

Appendix Market Engagement Findings

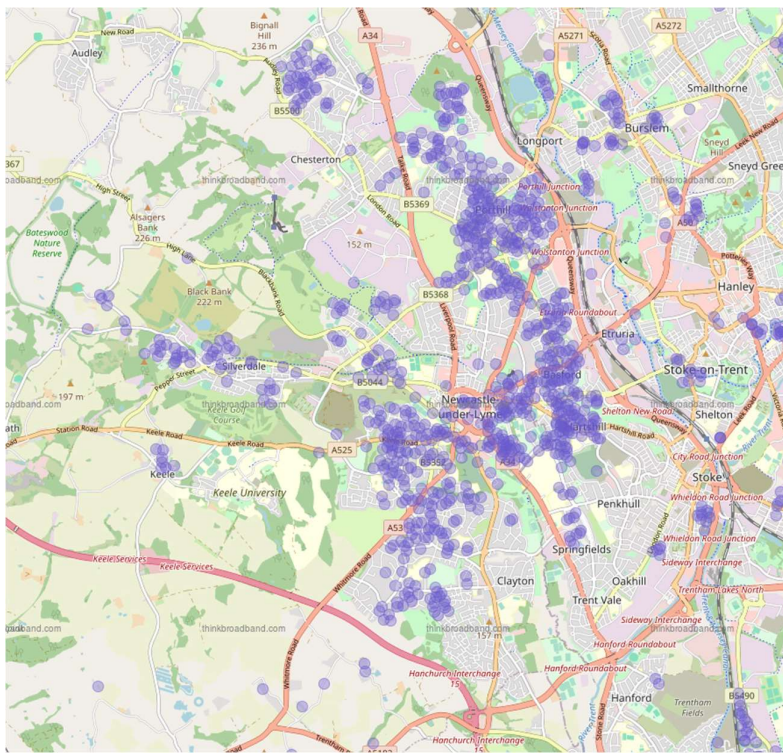
3.4.1 VX Fibre:

Whilst significant investment has been made in neighbouring Stoke on Trent VX Fibre without funding intervention from Newcastle Under Lyme Borough Council or the Town Fund indicated that they had no current or future plans to invest in Newcastle Under Lyme.

Whilst investment would be welcomed it is worthy of note that the City of Stoke despite LFFN intervention and VX Fibre investment has a lower level of FTTP than Newcastle Under Lyme which raises the issue of realising long term benefit and value for money.

3.4.2 Openreach:

Openreach has made a significant investment into the Borough with just over 42% of dwellings already benefiting from FTTP investment made by Openreach as illustrated in Schedule 4.



Schedule 4 Openreach FTTP Coverage Think Broadband Dec 23

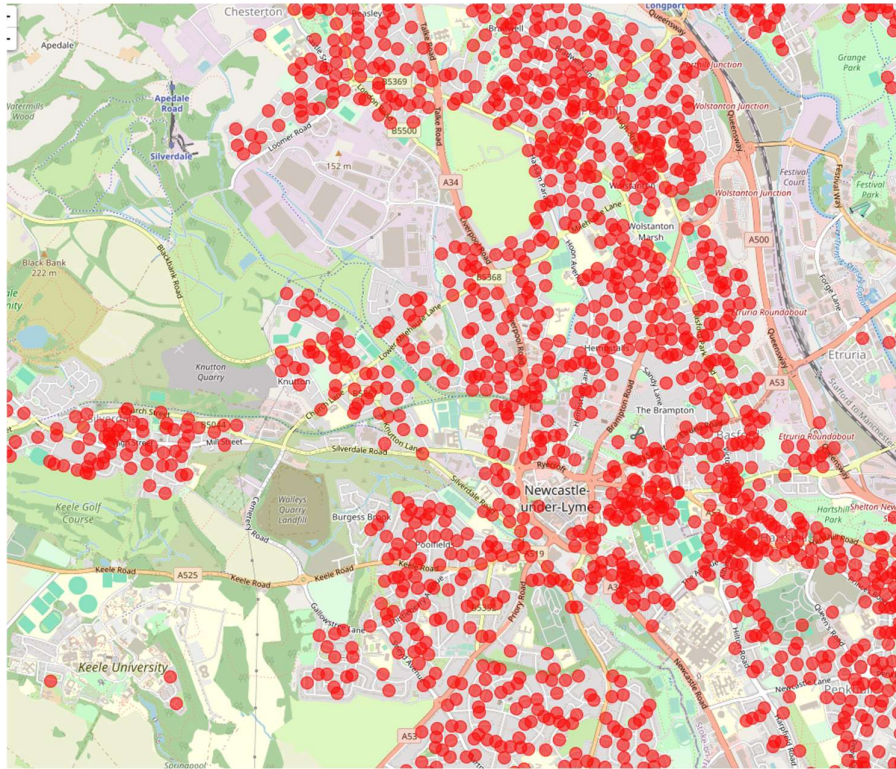
This Report notes based on recently published OMR data that Openreach's planned investment is set to continue beyond that currently illustrated and will address FTTP coverage within the Town Fund Area by 2030. However, this projected level of coverage does come with two key caveats:

1. Business Parks and parts of the Town Centre will remain FTTP Not Spots on the basis that these areas will benefit from fibre lease line provision which will be affordable for larger business but will be limiting for small businesses and SME's on grounds of cost.
2. Where Openreach do invest around 75% of the dwellings will benefit from the investment on the grounds that it is commercially viable (based on a cost pre premise matrix). Where the cost per premises becomes prohibitive FTTP investment will not be progressed which is usually about 25% of dwellings. Therefore, a quarter of dwellings will constitute an urban not spot unless another carrier invests or funding becomes available to justify further investment from Openreach.

3.4.3 Virgin Media:

VMo2 benefit from a significant DOCSIS cable network in the Borough of Newcastle Under Lyme circa 64% which will be upgraded to FTTP by 2028 but no actual timetable relating to this upgrade has been released. As part of their FTTP strategy VMo2 are part of a new joint venture named NexFibre between Infravac and Liberty Global/Telefonica to build, operate and commercialise a fibre to the home solution across the UK. A business which seeks to replicate the Openreach Fibre Model of supporting multiple service providers.

Through engagement with VMo2 there are currently plans to invest but not within the Town Fund Area, this additional investment however is noted and welcomed.



Schedule 5 Virgin Media Gigabit Coverage Think Broadband Dec 23

3.4.4 ITS:

ITS particular interest in investing and addressing business connectivity principally along the A34 Corridor and also towards Keele University and the Innovation Park.