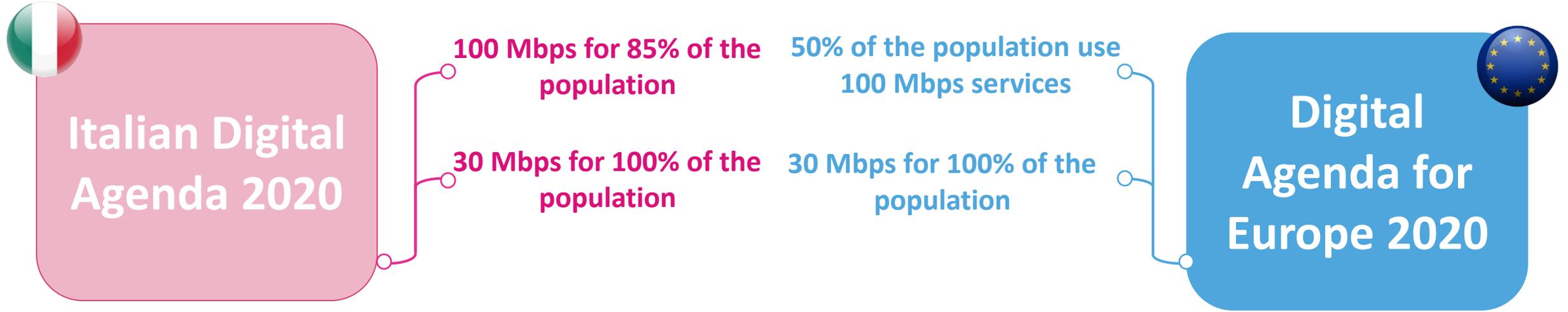




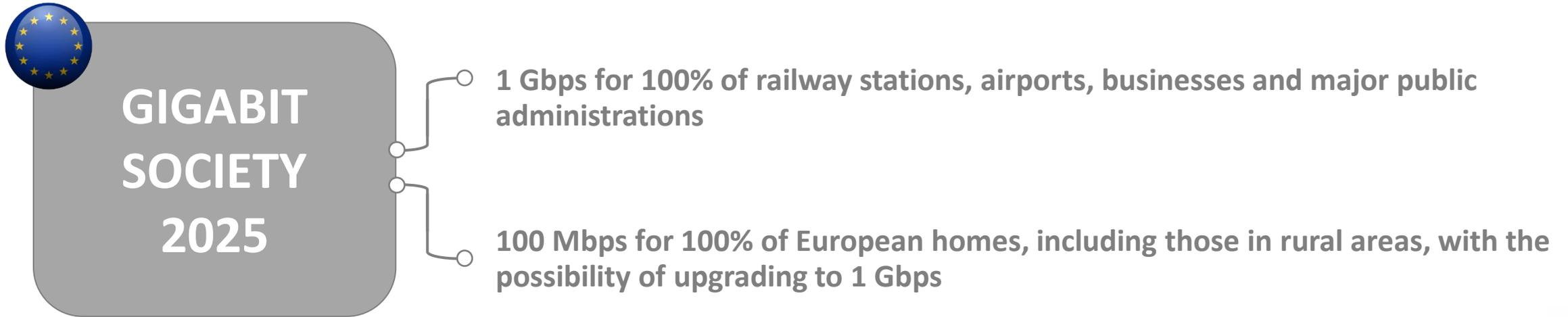
Institutional Presentation

open fiber

The starting point



Our goals



A NEW ALL-FIBER NETWORK

Open Fiber was set up in this context to create a high speed **fiber optic** digital communications network throughout the country to stimulate the competitiveness of the Italian economy and the evolution towards "Industry 4.0".

Open Fiber operates exclusively in the wholesale market and offers access to all interested market players.

Our fiber optic infrastructure is **available to more than 200 operators on equal terms**.

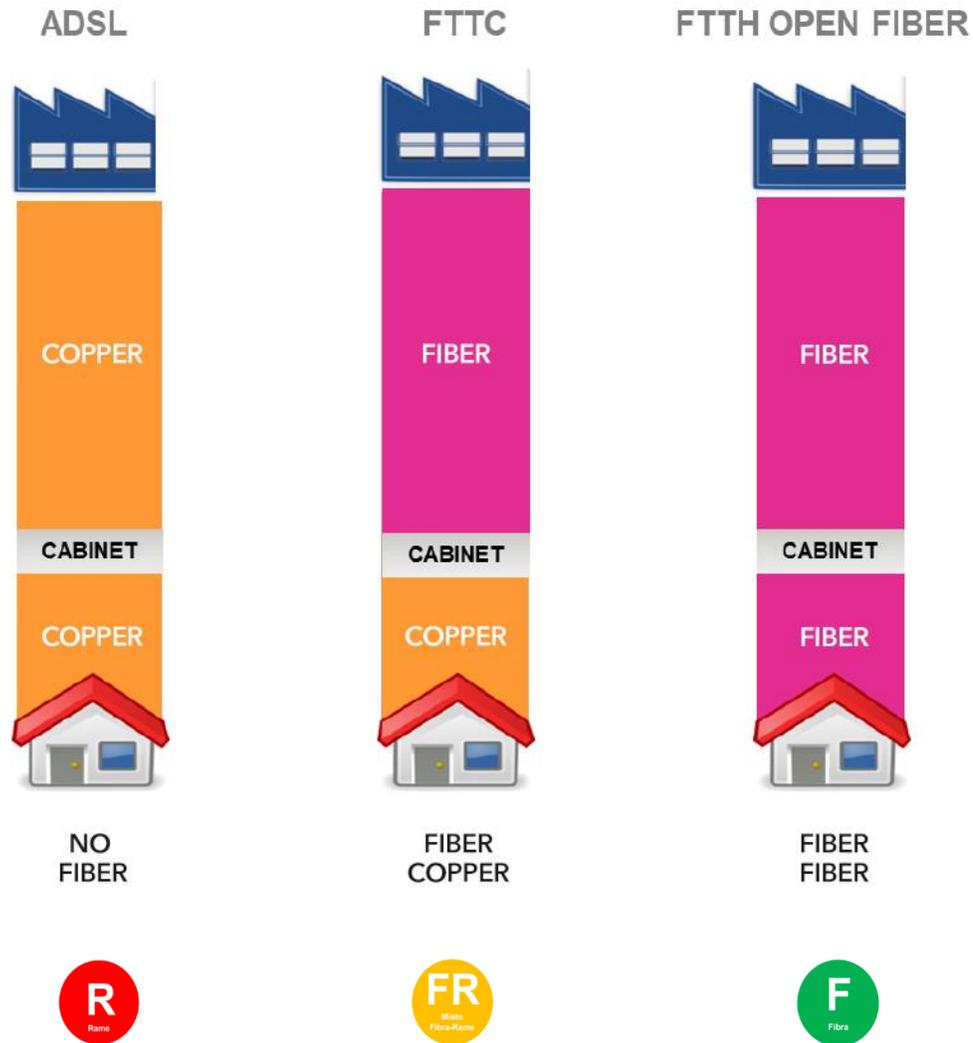


Open Fiber's ultra-fast network is built using **Fiber To The Home (FTTH)** technology, meaning the entire connection from the exchange to the customer's home is in optical fiber. This provides maximum performance with **speeds of up to 10 Gigabit per second (Gbps)**.

A 'future-proof' network, capable of supporting the potential of all new technologies set to arrive in the next few years in line with the foundations of the **Gigabit Society**.

Open Fiber's overall plan, comprising private and public investment, is worth **over EUR 7 billion** and involves connecting **more than 19 million properties** in Italy's cities (black areas), the most isolated and smallest municipalities (white areas) and industrial districts (grey areas).

COMPARING ARCHITECTURES: THE PRIMACY OF FTTH



ADSL: all copper connections

FTTC: mixed copper / fiber connections

FTTH: exclusively fiber optic connections

In accordance with AGCOM rules, copper networks are marked with a red dot, mixed fiber/copper lines with a yellow dot and all-fiber networks with a green dot.

Open Fiber's ultra-fast network is built using Fiber To The Home (FTTH), the only technology capable of guaranteeing 1 Gigabit per second and maximum performance on all devices.

THE OPEN FIBER NETWORK



Greater reliability

Fiber connections are more stable and productive because they are less prone to interruptions and technical problems compared to copper, thus reducing maintenance costs and ensuring a higher quality service for end customers.



High performance

A '100-lane motorway' where fiber optic networks allow information to travel faster and with reduced latency connectivity.



Increased efficiency

Optic fiber supports telecommunications networks of the future (Next Generation Networks - NGN) allowing long infrastructure life and a speed of transmission higher than traditional technologies.



Future proof

Optic fiber is the only 'future proof' solution with a transmission capacity as high as 40 Gbps. With FTTH technology, fiber reaches the home directly, ensuring compatibility with the rapid evolution of network services.



Energy savings

According to a study by the Ugo Bordoni Foundation, a fiber network (FTTH) delivers greater energy savings than a copper network with the same number of users, bringing environmental benefits and a much faster payback time.

A NETWORK FOR ...

PEOPLE

Access to advanced P.A. services
Health services
E-commerce
Banking services
Internet of things
Edutainment
Entertainment
E-health



SMART CITIES

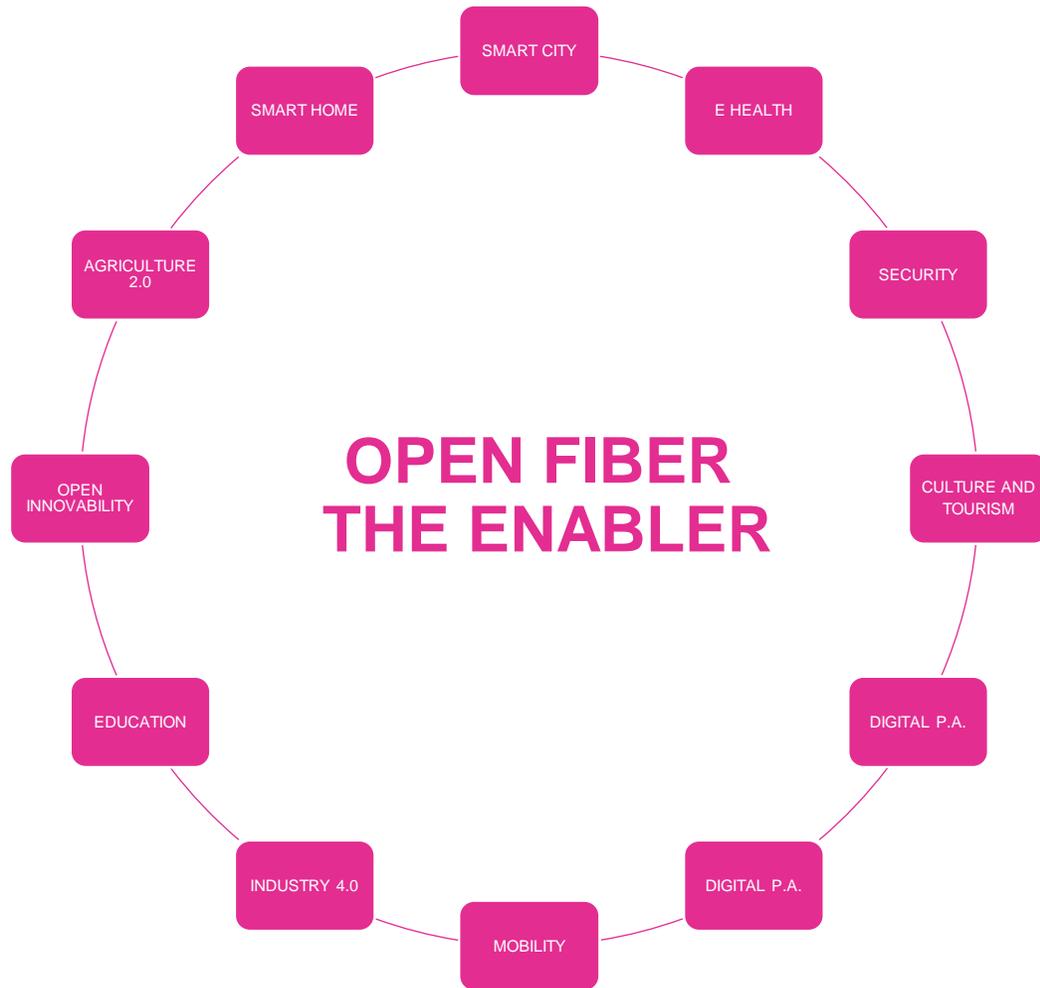
Sustainable mobility
Electronic access control
Traffic flow management
Charging electric vehicles
Territorial surveillance/monitoring
Environmental remote sensing
Public lighting management
Digitalisation of tourism services

COMPANIES

Smart working and teleworking
Cloud computing
Industry 4.0 programme
Innovation



A NETWORK OF OPPORTUNITIES



The **Open Fiber** network is a strategic asset for Italy, essential to enable and develop digital connections and services, (the main levers of productivity and competitiveness) and to address economic and social challenges.

Having more bandwidth today is a prerequisite for the technological developments of tomorrow.

Open Fiber in 2021

- At the end of 2021, Open Fiber had cabled a total of **13 million properties**, confirming its position as the leading FTTH operator in Italy and the third in Europe.
- A recent IDATE report published by the FTTH Council, ranks Italy third (out of 28 European states) in FTTH/B coverage, with **3.8 million properties wired in 2020**.
- Around **80%** of this growth in 2019-2020 is attributable to **Open Fiber**.
- Every day, around **ten thousand people** are working at full capacity on Open Fiber sites.



A NETWORK FOR ALL ITALIANS

Clusters A & B
60% of the population



Clusters C & D
40% of the population

The **Open Fiber** project involves the whole of Italy without distinction between large cities and small towns, enabling the country to bridge the unsustainable **digital divide**.

- **Open Fiber** is investing directly in the most urbanised cities and areas (**clusters A and B**, as defined by the Ministry of Economic Development) where **60%** of Italians live.

- In small towns and rural areas, where the remaining **40%** of the population lives (**clusters C and D**), **Open Fiber** is building a public network with the tools and resources defined by Infratel tenders.

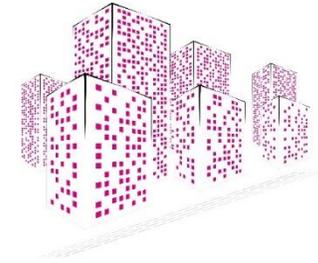
OPEN FIBER CLUSTERS A & B



271 Italian **cities** covered by the first phase of Open Fiber's plan.

189 cities opened to the market in 2021.
9.5 million properties.

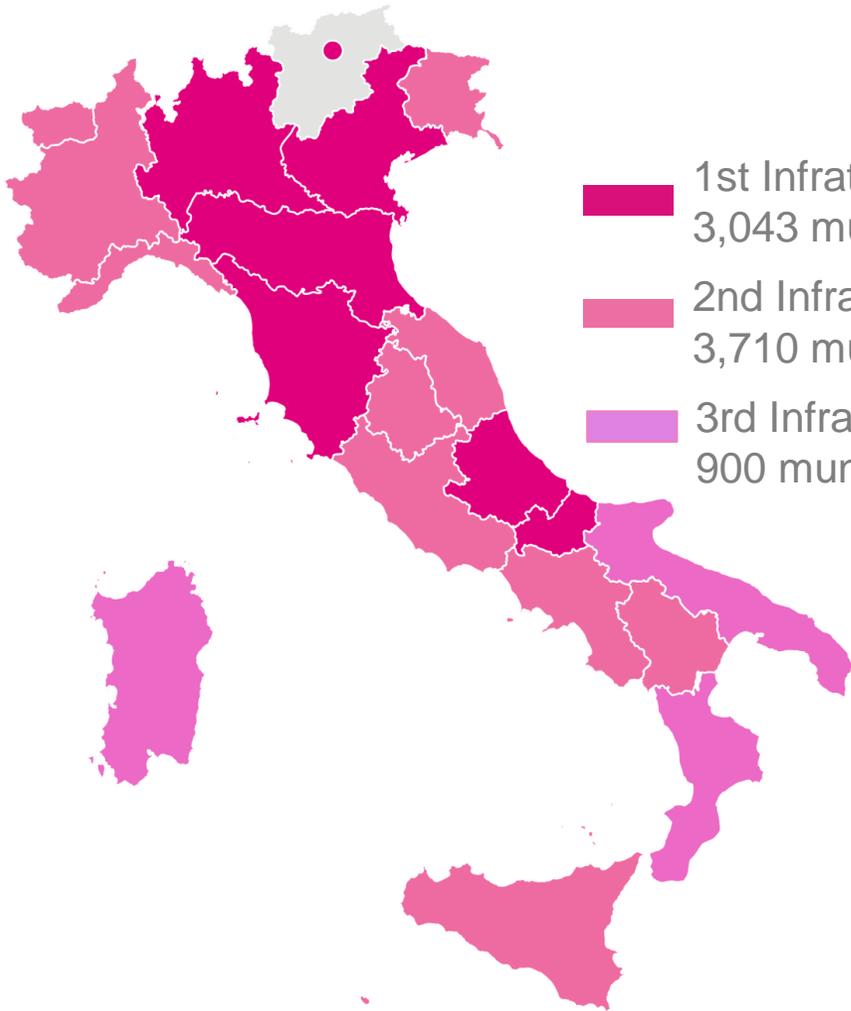
4 billion euros for the construction and development of the network (of which about 90% by 2022).



Full fiber infrastructure completed in Turin, Milan, Venice, Padua, Bologna, Perugia, Cagliari, Bari, Palermo, Catania and other medium-sized cities. The marketing of services on Open Fiber's FTTH network is active in 189 **cities**.

OPEN FIBER CLUSTERS C & D

Open Fiber won the three Infratel tenders for the construction and operation of the public ultra-broadband network.



1st Infratel tender:
3,043 municipalities

2nd Infratel tender: 1.
3,710 municipalities

3rd Infratel tender:
900 municipalities

1. The first tender involves the building and operation of an ultra-broadband network in Abruzzo, Emilia Romagna, Lombardy, Molise, Tuscany and Veneto. **With municipalities such as Villa Celiera (PE), Capralba (CR), and Montecilfone (CB)**

2. The second Infratel tender concerns municipalities in 10 regions (Piedmont, Valle D'Aosta, Liguria, Friuli Venezia Giulia, Umbria, Marche, Lazio, Campania, Basilicata, Sicily) plus the Province of Trento. **With municipalities such as Calvello (PZ), Cervinara (AV), and Villa Lagarina (TN)**

3. The third Infratel tender involves Calabria, Puglia and Sardinia. **With municipalities such as Acri (CS), Otranto (LE), and Posada (NU)**

In total, Open Fiber will reach over **6,500 towns** in all 20 Italian regions, cabling around **9 million** homes, businesses and public administration offices.

Open Fiber for sustainability: the **Sustainability Report** and **ESG Policy**



In 2021 Open Fiber launched a programme aimed at systematising all of the company's sustainability activities through two actions:

- 1) The first **Sustainability Report** covers the 2020 financial year and defines Open Fiber's materiality matrix.
- 2) Our **ESG Policy** combines corporate objectives with a commitment to ESG (Environmental Social & Governance) initiatives

**THANK YOU FOR
YOUR ATTENTION!**



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