

# Bits

Brussels Internet & Telecom Seminars

Brussels  
12 December  
2018



**BITS Seminar – University Foundation in Brussels**  
Wednesday, 12 December, 2018 - 14:30 to 18:30

## Wholesale-only networks

Case studies and impact on the sector

The development of very high capacity networks has been accompanied by a flurry of different business models throughout the EU: from vertically integrated local initiatives, co-investment projects, traditional vertically integrated networks run by incumbent or cable operators to wholesale-only networks.

The different patterns observed across member states reflect differences in the typology of the legacy networks, housing habits (houses vs. apartments), density of population, market developments, and competitive pressure...

Following our BITS seminar on co-investment ([here](#)) in 2017, we will explore another business model: wholesale-only networks.

The purpose of this BITS Seminar will be:

- to take stock of the recent trends in financial markets with respect to investments in the telecom sector;
- to better understand the profiles of investors in wholesale-only networks vs. investors in vertically integrated operators;
- to discuss the relevant provisions of the EEC on wholesale-only undertakings (art 77);
- to debate the appropriate level of investment for wholesale-only networks: passive vs. active infrastructures;
- to speculate on the relative role to be played by wholesale-only in the rolling out of very high capacity networks; and
- to assess the impact of wholesale-only networks on competition.



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**14:30-15:00** Welcome and coffee  
*Chair: Philippe Defraigne, Cullen International*

**15:00-15:30** **The Operators of the Future – Alternatives when connectivity becomes a commodity**  
*Bengt Mölleryd - Senior Analyst, PTS*

**15:30-16:30** **Wholesale-only projects**  
*Christof Sommerberg - Head of Public Affairs, Deutsche Glasfaser Holding GmbH*  
*Jana Hays - Regulatory affairs manager, CETIN (CZ)*  
*Luigi Gambardella - Head of European Affairs, Open Fiber Italy*  
*Stephen O'Connor – Director Public Affairs, SIRO, Ireland*

**16:30-17:00** Coffee break

**17:00-18:30** **Policy panel: regulatory roadblocks for wholesale-only networks?**  
*Tony Shortall - Telage opening remarks*  
*Johannes Gungl - BEREC Chair, CEO RTR*  
*Erzsébet Fitori - Director General, FTTH Council Europe*  
*Phillip Malloch - ETNO Chair*

**18:30-19:00** Cocktail



## Fee\* and registration

The seminar is a joint event of CRIDS of the University of Namur and Cullen International.

**Participation fee:** € 150 (drinks included)

*Free for staff of the EU Institutions and National Permanent Representations to the EU*

*If more than two persons participate from the same organisation, the other participants pay only € 100.*

*Ph.D. students and former DTIC-students of UNamur benefit from a reduced fee of € 100.*

**Registration:** <http://bits.unamur.be/next-bits-december-2018>

Information: [clelia.manes@unamur.be](mailto:clelia.manes@unamur.be)

*\*Any profit from this event will be used for supporting academic research in ICT regulation at CRIDS <http://www.crids.eu/>*

## Venue

**University Foundation**

Rue d'Egmont 11  
1000 Brussels