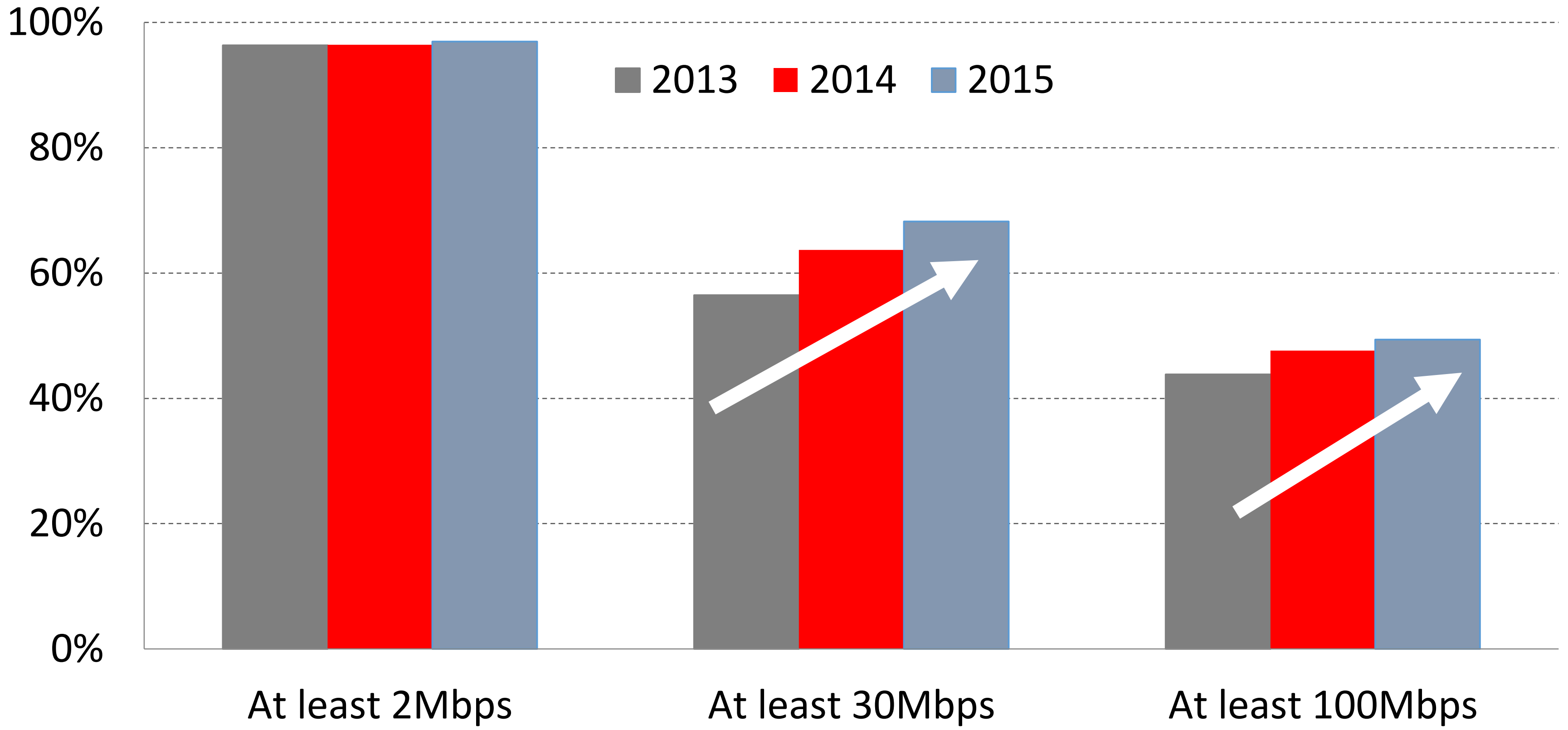
Marta Capelo

Director Public Policy

ETNO

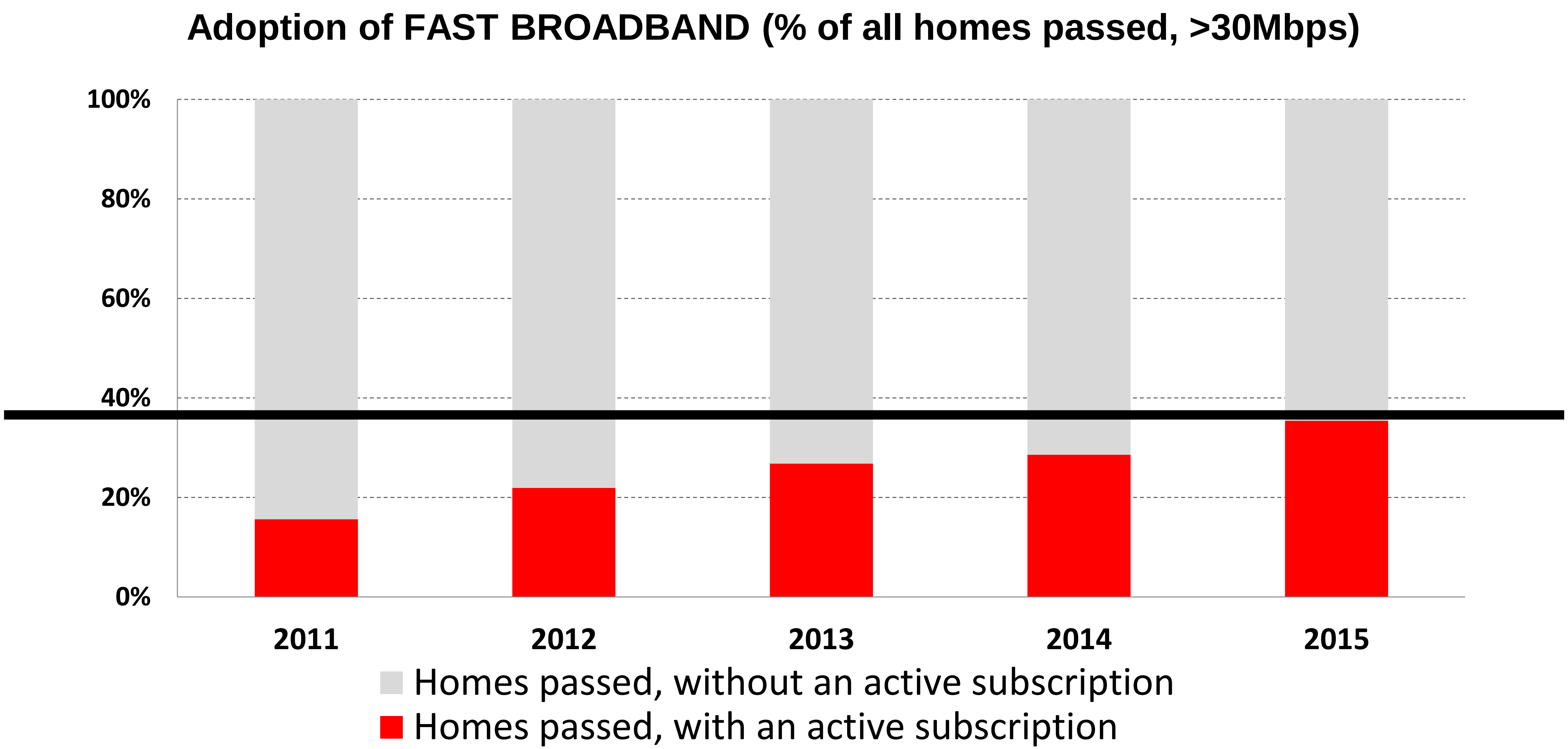
European
Telecommunications
Network
Operators'
Association

Broadband coverage by speed improving across EU



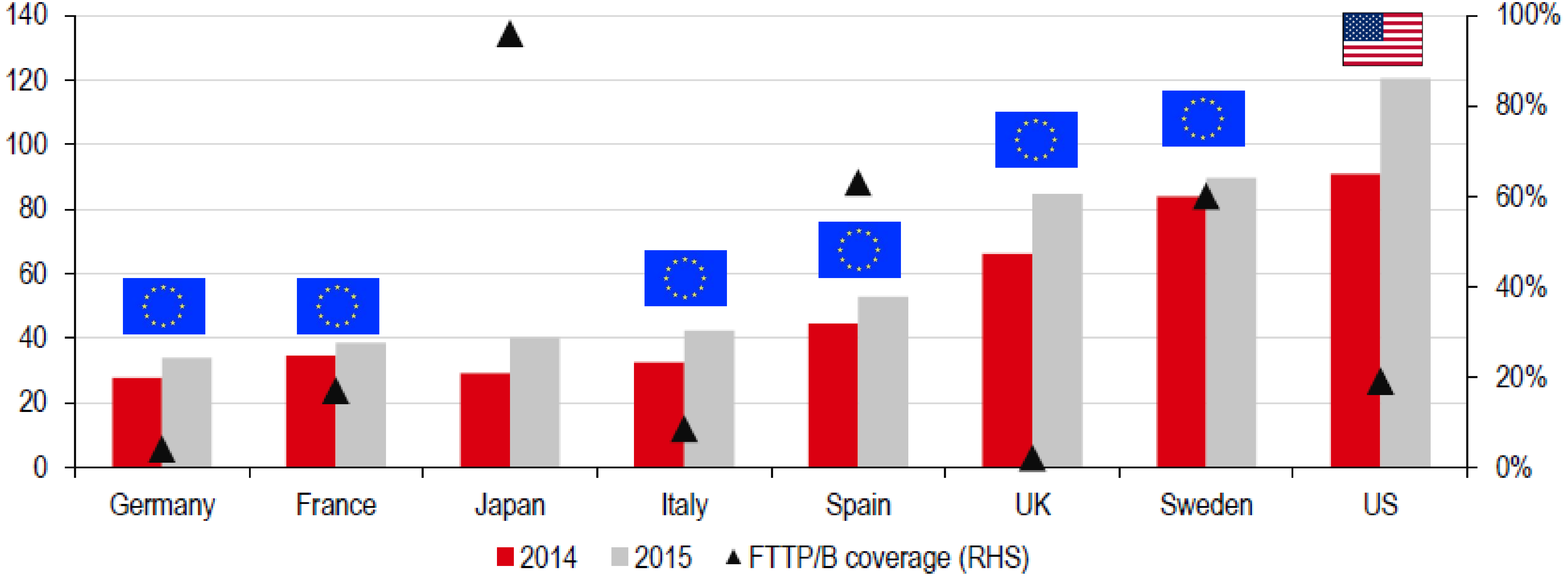
Digital Agenda Scoreboard

Take-up still low



Digital Agenda Scoreboard

Traffic per household per month (2014, 2015 in GB, LHS) and FTTP/B coverage (% of households, RHS): no correlation of data usage with FTTP/B deployment



HSBC

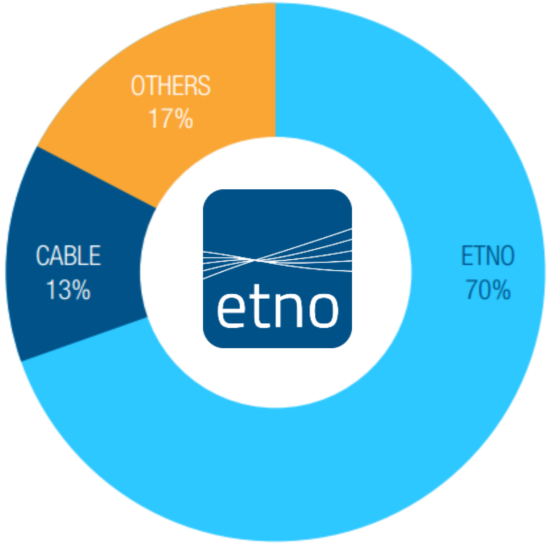
Gigabit Society: EU price tag

€600+bn investment needed

€360bn ultrafast broadband
€200bn 5G
€100bn low-latency data centres

Boston Consulting Group

Fixed investment today



IDATE

EQUITIES • TELECOMS, MEDIA & TECHNOLOGY
January 2017

HSBC

Regulation is as important a driver as technology

When determining the direction that the sector is likely to take, technological change clearly represents a tremendously powerful driving force. However, it is far from being dominant, and cannot be considered in isolation from the regulatory context. Where the two are at loggerheads, profound distortions can result.

BARCLAYS

#transatlantic

European & US Telecommunications

Potential on both sides of the pond

5G and investment – US continues to out-invest Europe 2:1. Given the regulatory and competitive backdrop above, it is unsurprising to see the US Telcos attempt to invest (and possibly consolidate) their way out of a rising competitive environment; US capex/pop is also 2x higher than in Europe. Transformational deals such as AT&T/Time Warner for Content and elevated investments in 5G/Virtualisation are evidence of this "raising the bar". European Telcos are typically taking a "wait and see" approach (with Fibre an exception) – some are "de-equitizing" their positions via asset disposals.

Asset / Service	Regulation
Fixed networks ★	• Access to SMP network • Access conditions / prices • Net neutrality
Mobile networks ★	• Spectrum • Roaming • Net neutrality
Services ★	• Sector-specific regulation: telecoms laws • Sector-specific regulation: privacy laws • Net neutrality
Market structure	• Strict merger control

Make the gigabit society inclusive

- Incentives for all technologies
- Incentives for all investment models

Foster infrastructure competition

- Stimulate competitors to roll-out networks
- Simplify market analysis to unleash investment-rush

Unleash European innovation

- Remove double-regulation on telcos
- Same services to abide to same rules

Want to stay updated on EU telecoms policies?

#ETNODigital

www.etno.eu - SUBSCRIBE TO WEEKLY NEWS