

## FIBRE HORIZONS - A newsletter of the FTTH Council Europe Vol. 3, Issue 6 - 26 June 2012

FIBRE HORIZONS is a monthly newsletter published by the FTTH Council Europe and distributed to readers interested in fibre to the home networks and the activities of the Council.



### Did you hear?

"Europe's economic future requires smart, sustainable and fully interconnected transport, energy and digital networks... We believe very strongly that public intervention would help move things along."

Anna Krzyzanowska, Head of Evaluation and Monitoring Unit, Directorate C - Policy Coordination and Strategy, DG Information Society & Media, European Commission.

## In the Spotlight Financing FTTH: the key to success

Fibre-to-the-home projects have two quite distinct aspects: the provision of the access network infrastructure and the supply of services over that infrastructure. The two aspects of the project follow different timetables. It usually takes three to five years to deploy the optical fibre, even in small city-wide projects. In contrast, the market for telecommunications services is extremely dynamic, with new services and pricing structures being introduced on a scale of months, not years. This creates a challenge for investors and project managers.

"Conventional financing approaches utilised for infrastructure projects, such as roads, water, and electricity, which are driven by fairly stable long-term planning assumptions, are not applicable to the fibre-optic business," explained Raul Katz, president of Telecom Advisory Services. "The key question is, then, how to finance multi-year infrastructure projects affected by short-term business uncertainties."

To help unearth some answers to this vital question, the FTTH Council Europe commissioned Telecom Advisory Services and iDATE to carry out a study of successful financing strategies employed by FTTH projects. The study, which also was the subject of our latest webinar, focuses on investment models and financial models that are mostly likely to produce a successful outcome, and identifies practices that contribute to or enhance the financial success of the FTTH project.

[Download the Webinar presentation](#) (PDF) >

[Download the Munich presentation](#) (PDF) >

## CEO interview: Carlos Barroqueiro, CBE

In the second of our CEO interview series, we speak to Carlos Barroqueiro, Member of the Board at the FTTH Council Europe, and CEO of CBE, a fibre installation and service company in Portugal. Thanks to the far-sighted decision to unbundle ducts, Portugal is one of the most dynamic FTTH markets in the world.

Barroqueiro believes that closer cooperation between the telecommunications and content industries would be productive as both can gain from the expansion of FTTH. "The mainstream film industry needs new ways to deliver content to consumers and generate new revenue streams," he said. "The independent film industry wants new distribution and consumer payment methods - this was the focus of the FTTH Conference session on 'Entertainment and Film Industry over the FTTH Era' in Munich last February. Today, physically distributing movies is expensive because of high costs - but downloading several digitised HD films each week is only possible if local distributors have ultra-fast connections."

[Read the interview online](#) >

## FTTH Conference 2013 - Call for Papers and Call for Workshops Submit your proposals NOW

The 10th anniversary edition of the annual FTTH Conference will be held 19-21 February 2013 at the ExCeL exhibition centre in London, UK. Workshops will be held on the 19 February 2013.

[Submit your Paper abstract by 8 October 2012](#)

[Submit your Workshop proposal by 10 September 2012](#)

If you've never been to our conference before, this short video clip on the conference home page will give you a taste of what to expect:

Watch the promo video clip:



Our call for sponsors and exhibitors is still open:

[Register as a sponsor/exhibitor](#) >

We also welcome ideas for speakers or topics (self-nomination is acceptable):

[Suggest a speaker or topic](#) >

## Webinar on FTTH Stimulus Packages: September

The next webinar on "FTTH Stimulus Packages" will be held in September. Check out our website and social media for registration information end August, early September.

There will be no webinars over the summer.

## Newsbeat

[Meet the startup that wants to speed up US broadband](#)

[Telefónica invertirá 500 millones para llevar la fibra óptica a 3 millones de hogares](#) (in Spanish)

[Italy fund to inject up to 500 mln euro in fibre rollout](#)

[SFR publie sa carte de déploiement de la fibre optique en zones peu denses](#) (in French)

[KC launches UK's fastest fibre broadband service](#)

[TIM Brasil unveils fibre brand](#)

[How viable is wavelength unbundling on FTTH networks?](#)

## Upcoming Events

The FTTH Council Europe will be attending and speaking at the following events:

27-28 June: [Smart City Event](#), Amsterdam, The Netherlands

17 July: [NextGen Roadshow Bristol](#), Bristol, UK

17-19 September: [ECOC](#), Amsterdam, the Netherlands

23-27 September: [FTTH Conference & Expo](#), Dallas, Texas, USA

## Join our social media communities

Be first to find out about the latest developments at the FTTH Council Europe by joining our active social media communities. We have more than 2,260 members in our LinkedIn Group, nearly 1000 followers on Twitter and over 360 "likes" on Facebook - so you'll be in great company!



## About us

The FTTH Council Europe is an industry organisation with a mission to accelerate the availability of fibre-based, ultra-high-speed access networks to consumers and businesses. The Council promotes this technology because it will deliver a flow of new services that enhance the quality of life, contribute to a better environment and increase economic competitiveness.

The FTTH Council Europe consists of more than 150 member companies. [www.ftthcouncil.eu](http://www.ftthcouncil.eu)

For general matters, please contact our Secretariat on [info@ftthcouncil.eu](mailto:info@ftthcouncil.eu)

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This newsletter is sent to members and subscribers who have registered on our web site. Feel free to forward to colleagues and friends.

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