

Media Release

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Sunrise expands its fiber optics partnerships with SFN, IWB and SIG

- **Sunrise enters into a new fiber optics access agreement with SFN (Swiss Fibre Net AG) and IWB (Basel Industrial Works), and will also renew its partnership with SIG (Geneva Industrial Services). In doing so, Sunrise secures future-oriented and long-term autonomy regarding important digital infrastructures in all three regions of Switzerland.**
- **As with other partnerships, Sunrise makes an upfront investment in the fiber optics infrastructure (layer 1) and in return receives a long-term Indefeasible Right of Use (IRU).**

"With our fiber optics partnerships, we are gaining long-term independence in the largest cities and metropolitan areas and are seizing the very best opportunity available to deliver our services over fiber-optic cables all the way to households and businesses. This allows us, the leading challenger, to provide our residential and business customers with the most state-of-the-art digital services over the most powerful infrastructure," explains Olaf Swantee, CEO of Sunrise.

Sunrise has entered into a new long-term agreement with SFN and IWB, and will also renew its partnership with SIG with a long-term, 20-year fiber optics access agreement. By partnering with SFN, the joint venture between local energy suppliers, and with IWB and SIG, Sunrise reaches more than 17% of Swiss households over the fiber-optic infrastructure. The expanded agreements will guarantee Sunrise access to a certain number of fiber-optic lines at new terms and conditions in the future. In 2018, Sunrise will be making an upfront investment of CHF 56 million in the fiber optics infrastructure (layer 1) owned by these energy providers. In return, Sunrise will receive a long-term and Indefeasible Right of Use (IRU) for a certain number of fiber-optic lines in the areas covered by SFN, IWB (Basel) and SIG (Geneva).

In addition to fiber optics access through regional and local energy providers, Sunrise also has a network access agreement with Swisscom that was signed in 2014 and will expire at the end of this year. Sunrise is in an advanced stage of negotiations with Swisscom to renew this access agreement at similar terms.

In larger cities such as Zurich, Basel, Bern, Geneva, Lucerne, St. Gallen, and Winterthur, residential customers and businesses can choose from a multitude of providers and services, because the energy providers' local fiber-optic cable networks provide competitors with alternative, future-oriented infrastructures.

Sunrise plans to offer its services throughout Switzerland. Currently, however, the FTTH expansion is solely driven by regional initiatives (energy providers). In economically less developed regions, the range of choices available to providers as well as residential and business customers remains limited at this time.

Sunrise therefore invests in regional/local initiatives through partnerships, thereby strengthening competition, particularly in remote areas. In addition, Sunrise co-finances infrastructure expansion in rural areas with the help of wholesale products.

A regional/local monopoly infrastructure that does not provide reasonable wholesale products does not allow Sunrise to make investments, and stamps out competition. Only with network access do monopoly networks provide a multitude of options. This allows customers to benefit from more services, more attractive prices, investments and a higher security of supply. More intense competition, together with increased customer needs, results in more investments everywhere.

Sunrise One, which Sunrise launched at the end of last year, is the first fully convergent offer in the market that always offers the highest possible connection speed independent of technology at the lowest package price. It allows customers, particularly those with fiber-optic connections, to benefit from speeds of 1 Gbit/s.

Sunrise Communications AG

Corporate Communications

P.O. Box

CH-8050 Zurich

media@sunrise.net

www.sunrise.ch

Phone: +41 800 333 000

Outside Switzerland: +41 58 777 76 66