



# The multi-billion dollar question: Who will pay for superfast broadband?

By [Rob Gallagher](#) [September 5, 2011](#)

[Follow @robdgallagher](#) 1,282 followers

Superfast broadband promises much, but hardly come without a cost. Rolling out the necessary next-generation access (NGA) infrastructure on a widespread basis would likely amount to the single biggest concentrated period of investment in the telecoms industry's history.

The problem is that the operators that have traditionally paid for broadband networks are unsure about how they will make a return or simply don't have enough cash to fund full-blown rollouts. Competitors and policymakers, meanwhile, are concerned that the high cost of rolling out NGA will hand natural monopolies where those operators choose to build.

What's needed is new thinking.

Fortunately, there are already a number of models the industry and governments can draw on. Leading examples will be showcased at the [Executive Institute Leadership Summit](#) at this year's [Broadband World Forum](#), due to be held in Paris, France on 27-29 September. This exclusive event will be chaired by Deutsche Telekom Group's CTO Olivier Baujard, who will introduce a number of presentations from board-level operator executives as well as participate in an open discussion session.

Matthias Linder, CTO of Magyar Telekom, will lead the incumbents, delivering a keynote that will detail how the Hungarian operator is using partnerships to meet its NGA aims. Dr Kamil S Shehadi, senior vice president of regulatory affairs of Etisalat, will talk about how the UAE incumbent is working with its arch-rival Du to devise terms for equal access to each others' FTTH networks. Jan Davids, a director of Reggefiber, will discuss why the infrastructure investor forged a joint venture with the Netherlands' incumbent KPN, and how the two plan to continued to develop the Dutch FTTH market.

Alternative operators will be well-represented by Denmark's wao! and Norway's Altibox. Anders B Christjansen, CEO of wao!, will talk about how his company has transformed the fragmented utility-owned fiber-to-the-home (FTTH) networks it was formed from into a single, strong competitor to the Danish incumbent, TDC. Toril Nag, chairman of Altibox, will explain how the utility-owned company has become leading provider of retail FTTH services in Norway, thanks to its innovative franchise model.

In addition, I will deliver an analysis of NGA network investment models, highlighting other industry-leading examples throughout the world. My research will in part draw on a survey my team is conducting with the Broadband World Forum, which will poll speakers, delegates and research contacts on topics as diverse as investment and ROI, pricing and marketing, content and applications, and regulation and policy. Please click [here](#) to complete the survey.

More information about the Executive Institute Leadership Summit can be found [here](#).

Share: [Facebook](#), [Twitter](#), [Digg](#), [Delicious](#), [LinkedIn](#), [E-mail](#), [Print](#)

## Post a comment

Name

Email

Website

[Post your comment](#)

Posts by: [Rob Gallagher](#)

Press release: Informa strengthens Broadband & TV Research team with appointment of Paul Jackson [March 14, 2013](#)

TV in Africa: Digital switchover dreams, multiscreen realities? [December 7, 2012](#)

Pay-as-you-grow pragmatism ruled the fiber agenda at BBWF 2012 [November 2, 2012](#)

Social TV at TV Connect: All smiles and fury, signifying nothing? [October 24, 2012](#)

Press release: Informa Telecoms & Media launches World TV Information Service [October 5, 2012](#)

## Posts about...

- Americas
- Content & Apps
- Enterprise
- MEA
- Operator Strategy
- TV
- Asia
- Devices
- Europe
- Networks
- Press Release
- Uncategorized

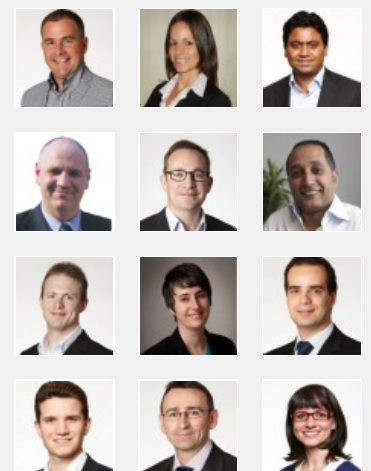
[connected](#) Read our analysts' thoughts and insights on latest news and trends

Follow us on Twitter

[in](#) Join us on LinkedIn

Keep up to date with us on YouTube

## Meet the team [Show all](#)





## Tags

#LinkedIn 4G Android Apple at&t bt  
business models cloud cloud  
computing Connected TV Deutsche  
Telekom ericsson ethernet  
Everything Everywhere FTTH  
Global Convergence Index IBM  
Kakaotalk KPN lte M2M Microsoft  
mobile broadband mwc12  
mwc13 Nokia O2 operator  
strategy orange orange business  
services OTT sdn smart metering  
smartphones SMS  
spectrum superfast  
broadband telecom transportation  
Verizon vertical markets  
Vodafone WhatsApp Wi-Fi  
WTVIS



### Events

Broadband World Forum  
IP&TV World Series  
Com World Series  
LTE World Series



### Research

Intelligence Centre  
Consulting  
WCIS  
WBIS  
WTVIS



### Training

Telecoms Mini MBA Series  
WiMAX Training Series  
LTE Training Series



### Communities

Telecoms.com  
Telecoms.com Webinars  
DigitalTVEurope.net  
TBIvision.com

© Informa UK Ltd 2013. All rights reserved.  
[Privacy Policy](#). [Terms and Conditions](#)

**informa**  
telecoms & media