



# #GAFAM to pay for FTTH?

#RIPE84 Berlin

May 19, 2022

**Init7**



About Init7

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# About me

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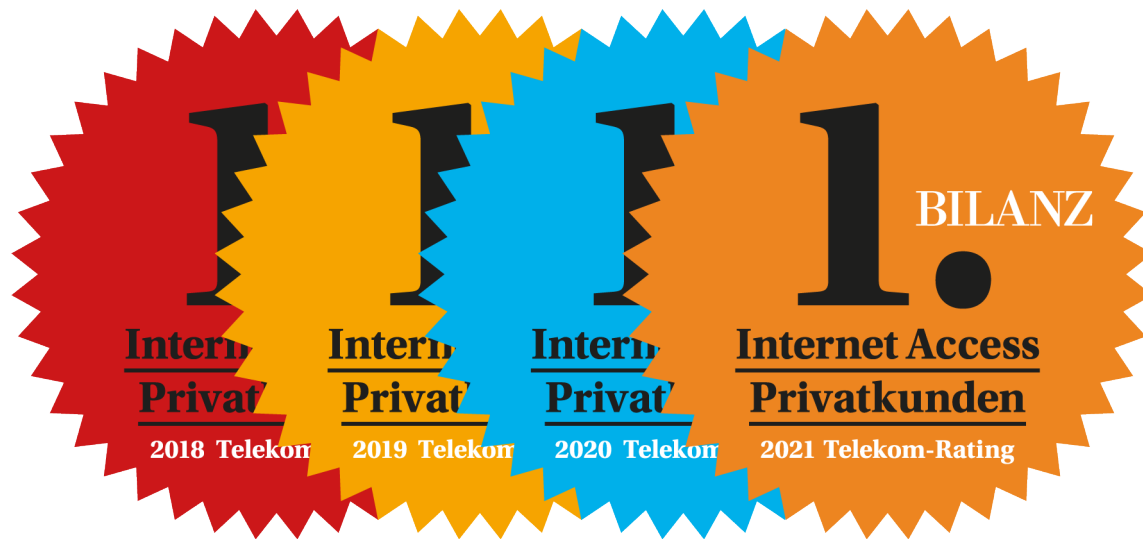
# About Init7

- Independent Broadband Provider in Switzerland
- Symmetric Gigabit FTTH since 2014: Fiber7 (~60€/month)
- Launch of 10 and 25Gigabit FTTH in 2021, same price, includes TV
- Aim to provide a Broadband Service „which is not broken“
- for more details see the Connect Working Group presentation of Pascal Gloor, CTO of Init7

[https://ripe84.ripe.net/wp-content/uploads/presentations/73-RIPE84\\_20220518\\_25G\\_OneYear.pdf](https://ripe84.ripe.net/wp-content/uploads/presentations/73-RIPE84_20220518_25G_OneYear.pdf)

# About Init7

Winner 2018 / 2019 / 2020 / 2021 Bilanz Telekom Rating  
Categorie „Best Internet Provider for Privat Customers“.





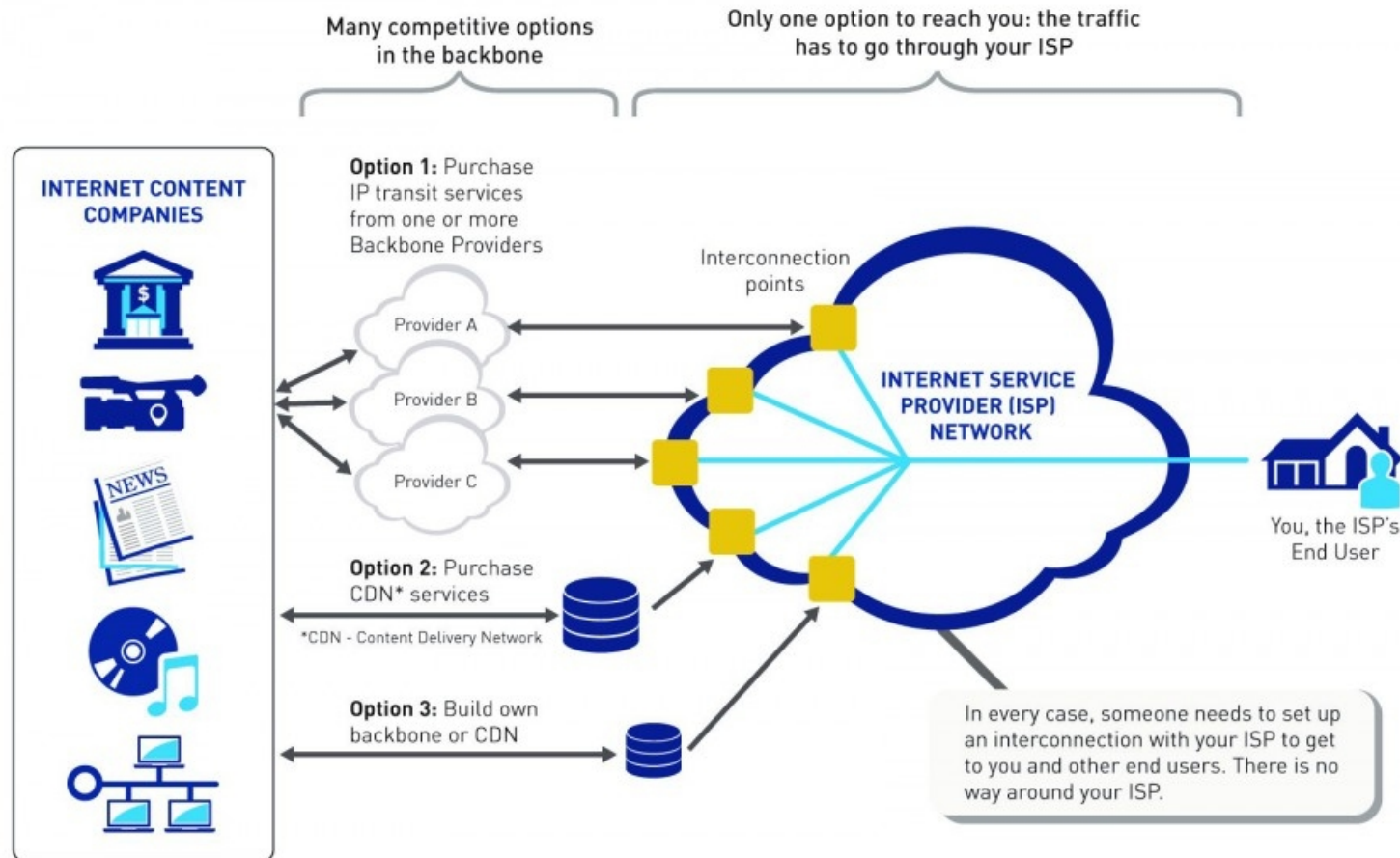
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# #GAFAM to pay for FTTH?

- Broadband customers are causing the traffic, not content.
- Despite the asymmetric traffic flow (from content towards eyeballs) the traffic is still requested by the broadband customer
- Principle „calling party pays“ has been reverted by incumbents to „sending party pays“
- Eyeball provider can enforce that due their technical monopoly

# Technical Monopoly



Graphic by the company formerly known as Level(3)




# #GAFAM to pay for FTTH?

- Incumbents enforce double-sided payment from broadband customers and from content for at least one decade – illegally (abuse of the technical monopoly)
- Now these same incumbents expect additional contributions from content providers to FTTH infrastructure
- My opinion: the Incumbents whining at Mrs. Vestager is so pathetic

# Miserable Life of an Incumbent

https://www.telekom.com/en/investor-relations/publications/financial-results/financial-results-2021

Company Corporate Responsibility **Investor Relations** Media Careers Blog.Telekom Search



Deutsche Telekom  
2021 results

Youtube-Video: GB 2021

- ✓ Revenue up by 7.7 percent to 108.8 billion euros
- ✓ Adjusted EBITDA AL up by 6.6 percent to 37.3 billion euros
- ✓ Free cash flow AL up by 40.1 percent to 8.8 billion euros
- ✓ Guidance for 2021 exceeded based on constant exchange rates
- ✓ Adjusted net profit of 5.9 billion euros: plus 2.6 percent, adjusted earnings per share of 1.22 euros
- ✓ Guidance for 2022: free cash flow AL of around 10 billion euros, adjusted EBITDA AL of around 36.5 billion euros, adjusted core EBITDA AL to rise by around 5 percent
- ✓ Strong customer growth in Germany
- ✓ T-Mobile US: strong increase in synergies from merger with Sprint
- ✓ Adjusted EBITDA AL of more than 4 billion euros for the first time in the Europe segment



Happy Debate!

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