

BT Group



BT Group – Overview

Oct 7, 2023





Who are we?



BT Group



The world's oldest communications company

- A story that stretches from the first telegraph company in 1846 to the explosion of the internet and ultrafast broadband.
- Our heritage reflects more than 170 years of technological innovation in making a better future – and we're still making history.
- BT's archives preserve, protect and promote our unique heritage.



BT | We connect for good

Who we are

We're one of the world's leading communications services companies. We're based in the UK but we serve customers in **around 180 countries**.

Colleagues

100,000+ colleagues globally

What we do

We develop and sell communications propositions and services and build and operate the networks that are essential to modern lives, businesses and communities.

How we're organised

We operate as a single business, made up of organisational units. There are customer-facing units that sell propositions and services and corporate units that support the whole group.

How BT is organised

Customer Facing Units (CFUs)



Consumer

Serving over 14m households, we're the UK's largest provider of consumer mobile, fixed and converged communications solutions.



Business

Business is one of the leading providers of B2B connectivity and related services, with customers ranging from small businesses and public sector organisations in the UK to multinational corporations and governments worldwide.



Openreach

Openreach runs the UK's main fixed connectivity access network, connecting homes, mobile phone masts, schools, shops, banks, hospitals, libraries, broadcasters, governments and big and small businesses to the world.

Corporate Units



Digital

Our internal Digital unit is responsible for leading BT's digital transformation, driving experience innovation and delivering the products and services our customers need.



Networks

Our internal Networks unit is responsible for designing, building and running the networks and technology platforms that BT, and our customers, rely on.

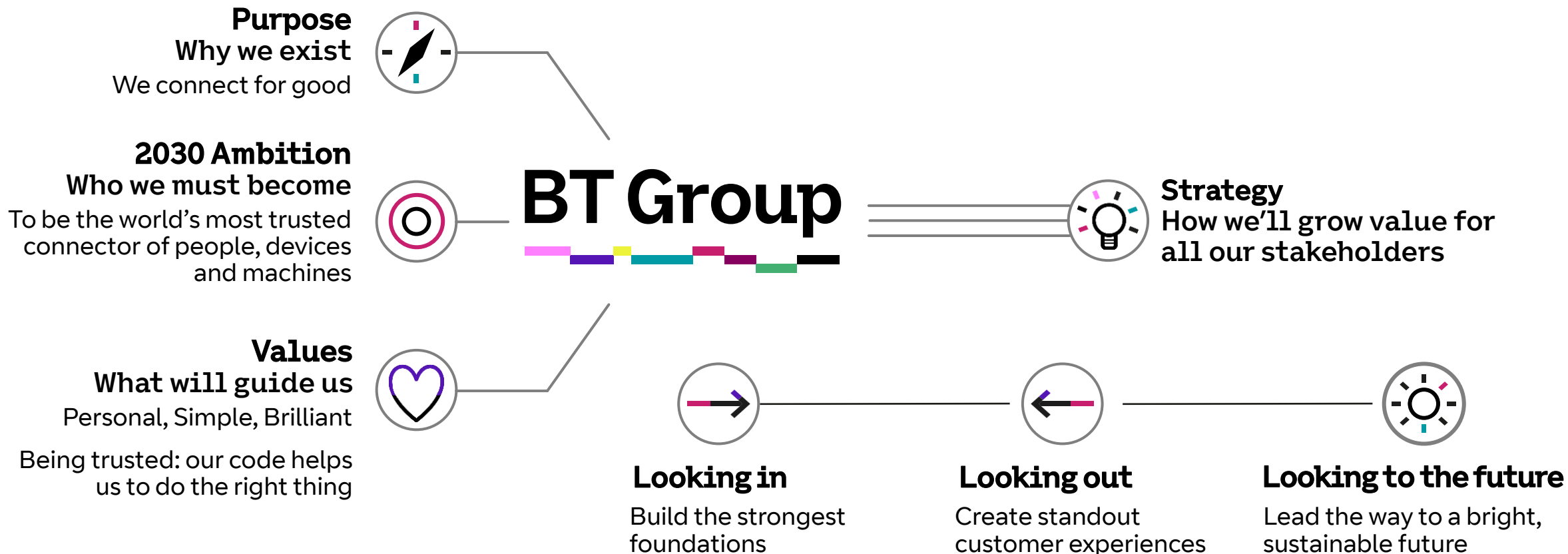


Corporate Functions

Our Corporate Functions provide specialist services and skills to help govern and manage BT. These include:

- Finance, Strategy and Business Services
- Corporate HR
- Legal and company Secretary
- Corporate Affairs
- Regulatory Affairs

Our Strategic Framework





Our presence in India

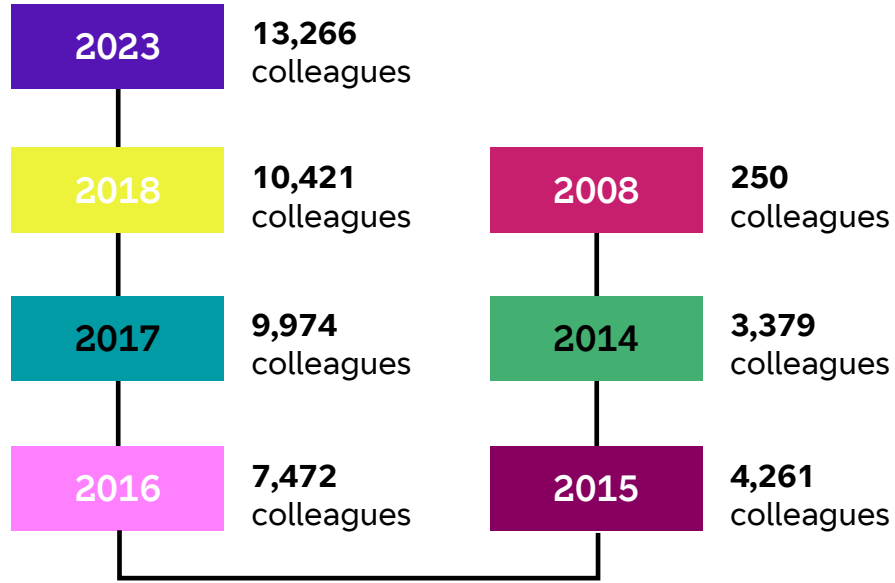


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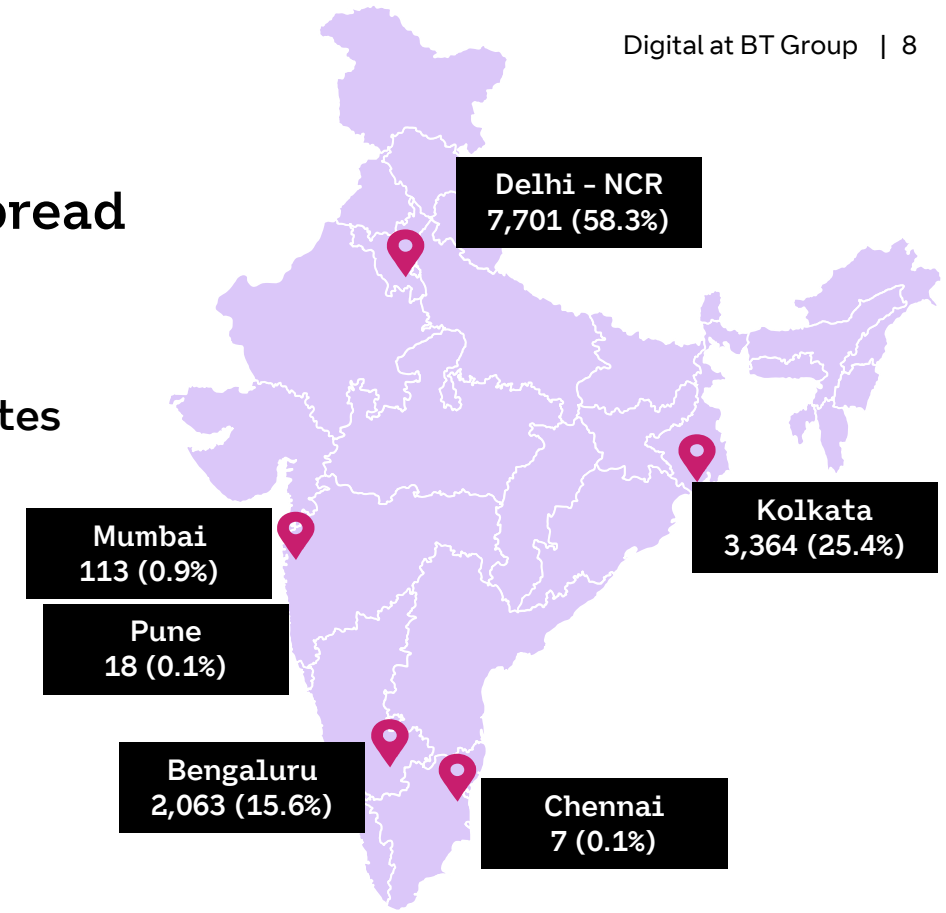
BT's presence in India

Journey so far..



Regional Spread

Spread across 7 cities & 6 states



Making an impact..



Total Headcount:
13,266 colleagues

(~60% of BT's non-UK headcount is in India)

Multi CFU footprint:

- Corporate Functions (6,400 colleagues; 48.2%)
- Business (4,966 colleagues; 37.4%)
- Digital (1,320 colleagues; 10.0%)
- Networks (536 colleagues; 4.0%)
- Openreach (42 colleagues; 0.3%)
- Consumer (2 colleagues; 0.0%)

Multi career functions:

- Business Services, Customer Service, Commercial services, Corporate functions
- Engineering, Architecture & solution design, Design and delivery
- Marketing and products



Diverse & cross-cultural workforce

The Digital way...

BT Group



Who are we?

£20bn⁺

business with
30m customers
and operations
in 180 countries

76%

of critical data
in GCP, enabled
for AI & analytics

30TB/s

Network peaks

29PB

of data under
management

2bn

malicious
events across
our network
each month

10bn

data points analysed
daily to support
anonymised location
intelligence

IoT - What do we do?

Connectivity

- We manage millions of connected devices across the UK and the World
- In the UK we have a network that has won the best network award 10 years running, including nationwide LPAWAN coverage
- We are recognised as a global leader in security
- Our IoT customers span Consumer, Small Business, Corporate, Public Sector and Wholesale

Solutions

- We develop our own Intelligent Assets platform that we use to help solve complex business problems using a combination of asset tracking and condition-based monitoring with numerous successful customer deployments and trials
- We also use the platform ourselves to monitor our radio network
- Beyond our own platform we work with some of the leading suppliers and partners in the IoT industry from the Hyperscalers to start-ups

Our Team

- We've recently formed a new IoT team within BT pulling together experts from across the company
- We have a big ambition in the IoT space, a home in Bengaluru and we're super keen to hear from anyone who could help take us to the next level, please get in touch



Thank you



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