



# SiL and Swisscom join forces on fibre-optic network in Lausanne

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Press conference, Lausanne, 4 July 2012



# Fibre to the Home (FTTH)

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- Fibre-optic cable is significantly **more effective** than copper- and coax-based technologies – and demand for bandwidth will continue to increase in future.
- About 90% of Switzerland is already connected by fibre-optic cabling, right down to individual districts.
- With Fiber to the Home (FTTH), fibre-optic cabling is laid directly from the exchange to building basements, and from there to apartments and commercial premises.
- FTTH supports bandwidths **exceeding 1 Gbit/s**.

# Extremely rapid development

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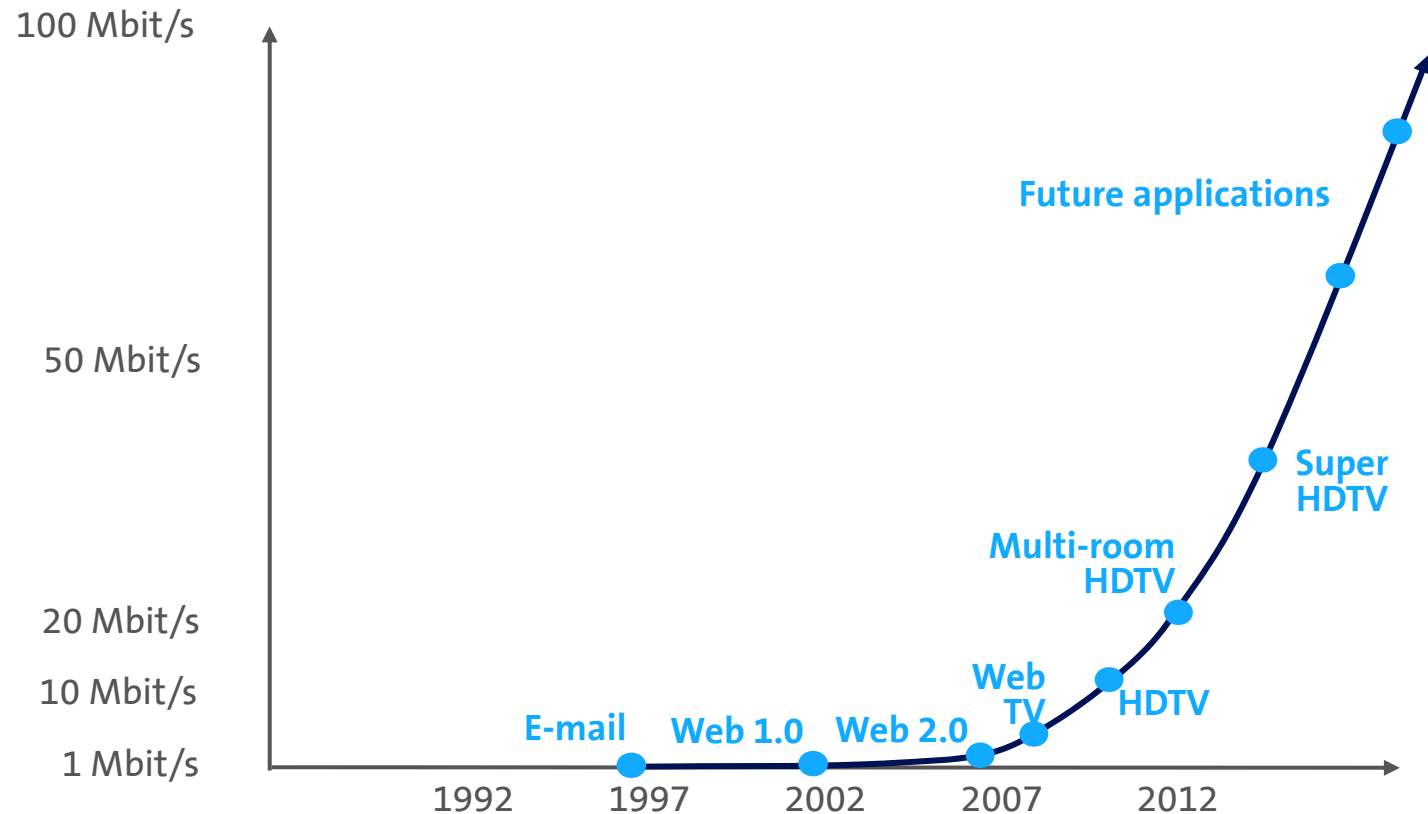
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- Our telecommunication networks are in the process of becoming the vital nerve fibres of modern information society.
- The amount of data traffic carried by these networks is doubling every 21 months.
- New applications are helping to increase demand for bandwidth.
- **Multi-device:** more and more peripheral devices are being hooked up to the same connection.

# Future bandwidth demand

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- Ever greater bandwidth is enabling the development of new services.



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# The agreement

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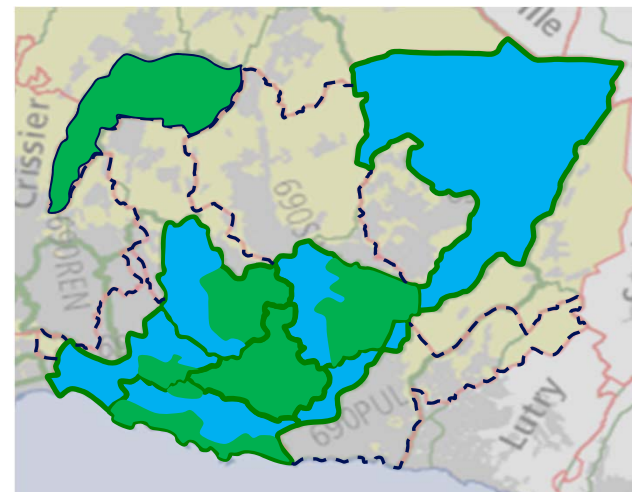
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- SiL and Swisscom have agreed to sign a contract on the construction of a joint fibre-optic network running all the way to residential homes and commercial properties.
- This will be the very first cooperation agreement on FTTH signed by a major cable operator and Swisscom, confirming that fibre-optic cabling is indeed the technology of the future for all of us.
- Work to develop the necessary infrastructure is already well underway, and all inhabitants will soon be able to benefit from super-high-speed web and multimedia services, putting Lausanne among the elite group of Switzerland's best-equipped cities.
- A cooperation model was selected similar to the ones put into place in other Swiss cities (e.g. Basel, Berne, Lucerne, Geneva, St. Gallen and Zurich).

# The cornerstones of the cooperation

7

- Between now and 2017, some 82,000 homes and commercial premises will be connected to the fibre-optic network.
- Implementation will be split into four blue zones (Swisscom) and four green zones (SiL).
- The partners grant each other indefeasible right of use (IRU) of the laid fibre-optic cables, and moreover for a very long period.
- Each partner will be responsible for 50% of the investment costs.
- The agreement contains no provisions that may be subject to an objection by the competition commission (Comco).
- Fibre-optic services have already been available since May 2011.



# The benefits of cooperation

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8

- The existing infrastructure benefits both partners.
- It avoids parallel development of two fibre-optic networks.
- Having two partners will cut both the cost of construction and the length of time the work takes.
- The multi-fibre cooperation model not only ensures cooperation during implementation, but also maintains healthy competition between the two partners on services.
- The network is also open to other service providers and at every level.

**Cooperation on the construction of the  
infrastructure,  
but competition on services**