

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

Market and Economic Analysis WG

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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 countries 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 [here](#)



Thank you for your attention!