

**Di² Summit 2020**  
**Airport Club Frankfurt, 04 March 2020**

Roundtable: **Making Stakeholder cooperation in the digital infrastructure sector work**  
 Business and cooperation models between telecommunication companies, the financial investors and the public sector

Roundtable Host(s): **Tim Brauckmüller, atene KOM GmbH**

**NOTE: This workshop will be held in GERMAN**

Time: **10:30-12:45 & 14:45-16:00**

Room: **Barcelona 2**



**Tim Brauckmüller**  
 Renowned expert for broadband development, Managing partner of atene KOM GmbH, a member of executive board of the Initiative D21, the first chairman of the European Institute for Innovation e.V. and managing director of the German Federal Broadband Bureau. Project manager for the “Broadband Europe” portal that is implemented on behalf of the European Commission as well as the German federal funding programme for broadband development, which was initiated by the Federal Ministry of Transport and Digital Infrastructure in 2015.

**Dr. Markus Tietmeyer**  
 Long-term professional experience in corporate finance (M&A, project & acquisition financing as well as public funding, DCM/ECM) with a special focus on the infrastructure segment; Senior Director Corporate Finance Infrastructure, BDO AG Wirtschaftsprüfungsgesellschaft; Managing Director Industry Group Infrastructure, IKB Deutsche Industriebank AG; Managing Director M&A Energy Infrastructure Public Sector, Sal. Oppenheim & Cie. KGaA

**Philip Fricke**  
 Long-term professional experience in telco business and finance; Senior expert broadband cooperation, Telekom Deutschland GmbH Senior expert funded network rollout (“Mehr Breitband für Deutschland”), Deutsche Telekom Technik GmbH; Project controlling in capex and technology controlling, Deutsche Telekom Technik GmbH

**Pietro Pitruzzella**  
 Long-term professional experience in the management of grant programs; Senior expert for various broadband promotion programs (loan and guarantee program and grant programs) at Wirtschafts- und Infrastrukturbank Hessen

**Objective:**  
 The workshop will discuss potential business and cooperation models for the digital infrastructure sector and its future development with focus on fiber rollout (FTTB/H). In this context the discussion will focus on:

- Different strategic perspectives on the cooperation partners (network provider and investors) side
- Related financial implications.

**Format:**

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

**Content of the Roundtable:**

1. Introduction to appropriate business models and cooperation approaches for the development of the digital infrastructure between telecommunication companies, financial investors and other stakeholders like the public sector
2. Key questions to be addressed:
  - a. What are the expectations and business case criteria of telecommunication companies, financial investors and other stakeholders like the public sector?
  - b. What are the strategic and financial implications with regard to the involved potential cooperation partners?
  - c. Is long-term fibre leasing a sustainable model in the future?
3. Case Study: How does a “typical” business case for fiber rollout look like?  
 Based on an example for a fiber rollout within a medium sized municipality in Germany, the participants will discuss key dimensions and aspects from different points of view. Aim of the discussion is to elaborate how the objectives of a financial sponsor can be aligned with the interests of the telecommunication partner as well as the intention of the involved local or regional authorities.