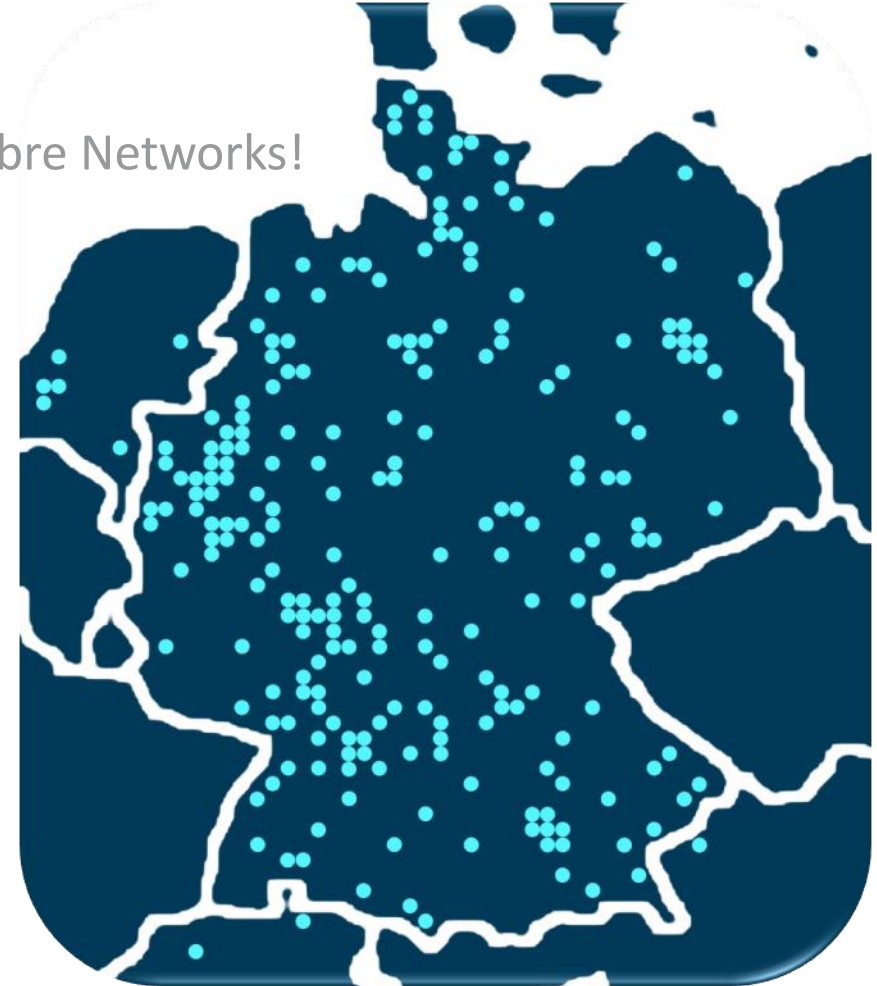


BREKO: the leading German Fibre Association

The German Broadband Association (BREKO) represents the majority of all alternative fixed line broadband network operators in Germany:

- **373 members (increase of 58 members in 2019)**
 - 210 network operators
 - 76 municipal utilities
 - 163 affiliate members (network suppliers, consultancies, etc.)
- **Revenue of BREKO network operators in 2019: €7.8 billion**
- **Investments of BREKO network operators in 2019: € 2.5 billion**
- **Homes activated by BREKO network operators: 1.5 million**
- **Homes connected by BREKO network operators: 3.6 million**

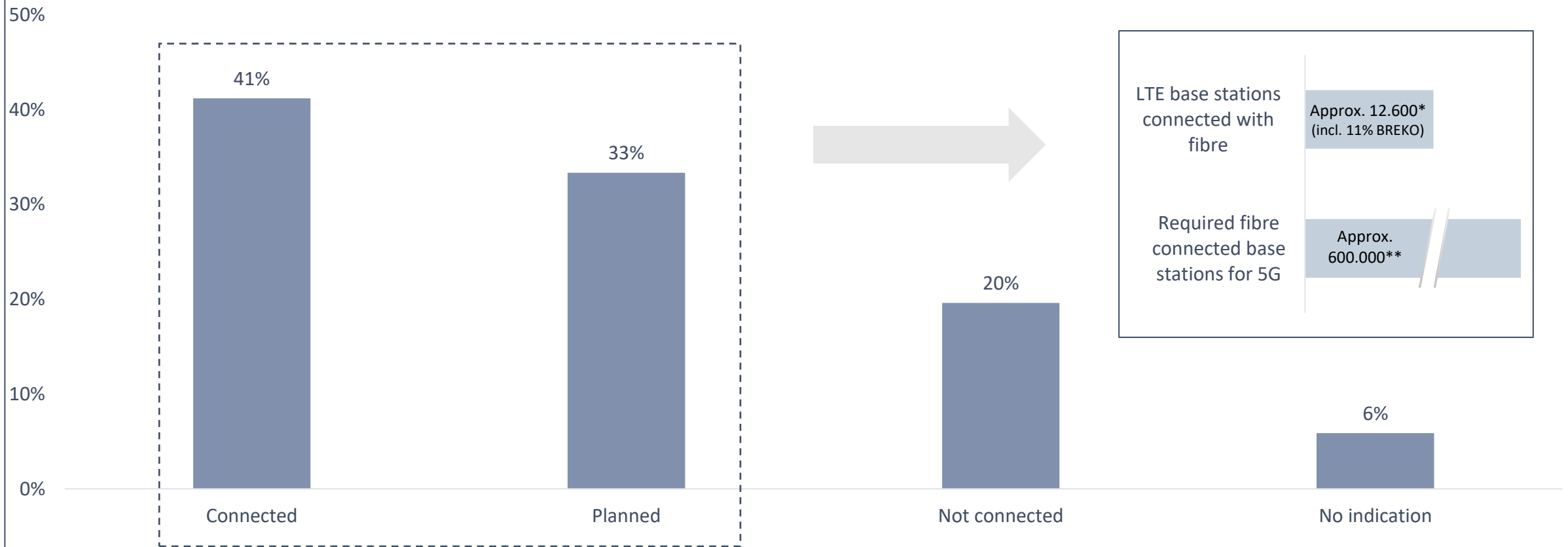
Deploying Fibre Networks!



Fibre connection of mobile sites

74% of network operators see the connection of mobile sites as a potential business model. BREKO network operators already provide about 11% of the approx. 12.600 base stations in Germany with fibre.

Share of mobile site connections as business model in %



Source: survey of network operators (n=51);
* Total number of mobile sites in Germany: 63.000; **WIK 2018.

Question: Are you considering the connection of mobile sites as a business model? If so, how many mobile sites have you already connected?

Fibre - the basis of comprehensive mobile coverage

- Mobile technologies, i.e. 5G, complement fixed line networks;
- BREKO members have identified the connection of base stations (FTTS) as part of their business model;
- Fibre networks are a prerequisite for 5G connectivity and the connection of 5G base stations;
 - ➔ It is important to maintain existing market dynamics in fibre deployment without causing further delays by introducing additional regulation.
 - ➔ Currently, retail mobile markets are competitive at EU level without wholesale regulation of access and call origination, thus, market failure on the national level should be addressed through MVNO obligations.
- Negotiated solutions between fixed and mobile operators are the basis of accelerated highspeed connectivity;
- BREKO Purchasing Group has already concluded framework agreements with the 5G-operator 1&1 to connect wireless communication networks to the fibre infrastructure, e.g. Deutsche Glasfaser is already offering FTTS wholesale products.



The connection of fibre to 5G base stations is a functioning market that should not be impaired by regulation.

