

# Telecommunications market data tables

## Q4 2006

**1 - Fixed telecoms market data tables**

**2 - Mobile telecoms market data tables**

# 1. Fixed telecoms market data tables

2006 Q4 (October to December 2006)

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## Notes:

**Please note this update is based on calendar quarters:**

Q1: January to March

Q2: April to June

Q3: July to September

Q4: October to December

Note: The data in these tables are the most accurate currently available. Where historical restatements have occurred, this is due to either operator restatements or improvements in methodology.

**Table 1****Summary of network access & call revenues by operator (£millions)**

|                                       | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>Access &amp; Calls<sup>1</sup></b> |                      |           |                           |              |                 |
| 2005                                  | 10,277               | 6,841     | 1,354                     | 2,083        | 66.6%           |
| 2006                                  | 9,811                | 6,182     | 1,270                     | 2,360        | 63.0%           |
| 2005 Q4                               | 2,512                | 1,645     | 329                       | 537          | 65.5%           |
| 2006 Q1                               | 2,505                | 1,612     | 327                       | 566          | 64.4%           |
| 2006 Q2                               | 2,444                | 1,552     | 322                       | 570          | 63.5%           |
| 2006 Q3                               | 2,428                | 1,497     | 329                       | 602          | 61.6%           |
| 2006 Q4                               | 2,435                | 1,521     | 291                       | 622          | 62.5%           |
| <b>Access</b>                         |                      |           |                           |              |                 |
| 2005                                  | 4,547                | 3,559     | 593                       | 395          | 78.3%           |
| 2006                                  | 4,534                | 3,262     | 577                       | 695          | 72.0%           |
| 2005 Q4                               | 1,133                | 859       | 150                       | 124          | 75.8%           |
| 2006 Q1                               | 1,135                | 845       | 150                       | 140          | 74.5%           |
| 2006 Q2                               | 1,145                | 828       | 152                       | 164          | 72.4%           |
| 2006 Q3                               | 1,134                | 798       | 151                       | 184          | 70.4%           |
| 2006 Q4                               | 1,121                | 791       | 125                       | 206          | 70.5%           |
| <b>Calls<sup>1</sup></b>              |                      |           |                           |              |                 |
| 2005                                  | 5,730                | 3,282     | 761                       | 1,687        | 57.3%           |
| 2006                                  | 5,278                | 2,919     | 693                       | 1,665        | 55.3%           |
| 2005 Q4                               | 1,379                | 786       | 179                       | 413          | 57.0%           |
| 2006 Q1                               | 1,370                | 767       | 177                       | 426          | 56.0%           |
| 2006 Q2                               | 1,299                | 723       | 170                       | 406          | 55.7%           |
| 2006 Q3                               | 1,295                | 698       | 179                       | 418          | 53.9%           |
| 2006 Q4                               | 1,313                | 731       | 167                       | 416          | 55.6%           |

<sup>1</sup> Revenue figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain. However all dial-up internet access volumes are included and as such overall revenue and volume figures are not directly comparable.

**Table 2****Summary of exchange line numbers at end of quarter by operator (000's)**

|         | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp;<br/>Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------|----------------------|-----------|-------------------------------|--------------|-----------------|
| 2005    | 34,068               | 25,874    | 4,472                         | 3,722        | 75.9%           |
| 2006    | 33,603               | 23,522    | 4,375                         | 5,706        | 70.0%           |
| 2005 Q4 | 34,068               | 25,874    | 4,472                         | 3,722        | 75.9%           |
| 2006 Q1 | 33,965               | 25,177    | 4,480                         | 4,308        | 74.1%           |
| 2006 Q2 | 33,824               | 24,352    | 4,475                         | 4,997        | 72.0%           |
| 2006 Q3 | 33,720               | 23,794    | 4,522                         | 5,405        | 70.6%           |
| 2006 Q4 | 33,603               | 23,522    | 4,375                         | 5,706        | 70.0%           |

**Table 3****Summary of call volumes by operator (millions of minutes)**

|         | <b>All Operators</b> | <b>BT<sup>2</sup></b> | <b>ntl &amp;<br/>Telewest</b> | <b>Other<br/>Direct<br/>Access</b> | <b>Other<br/>Indirect<br/>Access</b> | <b>BT share<sup>2</sup></b> |
|---------|----------------------|-----------------------|-------------------------------|------------------------------------|--------------------------------------|-----------------------------|
| 2005    | 242,259              | 145,408               | 31,650                        | 22,944                             | 42,257                               | 60.0%                       |
| 2006    | 195,327              | 103,995               | 26,478                        | 18,693                             | 46,161                               | 53.2%                       |
| 2005 Q4 | 54,356               | 31,295                | 7,370                         | 4,874                              | 10,817                               | 57.6%                       |
| 2006 Q1 | 52,992               | 29,494                | 7,168                         | 4,966                              | 11,363                               | 55.7%                       |
| 2006 Q2 | 48,416               | 26,212                | 6,482                         | 4,825                              | 10,898                               | 54.1%                       |
| 2006 Q3 | 47,248               | 24,041                | 6,845                         | 4,659                              | 11,703                               | 50.9%                       |
| 2006 Q4 | 46,671               | 24,248                | 5,983                         | 4,243                              | 12,197                               | 52.0%                       |

<sup>2</sup> Includes calls made to non-BT internet service providers via FRIACO

**Table 4****Summary of call revenues by call type and operator (£millions)**

|                                | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|--------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>UK geographic calls</b>     |                      |           |                           |              |                 |
| 2005                           | 1,670                | 949       | 229                       | 493          | 56.8%           |
| 2006                           | 1,568                | 855       | 203                       | 510          | 54.5%           |
| 2005 Q4                        | 402                  | 226       | 52                        | 124          | 56.2%           |
| 2006 Q1                        | 407                  | 226       | 53                        | 129          | 55.5%           |
| 2006 Q2                        | 384                  | 212       | 49                        | 123          | 55.1%           |
| 2006 Q3                        | 378                  | 200       | 52                        | 127          | 52.7%           |
| 2006 Q4                        | 399                  | 218       | 50                        | 131          | 54.6%           |
| <b>International calls</b>     |                      |           |                           |              |                 |
| 2005                           | 597                  | 324       | 50                        | 223          | 54.3%           |
| 2006                           | 566                  | 299       | 45                        | 222          | 52.8%           |
| 2005 Q4                        | 144                  | 78        | 12                        | 54           | 54.5%           |
| 2006 Q1                        | 145                  | 77        | 11                        | 57           | 52.8%           |
| 2006 Q2                        | 140                  | 75        | 11                        | 54           | 53.6%           |
| 2006 Q3                        | 139                  | 73        | 12                        | 55           | 52.2%           |
| 2006 Q4                        | 141                  | 74        | 11                        | 56           | 52.7%           |
| <b>Calls to mobiles</b>        |                      |           |                           |              |                 |
| 2005                           | 1,787                | 806       | 287                       | 694          | 45.1%           |
| 2006                           | 1,715                | 768       | 256                       | 692          | 44.8%           |
| 2005 Q4                        | 418                  | 192       | 66                        | 159          | 46.1%           |
| 2006 Q1                        | 414                  | 182       | 64                        | 168          | 44.0%           |
| 2006 Q2                        | 426                  | 194       | 65                        | 167          | 45.4%           |
| 2006 Q3                        | 433                  | 186       | 68                        | 179          | 42.9%           |
| 2006 Q4                        | 442                  | 206       | 58                        | 178          | 46.7%           |
| <b>Other calls<sup>3</sup></b> |                      |           |                           |              |                 |
| 2005                           | 1,676                | 1,202     | 196                       | 278          | 71.7%           |
| 2006                           | 1,429                | 998       | 190                       | 242          | 69.8%           |
| 2005 Q4                        | 415                  | 290       | 49                        | 76           | 69.8%           |
| 2006 Q1                        | 404                  | 283       | 49                        | 72           | 70.0%           |
| 2006 Q2                        | 349                  | 243       | 45                        | 61           | 69.6%           |
| 2006 Q3                        | 344                  | 240       | 47                        | 57           | 69.8%           |
| 2006 Q4                        | 332                  | 232       | 49                        | 51           | 69.9%           |

<sup>3</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. Figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain.

**Table 5****Summary of call volumes by call type and operator (millions of minutes)**

|                                | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp;<br/>Telewest</b> | <b>Other<br/>Direct<br/>Access</b> | <b>Other<br/>Indirect<br/>Access</b> | <b>BT share</b> |
|--------------------------------|----------------------|-----------|-------------------------------|------------------------------------|--------------------------------------|-----------------|
| <b>UK geographic calls</b>     |                      |           |                               |                                    |                                      |                 |
| 2005                           | 110,359              | 58,022    | 16,888                        | 9,140                              | 26,309                               | 52.6%           |
| 2006                           | 106,166              | 51,445    | 16,694                        | 8,698                              | 29,329                               | 48.5%           |
| 2005 Q4                        | 27,470               | 14,015    | 4,424                         | 2,212                              | 6,818                                | 51.0%           |
| 2006 Q1                        | 27,774               | 13,877    | 4,448                         | 2,262                              | 7,187                                | 50.0%           |
| 2006 Q2                        | 25,902               | 12,665    | 4,119                         | 2,234                              | 6,883                                | 48.9%           |
| 2006 Q3                        | 26,038               | 12,349    | 4,156                         | 2,112                              | 7,421                                | 47.4%           |
| 2006 Q4                        | 26,453               | 12,554    | 3,971                         | 2,090                              | 7,837                                | 47.5%           |
| <b>International calls</b>     |                      |           |                               |                                    |                                      |                 |
| 2005                           | 5,747                | 1,948     | 402                           | 1,406                              | 1,990                                | 33.9%           |
| 2006                           | 5,714                | 1,829     | 370                           | 1,613                              | 1,902                                | 32.0%           |
| 2005 Q4                        | 1,403                | 471       | 100                           | 340                                | 492                                  | 33.6%           |
| 2006 Q1                        | 1,456                | 465       | 99                            | 401                                | 491                                  | 32.0%           |
| 2006 Q2                        | 1,392                | 449       | 88                            | 389                                | 466                                  | 32.3%           |
| 2006 Q3                        | 1,421                | 453       | 97                            | 424                                | 447                                  | 31.9%           |
| 2006 Q4                        | 1,446                | 462       | 86                            | 399                                | 499                                  | 32.0%           |
| <b>Calls to mobiles</b>        |                      |           |                               |                                    |                                      |                 |
| 2005                           | 15,547               | 8,310     | 1,952                         | 949                                | 4,337                                | 53.4%           |
| 2006                           | 15,617               | 7,886     | 1,871                         | 1,099                              | 4,762                                | 50.5%           |
| 2005 Q4                        | 3,820                | 2,020     | 489                           | 214                                | 1,098                                | 52.9%           |
| 2006 Q1                        | 3,863                | 1,994     | 469                           | 275                                | 1,125                                | 51.6%           |
| 2006 Q2                        | 3,891                | 1,993     | 487                           | 277                                | 1,134                                | 51.2%           |
| 2006 Q3                        | 3,988                | 1,981     | 483                           | 285                                | 1,239                                | 49.7%           |
| 2006 Q4                        | 3,877                | 1,918     | 432                           | 263                                | 1,264                                | 49.5%           |
| <b>Other calls<sup>4</sup></b> |                      |           |                               |                                    |                                      |                 |
| 2005                           | 110,606              | 77,129    | 12,408                        | 11,449                             | 9,620                                | 69.7%           |
| 2006                           | 67,829               | 42,835    | 7,542                         | 7,284                              | 10,168                               | 63.2%           |
| 2005 Q4                        | 21,663               | 14,789    | 2,357                         | 2,107                              | 2,410                                | 68.3%           |
| 2006 Q1                        | 19,899               | 13,158    | 2,151                         | 2,029                              | 2,561                                | 66.1%           |
| 2006 Q2                        | 17,232               | 11,105    | 1,788                         | 1,925                              | 2,414                                | 64.4%           |
| 2006 Q3                        | 15,802               | 9,258     | 2,109                         | 1,839                              | 2,596                                | 58.6%           |
| 2006 Q4                        | 14,896               | 9,314     | 1,494                         | 1,491                              | 2,597                                | 62.5%           |

<sup>4</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. All dial-up calls to the internet are also included. BT figures include calls made to non-BT internet service providers via FRIACO.

**Table 6****Summary of residential network access & call revenues by operator (£millions)**

|                                       | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>Access &amp; Calls<sup>5</sup></b> |                      |           |                           |              |                 |
| 2005                                  | 6,184                | 4,259     | 1,173                     | 752          | 68.9%           |
| 2006                                  | 6,072                | 3,900     | 1,113                     | 1,059        | 64.2%           |
| 2005 Q4                               | 1,530                | 1,037     | 288                       | 205          | 67.8%           |
| 2006 Q1                               | 1,533                | 1,014     | 286                       | 232          | 66.2%           |
| 2006 Q2                               | 1,507                | 969       | 283                       | 255          | 64.3%           |
| 2006 Q3                               | 1,497                | 933       | 288                       | 276          | 62.3%           |
| 2006 Q4                               | 1,534                | 984       | 256                       | 295          | 64.1%           |
| <b>Access</b>                         |                      |           |                           |              |                 |
| 2005                                  | 2,755                | 2,138     | 548                       | 69           | 77.6%           |
| 2006                                  | 2,858                | 2,025     | 534                       | 299          | 70.9%           |
| 2005 Q4                               | 690                  | 521       | 139                       | 30           | 75.6%           |
| 2006 Q1                               | 702                  | 523       | 139                       | 40           | 74.5%           |
| 2006 Q2                               | 723                  | 512       | 141                       | 70           | 70.8%           |
| 2006 Q3                               | 723                  | 495       | 140                       | 87           | 68.5%           |
| 2006 Q4                               | 710                  | 495       | 114                       | 101          | 69.7%           |
| <b>Calls<sup>5</sup></b>              |                      |           |                           |              |                 |
| 2005                                  | 3,429                | 2,121     | 625                       | 683          | 61.9%           |
| 2006                                  | 3,214                | 1,875     | 579                       | 760          | 58.3%           |
| 2005 Q4                               | 840                  | 516       | 149                       | 176          | 61.4%           |
| 2006 Q1                               | 831                  | 491       | 147                       | 192          | 59.2%           |
| 2006 Q2                               | 784                  | 457       | 142                       | 185          | 58.2%           |
| 2006 Q3                               | 774                  | 438       | 148                       | 189          | 56.5%           |
| 2006 Q4                               | 824                  | 489       | 142                       | 194          | 59.3%           |

<sup>5</sup> Revenue figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain. However all dial-up internet access volumes are included and as such overall revenue and volume figures are not directly comparable.

**Table 7****Summary of residential exchange line numbers at end of quarter by operator (000's)**

|         | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------|----------------------|-----------|---------------------------|--------------|-----------------|
| 2005    | 23,734               | 18,419    | 4,067                     | 1,248        | 77.6%           |
| 2006    | 23,483               | 16,750    | 4,003                     | 2,730        | 71.3%           |
| 2005 Q4 | 23,734               | 18,419    | 4,067                     | 1,248        | 77.6%           |
| 2006 Q1 | 23,687               | 17,909    | 4,077                     | 1,701        | 75.6%           |
| 2006 Q2 | 23,623               | 17,258    | 4,098                     | 2,267        | 73.1%           |
| 2006 Q3 | 23,576               | 16,868    | 4,131                     | 2,577        | 71.5%           |
| 2006 Q4 | 23,483               | 16,750    | 4,003                     | 2,730        | 71.3%           |

**Table 8****Summary of residential call volumes by operator (millions of minutes)<sup>1</sup>**

|         | <b>All Operators</b> | <b>BT<sup>2</sup></b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share<sup>6</sup></b> |
|---------|----------------------|-----------------------|---------------------------|--------------|-----------------------------|
| 2005    | 162,207              | 108,139               | 27,787                    | 26,282       | 66.7%                       |
| 2006    | 128,877              | 76,097                | 22,946                    | 29,834       | 59.0%                       |
| 2005 Q4 | 36,611               | 23,189                | 6,455                     | 6,967        | 63.3%                       |
| 2006 Q1 | 35,262               | 21,737                | 6,236                     | 7,289        | 61.6%                       |
| 2006 Q2 | 31,815               | 19,149                | 5,600                     | 7,066        | 60.2%                       |
| 2006 Q3 | 30,863               | 17,272                | 5,939                     | 7,652        | 56.0%                       |
| 2006 Q4 | 30,936               | 17,939                | 5,171                     | 7,826        | 58.0%                       |

<sup>6</sup> Includes calls made to non-BT internet service providers via FRIACO

**Table 9****Summary of residential call revenues by call type and operator (£millions)**

|                                | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|--------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>UK geographic calls</b>     |                      |           |                           |              |                 |
| 2005                           | 974                  | 577       | 183                       | 215          | 59.2%           |
| 2006                           | 899                  | 521       | 167                       | 211          | 58.0%           |
| 2005 Q4                        | 235                  | 142       | 42                        | 51           | 60.3%           |
| 2006 Q1                        | 230                  | 135       | 43                        | 52           | 58.8%           |
| 2006 Q2                        | 216                  | 126       | 41                        | 49           | 58.2%           |
| 2006 Q3                        | 215                  | 120       | 41                        | 53           | 56.1%           |
| 2006 Q4                        | 238                  | 140       | 42                        | 57           | 58.6%           |
| <b>International calls</b>     |                      |           |                           |              |                 |
| 2005                           | 328                  | 194       | 41                        | 93           | 59.0%           |
| 2006                           | 324                  | 172       | 38                        | 113          | 53.2%           |
| 2005 Q4                        | 83                   | 47        | 10                        | 27           | 55.8%           |
| 2006 Q1                        | 83                   | 44        | 9                         | 29           | 53.2%           |
| 2006 Q2                        | 79                   | 42        | 9                         | 28           | 53.1%           |
| 2006 Q3                        | 79                   | 41        | 10                        | 28           | 52.1%           |
| 2006 Q4                        | 83                   | 45        | 9                         | 28           | 54.5%           |
| <b>Calls to mobiles</b>        |                      |           |                           |              |                 |
| 2005                           | 968                  | 503       | 226                       | 238          | 52.0%           |
| 2006                           | 948                  | 467       | 202                       | 279          | 49.3%           |
| 2005 Q4                        | 228                  | 119       | 52                        | 57           | 52.2%           |
| 2006 Q1                        | 229                  | 112       | 51                        | 67           | 48.8%           |
| 2006 Q2                        | 236                  | 114       | 52                        | 71           | 48.1%           |
| 2006 Q3                        | 233                  | 110       | 54                        | 69           | 47.1%           |
| 2006 Q4                        | 249                  | 132       | 46                        | 72           | 53.0%           |
| <b>Other calls<sup>7</sup></b> |                      |           |                           |              |                 |
| 2005                           | 1,159                | 847       | 175                       | 137          | 73.1%           |
| 2006                           | 1,043                | 714       | 172                       | 157          | 68.5%           |
| 2005 Q4                        | 294                  | 208       | 45                        | 41           | 70.9%           |
| 2006 Q1                        | 288                  | 200       | 44                        | 44           | 69.4%           |
| 2006 Q2                        | 253                  | 175       | 40                        | 37           | 69.3%           |
| 2006 Q3                        | 248                  | 167       | 42                        | 39           | 67.2%           |
| 2006 Q4                        | 253                  | 172       | 45                        | 37           | 67.7%           |

<sup>7</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. Figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain.

**Table 10****Summary of residential call volumes by call type and operator (millions of minutes)**

|                                | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|--------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>UK geographic calls</b>     |                      |           |                           |              |                 |
| 2005                           | 74,419               | 43,749    | 14,394                    | 16,275       | 58.8%           |
| 2006                           | 72,366               | 38,617    | 14,420                    | 19,329       | 53.4%           |
| 2005 Q4                        | 18,959               | 10,683    | 3,839                     | 4,438        | 56.3%           |
| 2006 Q1                        | 18,931               | 10,426    | 3,845                     | 4,660        | 55.1%           |
| 2006 Q2                        | 17,577               | 9,452     | 3,579                     | 4,546        | 53.8%           |
| 2006 Q3                        | 17,710               | 9,196     | 3,568                     | 4,946        | 51.9%           |
| 2006 Q4                        | 18,148               | 9,543     | 3,428                     | 5,177        | 52.6%           |
| <b>International calls</b>     |                      |           |                           |              |                 |
| 2005                           | 2,887                | 1,295     | 314                       | 1,279        | 44.9%           |
| 2006                           | 2,722                | 1,186     | 283                       | 1,253        | 43.6%           |
| 2005 Q4                        | 711                  | 314       | 78                        | 320          | 44.1%           |
| 2006 Q1                        | 681                  | 298       | 75                        | 308          | 43.8%           |
| 2006 Q2                        | 649                  | 288       | 66                        | 295          | 44.4%           |
| 2006 Q3                        | 675                  | 293       | 77                        | 305          | 43.4%           |
| 2006 Q4                        | 718                  | 307       | 65                        | 346          | 42.8%           |
| <b>Calls to mobiles</b>        |                      |           |                           |              |                 |
| 2005                           | 8,682                | 5,306     | 1,514                     | 1,862        | 61.1%           |
| 2006                           | 8,318                | 4,797     | 1,421                     | 2,100        | 57.7%           |
| 2005 Q4                        | 2,140                | 1,279     | 375                       | 486          | 59.8%           |
| 2006 Q1                        | 2,048                | 1,213     | 354                       | 481          | 59.2%           |
| 2006 Q2                        | 2,092                | 1,221     | 361                       | 510          | 58.4%           |
| 2006 Q3                        | 2,140                | 1,198     | 377                       | 565          | 56.0%           |
| 2006 Q4                        | 2,039                | 1,165     | 329                       | 545          | 57.1%           |
| <b>Other calls<sup>8</sup></b> |                      |           |                           |              |                 |
| 2005                           | 76,219               | 57,789    | 11,564                    | 6,865        | 75.8%           |
| 2006                           | 45,471               | 31,497    | 6,823                     | 7,151        | 69.3%           |
| 2005 Q4                        | 14,800               | 10,913    | 2,164                     | 1,723        | 73.7%           |
| 2006 Q1                        | 13,602               | 9,800     | 1,963                     | 1,840        | 72.0%           |
| 2006 Q2                        | 11,498               | 8,188     | 1,594                     | 1,716        | 71.2%           |
| 2006 Q3                        | 10,339               | 6,585     | 1,917                     | 1,837        | 63.7%           |
| 2006 Q4                        | 10,032               | 6,924     | 1,349                     | 1,759        | 69.0%           |

<sup>8</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. All dial-up calls to the internet are also included. BT figures include calls made to non-BT internet service providers via FRIACO.

**Table 11****Summary of business network access & call revenues by operator (£millions)**

|                                       | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>Access &amp; Calls<sup>1</sup></b> |                      |           |                           |              |                 |
| 2005                                  | 3,975                | 2,463     | 180                       | 1,332        | 62.0%           |
| 2006                                  | 3,634                | 2,176     | 157                       | 1,301        | 59.9%           |
| 2005 Q4                               | 971                  | 595       | 42                        | 335          | 61.2%           |
| 2006 Q1                               | 946                  | 572       | 41                        | 333          | 60.4%           |
| 2006 Q2                               | 910                  | 556       | 39                        | 315          | 61.1%           |
| 2006 Q3                               | 902                  | 535       | 41                        | 326          | 59.3%           |
| 2006 Q4                               | 876                  | 513       | 36                        | 327          | 58.6%           |
| <b>Access</b>                         |                      |           |                           |              |                 |
| 2005                                  | 1,812                | 1,440     | 44                        | 328          | 79.5%           |
| 2006                                  | 1,676                | 1,237     | 43                        | 396          | 73.8%           |
| 2005 Q4                               | 465                  | 356       | 11                        | 98           | 76.6%           |
| 2006 Q1                               | 432                  | 322       | 11                        | 100          | 74.4%           |
| 2006 Q2                               | 422                  | 316       | 11                        | 94           | 75.0%           |
| 2006 Q3                               | 411                  | 303       | 10                        | 97           | 73.9%           |
| 2006 Q4                               | 411                  | 296       | 10                        | 105          | 71.9%           |
| <b>Calls<sup>9</sup></b>              |                      |           |                           |              |                 |
| 2005                                  | 2,164                | 1,023     | 136                       | 1,004        | 47.3%           |
| 2006                                  | 1,957                | 938       | 114                       | 905          | 47.9%           |
| 2005 Q4                               | 506                  | 238       | 30                        | 238          | 47.1%           |
| 2006 Q1                               | 513                  | 250       | 30                        | 233          | 48.7%           |
| 2006 Q2                               | 488                  | 240       | 28                        | 220          | 49.1%           |
| 2006 Q3                               | 492                  | 232       | 31                        | 229          | 47.1%           |
| 2006 Q4                               | 464                  | 217       | 25                        | 222          | 46.7%           |

<sup>9</sup> Revenue figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain. However all dial-up internet access volumes are included and as such overall revenue and volume figures are not directly comparable.

**Table 12****Summary of business exchange line numbers at end of quarter by operator (000's)**

|         | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp;<br/>Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------|----------------------|-----------|-------------------------------|--------------|-----------------|
| 2005    | 10,335               | 7,456     | 404                           | 2,475        | 72.1%           |
| 2006    | 10,119               | 6,771     | 372                           | 2,976        | 66.9%           |
| 2005 Q4 | 10,335               | 7,456     | 404                           | 2,475        | 72.1%           |
| 2006 Q1 | 10,278               | 7,268     | 403                           | 2,607        | 70.7%           |
| 2006 Q2 | 10,201               | 7,095     | 377                           | 2,730        | 69.5%           |
| 2006 Q3 | 10,144               | 6,926     | 391                           | 2,828        | 68.3%           |
| 2006 Q4 | 10,119               | 6,771     | 372                           | 2,976        | 66.9%           |

**Table 13****Summary of business call volumes by operator (millions of minutes)<sup>1</sup>**

|         | <b>All Operators</b> | <b>BT<sup>2</sup></b> | <b>ntl &amp;<br/>Telewest</b> | <b>Other<br/>Direct<br/>Access</b> | <b>Other<br/>Indirect<br/>Access</b> | <b>BT share<sup>10</sup></b> |
|---------|----------------------|-----------------------|-------------------------------|------------------------------------|--------------------------------------|------------------------------|
| 2005    | 79,302               | 36,520                | 3,864                         | 21,768                             | 17,151                               | 46.1%                        |
| 2006    | 66,017               | 27,465                | 3,531                         | 17,839                             | 17,182                               | 41.6%                        |
| 2005 Q4 | 17,581               | 7,942                 | 915                           | 4,617                              | 4,107                                | 45.2%                        |
| 2006 Q1 | 17,639               | 7,667                 | 931                           | 4,716                              | 4,324                                | 43.5%                        |
| 2006 Q2 | 16,482               | 6,944                 | 882                           | 4,608                              | 4,048                                | 42.1%                        |
| 2006 Q3 | 16,268               | 6,652                 | 906                           | 4,465                              | 4,245                                | 40.9%                        |
| 2006 Q4 | 15,628               | 6,202                 | 812                           | 4,049                              | 4,565                                | 39.7%                        |

<sup>10</sup> Includes calls made to non-BT internet service providers via FRIACO

**Table 14****Summary of business call revenues by call type and operator (£millions)**

|                                 | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other</b> | <b>BT share</b> |
|---------------------------------|----------------------|-----------|---------------------------|--------------|-----------------|
| <b>UK geographic calls</b>      |                      |           |                           |              |                 |
| 2005                            | 696                  | 372       | 46                        | 278          | 53.4%           |
| 2006                            | 668                  | 334       | 36                        | 299          | 49.9%           |
| 2005 Q4                         | 167                  | 84        | 10                        | 73           | 50.3%           |
| 2006 Q1                         | 177                  | 91        | 10                        | 76           | 51.2%           |
| 2006 Q2                         | 168                  | 86        | 8                         | 74           | 51.2%           |
| 2006 Q3                         | 164                  | 79        | 10                        | 74           | 48.4%           |
| 2006 Q4                         | 160                  | 78        | 8                         | 75           | 48.7%           |
| <b>International calls</b>      |                      |           |                           |              |                 |
| 2005                            | 268                  | 130       | 8                         | 130          | 48.6%           |
| 2006                            | 242                  | 126       | 7                         | 109          | 52.2%           |
| 2005 Q4                         | 61                   | 32        | 2                         | 27           | 52.6%           |
| 2006 Q1                         | 62                   | 32        | 2                         | 28           | 52.1%           |
| 2006 Q2                         | 61                   | 33        | 2                         | 26           | 54.2%           |
| 2006 Q3                         | 61                   | 32        | 2                         | 27           | 52.4%           |
| 2006 Q4                         | 58                   | 29        | 2                         | 28           | 50.0%           |
| <b>Calls to mobiles</b>         |                      |           |                           |              |                 |
| 2005                            | 819                  | 303       | 61                        | 455          | 37.0%           |
| 2006                            | 767                  | 301       | 54                        | 413          | 39.2%           |
| 2005 Q4                         | 189                  | 73        | 14                        | 102          | 38.7%           |
| 2006 Q1                         | 185                  | 70        | 14                        | 101          | 37.9%           |
| 2006 Q2                         | 190                  | 80        | 13                        | 96           | 42.1%           |
| 2006 Q3                         | 200                  | 76        | 14                        | 110          | 38.1%           |
| 2006 Q4                         | 192                  | 74        | 12                        | 106          | 38.6%           |
| <b>Other calls<sup>11</sup></b> |                      |           |                           |              |                 |
| 2005                            | 380                  | 218       | 21                        | 141          | 57.3%           |
| 2006                            | 280                  | 178       | 18                        | 85           | 63.5%           |
| 2005 Q4                         | 89                   | 49        | 5                         | 35           | 55.1%           |
| 2006 Q1                         | 90                   | 57        | 4                         | 28           | 63.4%           |
| 2006 Q2                         | 69                   | 41        | 5                         | 24           | 58.7%           |
| 2006 Q3                         | 67                   | 44        | 5                         | 18           | 66.1%           |
| 2006 Q4                         | 54                   | 36        | 4                         | 14           | 66.4%           |

<sup>11</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. Figures are not intended to include subscription revenues for unmetered dial-up internet access although some element may remain.

**Table 15****Summary of business call volumes by call type and operator (millions of minutes)**

|                                 | <b>All Operators</b> | <b>BT</b> | <b>ntl &amp; Telewest</b> | <b>Other Direct Access</b> | <b>Other Indirect Access</b> | <b>BT share</b> |
|---------------------------------|----------------------|-----------|---------------------------|----------------------------|------------------------------|-----------------|
| <b>UK geographic calls</b>      |                      |           |                           |                            |                              |                 |
| 2005                            | 35,940               | 14,273    | 2,494                     | 8,491                      | 10,682                       | 39.7%           |
| 2006                            | 33,798               | 12,827    | 2,274                     | 8,156                      | 10,541                       | 38.0%           |
| 2005 Q4                         | 8,511                | 3,332     | 586                       | 2,059                      | 2,534                        | 39.2%           |
| 2006 Q1                         | 8,843                | 3,451     | 604                       | 2,108                      | 2,680                        | 39.0%           |
| 2006 Q2                         | 8,325                | 3,213     | 540                       | 2,102                      | 2,470                        | 38.6%           |
| 2006 Q3                         | 8,327                | 3,153     | 587                       | 1,990                      | 2,597                        | 37.9%           |
| 2006 Q4                         | 8,304                | 3,010     | 543                       | 1,956                      | 2,795                        | 36.2%           |
| <b>International calls</b>      |                      |           |                           |                            |                              |                 |
| 2005                            | 2,859                | 653       | 88                        | 1,402                      | 716                          | 22.8%           |
| 2006                            | 2,993                | 644       | 87                        | 1,609                      | 653                          | 21.5%           |
| 2005 Q4                         | 691                  | 158       | 22                        | 339                        | 173                          | 22.8%           |
| 2006 Q1                         | 775                  | 168       | 24                        | 400                        | 184                          | 21.6%           |
| 2006 Q2                         | 743                  | 161       | 22                        | 387                        | 173                          | 21.7%           |
| 2006 Q3                         | 746                  | 160       | 20                        | 423                        | 143                          | 21.4%           |
| 2006 Q4                         | 728                  | 155       | 21                        | 398                        | 154                          | 21.3%           |
| <b>Calls to mobiles</b>         |                      |           |                           |                            |                              |                 |
| 2005                            | 6,865                | 3,004     | 438                       | 905                        | 2,519                        | 43.8%           |
| 2006                            | 7,300                | 3,089     | 450                       | 1,057                      | 2,703                        | 42.3%           |
| 2005 Q4                         | 1,680                | 740       | 114                       | 204                        | 622                          | 44.1%           |
| 2006 Q1                         | 1,815                | 781       | 115                       | 264                        | 654                          | 43.0%           |
| 2006 Q2                         | 1,799                | 772       | 126                       | 266                        | 635                          | 42.9%           |
| 2006 Q3                         | 1,848                | 783       | 106                       | 275                        | 684                          | 42.4%           |
| 2006 Q4                         | 1,838                | 753       | 103                       | 253                        | 729                          | 41.0%           |
| <b>Other calls<sup>12</sup></b> |                      |           |                           |                            |                              |                 |
| 2005                            | 33,637               | 18,590    | 844                       | 10,970                     | 3,234                        | 55.3%           |
| 2006                            | 21,927               | 10,906    | 720                       | 7,016                      | 3,285                        | 49.7%           |
| 2005 Q4                         | 6,699                | 3,712     | 193                       | 2,015                      | 778                          | 55.4%           |
| 2006 Q1                         | 6,207                | 3,268     | 188                       | 1,944                      | 807                          | 52.7%           |
| 2006 Q2                         | 5,615                | 2,798     | 194                       | 1,854                      | 770                          | 49.8%           |
| 2006 Q3                         | 5,347                | 2,556     | 193                       | 1,777                      | 821                          | 47.8%           |
| 2006 Q4                         | 4,758                | 2,284     | 145                       | 1,442                      | 887                          | 48.0%           |

<sup>12</sup> Includes freephone, special local and national rate, premium rate, directory enquiries and all other call types. All dial-up calls to the internet are also included. BT figures include calls made to non-BT internet service providers via FRIACO.

**Table 16****Summary of residential and small business broadband connections (000's)<sup>13</sup>**

|                | <b>Total</b>  | <b>BT retail DSL</b> | <b>Other DSL</b> | <b>Cable Modem</b> | <b>Other (inc. LLU)</b> | <b>BT retail share</b> |
|----------------|---------------|----------------------|------------------|--------------------|-------------------------|------------------------|
| 2005           | 9,894         | 2,311                | 4,717            | 2,666              | 201                     | 23.4%                  |
| 2006           | 12,995        | 3,103                | 5,530            | 3,059              | 1,304                   | 23.9%                  |
| 2005 Q4        | 9,894         | 2,311                | 4,717            | 2,666              | 201                     | 23.4%                  |
| 2006 Q1        | 10,946        | 2,565                | 5,149            | 2,868              | 365                     | 23.4%                  |
| 2006 Q2        | 11,517        | 2,720                | 5,306            | 2,902              | 589                     | 23.6%                  |
| 2006 Q3        | 12,219        | 2,867                | 5,524            | 2,980              | 847                     | 23.5%                  |
| 2006 Q4        | 12,995        | 3,103                | 5,530            | 3,059              | 1,304                   | 23.9%                  |
| <b>2007 Q1</b> | <b>13,849</b> | <b>3,541</b>         | <b>5,243</b>     | <b>3,146</b>       | <b>1,918</b>            | <b>25.6%</b>           |

<sup>13</sup> Figures exclude corporate broadband connections

**Table 17****Summary of lines with Carrier Pre-Selection (000's)**

|         | <b>CPS lines</b> | <b>Total BT retail and WLR lines</b> | <b>BT retail lines</b> | <b>WLR lines</b> | <b>Proportion of BT Retail and WLR lines with CPS</b> |
|---------|------------------|--------------------------------------|------------------------|------------------|---|
| 2004    | 4,571            | 28,546                               | 27,721                 | 825              | 16.0%   |
| 2005    | 5,781            | 28,208                               | 25,874                 | 2,333            | 20.5%   |
| 2005 Q4 | 5,781            | 28,208                               | 25,874                 | 2,333            | 20.5%   |
| 2006 Q1 | 6,068            | 28,051                               | 25,177                 | 2,874            | 21.6%   |
| 2006 Q2 | 6,335            | 27,910                               | 24,352                 | 3,557            | 22.7%   |
| 2006 Q3 | 6,397            | 27,799                               | 23,794                 | 4,005            | 23.0%   |
| 2006 Q4 | 6,315            | 27,714                               | 23,522                 | 4,192            | 22.8%   |

## 2. Mobile telecoms market data tables

2006 Q4 (October to December 2006)

### Table

|          |   |           |
|----------|---|-----------|
| <b>1</b> | Estimated retail revenues generated by mobile telephony | <b>17</b> |
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| <b>6</b> | Interconnection call volumes                            | <b>20</b> |

Note: The data in these tables are the most accurate currently available. Where historical restatements have occurred, this is due to either operator restatements or improvements in methodology.

**Table 1****Estimated retail revenues generated by mobile telephony (£m)<sup>1</sup>**

|                                | Vodafone | O2 <sup>2</sup> | T-Mobile | Orange |
|--------------------------------|----------|-----------------|----------|--------|
| <b>Calls and other charges</b> |          |                 |          |        |
| 2005 Q4                        | 782      | 619             | 475      | 624    |
| 2006 Q1                        | 760      | 630             | 492      | 613    |
| 2006 Q2                        | 770      | 655             | 565      | 621    |
| 2006 Q3                        | 802      | 689             | 573      | 641    |
| 2006 Q4                        | 787      | 683             | 543      | 633    |
| <b>SMS and MMS</b>             |          |                 |          |        |
| 2005 Q4                        | 136      | 230             | 84       | 119    |
| 2006 Q1                        | 136      | 234             | 83       | 115    |
| 2006 Q2                        | 144      | 240             | 94       | 110    |
| 2006 Q3                        | 149      | 253             | 101      | 114    |
| 2006 Q4                        | 153      | 262             | 95       | 111    |
| <b>Total</b>                   |          |                 |          |        |
| 2005 Q4                        | 918      | 850             | 559      | 743    |
| 2006 Q1                        | 896      | 864             | 575      | 728    |
| 2006 Q2                        | 914      | 895             | 660      | 732    |
| 2006 Q3                        | 951      | 942             | 674      | 755    |
| 2006 Q4                        | 940      | 944             | 638      | 743    |

<sup>1</sup> This table shows consumer expenditure on each of the mobile networks. The expenditure of customers of Independent Service Providers is estimated. While the methods of estimation differ for each of the networks Ofcom believes that the figures are comparable. The revenue figures exclude revenues from connections and other services such as ring tones.

Other charges include connection charges as well as data charges other than SMS and MMS.

<sup>2</sup> O2 figures do not include those for Tesco Mobile

**Table 2****Call volumes by call type and operator (millions of minutes)**

|                               | Vodafone | O2 <sup>3</sup> | T-Mobile <sup>4</sup> | Orange |
|-------------------------------|----------|-----------------|-----------------------|--------|
| <b>UK calls</b>               |          |                 |                       |        |
| 2005 Q4                       | 4,573    | 4,856           | 3,359                 | 4,097  |
| 2006 Q1                       | 4,554    | 4,956           | 3,347                 | 4,180  |
| 2006 Q2                       | 4,570    | 5,235           | 3,832                 | 3,970  |
| 2006 Q3                       | 4,852    | 5,524           | 4,081                 | 3,974  |
| 2006 Q4                       | 5,497    | 5,809           | 4,405                 | 4,147  |
| <b>Outgoing international</b> |          |                 |                       |        |
| 2005 Q4                       | 64       | 54              | 35                    | 72     |
| 2006 Q1                       | 64       | 65              | 37                    | 74     |
| 2006 Q2                       | 65       | 74              | 44                    | 72     |
| 2006 Q3                       | 70       | 89              | 53                    | 76     |
| 2006 Q4                       | 71       | 133             | 58                    | 64     |
| <b>While roaming abroad</b>   |          |                 |                       |        |
| 2005 Q4                       | 135      | 95              | 24                    | 71     |
| 2006 Q1                       | 148      | 98              | 23                    | 74     |
| 2006 Q2                       | 170      | 123             | 33                    | 88     |
| 2006 Q3                       | 193      | 158             | 43                    | 103    |
| 2006 Q4                       | 151      | 107             | 29                    | 70     |
| <b>All calls</b>              |          |                 |                       |        |
| 2005 Q4                       | 4,772    | 5,005           | 3,418                 | 4,240  |
| 2006 Q1                       | 4,766    | 5,119           | 3,407                 | 4,328  |
| 2006 Q2                       | 4,805    | 5,431           | 3,909                 | 4,130  |
| 2006 Q3                       | 5,115    | 5,771           | 4,177                 | 4,153  |
| 2006 Q4                       | 5,719    | 6,049           | 4,492                 | 4,281  |

<sup>3</sup> O2 volumes do not include figures for Tesco Mobile.

<sup>4</sup> T-Mobile volumes do not include figures for Virgin Mobile.

**Table 3****Volume of SMS and MMS (millions)**

|         | Vodafone | O2 <sup>5</sup> | T-Mobile <sup>6</sup> | Orange |
|---------|----------|-----------------|-----------------------|--------|
| 2005 Q4 | 1,919    | 3,933           | 1,073                 | 1,926  |
| 2006 Q1 | 1,903    | 4,099           | 1,108                 | 1,919  |
| 2006 Q2 | 2,033    | 4,378           | 1,293                 | 2,040  |
| 2006 Q3 | 2,154    | 4,653           | 1,383                 | 2,263  |
| 2006 Q4 | 2,528    | 5,091           | 1,655                 | 2,583  |

<sup>5</sup> O2 volumes for SMS and MMS do not include figures for Tesco Mobile.

<sup>6</sup> T-Mobile volumes for SMS and MMS do not include figures for Virgin Mobile.

**Table 4**  
**Subscriber numbers by operator (000's)**

|   | Vodafone | O2 <sup>7</sup> | T-Mobile | Orange |
|---|----------|-----------------|----------|--------|
| <b>Connections during period</b>                |          |                 |          |        |
| 2005 Q4   | 1,835    | 1,840           | 2,101    | 1,748  |
| 2006 Q1   | 1,261    | 1,686           | 2,005    | 1,587  |
| 2006 Q2   | 1,216    | 1,690           | 1,905    | 1,001  |
| 2006 Q3   | 1,639    | 1,778           | 1,637    | 1,371  |
| 2006 Q4   | 2,104    | 1,746           | 1,903    | 1,695  |
| <b>Subscribers at end of period<sup>8</sup></b> |          |                 |          |        |
| <b>Post paid</b>                                |          |                 |          |        |
| 2005 Q4   | 6,303    | 5,502           | 3,030    | 4,978  |
| 2006 Q1   | 6,345    | 5,686           | 3,248    | 4,898  |
| 2006 Q2   | 6,373    | 5,874           | 3,611    | 4,731  |
| 2006 Q3   | 6,502    | 6,082           | 3,594    | 4,918  |
| 2006 Q4   | 6,677    | 6,218           | 3,715    | 4,977  |
| <b>Pre-pay</b>                                  |          |                 |          |        |
| 2005 Q4   | 8,517    | 10,479          | 12,282   | 9,880  |
| 2006 Q1   | 8,061    | 10,654          | 13,113   | 10,060 |
| 2006 Q2   | 7,500    | 10,941          | 13,119   | 10,220 |
| 2006 Q3   | 7,646    | 11,256          | 13,065   | 10,222 |
| 2006 Q4   | 8,008    | 11,415          | 13,082   | 10,365 |
| <b>Total</b>                                    |          |                 |          |        |
| 2005 Q4   | 14,820   | 15,981          | 15,312   | 14,858 |
| 2006 Q1   | 14,405   | 16,341          | 16,362   | 14,958 |
| 2006 Q2   | 13,873   | 16,814          | 16,730   | 14,951 |
| 2006 Q3   | 14,148   | 17,338          | 16,660   | 15,140 |
| 2006 Q4   | 14,684   | 17,633          | 16,797   | 15,342 |
| <b>Net change during period</b>                 |          |                 |          |        |
| 2005 Q4   | 542      | 895             | 712      | 379    |
| 2006 Q1   | -415     | 360             | 1,049    | 100    |
| 2006 Q2   | -532     | 473             | 368      | -7     |
| 2006 Q3   | 275      | 523             | -70      | 189    |
| 2006 Q4   | 536      | 295             | 137      | 203    |

<sup>7</sup> O2 subscriber numbers do not include Tesco Mobile

<sup>8</sup> The threshold period for active subscribers is 90 days for all networks except T-Mobile, which uses the 180 day activity definition. This should be taken into account when comparing data in the table above.

**Table 5****Average retail revenue per subscriber (£)<sup>9</sup>**

|         | <b>Vodafone</b> | <b>O2<sup>10</sup></b> | <b>T-Mobile</b> | <b>Orange</b> |
|---------|-----------------|------------------------|-----------------|---------------|
| 2005 Q4 | 63.1            | 54.7                   | 38.3            | 50.7          |
| 2006 Q1 | 61.4            | 53.4                   | 36.5            | 48.8          |
| 2006 Q2 | 64.7            | 54.0                   | 39.9            | 48.9          |
| 2006 Q3 | 67.9            | 55.2                   | 40.3            | 50.2          |
| 2006 Q4 | 65.2            | 54.0                   | 38.2            | 48.8          |

<sup>9</sup> Revenues are from services detailed in Table 1 only and do not include those generated by incoming calls or VAT.

<sup>10</sup> O2 volumes do not include figures for Tesco Mobile.

**Table 6****Interconnection call volumes**

|                              | <b>Vodafone</b> | <b>O2<sup>11</sup></b> | <b>T-Mobile<sup>12</sup></b> | <b>Orange</b> |
|------------------------------|-----------------|------------------------|------------------------------|---------------|
| <b>Call volumes (Mmitts)</b> |                 |                        |                              |               |
| 2005 Q4                      | 2,329           | 3,105                  | 2,289                        | 2,440         |
| 2006 Q1                      | 2,277           | 3,230                  | 1,959                        | 2,516         |
| 2006 Q2                      | 2,310           | 3,474                  | 2,119                        | 2,760         |
| 2006 Q3                      | 2,370           | 3,706                  | 2,240                        | 2,789         |
| 2006 Q4                      | 2,351           | 3,921                  | 2,366                        | 2,861         |

<sup>11</sup> O2 volumes do not include figures for Tesco Mobile.

<sup>12</sup> T-Mobile volumes do not include figures for Virgin Mobile.