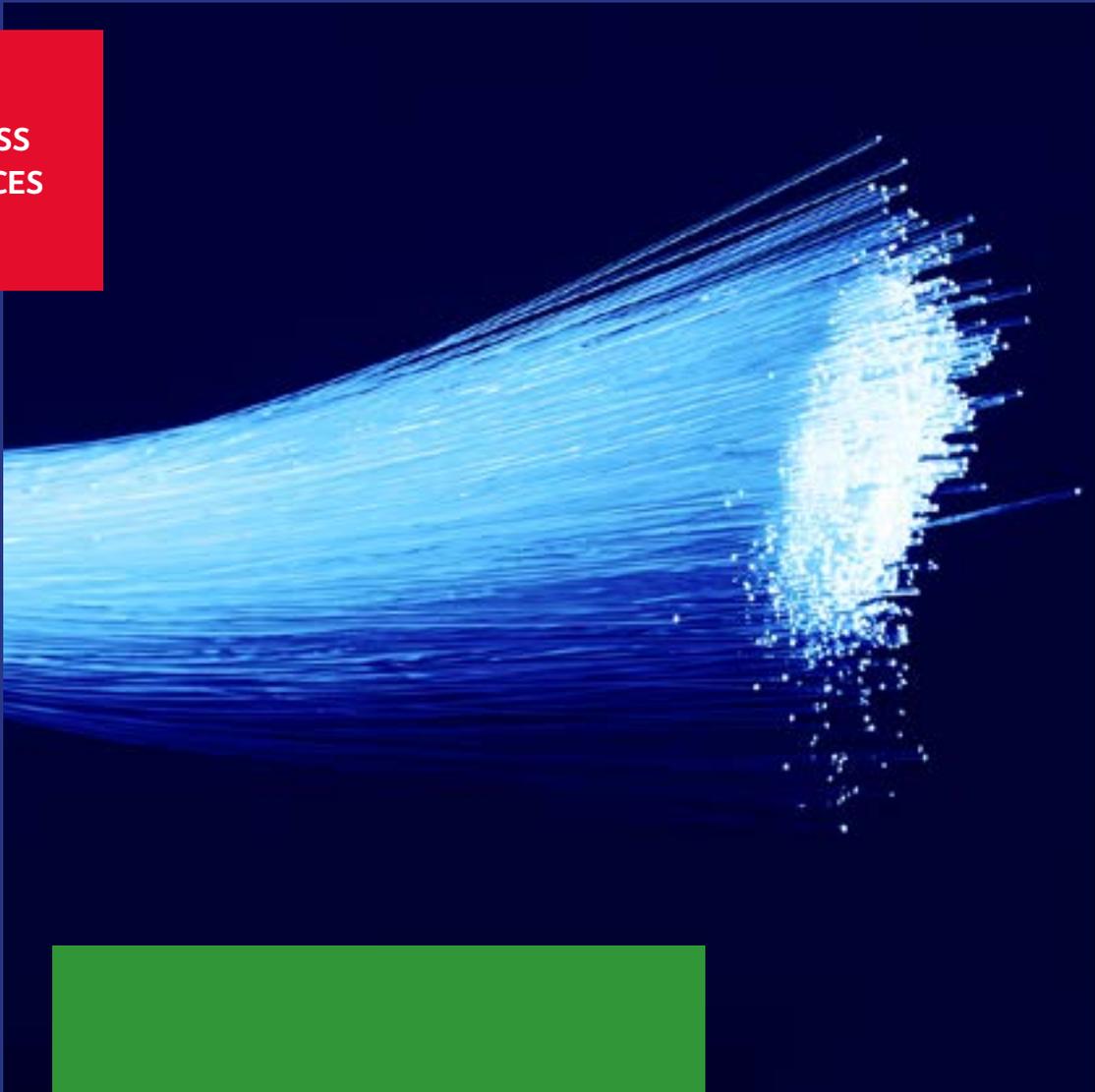


**ACCESS  
SERVICES**



**Full-GPON**

The Full-GPON service envisages the delivery of the passive connection at a station level, OLT (Optical Line Termination) site.

### **WHO IS IT AVAILABLE TO?**

FiberCop is, indeed, a Wholesale-only Operator, and does not, therefore, market its own services to the final customers; our offer of intermediate network services is, on the other hand, aimed at Operators with an individual licence, or general authorisation in terms of telecommunications networks and services, in line with the provisions of the “electronic communications code”.

## **CHARACTERISTICS OF THE SERVICE AND SUPPLY CONDITIONS**

### **THE FIBERCOP FULL-GPON SERVICE**

It integrates the Semi-GPON network with the primary fibre optic network, with the purpose of connecting the UBB FTTH lines of the final customers, directly to the stations where the Operator already operates.

For this type of service, the delivery point of the Full-GPON is in the spaces reserved to the Operator in the relevant station. The Operator interested in the Full-GPON service must request the primary link, towards the station in which it operates, of the Semi-GPON component concerned (see the Semi-GPON technical sheet); for both solutions it will be necessary for FiberCop to perform a special project, prior to acceptance of the Operator (Feasibility Study).

All the preparation of these dedicated portions of network (Infrastructure) will be performed by FiberCop. At the end of this infrastructure preparation stage, the Operator may request activation of the FTTH type UBB accesses to the Full-GPON. The Operator will agree the operating method to follow with the FiberCop commercial structure.

## OFFER METHOD

### CO-INVESTOR PARTICIPATION METHOD

The participation in the Co-investment envisages the assumption of a commitment by the interested Operators, for sharing the risk of creating the FiberCop FTTH network.

The two participation methods envisaged are:

- through IRU (Indefeasible Right of Use) in Access;
- through Minimum Guaranteed.

According to the method chosen and according to the year of participation, the Co-investors have access to a customised price list, on the basis of the time plan of the Co-investment plan. The price list will be formalised in the contract acceptance stage with the FiberCop commercial structure.

Both methods envisage a minimum geographic entry threshold, equal to a single town. Departing from this general principle, on the basis of any market requirements, for towns with an ISTAT population exceeding approximately 200,000 inhabitants, requests for participation can also be assessed for outlying areas of towns of a significant size.

The Co-investors can choose to use different participation areas methods (IRU or Guaranteed Minimum) in different geographical areas (Towns), as well as deciding to participate in the Co-investment in areas (Towns) of a smaller size than that of the whole FiberCop plan. In the geographical areas outside the geographical perimeter of Co-investment, the Operator may access the services at the economic conditions envisaged for non co-investors.

The offer Conditions of the Full-GPON service differ between the geographical areas in which the Operator chooses to co-invest with FiberCop in the creation of the new fibre network and the areas in which the Operator requests the Service in its capacity of non co-investor. The Co-investment offer (<https://wdc.wholesale.telecomitalia.it>) published on 29th January offers all the relevant details. There follows a list of the main points.

## PARTICIPATION THROUGH IRU

In the event of participation through 20-year IRU, the Co-investor acquires the Access Service to the CRO described below, related to all the fibre optic cabinets made by FiberCop in the Towns in which the Operator has chosen this Co-investment method. Against payment of the 20-year IRU payment, whose fees are reported in the table below, the service of Access to the CRO in IRU envisages:

- twenty-year access to the equipment of the fibre optic cabinet (fibre optic splitters and patchcords) to serve up to a maximum of 64 clients; each Access to the CRO means the availability of a primary splitter to which a maximum of 64 secondary network point-to-point links can be connected;
- the right to apply the Pay per Use prices of the Links reserved to the co-investors reported below, valid for 20 years starting from the year of participation in the co-investment, without further commitments on the volumes of UBB links and on the relevant turnover; the Pay per Use prices applicable are those related to the year of participation in the Co-investment.

For each fibre optic cabinet, the Operator may request a maximum of two Accesses to the CRO (two primary splitters); further primary splitters requested will be subject to feasibility checks.

Year of participation of the Co-investor	20-year IRU for access to the CRO (€/primary splitter)
2021-2025	3.500
From 2026	At market prices

## **PARTICIPATION THROUGH GUARANTEED MINIMUM**

In the event of participation through Guaranteed Minimum, the Operator assumes specific minimum annual turnover commitments for purchasing UBB links for a time range of 10 years, according to the conditions described below.

The values of guaranteed minimum annual turnover are calculated on the basis of the development plan of the volumes of UBB links of the Operator in the ten-year period, according to the Pay per Use prices of the Links reserved to the Co-investors, respecting the minimum entry threshold for the Minimum Guaranteed co-investment as indicated below.

The Co-investors can participate in this business model either directly interconnected to the FiberCop network, or through the network interconnected to FiberCop of other operators already Co-investors. In the latter way, the participation in the Minimum Guaranteed model is obtained by cumulating the passive accesses that the Operator purchases directly from FiberCop, with the active accesses (VULA or bitstream FTTH) that the same Operator purchases from the other Co-investors.

## **MINIMUM ENTRY THRESHOLD FOR PARTICIPATION THROUGH MINIMUM GUARANTEED**

The entry threshold for the Minimum Guaranteed Co-investment is equal to a number of UBB accesses, purchased from FiberCop, consisting of 10% of the UIT (Technical Property Units) covered in all the Towns chosen by the Co-investor. This quantity refers to a time range of ten years from the year of participation in the towns selected by the Co-investor.

In order to also permit Co-investment by the Operators with a customer base not sufficient to achieve the above-mentioned minimum threshold of 10%, a subsidised access to the co-investment is envisaged; this method is expressly reserved to operators with a retail market share (of the broadband and ultra broadband accesses at a national level) of less than 5%; in line with what the Observatory on Communications published by Agcom envisages; these operators will be considered Co-investors to all effects and will have access to the Pay per Use prices of the links reserved to this category, as long as they take on the commitment to purchase a number of accesses equal to at least 1% of the UIT covered by FiberCop, in the towns selected by the Co-investor, in a period of ten years from participation.

The minor operators, which use this subsidised access method to the Co-investment with a low level of volumes (Minimum Guaranteed) in the areas in which they use them, must acquire the Connections through another Co-investor, obtaining from the latter active access of VULA-H or bitstream-H. It is, however, pointed out that the minor Operators, as defined above, always have the possibility of participating in the Co-investment with the two standard methods of participation (Access to the CRO in IRU and commitment to purchase “minimum guaranteed” no lower than 10% of the UIT of the Towns of interest) in the Town or in the Towns of their interest.

