Corporate Presentation

February 2022

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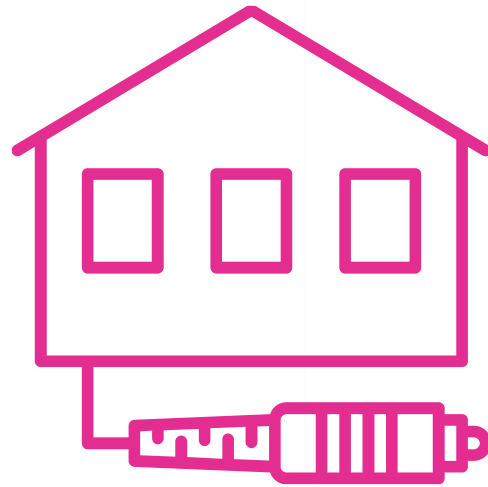
Open Fiber was set up to build high-speed **fiber optic** communication networks throughout the country

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

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

More than **200 partner operators** use the Open Fiber network on equal terms

Open Fiber's ultra-fast network is built using **Fiber To The Home (FTTH) technology**, meaning the entire connection from the exchange to the end user's home is in optical fiber.

Speeds of up to **10 Gigabits per second (Gbps)**, great stability and minimal latency

A "future-proof" network, capable of supporting all the potential of the new technologies in line with the goals of **Italia 1 Giga** and **EU Digital Compass**

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ADSL

RAME

CABINET

RAME

NO
FIBRA

R
Rame

FTTC

FIBRA

CABINET

RAME

FIBRA
RAME

FR
Misto
Fibra-Rame

FTTH OPEN FIBER

FIBRA

CABINET

FIBRA

FIBRA
FIBRA

F
Fibra

ADSL: all copper connections

FTTC: mixed copper / fiber connections

FTTH: exclusively fiber optic connections

In accordance with AGCOM rules, copper networks are marked with a red dot, mixed fiber/copper lines with a yellow dot and all-fiber networks with a green dot

Open Fiber's ultra-fast network is built using Fiber To The Home (FTTH), the only technology capable of guaranteeing up to 10 Gigabits per second and maximum performance on all devices

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THE OPEN FIBER BUSINESS PLAN

- **Coverage targets**

Around **24 million households**

Black areas: 271 cities – ~ 10 million households

White areas: >7000 towns – ~ 8.5 million households

Grey areas: number to be defined based on the outcome of govt. tenders

- **Resources in the field**

4 billion invested from 2017 to 2021

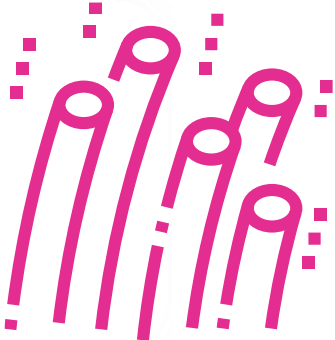Additional **11 billion** allocated for the period 2022-2031

Financing: **7.2 billion** + possible **2.8 billion** provided by leading national and international banks

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CONNECTIVITY TARGETS

Italy

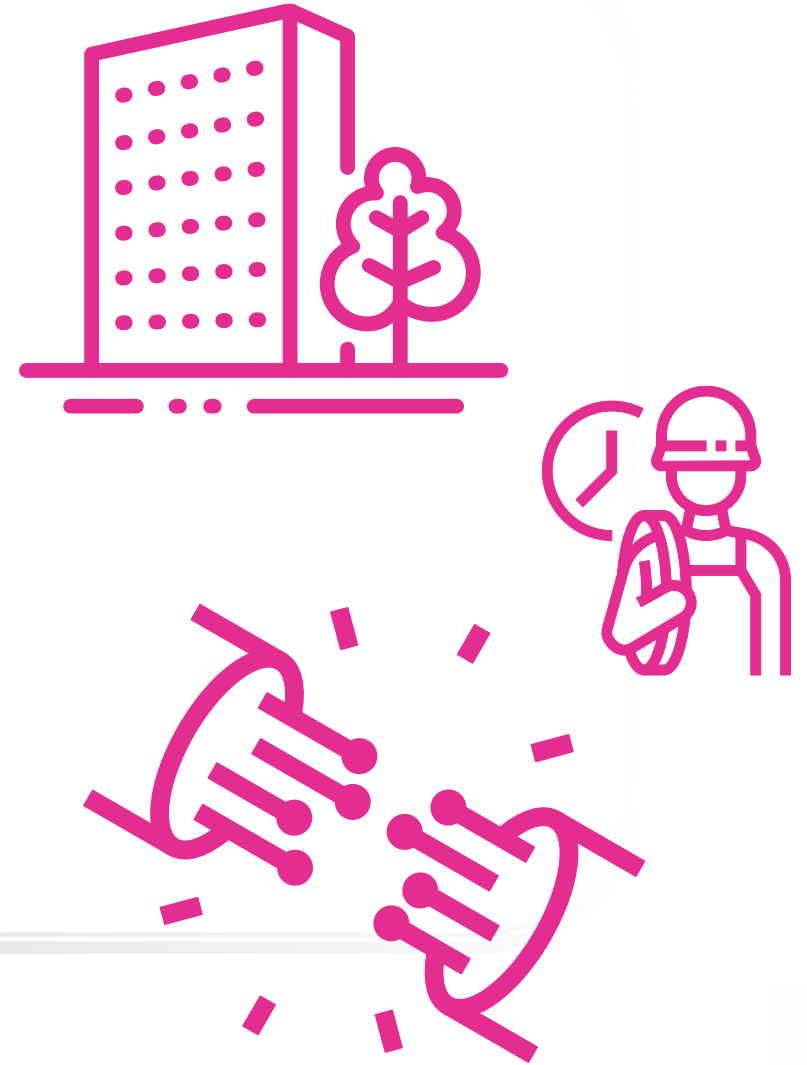**Italia 1 Giga (2026):** 1 Gbps download and at least 200 Mbps upload for all

European Union

Digital Compass 2030
- **1 Gbps for everyone**
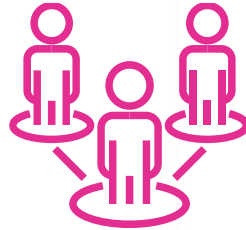- **5G everywhere**

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- Open Fiber has covered a total of more than **13.5 million households**

- At the end of 2021 Open Fiber was confirmed as the **leading FTTH operator in Italy and third in Europe**

- Each day Open Fiber employs **more than 8,000 people** including staff and suppliers

- Connectivity services are marketed on Open Fiber's network in **220 large and medium-sized cities and in over 3300 small towns**

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A NETWORK SERVING...

PEOPLE

• Home: home automation, HD streaming, gaming, videoconferencing

• School: DAD, DID, E-learning. More than **14,000** schools connected
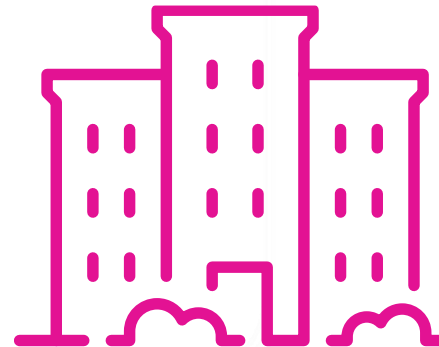
• Telemedicine

• Digital PA

BUSINESS

• Digitalisation and process innovation

• Smart working and teleworking

• Cloud computing

CITIES

• Territorial surveillance/monitoring

• Electronic access control

• Traffic flow and street lighting management

• Charging electric vehicles

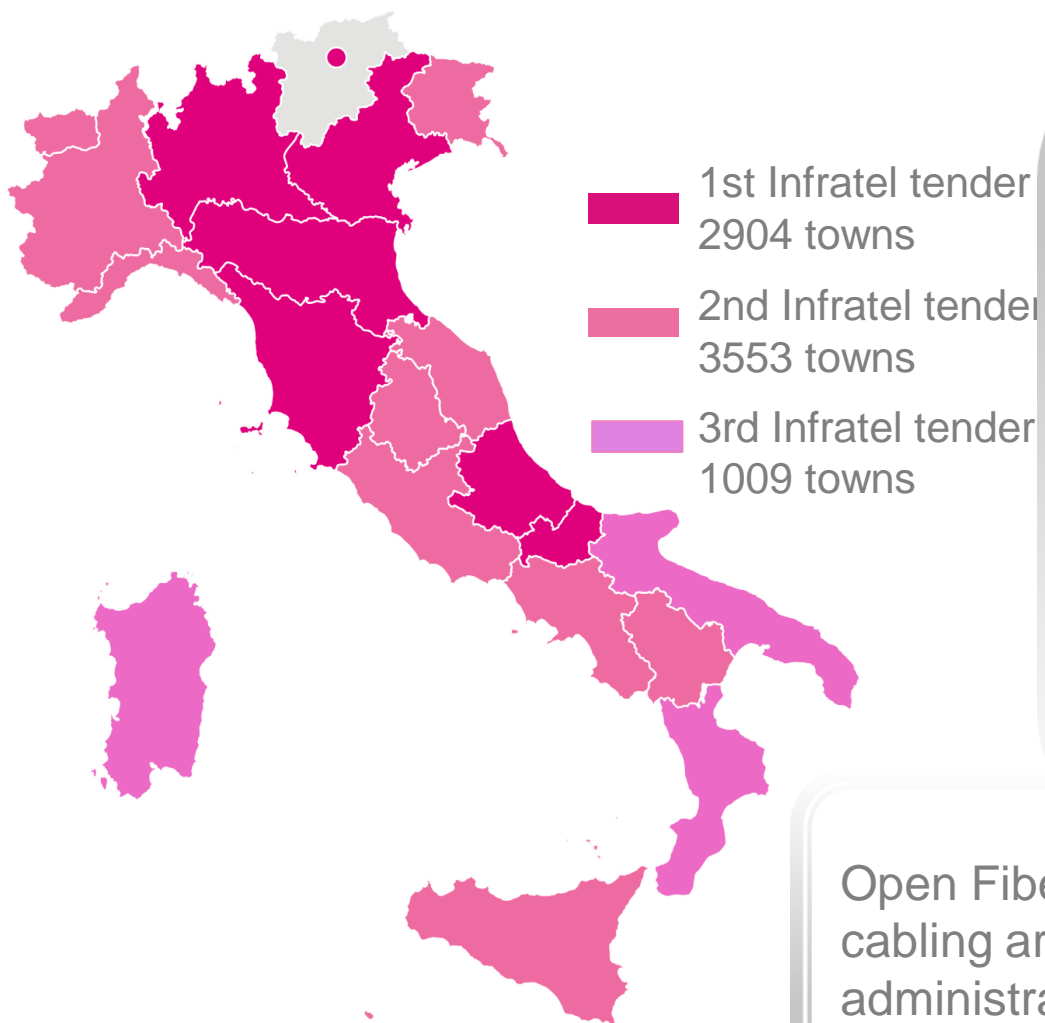• Digitalisation of tourism services

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OPEN FIBER IN BLACK AREAS

271 Italian cities - around **10 million** households - approx. **4** billion euros for the construction and development of the network (of which about 90% by 2022)

All-fiber infrastructure completed in Turin, Milan, Venice, Padua, Bologna, Perugia, Cagliari, Naples, Bari, Palermo, Catania and other medium-sized cities. The marketing of services on Open Fiber's FTTH network is active in **220 cities**

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OPEN FIBER IN WHITE AREAS

1st Infratel tender
2904 towns

2nd Infratel tender
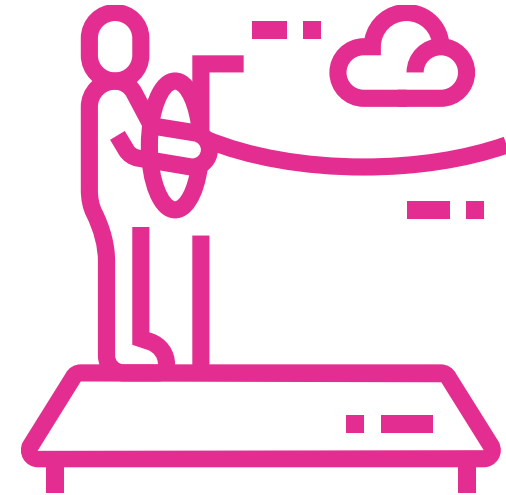3553 towns

3rd Infratel tender
1009 towns

Open Fiber won the three Infratel tenders for the construction and operation of the public ultra-broadband network.

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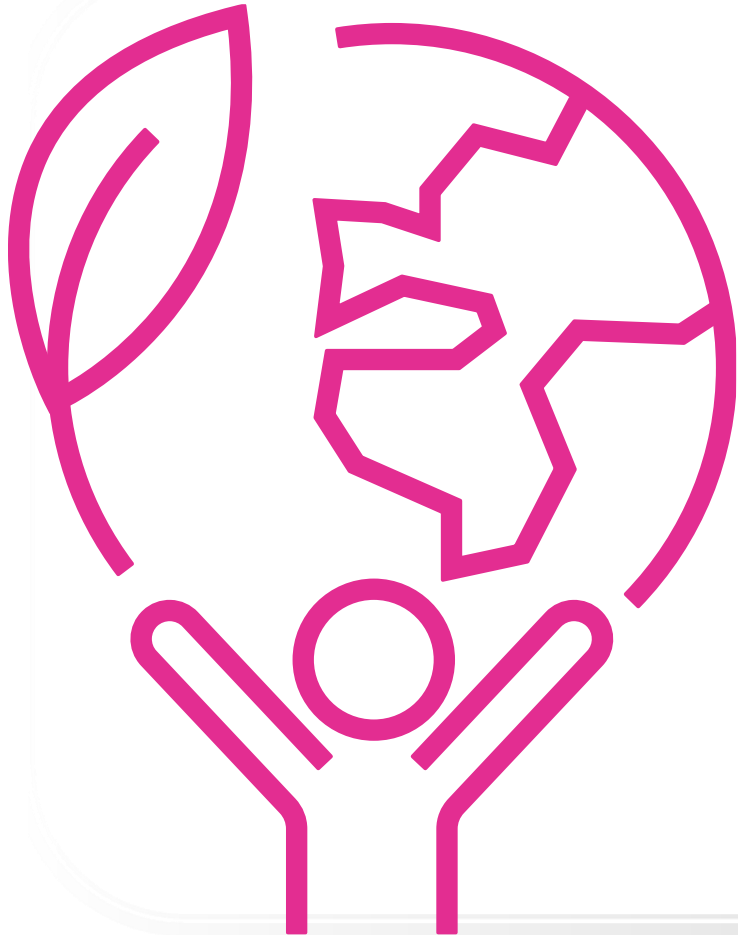- The **third** involves Calabria, Puglia and Sardinia.

Open Fiber will reach over **7,000 towns** in **all 20 Italian regions**, cabling around **8.5 million** homes, businesses and public administration offices.

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- According to the European Commission's definition, **grey areas** are those where only one network operator is present and it is unlikely that another network will be built in the near-term

- As part of the Italia 1 Giga Plan, the government, through the Ministry for Technological Innovation and Digital Transition (MITD), has issued **calls for tenders** to guarantee state support for the realisation of an ultra-fast network in these areas

- Open Fiber will **bid in all MITD calls,** the results of which are expected in June 2022

- Following the outcome of the tenders, OF will draw up a detailed plan to cover the additional portion of grey areas in which it will operate competitively

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In 2021 Open Fiber launched a programme aimed at systematising all of the company's sustainability activities through two actions:

1)The first **Sustainability Report** covers the 2020 financial year and defines Open Fiber's materiality matrix.

2)Our **ESG Policy** combines corporate objectives with a commitment to ESG (Environmental Social & Governance) initiatives

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