

Study on the evolution of the competition dynamics of tower and access infrastructure companies not directly providing retail services - Reasoning and objectives -

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BEREC's motivation

- An observed trend in Europe for divestitures of key network access by MNOs, especially towers and sites
- By contrast to the previous trend of vertical integration
- Such movements in the markets reconfigure the wholesale interaction between entities
- They also result in players not active at retail level
- BEREC was also building on the knowledge embedded in other documents:
 - Report on infrastructure sharing (BoR (18) 116)
 - WS on mobile infrastructure sharing (BoR (20) 240)



What was BEREC interested in?

- Divestitures themselves:
 - Who were the MNOs divesting?
 - What were the concrete means of divesting? -> all in one go, step-by-step, ownership
 - Which were the main key network assets divested?
- Business models
 - Which business models do towercos build around these key network assets?
- Regulation & competition
 - What impact did these movements have on competition, investment and deployment and will have in a forward-looking perspective?
 - Do they give rise to additional non-coordinated or coordinated (i.e. collusion) risks?
 - Could new bottlenecks be identified in the supply of wholesale services? -> concentration
 - What does this mean for regulatory and policy decisions?

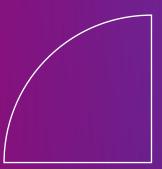


What was BEREC's approach?

- focus on counties in the UE but not only -> 7 focus countries -> FR, DE, IT, PL, ES, UK, US
- Focus on the main towercos active in the jurisdictions: 5 towercos -> American Tower, Cellnex, Vantage Towers, INWIT, Deutsche Funkturm
- Focus on several pan-European electronic communications operators -> Iliad, Orange, Vodafone, Telefonica
- Survey to 30 NRAs, 20 towercos and 34 telecom operators
- Conduct in-depth interviews with 5 towercos and 3 multinational operators
- Have profound discussions with the Italian competition authority AGCM
- Dedicated workshop on 20th of June -> notes available <u>here</u>







Thank you for your attention!

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