

Q2 FY22							Full year FY22							Full year FY23							Full year FY24							
INCOME STATEMENT		Mean	Median	High	Low	Estimates	INCOME STATEMENT		Mean	Median	High	Low	Estimates	INCOME STATEMENT		Mean	Median	High	Low	Estimates	INCOME STATEMENT		Mean	Median	High	Low	Estimates	
£m unless otherwise stated							£m unless otherwise stated							£m unless otherwise stated							£m unless otherwise stated							
<b>Revenue</b>							<b>Revenue</b>							<b>Revenue</b>								<b>Revenue</b>						
Consumer		2,494	2,492				Consumer		9,952	9,958				Consumer		10,092	10,125					Consumer		10,200	10,218			
Enterprise		1,302	1,304				Enterprise		5,230	5,241				Enterprise		5,034	5,048					Enterprise		4,938	5,012			
Global		822	833				Global		3,388	3,387				Global		3,374	3,367					Global		3,361	3,379			
Openreach		1,353	1,352				Openreach		5,458	5,449				Openreach		5,635	5,629					Openreach		5,769	5,754			
Other		6	6				Other		23	25				Other		24	25					Other		24	25			
Eliminations		(741)	(743)				Eliminations		(2,960)	(2,954)				Eliminations		(2,974)	(2,960)					Eliminations		(2,993)	(2,982)			
<b>Total Group Revenue<sup>1</sup></b>		5,238	5,244	5,309	5,171	14	<b>Total Group Revenue<sup>1</sup></b>		21,091	21,119	21,418	20,702	18	<b>Total Group Revenue<sup>1</sup></b>		21,185	21,199	21,741	20,741	18	<b>Total Group Revenue<sup>1</sup></b>		21,297	21,275	21,940	20,534	17	
YoY Margin		(2.2)%	(2.1)%	(0.9)%	(3.5)%	14	YoY Margin		(1.3)%	(1.2)%	0.2%	(3.1)%	18	YoY Margin		0.4%	0.4%	2.0%	(2.1)%	18	YoY Margin		0.5%	0.8%	2.3%	(1.5)%	17	
<b>EBITDA<sup>1</sup></b>							<b>EBITDA<sup>1</sup></b>							<b>EBITDA<sup>1</sup></b>							<b>EBITDA<sup>1</sup></b>							
Consumer		542	535				Consumer		2,207	2,208				Consumer		2,345	2,378					Consumer		2,409	2,424			
Enterprise		412	415				Enterprise		1,661	1,670				Enterprise		1,583	1,571					Enterprise		1,555	1,539			
Global		122	119				Global		534	518				Global		554	558					Global		543	545			
Openreach		768	769				Openreach		3,112	3,114				Openreach		3,271	3,269					Openreach		3,383	3,388			
Other		8	5				Other		51	50				Other		44	48					Other		43	50			
<b>Total</b>		1,850	1,841	1,911	1,799	14	<b>Total</b>		7,565	7,573	7,668	7,461	18	<b>Total</b>		7,799	7,860	7,899	7,298	18	<b>Total</b>		7,953	8,000	8,182	7,087	17	
YoY Margin		(3.0)%	(3.5)%	0.2%	(5.7)%	14	YoY Margin		35.9%	35.9%	36.4%	35.3%	18	YoY Margin		36.8%	37.0%	37.9%	35.0%	18	YoY Margin		37.3%	37.3%	38.8%	(2.9)%	17	
Adjusted profit before tax		544	548	591	527	4	Adjusted profit before tax		2,377	2,377	2,899	2,155	18	Adjusted profit before tax		2,519	2,545	3,148	2,139	18	Adjusted profit before tax		2,627	2,766	3,714	1,814	17	
Reported profit before tax		449	442	499	413	4	Reported profit before tax		1,981	2,038	2,277	1,601	18	Reported profit before tax		2,189	2,187	2,628	1,810	18	Reported profit before tax		2,336	2,383	3,191	1,482	17	
Profit after tax		453	388	723	312	4	Profit after tax		1,635	1,661	2,217	1,183	18	Profit after tax		1,820	1,798	2,138	1,466	18	Profit after tax		1,769	1,809	2,299	1,111	17	
<b>INCOME STATEMENT</b>							<b>INCOME STATEMENT</b>							<b>INCOME STATEMENT</b>							<b>INCOME STATEMENT</b>							
£m unless otherwise stated							Mean	Median	High	Low	Estimates			Mean	Median	High	Low	Estimates			Mean	Median	High	Low	Estimates			
<b>Total Group revenue<sup>1</sup></b>							<b>Total Group revenue<sup>1</sup></b>							<b>Total Group revenue<sup>1</sup></b>							<b>Total Group revenue<sup>1</sup></b>							
Operating costs before D&A and specific items							Operating costs before D&A and specific items							Operating costs before D&A and specific items							Operating costs before D&A and specific items							
<b>Total Group EBITDA<sup>1</sup></b>							<b>Total Group EBITDA<sup>1</sup></b>							<b>Total Group EBITDA<sup>1</sup></b>							<b>Total Group EBITDA<sup>1</sup></b>							
Depreciation and amortisation <sup>1</sup>							Depreciation and amortisation <sup>1</sup>							Depreciation and amortisation <sup>1</sup>							Depreciation and amortisation <sup>1</sup>							
Of which lease depreciation							Of which lease depreciation							Of which lease depreciation								Of which lease depreciation						
<b>Adjusted operating profit</b>							<b>Adjusted operating profit</b>							<b>Adjusted operating profit</b>								<b>Adjusted operating profit</b>						
Net finance expense							Net finance expense							Net finance expense								Net finance expense						
Of which lease interest							Of which lease interest							Of which lease interest								Of which lease interest						
Share of post tax profits/losses of associates & joint ventures <sup>1</sup>							Share of post tax profits/losses of associates & joint ventures <sup>1</sup>							Share of post tax profits/losses of associates & joint ventures <sup>1</sup>							Share of post tax profits/losses of associates & joint ventures <sup>1</sup>							
<b>Adjusted profit before tax</b>							<b>Adjusted profit before tax</b>							<b>Adjusted profit before tax</b>								<b>Adjusted profit before tax</b>						
Total specific items							Total specific items							Total specific items								Total specific items						
Of which impact operating profit							Of which impact operating profit							Of which impact operating profit								Of which impact operating profit						
Of which net interest on pensions							Of which net interest on pensions							Of which net interest on pensions								Of which net interest on pensions						
<b>Reported profit before tax</b>							<b>Reported profit before tax</b>							<b>Reported profit before tax</b>								<b>Reported profit before tax</b>						
Tax - excluding tax on specific items							Tax - excluding tax on specific items							Tax - excluding tax on specific items				</td										