



Fibre broadband: the legacy starts today

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Commitment from the Government

- ▶ The Government has an ambition for Britain to have “the best superfast broadband network in Europe by 2015”
- ▶ It has allocated £530m – during the lifetime of this parliament - public funding to bring superfast broadband to rural areas
- ▶ The process is administered by Broadband Delivery UK (BDUK)
- ▶ BDUK has allocated the funding to every English county and the devolved nations
- ▶ The counties and nations are now running procurements to select a telecommunications provider to deliver fibre broadband to those areas that are not commercially viable for the private sector to invest alone



Fibre: addressing the challenges



BT's fibre broadband roll-out



£2.5bn investment to bring “superfast” fibre broadband to around two-thirds of UK premises during Spring 2014

- ▶ Already available to more than 12 million homes and businesses
- ▶ A mixture of fibre to the cabinet (FTTC) and fibre to the premise technology (FTTP)
- ▶ FTTC delivers speeds up to 80Mbps download and 20Mbps upload
- ▶ FTTP delivers speeds up to 330Mbps download and 30Mbps upload
- ▶ Next Spring: FTTP available “on demand” for anyone in our FTTC footprint
- ▶ Through partnerships, we believe we can extend fibre broadband to more than 90% of UK premises. We're prepared to commit substantial additional funds to achieve this



No other company in the world is investing as much in fibre without public sector support or a regulatory regime that allows for far greater returns

Our progress to date....

Lancashire

- ▶ Fibre broadband to 97% of the county's premises by the end of 2014

Rutland

- ▶ Fibre broadband to at least 90% of the county by end of 2013

North Yorkshire

- Fibre broadband to 90% of the county's premises by the end of 2014

Wales

- Fibre broadband to 96% of the country's premises by the end of 2015



Surrey

- Fibre broadband to 99%+ of the county's premises by the end of 2014

▶ Meanwhile...

In Cornwall & The Isles of Scilly

- ▶ Fibre to at least 80% of Cornwall - including The Isles of Scilly
- ▶ Faster broadband for 100% of premises
- ▶ Available now to **45%** of premises
- ▶ **15,000** customers connected
- ▶ 22 CPs with customers connected

In Northern Ireland

- ▶ **87%** of all lines are connected to a fibre cabinet
- ▶ Extensive demand stimulation programme undertaken helping achieve over **76,000** connections
- ▶ Roll-out continues...

It's a team game

- ▶ Local authorities and stakeholders have a crucial role to play in both the initiation and delivery of next generation broadband partnerships
- ▶ Through collaborative working on areas such as planning permission, community engagement and demand stimulation, partnerships can ensure a fast and effective roll-out



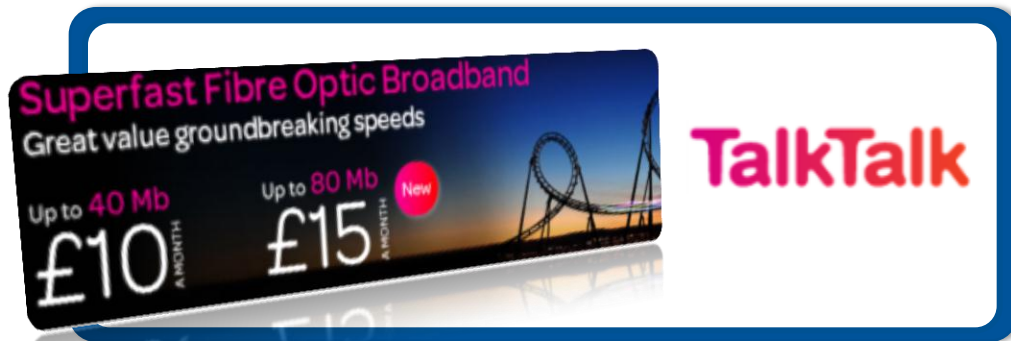
To enhance the lives of 3 million people over the next 5 years by accelerating the roll out of Telehealth and Telecare in the NHS and Social Care, in turn reducing the burden on care services

- ▶ Ensuring that every home and business gets the best possible connection – including Enterprise Zones
- ▶ In North Yorkshire, we're going from contract signature to first customer connected in just six months – a direct result of effective partnership working



...& Open

- ▶ Our open network brings competition, choice & low prices



Superfast Fibre Optic Broadband
Great value groundbreaking speeds

Up to 40 Mb
£10 A MONTH

Up to 80 Mb
£15 A MONTH **New**

TalkTalk



Fibre Broadband & calls

plusnet

from
£16.49
a month*

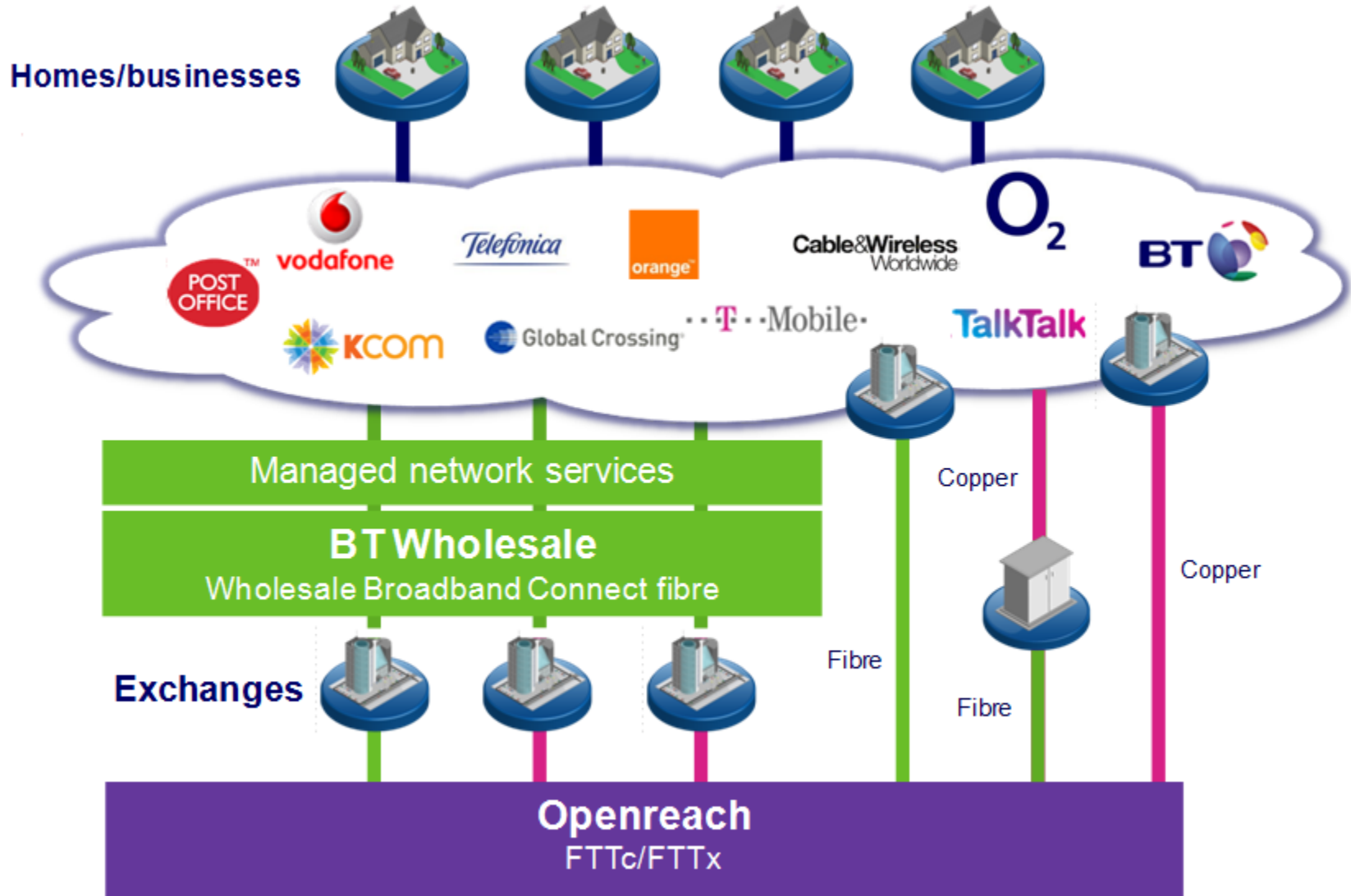


Logos of network partners:

- TalkTalk
- plusnet
- Griffin internet
- Gamma
Clear. Creative. Communications.
- BE
- exponential-e
applied innovation
- BT
- kcom
- zen
INTERNET
LIMITED
- vodafone
- claranet
- entanet
CONNECTING CONFIDENCE®



“Competition ready” network – critical for success



Partnership working...a holistic approach



The legacy starts today

Fibre broadband can help address your key challenges

No-one is doing or investing more than BT to fibre up the UK

Effective partnership working is key to success

Together, we can ensure that the UK has “the best superfast broadband network in Europe by 2015”

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