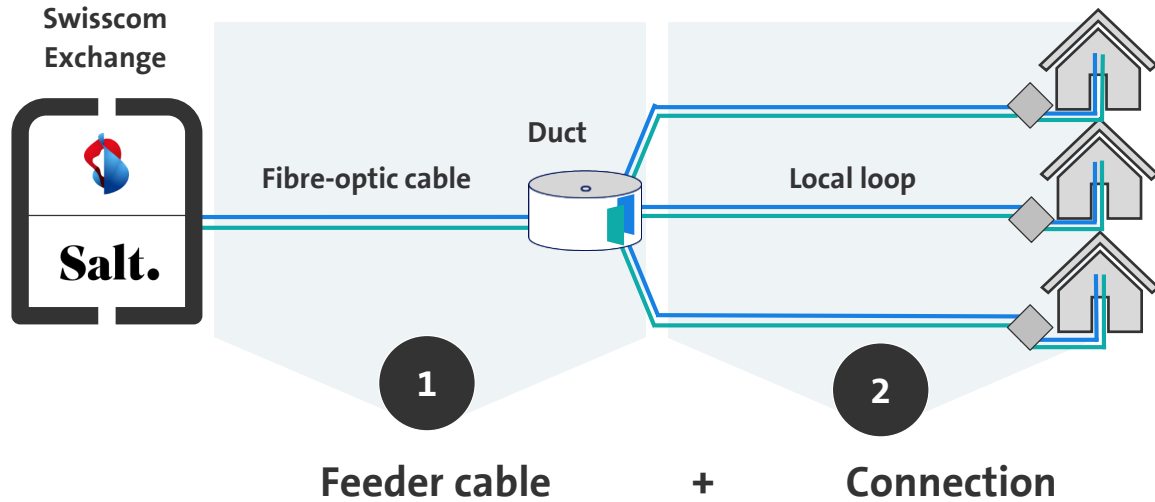


Swisscom and Salt have entered into a fibre-optic partnership: Salt is investing in long-term usage rights to Swisscom’s fibre-connections.

Investing in long-term usage rights to Swisscom’s optical fibre access **gives Salt its own physical layer 1 network access based on ‘point-to-multipoint’ architecture**, which it can use to provide and operate its services. **Two networks are operated independently. Swisscom remains the infrastructure owner** and retains responsibility for network expansion.



Salt is investing in long-term usage rights to a physical fibre-optic feeder and dedicated splitter in networks based on ‘point-to-multipoint’ architecture.

Salt is investing in long-term usage rights to Swisscom’s fibre-in-the-loop (FITL).



Greater innovation and diversity of services



Optimum use of network capacity



Capital expenditure is pooled



Swisscom additions



Swisscom is creating a new form of collaboration building on what already exists: the fibre-optic partnership between Swisscom and Salt.

1. Fibre-optic partnership

Local collaboration on optical fibre expansion

2. Wholesale agreements

Access agreements for the use of the Swisscom network.

swisscom
Salt.

3. Fibre-optic partnership

Salt is investing in long-term usage rights to Swisscom's FITL – **giving Salt its own physical layer 1 access**, which it can use to provide and operate its services. **Swisscom remains the infrastructure owner** and retains responsibility for network expansion.

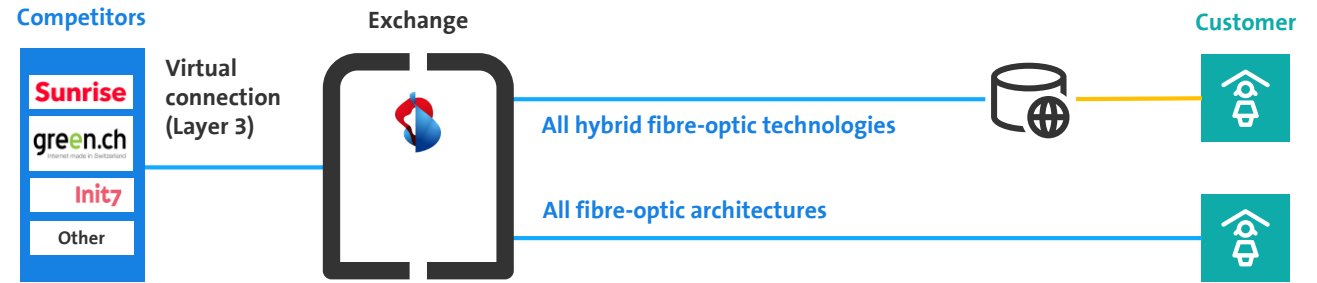
Three forms of collaboration that **make sense from an economic perspective** and can be used by other market players.



Swisscom offers a range of options enabling other industry players to use the Swisscom network. More than 50 companies are already doing so today.

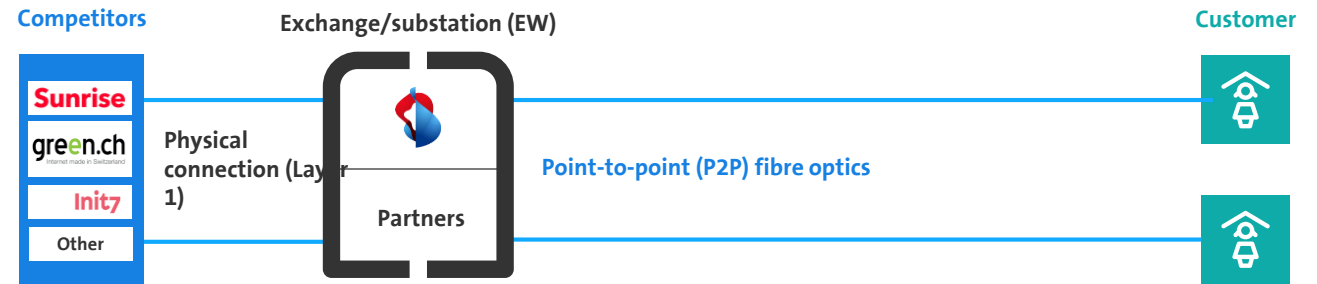
1. Data stream to individual customers (Layer 3)

Competitors that only want to connect individual customers obtain virtual access to this (known as Layer 3). This data stream to a specific customer is always provided using the optimum technology and performance from Swisscom.



2. Fibre-optic collaboration and physical connection (Layer 1)

Swisscom and regional partners collaborate to build point-to-point fibre-optic connections. In this model, each customer connection has its own direct fibre-optic line to the nearest exchange. This therefore allows competitors to obtain a physical connection (Layer 1) to individual customers from a partner or from Swisscom.



3. Fibre-optic partnership

Salt is investing in long-term usage rights to Swisscom's FITL and receives physical Layer 1 access to the Swisscom network in the point-to-multipoint architecture and therefore to all connected customers. This enables Salt to provide and operate its own services. This opportunity is also open to other national or regional industry players. Competitors obtain a data stream (Layer 3).

