

Key Performance Indicators

Description	Page
External Revenue by Segment	1
External Revenue Analysis / Sales Order Value	2
Summary Cost Analysis	3
Capex	4
Total Call Volumes / Growth	5
Exchange Lines	6
BTTogether Packages / Retail Mobility Connections	7
Consumer Revenue per Consumer Household	8
Market Share	9
Carrier Pre Select & Wholesale Line Rental	10

EXTERNAL REVENUE BY SEGMENT	2003/4					2004/5					2005/6
	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m
Consumer	1,497	1,498	1,505	1,474	5,974	1,425	1,421	1,409	1,382	5,637	1,334
Major Corporate *	1,416	1,413	1,407	1,645	5,881	1,424	1,444	1,473	1,728	6,069	1,630
Business	650	654	636	660	2,600	623	629	606	606	2,464	591
Wholesale / Global Carrier *	1,017	999	1,021	993	4,030	1,088	1,102	1,090	1,148	4,428	1,222
Other	6	4	9	15	34	7	6	6	6	25	6
Total	4,586	4,568	4,578	4,787	18,519	4,567	4,602	4,584	4,870	18,623	4,783

* Q4 2004/05 restated to reflect Major Corporate / Global Carrier split of Albacom and Infonet

Headline Year-on-Year Growth

EXTERNAL REVENUE BY SEGMENT	2003/4					2004/5					2005/6
	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m
Consumer	1.8%	(2.9%)	(2.6%)	(2.3%)	(1.5%)	(4.8%)	(5.1%)	(6.4%)	(6.2%)	(5.6%)	(6.4%)
Major Corporate	0.1%	0.9%	(2.6%)	7.2%	1.5%	0.6%	2.2%	4.7%	5.0%	3.2%	14.5%
Business	(5.7%)	(4.4%)	(6.1%)	(0.9%)	(4.3%)	(4.2%)	(3.8%)	(4.7%)	(8.2%)	(5.2%)	(5.1%)
Wholesale / Global Carrier	1.8%	(2.3%)	(0.3%)	(6.8%)	(1.9%)	7.0%	10.3%	6.8%	15.6%	9.9%	12.3%
Other	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
Total	0.0%	(2.0%)	(2.6%)	0.2%	(1.1%)	(0.4%)	0.7%	0.1%	1.7%	0.6%	4.7%

Underlying Year-on-Year Growth - excluding impact of mobile termination and revenues from Infonet and Albacom

EXTERNAL REVENUE BY SEGMENT	2003/4					2004/5					2005/6
	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m
Consumer	2.3%	(1.7%)	(1.7%)	(1.4%)	(0.6%)	(4.0%)	(4.3%)	(4.8%)	(4.8%)	(4.5%)	(4.8%)
Major Corporate	0.1%	1.1%	(2.4%)	7.4%	1.7%	0.8%	2.5%	5.3%	0.8%	2.3%	4.1%
Business	(5.1%)	(3.1%)	(5.2%)	0.2%	(3.3%)	(3.4%)	(2.9%)	(2.5%)	(6.2%)	(3.8%)	(2.9%)
Wholesale / Global Carrier	3.2%	1.9%	3.1%	(3.5%)	1.1%	10.6%	14.4%	16.0%	21.7%	15.6%	16.8%
Other	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m	n/m
Total	0.6%	(0.5%)	(1.4%)	1.4%	0.1%	0.8%	2.1%	3.2%	2.2%	2.1%	3.4%

EXTERNAL REVENUE ANALYSIS	2003/4					2004/5					2005/6
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
	£m	£m	£m	£m	£m	£m	£m	£m	£m	£m	£m
Exchange lines/ISDN - connection and rental	949	962	939	929	3,779	918	959	952	934	3,763	921
Calls	1,120	1,091	1,059	1,044	4,314	982	888	820	799	3,489	764
Private Circuits	352	324	348	324	1,348	326	325	325	316	1,292	314
Transit, conveyance, interconnect circuits and other wholesale (incl. FRIACO)	638	632	597	607	2,474	657	650	619	599	2,525	630
Other	817	798	797	805	3,217	748	747	733	776	3,004	769
Total Traditional	3,876	3,807	3,740	3,709	15,132	3,631	3,569	3,449	3,424	14,073	3,398
ICT / Solutions / C&SI	552	584	611	799	2,546	634	699	738	995	3,066	904
Broadband	92	106	128	165	491	186	199	253	292	930	314
Mobility	16	17	26	40	99	43	49	55	58	205	61
Other	50	54	73	74	251	73	86	89	101	349	106
Total New Wave	710	761	838	1,078	3,387	936	1,033	1,135	1,446	4,550	1,385
Total Revenue (Incl. Infonet and Albacom)	4,586	4,568	4,578	4,787	18,519	4,567	4,602	4,584	4,870	18,623	4,783
Memo: Infonet and Albacom included above - Traditional									32	32	45
New Wave									79	79	158
									111	111	203

SOLUTIONS AND C&SI SALES ORDER VALUE	2003/4				2004/5				2005/6
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
	£m	£m	£m	£m	£m	£m	£m	£m	£m
Total order intake	2,048	561	2,078	2,325	1,276	852	1,235	3,798	2,359
Rolling 12 months order intake	5,875	6,020	6,343	7,012	6,240	6,531	5,688	7,161	8,244

Summary Cost Analysis	2004/5				Total £m	2005/6
	Q1 £m	Q2 £m	Q3 £m	Q4 £m		Q1 £m
Net staff costs before leaver costs	898	859	929	980	3,666	965
Leaver costs	102	8	12	44	166	6
Net staff costs (including leaver costs)	1,000	867	941	1,024	3,832	971
Other operating costs	1,333	1,418	1,417	1,554	5,722	1,526
Sub total	2,333	2,285	2,358	2,578	9,554	2,497
POLO's	988	965	881	891	3,725	971
Depreciation and amortisation	700	704	695	745	2,844	706
Amortisation of acquired intangibles	-	-	-	-	-	3
Total costs*	4,021	3,954	3,934	4,214	16,123	4,177

* Under IFRS basis and before specific items

Capex by Line of Business	2003/4					2004/5					2005/6
	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m	Q2 £m	Q3 £m	Q4 £m	Total £m	Q1 £m
BT Retail	20	20	32	46	118	28	36	40	50	154	35
Access	215	232	270	249	966	269	274	269	225	1,037	257
Switch	11	22	37	17	87	30	25	31	14	100	10
Transmission	54	46	49	64	213	45	50	73	62	230	46
Products/Systems Support	88	108	133	214	543	131	196	140	139	606	174
BT Wholesale	368	408	489	544	1,809	475	545	513	440	1,973	487
Solutions and C&SI	36	25	19	41	121	47	61	66	86	260	51
UK Networks	24	35	33	39	131	37	35	24	25	121	27
Other	42	42	63	80	227	65	73	56	53	247	64
BT Global Services	102	102	115	160	479	149	169	146	164	628	142
Others (includes Fleet and Property)	62	48	63	94	267	42	53	71	90	256	52
Total	552	578	699	844	2,673	694	803	770	744	3,011	716

Total Fixed Network Calls													
Quarterly Minutes (billions)	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Internet Related and Other Non Geo	15.61	14.80	14.83	14.81	13.94	13.06	12.51	12.45	10.93	10.13	9.33	8.68	7.51
Fixed to Mobile	2.26	2.34	2.34	2.31	2.37	2.37	2.29	2.26	2.21	2.20	2.13	2.08	2.13
Total Non Geographic Calls	17.88	17.13	17.18	17.12	16.31	15.43	14.79	14.70	13.13	12.33	11.46	10.76	9.64
Local	12.96	12.66	13.16	12.81	12.04	11.67	11.89	11.78	10.61	10.34	10.42	10.15	9.53
National	6.58	6.59	6.65	6.52	6.14	6.09	6.07	6.09	5.53	5.51	5.46	5.33	5.09
International	0.57	0.57	0.58	0.57	0.56	0.55	0.56	0.55	0.52	0.52	0.52	0.50	0.49
Total Geographic	20.11	19.83	20.39	19.91	18.74	18.31	18.51	18.43	16.66	16.37	16.40	15.98	15.11
Total Retail	37.98	36.96	37.56	37.03	35.04	33.74	33.30	33.13	29.79	28.70	27.86	26.74	24.75
Freephone and FRIACO	18.03	18.80	20.83	22.90	23.20	22.10	22.23	23.64	20.88	18.55	16.71	15.84	12.83
BT Group Originating Calls*	56.01	55.76	58.39	59.93	58.24	55.84	55.54	56.77	50.67	47.25	44.57	42.58	37.58
* Excluding Payphones and Directories (c0.3bn mins/qtr)													
Total Fixed Network Calls													
Quarterly Year on Year Minutes Change	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Internet Related and Other Non Geo	(3)%	(8)%	(8)%	(11)%	(11)%	(12)%	(16)%	(16)%	(22)%	(22)%	(25)%	(30)%	(31)%
Fixed to Mobile	5%	7%	6%	5%	5%	1%	(2)%	(2)%	(7)%	(7)%	(7)%	(8)%	(4)%
Total Non Geographic Calls	(2)%	(6)%	(6)%	(9)%	(9)%	(10)%	(14)%	(14)%	(19)%	(20)%	(23)%	(27)%	(27)%
Local	(4)%	(5)%	(4)%	(6)%	(7)%	(8)%	(10)%	(8)%	(12)%	(11)%	(12)%	(14)%	(10)%
National	(3)%	(3)%	(2)%	(4)%	(7)%	(8)%	(9)%	(7)%	(10)%	(10)%	(10)%	(12)%	(8)%
International	(9)%	(11)%	(8)%	(4)%	(3)%	(3)%	(3)%	(4)%	(7)%	(6)%	(7)%	(9)%	(6)%
Total Geographic	(4)%	(4)%	(3)%	(5)%	(7)%	(8)%	(9)%	(7)%	(11)%	(11)%	(11)%	(13)%	(9)%
Total Retail	(3)%	(5)%	(5)%	(7)%	(8)%	(9)%	(11)%	(11)%	(15)%	(15)%	(16)%	(19)%	(17)%
Freephone and FRIACO	149%	102%	70%	38%	29%	18%	7%	3%	(10)%	(16)%	(25)%	(33)%	(39)%
BT Group Originating Calls*	21%	16%	13%	6%	4%	0%	(5)%	(5)%	(13)%	(15)%	(20)%	(25)%	(26)%

	Exchange Lines ('000)												
Product Group Summary	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Retail													
Business Voice	5,702	5,661	5,614	5,570	5,539	5,483	5,395	5,324	5,260	5,148	5,043	4,976	4,895
Business ISDN	3,358	3,425	3,468	3,492	3,519	3,528	3,524	3,500	3,476	3,452	3,413	3,382	3,311
Business Broadband	59	78	103	136	158	184	218	247	272	297	326	347	371
Major Corporate Broadband *	3	5	8	10	20	26	33	40	47	55	65	75	83
Total Business	9,122	9,169	9,193	9,208	9,236	9,221	9,170	9,111	9,055	8,952	8,847	8,780	8,660
Residential Voice	19,735	19,744	19,790	19,775	19,716	19,679	19,683	19,649	19,554	19,497	19,467	19,405	19,086
Residential ISDN	300	303	301	290	280	264	243	221	198	170	140	115	93
Residential Broadband	110	150	205	293	378	455	578	680	783	931	1,100	1,330	1,486
Total Residential	20,145	20,197	20,296	20,358	20,374	20,398	20,504	20,550	20,535	20,598	20,707	20,850	20,665
Total Voice	25,437	25,405	25,404	25,345	25,255	25,162	25,078	24,973	24,814	24,645	24,510	24,381	23,981
Total ISDN	3,658	3,728	3,769	3,782	3,799	3,792	3,767	3,721	3,674	3,622	3,553	3,497	3,404
Total Broadband*	172	233	316	439	556	665	829	967	1,102	1,283	1,491	1,752	1,940
Total Retail Lines	29,267	29,366	29,489	29,566	29,610	29,619	29,674	29,661	29,590	29,550	29,554	29,630	29,325
BT Wholesale													
BT Wholesale Broadband Connections	277	391	555	800	1,058	1,339	1,753	2,215	2,687	3,294	4,107	4,932	5,598
* Sold to Major Corporates as Connectivity and not as ISP.													

BT Together Packages ('000)														
	Mar-02	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Total	8,590	8,736	8,814	8,883	8,894	8,873	8,934	8,956	8,859	8,991	17,617	17,599	17,560	17,268
Option 1	N/A	N/A	N/A	N/A	N/A	5,100	5,255	5,379	5,419	5,609	14,270	14,314	14,326	14,119
Option 2	N/A	N/A	N/A	N/A	N/A	1,087	1,173	1,220	1,218	1,250	1,269	1,290	1,317	1,344
Option 3	N/A	N/A	N/A	N/A	N/A	82	210	274	324	433	515	556	582	582
BTT Local	N/A	N/A	N/A	N/A	N/A	2,604	2,296	2,083	1,898	1,699	1,563	1,439	1,335	1,223
BT Mobility Connections ('000)														
	Mar-02	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Total					27	57	70	106	145	215	305	341	372	370
Business	N/A	N/A	N/A	N/A	27	51	59	82	104	127	144	162	185	196
Consumer	N/A	N/A	N/A	N/A	N/A	6	11	24	41	88	161	179	187	174

Average Revenue per Consumer Household *

	Jun-02 £	Sep-02 £	Dec-02 £	Mar-03 £	Jun-03 £	Sep-03 £	Dec-03 £	Mar-04 £	Jun-04 £	Sep-04 £	Dec-04 £	Mar-05 £	Jun-05 £
Annual revenue	266	269	270	271	272	271	269	268	265	262	259	256	254
Contracted**	55%	55%	56%	56%	56%	57%	57%	58%	59%	60%	61%	63%	65%
Non-contracted	45%	45%	44%	44%	44%	43%	43%	42%	41%	40%	39%	37%	35%

* Rolling 12 month consumer revenue, less mobile polos, divided by average number of primary lines

** Includes line rental, broadband, select services and packages.

Fixed to Fixed Voice Market Share *

	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Residential	73%	73%	74%	73%	72%	70%	69%	68%	66%	65%	63%	62%	61%
Business	47%	47%	47%	46%	45%	44%	43%	43%	43%	42%	42%	41%	41%

* BT estimates: Local, national, international and non-geographic voice minutes

CPS Volumes ('000)														
	Mar-02	Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Number of users*	72	214	381	648	1,044	1,622	2,120	2,725	3,299	3,723	4,169	4,571	4,909	5,291
Net adds in quarter		142	167	267	396	578	498	605	574	424	446	402	338	382
* CPS numbers include those customers who have migrated from Indirect Access														
WLR and Calls & Access Volumes ('000)														
		Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Analogue lines / ISDN Channels		51	57	72	91	121	180	291	377	491	630	825	1,026	1,450
LLU Volumes ('000)														
		Jun-02	Sep-02	Dec-02	Mar-03	Jun-03	Sep-03	Dec-03	Mar-04	Jun-04	Sep-04	Dec-04	Mar-05	Jun-05
Full and Shared loops		1	1	2	3	6	8	8	11	14	20	28	41	72