

Putting fibre at the start of your build

London Build 2019

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National New Sites Client Management



openreach

openreach.co.uk



ADSL – Pure Copper (Max 24Mbps)

Originally designed to carry telephone signal not data. Unable to provide the broadband speeds required today by the average UK household

FTTC – Partial Fibre (Max 80Mbps)

Much improved speed but still copper reliant

FTTP – Full Fibre (Max 1Gbps +)

The future of broadband connectivity for the UK

The future of UK connectivity

Demand for data is growing year on year, which is why we're building a network fit for the future



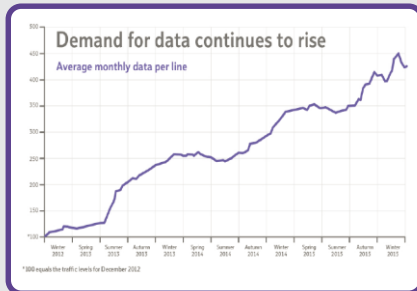
240Gbps data used every month by the average fixed broadband connection



58% of people use online video subscription services



Landline usage halved in the last five years



Supporting the government's full fibre plans



- Full fibre to all UK homes by 2033
- Guaranteeing full fibre to all new build developments
- Preparing for the copper switch off
- Physical infrastructure needed to support 5G rollout



We want everyone in the UK to benefit from world-class connectivity no matter where they live, work or travel



Jeremy Wright
DCMS Secretary (2018-19)

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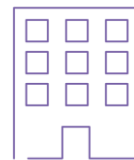
has big ambitions



FTTP to 4m premises

2021

And if the conditions are right

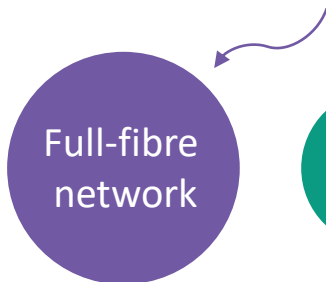


FTTP to 15m premises

2025

We're already building at quality, speed, scale and a competitive cost

The full-fibre network build is the second biggest infrastructure build in the UK



We're building

3x

quicker

This year than last

20k homes per week

This year we're building FTTP to

1.2m homes

And doubling our FTTP footprint to

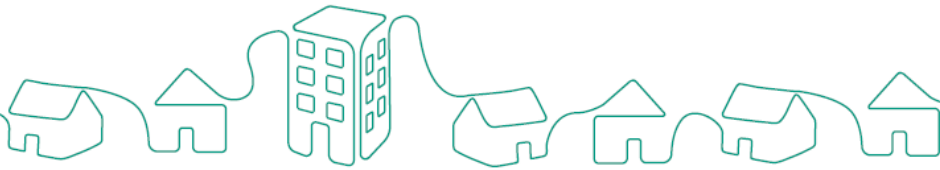
2.5m homes

Demand for our fibre broadband products is up by

22%

year on year

New Sites



Over 1.2 million

plots have been contracted with us for fibre broadband since February 2016.

Over 992,929

of those plots will receive an ultrafast connection, known as FTTP – that's 'fibre to the premises'.

202,451

residential plots have been contracted within this financial year, and of these

91% will receive FTTP. That's more than triple the FTTP

footprint that was contracted for new builds in the previous year.



We work with

19,000
developers

across Britain to bring the fastest fibre broadband we can, to new build homes.



414,174

plots have been 'self-installed' with FTTP by developers, connecting to the Openreach network. This saves time and money, and to date,

53%

of all plots are self-installed.



4%

The amount a property can change in value depending on the quality of broadband.

88%

of people in an online poll* listed slow or poor broadband as a factor when choosing a property.

*tepilo.com



We'll build a full fibre network to each property in all new residential, or mixed residential/commercial, sites with

30 premises

or more, **free** of charge.

For developments with

2-29 properties

we'll offer to build FTTP with a small contribution from developers.

We're physically connecting 3,251+ new homes



every week to full fibre infrastructure

openreach.co.uk/propertydevelopments

Full-fibre for apartment buildings

5,764 apartment buildings in Britain's major cities now get full-fibre

12% of these provide social housing

39,310 premises with fibre

Amount of individual premises that we've delivered fibre to

402 total wayleaves signed to date

81 wayleaves signed in 2018

by landlords and managing agents

Enabling us to deliver full-fibre to 1,463 apartment buildings

321 wayleaves signed so far in 2019

by landlords and managing agents

This is an increase of 100% based on the same time last year

Full-fibre can be delivered to apartment buildings in **four ways**. Wayleaves are needed for '3' and '4'.

1. External

Existing broadband equipment is on a customer's wall, hence we upgrade the copper distribution point

2. Overhead

Fibre is fed to the property via a telegraph pole

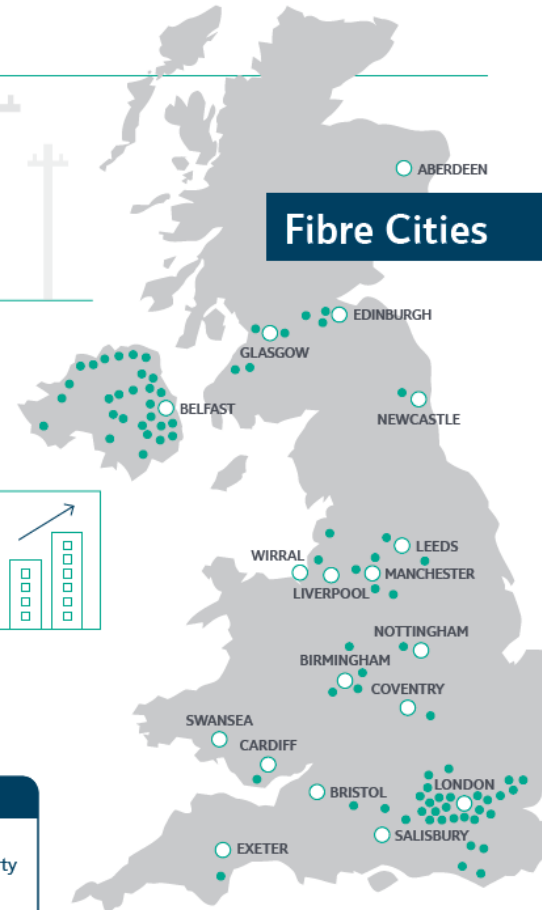
3. Internal

The fibre distribution point is normally sited in a riser cupboard. Mainly larger apartment buildings (>20 apartments) are fed this way

4. Underground

The fibre feed normally comes up on the outside of the property through a cable, and no equipment is on the building

Fibre Cities



Choice and value for your customers

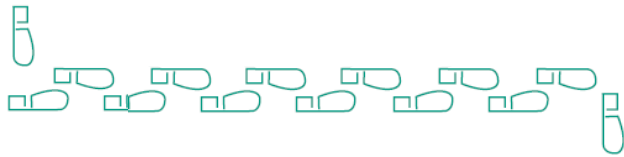
Homeowners can enjoy a bundled package via a choice of providers on the Openreach network



Customer's current home, connected to Openreach network

Cheaper bundled package from single CP with phone, TV and broadband

£39



£62

Restrictive broadband with single supplier, TV and phone additional cost

Customer's new home, with single supplier and no Openreach network



"Most people go for a package deal, but I couldn't do that. It's scandalous that there's such a lack of choice, and it's been much more of a pain than I thought it would be"



"The issue is the lack of choice and thus the lack of competition"

The Guardian

“My flat was built in 2017 so why can't I get BT or Sky broadband?”

Daily Record

“Homeowners who have bought properties on [redacted] newest estate say they are trapped in a “money-making scheme”

Why Openreach?

We're different from any other infrastructure provider

openreach
Connecting you to your network



Fibre for free

We're passionate about ensuring as many people as possible have access to fibre broadband, so we provide full fibre to any site of 30 or more plots, meaning new home owners can enjoy ultrafast speeds.

Reliable, future proof and fast

Our full fibre network can easily handle the multiple connections users need now, and in the future. Homeowners can use as many devices as they like all at the same time, without performance being affected.

Uncontended network

Our fibre network has a dedicated path all the way back to the exchange with no shared capacity. It's not contended, so your homeowners can be assured of consistent speeds and high performance 24/7.

Open access

We provide the only true open access fibre network in the UK, delivering a full fibre connection to each home with the widest choice of broadband products for homeowners.



coming soon



coming soon



coming soon



Limited launch
Spring 2020
to 500k premises

Any questions?

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