

IN-BUILDING INFRASTRUCTURES

AN ESG-R COMMITMENT
FROM THE AFOR COMMUNITY

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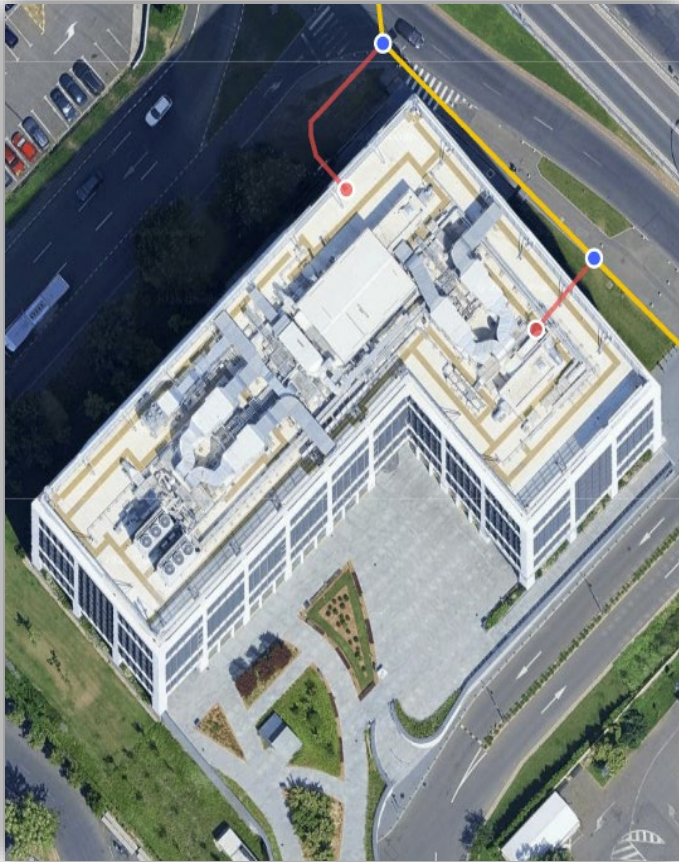


MODERN FIBER IN-BUILDING INFRASTRUCTURES

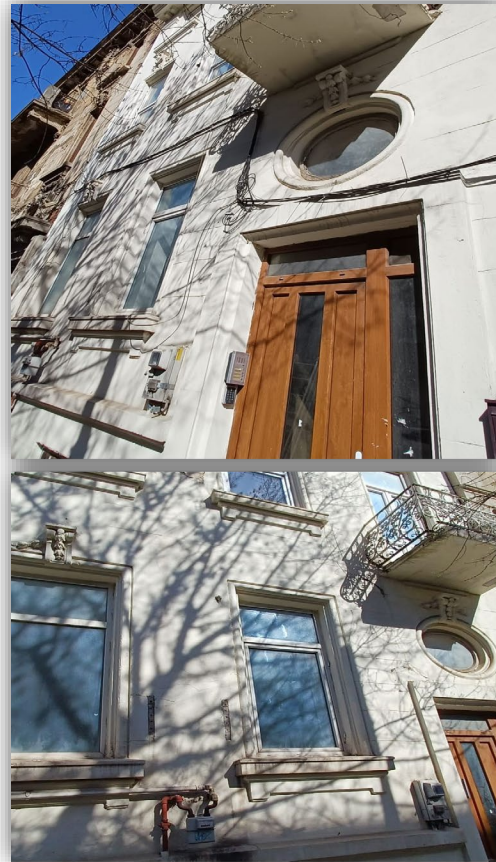
INTERIOR CABLING READINESS FOR METRO INFRASTRUCTURES

Current situation

- Some new buildings: state of the art



- Some old buildings: improved



- Most old & some new buildings: critical



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NEW NORMS ARE SOLVING THE LEGAL GAP BUT NOT THE MARKET FAILURE

New norm impact: money needs to be spent – by whom?

Cities

- **No public investment:** The burden of private/public buildings improvement is taken only in exceptional cases (energy neutrality, earthquake protection, etc.)
- **Legal enforcement:** Reasonable question marks on forcing building owners/telcos to invest in-building infrastructures
- + **Legal framework:** New in-building standard are mandatory for Building Permits (both new and major renovations)
- + **City infrastructures:** are prepared to facilitate connection of such interior cabling improvements

Telco operators

- **No long-term revenue stream:** customers do not want long-term contracts, new standards for private buildings' infrastructure will not allow a monopoly position, low ARPU
- **Installation fees:** Unlike in other countries, customers are not paying large service installation fees.
- **Low responsibility:** Telcos largely abandon cables no longer used, avoid investing in private properties cabling while owners do not care.
- + **Legal framework:** Operators are required by law to enter access contracts with building owners, take costs with operating their networks on private buildings






Building owners

- **Budget:** No money for non-urgent investments, lack of interest and knowledge, desire to pass the burden to city/telcos (“they” have to do it)
- **Negotiating position:** Limited leverage against telcos, cannot even enforce their right to have access contracts and force telco networks' maintenance
- **Enforcement:** Virtually no support from enforcement authorities on cleaning their facades
- + **Legal framework:** Building owners are legally forced to invest in such infrastructure when constructing buildings or starting major building renovations

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HOW TO MAKE NORMS EFFICIENT

General response to new law

| Group Type | Behavior | Law Response | Key Driver | % Range |
|---|--------------|-------------------------------------|-----------------------|---------------|
|  Innovators | Activist | Shape laws and their implementation | Ideology/ advocacy | 2–5% |
|  Civic Compliers | Cooperative | High compliance | Trust + norms | 20–30% |
|  Pragmatic Followers | Flexible | Conditional compliance | Incentives & fairness | 40–50% |
|  Skeptics | Independent | Selective compliance | Trust deficit | 10–20% |
|  Resisters | Oppositional | Low compliance | Values/ conflict | 5–10% |

AFOR
(among others)

Compliance: solved
by norms adoption

Compliance: the key
“battleground”
(innovators’ involvement)

Compliance: the final
“battleground”
(public enforcement/
innovators’ involvement)

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ROLE OF TELECOM PROFESSIONALS, NOT OF TELECOM COMPANIES

Innovators advocate the change, become opinion leaders for the rest of society



Move discussion from “rule” to “benefit”: **save time, reduce risk.**



“Show, don’t tell”: **pilot projects, certifications, public rankings, awards.**



Limit “opt-out”: **act within the legal framework to make compliance the “default path”**

- ▶ **MODERN FIBER IN-BUILDING INFRASTRUCTURES**
START ACTING LIKE AN INNOVATOR!

LAUNCHING TODAY:



InBuilding

The AFOR „InBuilding“ certification
powered by Netcity

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AFOR CERTIFICATION PILOT



and guided by ESG-R principles

| Certification | Environment | Social | Governance | Resilience |
|---|--|--|---|--|
|  InBuilding Certified | Designed for low-energy technologies (fiber) | Supports community to open/undiscriminate access to multiple telecom operators | Compliant to new technical norms | Minimum standard (as per technical norms) |
|  InBuilding Silver | Same as above | Same as above, plus Zero impact on city and building landscape | Same as above, plus Transparent access conditions to telecom operators | Same as above, plus Underground connection to public networks |
|  InBuilding Gold | Same as above | Same as above | Same as above | Same as above, plus redundancy (2 paths) |
|  InBuilding Platinum | Same as above | Same as above | Same as above | Same as above, plus State-of-the-art redundancy (3 paths) |

THANK YOU!

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