

FTTH Investors Day

Room P1

Organised by: Finance Committee, FTTH Council Europe

The FTTH Investors Day will address the demand drivers for FTTH -and how these affect the appeal of FTTH networks for investors - and infrastructure asset characteristics of modern fixed-line networks. Two panel sessions will discuss a) whether Europe needs a Plan B for NGA deployments and b) what financial metrics can raise the awareness of FTTH projects among investors. The workshop will give delegates the opportunity for networking and active participation during the panel discussions.

09.30 – 10.00	<i>Reception & Welcome Coffee</i>
10.00 – 10.15	Welcome by Hartwig Tauber , Director General of the FTTH Council Europe
10.15 – 10.45	Keynote Speech by Martin Gutberlet , Senior Partner and Founder, MG Strategy "Demand Drivers for FTTH"
10.45 – 11.30	An Infrastructure Model for Telecoms SPEAKER • Dr Gavin Knott , Senior Consultant, Oxera Consulting
11.30 – 12.15	Investment Opportunities of a Private-Led National Fibre Plan SPEAKER • Andrea Faggiano , Principal, Arthur D. Little
12.15 – 13.30	<i>Lunch</i>
13.30 – 15.00	PANEL SESSION I: NGA for Europe - Time for a Plan B? MODERATOR Benoît Felten , CEO, Diffraction Analysis PANELLISTS • Anna Krzyzanowska , Head of Unit Broadband, DG Connect, European Commission • Jonas Birgersson , Chairman (AC), ViaEuropa International • Patrick Jung , Ernst & Young • Jussi Hätönen , Investment Officer, European Investment Bank
15.00 – 16.00	<i>Coffee Break</i>
16.00 – 17.30	PANEL SESSION II: FTTH Business Models Truth Is in the Numbers: When Do Investors Listen? MODERATOR Thomas Langer , Finance Consultant, FTTH Council Europe PANELLISTS • Mikael Sköld , CFO, IP-Only • Drs Mark Meijer , Manager Corporate & Project Finance, Reggefiber • Henri Piganeau , Managing Partner of NEIL, and General Manager of Cube Infrastructure Fund • Daniel Källenfors , Senior Vice President, Head of TMT Sweden, DNB Bank ASA, Sweden Branch
17.30 – 18.30	<i>Closing Remarks & Drinks</i>