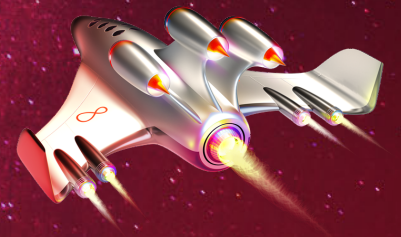




Q1 FINANCIAL RESULTS 2021

All figures UK & Ireland Cable are combined unless otherwise stated
All figures are year on year (yoy) unless otherwise stated



£253m

Operating Free
Cash Flow (OFCF)
+2.4%

£1,269m

Total
Revenue
+1.4%

£507m

Adjusted
EBITDA
-1.9%



£901m

Cable Revenue
-2.1%



£165m

Mobile Revenue
+12.5%



£203m

Business Revenue
+9.8%



£49.86

Monthly Cable ARPU
-4.1%



Cable Customers

6.1 million

Quarterly Additions

+31,000

(Added 43,000
broadband subs)



Mobile Customers

3.5 million

Quarterly Additions

+52,200

(Record Q1 mobile adds)
(+63,000 postpaid adds)



Premises Passed

16.3 million

Q1 Lightning build

+80,000



Gigabit Rollout

46%

of UK footprint

Gig1

The UK's largest gigabit
provider on track for full
network rollout by end 2021



FMC: 25.1%



BUSINESS



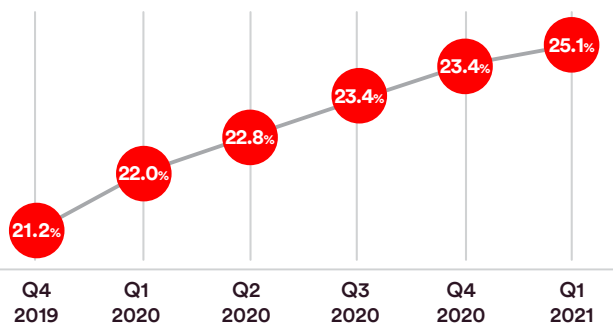
Total Lightning build

2.6m premises



Speed Leadership

97% of UK broadband
customers on +100Mbps



*UK only FMC is: 26.1%, up 3.4% YoY

∞ 28% SOHO base increase

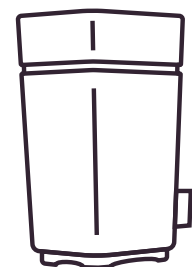
∞ 16.8% growth in B2B
subscription revenue

∞ Wholesale revenue increased
34.3%

∞ 74% of our UK TV customers
now have our V6 set-top box



∞ 91% of UK broadband customers
have our Hub 3.0 or 4.0 routers



JARGON BUSTER

Adjusted EBITDA A measure of profitability, calculated as earnings less interest, tax, depreciation, amortisation, non-operating income and expenses, and certain other items such as share-based compensation

Cable Customers Customers taking one or more of our TV, Broadband and Home phone products (not including Mobile).

Cable Customer Additions The combined number of customers that we added and lost in one quarter.

FMC Fixed-Mobile Convergence. Percentage of fixed broadband base that takes a postpaid mobile product (UK & Ireland)

OFCF Operating Free Cash Flow (OFCF) - revenue less cost of sales minus both our operating costs (OpEx) and our capital expenditure (CapEx), including Premises and Equipment.

ARPU Average Revenue Per Unit is the average monthly subscription revenue per average customer