

# *Cooperation between Japan & Russia in ICT fields*

*- Big Potentialities of Win-Win Collaboration -*

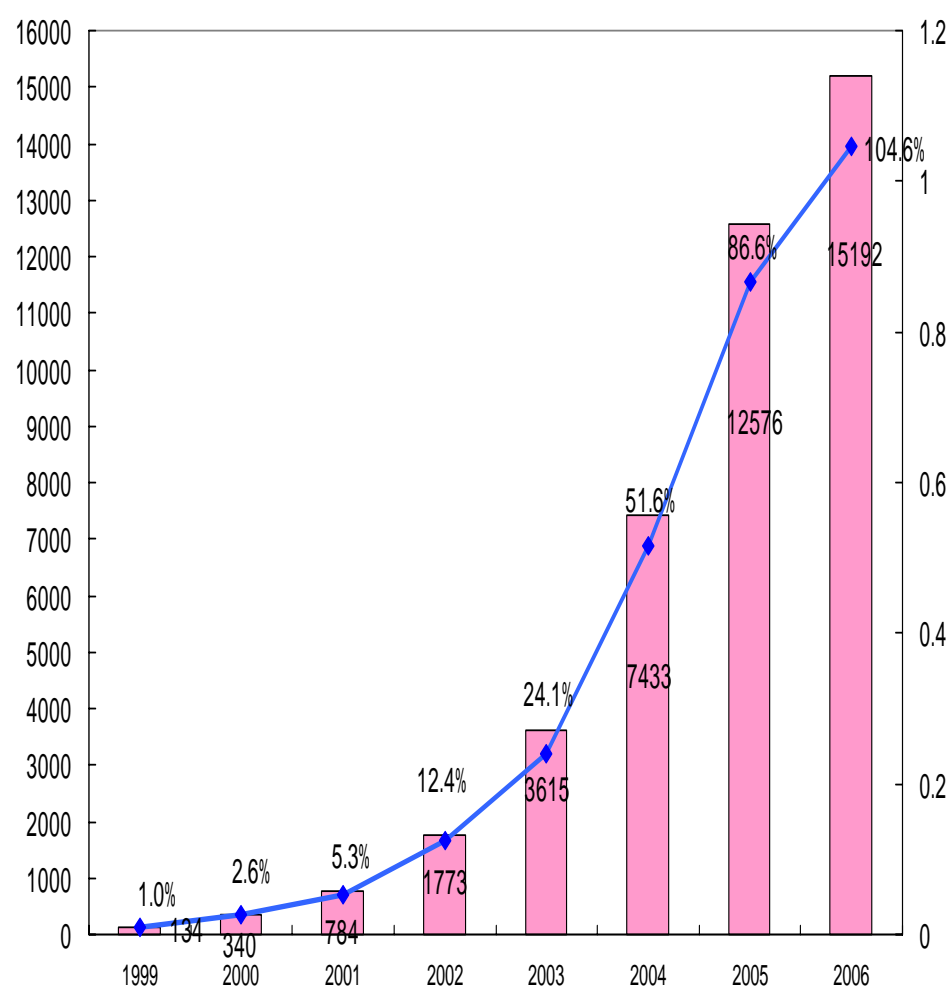
February 28, 2007

NEC Corporation  
Executive Vice President  
B. Hirosaki

# *Why Win-Win Collaboration ?*

 *Japanese competitiveness/advantages  
really meet current needs in **Russia***

➤ **Current Mobile Telephone Service in Russia**

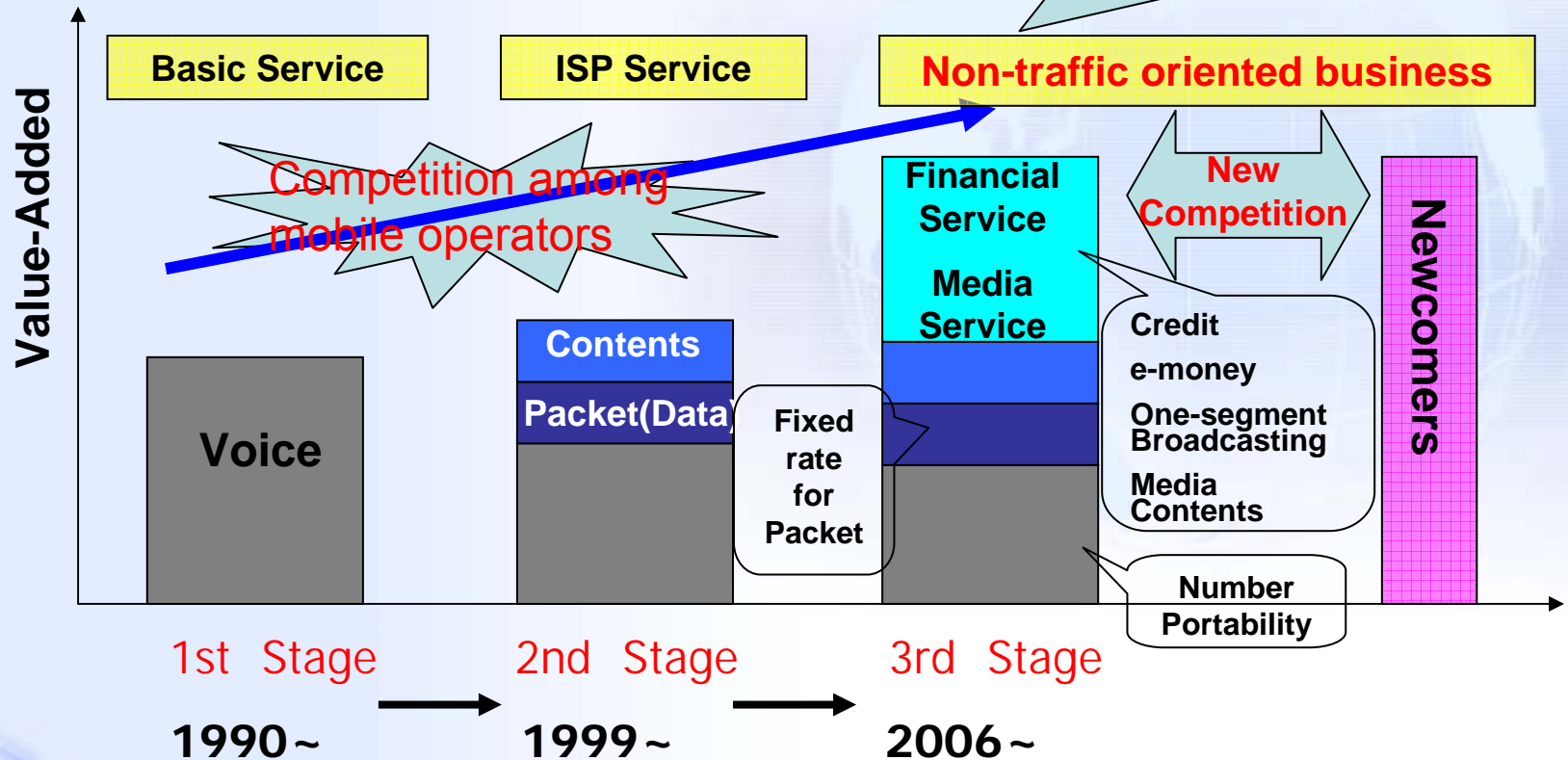


	ARPU	MOU
<b>Russia (average)</b>	8.6 US\$	146 mini.
<b>Japan (average)</b>	56.4 US\$ (Voice: 40.9 Data: 15.6)	134 mini.

(as of the end of 2005)

## ➤ How have Japanese mobile operators overcome ?

Change of Business Model:  
Traffic oriented to **Non-traffic oriented**

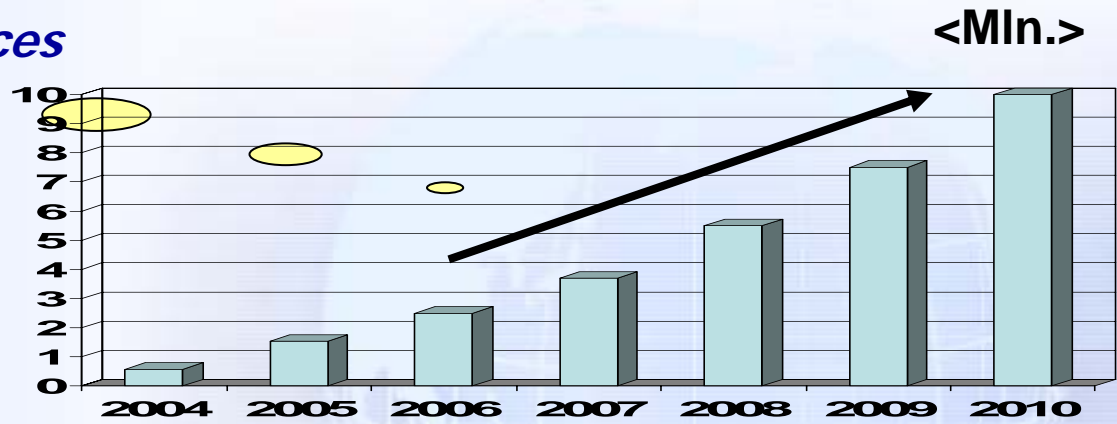


# NEC Priority Project (2) Broadband Access Services

## ➤ Current Penetration of BB Access Services

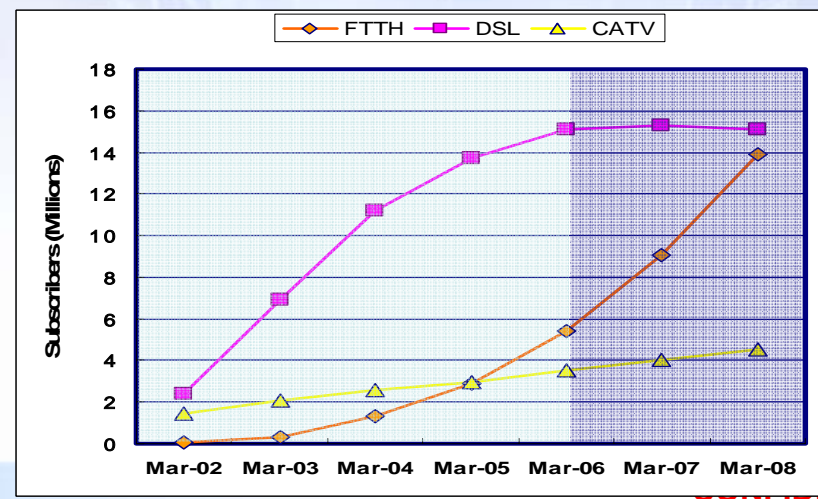
*in Russia : 2.6Mil sub. (2006/end)*

**Pressing Need:  
Increasing BB Access Services**



## ➤ Japan is No. 1 BB Access country in the world.

**Penetration in Japan:  
27 Mil sub. (as of 2006/end)**



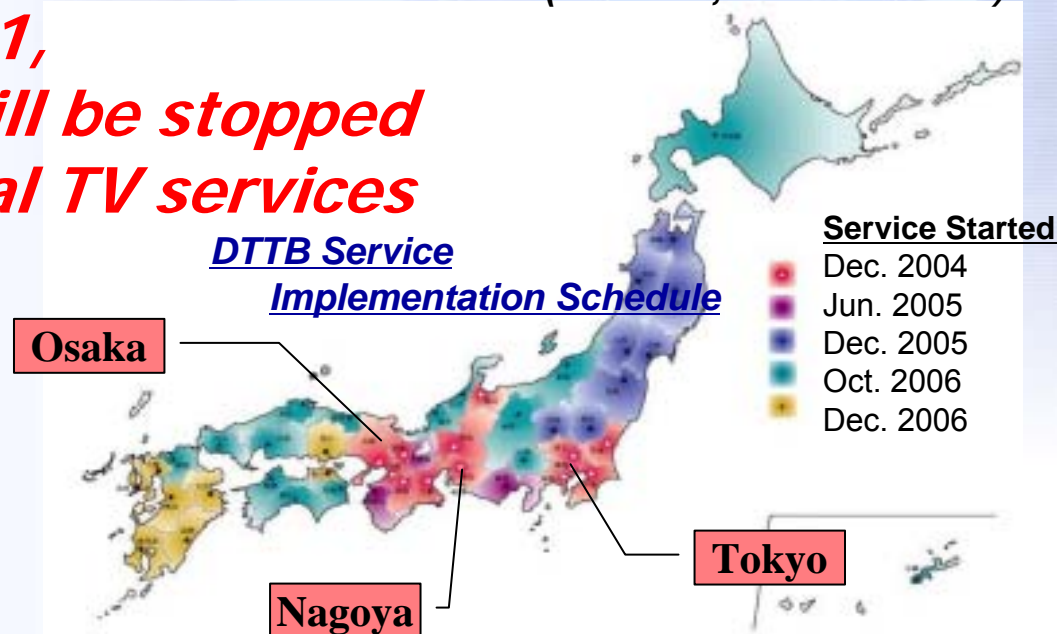
➤ **Current Situation TV Broadcasting Services in Russia**

- Only 56% population have access to more than 4 TV programs.  
3.7Mil has access to only 1 program, 1.5 Mil has not access to TV.
- 80% of existing Analogue equipment over aged

**urgent replacement is required !!**

- Increase available TV channels
- Introduce new services (*Hi-vision, interactive etc.*)

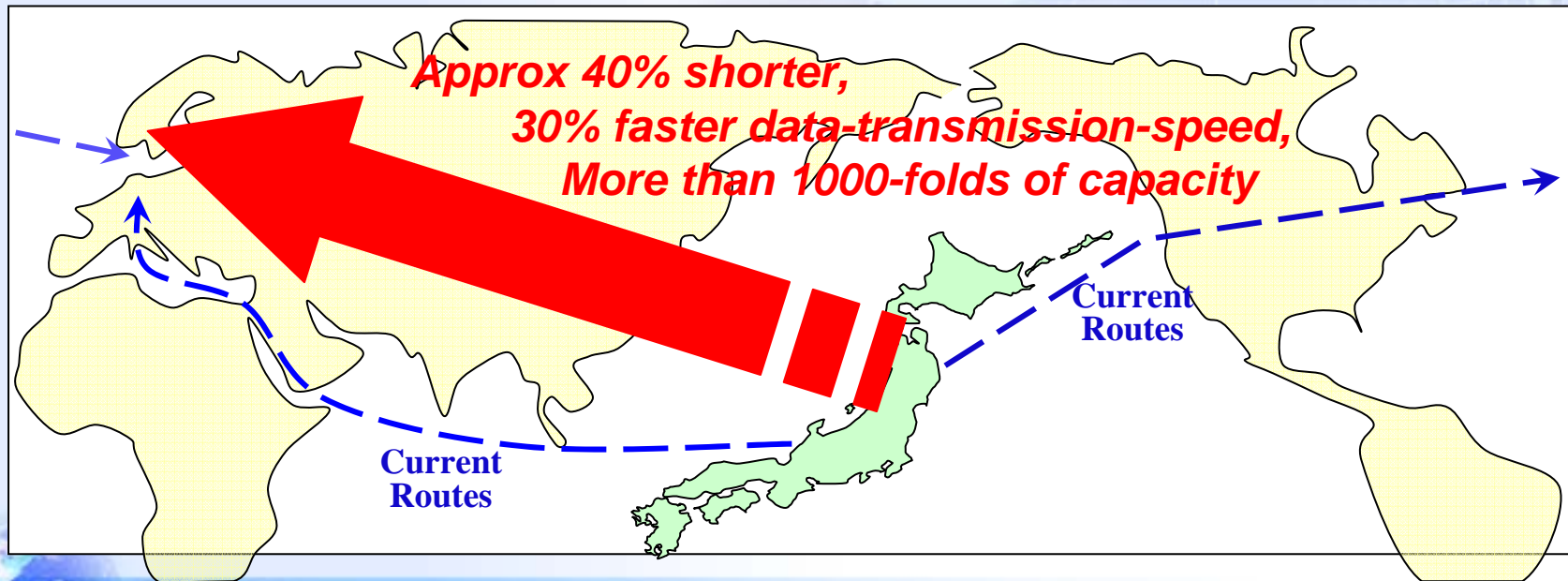
➤ **In Japan, in July, 2011,  
Analog TV services will be stopped  
and replaced to Digital TV services**



# NEC *Priority Project (4) Optical Network between Russia and Japan*

***Reliable and economical telecom-  
infrastructures will bring  
favorable investment environment in Russia.***

- *Real-time Interactive Communications*
- *IPv6 Applications*
- *Broadband Contents Transmission*



# *NEC's Competencies for contribution of ICT Development in Russia*

## *Progressive Convergent & End-to-End Solutions*

*- Plentiful Supply Record and Technology Assets in Japan -*

+

## *Market-proven Reliability*

*- Plentiful Supply Record and Cooperation in Russia -*

- 1. Fiber Optic Transmission Systems: over 30,000 km*
- 2. Microwave Radio Transmission Systems: over 9,000 km*
- 3. Digital Switching Equipment: over 1.2 mil. lines*
- 4. Satellite Communications, corporate networks etc.*

*Contribution to ICT Development in Russia*





↓ can change.

Станем сильнее с ubiquitous

Empowered by Innovation

**NEC**