



# Better Broadband: efficient, sustainable, inclusive

Attachment A to Chorus' Submission in response to MBIE's Telecommunications Act Review Options Paper

# Bringing New Zealand Better Broadband

✓ efficient, sustainable, inclusive

## Consumers



Better services at fair prices

Fast, unconstrained,  
reliable broadband

## Investors



Investment for fair return

Stable predictable  
utility style model

# Aligning consumer and investor incentives

## CONSUMERS

- ✓ Fair prices
- ✓ Stable transition
- ✓ No price shocks
- ✓ The same urban and rural prices
- ✓ Efficient, sustainable, inclusive
- ✓ Better speed, reliability, quality
- ✓ Continuing investment

## INVESTORS

- ✓ Fair return on investment
- ✓ Stable transition
- ✓ No revenue shocks
- ✓ Revenue sufficiency
- ✓ Efficient, sustainable, inclusive
- ✓ Reward for innovation
- ✓ Coherent regulatory foundation

# Opportunity for one coherent regulatory model

## TODAY'S REGULATION

### Complexity

- ✗ Vertically integrated
- ✗ Limited wholesale products
- ✗ Promote competition
- ✗ Insufficient investment
- ✗ Discrimination & transparency concerns
- ✗ Multiple instruments
- ✗ Ambiguity on objectives
- ✗ Lengthy, costly, slow debates
- ✗ Price & revenue shocks
- ✗ Price, quality, investment in different conversations

## TOMORROW'S REGULATION

### Simplicity

- ✓ Structurally separated
- ✓ Only wholesale, range of products
- ✓ Limited competition
- ✓ Very high investment
- ✓ Open access & published terms
- ✓ Simplify and rationalise regulatory instruments
- ✓ Ambitious clear objectives
- ✓ Minimise debates
- ✓ No price & revenue shocks
- ✓ Price, quality, investment in one conversation