TAL ACQUIRES GIGABIT NETWORKS' RESIDENTIAL CITYFIBRE CUSTOMERS

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The home broadband market advance of Telecoms Acquisitions Limited continues at a pace with the purchase of Gigabit Networks' base of CityFibre residential customers.

Commenting on this latest deal, TAL CEO Nigel Barnett said: "Gigabit Networks is a highly successful ISP in the B2B arena. Over the last few years, CEO David Yates and his team have built a reasonably sized residential base but have now made a strategic decision to put all their focus into their B2B offering.

"This will add circa 2,000 residential customers to our expanding base and enhances our relationship with CityFibre and TalkTalk."

The agreement comes shortly after TAL's acquisition of 2,800 EZE residential customers and the addition of a further 2,600 customers in organic growth during May.

Gigabit Networks and TAL will now work together on a residential offering that enhances services provided by BT, TalkTalk, Sky, Vodafone, Virgin and other altnets, all from one postcode checker.

"David and I have both been in this industry for years and over that time I've built a great business relationship with him and his family. He is not alone in his decision to withdraw from the residential space. It seems so simple to add customers, but it's become very competitive and expensive.

"I am pleased to confirm that based on this agreement, all prices and terms and conditions will remain the same for former Gigabit residential customers," he said.

David Yates CEO commented "We've built a very solid infrastructure aggregating multiple fibre networks across the UK and delivering quality connectivity to businesses, wholesale partners and consumers. The consumer business has become secondary to our channel and wholesale ISP offering, so seeing what Nigel has done with TAL over the last four years means it makes great sense to partner with him on the residential base.

"I'm really looking forward to working with TAL to grow the residential side allowing us to focus on our channel and wholesale partnerships," he added.

As previously reported, Barnett has recently agreed to a door-to-door campaign with CityFibre across its entire residential base over the next six months to increase TAL's residential footprint even further. Currently negotiations are continuing with other prominent altnets for further expansion.

"Our residential focus is working well for other ISPs we have agreed deals with," said Barnett.

"To quote two examples, we have quadrupled OpenFibre's base in Hull in just eight months and our more recent acquisition of No One Internet has added a third more residential customers in just three months. Therefore, we are always looking for further opportunities and open to any sort of discussions," he added.

NOTE TO EDITORS: Telecoms Acquisitions Limited is the holding company for Home Telecom, Fleur Telecom and Eclipse Broadband.

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