



08 July 2021

David Clarkson
Competition Policy Director
Ofcom

By email only

Dear David

Sky's response to Ofcom's call for inputs on Openreach's proposed FTTP offer starting 1 October 2021

Thank you for the opportunity to respond to the call for inputs on Openreach's new proposed FTTP offer. We have reviewed the offer and, from Sky's perspective, we are comfortable that the offer does not raise any competition concerns.

As you will be aware, the offer does not require Sky (or any other CP) to achieve order volume targets with Openreach in order to benefit from the wholesale pricing discounts. The offer does not induce Sky to place orders with Openreach. Instead, Sky is still left with the choice of purchasing from Openreach or purchasing from alternative network operators which gives Sky the benefit and flexibility of using a range of wholesale operators where it is in Sky's interests to do so.

Overall, Sky supports the offer and does not consider that the offer will in any way act as an impediment on Sky's ability to use alternative network operators where appropriate.

Yours sincerely,

Toby Higho
Director of Communications Regulation & Strategy



Sky UK Limited, Grant Way, Isleworth, Middlesex TW7 5QD

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