



**Unlock your fiber.
And keep connecting more homes.**

Sindre Andersen · Oslo, 16 September 2026



WHO IS SPEAKING

I build fiber networks.

Sindre Andersen,
CEO of Modum Kabel-TV, now Modum Fiber.

We own and operate fiber networks in Norway, with 7,500 connected homes.

Founder of MYFIBER.



YOUR NUMBERS

27%

Germany:

Of the homes that can get fiber,
this many actually buy it.

Austria: between 19.6% and 53.1%. Same picture, different numbers.

Fiber that nobody uses is just an expensive hole in the ground.

NORWAY

~ 100%

of homes use fiber.
The copper is “gone”.

*Others here today will tell you how we built it.
I want to talk about why people said yes.*

MY EXPLANATION

**Because the company
that built the network
also sold the internet.**

In Norway, one company usually does everything.

MY COMPANY

This is my company.

BUILD

dig the ground

RUN

run the network

SELL

sell to homes

SERVE

help the customer

Every part of the value chain earns money in the same company.
That is why I was willing to dig.

THE CONSEQUENCE FOR NORWEGIANS

**Almost no one in Norway
can choose different providers
on the same fiber.**

If you own the network and sell the internet, opening the network means letting competitors use what you paid for. So almost nobody opened.

WHAT HAPPENS TO NETWORK OWNERS TODAY

**Someone digs
a second fiber
to the same house.**

Including mine.

Two companies pay.
Two times digging.
The same homes.

A second network is the most expensive way to create competition.

How do you give people
a real choice

without taking away the profit
that pays for the network?

THE ANSWER

What parts of the value chain do you deliver?

The further up the chain you deliver, the more of the customer's payment you keep.

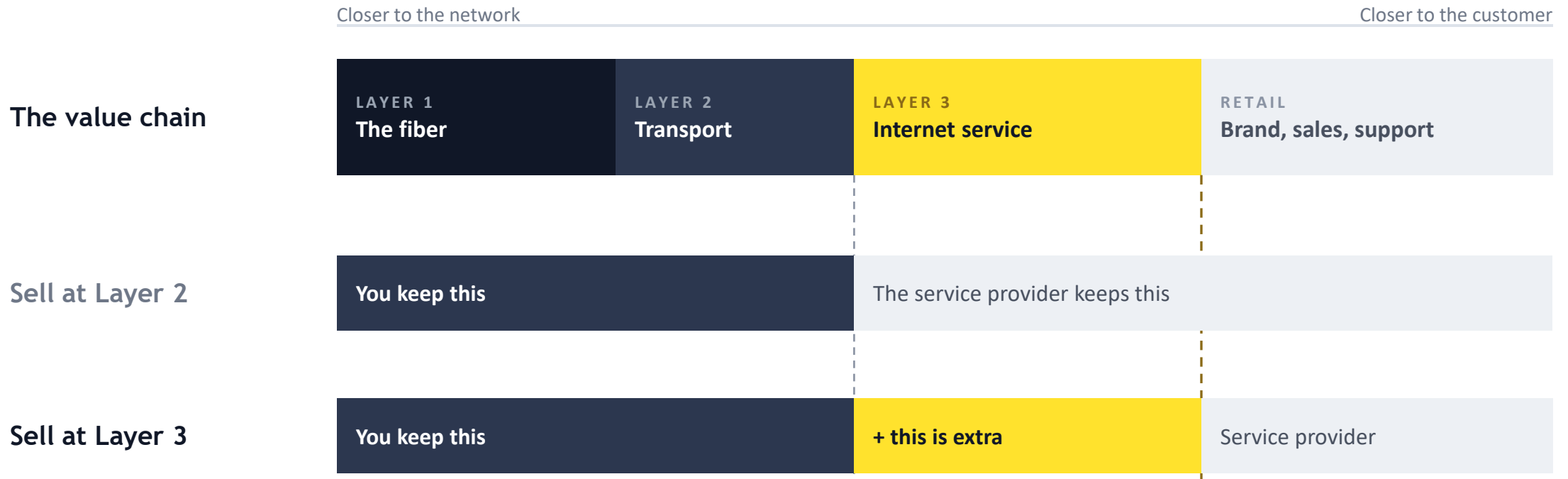


Illustration. The real split depends on your market.

Layer 3: easier for a service provider to join, and a smaller margin for them. **The biggest margin goes to the network owner.**



A Layer 3 platform for open networks.

We are not a network. We own no fiber and no equipment.

We are the software that allows you to unlock and sell your connections.

Open addresses

Take orders

Start service

Change provider

Settlement

You connect it once and keep the systems you already have.

WHY THE VALUE CHAIN MATTERS – THE LONG GAME

The more of the value chain you keep, the more you can build.

1 More homes connect

on fiber you have already built

2 The money stays with you

you earn on every customer

3 You can invest again

repairs, upgrades or the next village

WHERE NORWAY IS NOW

..... at the starting line.

Almost no network in Norway is open yet. That is changing right now.

2027

The year we expect Norwegian networks to open for other providers.

1 of 3

MYFIBER is one of three open access platforms in Norway today.

Ready

Developed, tested and piloted. Ready to roll out.

This starts in Norway now. **We would also like to do it together with you.**

Three things to take home

- 1 The company that builds must also want to sell.
 - 2 A second network is the most expensive way to get competition.
 - 3 What you sell decides who keeps the money.
-

Building fiber and want to keep the value? **Contact me on sindre@myfiber.no**



MYFIBER

Sindre Andersen · myfiber.no

Thank you!



Sindre Andersen · sindre@myfiber.no · myfiber.no