



Hyperoptic Ltd
Kings House
174 Hammersmith Road
Hammersmith
London W6 7JP

Hyperoptic Ltd

Mid-Year Update Report for the Six Months to 30 June 2023

The Company's strategy is to deploy and operate a fibre-to-the-premises (FTTP) or 'full fibre' network in buildings and geographic areas with a high customer and acquisition potential, with a focus on subscriber acquisition and revenue growth for its own internet service provider. Hyperoptic's objective is to be the broadband provider of choice for residents and businesses, giving users a reliable connection, underpinned by five-star customer service.

The results for the six months to 30 June 2023 show that Hyperoptic is continuing to deliver on its ambitions. The company continued to grow its full fibre network, turnover and customer base compared with both the previous six-month period and the six months ending 30 June 2022. This growth was driven by an increase in both the number of homes passed, and the customer acquisition and retention activities across the network.

Revenue grew 18% compared to the same period in 2022, in line with the customer base, which also grew 18% period on period resulting in a penetration of 33% of its fully serviced homes. To support its full fibre network growth plans, Hyperoptic continued to increase its capital investments for the six months to 30 June 2023 compared to both the previous six-month period and the six months ending 30 June 2022 with capital investment 48% higher than in H1 2022.

Total Homes Passed increased by 224,000 in the six months ended 30 June 2023, to a total of 1,309,000. This growth was driven by the continued rollout of the PON network in London and the continued deployment of fibre in new build developments and multi-dwelling properties across the UK. The company built a total of 772km of fibre network in the six months ended 30 June 2023 (637km in H1 2022), with build accelerating in the London areas of Hackney, Fulham, Pimlico, Willesden Green, Holloway, Balham, Islington, Catford, Peckham and Walthamstow, which will deliver new serviced premises in the second half of 2023 and beyond. The fibre network construction is being carried out by both Hyperoptic's internal engineering teams as well as a number of strategic partners.

Hyperoptic also continues to grow its business through close partnerships with developers, social housing providers, local authorities, and property owners, designing and installing dedicated fibre infrastructure to new and existing properties. The company has partnerships with more than 50 councils across the UK, and more than 150 developer partnerships, including some of the biggest housebuilders in the UK – Barratt Homes, Taylor Wimpey, Vistry Group, Bellway, CALA Homes, and Avant Homes.

Hyperoptic continued to underpin its growth by delivering excellent customer satisfaction maintaining its Excellent Trustpilot rating during H1 2023, as well as being awarded the Uswitch 2023 award for "Broadband Provider of the Year".



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Hyperoptic is committed to scaling its business responsibly, ensuring that staff, customers and partners are all treated fairly, and with respect and kindness. The company passionately believes in giving back and has begun a four-year patronship with The Prince's Trust in the UK, and a partnership with SOS Children's Villages in Serbia – committing to help young people in its two home countries. The relationships will be focused on volunteering, fundraising and mentoring. In addition, the company launched a new Volunteer Day policy, the new relationships ensure everyone in Hyperoptic has the chance to give back in support of important causes.

Signed on behalf of Hyperoptic Ltd

DocuSigned by:
Richard Woodward
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Richard Woodward (Director)