open fiber

COMPANY PROFILE

THE BACKGROUND

Open Fiber was established to develop **an ultra-high-speed fiber-optic communication network** exceeding 1 Gigabit per second, covering the entire Italian territory, thus helping Italy bridge Italy's digital divide with the rest of Europe by enabling next-generation digital services. Founded in 2017 following the merger of Enel Open Fiber and Metroweb, the company is now owned by Open Fiber Holdings, with a 60% stake held by **CDP Equity (CDPE)** and 40% by **Macquarie Asset Management (MAM)**.

Gigabit connectivity lies at the heart of both the European Union's and Italy's digital development strategies. With its **Digital Compass 2030** plan, the European Union has set clear targets for Member States: access to a fixed ultra-fast network (minimum 1 Gbps) in every household and 5G mobile coverage across populated areas by 2030. To this end, the Italian government has launched the **Italia 1 Giga** plan aimed to ensure nationwide connection speeds of at least 1 Gbps download and 200 Mbps upload by 2026.

THE ACTIVITY PLAN

Open Fiber aims to ensure **coverage of Italy's major cities and to connect rural and industrial areas** with a reliable, ultra-fast fiber-optic network capable of delivering increasingly **advanced services and functionalities to citizens, businesses, and Public Administrations**. The company does not sell fiber-optic services directly to end users but operates exclusively in the wholesale market (**wholesale only**), offering all interested operators equal access to its network. Open Fiber's industrial plan involves the deployment of a fiber-optic infrastructure across all types of areas into which the Italian territory is classified as follows:

1. **Black areas** that include the main urban centres. Here, Open Fiber invests privately to build a fiber-to-the-home (FTTH) network that directly reaches homes and offices.

2. **White areas**, i.e. rural and outlying zones where no operators have declared interest in investing: Open Fiber was awarded all three public tenders launched by Infratel (a company owned by the Ministry of Enterprises and Made in Italy—MIMIT) to build and operate an ultra-broadband network that remains publicly owned under a 20-year concession.

3. **Grey areas** within the scope of the Italia 1 Giga plan, the government has issued **public tenders** to support the rollout of ultra-fast broadband. Open Fiber has secured 8 awarded lots, covering **3,881 municipalities across 9 Regions**.

Open Fiber's overall plan, combining public and private investment, **is valued at approximately EUR 16 billion - EUR 9 billion already invested between 2017 and 2024, and a further EUR 7 billion allocated for 2025–2031.**

As of July 2025, Open Fiber had made more than 16.7 million **FTTH (Fiber To The Home)** property units available for sale, confirming its position **as by far the leading FTTH operator in Italy**, one of the market leaders in Europe, and **the top wholesale-only provider on the continent.**

More than 300 national and international providers have already signed **commercial agreements** to use its ultra-broadband network. Open Fiber's rollout plan across all Italian Regions is a powerful driver of economic growth: each day, the company **engages around 10,000 people, including company employees and partner company staffers**.

BLACK AREAS

Open Fiber operates in 240 large and mid-sized cities, and more than EUR 4 billion has been invested in network construction and development.

WHITE AREAS

Open Fiber was awarded all three **Infratel tenders** to build a fiber-optic network in areas where no operators had expressed interest in investing. The network in these zones remains publicly owned and will be operated by Open Fiber under a 20-year concession. In total, Open Fiber will reach over **6,000 municipalities** across all 20 Italian regions, bringing FTTH fibre-optic coverage to more than **6 million** property units, including homes, businesses, and public administration offices. By July 2025, Open Fiber had completed work in over 5,800 municipalities.

GREY AREAS

As defined by the European Commission, grey areas are those where only one network operator is present, and it is unlikely that a competing network will be rolled out in the near future.

FIBER TO THE HOME (FTTH)

Open Fiber's ultra-fast network is built using **Fiber to the Home (FTTH)** technology, literally meaning "fiber to the home". The entire route, from the exchange to the customer's home, is fiber optics. This provides top-level performance up to **10 Gigabits per second (Gbps)**. It is a truly "future-proof" solution, capable of supporting the full potential of next-generation technologies in the years to come. The fixed network is connected by laying an underground cable that connects the user's home or business to the so-called switching box, which, in turn, is connected to the local exchange. **With ADSL**, on the other hand, the cables used in the two sections are entirely in copper, while with **FTTC**, one connection is in copper and the other in fiber-optic. **With FTTH, connections are entirely fiber-optic**, providing unachievable performance levels compared to

copper (ADSL) or fiber/copper (FTTC) networks. The FTTH network is the only one certified with the **AGCOM green label** as “true fiber.”

Greater Reliability

Fiber-optic connections are more stable and efficient and less susceptible to interruptions and technical faults than copper-based networks. Their maintenance cost is lower, and they provide a higher quality of service to end-users.

High performance

Fiber-optic networks are ‘ultra-broad’, like a 100-lane highway with virtually no traffic jams, allowing data to flow quickly and efficiently. Additionally, FTTH always ensures access speeds.

Improved Efficiency

Next-generation networks (NGN) rely on fiber-optic cables for their telecommunications infrastructure, as they ensure a long infrastructure lifetime and significantly higher transmission speeds than traditional copper or mixed fiber-copper technologies.

Inclination towards New Technologies

Fiber optics is the only “**future-proof**” solution, with an ongoing evolving transmission capacity that already today reaches 10 Gbps. With FTTH, the fiber directly reaches homes, making it compatible with all digital services developed over the years.

THE BENEFITS OF FIBER-OPTIC TECHNOLOGY FOR RESIDENTS, BUSINESSES AND PUBLIC ADMINISTRATION

Fiber-optic connectivity makes the involved territories more competitive across multiple sectors - from smart homes (home automation, streaming, video conferencing, and gaming) to tourism, from remote working, and telemedicine. Its widespread adoption accelerates Italy's digital transformation, simplifying and improving interactions between citizens and the Public Administration, between students, schools, and universities, as well as boosting business productivity and competitiveness of businesses and the efficiency of the Public Administration.

Benefits and Services for Residents

The expansion of fiber-optic technology enables residents to access the online services provided by the Public Administration and favours the health sector's digitalisation with applications such as telemedicine, Electronic Health Records and drug allocation. Fiber is increasingly becoming crucial in our homes. It makes the spread of home automation easier, enabling people to work and study remotely, play online games and enjoy high-performance streaming services.

Benefits and Services for Public Institutions and the Public Administration

Fiber-optic technology also has a significant impact on our towns and villages. An ultra-fast and stable connection favours the spread of services in sustainable mobility in municipal areas, including electronic control of city LTZ accesses, digital parking systems, traffic flow management and EV recharging. Security and territorial monitoring benefits include also: video surveillance and environmental remote sensing, efficient management of public lighting, and digitisation of tourist, museum, and cultural services. The Public Administration can also benefit from ultra-broadband development for e-invoicing in commercial transactions and access to online services through SPID (Public Digital Identity System).

Benefits and Services for Businesses

Fiber-optic technology offers several benefits and advanced services to businesses. Think of remote working and telecommuting, digitisation and process innovation, and cloud-based data storage and sharing (cloud computing). Fiber-optic technology also makes e-commerce and export operations much easier, making Italian companies more competitive in international markets.

SUSTAINABILITY

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

- **Sustainability Policy**: The Company's mission is closely aligned with our commitment to sustainable business and ESG (Environmental, Social & Governance) principles.

- **Sustainability Strategy and Plan**: The Company's Sustainability Strategy is built on a set of strategic pillars that guide our medium- and long-term ESG efforts. The first Sustainability Plan, launched in 2024, puts the Strategy into action by linking each pillar to specific objectives and outlining the actions required to achieve them.
- **Net Zero Plan**: Approved at the end of 2023, this ambitious corporate roadmap aims to achieve net zero emissions by 2040, in line with the substantial commitment to decarbonisation that, since 2022, has enabled Open Fiber to procure 100% of its purchased electricity from renewable energy sources.
- **Sustainability Report**: Since 2021, Open Fiber has published an annual report presenting its approach to sustainable business and its contribution to technological innovation.
- **UN Global Compact Membership**: In 2024, Open Fiber joined the United Nations Global Compact, committing to implementing universal sustainability principles and taking substantial action to support of the UN Sustainable Development Goals.
- **ESG Rating and Certification**: Open-es, EcoVadis, GRESB, and CDP are the main rating systems the Company has joined. In 2023, Open Fiber also became the first Company in Italy to achieve the SGS ESG Certification – a non-accredited standard that attests to the responsible management of ESG matters.