



Performance Indicators Q3 2012

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Unless otherwise stated, the references 2010, 2011 and 2012 are the financial years to 31 March 2010, 2011 and 2012, respectively.

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Group income statement £m unless otherwise stated	2011	Year on year	2012	2011	Year on year	2012	2011	Year on year	2012	2011	2010	Year on year	2011
	Q1 Restated ²	Change %	Q1 Actual	Q2 Restated ²	Change %	Q2 Actual	Q3 Restated ²	Change %	Q3 Actual	Q4 Restated ²	Full Year Restated ²	Change %	Full Year Restated ²
Adjusted revenue¹													
BT Global Services	2,011	(5.3)	1,905	1,992	1.1	2,014	1,978	(4.2)	1,894	2,078	8,522	(5.4)	8,059
BT Retail	1,911	(4.2)	1,830	1,919	(3.4)	1,853	1,954	(5.4)	1,849	1,916	8,078	(4.7)	7,700
BT Wholesale	1,057	(5.0)	1,004	1,051	(6.6)	982	1,069	(8.4)	979	1,024	4,379	(4.1)	4,201
Openreach	1,200	4.6	1,255	1,235	3.6	1,280	1,240	4.8	1,300	1,255	4,960	(0.6)	4,930
Other	11	(9.1)	10	6	66.7	10	11	18.2	13	10	40	(5.0)	38
Eliminations	(1,184)	4.7	(1,240)	(1,226)	1.5	(1,245)	(1,214)	3.9	(1,261)	(1,228)	(5,068)	(4.3)	(4,852)
Total	5,006	(4.8)	4,764	4,977	(1.7)	4,894	5,038	(5.2)	4,774	5,055	20,911	(4.0)	20,076
Underlying revenue excluding transit (as reported)		(2.9)			0.4			(3.0)				(3.0)	
Adjusted EBITDA¹													
BT Global Services	130	6.2	138	138	15.2	159	141	2	144	184	457	29.8	593
BT Retail	442	0.9	446	414	7.5	445	452	0.2	453	476	1,777	0.4	1,784
BT Wholesale	339	(9.4)	307	326	(6.4)	305	330	(8.2)	303	321	1,353	(2.7)	1,316
Openreach	511	5.3	538	532	6.6	567	550	7.5	591	539	1,960	8.8	2,132
Other	(23)	n/m	7	42	(54.8)	19	11	n/m	33	31	92	(33.7)	61
Total	1,399	2.6	1,436	1,452	3.0	1,495	1,484	2.7	1,524	1,551	5,639	4.4	5,886
Depreciation and amortisation	(729)	1.4	(739)	(737)	2.2	(753)	(751)	(2.3)	(734)	(762)	(3,039)	(2.0)	(2,979)
Operating profit pre specific items	670	4.0	697	715	3.8	742	733	7.8	790	789	2,600	11.8	2,907
Net finance expense	(228)	(26.3)	(168)	(224)	(22.3)	(174)	(207)	(19.8)	(166)	(186)	(890)	(5.1)	(845)
Share of post tax profits/losses of associates & joint ventures	4		4	5		2	5		4	7	25		21
PBT pre specific items	446	19.5	533	496	14.9	570	531	18.3	628	610	1,735	20.1	2,083
Specific items	(51)		(66)	(71)		(67)	(70)		(26)	(95)	(449)		(287)
Net interest on pensions	(20)		50	(19)		49	(20)		20	(20)	(279)		(79)
Total specific items	(71)		(16)	(90)		(18)	(90)		54	(115)	(728)		(366)
Reported PBT	375	37.9	517	406	36.0	552	441	47.8	652	495	1,007	70.5	1,717
Tax - excluding tax on specific items	(109)		(129)	(98)		(138)	(113)		(151)	(132)	(398)		(452)
Tax on specific items	18		(3)	92		81	19		(9)	110	420		239
Tax rate	24.5%		24.1%	19.7%		24.1%	21.3%		24.1%	21.6%	22.9%		21.7%
<i>Memo: Minorities</i>	0		0	(7)		(7)	0		(7)	(7)	(7)		(2)
Net income	284	35.6	385	400	23.8	495	347	41.8	492	473	1,029	46.2	1,504
Adjusted EPS¹ (p)	4.4	18.2	5.2	5.1	9.8	5.6	5.4	13.0	6.1	6.2	17.3	21.4	21.0
Reported EPS (p)	3.7	35.1	5.0	5.1	25.5	6.4	4.5	40.0	6.3	6.1	13.3	45.9	19.4
Dividend per share (p)	-		-	2.4		2.6	-		-	5.0	6.9		7.4
Average number of shares in issue (m)	7,745		7,755	7,750		7,762	7,751		7,766	7,754	7,740		7,750
Group free cash flow													
Adjusted EBITDA ¹	1,399		1,436	1,452		1,495	1,484		1,524	1,551	5,639		5,886
Capital expenditure	(610)	1.3	(618)	(602)	2.7	(618)	(670)	(4.6)	(639)	(748)	(2,480)	6.0	(2,630)
Interest	(295)	(27.5)	(214)	(163)	(19.6)	(131)	(267)	(25.1)	(200)	(219)	(951)	(0.7)	(944)
Tax	(5)		(29)	(10)		(36)	(94)		(163)	(100)	134		(209)
Change in working capital	(140)		(370)	(133)		(75)	58		91	204	(163)		(11)
Other	110		103	32		36	58		21	(69)	(73)		131
Free cash flow (pre gross pension deficit payment and specific items)	459	(32.9)	308	576	16.5	671	569	11.4	634	619	2,106	5.6	2,223
Specific items	(44)		(61)	(41)		(42)	(54)		(48)	(73)	(173)		(212)
Free cash flow (pre gross pension deficit payment)	415	(40.5)	247	535	17.6	629	515	13.8	586	546	1,933	4.0	2,011
Gross pension deficit payment	0		0	0		0	(525)		0	(505)	(525)		(1,030)
Free cash flow (post gross pension deficit payment)	415	(40.5)	247	535	17.6	629	(10)	n/m	586	41	1,408	(30.3)	981
Net debt	8,879	(3.3)	8,585	8,704	(4.4)	8,317	8,674	(10.8)	7,736	8,816	9,283	(5.0)	8,816
Operating cash flow by line of business		£m			£m			£m				£m	
BT Global Services	(38)	(22)	(60)	(28)	(27)	(55)	115	19	134	70	(482)	601	119
BT Retail	293	1	294	333	11	344	324	(40)	284	432	1,566	(184)	1,382
BT Wholesale	217	(98)	119	222	0	222	141	4	145	331	917	(6)	911
Openreach	225	(48)	177	255	95	350	316	(12)	304	282	1,167	(89)	1,078

¹ before specific items

² restated for the impact of customer account moves between BT Retail, BT Wholesale, BT Global Services and Openreach effective from 1 April 2011, which have no impact on group results

Revenue analysis £m		2010 ¹					2011 ¹					2012		
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Total ICT & Managed Networks	BT Global Services	1,224	1,282	1,316	1,476	5,298	1,303	1,301 ²	1,305	1,421	5,330	1,261	1,390	1,267
	BT Retail	132	135	138	156	561	143	113 ²	135	140	531	120	125	123
	BT Wholesale	167	180	180	188	715	199	183	197	192	771	199	197	199
Total ICT & Managed Networks		1,523	1,597	1,634	1,820	6,574	1,645	1,597	1,637	1,753	6,632	1,580	1,712	1,589
Broadband (incl. LLU) and Convergence	BT Global Services	81	82	83	84	330	75	82	80	77	314	82	76	75
	BT Retail	312	314	317	315	1,258	324	327	329	331	1,311	337	346	351
	BT Wholesale	131	125	117	115	488	93	82	80	80	335	73	75	70
	Openreach	132	144	163	162	601	181	211	211	204	807	221	245	250
	Broadband (incl. LLU) and Convergence		656	665	680	676	2,677	673	702	700	692	2,767	713	742
Lines	BT Global Services	122	117	116	117	472	109	102	102	102	415	101	95	93
	BT Retail	762	707	685	676	2,830	663	645	651	640	2,599	623	614	631
Calls	BT Global Services	884	824	801	793	3,302	772	747	753	742	3,014	724	709	724
	BT Retail	48	46	43	47	184	39	40	35	34	148	32	30	30
Private Circuits	BT Global Services	511	492	505	473	1,981	455	439	460	414	1,768	396	382	372
	BT Retail	559	538	548	520	2,165	494	479	495	448	1,916	428	412	402
Total	BT Global Services	78	78	75	69	300	68	67	63	61	259	64	62	61
	BT Retail	38	34	36	34	142	31	33	30	30	124	29	30	28
	BT Wholesale	90	74	80	72	316	59	84	70	69	282	60	60	60
Total		206	186	191	175	758	158	184	163	160	665	153	152	149
Total Calls and Lines	BT Global Services	248	241	234	233	956	216	209	200	197	822	197	187	184
	BT Retail	1,311	1,233	1,226	1,183	4,953	1,149	1,117	1,141	1,084	4,491	1,048	1,026	1,031
	BT Wholesale	90	74	80	72	316	59	84	70	69	282	60	60	60
Total Calls and Lines		1,649	1,548	1,540	1,488	6,225	1,424	1,410	1,411	1,350	5,595	1,305	1,273	1,275
Transit	BT Global Services	188	184	206	204	782	179	165	158	121	623	115	111	110
	BT Wholesale	274	250	230	222	976	230	233	226	206	895	187	165	162
	Openreach	462	434	436	426	1,758	409	398	384	327	1,518	302	276	272
Conveyance, interconnect circuits, WLR, global carrier and other wholesale	BT Global Services	58	60	55	56	229	52	47	49	58	206	56	51	53
	BT Wholesale	151	143	140	144	578	156	140	161	152	609	163	154	157
	Openreach	167	173	171	175	686	162	172	177	186	697	161	159	161
Other	BT Global Services	376	376	366	375	1,493	370	359	387	396	1,512	380	364	371
	BT Global Services	281	178	225	243	927	186	188	186	204	764	194	199	205
	BT Retail	220	235	240	238	933	211	232	235	242	920	203	232	217
Total	BT Wholesale	56	79	70	79	284	77	85	87	81	330	77	86	86
	BT Global Services	527	422	486	503	1,938	417	400	393	383	1,593	365	361	368
	BT Retail	220	235	240	238	933	211	232	235	242	920	203	232	217
Total Other	BT Wholesale	481	472	440	445	1,838	463	458	474	439	1,834	427	405	405
	Openreach	167	173	171	175	686	162	172	177	186	697	161	159	161
	Total Other		1,395	1,302	1,337	1,361	5,395	1,253	1,262	1,279	1,250	5,044	1,156	1,157
Internal revenue	BT Retail	83	90	89	111	373	84	130 ²	114	119	447	122	124	127
	BT Wholesale	255	256	256	255	1,022	243	244	248	244	979	245	245	245
	Openreach	956	916	907	894	3,673	857	852	852	865	3,426	873	876	889
Total internal revenue		1,294	1,262	1,252	1,260	5,068	1,184	1,226	1,214	1,228	4,852	1,240	1,245	1,261
Total line of business revenue	BT Global Services	2,080	2,027	2,119	2,296	8,522	2,011	1,992	1,978	2,078	8,059	1,905	2,014	1,894
	BT Retail	2,058	2,007	2,010	2,003	8,078	1,911	1,919	1,954	1,916	7,700	1,830	1,853	1,849
	BT Wholesale	1,124	1,107	1,073	1,075	4,379	1,057	1,051	1,069	1,024	4,201	1,004	982	979
	Openreach	1,255	1,233	1,241	1,231	4,960	1,200	1,235	1,240	1,255	4,930	1,255	1,280	1,300
	Other	12	10	7	11	40	11	6	11	10	38	10	10	13
	Eliminations	(1,294)	(1,262)	(1,252)	(1,260)	(5,068)	(1,184)	(1,226)	(1,214)	(1,228)	(4,852)	(1,240)	(1,245)	(1,261)
Total group revenue		5,235	5,122	5,198	5,356	20,911	5,006	4,977	5,038	5,055	20,076	4,764	4,894	4,774

¹ restated for the impact of customer account moves between BT Retail, BT Wholesale, BT Global Services and Openreach effective from 1 April 2011, which have no impact on group results

² Q2 2011 revenue reflects the transfer of certain external customer relationships in the business and corporate markets from BT Retail to BT Global Services

Revenue trends YoY change		Q1	Q2	2011 Q3	Q4	FY	Q1	2012 Q2	Q3
Total ICT & Managed Networks	BT Global Services	6.5%	1.5%	(0.8)%	(3.7)%	0.6%	(3.2)%	6.8%	(2.9)%
	BT Retail	8.3%	(16.3)%	(2.2)%	(10.3)%	(5.3)%	(16.1)%	10.6%	(8.9)%
	BT Wholesale	19.2%	1.7%	9.4%	2.1%	7.8%	0.0%	7.7%	1.0%
Total ICT & Managed Networks		8.0%	0.0%	0.2%	(3.7)%	0.9%	(4.0)%	7.2%	(2.9)%
Broadband (incl. LLU) and Convergence	BT Global Services	(7.4)%	0.0%	(3.6)%	(8.3)%	(4.8)%	9.3%	(7.3)%	(6.3)%
	BT Retail	3.8%	4.1%	3.8%	5.1%	4.2%	4.0%	5.8%	6.7%
	BT Wholesale	(29.0)%	(34.4)%	(31.6)%	(30.4)%	(31.4)%	(21.5)%	(8.5)%	(12.5)%
	Openreach	37.1%	46.5%	29.4%	25.9%	34.3%	22.1%	16.1%	18.5%
	Broadband (incl. LLU) and Convergence		2.6%	5.6%	2.9%	2.4%	3.4%	5.9%	5.7%
Lines	BT Global Services	(10.7)%	(12.8)%	(12.1)%	(12.8)%	(12.1)%	(7.3)%	(6.9)%	(8.8)%
	BT Retail	(13.0)%	(8.8)%	(5.0)%	(5.3)%	(8.2)%	(6.0)%	(4.8)%	(3.1)%
Calls	BT Global Services	(11.0)%	(10.8)%	(8.9)%	(12.5)%	(10.8)%	(13.0)%	(13.0)%	(19.1)%
	BT Retail	(11.6)%	(11.0)%	(9.7)%	(13.8)%	(11.5)%	(13.4)%	(14.0)%	(18.8)%
Private Circuits	BT Global Services	(12.8)%	(14.1)%	(16.0)%	(11.6)%	(13.7)%	(5.9)%	(7.5)%	(3.2)%
	BT Retail	(18.4)%	(2.9)%	(16.7)%	(11.8)%	(12.7)%	(6.5)%	(9.1)%	(6.7)%
	BT Wholesale	(34.4)%	13.5%	(12.5)%	(4.2)%	(10.8)%	1.7%	(28.6)%	(14.3)%
Total		(23.3)%	(1.1)%	(14.7)%	(8.6)%	(12.3)%	(3.2)%	(17.4)%	(8.6)%
Total Calls and Lines	BT Global Services	(12.9)%	(13.3)%	(14.5)%	(15.5)%	(14.0)%	(8.8)%	(10.5)%	(8.0)%
	BT Retail	(12.4)%	(9.4)%	(6.9)%	(8.4)%	(9.3)%	(8.8)%	(8.1)%	(9.6)%
	BT Wholesale	(34.4)%	13.5%	(12.5)%	(4.2)%	(10.8)%	1.7%	(28.6)%	(14.3)%
Total Calls and Lines		(13.6)%	(8.9)%	(8.4)%	(9.3)%	(10.1)%	(8.4)%	(9.7)%	(9.6)%
Transit	BT Global Services	(4.8)%	(10.3)%	(23.3)%	(40.7)%	(20.3)%	(35.8)%	(32.7)%	(30.4)%
	BT Wholesale	(16.1)%	(6.8)%	(1.7)%	(7.2)%	(8.3)%	(18.7)%	(29.2)%	(28.3)%
Conveyance, interconnect circuits, WLR, global carrier and other wholesale		(11.5)%	(8.3)%	(11.9)%	(23.2)%	(13.7)%	(26.2)%	(30.7)%	(29.2)%
Other	BT Global Services	(10.3)%	(21.7)%	(10.9)%	3.6%	(10.0)%	7.7%	8.5%	8.2%
	BT Wholesale	3.3%	(2.1)%	15.0%	5.6%	5.4%	4.5%	10.0%	(2.5)%
	Openreach	(3.0)%	(0.6)%	3.5%	6.3%	1.6%	(0.6)%	(7.6)%	(9.0)%
Total		(1.6)%	(4.5)%	5.7%	5.6%	1.3%	2.7%	1.4%	(4.1)%
Total Other	BT Global Services	(33.8)%	5.6%	(17.3)%	(16.0)%	(17.6)%	4.3%	5.9%	10.2%
	BT Retail	(4.1)%	(1.3)%	(2.1)%	1.7%	(1.4)%	(3.8)%	0.0%	(7.7)%
	BT Wholesale	37.5%	7.6%	24.3%	2.5%	16.2%	0.0%	1.2%	(1.1)%
	Openreach	(14.9)%	2.6%	(5.0)%	(5.9)%	(6.1)%	0.0%	2.4%	0.0%
Total Other	BT Global Services	(20.9)%	(5.2)%	(19.1)%	(23.9)%	(17.8)%	(12.5)%	(9.8)%	(6.4)%
	BT Retail	(4.1)%	(1.3)%	(2.1)%	1.7%	(1.4)%	(3.8)%	0.0%	(7.7)%
	BT Wholesale	(3.7)%	(3.0)%	7.7%	(1.3)%	(0.2)%	(7.8)%	(11.6)%	(14.6)%
	Openreach	(3.0)%	(0.6)%	3.5%	6.3%	1.6%	(0.6)%	(7.6)%	(9.0)%
Total Other		(10.2)%	(3.1)%	(4.3)%	(8.2)%	(6.5)%	(7.7)%	(8.3)%	(10.0)%
Internal revenue	BT Retail	1.2%	44.4%	28.1%	7.2%	19.8%	45.2%	(4.6)%	11.4%
	BT Wholesale	(4.7)%	(4.7)%	(3.1)%	(4.3)%	(4.2)%	0.8%	0.4%	(1.2)%
	Openreach	(10.4)%	(7.0)%	(6.1)%	(3.2)%	(6.7)%	1.9%	2.8%	4.3%
Total internal revenue		(8.5)%	(2.9)%	(3.0)%	(2.5)%	(4.3)%	4.7%	1.5%	3.9%
Total line of business revenue	BT Global Services	(3.3)%	(1.7)%	(6.7)%	(9.5)%	(5.4)%	(5.3)%	1.1%	(4.2)%
	BT Retail	(7.1)%	(4.4)%	(2.8)%	(4.3)%	(4.7)%	(4.2)%	(3.4)%	(5.4)%
	BT Wholesale	(6.0)%	(5.1)%	(0.4)%	(4.7)%	(4.1)%	(5.0)%	(6.6)%	(8.4)%
	Openreach	(4.4)%	0.2%	(0.1)%	1.9%	(0.6)%	4.6%	3.6%	4.8%
Total group revenue		(4.4)%	(2.8)%	(3.1)%	(5.6)%	(4.0)%	(4.8)%	(1.7)%	(5.2)%

Line of business statistics	2010					2011					2012		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Group													
Lines sold through BT lines of business ('000)													
Consumer	14,104	13,696	13,330	13,051	²	12,701	12,327	12,041	11,802		11,563	11,323	11,138
Business/Corporate ¹	5,851	5,705	5,549	5,423		5,294	5,172	5,032	4,917		4,827	4,722	4,636
Total	19,955	19,401	18,879	18,474		17,995	17,499	17,073	16,719		16,390	16,045	15,774
Global Services													
Order intake (£m)	1,411	1,436	1,550	2,234	6,631	1,552 ³	2,165	1,675	1,878	7,270	1,584	1,433	1,638
Retail													
Business unit revenue⁴ (£m)													
Consumer	1,105	1,042	1,056	1,020	4,223	999	980	1,010	967	3,956	940	941	946
Business	597	589	592	597	2,375	571	588	592	599	2,350	568	559	555
Enterprises	164	182	176	193	715	163	181	176	179	699	160	179	178
Ireland	198	200	201	202	801	185	189	189	187	750	183	193	188
Other (incl. eliminations)	(6)	(6)	(15)	(9)	(36)	(7)	(19)	(13)	(16)	(55)	(21)	(19)	(18)
Total	2,058	2,007	2,010	2,003	8,078	1,911	1,919	1,954	1,916	7,700	1,830	1,853	1,849
Call minutes (bn)	12.45	12.20	12.27	12.25	49.17	10.95	10.77	11.16	10.60	43.48	9.77	9.72	9.63
Consumer ARPU ⁵ (£)	290	296	301	309		314	317	322	326		330	335	337
Active BT Consumer lines ('000)	11,583	11,388	11,251	11,113	²	10,932	10,713	10,571	10,448		10,323	10,206	10,113
BT Vision installed base ('000)	433 ⁶	436 ⁶	451	467		481	505	545	575		598	639	679
Net adds in quarter ('000)	31	18	15	16		14	24	40	30		23	41	39
Openreach													
Internal copper lines ('000)	18,119	17,663	17,220	16,795		16,352	15,922	15,560	15,320		14,973	14,661	14,425
External copper lines ('000)	5,048	5,179	5,054	5,005		4,985	5,057	5,177	5,189		5,237	5,258	5,172
Fully unbundled copper lines (MPF) ('000)	1,808	2,064	2,567	2,966		3,387	3,728 ⁷	4,012	4,266		4,583	4,885	5,240
Total copper lines ('000)	24,975	24,907	24,840	24,765		24,724	24,707	24,750	24,776		24,793	24,804	24,838
Net adds in quarter ('000)	-116	-68	-67	-75		-41	-17	43	26		18	11	34

¹ 2010 and 2011 figures restated to align reporting systems.

² includes a favourable adjustment of 72k to Active Consumer lines and 79k to Group Consumer lines to write back bad debtors previously written off in Q2 2010 and Q3 2010. There is no impact on the 2010 full year figure.

³ this figure would be c.£120m lower adjusting for the regulated reductions in German MTRs from 1 Dec 2010.

⁴ restated for the impact of customer account moves between BT Retail, BT Wholesale, BT Global Services and Openreach effective from 1 April 2011, which have no impact on group results.

⁵ Q1, Q2, Q3 & Q4 2010 figures show underlying ARPU, excluding £3 relating to Q1 2010 one-off benefit relating to prior periods.

⁶ net adds in Q1 2010 and Q2 2010 are before the reported data cleanses of the BT Vision installed base. These reduced the customer base by c.22k in Q1 2010 and c.15k in Q2 2010. Q1 2010 net adds have been adjusted for customer churn of 7k.

⁷ MPF base reduced by c.9k in Q2 2011 to correct systems issue.

Line of business trends YoY change	2011					2012		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Group								
Lines sold through BT lines of business								
Consumer	(9.9)%	(10.0)%	(9.7)%	(9.6)%		(9.0)%	(8.1)%	(7.5)%
<i>Consumer - quarter on quarter movement</i>	(2.7)%	(2.9)%	(2.3)%	(2.0)%		(2.0)%	(2.1)%	(1.6)%
Business/Corporate	(9.5)%	(9.3)%	(9.3)%	(9.3)%		(8.8)%	(8.7)%	(7.9)%
<i>Business/Corporate - quarter on quarter movement</i>	(2.4)%	(2.3)%	(2.7)%	(2.3)%		(1.8)%	(2.2)%	(1.8)%
Total	(9.8)%	(9.8)%	(9.6)%	(9.5)%		(8.9)%	(8.3)%	(7.6)%
Global Services								
Order intake	10.0%	50.8%	8.1%	(15.9)%	9.6%	2.1%	(33.8)%	(2.2)%
Retail								
Business unit revenue								
Consumer	(9.6)%	(6.0)%	(4.4)%	(5.2)%	(6.3)%	(5.9)%	(4.0)%	(6.3)%
Business	(4.4)%	(0.2)%	0.0%	0.3%	(1.1)%	(0.5)%	(4.9)%	(6.3)%
Enterprises	(0.6)%	(0.5)%	0.0%	(7.3)%	(2.2)%	(1.8)%	(1.1)%	1.1%
Ireland	(6.6)%	(5.5)%	(6.0)%	(7.4)%	(6.4)%	(1.1)%	2.1%	(0.5)%
Other (incl. eliminations)								
Total	(7.1)%	(4.4)%	(2.8)%	(4.3)%	(4.7)%	(4.2)%	(3.4)%	(5.4)%
Call minutes (bn)	(12.0)%	(11.7)%	(9.0)%	(13.5)%	(11.6)%	(10.8)%	(9.7)%	(13.7)%
Consumer ARPU	8.3%	7.1%	7.0%	5.5%		5.1%	5.7%	4.7%
Active BT Consumer lines	(5.6)%	(5.9)%	(6.0)%	(6.0)%		(5.6)%	(4.7)%	(4.3)%
<i>Quarter on quarter movement</i>	(1.6)%	(2.0)%	(1.3)%	(1.2)%		(1.2)%	(1.1)%	(0.9)%
BT Vision installed base	11.1%	15.8%	20.8%	23.1%		24.3%	26.5%	24.6%
Openreach								
Internal copper lines	(9.7)%	(9.9)%	(9.6)%	(8.8)%		(8.4)%	(7.9)%	(7.3)%
External copper lines	(1.2)%	(2.4)%	2.4%	3.7%		5.1%	4.0%	(0.1)%
Fully unbundled copper lines (MPF)	87.3%	80.6%	56.3%	43.9%		35.3%	31.0%	30.6%
Total copper lines	(1.0)%	(0.8)%	(0.4)%	0.0%		0.3%	0.4%	0.4%
<i>Quarter on quarter movement</i>	(0.2)%	(0.1)%	0.2%	0.1%		0.1%	0.0%	0.1%

Broadband statistics 000s	2010				2011				2012		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Retail											
Total Broadband	4,835	4,906	5,008	5,132	5,227	5,342	5,529	5,691	5,832	5,998	6,144
Net adds in quarter	78	72	102	123	96	114	188	162	141	166	146
Retail share of DSL + LLU net adds	46%	43%	42%	44%	40%	45% ¹	53%	64%	56%	63%	56%
Retail share of DSL + LLU installed base	35%	35%	35%	35%	35%	35%	36%	36%	37%	37%	37%
Wholesale											
Total BT Wholesale Broadband	8,026	8,031	8,044	8,057	8,013	7,971	7,980	8,112	8,391	8,510	8,551
Net adds in quarter	(36)	5	14	13	(45)	(41)	9	132	279	119	41
External Wholesale	3,191	3,124	3,036	2,926	2,785	2,629	2,451	2,421	2,559	2,512	2,407
Net adds in quarter	(114)	(67)	(88)	(110)	(141)	(156)	(179)	(30)	138	(47)	(105)
Openreach											
External LLU Volumes ('000)											
Full loops (MPF)	1,808	2,064	2,567	2,966	3,387	3,728 ¹	4,012	4,266	4,583	4,885	5,240
Shared loops (SMPF)	4,150	4,057	3,786	3,654	3,519	3,414 ¹	3,477	3,342	2,997	2,840	2,706
Total	5,957	6,121	6,352	6,620	6,906	7,143	7,490	7,608	7,580	7,725	7,946
Net adds in quarter	208	164	231	268	286	294 ¹	347	119	-29	144	221
Group											
Total DSL + LLU	13,983	14,152	14,397	14,677	14,918	15,114	15,469	15,720	15,971	16,235	16,497
Net adds in quarter	172	169	245	281	241	253 ¹	356	251	250	263	262

¹ As reported in Q2 2011, LLU base adjusted to correct a systems issue. Q2 2011 MPF base reduced by c.9k and SMPF base reduced by c.48k. Net adds in Q2 2011 shown before the adjustments to the base.

Broadband trends
YoY change

2011			
Q1	Q2	Q3	Q4

2012		
Q1	Q2	Q3

Retail

Total Broadband
Net adds in quarter

8.1%	8.9%	10.4%	10.9%
22.7%	59.5%	83.8%	31.6%

11.6%	12.3%	11.1%
46.8%	45.4%	(22.2)%

Wholesale

Total Wholesale Broadband
Net adds in quarter
External Wholesale
Net adds in quarter

(0.2)%	(0.7)%	(0.8)%	0.7%
(24.2)%	(946.6)%	(36.9)%	919.5%
(12.7)%	(15.8)%	(19.3)%	(17.3)%
(23.2)%	(133.3)%	(102.5)%	73.1%

4.7%	6.8%	7.2%
721.1%	388.1%	370.5%
(8.1)%	(4.5)%	(1.8)%
198.2%	69.9%	41.3%

Openreach

External LLU Volumes
Full loops (MPF)
Shared loops (SMPF)
Total
Net adds in quarter

87.3%	80.6%	56.3%	43.9%
(15.2)%	(15.8)%	(8.1)%	(8.5)%
15.9%	16.7%	17.9%	14.9%
37.5%	79.8%	50.1%	(55.6)%

35.3%	31.0%	30.6%
(14.8)%	(16.8)%	(22.2)%
9.8%	8.2%	6.1%
(110.0)%	(51.0)%	(36.3)%

Group

Total DSL + LLU
Net adds in quarter

6.7%	6.8%	7.5%	7.1%
40.4%	50.0%	45.2%	(10.6)%

7.1%	7.4%	6.6%
3.9%	4.2%	(26.4)%

Costs £m	2010					2011					2012		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Operating costs													
Direct labour costs before leaver costs ¹	1,266	1,215	1,218	1,180	4,879	1,265	1,224	1,224	1,205	4,918	1,187	1,213	1,191
Indirect labour costs	325	315	259	263	1,162	229	253	235	241	958	242	232	230
Leaver costs	45	21	58	18	142	10	14	12	21	57	28	29	11
Gross labour costs	1,636	1,551	1,535	1,461	6,183	1,504	1,491	1,471	1,467	5,933	1,457	1,474	1,432
Capitalised labour	(262)	(250)	(245)	(258)	(1,015)	(231)	(272)	(268)	(276)	(1,047)	(241)	(242)	(247)
Net labour costs	1,374	1,301	1,290	1,203	5,168	1,273	1,219	1,203	1,191	4,886	1,216	1,232	1,185
Payments to telecommunications operators	1,048	1,040	1,066	929	4,083	961	970	937	872	3,740	825	786	800
Property and energy costs	320	317	333	314	1,284	287	278	294	290	1,149	273	270	270
Network operating and IT costs	209	190	191	191	781	178	185	187	156	706	170	163	144
Other costs ¹	1,037	952	1,012	1,333	4,334	996	954	1,036	1,096	4,082	942	1,047	944
Operating costs before depreciation and specific items	3,988	3,800	3,892	3,970	15,650	3,695	3,606	3,657	3,605	14,563	3,426	3,498	3,343
Depreciation and amortisation	738	759	754	788	3,039	729	737	751	762	2,979	739	753	734
Total operating costs before specific items	4,726	4,559	4,646	4,758	18,689	4,424	4,343	4,408	4,367	17,542	4,165	4,251	4,077
Specific items	41	54	159	173	427	51	71	105	102	329	66	(362)	26
Total operating costs	4,767	4,613	4,805	4,931	19,116	4,475	4,414	4,513	4,469	17,871	4,231	3,889	4,103
Capital expenditure													
Platform/Network	207	217	241	470	1,135	230	274	322	319	1,145	281	330	362
Line of Business	130	131	128	171	560	119	136	152	192	599	110	141	129
Access	143	130	138	155	566	136	151	159	145	591	148	140	135
Regulatory & compliance	59	56	40	51	206	36	39	32	59	166	31	31	30
Support functions	20	24	7	15	66	2	8	15	64	89	12	10	9
Total	559	558	554	862	2,533	523	608	680	779	2,590	582	652	665
Capital expenditure by line of business													
BT Global Services	131	131	120	217	599	103	124	128	143	498	117	155	139
BT Retail	81	82	90	164	417	85	99	115	135	434	94	109	108
BT Wholesale	71	69	71	114	325	67	79	91	92	329	74	89	82
Openreach	203	200	226	278	907	236	262	295	294	1,087	253	251	292
Other	73	76	47	89	285	32	44	51	115	242	44	48	44
Total	559	558	554	862	2,533	523	608	680	779	2,590	582	652	665

¹ From 2012 certain labour-related costs, previously treated as Other costs, have been classified within direct labour costs. Prior year comparative figures are shown on a consistent basis with the revised classification.

Glossary

Revenue analysis

ICT & Managed Networks	
Global Services	Networked IT services and MPLS revenue from major UK, European and multinational corporations and the public sector
Retail	Networked IT services sold by BT Business and BT Ireland to SMEs and corporates
Wholesale	Managed network services, white label managed services and wholesale calls sold to external communications providers (CPs) in the UK. Includes managed broadband network service contracts
Broadband (incl. LLU) and Convergence	
Global Services	UK broadband and global mobility revenues - includes revenue from products and services such as Field Force Automation and Supply Chain Solutions, Mobile Xpress, and GSM and Managed Mobile
Retail	BT Consumer, BT Business and Plusnet broadband revenue, BT Infinity, BT Vision and mobility (including wi-fi) revenue
Wholesale	IPStream Connect and Wholesale Broadband Connect revenue from sales to external CP customers including that not deemed managed network solutions. Excludes managed broadband network service contracts
Openreach	External SMPF and MPF connection and rental revenue, external Ethernet revenue and co-location connection and rental revenue
Lines	
Global Services	Rentals and connection revenue for both analogue and digital lines sold in the UK
Retail	Rentals, connection and calling features revenue for both analogue and digital lines sold by BT Consumer, BT Business and BT Ireland
Calls	
Global Services	Predominantly fixed to mobile, local and national geographic calls and international direct dial sold in the UK
Retail	Local and national geographic calls, international direct dial, fixed to mobile, other non-geographic calls and revenue from call packages, in BT Consumer, BT Business and BT Ireland
Private Circuits	
	Includes private circuits and partial private circuits revenue in BT Wholesale, and private circuits revenue in BT Retail (including Digital IPLC, Megastream & BT LAN/SAN extensions) and BT Global Services (including Megastream and Ethernet)
Transit	
Global Services	Non-UK revenues from the carriage of traditional and IP traffic across BT's network where neither the originating nor the terminating network is owned or controlled by BT (including the pass through of mobile terminating traffic)
Wholesale	UK revenues from the carriage of telecoms traffic across BT's network where neither the originating nor the terminating network is owned or controlled by BT (includes the pass through of mobile terminating traffic)
Conveyance, interconnect circuits, WLR, global carrier and other wholesale	
Global Services	Includes non-UK direct and indirect conveyance revenue, from the carriage of traditional or IP services where either the originating or destination network is owned or controlled by BT
Wholesale	Direct and indirect conveyance, interconnect circuits, international direct dial and wholesale calls (not sold as part of a managed service)
Openreach	WLR rentals and connection revenue from external CPs in the UK
Other	
Global Services	Includes revenue from non-UK global products and other network related services
Retail	External revenue from BT Enterprises (BT Conferencing, BT Directories, BT Redcare and BT Payphones), other BT Business revenue (mainly dabs.com), BT Consumer revenue (telephone and equipment sales) and other revenue in BT Ireland
Wholesale	Other wholesale data revenue including MPLS products such as SHDS & IP Clear, Fixed Wholesale Ethernet, Media & Broadcast revenue and revenue from contracts not deemed managed network solutions
Internal	
Retail	BT Conferencing revenue from BT Global Services, BT Business ICT & managed networks revenue from BT Global Services and other internal revenue in BT Enterprises and BT Ireland
Wholesale	Relating primarily to the sale of line cards and access electronic services to Openreach
Openreach	Primarily rental, connection and migration revenue related to WLR, SMPF and Ethernet supplied to the customer-facing BT lines of business

Glossary

Line of business statistics

Consumer lines	Total lines (analogue lines and ISDN channels (WLR)) sold by BT Retail, including Northern Ireland and Plusnet
Business/Corporate lines	Total lines (analogue lines and ISDN channels (WLR)) sold by BT Business, BT Global Services and BT Wholesale
Call minutes	Includes BT Retail and BT Global Services non geographic and geographic call minutes - local, national and international call minutes, fixed to mobile, 0800, 0870 and 0845
Consumer ARPU	12 month rolling consumer revenue, less mobile POLOs, divided by the number of primary lines
Active BT Consumer lines	The number of lines over which BT Consumer is the call provider (including Plusnet from Q3 2010, excluding Northern Ireland)
BT Vision installed base	Total number of customers that are registered & enabled on the BT Vision platform to receive video on demand
Internal copper lines	Lines provided by Openreach to other BT lines of business - including Plusnet and copper lines operated by BT Retail in Northern Ireland (includes analogue lines and ISDN lines provided over copper (WLR), but excludes non-equivalent traded products and ISDN30)
External copper lines	Lines provided by Openreach to other CPs (includes analogue and ISDN lines provided over copper (WLR), but excludes full LLU and ISDN30)
Fully unbundled copper lines (MPF)	MPF lines provided by Openreach to other CPs

Broadband statistics

Total broadband base (BT Retail)	BT's total retail broadband base - BT Consumer (including BT Infinity), BT Business, Plusnet, Northern Ireland and broadband lines sold by Global Services
Total BT Wholesale Broadband	Total copper and fibre broadband lines sold by BT Wholesale both internally and externally to CP customers
External LLU volumes - full loops (MPF)	MPF lines provided by Openreach to other CPs
External LLU volumes - shared loops (SMPF)	SMPF lines provided by Openreach to other CPs - includes Generic Ethernet Access (fibre) provided by Openreach to other CPs