OPEN-DATA MARKET INTELLIGENCE · 2026 EDITION

UK Fibre Overbuild & Conversion Index

Where Britain's full fibre is built, overbuilt, subsidised and unsold — and where it goes next. Ten open-data layers fused across 41.6 million premises, for network operators and investors.

£5.2bn of full fibre, built and unsold

Enlace · Pulso Technologies Limited · enlace.network/intelligence
Data to 31 Jul 2025 (Ofcom) · May 2025 (BDUK) · 2024-25 (Land Registry) · prepared June 2026

Contents

Executive summary

The UK's full-fibre build-out is largely finished; the value now is conversion, not coverage. 25,092,339 premises can already buy full fibre, yet 14,517,515 of them haven't — a standing prize of roughly **£5.2 billion a year** in unsold connections. For operators and investors the decisive questions are no longer "where is there fibre?" but "where is it unsold, where would I be overbuilt, where is public money flowing, and where are the next premises?" This index answers all four on a single premises key.

32,369,839	14,517,515	£5.2bn	1,472,114
UK PREMISES	AVAILABLE, NOT TAKEN	UNCONVERTED REVENUE / YR*	PLANNED HOMES (E&W)

- **Conversion is the prize.** ~£5.2bn/yr sits on fibre that is built but unsold; central London converts barely a fifth of available coverage.
- **Overbuild is concentrated, and the open ground is named.** Dense cities are gigabit-saturated; BDUK data names the funded supplier exactly where public money is building.
- **The next premises are visible.** 1,472,114 planned brownfield homes and 129,214 recent new-build sales (E&W) pinpoint where to build first.
- **The market is consolidating** around a handful of large networks atop ~100 altnets.

RECOMMENDATION

Compete on conversion and targeted build, not blanket coverage: prioritise high-availability / low-take-up areas to convert, and new-build & planned-home pipelines with no gigabit plan to build — avoiding the overbuilt core. The full premise-level layer (operator footprint + live telemetry) turns this national triage into a street-level plan.

* Theoretical conversion ceiling: unconverted full-fibre premises × ~£30/mo ARPU × 12. Not a forecast. Scope & method in §6.

01 · THE CONVERSION OPPORTUNITY

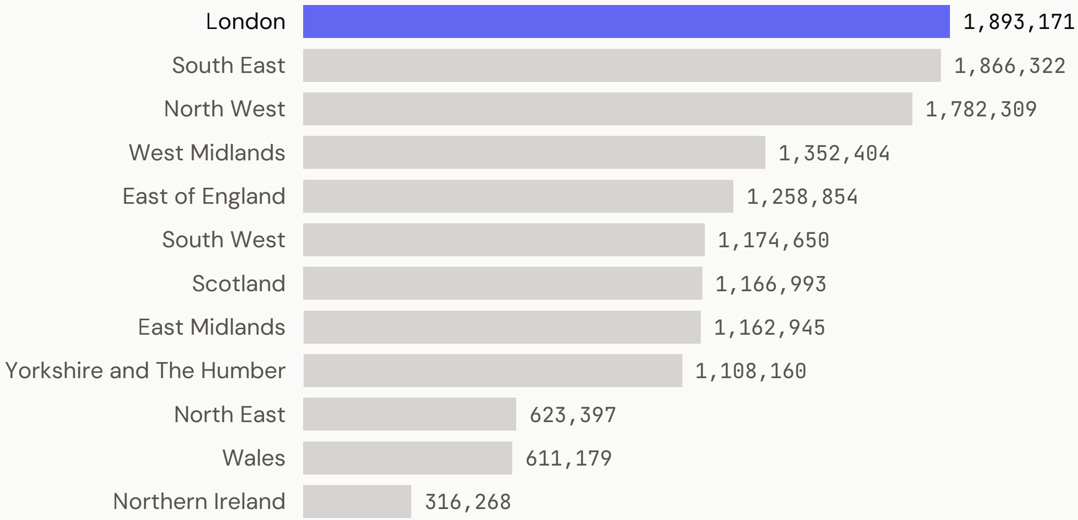
£5.2bn of full fibre is built but unsold — the prize is conversion, not coverage

Across the UK, 14,517,515 premises can buy full fibre and haven't. The opportunity is not where fibre is missing — it is where it is present but unconverted.

EXHIBIT 1

London and the South East hold the largest conversion opportunity

Premises with full fibre available but not taken, by region

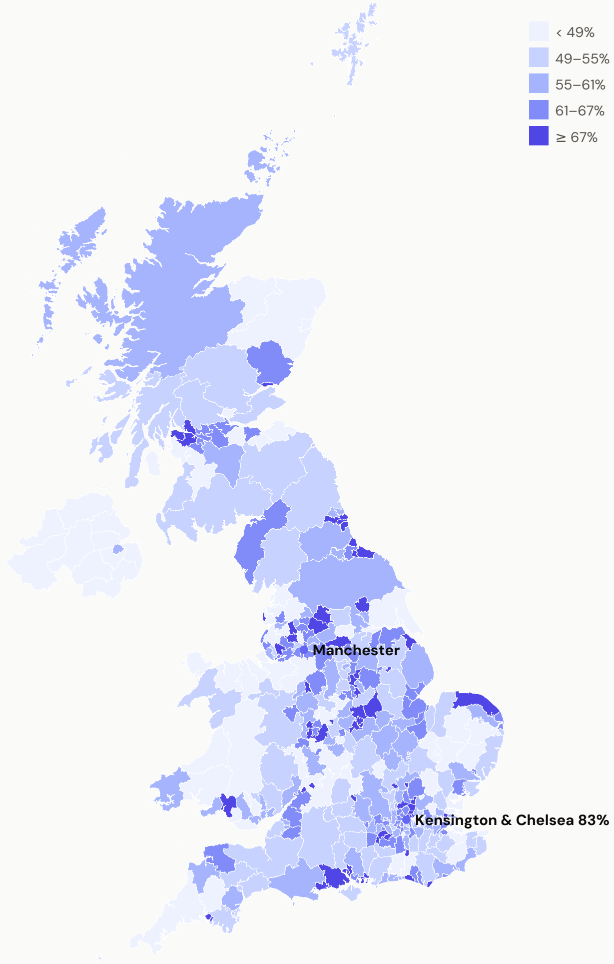


Source: Ofcom Connected Nations 2025

EXHIBIT 2

Across England & Wales, available full fibre is widely unsold — the gap, not coverage, is the story

Conversion gap by local authority — % of full-fibre-available premises not yet taken (darker = larger gap)



Source: Ofcom Connected Nations 2025; Enlace analysis

SO WHAT

The commercial battleground is conversion in already-built areas — densest in London and the South East. Target high-availability, low-take-up authorities with retention and acquisition, not new civils.

02 · OVERBUILD & PUBLIC SUBSIDY

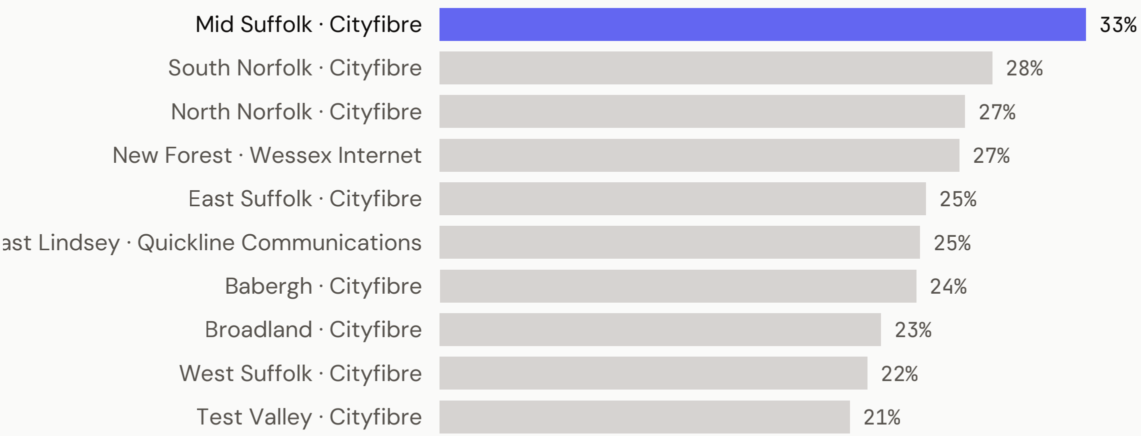
Overbuild is concentrated in cities; the open ground — and who's funded to build it — is named in the BDUK data

High already-gigabit shares mark saturated ground to avoid; BDUK subsidy marks open ground, and names the contracted supplier.

EXHIBIT 3

Public money — and named suppliers — are concentrated in rural authorities

Top authorities by share of premises in a BDUK subsidy contract, with the funded supplier



Source: BDUK Project Gigabit, May 2025 OMR

SO WHAT

Treat high-gigabit cities as overbuild risk, not opportunity. In subsidised rural authorities the competitive field is already named — diligence the funded supplier before committing capital.

03 · THE FORWARD BUILD PIPELINE

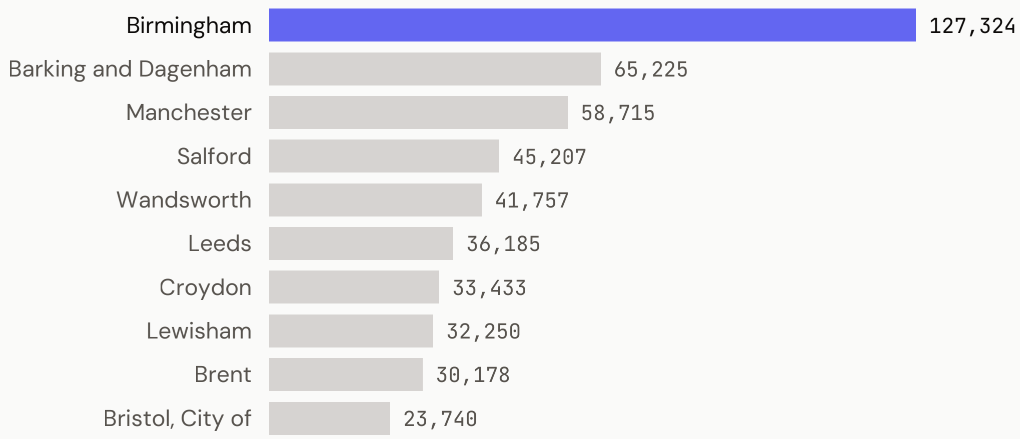
The next premises are already visible: 1,472,114 planned homes pinpoint where to build first

Planned brownfield dwellings and recent new-build sales identify forward build targets — most valuable where they coincide with a gigabit build gap.

EXHIBIT 4

Birmingham leads a visible 1.5m-home build pipeline

Top authorities by planned brownfield dwellings (forward build target)



Source: planning.data.gov.uk brownfield-land

SO WHAT

The sharpest build signal is planned/new-build homes in authorities with a high "no gigabit plan" share — new estates with no incumbent. Pair this layer with your own footprint to sequence civils.

04 · THE NETWORKS

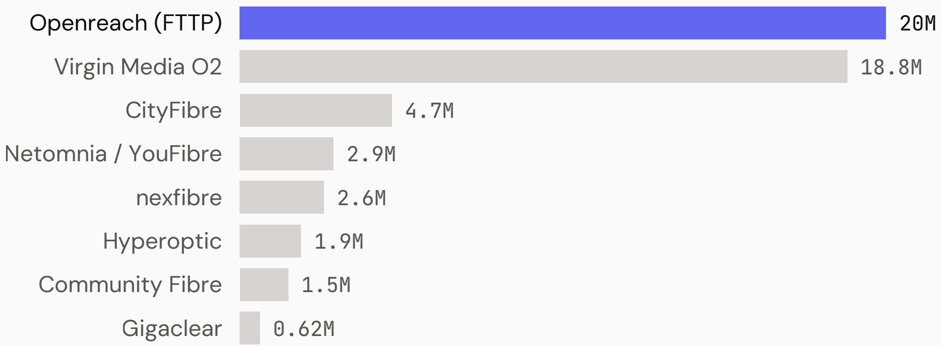
The market is consolidating around a handful of large networks

The largest UK networks by premises passed, with coverage footprint and corporate status. Not exhaustive — roughly 100 altnets operate.

EXHIBIT 5

Two national networks dwarf a long altnet tail

UK networks by premises passed (millions)



Source: ThinkBroadband, ISPreview, INCA/Point Topic 2026

SO WHAT

Scale and balance-sheet strength are concentrating; consolidation continues. For investors, footprint adjacency and corporate health (Companies House) frame the acquisition map.

The networks in detail

NETWORK	PREMISES	COVERAGE AREA	STATUS
Openreach (FTTP)	20M	UK-wide	Active
Virgin Media O2	18.8M	UK-wide urban/suburban	Active
CityFibre	4.7M	English cities + Scotland & Wales towns	Active
Netomnia / YouFibre	2.9M	England-wide towns & cities	Active
nexfibre	2.6M	UK-wide (non-cable areas)	Active
Hyperoptic	1.9M	Major UK cities (flats/MDUs)	Active
Community Fibre	1.5M	Greater London	Active
Gigaclear	0.62M	Rural England	Active
FullFibre / Zzoomm	0.6M	Market towns across England	Active
Fibrus	0.43M	Northern Ireland + Cumbria	Active
Trooli	0.42M	South & East England + parts of Scotland	Active
KCOM	0.3M	Hull & East Yorkshire	Active

05 · IMPLICATIONS & RECOMMENDATIONS

What to do with this

For network operators

- **Convert before you build.** Prioritise high-availability, low-take-up authorities (§1) — the cheapest growth is the premise you already pass.
- **Build where homes are coming, not where fibre is thin.** Target planned + new-build pipelines with a high no-plan share (§3); avoid the gigabit-saturated core (§2).
- **Use the named subsidy map** (§2) to avoid competing into a publicly-funded incumbent.

For investors & lenders

- **Underwrite conversion, not just coverage** — premises-passed without take-up is the sector's core risk.
- **Map consolidation by footprint adjacency + corporate health** (§4) to find complementary, low-overbuild combinations.
- **Treat subsidised footprints as de-risked but contracted** — the funded supplier is known (§2).

THE DEFENSIBLE EDGE

This national triage is open data anyone could, in principle, assemble. The durable advantage is fusing it with an operator's own homes-passed footprint and live read-only telemetry — turning "which authority" into "which street, which cabinet, which premise."

06 · METHODOLOGY & SOURCES

Methodology & sources

LAYER	SOURCE & VINTAGE
Coverage · take-up	Ofcom Connected Nations 2025 (Jul 2025)
Premises (41.6M)	OS Open UPRN
Overbuild · subsidy · supplier	BDUK Project Gigabit, May 2025 OMR (30.9M premises)
New-build sales	HM Land Registry Price Paid 2024–25
Planned homes	planning.data.gov.uk brownfield-land
Deprivation	English IMD 2019
Corporate status	Companies House (Jun 2026)
Geography · demographics	ONS NSPL Nov 2025 · LAD 2024 · Census 2021 · OS Code-Point

Scope, stated plainly. This is local-authority / postcode-area intelligence. Ofcom coverage is the all-operator aggregate — it shows where the market is strong or thin, not an individual operator's footprint or per-street detail. BDUK names a supplier only where build is publicly funded. Overbuild / subsidy / new-build / planned = England & Wales; deprivation = England. Operator financials are name-matched to Companies House. Coverage figures are modelled, not measured connections. All sources Open Government Licence v3.0; contains OS, ONS & Royal Mail data © Crown copyright.

Appendix — top 40 authorities by conversion opportunity

Ranked by unconverted full-fibre premises. Overbuild / no-plan / planned are England & Wales. Full 361-authority dataset downloadable as CSV at enlace.network/intelligence.

AUTHORITY	REGION	PREMISES	FIBRE %	TAKE-UP	UNCONVERTED	NO PLAN	PLANNED
Birmingham	West Midlands	493,111	84%	31%	285,757	9%	127,324
Glasgow City	Scotland	346,422	92%	37%	199,743	–	–
Leeds	Yorkshire and The Humber	392,255	92%	46%	195,596	12%	36,185
City of Edinburgh	Scotland	289,109	83%	36%	153,519	–	–
North Yorkshire	Yorkshire and The Humber	327,990	78%	44%	143,936	8%	7,739
Manchester	North West	259,844	85%	38%	136,527	13%	58,715
Bradford	Yorkshire and The Humber	227,455	87%	32%	134,430	6%	13,388
Sheffield	England	268,379	91%	46%	132,446	14%	22
County Durham	North East	267,924	81%	43%	123,084	8%	4,088
Liverpool	North West	236,817	85%	41%	118,474	13%	0
Somerset	South West	287,015	72%	45%	114,198	14%	7,392
Bournemouth, Christchurch and Poole	South West	202,173	78%	28%	114,054	6%	12,873
Kirklees	Yorkshire and The Humber	202,606	91%	41%	108,898	8%	7,412
Bristol, City of	South West	218,567	82%	40%	107,170	6%	23,740
Buckinghamshire	South East	249,022	71%	40%	106,667	9%	5,612
Dudley	West Midlands	149,535	88%	19%	106,602	3%	8,986
Leicester	East Midlands	148,522	94%	24%	106,114	6%	1,014
Westminster	London	165,034	87%	28%	102,907	10%	0
West Northamptonshire	East Midlands	194,715	93%	47%	96,041	9%	3,413
Wigan	North West	160,326	85%	33%	91,115	4%	9,945
Belfast	Northern Ireland	174,388	92%	44%	89,609	–	–
Nottingham	East Midlands	146,053	86%	29%	88,889	9%	22,527
Sandwell	West Midlands	145,035	89%	33%	86,535	4%	10,754
Cornwall	South West	311,683	61%	55%	85,663	17%	5,354
North Northamptonshire	East Midlands	171,407	88%	43%	85,573	7%	954
Bolton	North West	136,720	86%	29%	83,617	5%	0
Cardiff	Wales	172,094	84%	42%	83,328	7%	–
Wolverhampton	West Midlands	120,255	96%	28%	82,758	5%	5,246
Camden	London	123,412	86%	22%	82,498	8%	13,647
Dorset	South West	197,117	70%	41%	81,555	15%	2,363
Stockport	North West	142,168	85%	33%	80,675	4%	4,352

AUTHORITY	REGION	PREMISES	FIBRE %	TAKE-UP	UNCONVERTED	NO PLAN	PLANNED
Wiltshire	South West	241,402	66%	50%	80,278	8%	3,970
Stoke-on-Trent	West Midlands	125,562	87%	27%	79,586	5%	12,464
Lambeth	London	156,960	82%	38%	79,503	7%	9,104
Islington	London	120,072	82%	20%	78,942	7%	10,641
Barnet	London	166,945	69%	33%	76,879	13%	22,051
Newcastle upon Tyne	North East	144,779	88%	40%	76,571	8%	10,524
Wandsworth	London	166,677	84%	46%	75,544	10%	41,757
Ealing	London	157,363	72%	33%	75,477	6%	0
Doncaster	Yorkshire and The Humber	152,008	94%	47%	75,378	5%	625