

## **CHANGE TO PRESENTATION OF BT'S FINANCIAL RESULTS FOLLOWING IMPLEMENTATION OF NEW ORGANISATIONAL STRUCTURE**

### **Key points:**

- Presentation of BT's financial results is being changed to reflect the implementation of its new organisational structure announced in April 2007.
- New organisational structure provides greater visibility on end-to-end profitability of the lines of business.
- As previously announced, results for third quarter 2007/08 and onwards will be reported under the new structure.
- Historical results at BT group level and financial targets are unaffected by these changes.
- BT continues to comply with the requirements of the regulatory Undertakings and obligations.

In April 2007, BT announced its plans to accelerate its transformation into a communications services company. Key to this acceleration is the creation of a new organisational structure that will enable the delivery of faster, more resilient and cost effective services to customers. BT moved to this new structure with effect from 1 October 2007 and, as a result, is changing the presentation of its financial results to reflect the impact of the transformation. As previously stated, BT's results for the third quarter of 2007/08, to be announced on 7 February 2008, and onwards will be reported under the new structure. Historical results at BT group level and financial targets are unaffected by these changes.

The new organisational structure is based around two new internal operating divisions, namely BT Design and BT Operate, which support the existing four customer-facing lines of business. BT Design is responsible for the design and development of services and BT Operate is responsible for their deployment and operation. The divisions will help BT deliver software driven products over next generation networks as well as drive the achievement of cost savings.

For comparative purposes, BT is today providing historical results for its lines of business for the 2006/07 financial year and for the first half of the 2007/08 financial year on a quarterly basis under the new structure. The main changes are that

a significant amount of intra-group trading is removed and there is greater visibility on the end-to-end profitability of the lines of business downstream of Openreach. Trading between Openreach and other parts of the group is broadly unchanged.

The summary financial results for the 2006/07 financial year and for the first half of the 2007/08 financial year on a quarterly basis under the old and new structures, showing the adjustments, are attached at Appendix I.

*An analysts' conference call and presentation by Phil Moses, Group Controller and Director of Investor Relations, will be held at 10:00 today and will be audiowebscast simultaneously on the BT website at [www.btplc.com/investorcentre](http://www.btplc.com/investorcentre)*

*Performance indicators updated to reflect the impact of the new organisational structure are also available on the BT website.*

### **For further information**

Inquiries about this news release should be made to the BT Group Newsroom on its 24-hour number: 020 7356 5369. From outside the UK dial + 44 20 7356 5369. All news releases can be accessed at our web site: [www.btplc.com/News](http://www.btplc.com/News)

### **About BT**

BT is one of the world's leading providers of communications solutions and services operating in 170 countries. Its principal activities include networked IT services; local, national and international telecommunications services; higher-value broadband and internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale.

In the year ended 31 March 2007, BT Group plc's revenue was £20,223 million with profit before taxation of £2,484 million.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York.

For more information, visit [www.bt.com/aboutbt](http://www.bt.com/aboutbt)

## APPENDIX I

### Financial results 2006/07 - quarterly summary

<i>Revenue</i>	Year ended 31 March 2007			New reporting structure			
	As reported	Adjustment	New reporting structure	Q1	Q2	Q3	Q4
	£m	£m	£m	£m	£m	£m	£m
BT Global Services	9,106	(1,794)	7,312	1,714	1,725	1,848	2,025
BT Retail	8,414	(68)	8,346	2,054	2,061	2,108	2,123
BT Wholesale	7,584	(2,198)	5,386	1,328	1,362	1,361	1,335
Openreach	5,177	46	5,223	1,271	1,290	1,326	1,336
Other	17	-	17	6	4	2	5
Intra-group trading	(10,075)	4,014	(6,061)	(1,509)	(1,501)	(1,519)	(1,532)
<b>Total</b>	<b>20,223</b>	<b>-</b>	<b>20,223</b>	<b>4,864</b>	<b>4,941</b>	<b>5,126</b>	<b>5,292</b>

<i>EBITDA before specific items and leaver costs</i>	Year ended 31 March 2007			New reporting structure			
	As reported	Adjustment	New reporting structure	Q1	Q2	Q3	Q4
	£m	£m	£m	£m	£m	£m	£m
BT Global Services	1,020	(244)	776	162	169	175	270
BT Retail	869	512	1,381	300	358	360	363
BT Wholesale	1,961	(450)	1,511	383	376	379	373
Openreach	1,888	43	1,931	484	470	480	497
Other	42	139	181	57	45	45	34
<b>Total</b>	<b>5,780</b>	<b>-</b>	<b>5,780</b>	<b>1,386</b>	<b>1,418</b>	<b>1,439</b>	<b>1,537</b>

<i>Depreciation and amortisation</i>	Year ended 31 March 2007			New reporting structure			
	As reported	Adjustment	New reporting structure	Q1	Q2	Q3	Q4
	£m	£m	£m	£m	£m	£m	£m
BT Global Services	675	(10)	665	147	155	172	191
BT Retail	171	274	445	104	105	115	121
BT Wholesale	1,198	(290)	908	222	225	229	232
Openreach	707	-	707	175	178	177	177
Other	169	26	195	55	40	48	52
<b>Total</b>	<b>2,920</b>	<b>-</b>	<b>2,920</b>	<b>703</b>	<b>703</b>	<b>741</b>	<b>773</b>

<i>Operating profit before specific items and leaver costs</i>	Year ended 31 March 2007			New reporting structure			
	As reported	Adjustment	New reporting structure	Q1	Q2	Q3	Q4
	£m	£m	£m	£m	£m	£m	£m
BT Global Services	345	(234)	111	15	14	3	79
BT Retail	698	238	936	196	253	245	242
BT Wholesale	763	(160)	603	161	151	150	141
Openreach	1,181	43	1,224	309	292	303	320
Other	(127)	113	(14)	2	5	(3)	(18)
<b>Total</b>	<b>2,860</b>	<b>-</b>	<b>2,860</b>	<b>683</b>	<b>715</b>	<b>698</b>	<b>764</b>

## Financial results 2007/08 - quarterly summary

<i>Revenue</i>	Half year ended 30 September 2007			New reporting structure	
	As reported	Adjustment	New reporting structure	Q1	Q2
	£m	£m	£m	£m	£m
BT Global Services	4,536	(838)	3,698	1,815	1,883
BT Retail	4,195	(22)	4,173	2,047	2,126
BT Wholesale	3,678	(1,104)	2,574	1,318	1,256
Openreach	2,614	14	2,628	1,321	1,307
Other	12	-	12	7	5
Intra-group trading	(4,907)	1,950	(2,957)	(1,475)	(1,482)
<b>Total</b>	<b>10,128</b>	<b>-</b>	<b>10,128</b>	<b>5,033</b>	<b>5,095</b>

<i>EBITDA before specific items and leaver costs</i>	Half year ended 30 September 2007			New reporting structure	
	As reported	Adjustment	New reporting structure	Q1	Q2
	£m	£m	£m	£m	£m
BT Global Services	479	(115)	364	178	186
BT Retail	455	263	718	331	387
BT Wholesale	952	(215)	737	375	362
Openreach	939	14	953	482	471
Other	48	53	101	59	42
<b>Total</b>	<b>2,873</b>	<b>-</b>	<b>2,873</b>	<b>1,425</b>	<b>1,448</b>

<i>Depreciation and amortisation</i>	Half year ended 30 September 2007			New reporting structure	
	As reported	Adjustment	New reporting structure	Q1	Q2
	£m	£m	£m	£m	£m
BT Global Services	339	11	350	171	179
BT Retail	82	133	215	109	106
BT Wholesale	535	(116)	419	209	210
Openreach	351	-	351	181	170
Other	95	(28)	67	39	28
<b>Total</b>	<b>1,402</b>	<b>-</b>	<b>1,402</b>	<b>709</b>	<b>693</b>

<i>Operating profit before specific items and leaver costs</i>	Half year ended 30 September 2007			New reporting structure	
	As reported	Adjustment	New reporting structure	Q1	Q2
	£m	£m	£m	£m	£m
BT Global Services	140	(126)	14	7	7
BT Retail	373	130	503	222	281
BT Wholesale	417	(99)	318	166	152
Openreach	588	14	602	301	301
Other	(47)	81	34	20	14
<b>Total</b>	<b>1,471</b>	<b>-</b>	<b>1,471</b>	<b>716</b>	<b>755</b>

**Internal revenue adjustment by line of  
business  
2006/07 financial year**

	As reported					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	596	988	13	42	1,639
BT Retail	156	-	177	71	13	417
BT Wholesale	1,115	1,105	-	1,307	-	3,527
Openreach	441	2,517	1,499	-	35	4,492
<b>Total</b>	<b>1,712</b>	<b>4,218</b>	<b>2,664</b>	<b>1,391</b>	<b>90</b>	<b>10,075</b>

	Adjustment					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	-596	-988	-13	-42	-1,639
BT Retail	-25	-	-104	-69	27	-171
BT Wholesale	-1,115	-1,105	-	-30	-	-2,250
Openreach	-	-	-1,461	-	1,507	46
<b>Total</b>	<b>-1,140</b>	<b>-1,701</b>	<b>-2,553</b>	<b>-112</b>	<b>1,492</b>	<b>-4,014</b>

	New reporting structure					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	-	-	-	-	-
BT Retail	131	-	73	2	40	246
BT Wholesale	-	-	-	1,277	-	1,277
Openreach	441	2,517	38	-	1,542	4,538
<b>Total</b>	<b>572</b>	<b>2,517</b>	<b>111</b>	<b>1,279</b>	<b>1,582</b>	<b>6,061</b>

**Internal revenue adjustment by line of business**  
**2007/08 half year**

	As reported					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	294	439	7	23	763
BT Retail	91	-	74	39	3	207
BT Wholesale	555	563	-	628	-4	1,742
Openreach	210	1,224	744	-	17	2,195
<b>Total</b>	<b>856</b>	<b>2,081</b>	<b>1,257</b>	<b>674</b>	<b>39</b>	<b>4,907</b>

	Adjustment					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	-294	-439	-7	-23	-763
BT Retail	-12	-	-44	-38	18	-76
BT Wholesale	-555	-563	-	-11	4	-1,125
Openreach	-	-	-724	-	738	14
<b>Total</b>	<b>-567</b>	<b>-857</b>	<b>-1,207</b>	<b>-56</b>	<b>737</b>	<b>-1,950</b>

	New reporting structure					Total £m
	BT Global Services £m	BT Retail £m	BT Wholesale £m	Openreach £m	Other £m	
<b>Internal revenue recorded by</b>						
BT Global Services	-	-	-	-	-	-
BT Retail	79	-	30	1	21	131
BT Wholesale	-	-	-	617	-	617
Openreach	210	1,224	20	-	755	2,209
<b>Total</b>	<b>289</b>	<b>1,224</b>	<b>50</b>	<b>618</b>	<b>776</b>	<b>2,957</b>