



# open fiber

La rete che trasforma l'Italia

## COMPANY PRESENTATION

---

September 2024





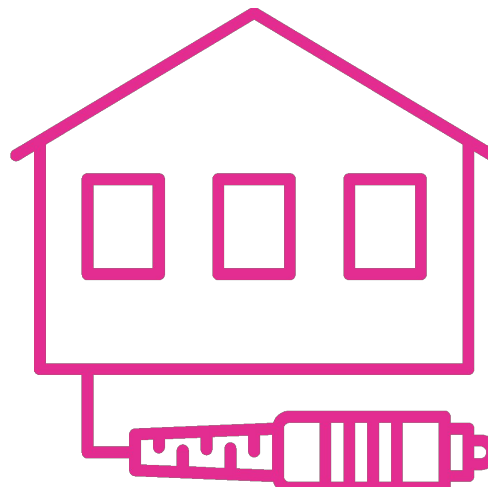
# A New Fiber-Optic Network

**Open Fiber** was established to build high-speed **fiber-optic** communication networks throughout the country.

The company is controlled by Open Fiber Holdings, 60% owned by **Cassa depositi e prestiti** and 40% by **Macquarie Asset Management**

The business model is **wholesale only**: OF exclusively operates in the wholesale market and offers all interested market players access.

More than **300 Partner Operators** use Open Fiber's network on equal terms.



The **ultra-fast Open Fiber network** is built using **Fiber To The Home (FTTH)** literally “Fiber To The Home”.

The entire route, from the exchange to the end user's home, is fiber-optic.

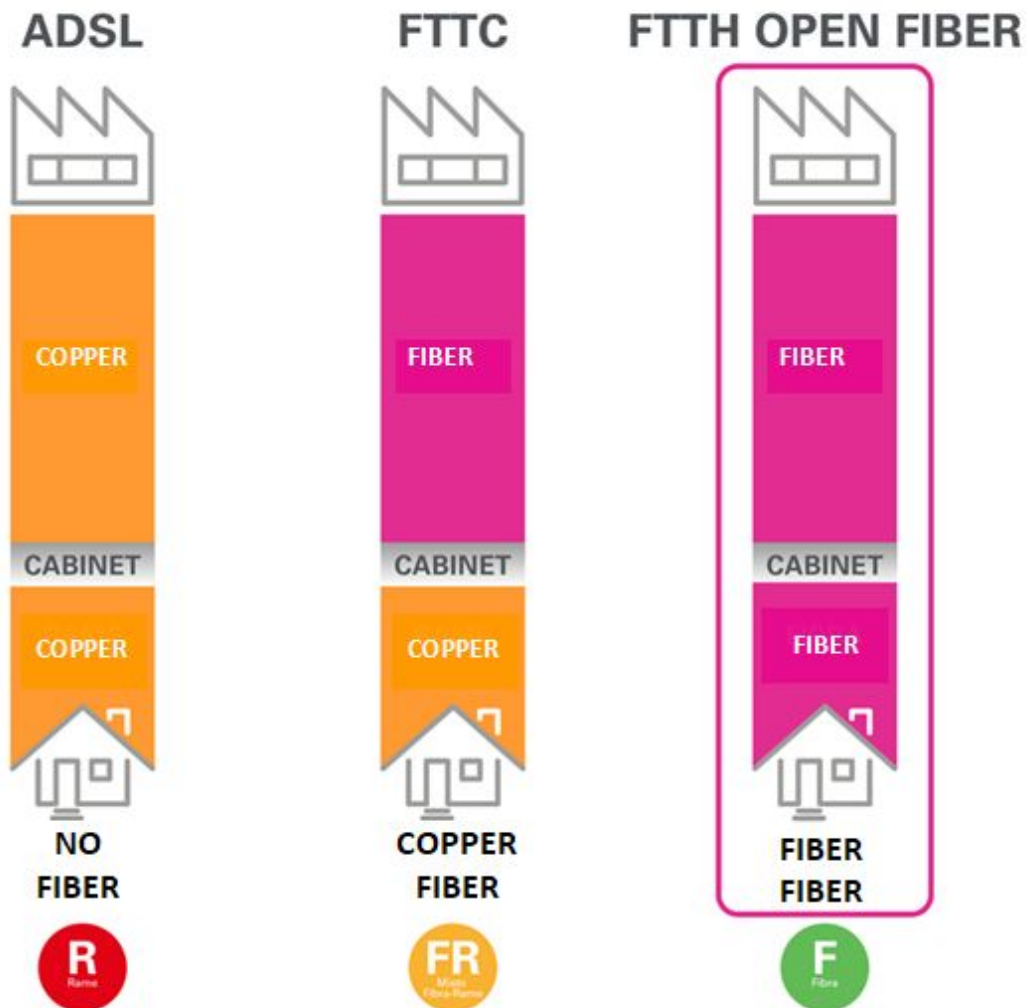
Speeds of up to **10 Gigabit per second (Gbps)**, excellent stability and minimal latency.

A “future-proof” network able to support the full potential of new technologies in line with the goals of **Italia 1 Giga** and **EU Digital Compass**.





# Comparing Architectures: The Primacy of FTTH



ADSL: copper-only connections

FTTC: copper-fiber hybrid connections

**FTTH: exclusively fiber-optic connections**

According to an AGCOM decision, copper networks are marked with a red dot, fiber/copper hybrid networks with a yellow dot, and all-fiber networks with a green dot.

The Open Fiber ultra-fast network is built using Fiber To The Home (FTTH), the only technology able to ensure up to 10 Gigabits per second and the highest performance for all devices.

open fiber





# Open Fiber Today

- **FTTH Territory Coverage**

14 million saleable property units, of which:

Black areas: **240** cities— >8.5 million saleable property units

White areas: ~ **5000** FTTH municipalities completed, >4.9 million saleable property units

Grey areas with a public call for tenders: under deployment - total **3800** municipalities. Currently > 480k saleable property units



Open Fiber employs **about eleven thousand people** daily, including staff and suppliers.

- **Resources deployed**

**Around 8 billion** invested from 2017 to 2023

Additional **8 billion** allocated for the period 2024-2031

Financing: **7.2 billion** provided by leading national and international banks

At the end of 2023, Open Fiber was confirmed as the **leading FTTH operator in Italy and among the main players in Europe.**



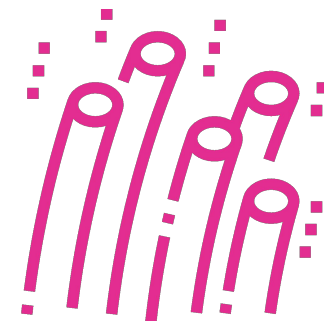


# The Connectivity Targets



## Italy

**Italia 1 giga (2026):** 1 Gbps download and at least 200 Mbps upload for everyone



## European Union

**Digital Compass 2030**

- 1 Gbps for everyone
- 5G everywhere

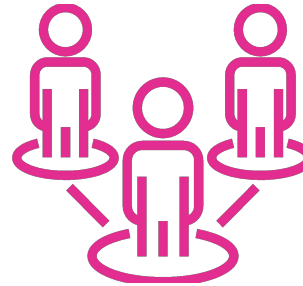




# A Network serving...

## ...PEOPLE

- Home: home automation, HD streaming, gaming, videoconference
- School: remote and blended schooling, e-learning.
- Telemedicine
- Digital Public Administration



## ...CITIES

- Territorial security and surveillance
- Electronic access control
- Public lighting and traffic flow management
- E-vehicles charging
- Digitisation of tourism services



## ...BUSINESS

- Digitisation and process innovation
- Smart working and telecommuting
- Cloud computing







# Open Fiber in Black Areas

**240** Italian **cities**  
over **8.5 million** FTTH property units  
**4** billion euros to build  
and develop the network

## Fiber To The Home Infrastructure

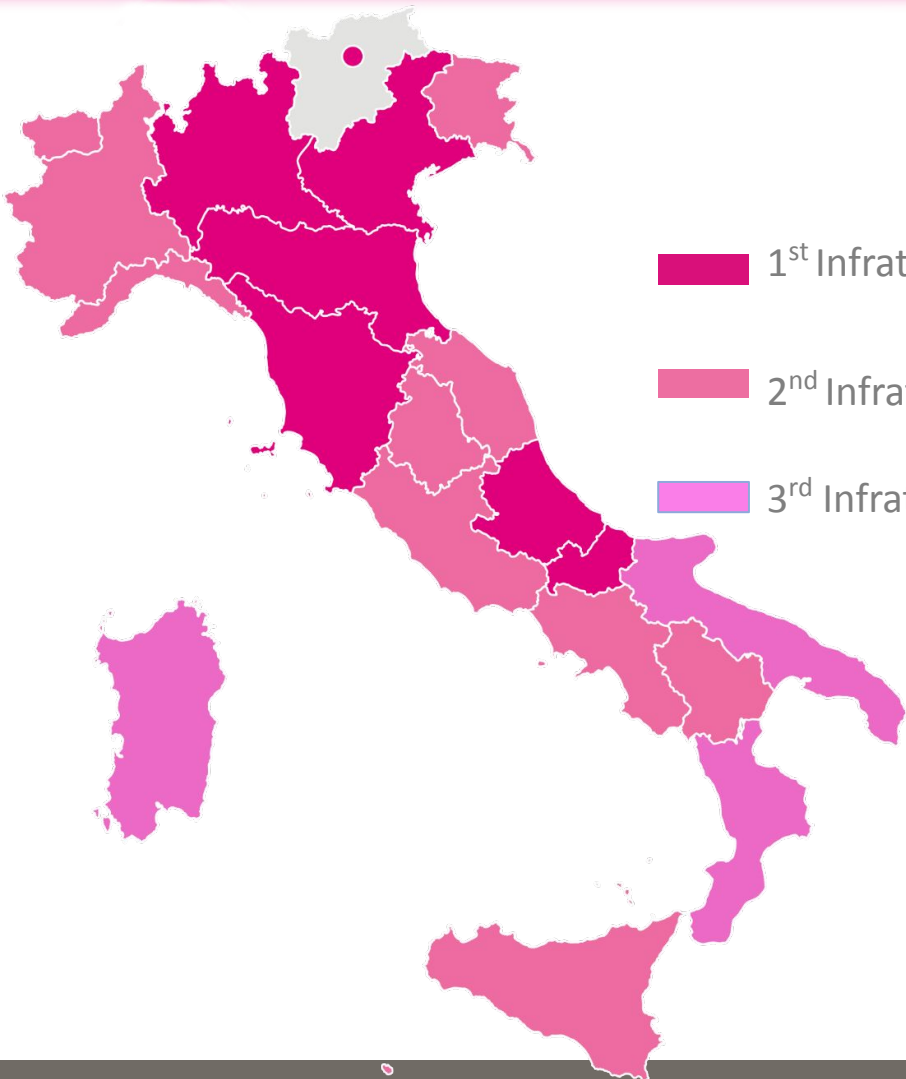
Completed in Milan, Naples, Turin,  
Palermo, Bologna, Bari, Catania,  
Venice, Padua, Cagliari, Perugia and  
other medium-sized towns







# Open Fiber in White Areas



1<sup>st</sup> Infratel tender

2<sup>nd</sup> Infratel tender

3<sup>rd</sup> Infratel tender

- The **first tender** involves building and operating an ultra-broadband network in Abruzzo, Emilia Romagna, Lombardy, Molise, Tuscany and Veneto.
- The **second Infratel tender** involves municipalities in 10 Regions (Piedmont, Valle D'Aosta, Liguria, Friuli Venezia Giulia, Umbria, Marche, Lazio, Campania, Basilicata, Sicily) and the Province of Trento.
- The **third tender** involves Calabria, Puglia and Sardinia.

Open Fiber will reach over **6000 municipalities** in **each of the 20 Italian Regions**, connecting more than **6 million** property units, including homes, businesses and Public Administration offices.





# Open Fiber in Grey Areas



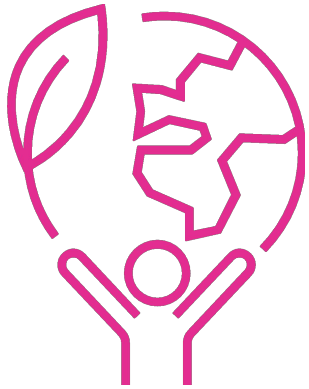
- As defined by the European Commission, **grey areas** are those where only one network operator is present, and the chance of another network being built in the near future is unlikely.
- As part of Piano Italia 1 Giga, the Government, through the Ministry for Technological Innovation and Digital Transition (MITD), has launched **calls for tenders** to ensure State support for implementing an ultra-fast network in these areas.
- Open Fiber was awarded 8 lots of public tenders involving more than **3800 municipalities** in **9 Regions**: Campania, Emilia Romagna, Friuli Venezia Giulia, Lazio, Lombardy, Puglia, Sicily, Tuscany, and Veneto.





# Open Fiber for Sustainability

Open Fiber works daily to generate shared value, address environmental challenges, meet current and future social needs, and to lead Italy to a position among the most technologically advanced countries in the world.



- **Sustainability policy:** the company mission is united with the commitment to being a sustainable business and with ESG (Environmental, Social & Governance) matters
- **Sustainability report:** since 2021, Open Fiber has published an annual report which describes its approach to being a sustainable business and its contribution to technological innovation
- **Sustainability strategy:** published in 2023, this strategy identifies the *essential, distinct*, concrete and ambitious sustainability pillars which Open Fiber will implement to reinforce its commitment in the medium and long term
- **ESG certification:** obtained in 2023, Open Fiber is the first Italian company to receive this certification, an unaccredited standard which attests to responsible management in terms of ESG-related themes
- **Net Zero Plan:** approved at the end of 2023, this ambitious corporate plan has the goal of net zero emissions by 2040, in-line with the concrete commitment to decarbonisation which, since 2022, has made it possible for Open Fiber to obtain 100% of its purchased electricity from renewable sources





openfiber.it



@Open Fiber



@OpenFiberIT



Open Fiber



openfiber\_it

open fiber