

It's Official: MyRepublic Submits EOI to IDA to Become Singapore's New Mobile Operator

MyRepublic details plans to deploy a Next Generation Pre-5G IoT-enabler network in Singapore, launch “made in Singapore” fixed-mobile converged operator model into the region.

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MyRepublic is pleased to announce that it has submitted its Expression of Interest (EOI) to the telecommunications regulator, formally expressing its bid to become the fourth mobile operator in Singapore.

"People have asked if Singapore needs another telco. To be honest, we don't need just another telco," says MyRepublic CEO Malcolm Rodrigues, "Singapore needs a new breed of telco to transform the industry. It's not about cutting prices, we want to build a telco that runs on new economics, one that is built from the ground up for the Next Generation of mobile services."

Pre-5G: Building Now for the Future

Besides establishing the credentials and experience of the applicant, the EOI framework set out by IDA also asks interested bidders about the technologies, network and kinds of mobile services they intend to roll out.

For MyRepublic, the goal is to roll out a network that is "Pre-5G", one that is built to deliver better speeds, lower latency and seamless connectivity -- and one of the first networks in the world designed to enable and support the emerging Internet of Things (IoT).

"Our vision of MyRepublic Mobile is a vision for positive change, not just for the telecom industry, but for Singapore," says Yap Yong Teck, COO of MyRepublic Singapore, "We see fixed and mobile technologies converging, connectivity always being available, and the growing IoT informing our Smart Nation. MyRepublic wants to play a greater part in shaping what is to come."

Under the process established by IDA, the outcome of the new entrant spectrum auction is expected to be announced in October 2016.

"Looking at our existing IT capabilities and the synergies with our fixed business, we estimate

we already have 80% of a mobile telco in place," said CEO Malcolm Rodrigues, "It's a logical next step for us as an Internet Service Provider to bring high-speed Internet to everyone, everywhere."

As detailed in its EoI, a key part of MyRepublic's planned Pre-5G rollout is Heterogeneous Network (HetNet) technologies, such as small cells and seamless wireless handover technologies. These same technologies were successfully field-tested by MyRepublic earlier this year in IDA's Jurong Lake Distinct HetNet Trial -- the only new mobile operator aspirant to have done so.

For Singapore and Beyond

Positioned as a Next Generation Internet Service Provider, MyRepublic began in Singapore as a small start-up but has since has expanded across the region as a leader in innovation. Today, MyRepublic has a total of 135,000 customers across Singapore, New Zealand and Indonesia, with 10,000 new customers added each month.

And there seems to be no signs of MyRepublic slowing down any time soon. On the horizon, MyRepublic is set to launch in Australia at the end of 2016.

Driving MyRepublic's growth and service innovation is its lean operator model, which leverages cloud-based technologies and new levels of automation to achieve an exceptionally lean cost structure. Global industry association TM Forum recently recognised MyRepublic's fully automated "zero-touch" approach to the order-to-cash process as "revolutionary" in how it streamlines operations and costs.

"Beyond fixed fibre broadband services, we believe there's incredible potential in fixed-mobile convergence and IoT," said Rodrigues, "We are an Internet company and we want to bring seamless super-fast connectivity everywhere, to make connecting to the Internet something we should never have to worry about. For us, Singapore is a launch pad into the region – a place to pioneer and innovate in what we believe will be the most advanced telecom services market in the world."

Strong Strategic Support

In support of its mobility bid, MyRepublic has assembled a strong stable of strategic partners. All of MyRepublic's existing cornerstone investors – Sunshine Network (the telecom investment arm affiliated with Smartfrens, a nationwide 4G operator in Indonesia), Brunei's mobile operator DST as well as Xavier Niel, founder of France's disruptive telco Free — have reinvested in support of the Singapore mobility project.

Beyond financial investments, these partnerships look to provide important strategic support to MyRepublic, enabling the mobile operator aspirant to better realise its Pre-5G IoT-enabler vision as well as other opportunities from emerging digital segments.

Joining as a key strategic partner to help with the mobility project is Singapore-based Leonie Hill Capital, one of the leading investors in the technology, media and telecom sectors.

"There aren't many telcos emerging worldwide, and certainly none that are breaking new ground like MyRepublic is doing," said Arun Kant, CEO of Leonie Hill Capital, "We believe in the MyRepublic vision. Not only is it an exciting one for consumers, it's one with enormous potential across the region. With our deep domain knowledge, we have made investments in telecom, media and technology companies, globally allowing us to grow a portfolio of companies in fintech, healthcare and Big Data technologies – which will help MyRepublic compete on a global scale."

As part of its EoI submission, MyRepublic outlined its commitment to pursue innovative opportunities as a mobile operator, such as network data monetisation and new value added services, which may reduce the traditional telecom reliance on subscription revenues.

"The opportunities in Singapore from mobile and data services are extremely exciting, and we're very proud to have such a group of industry experts and leaders share our vision," said Rodrigues, "With their support, we look to build and perfect the fixed-mobile converged model in Singapore before extending it into the region."

"Together, our goal is to transform Singapore into a Next Generation mobility showcase, driven by leading-edge Pre-5G technology."

ABOUT MYREPUBLIC

Purpose-built for the fastest Next Generation National Broadband Network (NBN) in 2011, Internet Service Provider MyRepublic continues to redefine the standard of fibre broadband services in Singapore and the region. Having launched in New Zealand, Indonesia and soon Australia, MyRepublic continues to push the boundaries with its innovative and consumer-centric service offerings, with its latest sights set on the Singapore mobility market.

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