

Q3 FY23							Full year FY23							Full year FY24							Full year FY25						
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	2,519	2,507					9,728	9,749				9,990	10,005				10,155	10,155									
Enterprise	1,239	1,243					4,930	4,932				4,831	4,833				4,772	4,772									
Global	821	827					3,250	3,245				3,183	3,208				3,168	3,189									
Openreach	1,416	1,416					5,674	5,672				5,920	5,900				6,039	5,993									
Other	6	6					27	27				26	27				26	27									
Eliminations	(766)	(767)					(3,075)	(3,072)				(3,130)	(3,136)				(3,149)	(3,193)									
Total Group Revenue¹	5,235	5,237	5,408	5,017	16		20,534	20,403	20,734	20,164	17	20,820	20,814	21,164	20,167	17	21,011	21,028	21,494	20,082	17						
YoY Margin	(2.5)%	(2.5)%	0.7%	(6.6)%	16		(1.5)%	(1.2)%	(0.5)%	(3.3)%	17	1.4%	1.2%	2.7%	0.0%	17	0.9%	0.9%	2.2%	(0.4)%	17						
EBITDA¹																											
Consumer	684	678					2,637	2,652				2,694	2,717				2,770	2,789									
Enterprise	352	350					1,379	1,370				1,316	1,304				1,292	1,266									
Global	107	107					431	431				419	410				424	415									
Openreach	868	865					3,433	3,433				3,589	3,580				3,675	3,706									
Other	9	10					32	30				29	30				30	30									
Total	2,018	2,017	2,064	1,947	16		7,912	7,913	7,967	7,820	17	8,047	8,067	8,243	7,655	17	8,192	8,257	8,485	7,571	17						
YoY Margin	3.0%	2.9%	5.3%	(0.7)%	16		4.4%	4.4%	5.2%	3.2%	17	38.7%	38.4%	39.1%	38.0%	17	39.0%	39.0%	36.3%	(1.1)%	17						
Adjusted profit before tax	679	675	748	586	5		2,468	2,509	2,439	2,139	17	2,516	2,582	2,858	2,104	17	2,591	2,627	3,073	2,055	17						
Reported profit before tax	577	588	652	446	4		1,995	2,011	2,212	1,346	17	2,179	2,205	2,532	1,720	17	2,279	2,322	2,774	1,644	17						
Profit after tax	460	464	548	362	4		1,749	1,765	1,989	1,185	17	1,629	1,665	1,888	1,290	17	1,704	1,764	2,069	1,233	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		Mean	Median	High	Low	Estimates		Mean	Median	High	Low	Estimates		Mean	Median	High	Low	Estimates		Mean	Median	High	Low	Estimates			
Cash capital expenditure	(1,167)	(1,150)	(1,111)	(1,254)	10		(4,999)	(5,004)	(4,800)	(5,074)	17	(4,859)	(4,852)	(4,790)	(4,965)	17	(4,852)	(4,830)	(4,742)	(5,012)	17						
Normalised free cash flow	493	464	700	300	9		1,328	1,333	1,468	1,240	17	1,097	1,143	1,338	887	17	1,216	1,246	1,505	755	17						