

**Roundtable: German Gigabit: Investment gap?**  
**Roundtable Host: BMVI, KfW, WIK-Consult, IDI**

Time: **10.30 - 11.30**

Room: **Barcelona 2**



**KFW**

wik

Wissenschaftliches Institut für  
Infrastruktur und Kommunikationsdienste

**IDI**  
Initiative Deutsche Infrastruktur

**Fiona Fleischmann (KfW)** is Team Head for Structured Products and Export Finance. She joined the Capital markets team of KfW in 2008.

**Dr Iris Henseler-Unger** is Managing Director of the German think tank WIK and WIK-Consult GmbH since 2015. Before, she was Vice President of the Regulatory Authority for Telecommunications and Post from 2004 – 2014.

**Representative of BMVI (tbc)**

**Dr. Bernd Kreuter (IDI)** is Managing partner and co-founder of Palladio Partners, Frankfurt. He advises German institutional investors on their infrastructure portfolios including strategy definition, structuring, investments, and asset management. Palladio Partners has co-initiated IDI (German Infrastructure Initiative) and is part of its board.

**Objective:**

The workshop focuses deployment costs for fiber rollout in Germany and different options of financing.

- At first, cost estimates for a (remaining) infrastructure rollout are presented and discussed. Furthermore, recent updates from 5G infrastructure requirements are added.
- At second, current subsidies and latest changes in the fiber subsidy program are presented.
- At third, co-investment models are presented and discussed. However, not in the typical way of inner-industry joint-ventures. The focus is set on co-investment models from long term infrastructure investors.

Dr Kreuter (IDI) moderates the workshop and engages discussion among participants.

**Format:**

- Interactive workshop with max. 15 participants
- 1h kick-off session, discussion to be resumed at the end of the workshop day
- Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for every Di<sup>2</sup> Summit Workshop and secure the high-level trustful environment

**Content of the Roundtable (Proposal):**

1. Cost models for fiber roll-out in Germany (bank view)
  - a. national/regional/economic
  - b. impact of 5G on costs
2. Subsidies: Current model and future changes
3. Infrastructure investment options from the perspective of long-term investors
4. Discussion of matching infrastructure requirements with demand, subsidies and institutional funding