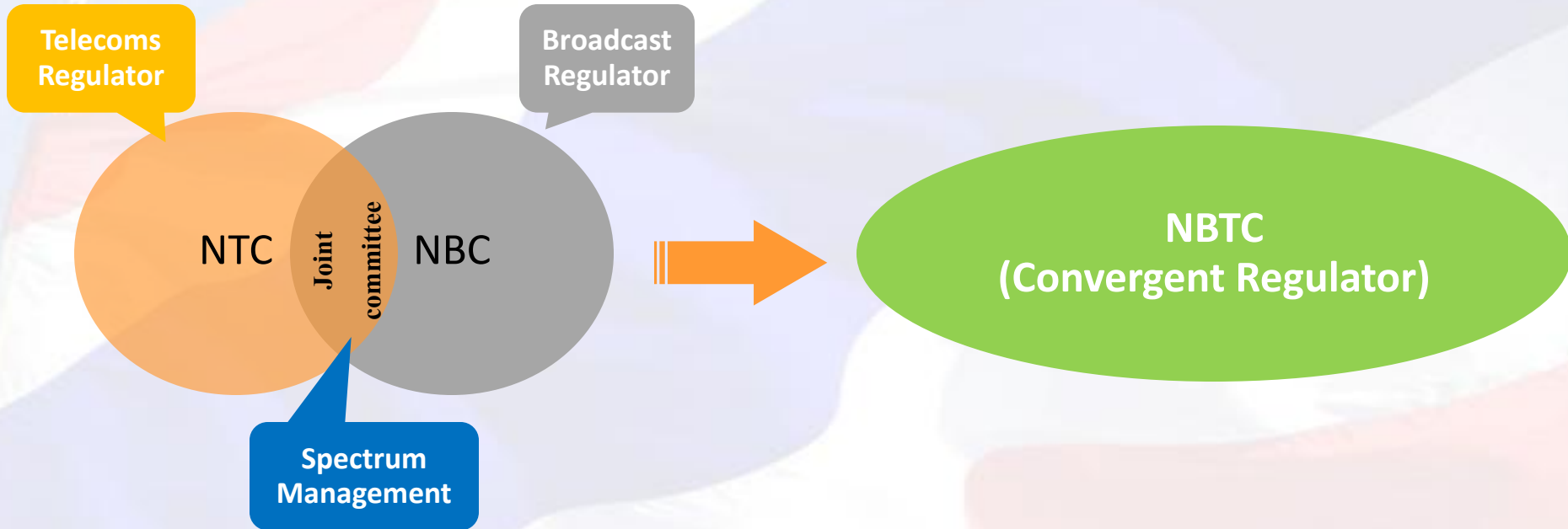
- ▶ **Recently, Thais Facebook account is almost 9.4 million accounts (Ref. www.socialbakers.com)**
- ▶ **Mobile internet user is almost 12 million users in recent year**
- ▶ **Skyrocket growth in smart phones (230% in last year)**
- ▶ **Thais Tweeter account is 450,000 users, 1 millions messages as tweeted in Thai language daily (Bangkok post, 5 May 2011)**
- ▶ **Mobile non-voice revenue is very high growth and trend to be necessary service in near future**
- ▶ **Broadband is one of Thai Government agenda**



Toward Convergent Regulator



Toward convergent regulator



- NBC has not been establish since 2000
- NTC has been establish since 2004
- No new spectrum assignment for 10 years
- Broadcasting sector has not had independent regulator

- All in one organization
- Spectrum Management
- Telecoms Regulator
- Broadcasting Regulator



Toward convergent regulator

- ▶ **NBTC Act (2010) has enforced since December 2010**
- ▶ **There will be 11 commissioners**
 - ▶ **1 Chairman**
 - ▶ **5 Telecoms sector commissioners**
 - ▶ **5 Broadcasting sector commissioners**
- ▶ **The commissioners selection process will start on March 2011**
- ▶ **New commissioners expected to be selected by June 2011**



Toward convergent regulator

Chairman
NBTC

Vice Chairman
Telecoms

Vice Chairman
Broadcasting

Telecoms
commissioner

Telecoms
commissioner

Telecoms
commissioner

Telecoms
commissioner

Broadcasting
commissioner

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Master plan



Master plan

Spectrum Master plan



Telecoms Master plan



Broadcasting Master plan

Foster fair competition

Reduce barrier to entry

Public interest



Spectrum Master Plan

- ▶ **Table of Frequency Allocation**
- ▶ **Refarming**
- ▶ **Digital Switchover (Digital Dividend)**
- ▶ **Frequency Coordination & Cooperation**



Telecoms Master Plan

- ▶ **Telecoms Master Plan is in drafting process**
- ▶ **Public participation is mandated for developing master plan**
- ▶ **The draft master plan will be deliver to new NBTC for approving.**
- ▶ **The draft Telecommunication Master Plan have four goals**
 - ▶ **Expansion of Broadband Infrastructure**
 - ▶ **Expansion of Basic telecommunication service**
 - ▶ **Providing affordable price in Telecommunication service**
 - ▶ **Strengthen consumer protection**



3G/4G Updated in Thailand

- ▶ 3G/4G Spectrum Auction will be auctioned after the completion of NBTC Commissioner selection and approval of Spectrum Master Plan/Telecoms Master Plan.
- ▶ Approved in-band migration for 800MHz, 900MHz and 1800MHz.



Q & A

Welcome to THAILAND