

The rural fibre specialist





In 2010, Matthew Hare founded rural operator Gigaclear to deliver purely full fibre solutions

In 2018, Infracapital bought Gigaclear embarking on the next chapter...

The rural fibre specialist



80,000 with 350,000 in 20,000 km

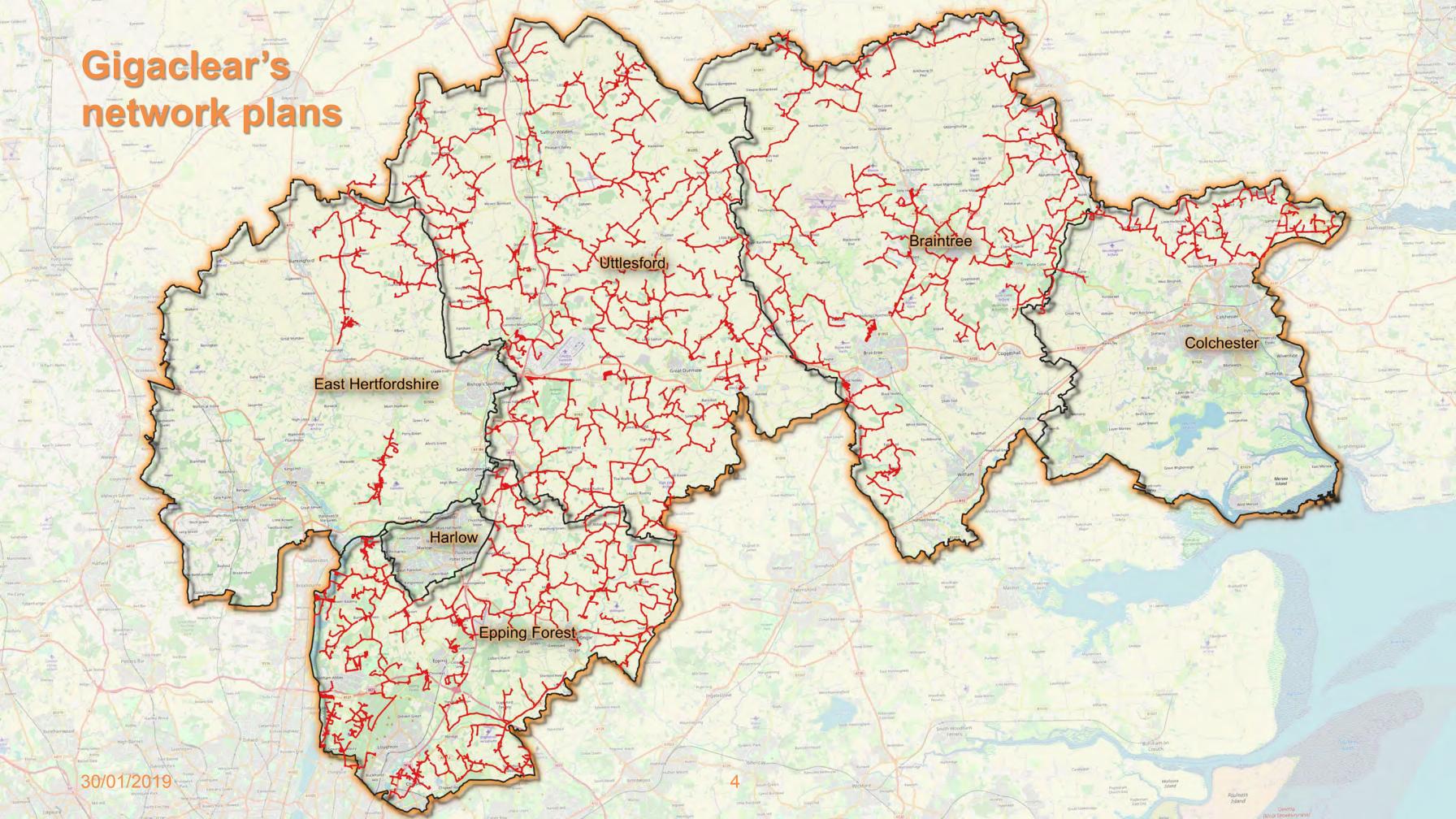
properties past

planned & scheduled

of <u>rural</u> trenches

On the way to many, many more









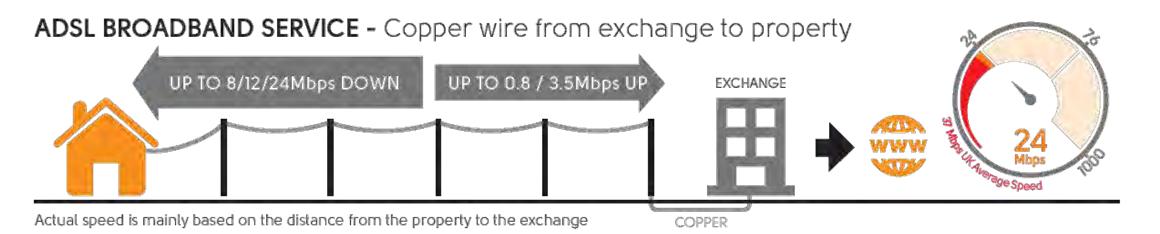
I am now setting a new target to see full-fibre to the premises [...] to 15 million premises [...] by 2025

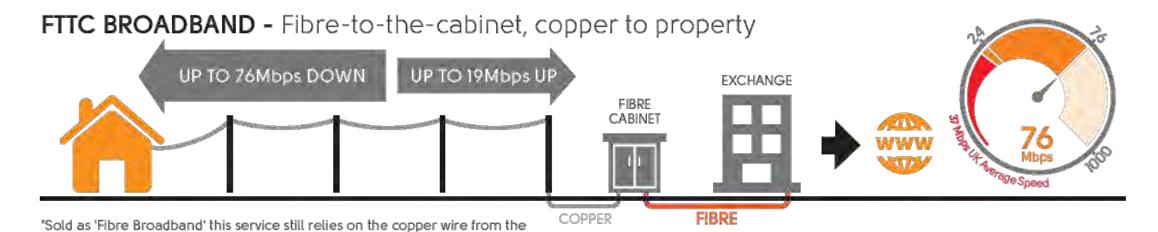
Running both copper and fibre networks indefinitely will not benefit either the consumer or the industry... ... so we must start thinking now about that switchover [...] to move customers away from copper and on to fibre

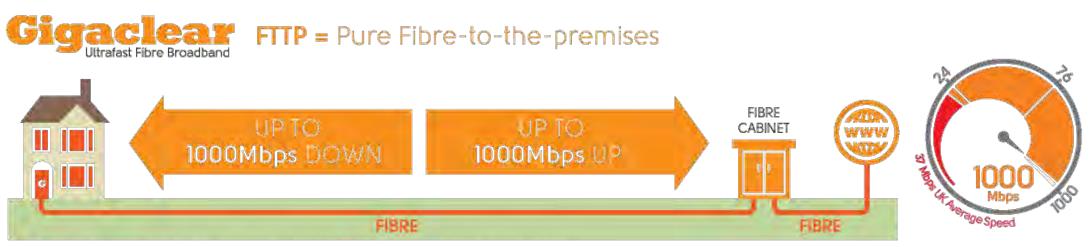
Chancellor speech: CBI Annual Dinner 2018

"Fibre" or Full Fibre?









Pure Fibre Broadband - speeds are unaffected by distance or weather conditions

cabinet to the property and actual speed depends on the distance from the cabinet to the property



Planning for Fibre



- Initial plans need to include telecoms provision
- Quotes from at least 2 Gigabit-capable broadband operators
 - At least 9 months ahead of build
 - Needs to be "open access" for other service providers & operators to use
 - Monitored by the LA

Developer acquires and 9 months prior to site build. Requests Informs LA in part 1 (A) of assesses site (including for initial guotes from at least two Operators to Yes 'connectivity plan' Telecoms provision). Plans provide Gigabit connectivity to site to develop? Agrees commercial terms Utilises 'Duty to connect' with Operator? ₽-Two operators (with Yes closest networks) quote to connect site Over Developer Threshold: Utilise developer/operator Over Operator threshold Below Operator threshold -Deploy other technologies partnership developer covers which can provide at least Operator pays for connections additional costs Superfast connections Informs LA in part 1 (B) of 'connectivity plan'. Confirming: Type of Tech, Speed and that infra will meet technical specifications Developer ensures physical infrastructure is built on site and meets technical specifications (as per amended Building Regs Part R). Physical infrastructure is inspected and approved. Operator (first mover) adopts infrastructure and connects site. Infrastructure able to support later operators as per The Communications (Access to Infrastructure) Regulations 2016. Developer Informs LA in part 1 (C) of 'connectivity plan'. Site Connected as per part 1 (B).

Figure 3. How the policy will work in practice

Source: DCMS Consultation on New Build

https://www.gov.uk/government/consultations/new-build-developments-delivering-gigabit-capable-connections

An increasingly complex market



Rural











for the rural















Engage with us early



Master Planners **Developers Initial** contact Build "First Fix" Build "Second fix"

- Backhaul routes
- Cabinet & exchange locations
- (Mast locations → 5G)
- Generate a telecoms design
- "Lift & Shift"
- Mentor builders in laying the ducts
- Free issue materials
- Contribute to the cost of installing the ducts
- Operator installs fibre into each property
- Deliver the "NTE" (Master socket)

Key Messages





ENGAGE FIBRE OPERATORS EARLY

IT'S NOT JUST ABOUT BT!







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Thank you!

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