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Dear Members

### Fibre to the home project

We have unfortunately encountered another stumbling block on the Raptor's View Fibre Project.

After Telkom abandoned their Fibre project, the Board and the Fibre Subcommittee engaged with various service providers, and identified Datacentrix (Pty) Ltd as best being able to deliver the required Fibre to the Home (FTTH) solution.

Datacentrix ([www.datacentrix.co.za](http://www.datacentrix.co.za)) are one of South Africa's leading Information and Communication Technologies (ICT) companies. They offer a wide array of ICT services across many sectors of the economy, so we believed they were well-placed to provide the solution through a newly formed division.

Their package was thorough, and offered an Open Access FTTH network for the Estate.

Being "Open Access" means that, theoretically, any Internet Service Provider (ISP) that wished to provide internet services to Members on the FTTH network could do so (subject to the ISP concluding a distribution agreement with Datacentrix). Datacentrix would also offer their own data packages on the new network.

Unfortunately, Datacentrix's new division does not have any existing agreements in place with alternative ISPs. As a result, the only ISP that would definitely be available on the new network would be Datacentrix. In addition, Datacentrix was not able to give us any contractual guarantee that alternative ISPs would be contracted and available on the network. Nor would they offer us any contractually guaranteed timeframes within which to achieve that.

The Board and the Fibre Subcommittee were not happy offering a solution to Members that would require a financial commitment of several million Rand over 10 years, on a FTTH network that would, potentially, only offer services from a single ISP.

As a result, we have suspended discussions with Datacentrix, and asked them to come back to us once their division is more established, and they can offer a range of alternative ISPs with their FTTH offering.

In the meantime, we will continue to investigate offerings from other operators, including those from Radio Active, who are rolling out a much simpler Fibre network in the Hoedspruit suburbs. Our Estate's vast distances mean developing a FTTH network on our property is significantly more complex and expensive than the suburbs – for e.g. our network would require 45 kilometres of trenching alone!

Thank you for your patience and understanding, we'd welcome feedback.

Kind regards

A handwritten signature in black ink, consisting of several loops and a long horizontal stroke ending in a small arrowhead.

The Board &  
the Members of the Fibre to home Sub-Committee  
Being:  
Adrian Bailey  
Cat Earnshaw  
Geoff Earnshaw  
Sarah Solomon