

## Once upon a time...

#### Once upon a time...

- Dominated by telcos
  - Driven by market-demand
  - Straightest, most direct route
  - To population centres

- But now...
  - Two major influences are shaping the subcables industry and the global subcables network...

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## Hyperscalers & geostrategic competition

"The Influencers"

## Hyperscaler investment in cables

The graph below illustrates the publicly disclosed submarine cable investments by hyperscalers-Google, Meta, Microsoft, and Amazon-as of June 2024. It highlights instances where these companies are major capacity buyers, part owners, or sole owners of a cable and the year that that cable was or is expected to be Ready For Service. It does not include data on fibre pairs or leases of cable bandwidth that these companies may have acquired on other cables. (Data sources: Telegeography, Submarine Networks) As at September 2024







Havfrue Amazon

Google

Meta

JGA-S



AEC-1 America Europe Connect Asia Pacific Gateway New Cross Pacific Cable System Japan-Guam-Australia South PLCN Pacific Light Cable Network

H/CC-2 Havhingsten/CeltixConnect-2 H/NSC Havhingsten/North Sea Connect Southeast Asia-Japan Cable 2 North Pacific Connect Interlink South Pacific Connect Interlink

NPCI Anjana 2Africa Meta Apricot Google Meta Bifrost Meta

## Proa SPCI Tabua Taibai

Umoja Bulikula Google

Honomoana

TPU Humboldt SeaMeWe-6 Halaihai Nuvem Microsoft Google

Unity SJC Google Google

**EXA Express** Microsoft

AEC-1

Meta

APG

Meta

Faster

Google

Microsoft

Monet Google Microsoft Tannat Google

Meta

Microsoft

Amazon

- Central Google INDIGO - West Google

INDIGO

Curie

Meta Malbec Meta Google

Grace

Hopper

JUPITER

Amazon

Meta

PLCN

Meta

Meta

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Microsoft Blue

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Amite

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Google

SIC2 Meta

Echo

Google

Raman

Google

Meta

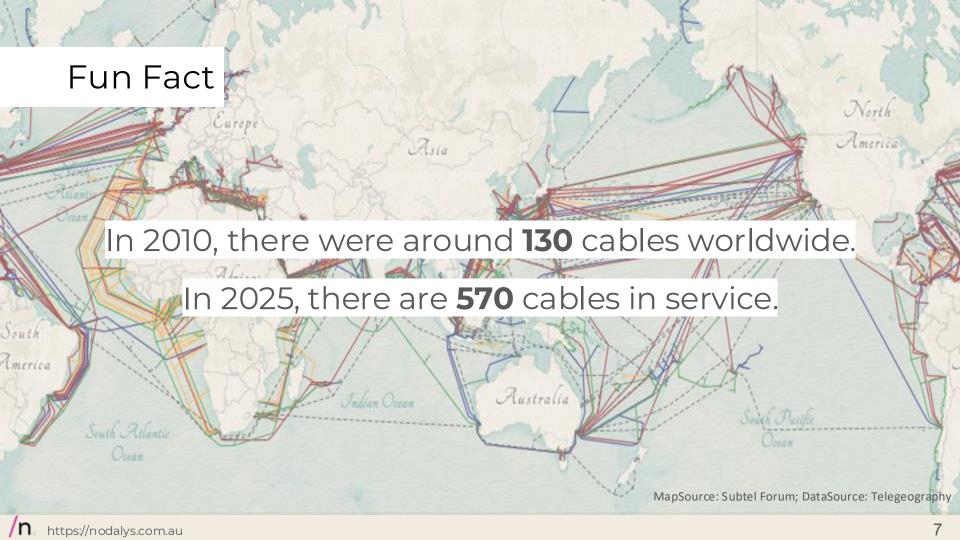
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## Hyperscaler investment in cables

## Hyperscalers

- Connecting data centres instead of population centres
- Four hyperscalers, Google, Meta, AWS and Microsoft account for >70% of global subcable bandwidth usage (2023)!
- By comparison in 2016, majority of demand came from internet backbone providers
- Vertical integration
- Affecting supply chains





## Why are submarine cables strategic assets?

- They facilitate communication, trade, finance...
- They carry more than data -- sovereignty, the modern digital economy, enabler of future-technology (eg. AI).
- Control of cable systems means power.
- -> economic power and information advantage

#### National resilience

- Network resilience vs National resilience
  - Network resilience is about uptime; National resilience is about keeping the systems we rely on running, even during crises.
- **Self-sufficiency:** Governments are worried about relying on cable systems built or maintained by geopolitical rivals.
- National security questions:

Who built it? Where does it land? Who can disrupt it? Who can access the data?

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## Instruments of geopolitical influence

- Use of diplomatic and political pressure to create exclusion from supply chains. Response: Attempting to create self-sufficiency in supply chains.
- Leveraging laws and regulations:
  - Permits For cables that go through the South China Sea, increasingly difficult to get Chinese permits for cable deployment. Installers responding by avoiding SCS; Repairs in contested areas.
  - Licenses US opposed to cables that connect US with China mainland or Hong Kong. Operators respond by connecting to SEA and Australia.

## Effects on the industry and global subcable network

#### Connectivity & Resilience

- Which countries are directly connected together
- Cable routes (not always the most direct route)
- Cables landing location\*

#### Costs

Permits, licenses and project schedules

#### Supply Chain

- Which companies can be involved in which systems & repairs
- Which company's equipment are used in a cable system
- Access to cable laying vessels\*

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<sup>\*</sup> Also hyperscalers

# Geostrategic competition in action

#### Case Studies

#### US vs China

- Pacific Light Cable Network (PLCN)
- BtoBE → CAP-1
- SEA-ME-WE6
- Southeast Asia-Japan 2 (SJC2)



To the US →

Source: Image created by the authors, using cable data from TeleGeography.

#### Chinese self-sufficiency in the subsea cable supply chain

(Key Chinese players in critical sectors of the subsea cable market)

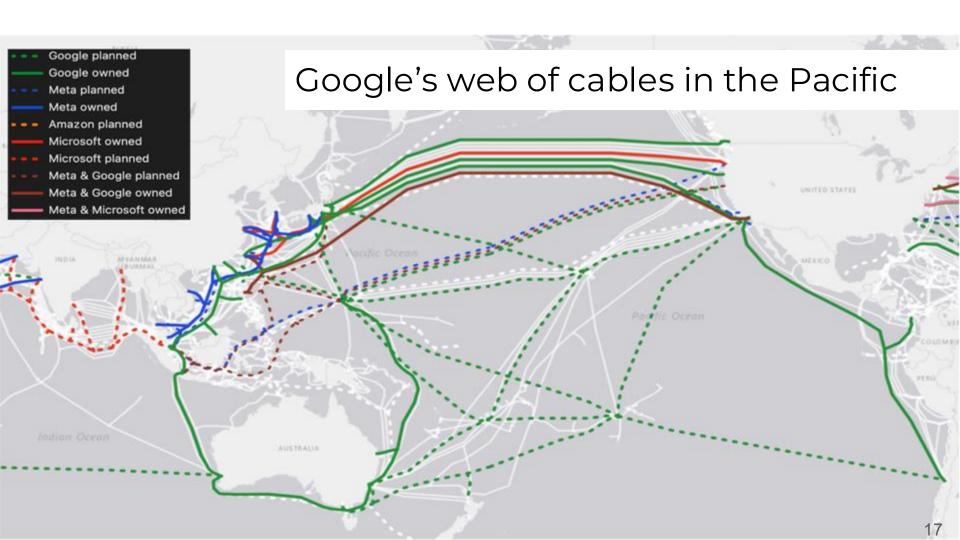
	Chinese companies	Global rivals
Main investors	China Telecom, China Mobile, China Unicom	Google (U.S.), Amazon (U.S.), Meta (U.S.)
Cable builders, equipment suppliers	HMN Technologies, FiberHome	SubCom (U.S.), Alcatel Submarine Networks (France), NEC (Japan)
Fiber optic cables	Hengtong, FiberHome, Yangtze Optical Fibre and Cable, Jiangsu Zhongtian Technology	Corning (U.S.), Nexans (France), NEC (Japan), Furukawa Electric (Japan)
Optical components, chips	Wuhan Fisilink Microelectronics Technology, Huawei Technologies, Zhongji InnoLight, Accelink Technologies	Broadcom (U.S.), Coherent (U.S.), Sumitomo Electric Industries (Japan)
Repeaters	HMN Tech, FiberHome	NEC (Japan), SubCom (U.S.)
Cable ship operators	FiberHome Marine, China Submarine Cable Construction*, S.B. Submarine Systems	TE SubCom (U.S.), Global Marine Group (U.K.), LDA Group (France)
Data center, server makers	Huawei, Inspur, Lenovo	Google (U.S.), Meta (U.S.), Amazon (U.S.)

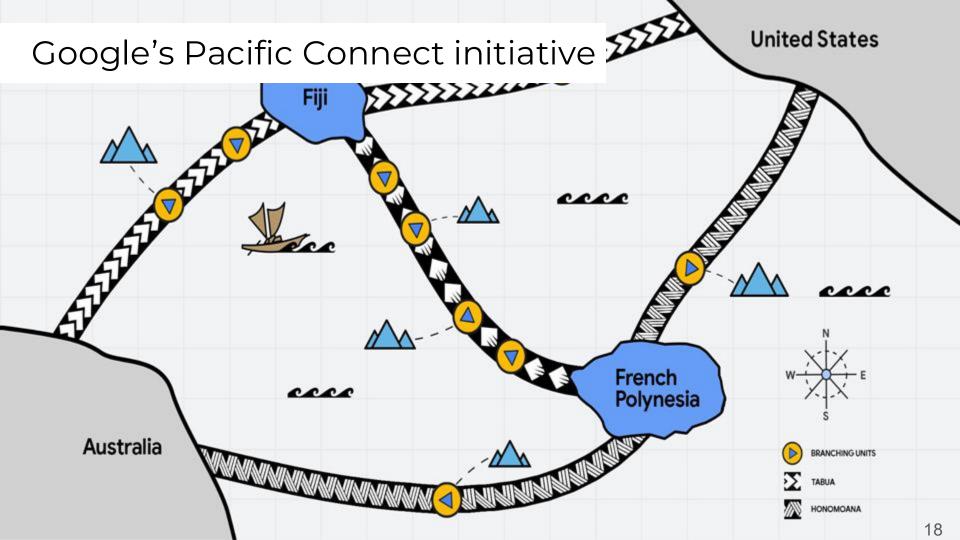
<sup>\*</sup>Subsidiary of China Telecom

## Minilaterals & hyperscaler partnerships

- Coral Sea Cable (Australia ~2018)
- Palau (US, Japan, Australia)
- East Micronesia (US, Japan, Australia)
- Google's Pacific Connect
  - Tuvalu (Australia, Japan, New Zealand, Taiwan, US) + Google

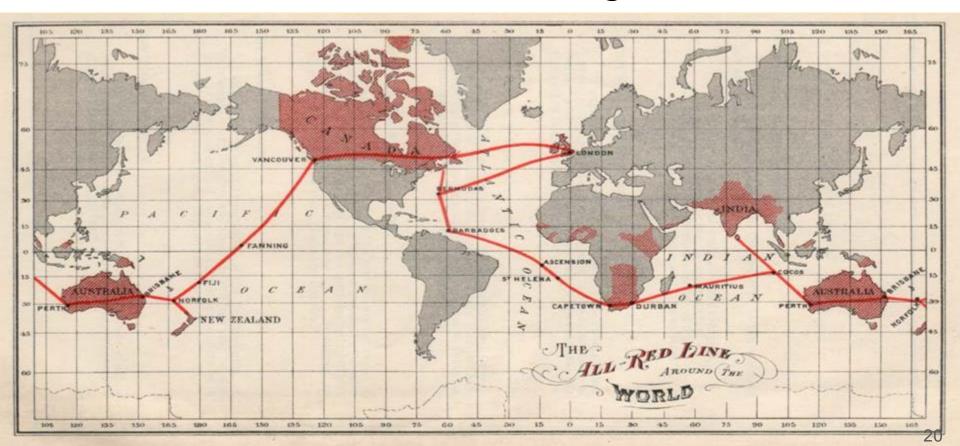
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## The effect on the security of telecoms networks

### Governments see cables as strategic assets



## Wartime targets

- Spanish-American War (1898) Within days of the start of the war US Navy cuts undersea telegraph cables to isolate Spain from its colonies.
- First World War (1914) Within hours of declaring war, Britain cut Germany's cables, forcing traffic onto British lines and enabling the world's first global communications surveillance system.



#### Peace-time surveillance

- Cold War (1970s) Operation Ivy Bells. US cable tapping of Soviet cable
- Snowden disclosures (~2014) interception of transatlantic cables

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#### Now

- This isn't only about sabotage in war or covert espionage.
- Openly and actively shaping global networks through local legal and regulatory levers; international partnerships and alliances
- Era of hybrid warfare
  - Eg. Cable cutting & other irregular activity in Baltic Sea and Taiwan
  - Cyber attacks

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## Cyber attacks

- Salt Typhoon access into US telecoms operators
- Attempted cyber attack on systems managing submarine cables out of Oahu, Hawaii.
- Manipulating networks, changing data flows and data collection
- Disrupting normal data transmission over subcables

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## Opportunities for Australia

#### Winners and Losers

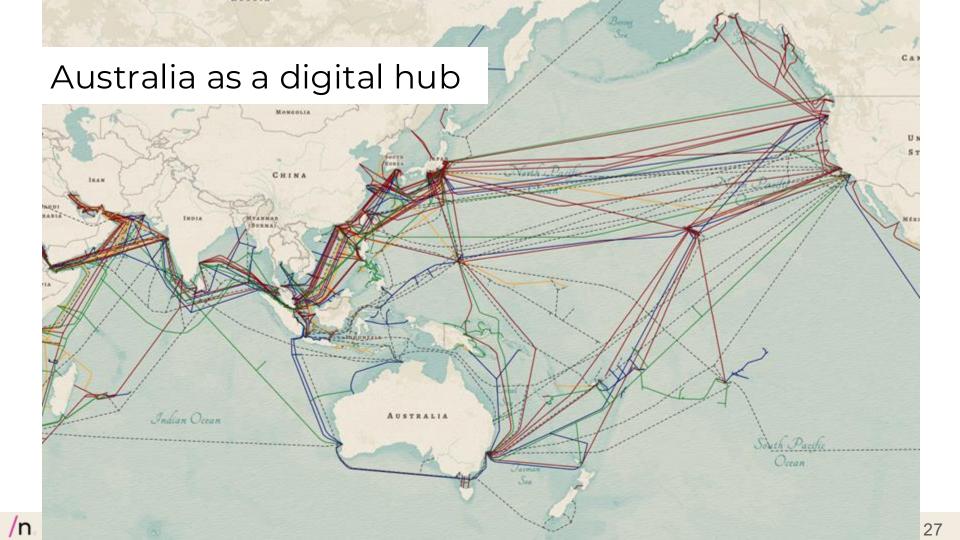


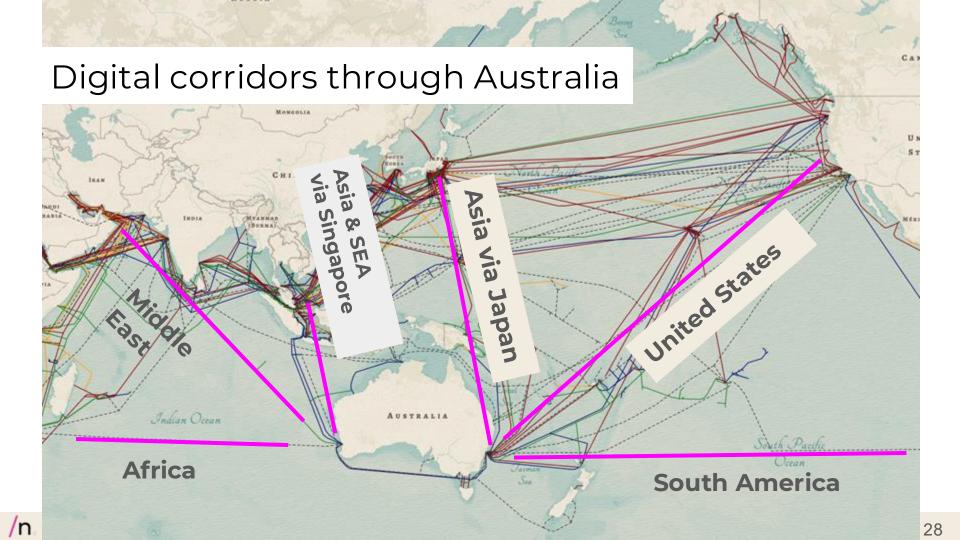
- Hong Kong loses its appeal as a regional cable hub
- Pacific island countries in geopolitically tricky position

## **Winners**:

- Southeast Asia receives more direct cables
- Australia rises as a digital hub and more reliable, safer, alternative route for the Indo-Pacific region







#### Summary

- The subsea cable industry is no longer dominated by telcos; it is now shaped by two key factors: **geopolitics and hyperscalers.**
- Cables are strategic assets that enable the modern digital economy and carry more than just data—they represent sovereignty and power.
- Governments are increasingly concerned with national security and resilience and are using legal and political levers to influence cable routes and supply chains to ensure self-sufficiency and security.
- These geopolitical tensions are causing cable routes to be rerouted away from the most direct paths. This is **positioning Australia** a more reliable and safer alternative route for the Indo-Pacific, positioning it **as a digital hub**.

### Takeaways

- Submarine cables are not just about connectivity
  - Geopolitical tensions pose threats to network security.
  - Countries are competing for control (and security) of the infrastructure and access to the data.
- Opportunities for Australia
  - Digital connectivity hub and more reliable alternative route for the region
  - Sustainable data centres

