

Q3 2020/21							Full year 2020/21							Full year 2021/22							Full year 2022/23						
INCOME STATEMENT £m unless otherwise stated	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates		
Revenue																											
Consumer	2,595	2,593				9,879	9,874				10,019	10,013				10,138	10,155										
Enterprise	1,353	1,350				5,457	5,449				5,246	5,270				5,067	5,048										
Global	941	936				3,820	3,811				3,659	3,688				3,621	3,658										
Openreach	1,311	1,313				5,224	5,226				5,400	5,413				5,526	5,553										
Other	5	6				23	26				19	24				19	24										
Eliminations	(752)	(751)				(2,987)	(2,993)				(2,993)	(2,993)				(3,001)	(2,993)										
Total Group Revenue¹	5,453	5,454	5,521	5,331	15	21,416	21,383	21,791	21,051	17	21,370	21,447	21,702	20,948	17	21,370	21,490	22,010	20,303	17	21,370	21,490	22,010	20,303	17		
YoY Margin	(5.6)%	(5.5)%	(4.5)%	(7.8)%	15	(6.1)%	(6.3)%	(4.5)%	(7.8)%	17	(0.2)%	(0.4)%	1.5%	(2.4)%	17	0.0%	0.2%	2.6%	(3.2)%	17							
EBITDA¹																											
Consumer	550	541				2,179	2,163				2,250	2,253				2,363	2,396										
Enterprise	423	424				1,482	1,487				1,635	1,438				1,568	1,565										
Global	142	142				582	590				572	577				583	597										
Openreach	738	741				2,728	2,734				3,066	3,073				3,197	3,213										
Other	(3)	(1)				52	51				34	30				34	30										
Total	1,850	1,849	1,890	1,822	15	7,423	7,427	7,490	7,276	17	7,557	7,586	7,745	7,252	17	7,745	7,814	7,974	7,000	17	7,745	7,814	7,974	7,000	17		
YoY Margin	(6.5)%	(6.5)%	(4.4)%	(7.9)%	15	(6.1)%	(6.1)%	(5.3)%	(8.0)%	17	34.7%	34.7%	35.0%	33.9%	17	35.4%	35.3%	36.6%	34.3%	17	34.3%	36.3%	38.0%	34.4%	17		
Adjusted profit before tax	540	548	616	531	7	2,280	2,282	2,467	2,126	17	2,363	2,399	2,595	2,122	17	2,511	2,514	3,020	1,971	17	2,511	2,514	3,020	1,971	17		
Reported profit before tax	423	416	476	399	6	1,821	1,798	2,073	1,595	17	1,979	1,983	2,224	1,736	17	2,148	2,139	2,638	1,517	17	2,148	2,139	2,638	1,517	17		
Profit after tax	346	338	387	315	7	1,464	1,447	1,680	1,292	17	1,597	1,612	1,802	1,415	17	1,731	1,700	2,121	1,259	17	1,731	1,700	2,121	1,259	17		
INCOME STATEMENT £m unless otherwise stated																											
Total Group revenue¹																											
Operating costs before D&A and specific items																											
Total Group EBITDA¹																											
Depreciation and amortisation ¹																											
Of which lease depreciation																											
Adjusted operating profit																											
Net finance expense																											
Of which lease interest																											
Share of post tax profits/losses of associates & joint ventures ¹																											
Adjusted profit before tax																											
Total specific items																											
Of which impact operating profit																											
Of which net interest on pensions																											
Reported profit before tax																											
Tax - excluding tax on specific items																											
Tax rate before specific items																											
Tax on specific items																											
Profit after tax																											
Adjusted basic earnings per share (pence)																											
Reported basic earnings per share (pence)																											
Dividend per share (pence)																											
Average number of shares in issue (m)																											
CASH FLOW & NET DEBT £m unless otherwise stated																											
Cash capital expenditure	(1,044)	(1,064)	(937)	(1,100)	8	(4,195)	(4,175)	(4,094)	(4,325)	17	(4,349)	(4,371)	(4,198)	(4,525)	17	(4,532)	(4,549)	(4,341)	(4,655)	17							
Normalised free cash flow	301	304	504	(59)	6	1,343	1,341	1,400	1,201	17	1,310	1,325	1,427	1,165	17	1,296	1,308	1,486	853	17							
Net (debt)/cash (reported)	(17,769)	(17,864)	(17,079)	(18,270)	4	(18,154)	(18,173)	(17,618)	(18,883)	17	(18,152)	(18,158)	(17,633)	(19,346)	17	(18,59											