<table>
<thead>
<tr>
<th>Category</th>
<th>Cash 2019/20</th>
<th>Full year 2019/20</th>
<th>Full year 2020/21</th>
<th>Full year 2021/22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>£m</td>
<td>£m</td>
<td>£m</td>
<td>£m</td>
</tr>
<tr>
<td>Openreach</td>
<td>22,773</td>
<td>34.5%</td>
<td>2,770</td>
<td>15</td>
</tr>
<tr>
<td>BT Group</td>
<td>22,544</td>
<td>34.6%</td>
<td>2,740</td>
<td>7</td>
</tr>
<tr>
<td>Wholesale</td>
<td>9,908</td>
<td>5.00</td>
<td>1,895</td>
<td>15</td>
</tr>
<tr>
<td>Consumer</td>
<td>9,894</td>
<td>2.00</td>
<td>2,048</td>
<td>15</td>
</tr>
<tr>
<td>SME &amp; Retail</td>
<td>2,004</td>
<td>3.640</td>
<td>3,640</td>
<td>7</td>
</tr>
<tr>
<td>Other</td>
<td>1,823</td>
<td>19.1%</td>
<td>2,421</td>
<td>19</td>
</tr>
<tr>
<td>Share of joint ventures</td>
<td>1,429</td>
<td>15.40</td>
<td>1,960</td>
<td>15</td>
</tr>
<tr>
<td>Total</td>
<td>22,606</td>
<td>19.0%</td>
<td>2,394</td>
<td>15</td>
</tr>
</tbody>
</table>

**Key: MT: Market trends, MT: Material trends, MT: Material trends**

- **Q4 2019/20:**
  - Openreach: £14,755, ∆: 22%
  - Wholesale: £9,908, ∆: 5.00%
  - Consumer: £9,894, ∆: 2.00%
  - SME & Retail: £2,004, ∆: 3.640%
  - Other: £1,823, ∆: 19.1%

- **Q1 2020/21:**
  - Openreach: £17,824, ∆: 35.0%
  - Wholesale: £8,321, ∆: 8,897%
  - Consumer: £9,898, ∆: 2.00%
  - SME & Retail: £2,004, ∆: 3.640%
  - Other: £1,823, ∆: 19.1%

- **Q2 2020/21:**
  - Openreach: £14,755, ∆: 22%
  - Wholesale: £9,908, ∆: 5.00%
  - Consumer: £9,894, ∆: 2.00%
  - SME & Retail: £2,004, ∆: 3.640%
  - Other: £1,823, ∆: 19.1%

- **Q3 2020/21:**
  - Openreach: £17,824, ∆: 35.0%
  - Wholesale: £8,321, ∆: 8,897%
  - Consumer: £9,898, ∆: 2.00%
  - SME & Retail: £2,004, ∆: 3.640%
  - Other: £1,823, ∆: 19.1%

**Notes:**

**Additional Information:**
- Adjusted EBITDA and adjusted EBITDA margin.
- Adjusted profit before tax.
- Adjusted cash EBITDA margin.
- Adjusted diluted earnings per share.
- Adjusted cash flow before tax,折现和总利润.

**Key Figures:**
- Openreach: £17,824, ∆: 35.0%
- Wholesale: £8,321, ∆: 8,897%
- Consumer: £9,898, ∆: 2.00%
- SME & Retail: £2,004, ∆: 3.640%
- Other: £1,823, ∆: 19.1%

**Notes:**
- All figures are in £m (except where stated otherwise).
- Excludes exceptional items and tax.
- Adjusted basis.
- Adjusted EBITDA margin.
- Adjusted cash EBITDA margin.
- Adjusted diluted earnings per share.
- Adjusted cash flow before tax,折现和总利润.