

Di² Summit 2020
Airport Club Frankfurt, 04 March 2020

Roundtable: **Surprising facts from the German fibre market – what’s next?**
 Roundtable Host(s): **Katrin Heeren, Director Brussels Office, BREKO**

Time: **10:30-11:30**

Room: **Zurich**



Katrin Heeren

Prior to joining BREKO in 2019, Katrin has worked in various roles and projects on sustainability, climate and energy and environmental policy. She has represented American and British environmental organisations in Brussels in a liaison officer role, steered the Secretariat of the UN Decade on Education for Sustainable Development at the German Commission for UNESCO, led the MBA Sustainability Management team at Leuphana University, and worked on national and international climate policy for the German government. She holds a M.Sc. equivalent degree in geology, a post-graduate environmental sciences degree, and certificates from business administration and journalism courses.

Objective:

The workshop will present recent data about the German broadband market and highlight recent trends in demand patterns, actual uptake, the role of technology and related topics, e.g.:

data transfer: Ratio mobile / fixed data volume, expected future broadband demand, fibre network investments, cooperation/open access.

Furthermore, implications for the future roll-out of networks including business models and potential bottlenecks (e.g. civil engineering capacity) will be discussed.

Format:

1. Interactive workshop with max. 15 participants
2. One 1h session
3. Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
4. Chatham House rules apply for every Di² Summit Workshop and secure the high-level trustful environment

Content of the Roundtable:

1. Main findings of the BREKO market study (<https://brekoverband.de/wp-content/uploads/2020/01/BREKO-BroadbandStudy19-EN.pdf>):
 - Ratio mobile / fixed data volume: Germans favour data transfer via fixed networks
 - Expected broadband demand: private clients want symmetrical bandwidth
 - Fibre network investments: Competitors are the driving force
 - Cooperation: Open access and co-investments in fibre and 5G campus solutions on the rise
2. What we found surprising
3. Implications for future deployment scenarios
4. Cooperation, co-investment, open access: models, success stories, matchmaking