



# Key Performance Indicators Q2 2013/14

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The figures for 2011/12 and 2012/13 were restated on 13 June 2013. See note 1 of the Q2 2013/14 results press release for further information.

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1. Group income statement £m unless otherwise stated	2012/13 Q1	YoY Change %	2013/14 Q1	2012/13 Q2	YoY Change %	2013/14 Q2	2012/13 Q3	2012/13 Q4	2012/13 Full Year
<b>Revenue<sup>1</sup></b>									
BT Global Services	1,731	(2.0)	1,696	1,757	(3.6)	1,694	1,748	1,934	7,170
BT Retail	1,794	0.2	1,797	1,808	1.9	1,843	1,810	1,887	7,299
BT Wholesale	678	(5.9)	638	616	1.3	624	645	669	2,608
Openreach	1,270	(2.0)	1,245	1,283	(0.9)	1,271	1,286	1,276	5,115
Other	17	58.8	27	18	(22.2)	14	21	41	97
Eliminations	(986)	(3.2)	(954)	(989)	(3.4)	(955)	(983)	(992)	(3,950)
<b>Total</b>	<b>4,504</b>	<b>(1.2)</b>	<b>4,449</b>	<b>4,493</b>	<b>(0.0)</b>	<b>4,491</b>	<b>4,527</b>	<b>4,815</b>	<b>18,339</b>
Underlying revenue excluding transit		(1.1)			(0.5)				
<b>EBITDA<sup>1</sup></b>									
BT Global Services	171	6.4	182	182	10.4	201	215	264	832
BT Retail	493	0.6	496	495	(13.3)	429	500	537	2,025
BT Wholesale	163	(3.7)	157	143	11.2	159	153	161	620
Openreach	633	(4.4)	605	664	(3.3)	642	662	683	2,642
Other	(8)	(100.0)	0	4	(25.0)	3	9	19	24
<b>Total</b>	<b>1,452</b>	<b>(0.8)</b>	<b>1,440</b>	<b>1,488</b>	<b>(3.6)</b>	<b>1,434</b>	<b>1,539</b>	<b>1,664</b>	<b>6,143</b>
Depreciation and amortisation	(723)	(3.6)	(697)	(722)	(6.2)	(677)	(706)	(692)	(2,843)
<b>Operating profit<sup>1</sup></b>	<b>729</b>	<b>1.9</b>	<b>743</b>	<b>766</b>	<b>(1.2)</b>	<b>757</b>	<b>833</b>	<b>972</b>	<b>3,300</b>
Net finance expense <sup>1</sup>	(169)	(13.6)	(146)	(169)	(12.4)	(148)	(167)	(148)	(653)
Share of post tax profits/losses of associates & joint ventures	7		(2)	2		0	0	0	9
<b>Profit before tax<sup>1</sup></b>	<b>567</b>	<b>4.9</b>	<b>595</b>	<b>599</b>	<b>1.7</b>	<b>609</b>	<b>666</b>	<b>824</b>	<b>2,656</b>
Specific items	(2)		(87)	(14)		(52)	(55)	(153)	(224)
Net interest on pensions	(28)		(59)	(29)		(58)	(28)	(32)	(117)
Total specific items	(30)		(146)	(43)		(110)	(83)	(185)	(341)
<b>Reported profit before tax</b>	<b>537</b>	<b>(16.4)</b>	<b>449</b>	<b>556</b>	<b>(10.3)</b>	<b>499</b>	<b>583</b>	<b>639</b>	<b>2,315</b>
Tax - excluding tax on specific items	(129)	4.7	(135)	(136)	0.0	(136)	(151)	(181)	(597)
Tax on specific items	7		32	108		250	18	97	230
Tax rate	22.8%		22.6%	22.7%		22.3%	22.7%	22.0%	22.5%
<b>Net income</b>	<b>415</b>	<b>(16.6)</b>	<b>346</b>	<b>528</b>	<b>16.1</b>	<b>613</b>	<b>450</b>	<b>555</b>	<b>1,948</b>
<b>EPS<sup>1</sup> (p)</b>	<b>5.6</b>	<b>5.4</b>	<b>5.9</b>	<b>5.9</b>	<b>1.7</b>	<b>6.0</b>	<b>6.5</b>	<b>8.2</b>	<b>26.3</b>
<b>Reported EPS (p)</b>	<b>5.3</b>	<b>(17.0)</b>	<b>4.4</b>	<b>6.7</b>	<b>16.4</b>	<b>7.8</b>	<b>5.7</b>	<b>7.1</b>	<b>24.9</b>
<b>Dividend per share (p)</b>	-		-	3.0	13.3	3.4	-	6.5	9.5
<b>Average number of shares in issue (m)</b>	<b>7,788</b>		<b>7,839</b>	<b>7,839</b>		<b>7,864</b>	<b>7,865</b>	<b>7,838</b>	<b>7,832</b>
<b>Group free cash flow</b>									
EBITDA <sup>1</sup>	1,452		1,440	1,488		1,434	1,539	1,664	6,143
Capital expenditure <sup>2</sup>	(661)	(9.2)	(600)	(619)	2.4	(634)	(586)	(572)	(2,438)
Interest	(213)	4.2	(222)	(129)	(45.0)	(71)	(210)	(140)	(692)
Tax (excluding cash tax benefit of pension deficit payments)	(171)		(31)	(181)		(91)	(168)	(104)	(624)
Change in working capital	(602)		(716)	(249)		(72)	217	553	(81)
Other	71		69	6		44	15	(100)	(8)
<b>Normalised free cash flow<sup>3</sup></b>	<b>(124)</b>	<b>(51.6)</b>	<b>(60)</b>	<b>316</b>	<b>93.0</b>	<b>610</b>	<b>807</b>	<b>1,301</b>	<b>2,300</b>
Cash tax benefit of pension deficit payments	162		20	162		19	157	79	560
Purchases of telecoms licences	0		0	0		0	0	(202)	(202)
Specific items	(33)		(134)	(90)		(72)	(96)	(147)	(366)
<b>Reported free cash flow</b>	<b>5</b>	<b>n/m</b>	<b>(174)</b>	<b>388</b>	<b>43.6</b>	<b>557</b>	<b>868</b>	<b>1,031</b>	<b>2,292</b>
Gross pension deficit payment	0		0	0		0	0	(325)	(325)
<b>Free cash flow (post pension deficit payments)</b>	<b>5</b>	<b>n/m</b>	<b>(174)</b>	<b>388</b>	<b>43.6</b>	<b>557</b>	<b>868</b>	<b>706</b>	<b>1,967</b>
<b>Net debt</b>	<b>9,142</b>	<b>(11.9)</b>	<b>8,058</b>	<b>9,037</b>	<b>(10.7)</b>	<b>8,074</b>	<b>8,140</b>	<b>7,797</b>	<b>7,797</b>

<sup>1</sup> before specific items

<sup>2</sup> before purchases of telecommunications licences

<sup>3</sup> before specific items, purchases of telecommunications licences, pension deficit payments and the cash tax benefit of pension deficit payments

n/m = not meaningful

2. BT Global Services	2011/12					2012/13					2013/14	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Financial</b>												
<b>Revenue (£m)</b>												
UK	853	961	854	915	3,583	800	816	795	878	3,289	745	739
YoY % change						-6.2%	-15.1%	-6.9%	-4.0%	-8.2%	-6.9%	-9.4%
Continental Europe	652	648	644	662	2,606	552	533	552	619	2,256	559	546
YoY % change						-15.3%	-17.7%	-14.3%	-6.5%	-13.4%	1.3%	2.4%
US & Canada	229	218	210	217	874	205	215	204	217	841	204	210
YoY % change						-10.5%	-1.4%	-2.9%	0.0%	-3.8%	-0.5%	-2.3%
AsiaPac, Latam & MEA	172	188	187	202	749	174	193	197	220	784	188	199
YoY % change						1.2%	2.7%	5.3%	8.9%	4.7%	8.0%	3.1%
<b>Total</b>	<b>1,906</b>	<b>2,015</b>	<b>1,895</b>	<b>1,996</b>	<b>7,812</b>	<b>1,731</b>	<b>1,757</b>	<b>1,748</b>	<b>1,934</b>	<b>7,170</b>	<b>1,696</b>	<b>1,694</b>
YoY % change						-9.2%	-12.8%	-7.8%	-3.1%	-8.2%	-2.0%	-3.6%
- of which transit	115	111	110	121	457	111	105	105	104	425	102	99
YoY % change						-3.5%	-5.4%	-4.5%	-14.0%	-7.0%	-8.1%	-5.7%
<b>EBITDA (£m)</b>												
	189	210	196	240	835	171	182	215	264	832	182	201
YoY % change						-9.5%	-13.3%	9.7%	10.0%	-0.4%	6.4%	10.4%
<b>Operating profit (£m)</b>												
	16	24	29	65	134	15	30	58	104	207	31	51
YoY % change						-6.3%	25.0%	100.0%	60.0%	54.5%	106.7%	70.0%
<b>Capex (£m)</b>												
	117	155	139	149	560	128	125	121	150	524	111	120
YoY % change						9.4%	-19.4%	-12.9%	0.7%	-6.4%	-13.3%	-4.0%
<b>Operating free cash flow (£m)</b>												
	(9)	(4)	186	218	391	(263)	(119)	140	454	212	(280)	74
YoY % change						n/m	n/m	-24.7%	108.3%	-45.8%	-6.5%	n/m
<b>Operational</b>												
<b>Order intake (£m)</b>												
	1,584	1,433	1,638	2,028	6,683	1,134	1,264	1,921	1,954	6,273	1,686	1,504
YoY % change						-28.4%	-11.8%	17.3%	-3.6%	-6.1%	48.7%	19.0%

3. BT Retail	2011/12					2012/13					2013/14	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Financial</b>												
<b>Revenue (£m)</b>												
UK consumer calls & lines	708	697	700	692	2,797	661	642	637	650	2,590	626	633
UK consumer broadband & TV	246	253	256	269	1,024	276	281	288	305	1,150	300	330
UK consumer other	18	22	22	17	79	16	17	21	19	73	18	17
<b>UK consumer (incl. Northern Ireland)</b>	<b>972</b>	<b>972</b>	<b>978</b>	<b>978</b>	<b>3,900</b>	<b>953</b>	<b>940</b>	<b>946</b>	<b>974</b>	<b>3,813</b>	<b>944</b>	<b>980</b>
YoY % change						-2.0%	-3.3%	-3.3%	-0.4%	-2.2%	-0.9%	4.3%
Business calls & lines	287	277	277	267	1,108	259	262	254	255	1,030	253	249
Business broadband	81	81	81	82	325	80	80	84	79	323	82	85
Business IT services	105	113	99	122	439	99	108	107	134	448	108	116
Business other	102	99	112	104	417	103	102	106	105	416	102	100
<b>Business</b>	<b>575</b>	<b>570</b>	<b>569</b>	<b>575</b>	<b>2,289</b>	<b>541</b>	<b>552</b>	<b>551</b>	<b>573</b>	<b>2,217</b>	<b>545</b>	<b>550</b>
YoY % change						-5.9%	-3.2%	-3.2%	-0.3%	-3.1%	0.7%	-0.4%
BT Conferencing	77	81	84	85	327	83	82	82	84	331	85	80
Enterprises other	99	111	105	109	424	94	106	104	114	418	105	113
<b>Enterprises</b>	<b>176</b>	<b>192</b>	<b>189</b>	<b>194</b>	<b>751</b>	<b>177</b>	<b>188</b>	<b>186</b>	<b>198</b>	<b>749</b>	<b>190</b>	<b>193</b>
YoY % change						0.6%	-2.1%	-1.6%	2.1%	-0.3%	7.3%	2.7%
Ireland (ex. Transit)	167	176	170	175	688	164	164	171	188	687	171	174
Transit	10	11	12	12	45	13	13	14	10	50	10	7
<b>Ireland</b>	<b>177</b>	<b>187</b>	<b>182</b>	<b>187</b>	<b>733</b>	<b>177</b>	<b>177</b>	<b>185</b>	<b>198</b>	<b>737</b>	<b>181</b>	<b>181</b>
YoY % change						0.0%	-5.3%	1.6%	5.9%	0.5%	2.3%	2.3%
<b>Other (incl. eliminations)<sup>1</sup></b>	<b>(48)</b>	<b>(49)</b>	<b>(50)</b>	<b>(54)</b>	<b>(201)</b>	<b>(54)</b>	<b>(49)</b>	<b>(58)</b>	<b>(56)</b>	<b>(217)</b>	<b>(63)</b>	<b>(61)</b>
<b>Total</b>	<b>1,852</b>	<b>1,872</b>	<b>1,868</b>	<b>1,880</b>	<b>7,472</b>	<b>1,794</b>	<b>1,808</b>	<b>1,810</b>	<b>1,887</b>	<b>7,299</b>	<b>1,797</b>	<b>1,843</b>
YoY % change						-3.1%	-3.4%	-3.1%	0.4%	-2.3%	0.2%	1.9%
- of which internal	122	124	127	137	510	130	134	134	158	556	136	140
YoY % change						6.6%	8.1%	5.5%	15.3%	9.0%	4.6%	4.5%
<b>EBITDA (£m)</b>	<b>471</b>	<b>472</b>	<b>483</b>	<b>511</b>	<b>1,937</b>	<b>493</b>	<b>495</b>	<b>500</b>	<b>537</b>	<b>2,025</b>	<b>496</b>	<b>429</b>
YoY % change						4.7%	4.9%	3.5%	5.1%	4.5%	0.6%	-13.3%
<b>Operating profit (£m)</b>	<b>347</b>	<b>348</b>	<b>359</b>	<b>379</b>	<b>1,433</b>	<b>370</b>	<b>369</b>	<b>372</b>	<b>417</b>	<b>1,528</b>	<b>385</b>	<b>323</b>
YoY % change						6.6%	6.0%	3.6%	10.0%	6.6%	4.1%	-12.5%
<b>Capex (£m)</b>	<b>102</b>	<b>117</b>	<b>115</b>	<b>134</b>	<b>468</b>	<b>103</b>	<b>105</b>	<b>85</b>	<b>99</b>	<b>392</b>	<b>92</b>	<b>91</b>
YoY % change						1.0%	-10.3%	-26.1%	-26.1%	-16.2%	-10.7%	-13.3%
<b>Operating free cash flow (£m)</b>	<b>310</b>	<b>370</b>	<b>305</b>	<b>468</b>	<b>1,453</b>	<b>248</b>	<b>334</b>	<b>471</b>	<b>523</b>	<b>1,576</b>	<b>260</b>	<b>254</b>
YoY % change						-20.0%	-9.7%	54.4%	11.8%	8.5%	4.8%	-24.0%
<b>Operational<sup>2</sup></b>												
<b>Call minutes (bn)</b>	<b>9.77</b>	<b>9.72</b>	<b>9.63</b>	<b>9.69</b>	<b>38.81</b>	<b>9.07</b>	<b>8.84</b>	<b>8.78</b>	<b>8.71</b>	<b>35.40</b>	<b>8.07</b>	<b>7.83</b>
YoY % change	-10.8%	-9.7%	-13.7%	-8.6%	-10.7%	-7.2%	-9.1%	-8.8%	-10.1%	-8.8%	-11.0%	-11.4%
<b>Consumer ARPU (£)</b>	<b>330</b>	<b>335</b>	<b>337</b>	<b>343</b>		<b>350</b>	<b>355</b>	<b>359</b>	<b>365</b>		<b>370</b>	<b>377</b>
YoY % change	5.1%	5.7%	4.7%	5.2%		6.1%	6.0%	6.5%	6.4%		5.7%	6.2%
<b>Active consumer lines ('000)</b>	<b>10,671</b>	<b>10,550</b>	<b>10,457</b>	<b>10,321</b>		<b>10,184</b>	<b>10,053</b>	<b>9,931</b>	<b>9,824</b>		<b>9,727</b>	<b>9,715</b>
QoQ movement ('000)	-128	-121	-93	-136		-137	-131	-122	-107		-97	-34 <sup>3</sup>
<b>TV customers ('000)</b>	<b>598</b>	<b>639</b>	<b>679</b>	<b>707</b>		<b>728</b>	<b>749</b>	<b>770</b>	<b>810</b>		<b>833</b>	<b>903</b>
QoQ movement ('000)	23	41	39	28		21	21	21	40		23	70

<sup>1</sup> Includes elimination of consumer revenue in Northern Ireland, which is included in both Consumer and Ireland above

<sup>2</sup> Includes Northern Ireland

<sup>3</sup> Excludes 22k lines relating to a small acquisition

4. BT Wholesale	2011/12					2012/13					2013/14	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Financial</b>												
<b>Revenue (£m)</b>												
Managed solutions	199	197	199	196	791	195	197	208	232	832	239	232
YoY % change						-2.0%	0.0%	4.5%	18.4%	5.2%	22.6%	17.8%
Calls & lines	230	232	232	217	911	228	204	210	206	848	188	183
YoY % change						-0.9%	-12.1%	-9.5%	-5.1%	-6.9%	-17.5%	-10.3%
Broadband	73	75	70	64	282	62	58	55	54	229	52	51
YoY % change						-15.1%	-22.7%	-21.4%	-15.6%	-18.8%	-16.1%	-12.1%
IP services	35	43	42	43	163	49	48	48	56	201	55	59
YoY % change						40.0%	11.6%	14.3%	30.2%	23.3%	12.2%	22.9%
Transit	187	165	162	157	671	119	86	95	94	394	80	77
YoY % change						-36.4%	-47.9%	-41.4%	-40.1%	-41.3%	-32.8%	-10.5%
Other	35	25	29	36	125	25	23	29	27	104	24	22
YoY % change						-28.6%	-8.0%	0.0%	-25.0%	-16.8%	-4.0%	-4.3%
<b>Total</b>	<b>759</b>	<b>737</b>	<b>734</b>	<b>713</b>	<b>2,943</b>	<b>678</b>	<b>616</b>	<b>645</b>	<b>669</b>	<b>2,608</b>	<b>638</b>	<b>624</b>
YoY % change						-10.7%	-16.4%	-12.1%	-6.2%	-11.4%	-5.9%	1.3%
<b>EBITDA (£m)</b>												
	172	171	168	156	667	163	143	153	161	620	157	159
YoY % change						-5.2%	-16.4%	-8.9%	3.2%	-7.0%	-3.7%	11.2%
<b>Operating profit (£m)</b>												
	106	109	105	88	408	99	81	89	97	366	93	97
YoY % change						-6.6%	-25.7%	-15.2%	10.2%	-10.3%	-6.1%	19.8%
<b>Capex (£m)</b>												
	74	89	82	91	336	72	57	52	52	233	64	63
YoY % change						-2.7%	-36.0%	-36.6%	-42.9%	-30.7%	-11.1%	10.5%
<b>Operating free cash flow (£m)</b>												
	(16)	88	10	177	259	(8)	63	115	178	348	(31)	154
YoY % change						-50.0%	-28.4%	n/m	0.6%	34.4%	287.5%	144.4%
<b>Operational</b>												
<b>Order intake (£m)</b>												
	71	116	344	217	748	501	308	416	806	2,031	509	409
YoY % change						605.6%	165.5%	20.9%	271.4%	171.5%	1.6%	32.8%

5. Openreach	2011/12					2012/13					2013/14	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Financial</b>												
<b>Revenue (£m)</b>												
WLR	661	656	648	642	2,607	611	595	592	582	2,380	548	540
YoY % change						-7.6%	-9.3%	-8.6%	-9.3%	-8.7%	-10.3%	-9.2%
LLU	290	306	313	311	1,220	289	295	297	292	1,173	286	298
YoY % change						-0.3%	-3.6%	-5.1%	-6.1%	-3.9%	-1.0%	1.0%
Ethernet	171	182	194	203	750	208	217	214	222	861	219	224
YoY % change						21.6%	19.2%	10.3%	9.4%	14.8%	5.3%	3.2%
Fibre broadband	9	13	18	28	68	33	40	53	60	186	71	86
YoY % change						266.7%	207.7%	194.4%	114.3%	173.5%	115.2%	115.0%
Other	138	137	140	127	542	129	136	130	120	515	121	123
YoY % change						-6.5%	-0.7%	-7.1%	-5.5%	-5.0%	-6.2%	-9.6%
<b>Total</b>	<b>1,269</b>	<b>1,294</b>	<b>1,313</b>	<b>1,311</b>	<b>5,187</b>	<b>1,270</b>	<b>1,283</b>	<b>1,286</b>	<b>1,276</b>	<b>5,115</b>	<b>1,245</b>	<b>1,271</b>
YoY % change						0.1%	-0.9%	-2.1%	-2.7%	-1.4%	-2.0%	-0.9%
- of which internal	887	890	902	885	3,564	855	850	839	824	3,368	806	816
YoY % change						-3.6%	-4.5%	-7.0%	-6.9%	-5.5%	-5.7%	-4.0%
<b>EBITDA (£m)</b>												
	617	648	672	681	2,618	633	664	662	683	2,642	605	642
YoY % change						2.6%	2.5%	-1.5%	0.3%	0.9%	-4.4%	-3.3%
<b>Operating profit (£m)</b>												
	266	296	318	322	1,202	275	307	304	328	1,214	236	287
YoY % change						3.4%	3.7%	-4.4%	1.9%	1.0%	-14.2%	-6.5%
<b>Capex (£m)</b>												
	253	251	292	279	1,075	286	278	287	293	1,144	280	268
YoY % change						13.0%	10.8%	-1.7%	5.0%	6.4%	-2.1%	-3.6%
<b>Operating free cash flow (£m)</b>												
	256	431	385	442	1,514	289	328	448	410	1,475	269	311
YoY % change						12.9%	-23.9%	16.4%	-7.2%	-2.6%	-6.9%	-5.2%
<b>Operational</b>												
<b>Internal physical lines ('000)</b>												
	14,976	14,663	14,428	14,128		13,866	13,628	13,405	13,214		13,034	12,932
<b>External physical lines ('000)</b>												
	5,273	5,294	5,209	5,192		5,192	5,130	5,127	5,088		4,988	4,838
<b>Fully unbundled physical lines (MPF) ('000)</b>												
	4,583	4,885	5,240	5,631		5,848	6,110	6,384	6,702		6,995	7,239
<b>Total physical lines ('000)</b>												
	24,832	24,843	24,877	24,950		24,906	24,869	24,917	25,004		25,017	25,009
QoQ movement ('000)	18	11	34	74		-44	-38	48	88		12	-8

6. Broadband 000s	2011/12				2012/13				2013/14	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
<b>Retail</b>										
<b>Total Broadband</b>	5,832	5,998	6,144	6,280	6,365	6,446	6,569	6,704	6,799	6,961
Net adds in quarter	141	166	146	136	85	81	122	136	95	156 <sup>1</sup>
Retail share of DSL + fibre net adds	56%	64%	56%	45%	54%	54%	50%	48%	50%	93% <sup>1</sup>
Retail share of DSL + fibre installed base	37%	37%	37%	37%	38%	38%	38%	38%	38%	39%
<b>Wholesale</b>										
<b>Total BT Wholesale Broadband</b>	8,391	8,510	8,551	8,543	8,577	8,591	8,653	8,770	8,860	8,962
Net adds in quarter	279	119	41	(8)	34	14	62	117	90	101
External Wholesale	2,559	2,512	2,407	2,263	2,212	2,144	2,084	2,066	2,061	2,000
Net adds in quarter	138	(47)	(105)	(144)	(51)	(67)	(60)	(19)	(5)	(60)
<b>Openreach</b>										
<b>External broadband volumes</b>										
Full LLU (MPF)	4,583	4,885	5,240	5,631	5,848	6,110	6,384	6,702	6,995	7,239
Shared LLU (SMPF) + external fibre on WLR lines	2,996	2,836	2,700	2,622	2,528	2,401	2,308	2,158	1,963	1,786
<b>Total</b>	<b>7,579</b>	<b>7,722</b>	<b>7,941</b>	<b>8,253</b>	<b>8,376</b>	<b>8,511</b>	<b>8,693</b>	<b>8,859</b>	<b>8,958</b>	<b>9,025</b>
Net adds in quarter	(29)	142	219	312	123	135	182	167	99	67
<b>Group</b>										
<b>Total DSL + fibre</b>	<b>15,969</b>	<b>16,232</b>	<b>16,491</b>	<b>16,795</b>	<b>16,952</b>	<b>17,102</b>	<b>17,345</b>	<b>17,629</b>	<b>17,818</b>	<b>17,987</b>
Net adds in quarter	250	261	260	304	157	150	243	284	189	168

<sup>1</sup> Excludes 6k lines relating to a small acquisition

7. Costs & other statistics	2011/12					2012/13					2013/14	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Operating costs (£m)</b>												
Direct labour costs before leaver costs	1,195	1,220	1,199	1,204	4,818	1,193	1,182	1,165	1,187	4,727	1,181	1,173
Indirect labour costs	242	232	230	210	914	221	214	205	205	845	210	216
Leaver costs	28	29	11	29	97	23	16	12	7	58	6	4
<b>Gross labour costs</b>	<b>1,465</b>	<b>1,481</b>	<b>1,440</b>	<b>1,443</b>	<b>5,829</b>	<b>1,437</b>	<b>1,412</b>	<b>1,382</b>	<b>1,399</b>	<b>5,630</b>	<b>1,397</b>	<b>1,393</b>
Capitalised labour	(241)	(242)	(247)	(257)	(987)	(237)	(243)	(241)	(245)	(966)	(238)	(245)
<b>Net labour costs</b>	<b>1,224</b>	<b>1,239</b>	<b>1,193</b>	<b>1,186</b>	<b>4,842</b>	<b>1,200</b>	<b>1,169</b>	<b>1,141</b>	<b>1,154</b>	<b>4,664</b>	<b>1,159</b>	<b>1,148</b>
Payments to telecommunications operators	825	786	800	742	3,153	697	653	651	676	2,677	646	639
Property and energy costs	273	270	270	253	1,066	261	259	253	249	1,022	246	251
Network operating and IT costs	170	163	144	153	630	156	156	137	138	587	164	149
Other costs	868	971	873	960	3,672	738	768	806	934	3,246	794	870
<b>Operating costs before depreciation and specific items</b>	<b>3,360</b>	<b>3,429</b>	<b>3,280</b>	<b>3,294</b>	<b>13,363</b>	<b>3,052</b>	<b>3,005</b>	<b>2,988</b>	<b>3,151</b>	<b>12,196</b>	<b>3,009</b>	<b>3,057</b>
Depreciation and amortisation	739	753	734	746	2,972	723	722	706	692	2,843	697	677
<b>Total operating costs before specific items</b>	<b>4,099</b>	<b>4,182</b>	<b>4,014</b>	<b>4,040</b>	<b>16,335</b>	<b>3,775</b>	<b>3,727</b>	<b>3,694</b>	<b>3,843</b>	<b>15,039</b>	<b>3,706</b>	<b>3,734</b>
Specific items	66	(343)	26	14	(237)	2	50	(87)	151	116	84	52
<b>Total operating costs</b>	<b>4,165</b>	<b>3,839</b>	<b>4,040</b>	<b>4,054</b>	<b>16,098</b>	<b>3,777</b>	<b>3,777</b>	<b>3,607</b>	<b>3,994</b>	<b>15,155</b>	<b>3,790</b>	<b>3,786</b>
<b>Capital expenditure (£m)</b>												
<b>Capital expenditure by line of business</b>												
BT Global Services	117	155	139	149	560	128	125	121	150	524	111	120
BT Retail	102	117	115	134	468	103	105	85	99	392	92	91
BT Wholesale	74	89	82	91	336	72	57	52	52	233	64	63
Openreach	253	251	292	279	1,075	286	278	287	293	1,144	280	268
Other	36	40	37	42	155	33	31	27	54	145	49	53
<b>Total</b>	<b>582</b>	<b>652</b>	<b>665</b>	<b>695</b>	<b>2,594</b>	<b>622</b>	<b>596</b>	<b>572</b>	<b>648</b>	<b>2,438</b>	<b>596</b>	<b>595</b>
<b>Lines ('000)</b>												
<b>Lines sold through BT lines of business</b>												
Consumer	11,563	11,323	11,138	10,919		10,717	10,534	10,361	10,207		10,070 <sup>1</sup>	10,027
QoQ movement	-239	-240	-185	-219		-202	-183	-173	-154		-137	-65 <sup>2</sup>
Business/Corporate	4,827	4,722	4,636	4,551		4,437	4,340	4,262	4,165		4,071 <sup>1</sup>	3,978
QoQ movement	-90	-105	-86	-85		-114	-97	-78	-97		-94	-93
<b>Total</b>	<b>16,390</b>	<b>16,045</b>	<b>15,774</b>	<b>15,470</b>		<b>15,154</b>	<b>14,874</b>	<b>14,623</b>	<b>14,372</b>		<b>14,141</b>	<b>14,005<sup>2</sup></b>
QoQ movement	-329	-345	-271	-304		-316	-280	-251	-251		-231	-158 <sup>2</sup>

<sup>1</sup> From 1 April 2013, a small number of accounts were transferred from BT Consumer to BT Business. Excluding this, in Q1 2013/14 actual Consumer line loss was 130k and actual Business/Corporate line loss was 101k.

<sup>2</sup> Excludes 22k lines relating to a small acquisition



## 8. Glossary

### Global Services

<b>Revenue</b>	Geographic analysis of revenue is on the basis of the country in which the contract or services are supplied, and the revenue is earned. Reported growth rates are not adjusted for the effect of foreign exchange movements.
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### Retail

<b>Revenue</b>	
UK consumer calls & lines	Calls revenue is local and national geographic calls, international direct dial, fixed to mobile, other non-geographic calls and revenue from call packages sold to consumers in the UK by BT Consumer (including Plusnet) and BT Ireland. Lines revenue is rentals, connections and calling features revenue for analogue and digital lines sold to consumers in the UK by BT Consumer (including Plusnet) and BT Ireland.
UK consumer broadband & TV	Revenue from broadband sold to consumers in the UK by BT Consumer (including Plusnet) and BT Ireland. Includes BT Infinity, BT TV and BT Sport.
UK consumer other	Mainly telephones and equipment sold by BT Consumer
Business calls & lines	Calls revenue is local and national geographic calls, international direct dial, fixed to mobile, other non-geographic calls and revenue from call packages sold to SMEs in the UK by BT Business and Plusnet. Lines revenue is rentals, connections and calling features revenue for analogue and digital lines sold to SMEs in the UK by BT Business and Plusnet.
Business broadband	Revenue from broadband sold to SMEs in the UK by BT Business and Plusnet. Includes mobility revenue.
Business IT services	Revenue from three specialist IT units in BT Business - BT Engage IT, BT iNet and BT Business Direct
Business other	Mainly ICT and managed network services revenue outside of the three specialist IT units
BT Conferencing	Revenue from audio, video and web conferencing and collaboration services for business customers in the UK and around the world
Enterprises other	Revenue from BT Directories, BT Expedite & Fresca, BT Redcare, BT Payphones, BT Wi-fi, BT Tikit (from January 2013) and BT Fleet
Ireland (ex Transit)	In Northern Ireland, includes revenue from consumers, SMEs, and the public sector. In Republic of Ireland, includes revenue from the corporate sector, the public sector and from wholesale network services.
Ireland Transit	Ireland 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 (including the pass through of mobile terminating traffic)
Internal	BT Conferencing revenue from BT Global Services; BT Business' IT services & managed networks revenue from BT Global Services; and other internal revenue in BT Enterprises and BT Ireland
<b>Operational</b>	
Call minutes	Includes BT Retail (including Northern Ireland) 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, less BT Sport revenue from: satellite customers paying for the channels, our wholesale deals and from commercial premises. This is divided by the average number of primary lines (including Northern Ireland).
Active consumer lines	The number of UK consumer lines over which BT is the call provider (including Plusnet and Northern Ireland)
TV customers	Total number of customers, with either a BT Vision or a YouView box, that are registered & enabled on the BT TV platform to receive video on demand (including Northern Ireland)

## Wholesale

Revenue	
Managed solutions	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.
Calls & lines	Direct and indirect conveyance, wholesale and international direct dial calls (not sold as part of a managed service), interconnect circuits, private circuits and partial private circuits
Broadband	IPStream Connect and Wholesale Broadband Connect revenue from sales to external CP customers including that not deemed managed solutions. Excludes managed broadband network service contracts.
IP services	Voice over IP services (including IP Exchange), Fixed Wholesale Ethernet and other wholesale data revenue including MPLS products such as SHDS & IP Clear
Transit	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)
Other	Media & Broadcast revenue and equipment sales

## Openreach

Revenue	
WLR	Internal and external WLR connection and rental revenue
LLU	Internal and external SMPF and MPF connection and rental revenue, co-location connection and rental revenue, copper port build, tie cables and TAMs
Ethernet	Internal and external Ethernet connection and rental revenue
Fibre broadband	Internal and external Fibre connection and rental revenue
Other	Primarily revenue from service-based activity and some legacy connectivity products
Internal	Primarily rental and connection revenue related to WLR, SMPF, Ethernet and fibre supplied to the customer-facing BT lines of business
<b>Operational</b>	
Internal physical lines	Lines provided by Openreach to other BT lines of business - including Plusnet and physical 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 physical 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 physical lines (MPF)	MPF lines provided by Openreach to other CPs

## Broadband

Total broadband base (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 physical and fibre broadband lines sold by BT Wholesale both internally and externally to CP customers
External broadband volumes: full LLU (MPF)	MPF lines provided by Openreach to other CPs
External broadband volumes: shared LLU (SMPF) + external fibre on WLR lines	SMPF lines provided by Openreach to other CPs - includes Generic Ethernet Access (fibre) provided by Openreach to other CPs on WLR lines

## Costs & other stats

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