



**FTTH 2024**  
CONFERENCE **BERLIN**  
19-21 MARCH

# FTTH CONFERENCE 2024

MESSE BERLIN, GERMANY

19-21 MARCH

*"Europe's leading fibre optic summit"*

[www.ftthconference.eu](http://www.ftthconference.eu)



**NETWORKING - LEAD GENERATION - INFORMATION - LEARNING**  
**TECHNOLOGY - POLICY - INVESTMENT**

Organised by



Supported by 

# HIGH PROFILE FTTH FOCUSED AUDIENCE

3,000+ participants from 1,500 companies and 90 countries

High percentage of decision makers  
25% 'C' level / 21% Director level

38% telecoms operators, communication service providers, utilities, municipalities, contractors, local government, finance/investment companies, government bodies, regulatory bodies etc

90% Europe / 10% outside Europe

Participation by region:

- Western Europe 32%
- Southern Europe 28%
- Northern Europe 22%
- Eastern Europe 8%
- AsiaPacific 4%
- North America 2%
- Middle East 2%
- Africa 1%
- South America 1%

\* Data from FTTH Conference 2023, Madrid

**WATCH THE HIGHLIGHTS  
OF THE PAST EDITION**





## TOP COUNTRIES, LAST TWO CONFERENCES

### FTTH Conference 2022 Vienna, Austria

- Austria 14%
- Germany 13%
- United Kingdom 8%
- Netherlands 6%
- France 6%
- Italy 4%
- Belgium 4%
- Poland 3%
- Sweden 3%
- Denmark 2%
- Spain 2%

### FTTH Conference 2023 Madrid, Spain

- Spain 16%
- United Kingdom 10%
- Germany 9%
- Netherlands 6%
- France 6%
- Belgium 4%
- Italy 4%
- Poland 4%
- Portugal 3%
- Denmark 3%
- Austria 3%

## COMPANIES ATTENDING THE FTTH CONFERENCE INCLUDE



# CONFERENCE & WORKSHOPS

**150+**  
SPEAKERS

**26**  
WORKSHOPS

**6**  
KEYNOTES

**18**  
PANELS

Keynote speakers - FTTH Conference 2023 in Madrid:



**Eric Festraets**  
President  
FTTH Council Europe



**Matias González Martín**  
Secretary General of Telecommunications  
Ministry for Economic Affairs and Digital  
Transformation of Spain



**Roberto Viola**  
Director General for Communications  
Networks, Content and Technology (CNECT)  
European Commission



**Yuriy Matsyk**  
Head of the MDT's Directorate  
of Fixed Broadband  
Ukraine's Ministry of Digital Transformation



**Ulrik Vestergaard Knudsen**  
Deputy Secretary-General  
OECD



**Tomas Lamanuskas**  
Deputy Secretary-General  
International Telecommunication Union (ITU)

Topics at the FTTH Conference 2023 in Madrid included:

- The importance of fibre for European economic development
- Policy and regulation to stimulate fibre roll-out and take-up
- How to stimulate smart investment in the fibre 'not-spots'
- Opportunities for future applications over high-speed fibre networks
- Technological challenges of ubiquitous fibre networks
- In country studies - the status of FTTH roll-out in UK, Germany and Italy
- Rural network deployment
- Attracting talent to the FTTH industry



## EXHIBITORS & PARTNERS

140 exhibitors and partners\* from across Europe including:

- Leading manufacturers and vendors of FTTH active and passive technologies, software, consultancy and wi-fi
- Start-ups
- Industry associations
- Media

\* Data from FTTH Conference 2023, Madrid

## COMPANIES EXHIBITING AT THE FTTH CONFERENCE INCLUDE



A large, crowded exhibition hall with various booths and people networking. The scene is filled with attendees in business attire, some standing in groups and others at tables. In the background, several exhibition booths are visible, including one for 'hexatronic' with the tagline 'More than just a network. A sustainable FTTH network.' and another for 'AWEL' with the tagline 'Building a Fully Optical, Intelligent Internet'. The ceiling is high with industrial lighting and truss structures. The overall atmosphere is busy and professional.

## OTHER OPPORTUNITIES

- High profile networking:
  - FTTH Conference 2024 mobile app to reach out to other delegates
  - Executive Meeting Lounge for VIPs
  - Coffee Breaks and Delegates lunches held in Exhibition Hall
  - Lounge areas located in exhibitor and conference areas
  - Cocktail Reception in exhibition hall marking end of exhibition day 1
  - Opportunity to buy tickets for the big 'Fibration Night' party
- Limited number of 'Voice of Industry' speaking opportunities for Platinum/Gold Sponsors
- Opportunity to co-organise/participate in member led workshops
- Present your products/services via Open Exhibition Theatre in Exhibition Hall
- Additional high visibility/branded sponsorship opportunities available

# WHAT OUR SPEAKERS SAY

It's been great to attend the FTTH Conference in Madrid because we all share the goal of increasing affordable connectivity to all, which is essential as we are in the midst of a digital transformation, where we want everyone to rip the benefits of connectivity. To have a chance to discuss with different stakeholders around the industry such as NGOs, Governments, international Associations is really important, in order to gather different perspectives and methodologies to reach our shared goal.



**Ulrik Vestergaard Knudsen**  
Deputy Secretary-General  
OECD

The FTTH Conference is fantastic because it brings together so many people from across Europe with so many different experiences. We've learned a huge amount from talking to other operators about how we optimize our fibre build. Being able to have these discussions altogether here is really fantastic.



**Catherine Colloms**  
MD Corporate Affairs  
Openreach

The FTTH Conference is a great place to talk about FTTH. It's good to meet delegates from other countries as the FTTH ecosystem is global: here you can meet industrials, funding representatives, and banks from all over Europe. It's really fun!



**David Elfassy**  
President  
Altitude infra

It's really impressive how this conference is set up: on the one hand, you have a lot of business people meeting and networking, on the other you have so many important topics on which we all play a role, such as regulation. We've seen in Madrid how the regulatory panels are becoming more and more well-structured, and this plays a pivotal role in FTTH and deployments. I really look forward to Berlin 2024!



**Jakob Greiner**  
Vice President European Affairs  
Deutsche Telekom AG

The FTTH Conference is the place to be for getting relevant insights towards the very ambitious targets of deploying full-fibre networks. The event brings together vendors, operators, investors, regulators and policymakers, all parts involved in creating a common vision for the deployment of FTTH networks.



**Konstantinos Masselos**  
Chair 2023  
BEREC

I love attending the FTTH Conference because you can have a lot of innovation and ideas there. You get the chance to meet many suppliers and see how things are progressing in different countries.



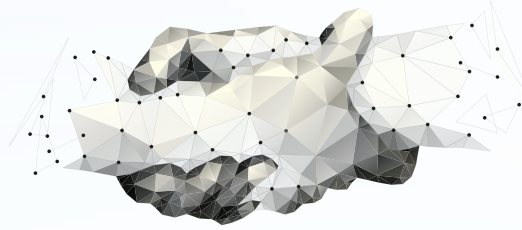
**Annick Martin**  
Managing Director  
BESIX Unieac



## WHAT OUR DELEGATES SAY

*"I have to admit the event is excellent: it's great to network with so many people, meet lots of companies we are supporting with financing and get insights into the sector. It's an interesting and always moving sector which we're hoping to support further and I look forward to being in Berlin next year"*

*Alexander Schober  
Director - Export & Project Finance  
KfW IPEX-Bank*



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**Marcus Benson**  
Conference and  
Membership Director  
*FTTH Council Europe*

**GET IN TOUCH**

