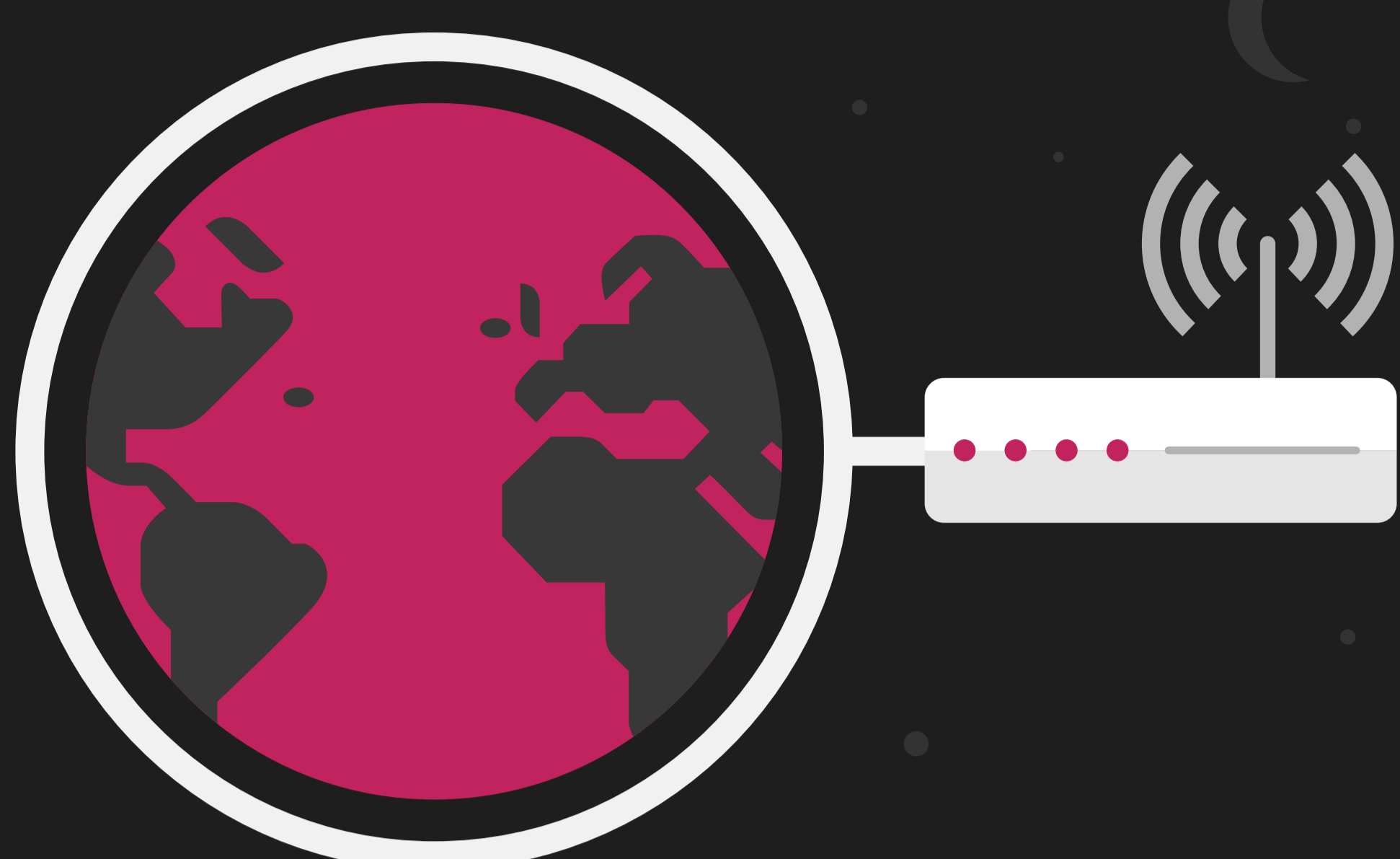


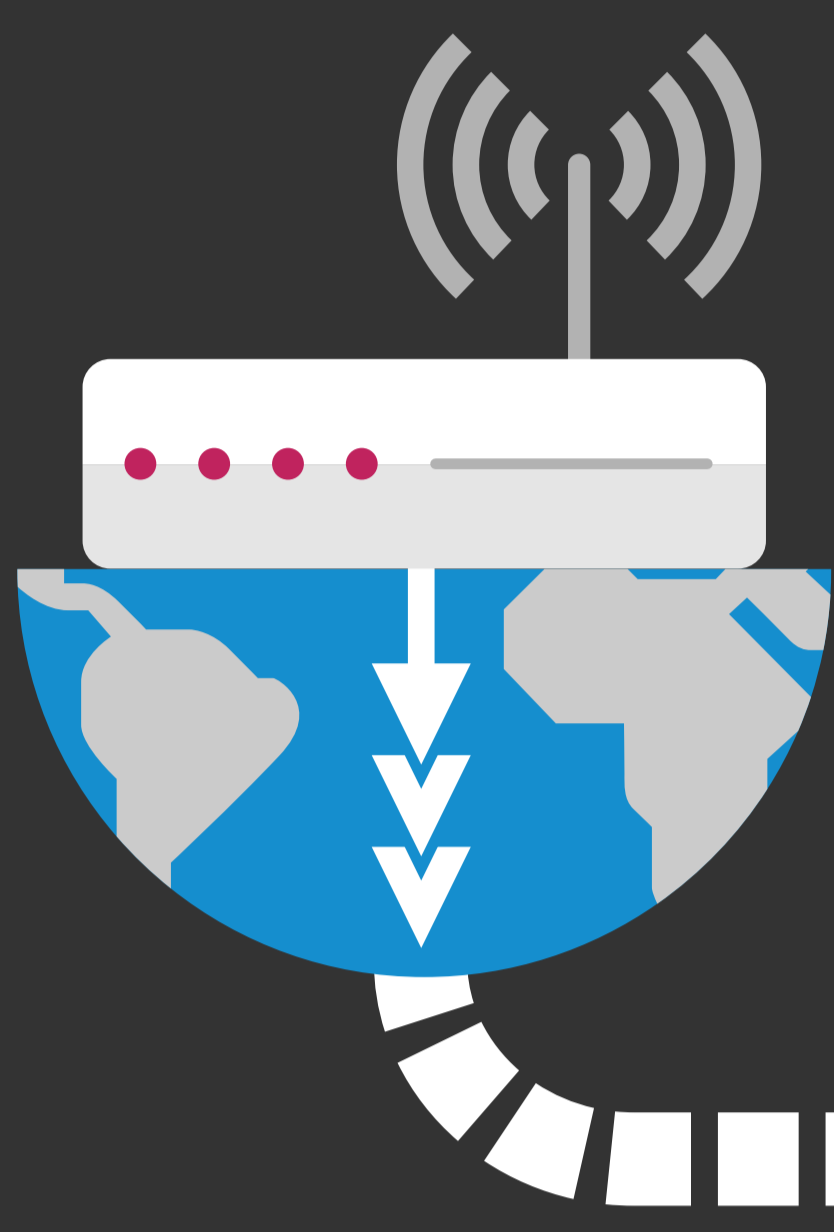
# FIBER INDUSTRY SURVEY



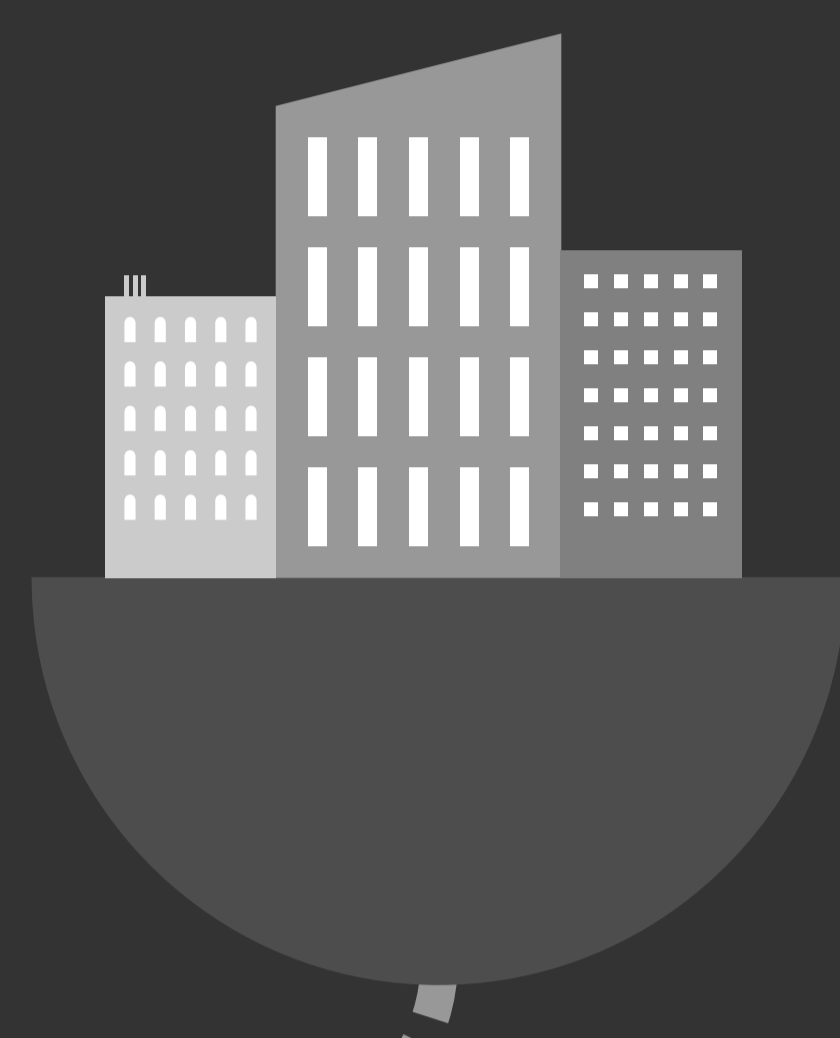
ACROSS THE GLOBE, MORE THAN

**90%**

OF TELCO OPERATOR EXECUTIVES, MANAGERS AND ENGINEERS **INDICATED THEY ARE GOING TO INVEST IN FIBER DURING THE NEXT 3 YEARS**, showcasing the Telco's intent and determination to invest in a new network, **competing with DOCSIS 3.1 networks**



MORE THAN **57%** plan on delivering 10G-Fiber by 2020

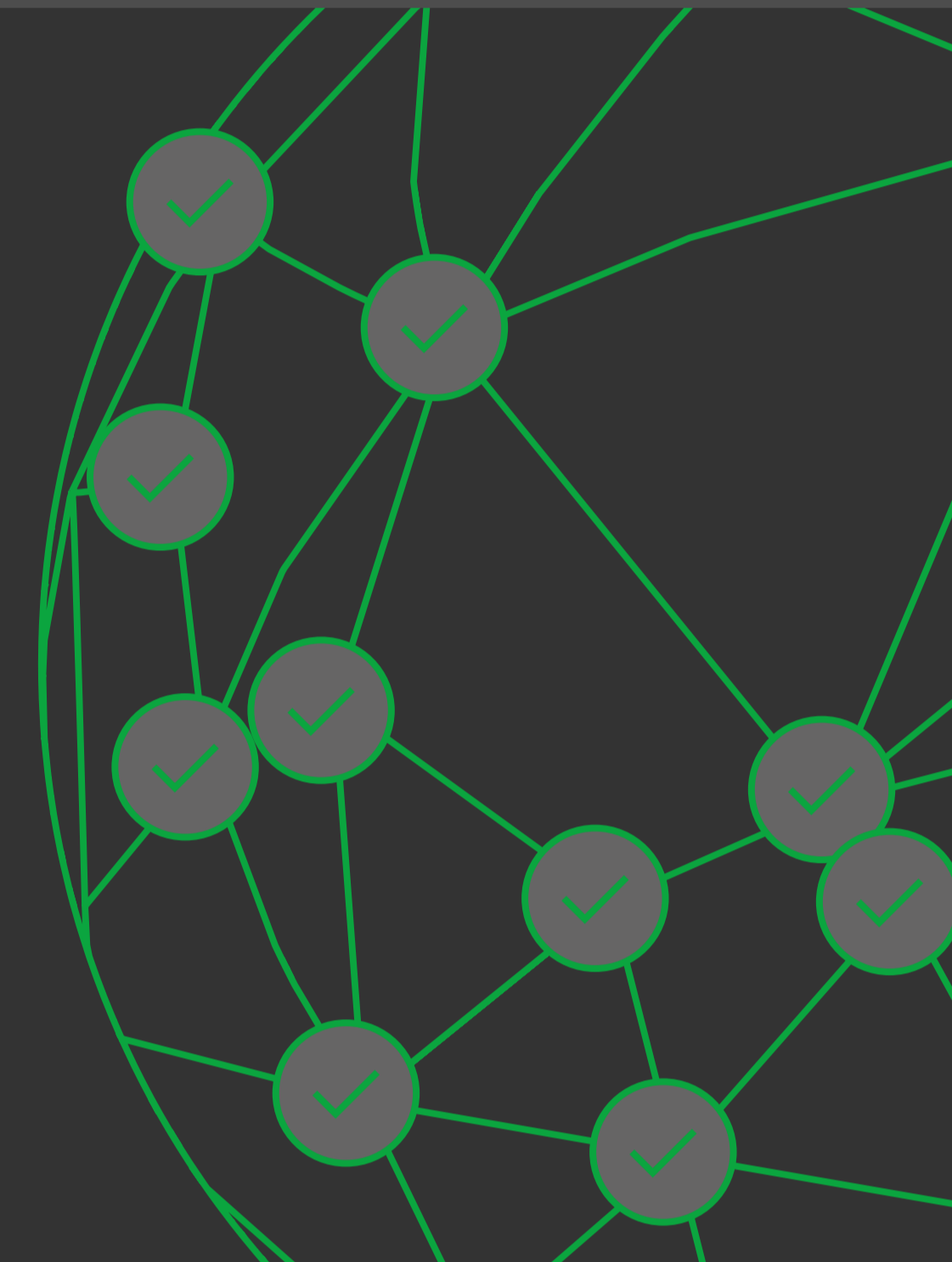


10G-Fiber by 2020

However, as Fiber network deployment takes time, **62%** INDICATE THEY ARE ALSO GOING TO INVEST IN ADVANCED COPPER TECHNOLOGIES,



TAKING ADVANTAGE OF THEIR CURRENT COPPER NETWORK



When asked which Advanced Copper technologies organizations are investing in,

**49%**

OF THE RESPONDENTS INDICATED **VDSL 35b**

**49%**  
VDSL 35b

**17%**  
VDSL bonding

**11%**  
G.fast

35% of respondents declared

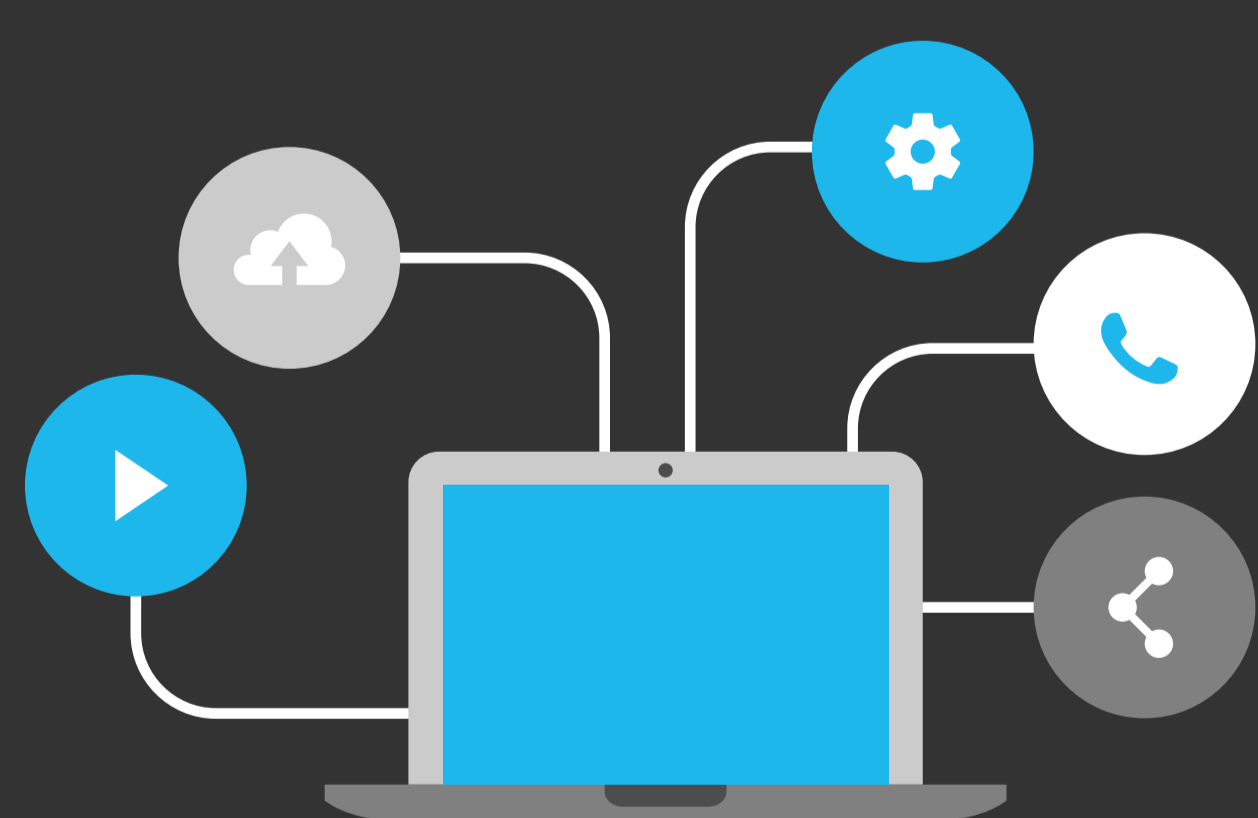
**MORE THAN 50%**

OF THEIR SUBSCRIBER BASE WOULD BE ELIGIBLE FOR FIBER BY 2020



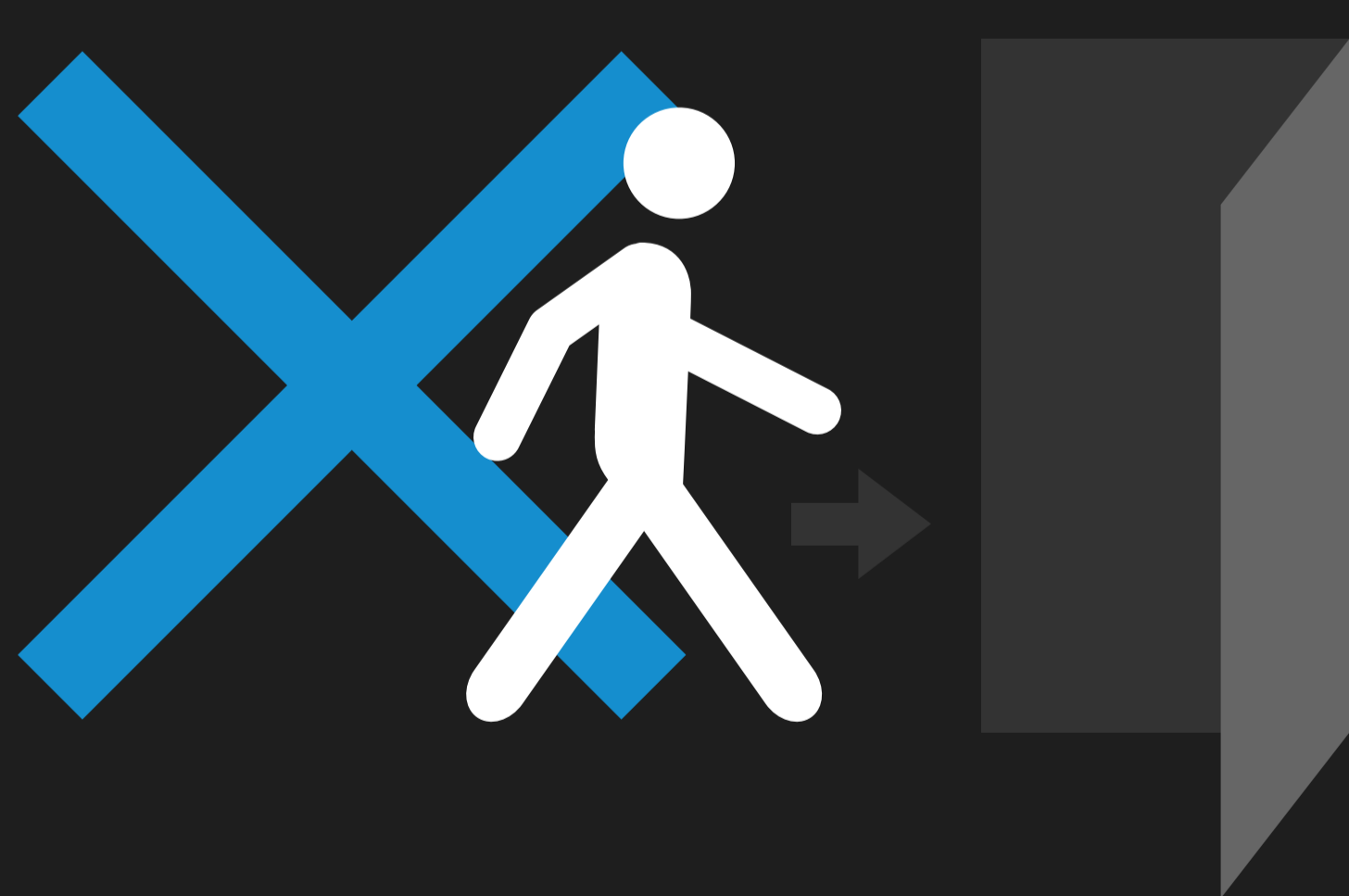
THE MOST IMPORTANT AND CRITICAL FACTOR FOR INVESTING IN FIBER IS THE ABILITY TO PROPOSE NEW SERVICES,

with **56%** of the respondents of this opinion

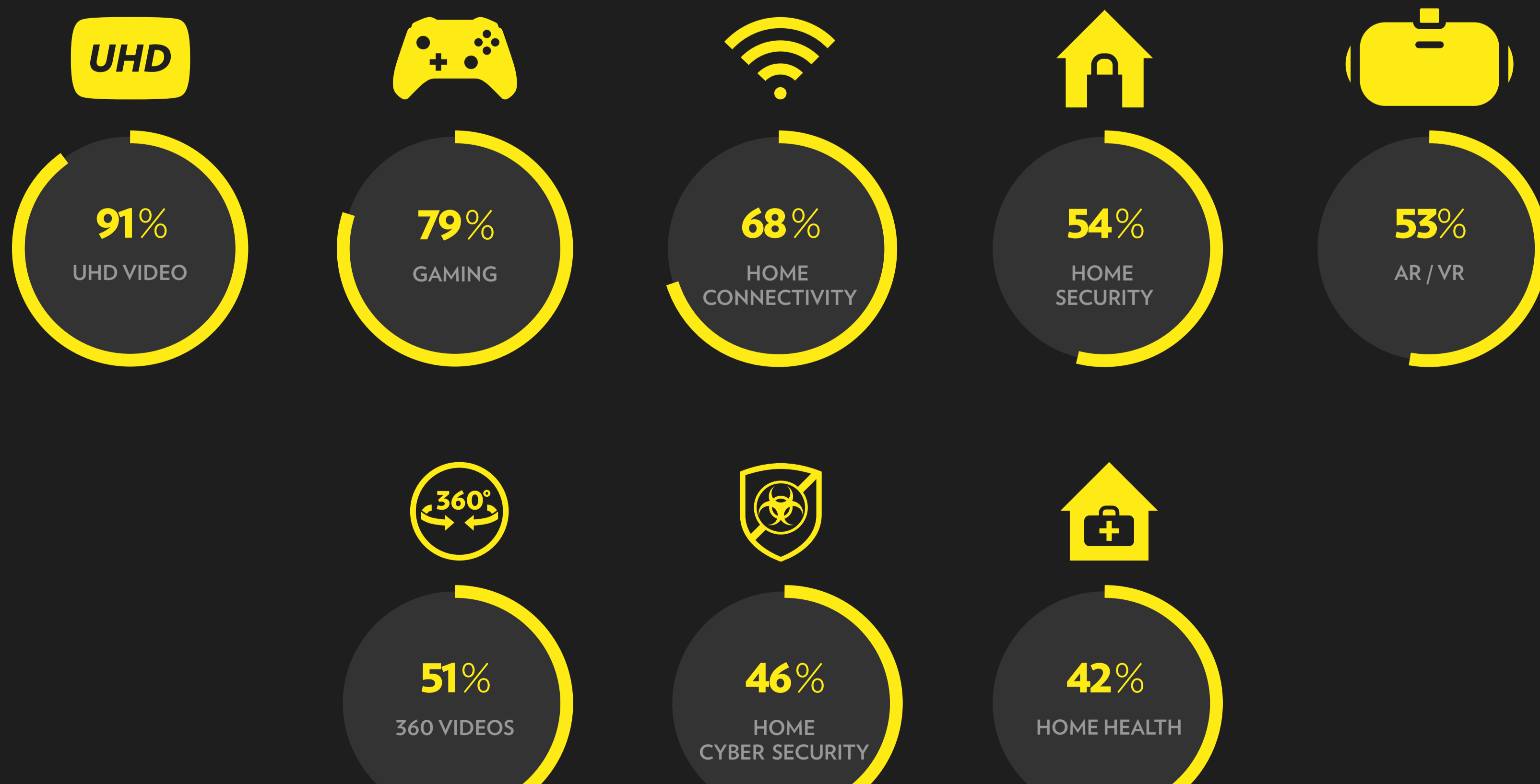


REDUCING CHURN

is given a similar importance



The survey results indicate the following demand drivers are rated as important and critical for Telco operators to invest in fiber and advanced copper technologies



To learn more about how Technicolor envisions the future of home gateways, visit us at [bit.ly/technicolor-hero](http://bit.ly/technicolor-hero)