Creating a Connected Continent

FTTH Conference Warsaw 2015

Press Conference Warsaw

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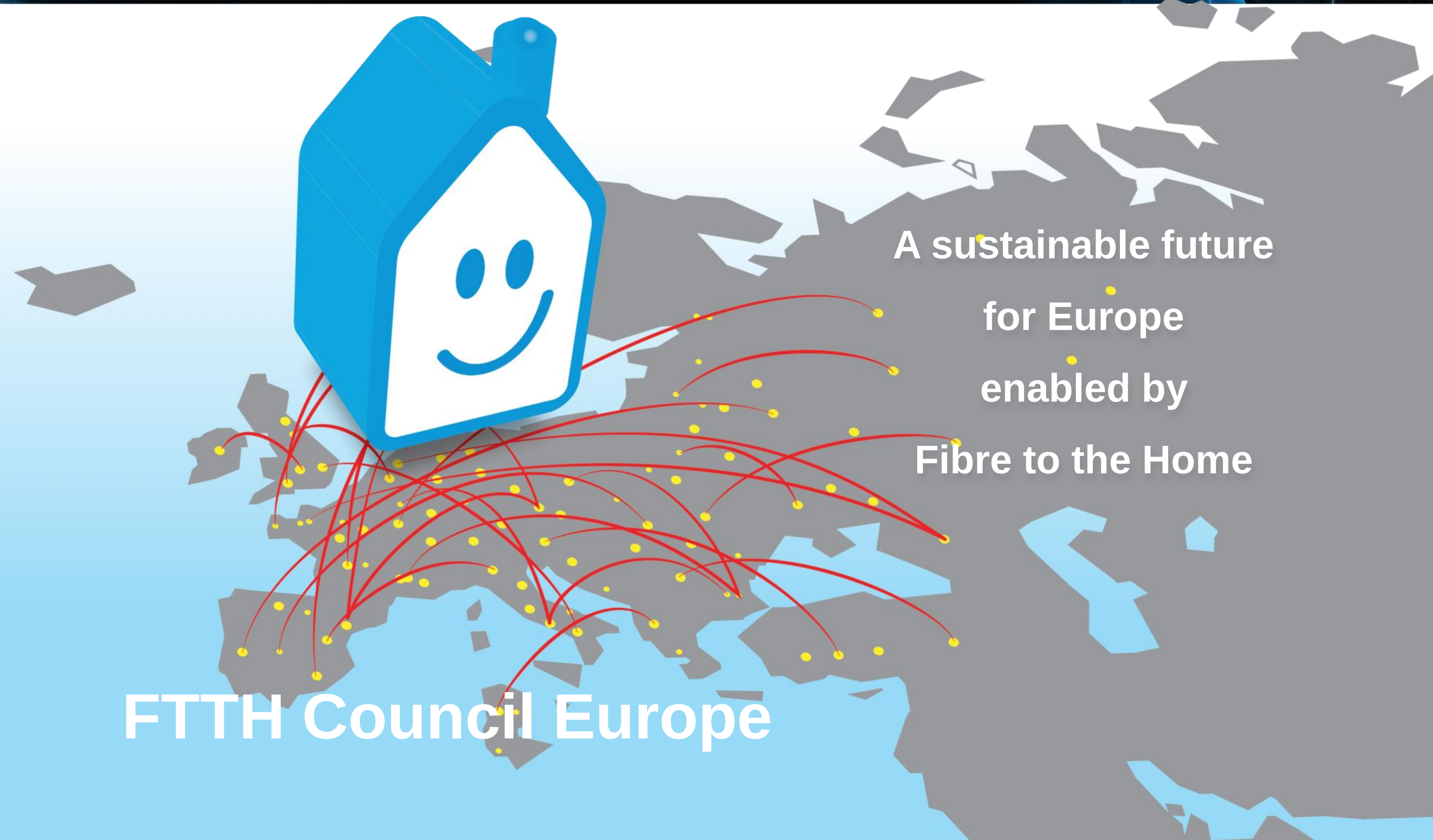
Creating a Connected Continent

FTTH Conference Warsaw 2015



A sustainable future

for Europe

enabled by

Fibre to the Home

FTTH Council Europe

Creating a Connected Continent

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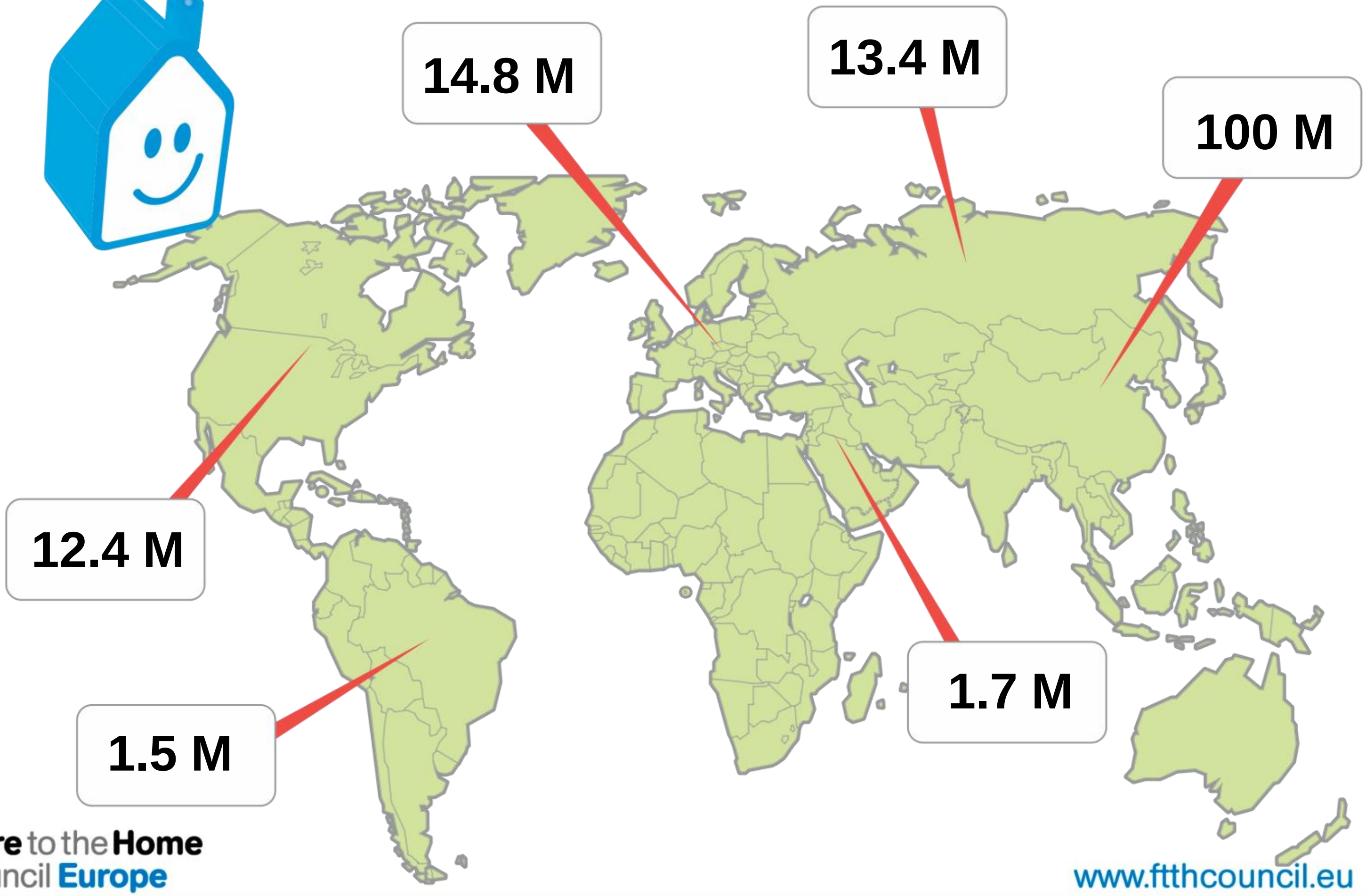

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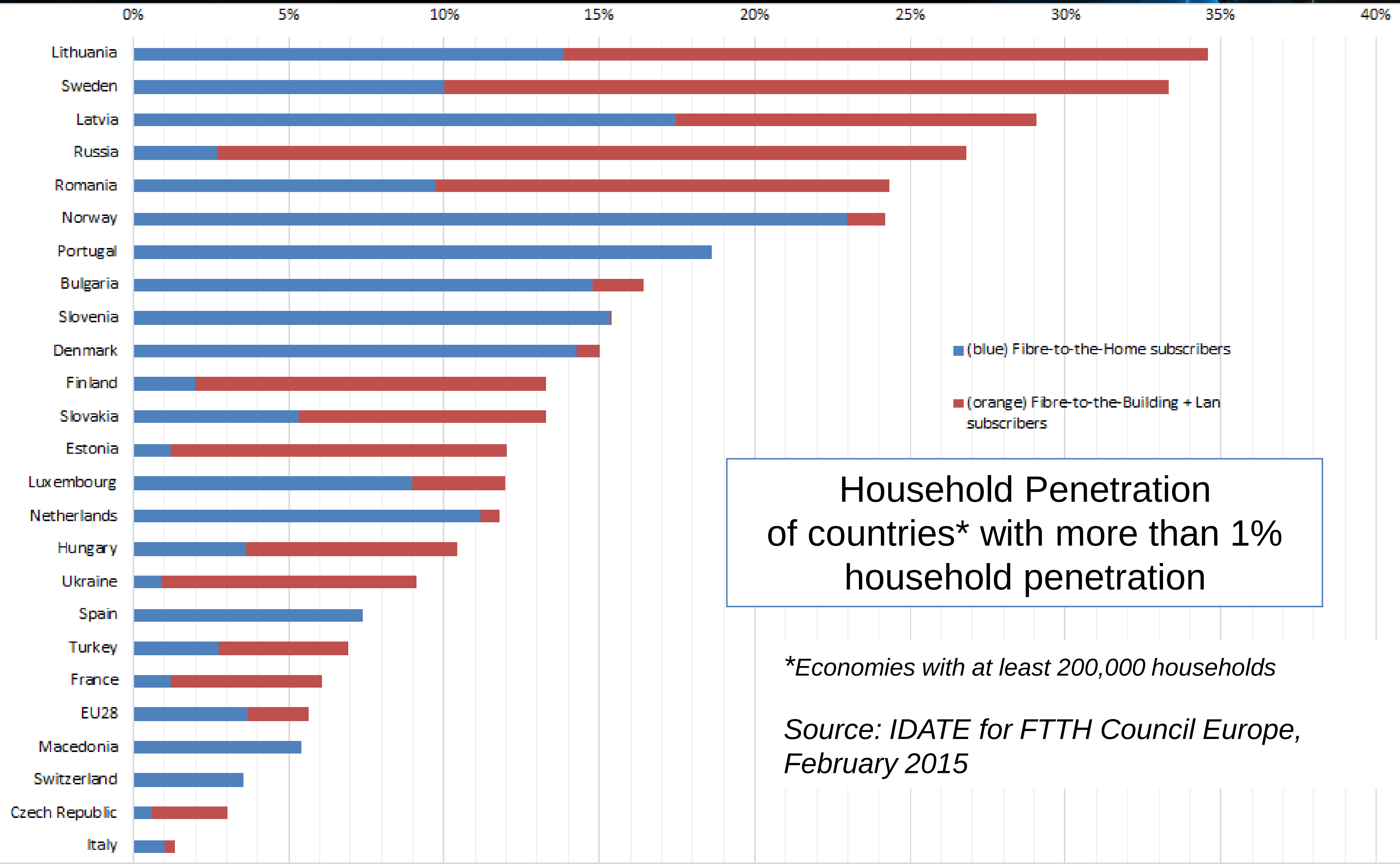
FTTH/B European Ranking – end 2014



Household Penetration of countries* with more than 1% household penetration

**Economies with at least 200,000 households*

Source: IDATE for FTTH Council Europe, February 2015

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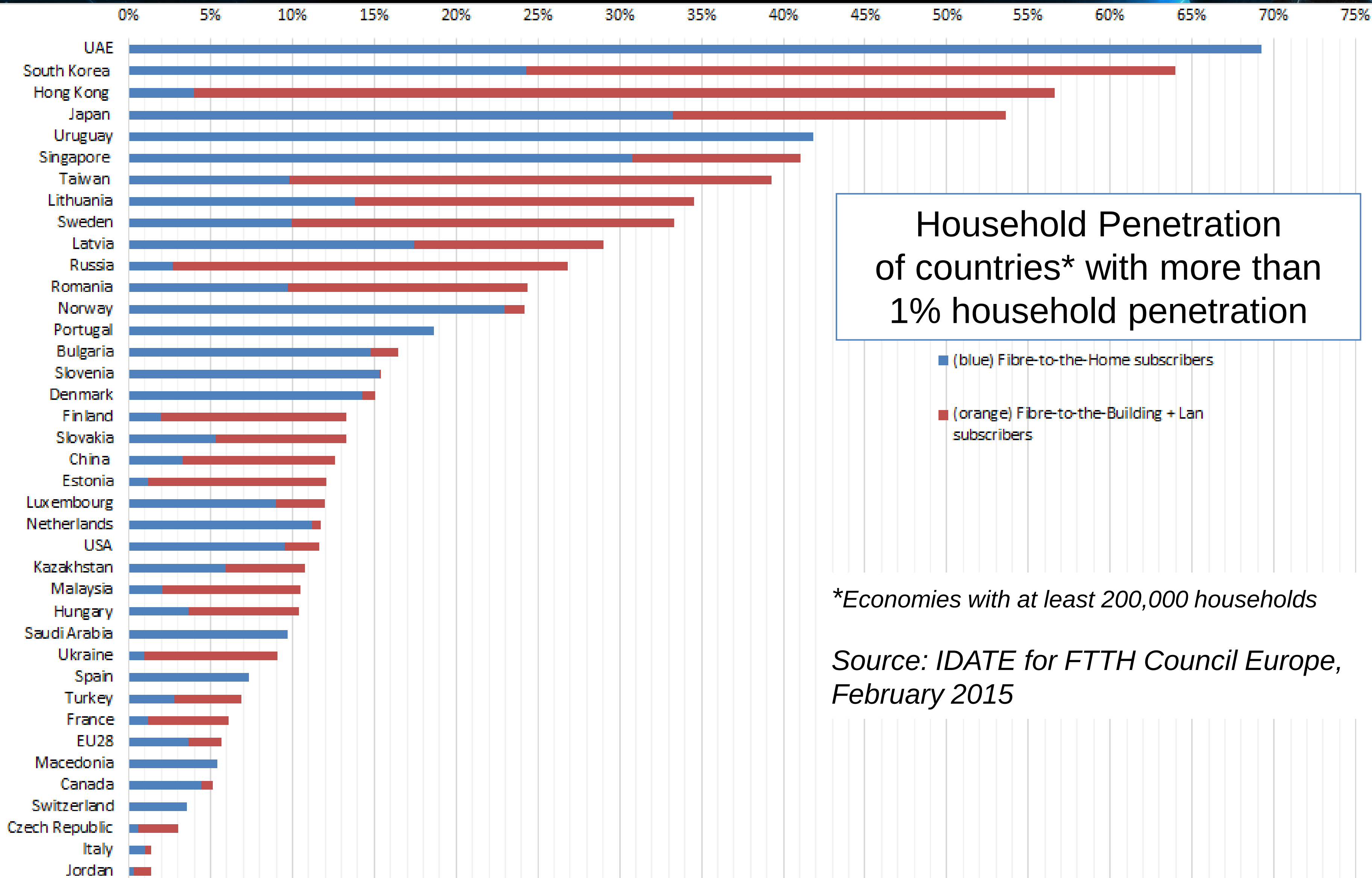
FTTH/B Global Ranking



**Economies with at least 200,000 households*

Source: IDATE for FTTH Council Europe, February 2015

Thank you!

See you next year in Luxembourg

FTTH Conference

16 to 18 February 2016

FTTH/B Panorama

Europe (EU39) at December 2014

Warsaw– FTTH Conference - 11 February 2015

Valérie CHAILLOU

DIGIWORLD
by IDATE

Agenda

- Study background
- General overview
  - Figures at end 2014 per zone
  - Major projects
  - Main categories of players
  - Architectures and technologies
- Leading countries
  - Highest growths
  - Key points
- Conclusions

Study background

Study background

- Mission on behalf of the FTTH Council Europe – 13th edition

- 39 countries analyzed in 2014
  - For each country, IDATE provides data per player for FTTH/B and other fiber-based architectures
  - Each player is characterized via dedicated parameters : technical, financial, business model, figures

- Methodology: bottom-up approach
  - Desk research
  - Direct contacts with leading players and IDATE's partners in the countries
  - Information exchange with FTTH Council Europe members

General overview

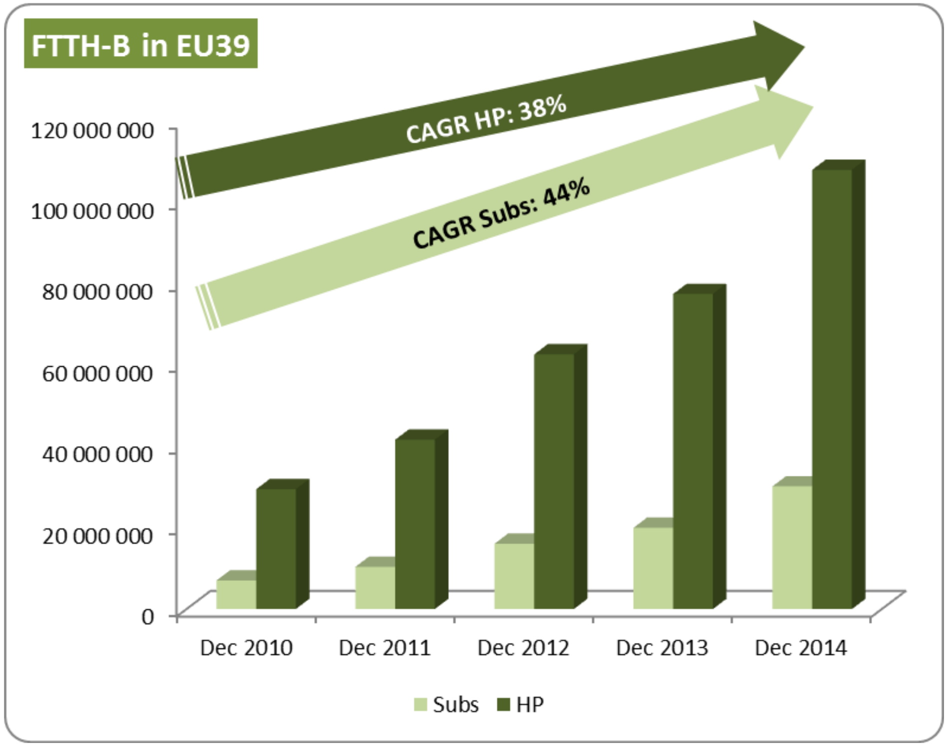
Figures at end 2014 per zone
Major projects & categories of players
Architectures and technologies

FTTH/B figures at end 2014

EU39: 30.2 M subscribers and 108.1 M Homes Passed

CIS countries (*): 15.6M subs and 49M HP

Number of FTTH/B subscribers and Homes Passed (Dec 2010 to Dec 2014)



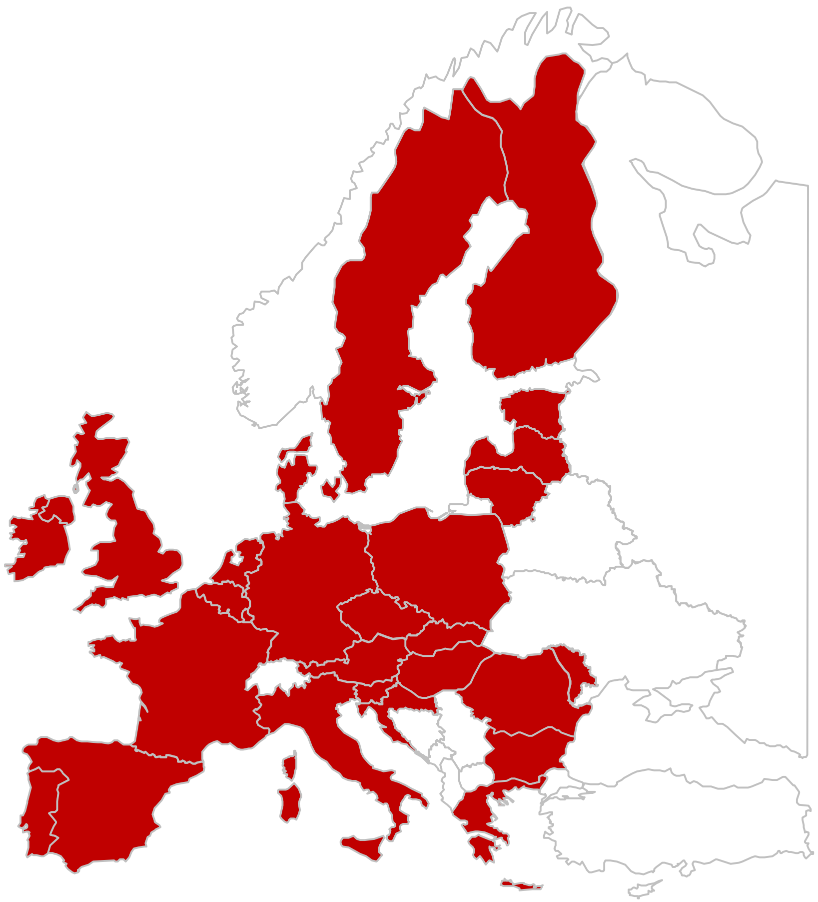
Average take up rate in EU39 at end 2014: 27.9%

(*) Russia, Ukraine, Kazakhstan and Belarus

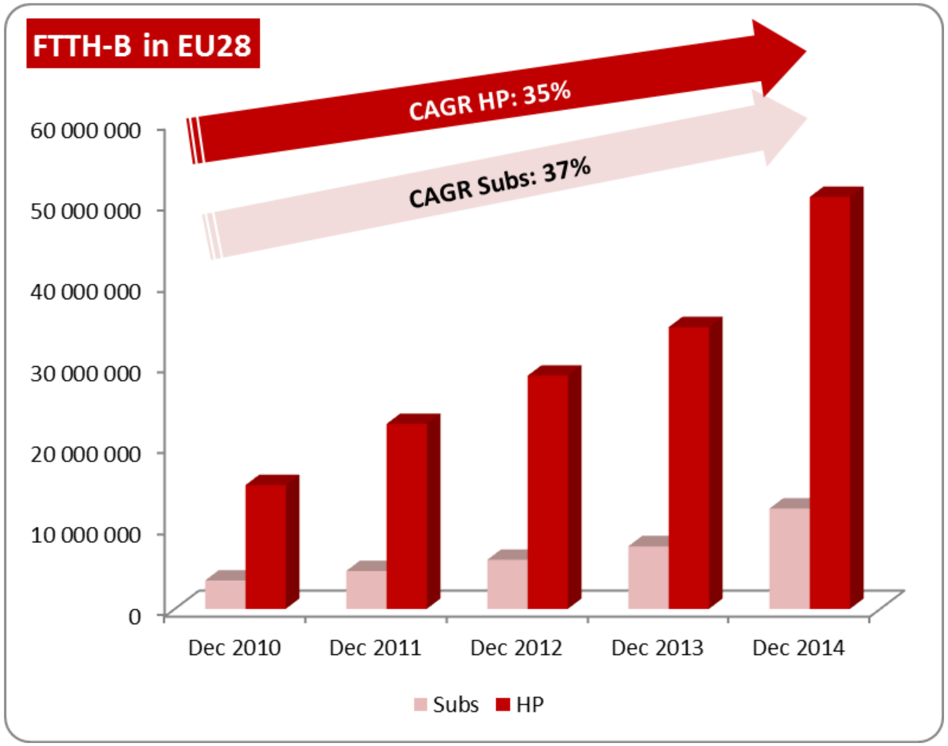
Source: IDATE for FTTH Council Europe

FTTH/B figures at end 2014

EU28: 12.3 M subscribers and 50.7 M Homes Passed



Number of FTTH/B subscribers and Homes Passed (Dec 2010 to Dec 2014)



Average take up rate in EU28 at end 2014: 24.3%

Source: IDATE for FTTH Council Europe

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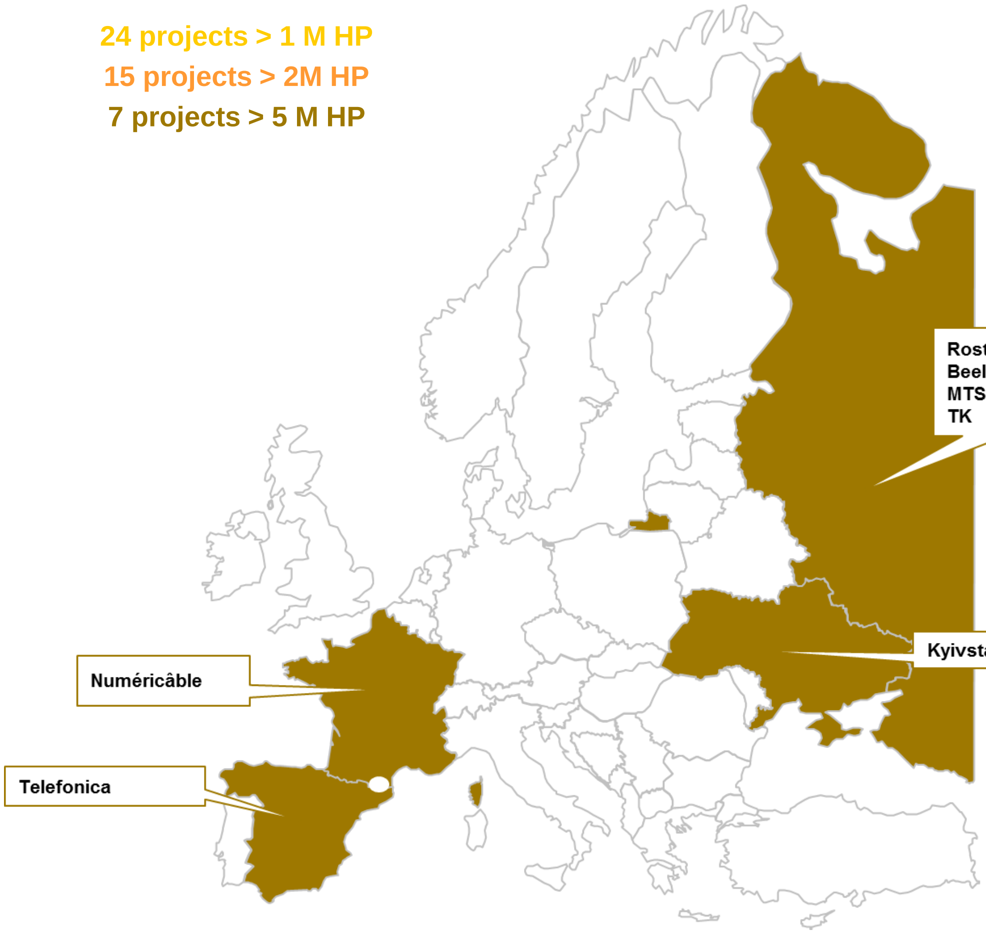
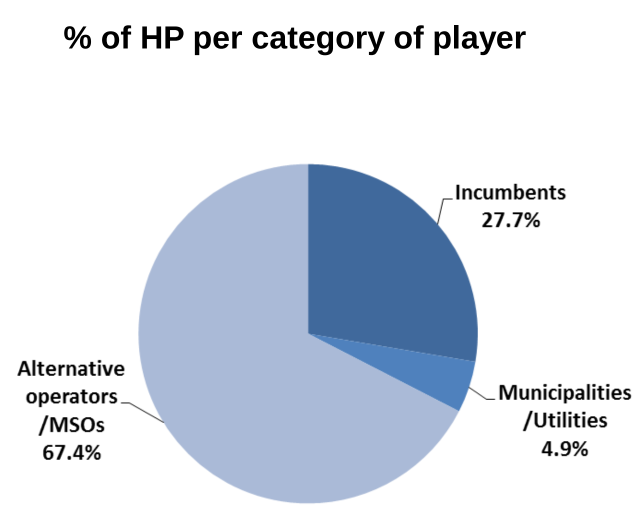
Major projects / categories of players

Around 330 FTTH/B projects in EU39 at end 2014

24 projects > 1 M HP
15 projects > 2M HP
7 projects > 5 M HP





Source: IDATE for FTTH Council Europe

Leading countries

Highest growths
Key Points

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General ranking: FTTH/B Homes Passed

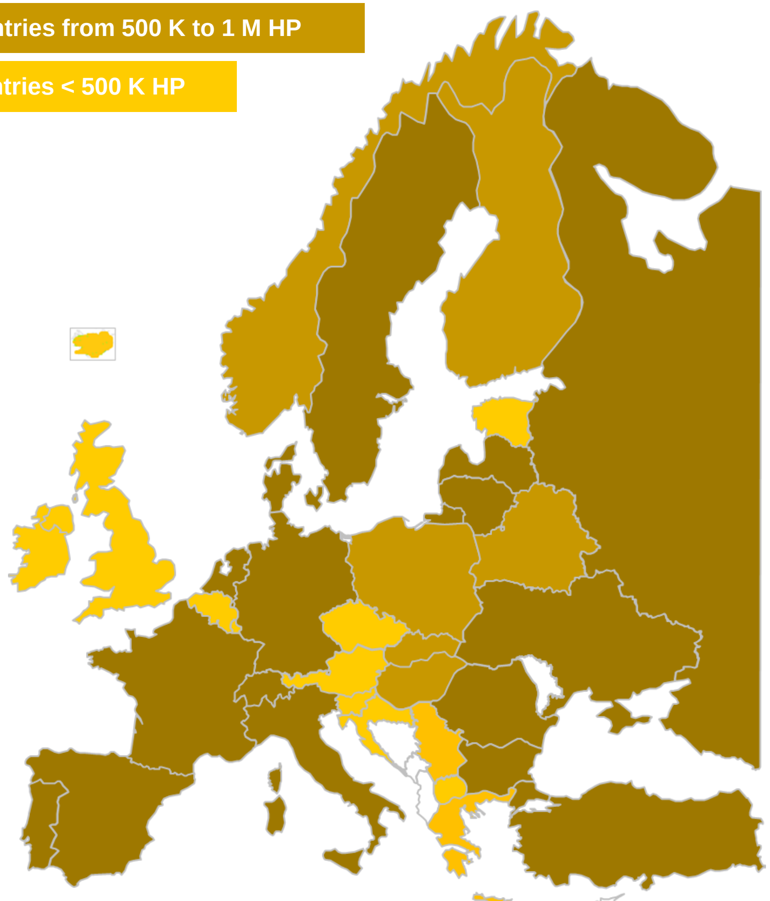
18 countries with 1 M HP or more in EU39

12 countries in EU28

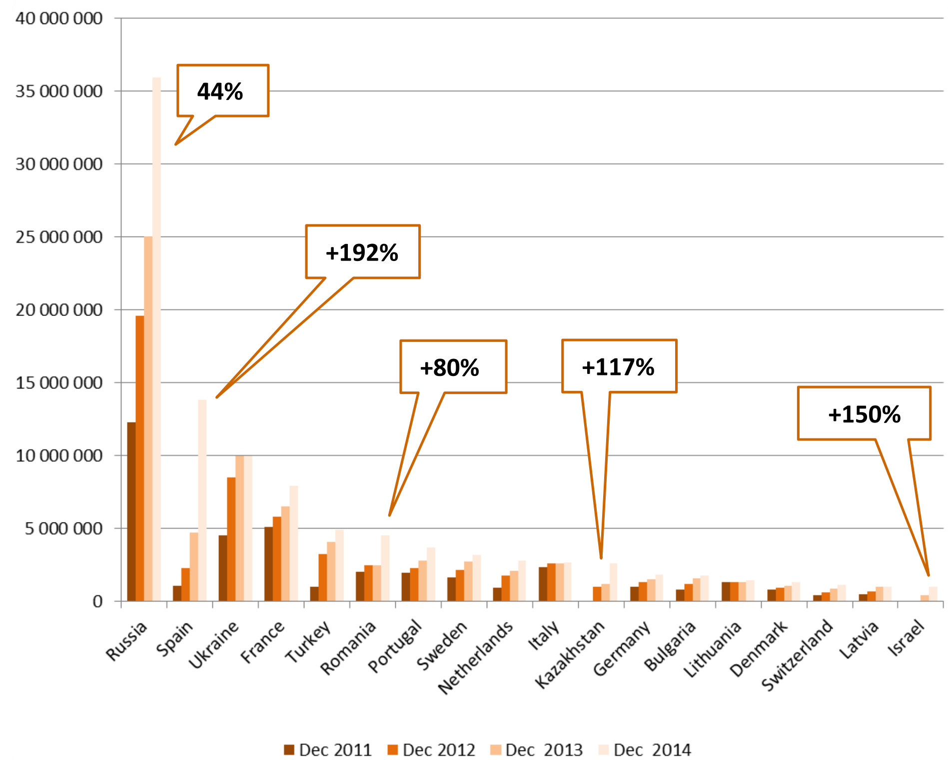
Countries > 1 M HP

Countries from 500 K to 1 M HP

Countries < 500 K HP



Countries with 1M HP or more at end 2014
[Top 5 Growth rates 2014]



Source: IDATE for FTTH Council Europe

General ranking: FTTH/B Coverage

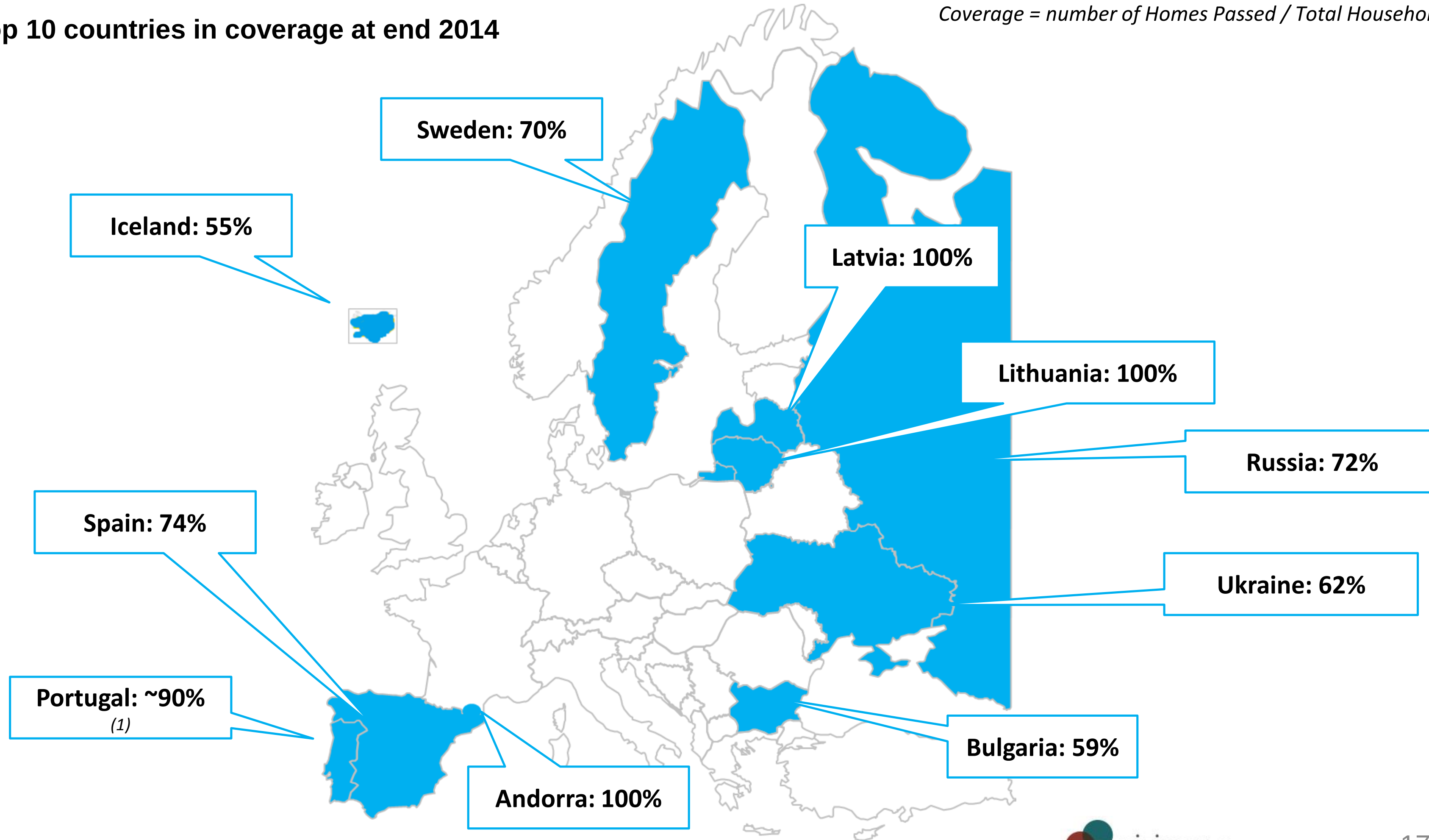
Average FTTH/B coverage (*)

EU39 : 33%

EU28: 23%

Top 10 countries in coverage at end 2014

Coverage = number of Homes Passed / Total Households



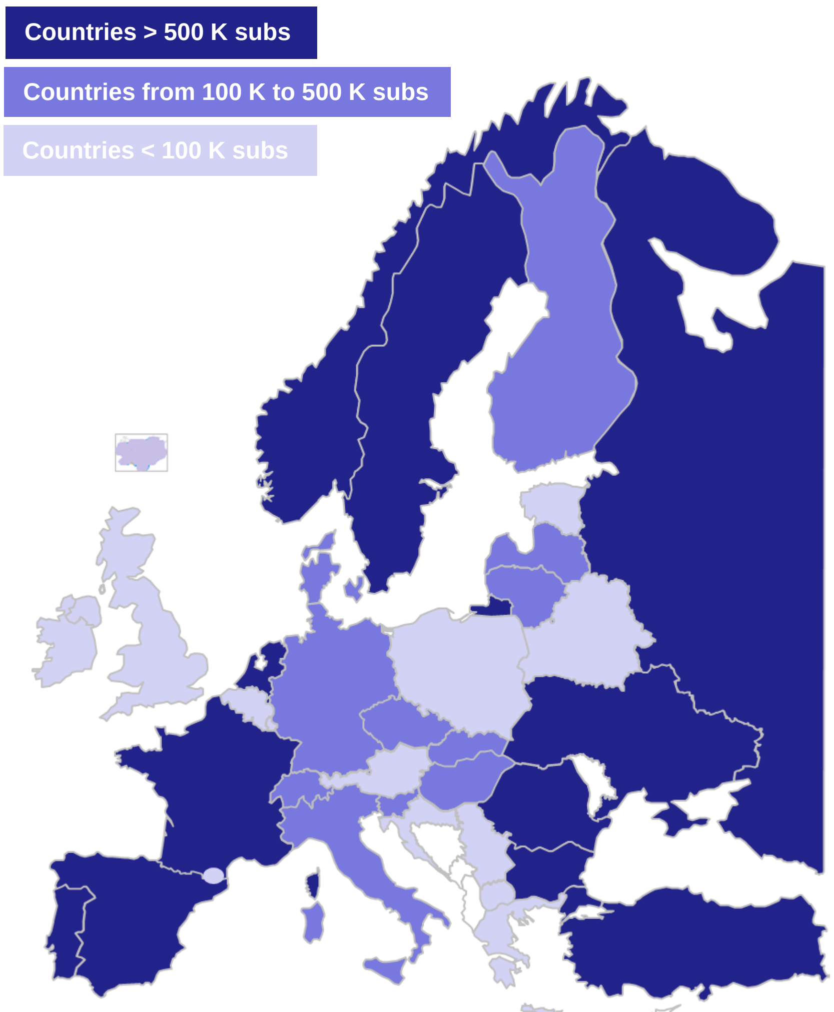
(1) Taking into account all players separately, without network overlapping

Source: IDATE for FTTH Council Europe

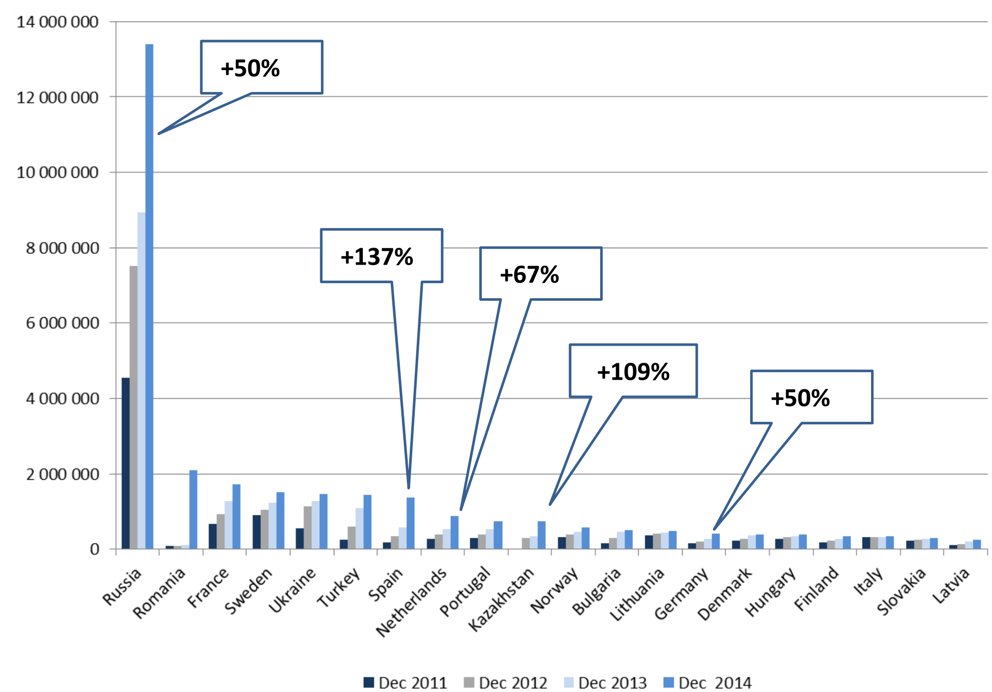
General ranking: FTTH/B Subscribers

7 countries with 1 M subs or more in EU39

Sweden, France and Spain in EU28



Countries with 200 K subs or more at end 2014
[Top 5 Growth rates 2014]



Source: IDATE for FTTH Council Europe

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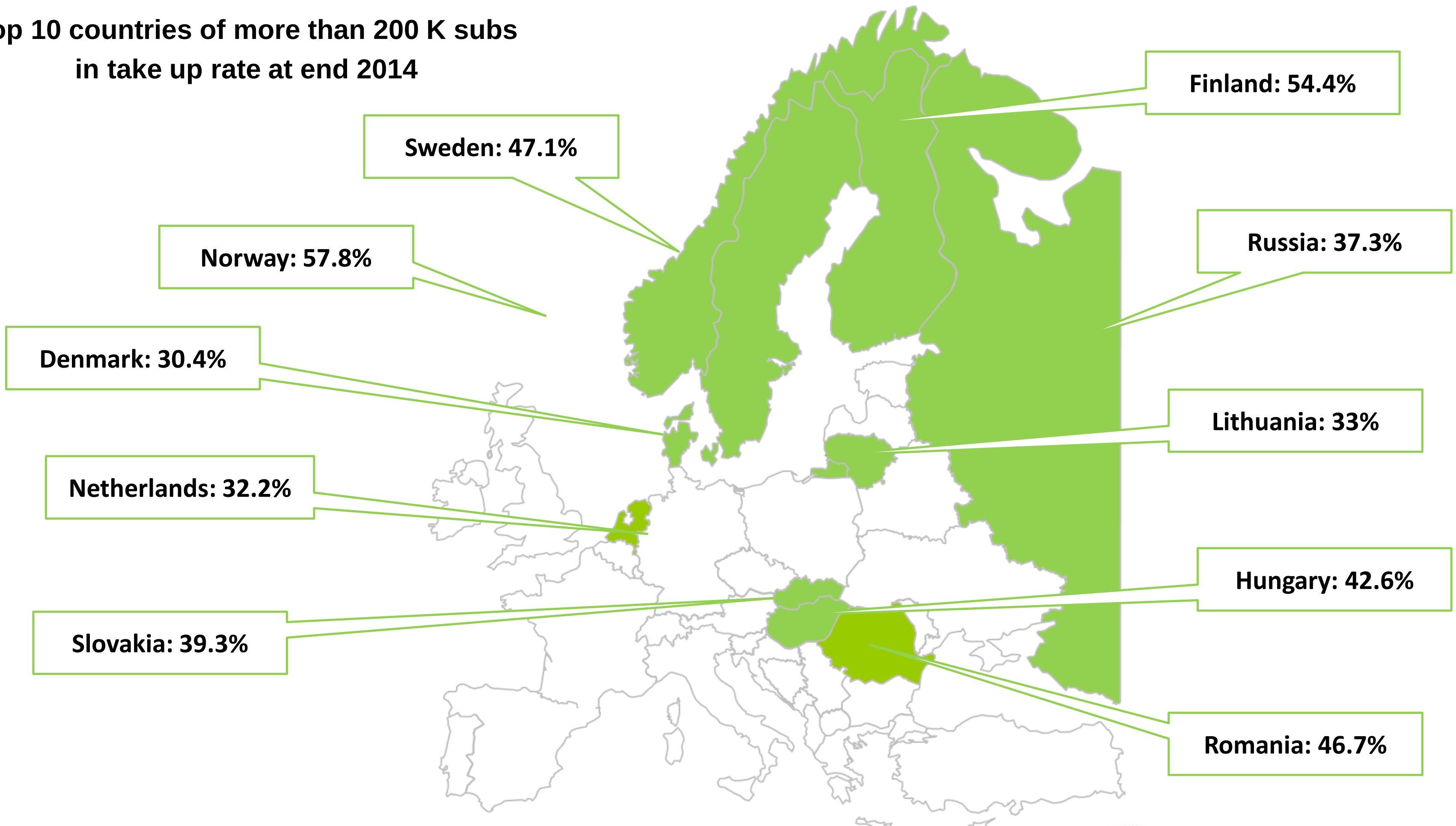
General ranking: FTTH/B take up rate

Average FTTH/B take up rate (*)

EU39: ~28%

EU28: >24%

Top 10 countries of more than 200 K subs in take up rate at end 2014



Take up rate = number of subscribers / number of Homes Passed

Source: IDATE for FTTH Council Europe

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Conclusions

Conclusions

- The European FTTH/B market remains dynamic
  - Between 40 and 60% growth in EU39 and EU28 for both coverage and number of subscribers
  - 3 countries with 10M HP or more: Russia, Ukraine and Spain
- Incumbents are playing a key role in coverage expansion...
  - Impressive involvement of Telefonica in Spain: >+6 M HP in the year (+192% yoy) !!
  - Orange, TeliaSonera, Telekom Romania, Deutsche Telekom: from pioneers to new comers in the field…
- Alternative telcos are in the driving seat in several countries
  - Vodafone in Portugal and Spain, Lyse in Norway, Waoo! in Denmark, Turkcell in Turkey, Finnet in Finland, Numericable in France
- Russia still dominates the enlarged European market
  - Followed by Romania where the players have decided to really accelerate the upgrade of their infrastructures to FTTH
  - Spain is entering the EU28 countries with more than 1M subscribers along with France and Sweden

Conclusions

- Important challenges to ensure nationwide coverage in countries with a dedicated national program and to reach the DAE
  - The involvement of communities is becoming more and more obvious to ensure rural coverage
  - Still a large place to be for utilities: the Scandinavian model seems difficult to replicate
  - Co-investment has not been generalized so far (France, Portugal, Spain…)
  - A new opportunity on the SDU market in some countries (Sweden)

- Growth in the number of subscribers is higher than in 2013
  - 7 countries with 1M or more subscribers:
    - +2 compared to end 2013
    - Sweden, France and now Spain in EU28
  - France and Spain are still in the Top4 growth in terms of new subscribers: switch to FTTH/B is on the road…?
  - No countries from Southern Europe leading in terms of take up rate: a challenge to raise for the coming months

Wireline

Prices are in EUR excl. Taxes

Format	Type deliverable	Title	Publication date	Pages	Bundle rate	Unit price
		Wireline package 2014 includes 3-hour customized research & unmetered analyst support			**10 000**	
doc + ppt	Report	**FTTx Services and Pricing**	15/05/2014	*25*		1 000
doc + ppt	Report	**FTTx Vendor Market Shares & Strategies for Copper**	29/07/2014	*22*		1 000
doc + ppt	Report	**National Broadband Plan:** announcements & realities	25/08/2014	*29*		1 000
doc + ppt	Report	**Prospects for fixed access revenues**	27/11/2014	*42*		3 000
doc + ppt	Report	**Cable dynamics** *(indicative title)*	31/12/2014	*38*		1 000
xls	Dataset	**World FTTx Market** - data & forecasts up to 2018	29/12/2014	*n.r.*		4 000
ppt	Report	**State of FTTx worldwide**	29/12/2014	*46*		2 000
		Wireline package 2015 includes 5-hour customized research & unmetered analyst support			**10 000**	
doc + ppt	Report	**Gigabit Communities** *(indicative title)*	1Q	*20-40*		1 000
doc + ppt	Report	**LTE vs Fiber: Substitution or Convergence?** *(indicative title)*	2Q	*40-80*		3 000
xls	Dataset	**World FTTx Market** - data & forecasts up to 2019	July/Dec. 2015	*n.r.*		6 000
ppt	Report	**State of FTTx worldwide**	July/Dec. 2015	*40-60*		3 000
doc + ppt	Report	**FTTx Vendors**	3Q	*20-40*		1 000
doc + ppt	Report	**Prospects for FTTx ramp up** *(indicative title)*	3Q	*40-80*		3 000
doc + ppt	Report	**Leading FTTx players strategies** *(indicative title)*	4Q	*20-40*		1 000

Thank you !

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