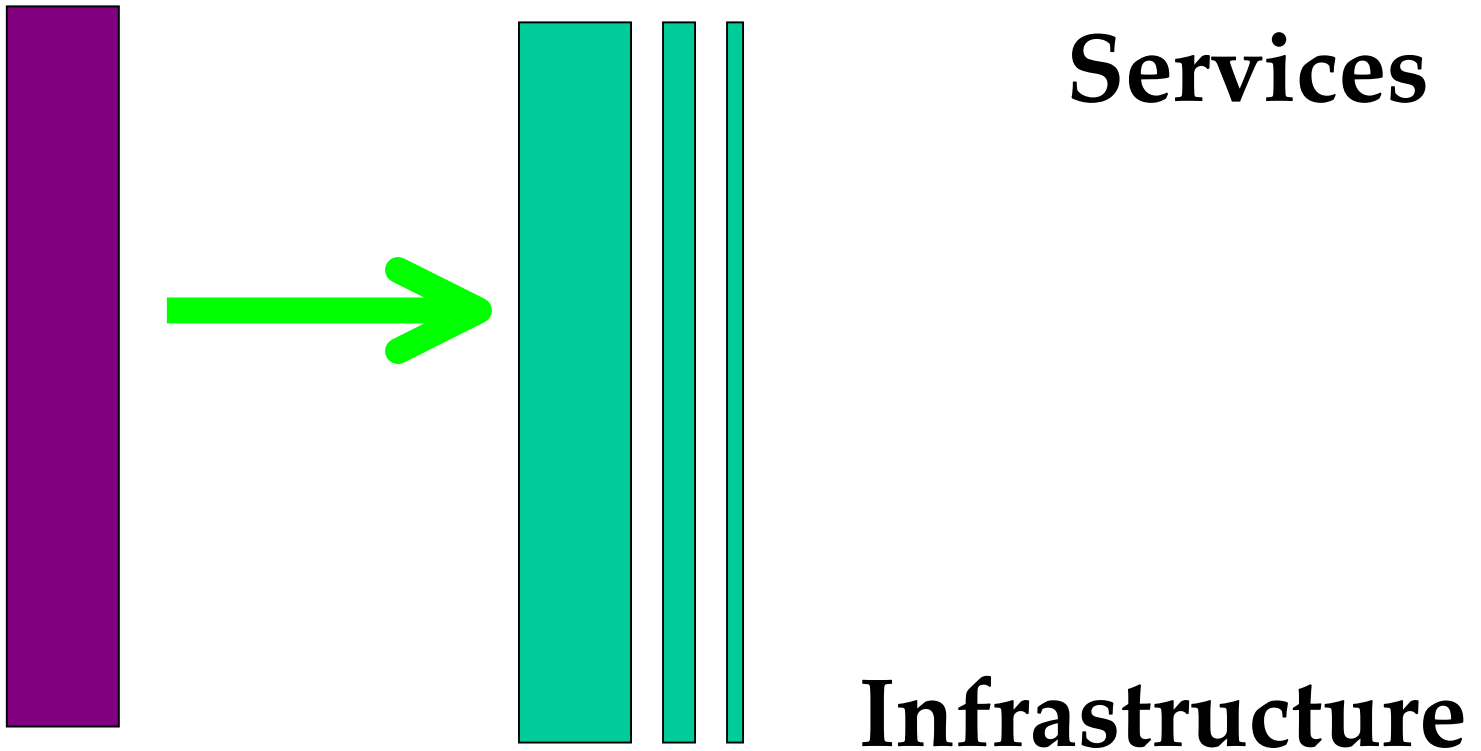


A competitive market?

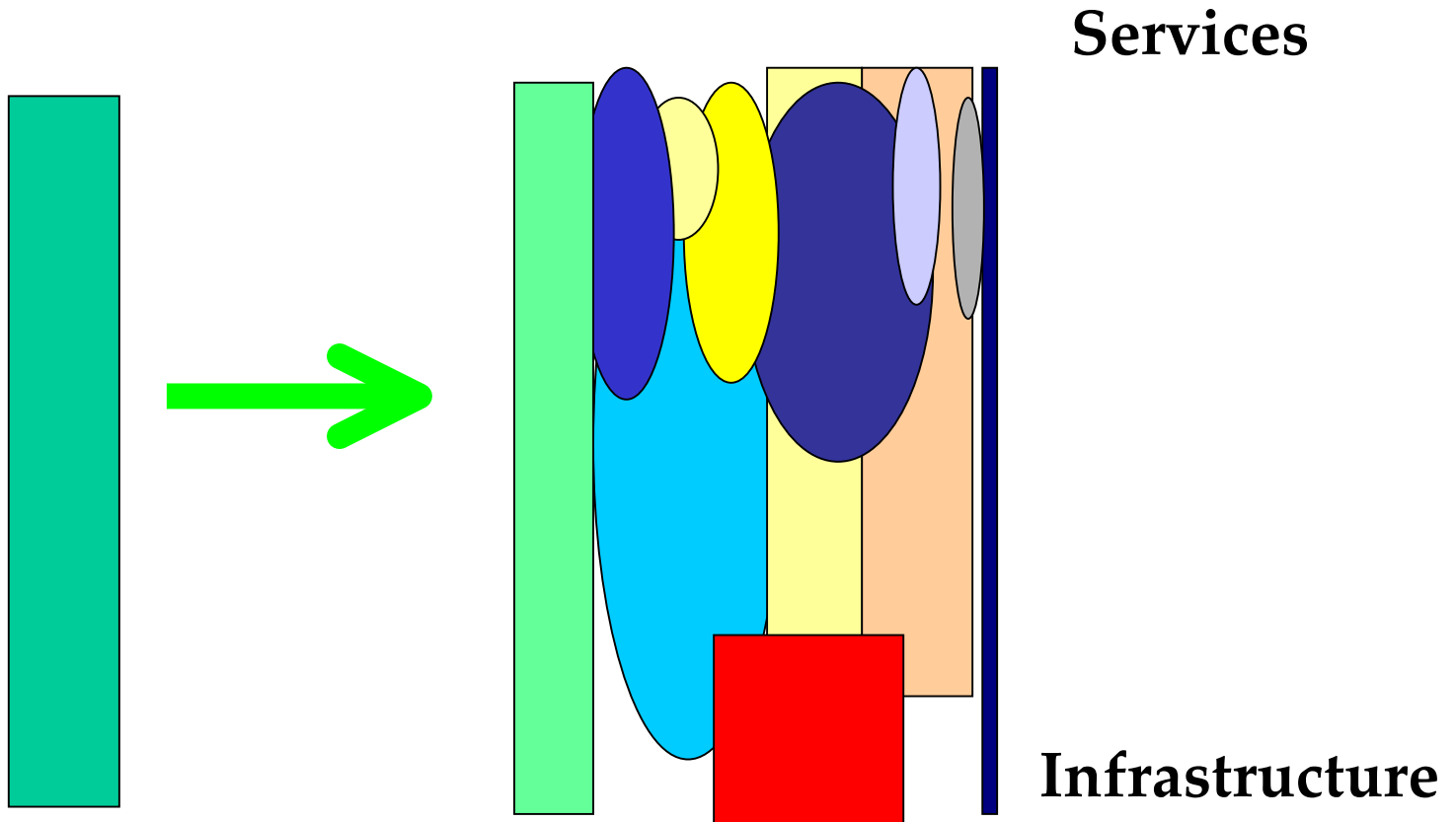


**Survive on 7-8% market
share when building own
cable infrastructure?**

No chance!



Dividing up the value chain

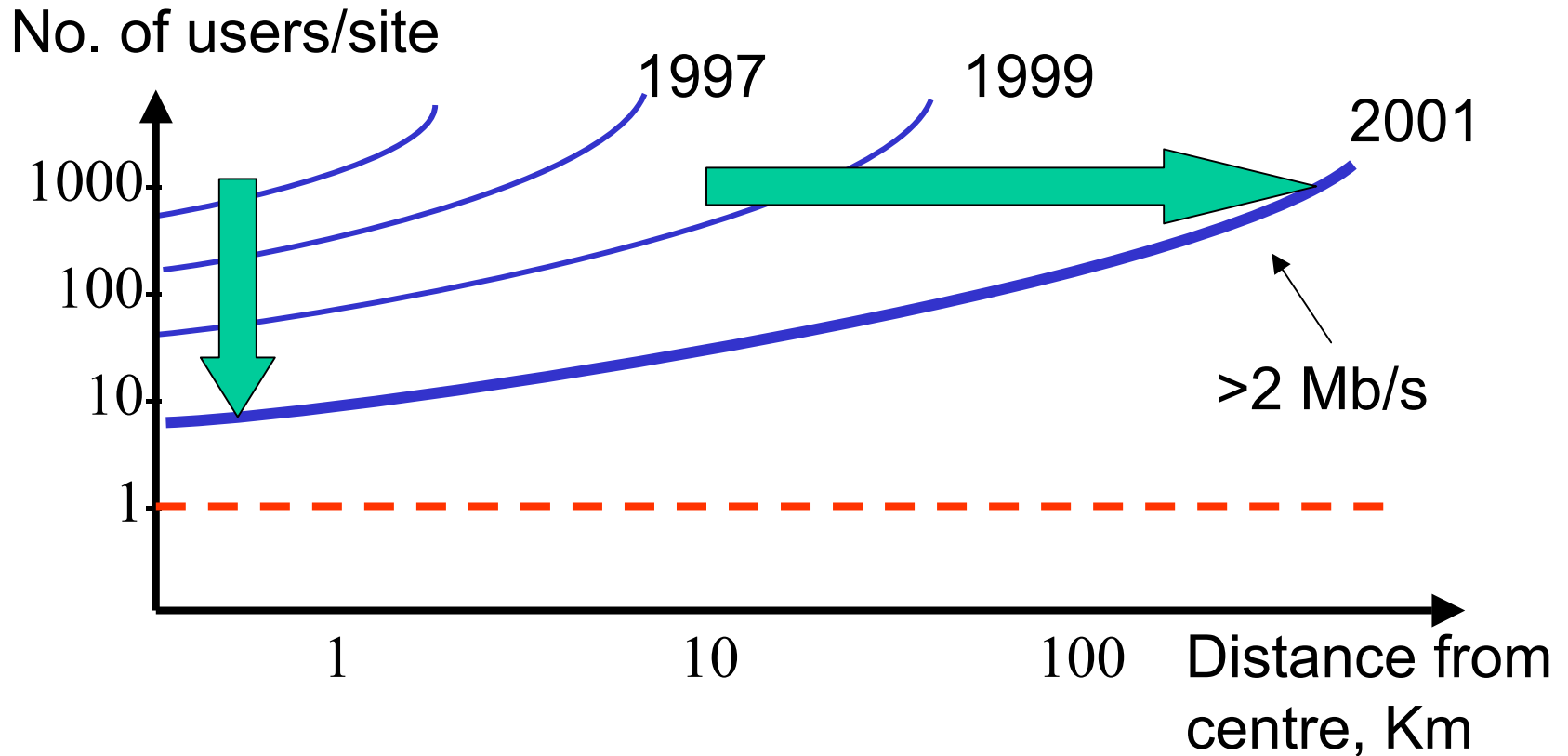


A more capable, infrastructure
open for innovation

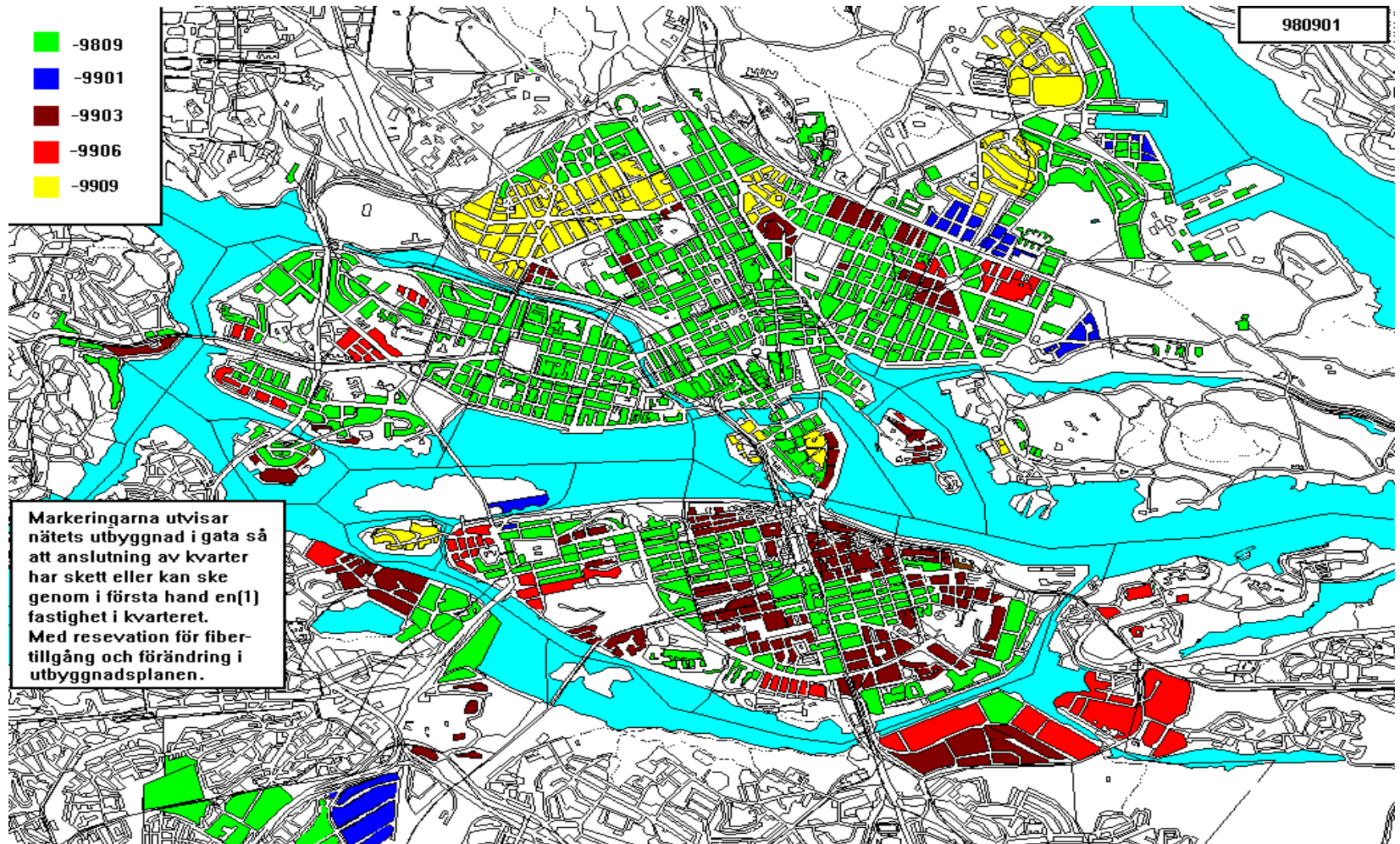
- Economy of scale
- Balancing churn

Locally!

Planning network footprint and density



Fibre to the block in the entire metro area



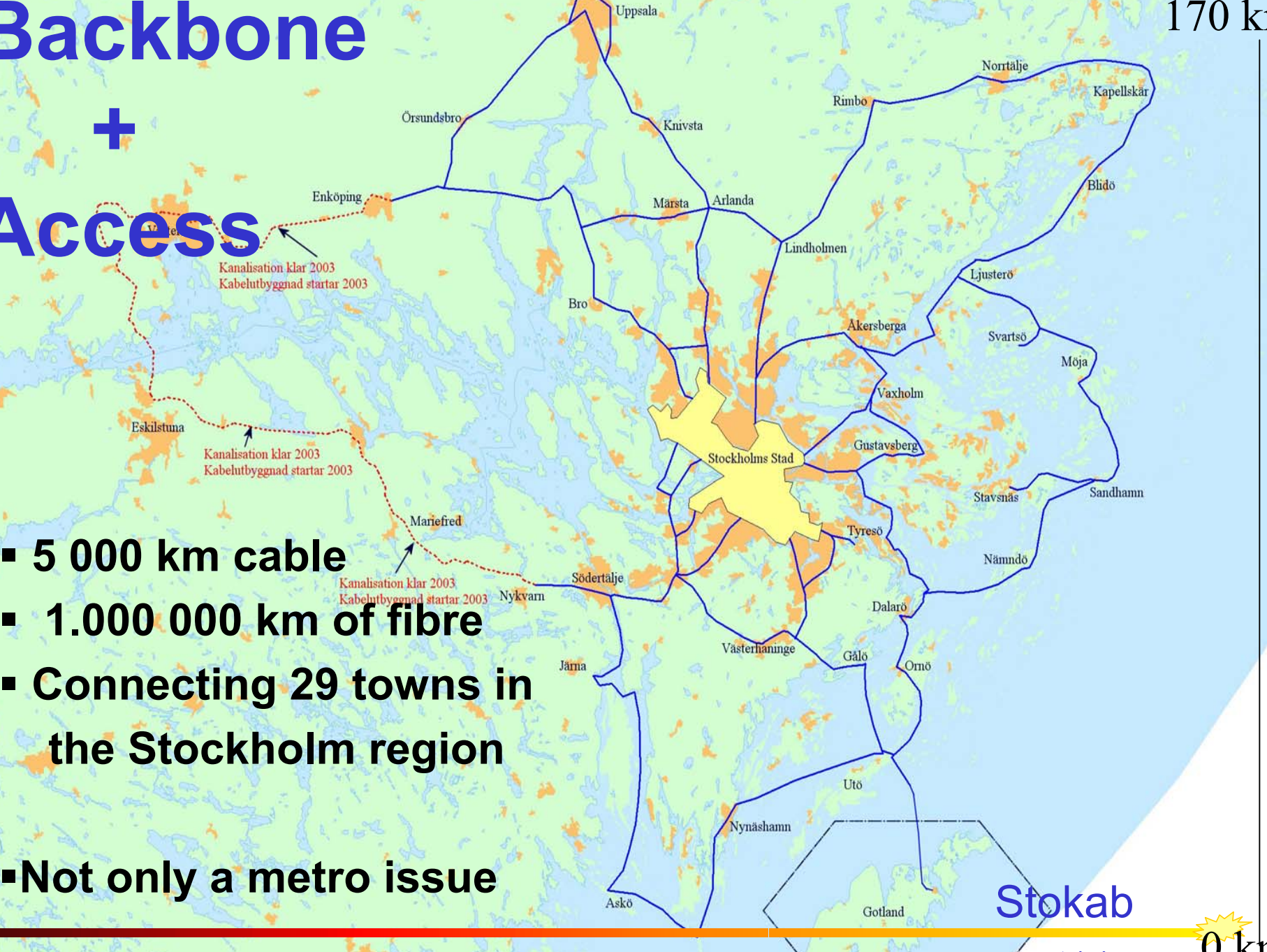
Backbone

+

Access

170 k

- 5 000 km cable
- 1.000 000 km of fibre
- Connecting 29 towns in the Stockholm region
- Not only a metro issue



Stokab



01

We need fibre as least to:

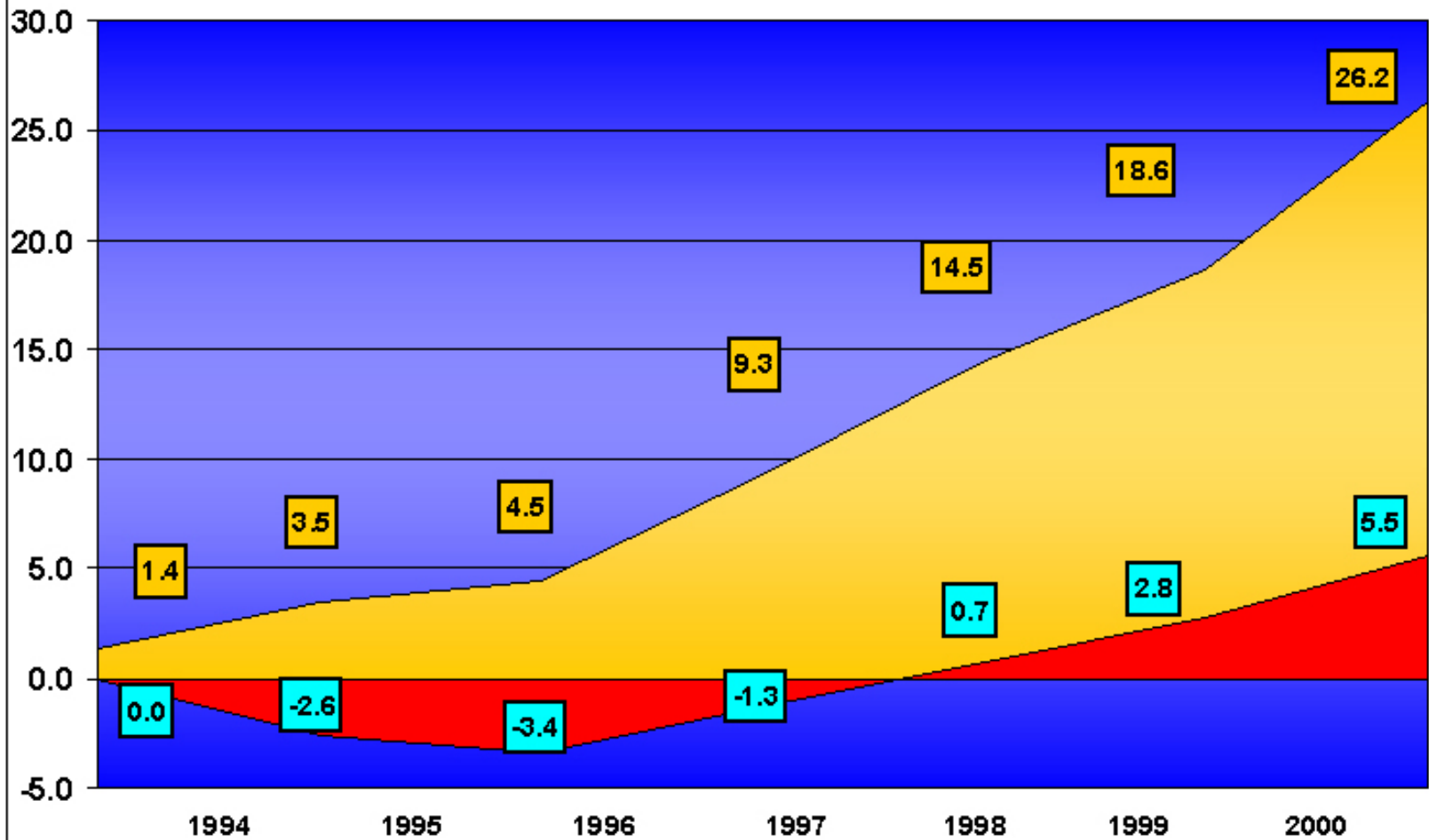
- a <100-person node
- the neighbourhood (FTTN)

Closer to the user we have options like xDSL, Radio,...

A big job

- 1 000 000 fiber km, also suburban/rural
- 200 000 000 € investment
- 10 years
- Relation with 100+ other players
- Creating trust

Income- and earnings trend (MUSD)



A market change from top-down to down-up?

3G to WiFi?

Groups of small operators?

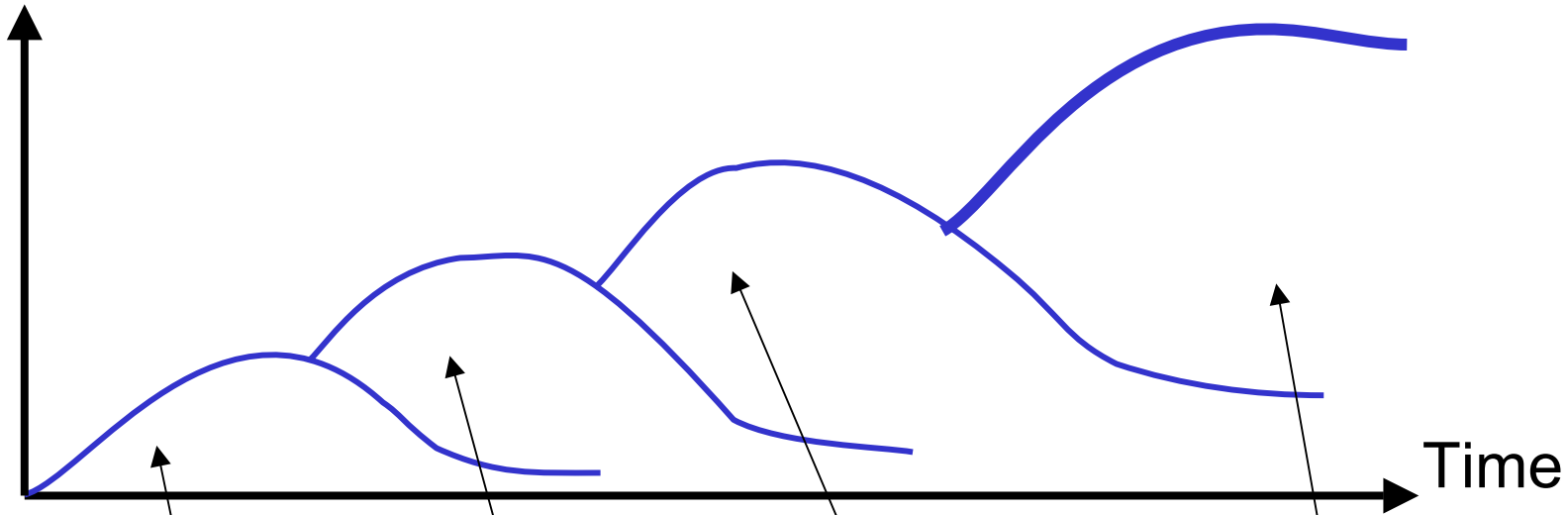
New potential gate-keepers?

New drivers of market change?

New entities assuming the risk!

Local politicians perspective on telecom infrastructure

Mental focus



Quick
money on
RoW

Own bill

Inward
investment
tool

Quality
of life

Corporate user

Residential user