FTTH deployment in Europe

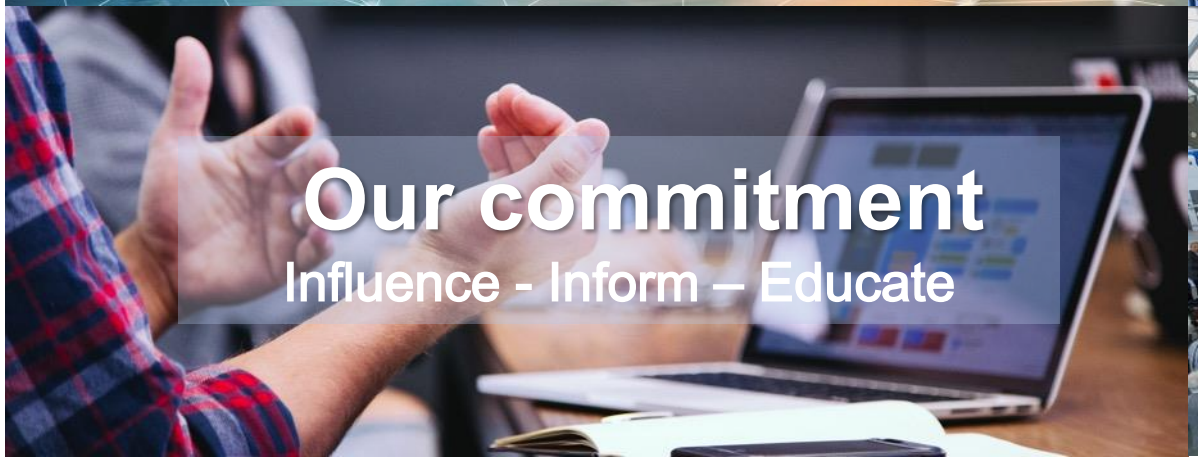
Telco per l'Italia

December 12, 2023

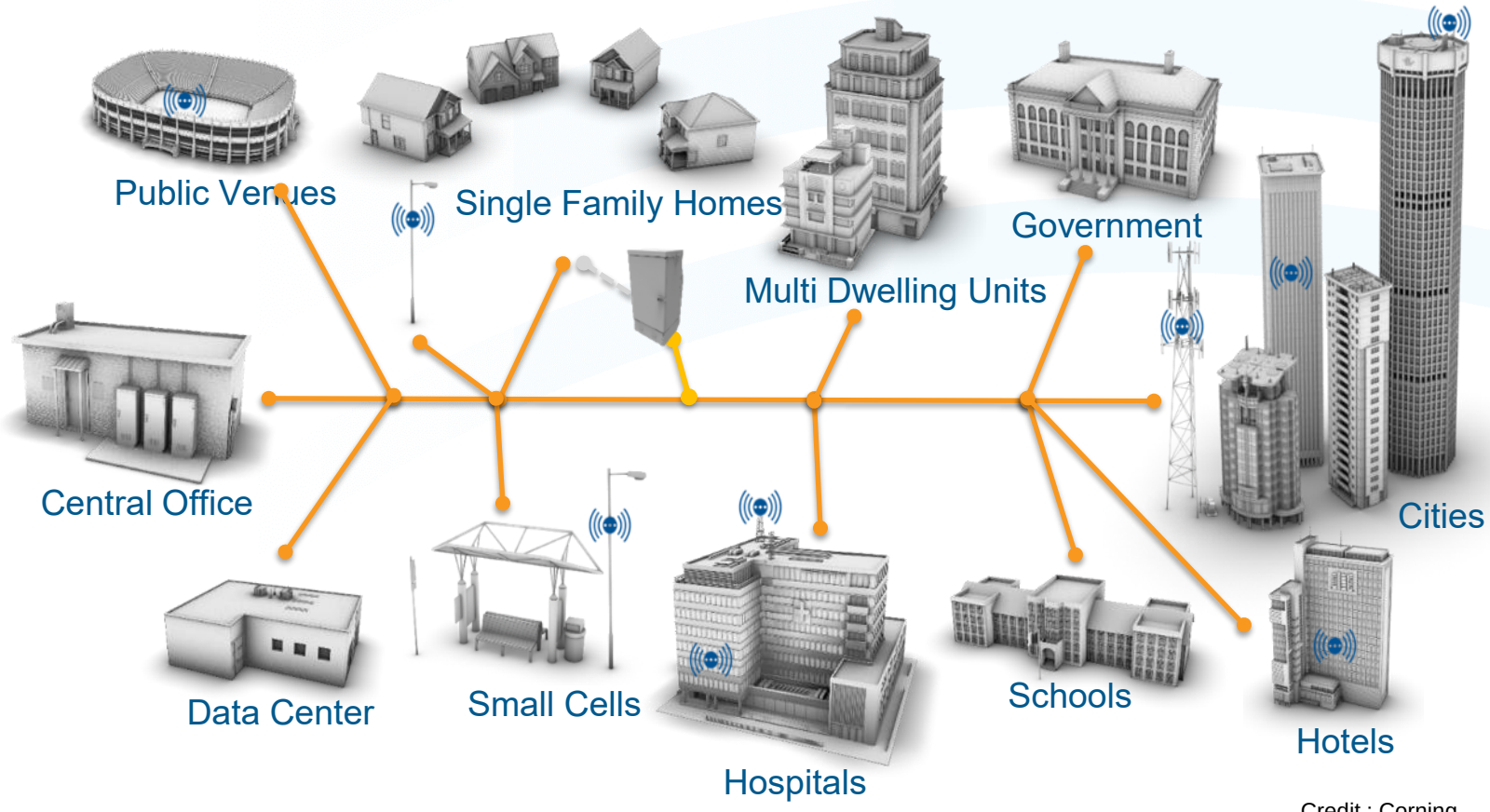
Vincent Garnier

FTTH COUNCIL EUROPE

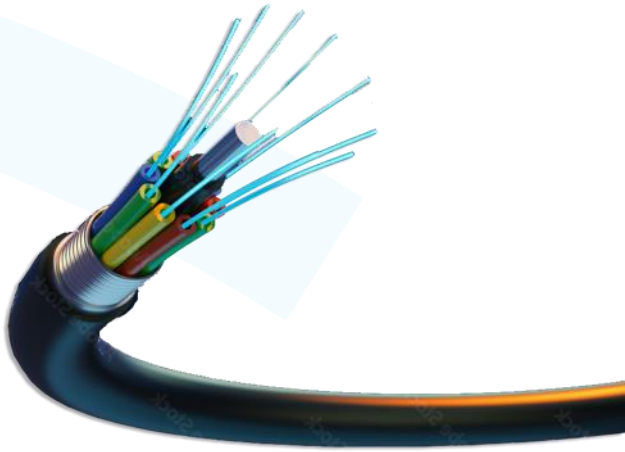
FTTH Council Europe



Future proof & sustainable digital backbone



Credit : Corning



Fibre superior benefits

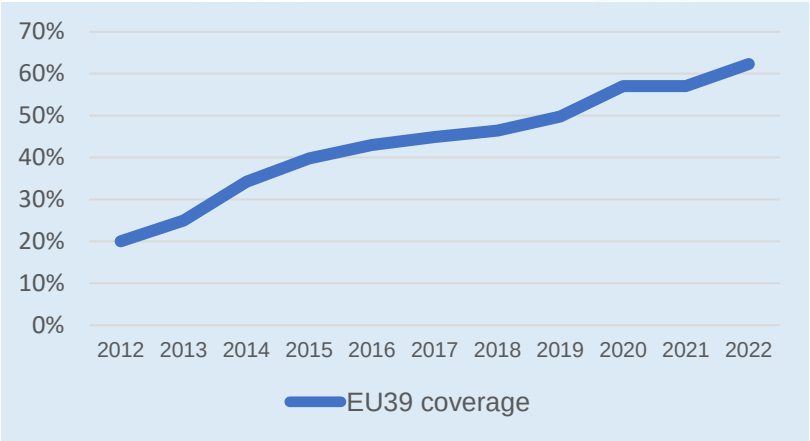
- ✓ Symmetrical Speed
- ✓ Scalable capacity
- ✓ Low latency
- ✓ Energy Efficiency

FTTH/B Coverage

Home passed vs total households
September 2022

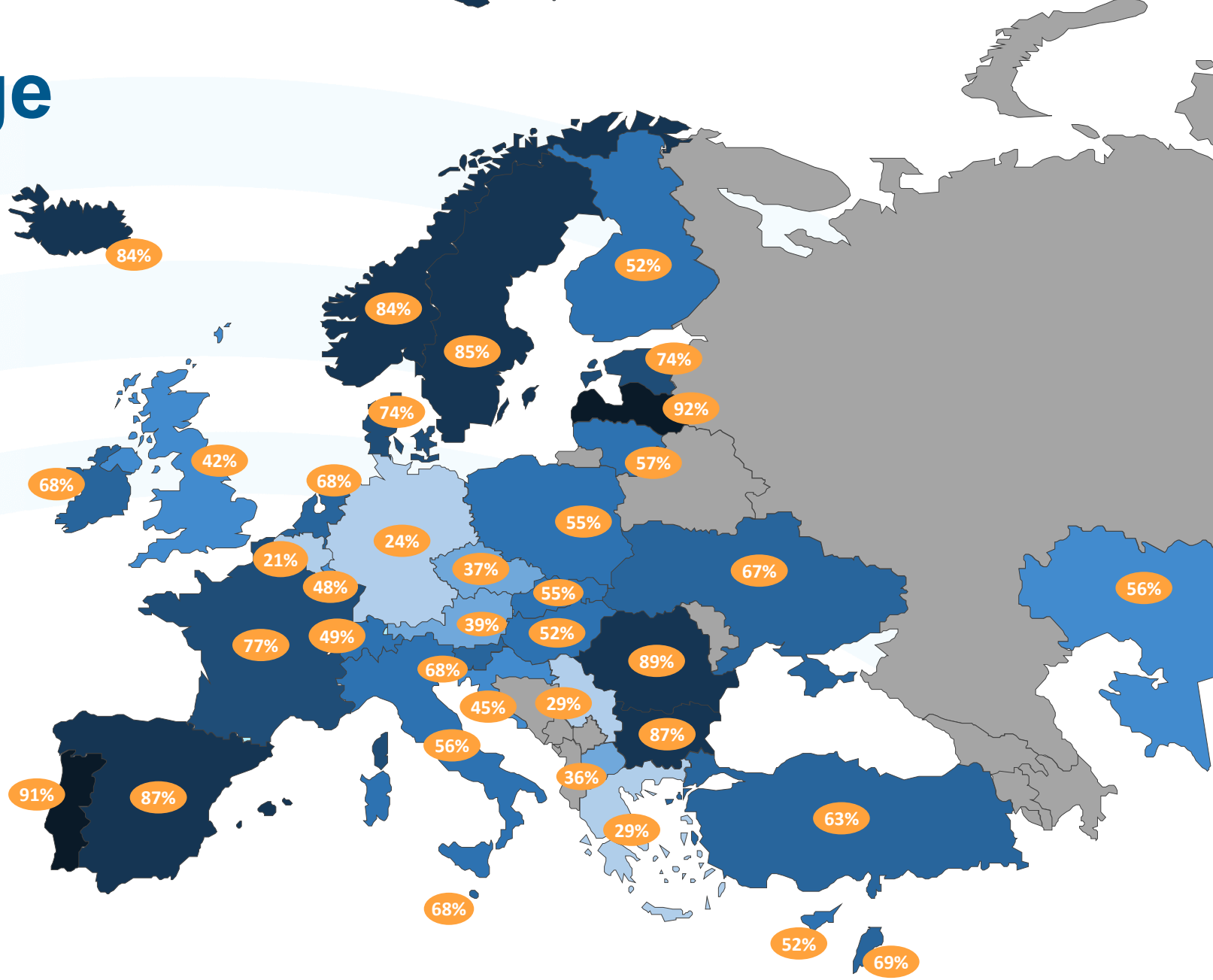
EU 27+UK: 55.3%

EU 39: 62.3%



FTTH/B Coverage

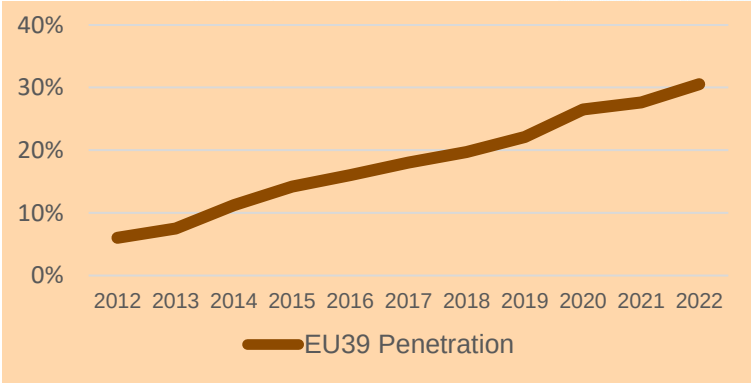
0 10 20 30 40 50 60 70 80 90 100

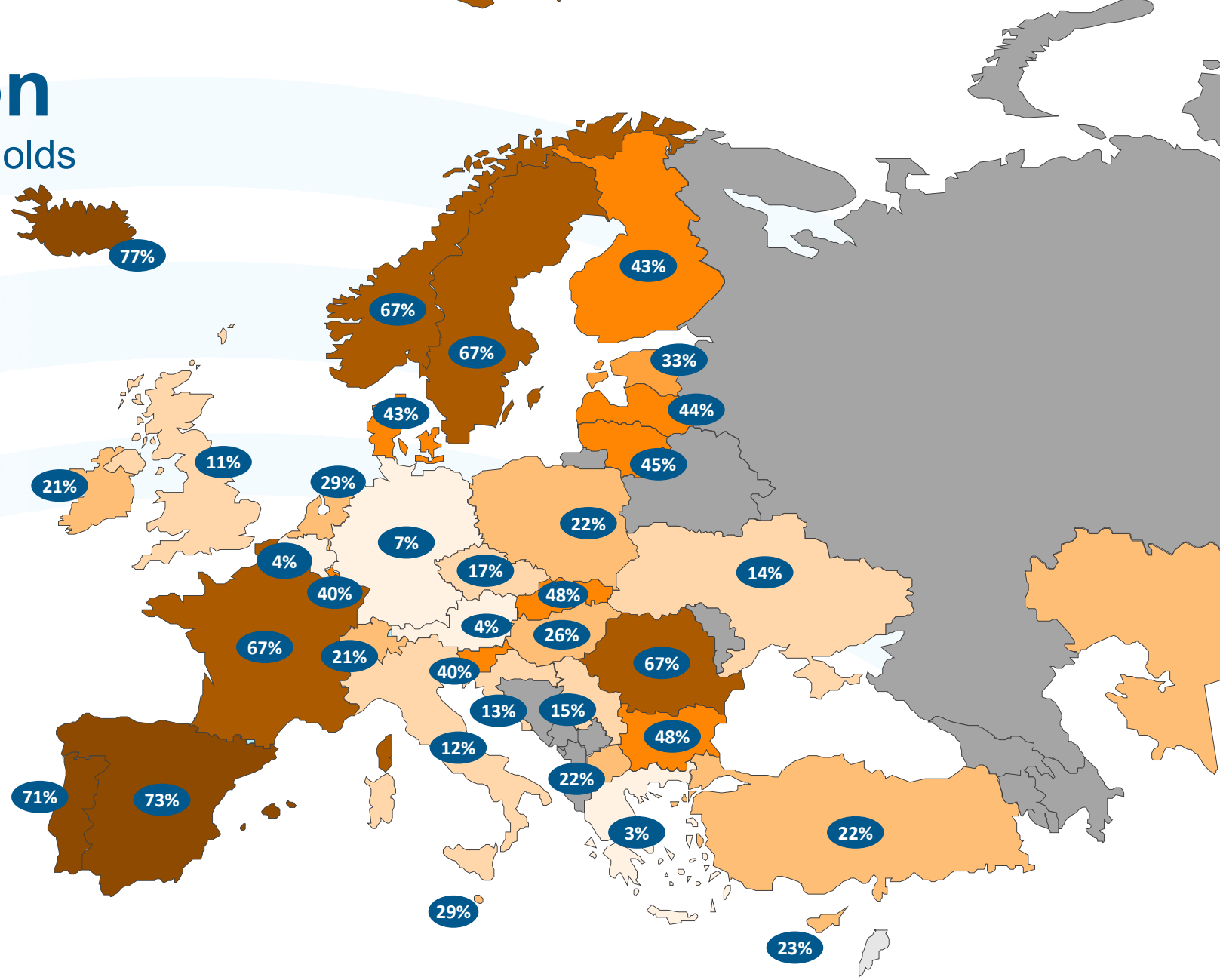


FTTH Penetration

FTTH Subscribers vs total households
September 2022

FTTH Penetration	Take up rate
EU 27+UK: 29,5%	EU 27+UK: 52,8%
EU 39: 30,7%	EU 39: 49,5%

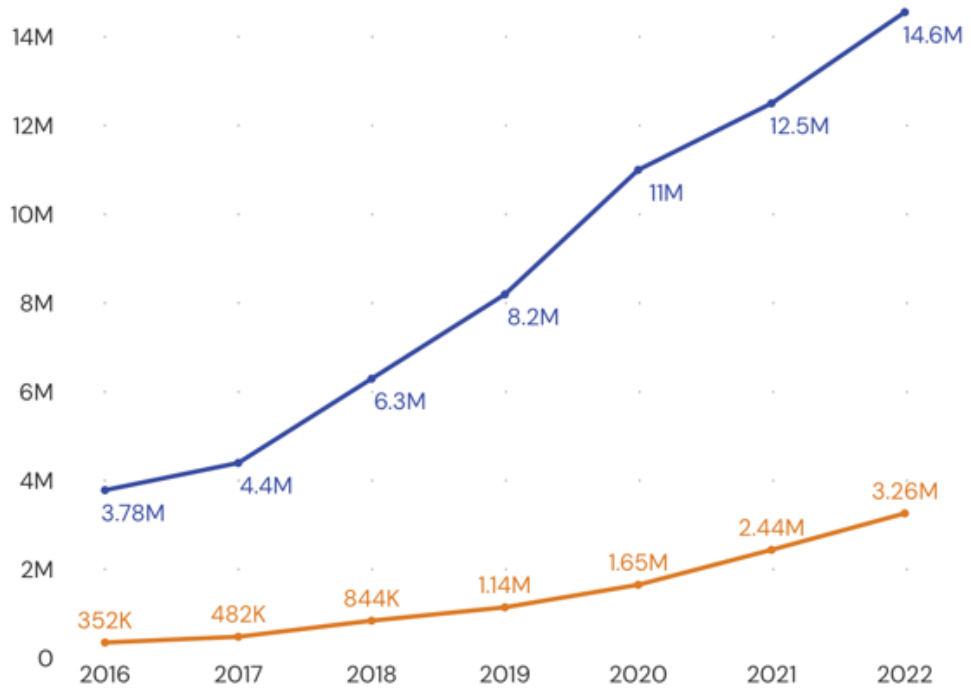


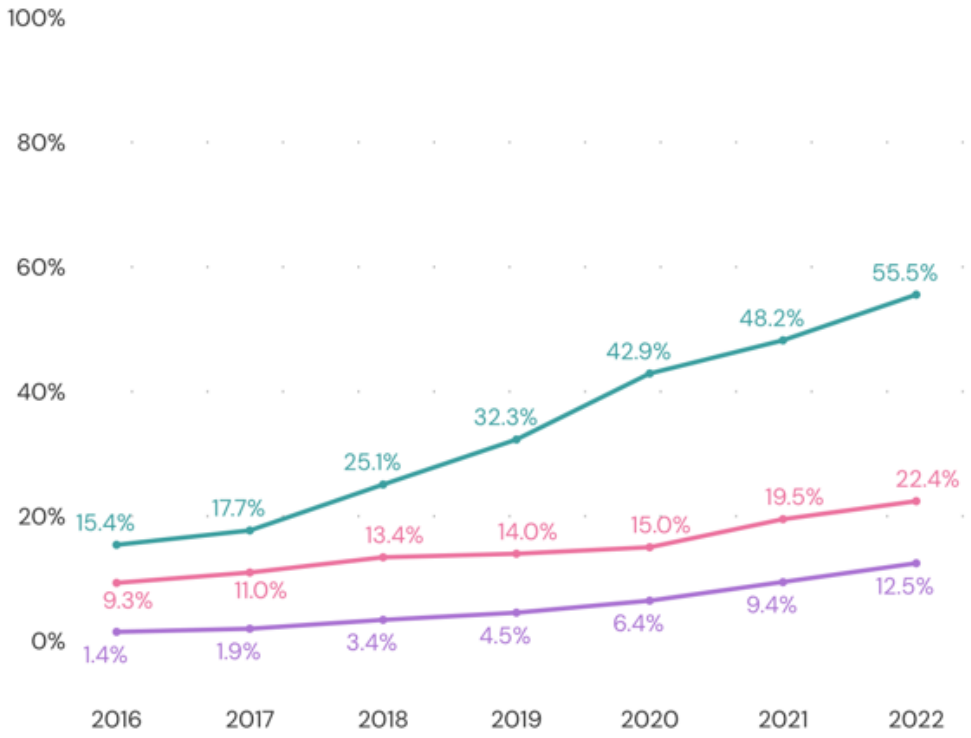


FTTH subscriber penetration

0 10 20 30 40 50 60 70 80 90 100

Italy : FTTH roll out and adoption



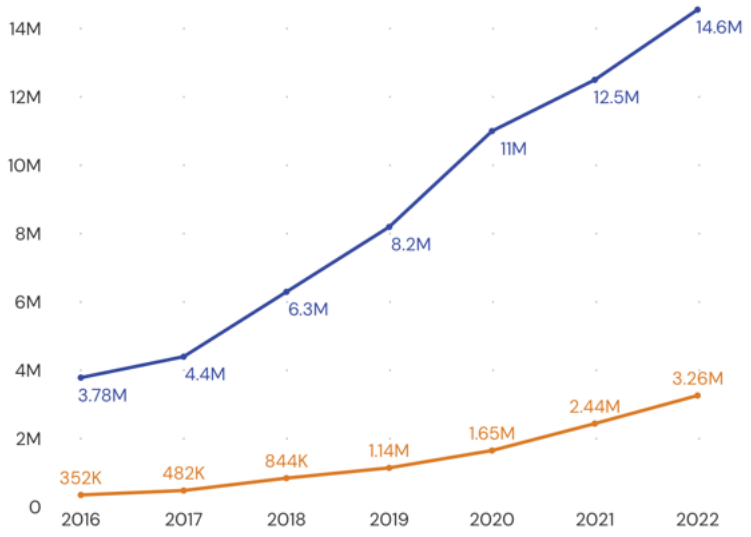


FTTH/B **Homes Passed**
FTTH/B **Subscribers**

FTTH/B **Take-up rate %**
FTTH/B **Coverage rate %**
FTTH/B **Penetration rate %**

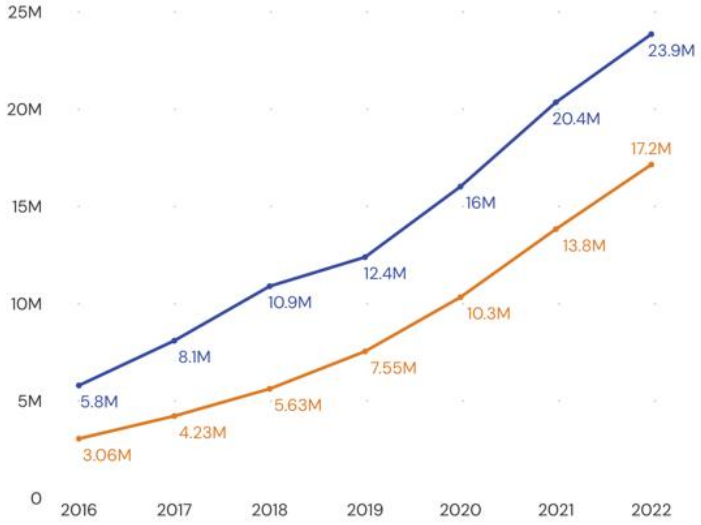
Italy has a “take up” issue

Italy



FTTH/B **Homes Passed**
FTTH/B **Subscribers**

France

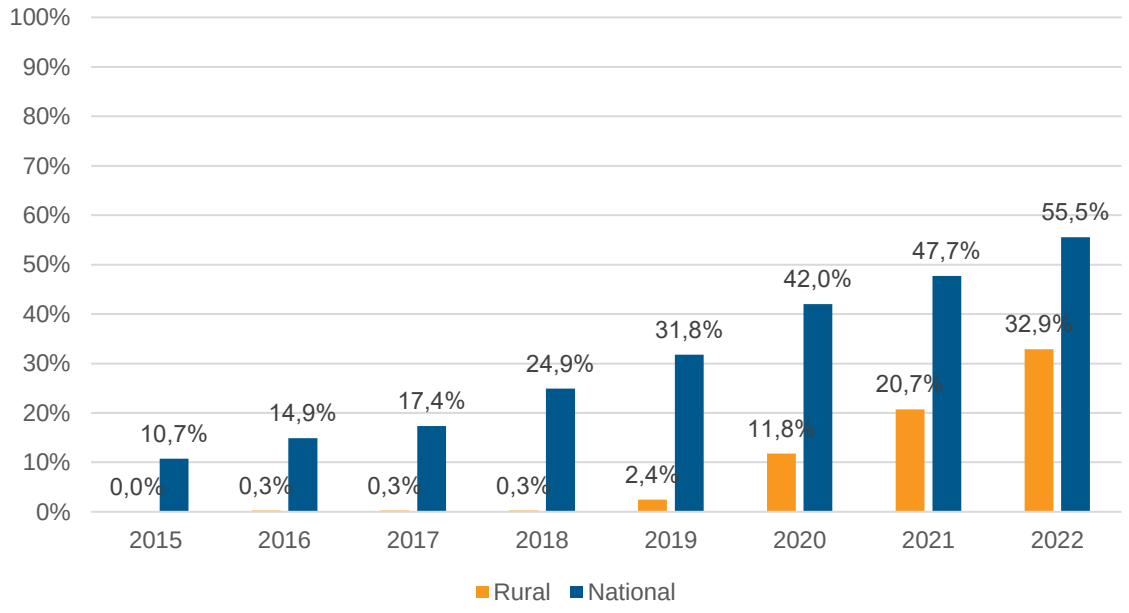


FTTH/B **Homes Passed**
FTTH/B **Subscribers**

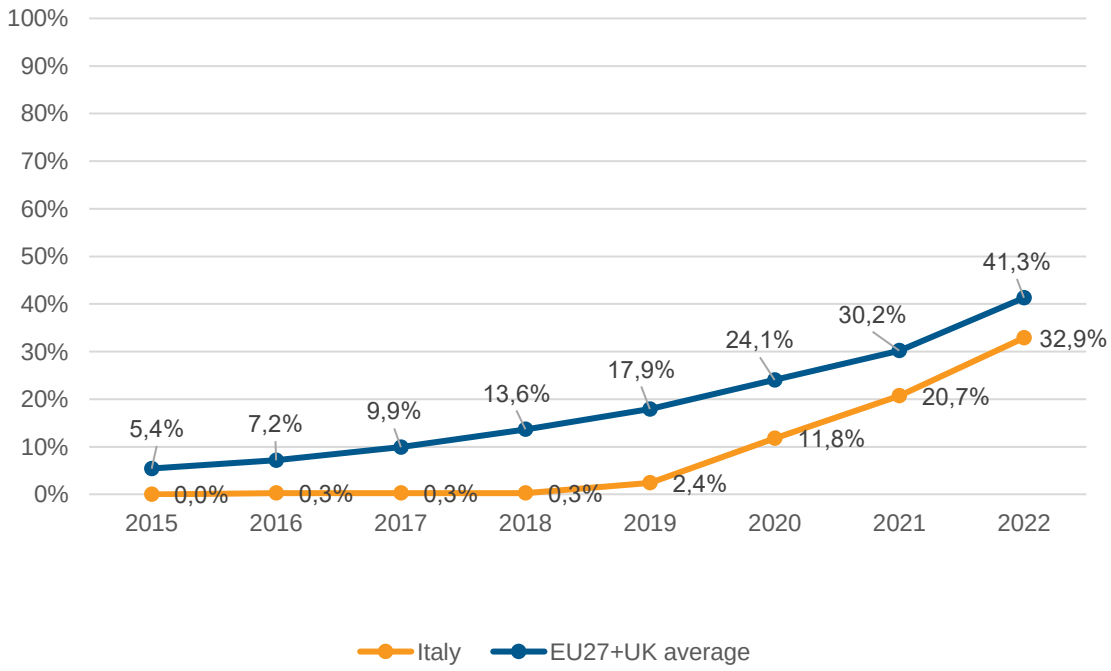
With plumconsulting.co.uk

Italy : rural coverage is catching up

FTTH/B coverage in Italy (in %)
Rural areas* vs National level**, 2015-2022



Rural FTTH/B coverage* (in %)
Italy vs. EU27+UK, 2015-2022



Public policies and regulation are key drivers

European Commission

Body of European Regulators for Electronic Communications
BEREC OFFICE

Ambitious Goals

- 100 Mb/s by 2025
- 1 GB/s by 2030

Stable Regulatory Framework

EECC – Broadband Cost Reduction Directive – BEREC guidelines

Boosting Investments in VHCN infra

Recent EU Initiatives:

1- Gigabit Connectivity Recommendation
2- Gigabit Infrastructure Act
3- Consultation on the future of connectivity

Public and Private investments in FTTH

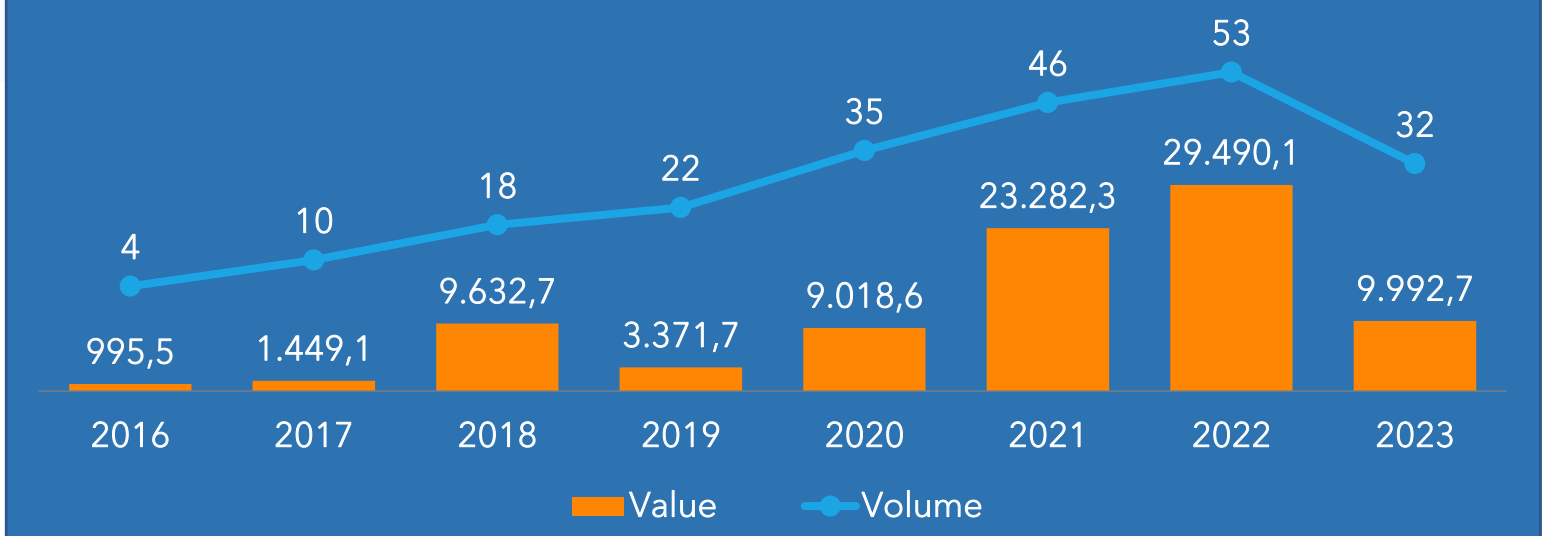
Public Investments

- Clear investment objective in EECC
- Public Investments needed in areas where there is no clear business case
- Anything not falling in the category of VHCN should not qualify for State Aid
- EU Funding and EIB investments complementing investments at national level
- Example: EU Recovery and Resilience Facility, with Member States already committing 26.4% to digital transition, including VHCN

Private Investments

Additional financing, refinancing and greenfield FTTH/B transactions in the EU ($m)

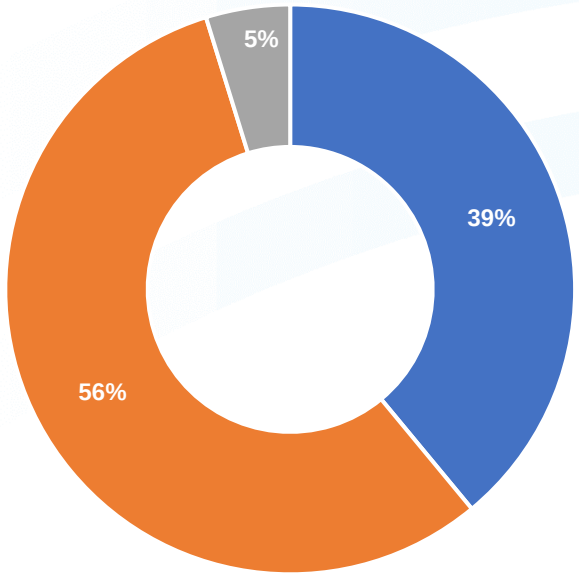
After an all-time high in 2022, 2023 see a sharp decline in investments



Source : FTTH Council - MACQUARIE

The evolution of FTTH Operator business models

% of homes passed by category of operator
September 2022

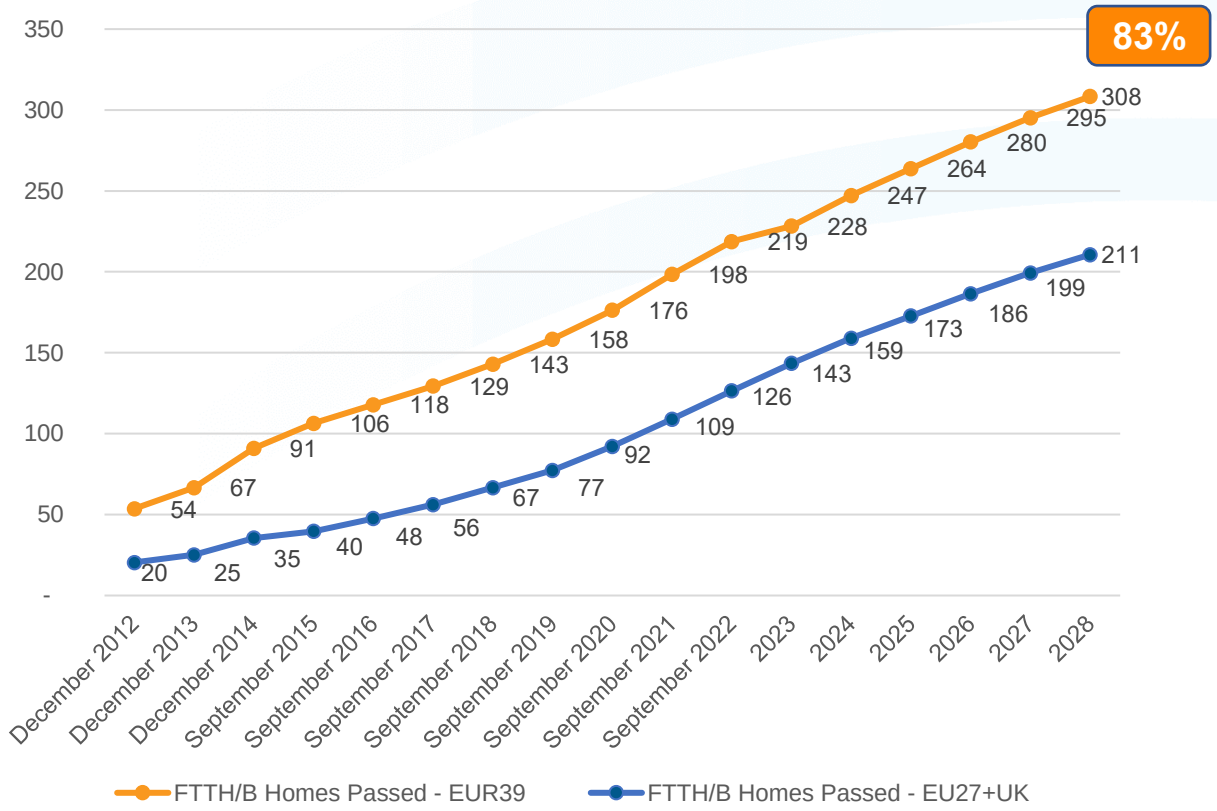


- Incumbents
- Alternative ISPs
- Municipalities/Utilities

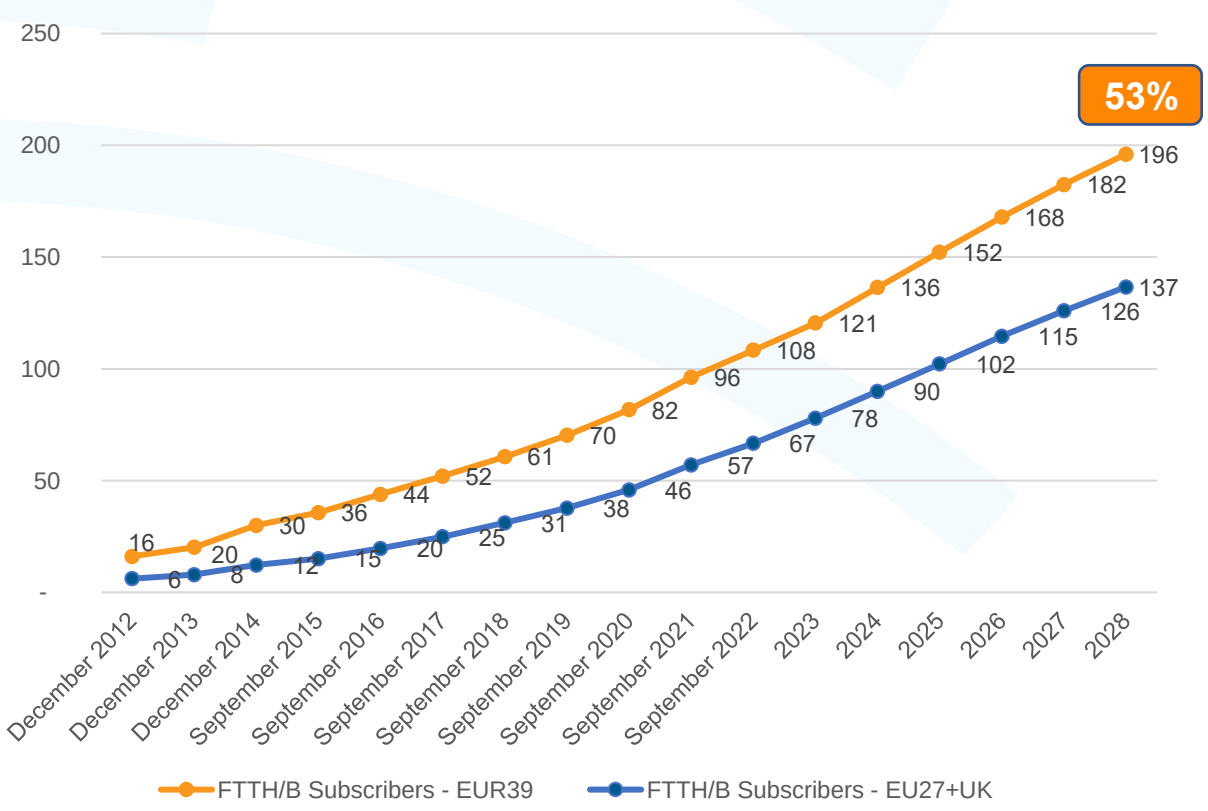
Successful fibre business models

2028 Forecasts: Homes Passed and Subscribers

Evolution of FTTH/B Homes Passed (million)
Comparison EU27+UK / EU39



FTTH/B Subscribers Forecasts (million)
Comparison EU27+UK / EU39



Source: IDATE for FTTH Council EUROPE

Next challenges and opportunities

60%
EU27 + UK
home-passed potential

Increase Take Up
64% by 2028

In-home Connectivity

Rural Coverage
41% vs 55% today

Copper Switch-Off

- Attracting talents
- Limiting red tape
- Network quality
- Policy & Regulations evolutions

Thank You!

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Thank you for your attention!

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