



Press Release - Paris, March 5, 2020

## **Meridiam and Vodafone Deutschland partner to provide full fiber optic access for 25 municipalities and their 40 000 inhabitants in Germany**

Meridiam and Vodafone Deutschland intend to build a comprehensive fiber optic network for the community of Montabaur with its 24 local municipalities, located 100 km north west of Frankfurt. Through this fiber network all individuals, businesses and public bodies will get access to a fiber connection. Such an approach is unique in Germany and became possible through the innovative cooperation between partners. This cooperation model also offers great potential to be transferred to other regions in Germany.

While Meridiam is responsible for the financing, construction and maintenance of the network, Vodafone will operate the network and offer both private and business customers the wide Vodafone product portfolio. For Meridiam, such a comprehensive and sustainable fiber network creates the basis for many subsequent infrastructure developments and further smart city solutions (i.e. 5G rollout, automated driving...), and opens up further replicable opportunities to be jointly developed with public authorities.

For Vodafone, extensive fiber-optic installation in every home on this scale has so far been unique. It gives the company the opportunity to complement its existing cable network with high-quality fiber products and to further develop it cooperatively, offering customers in the community high-performance products at gigabit level. Vodafone will also open the network to other telecommunications companies, thereby giving them the opportunity to market their products locally to local end customers.

The demand for broadband down - and upload speed and volume is growing exponentially in Europe. This growing demand will only be supplied in the long term with technology based on fiber networks. At the same time, the penetration of households and businesses in many European countries (i.e. Germany, UK, Austria) with Fibre to the Home (FTTH) connections is below 10% which leads to significant investment needs in these countries (> 100 bn EUR). Meridiam therefore foresees a lot of opportunities in the future for the development of such projects.

### *About Meridiam*

*Meridiam was founded in 2005 by Thierry Déau, with the belief that the alignment of interests between the public and private sectors can provide critical solutions to the collective needs of communities. Meridiam is Benefit Corporation, within the meaning of the french law, specialising in the development, financing, and management of long-term and sustainable public infrastructure projects and assets in three sectors : mobility of people and goods, energy transition and social infrastructure sectors. It currently manages EUR 7bn worth of assets and more than 75 projects. Meridiam is certified ISO 9001: 2015, ISO 26000 Advanced by VigeoEiris and operates on a proprietary methodology in relation to ESG (environmental, social and governance criteria) and impact based on the UN Sustainable Development Goals (UNSDGs).*

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