



COMPANY

Country	United Kingdom
Number of Employees	104'400
Web	www.btplc.com

Share

Market cap (mil)	25'188
Currency	GBP
High 52 week	338.0
Low 52 week	233.0
Last Price	311.0

Key Data	2006	2007E
Sales (mil)	19'514	20'776
EPS	0.24	0.25
P/E Ratio	8.60	13.23

Source: Bloomberg / August 13, 2007

Sales in

Alcohol	No
Armaments	No
Firearms	No
Tobacco	No
Gambling	No

Source: ISS, SAM Research

COMPANY DESCRIPTION

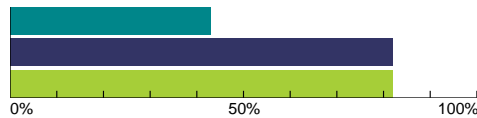
Formerly known as British Telecommunications, the BT Group and its subsidiaries provide communications solutions and services to business, residential, and wholesale customers in Europe, the Americas, and the Asia-Pacific. It offers local and long-distance phone services through about 30 million access lines to 19 million consumer customers and more than 1 million business clients. It also provides Internet access and other data services. In a major reorganization, BT Group has turned itself into a holding company. Ordered to upgrade and open its domestic networks, it has split its UK fixed-line network operations into separate wholesale and retail businesses. It also offers consultancy services to help organizations understand network performance, and operate their networks and applications. The company was founded in 1981. It was formerly known as Newgate Telecommunications Limited and changed its name to BT Group plc in 2001. BT Group is based in London.

SUSTAINABILITY PERFORMANCE

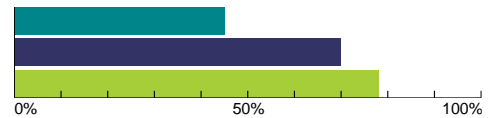
BT Group again reaffirmed its position as sustainability leader in the telecommunications sector. While being an above-average performer for most sustainability criteria, the company continues to excel particularly in the environmental and social dimensions. BT's sustainability efforts are very much aligned with the Group's wider corporate strategy, focusing on providing innovative solutions to its customers. For instance, BT has placed a large focus on 'new wave' businesses such as integrated network solutions, as well as recent technologies that include voice-over-IP and video-on-demand. In addition, BT's commitment to society at large and the environment remain an important strategic focus to the firm, as illustrated by its efforts in resource efficiency. Furthermore, the group is an above-average performer with regard to addressing the issue of digital inclusion, privacy policy and allocates considerable resources to reduce that divide and offer affordable telecommunication solutions in emerging markets.

SUSTAINABILITY SCORES

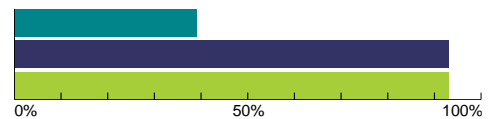
Total Score



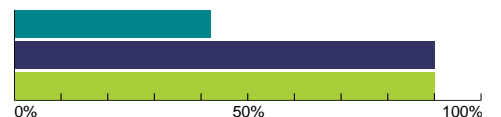
Economic Dimension



Environmental Dimension



Social Dimension



■ DJSI sector average on a global basis
■ BT Group Plc
■ Best company on a global basis within DJSI sector



For information on assessment criteria, visit www.sustainability-indexes.com

«Corporate Sustainability is a business approach to create long term shareholder value by embracing opportunities and managing risks deriving from economic, environmental and social developments.»

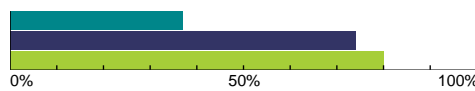
INDUSTRY DRIVING FORCES

The fixed line telecommunication industry can be characterized by a fiercely competitive environment, with declining voice prices, regulatory pressures, and the continuous blurring of the boundaries between fixed and wireless telephony. It is also an industry which can significantly transform working practices and lifestyles, potentially leading to a reduction of travel, transportation, and its related environmental impact. In this context, companies operating in this sector must adopt flexible business models that enable them to integrate new technologies and services, such as voice-over-IP, mobile telephony, and video-on-demand, in order to remain competitive. With regard to the environmental dimension, energy efficiency, state-of-the-art infrastructures, and adequate disposal of redundant equipment remain the key challenges. In the social dimension, reducing the digital divide and offering low-cost, appropriate telecommunication solutions in developing markets remains the basis for future sustainable top-line growth.

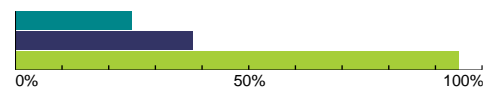
COMPANY PERFORMANCE FOR SELECTED CRITERIA

ECONOMIC

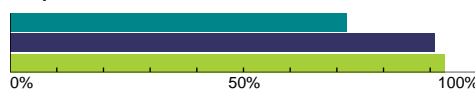
Customer Relationship Management



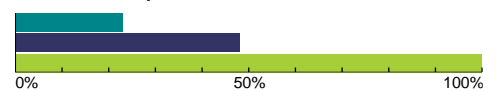
Brand Management



Corporate Governance

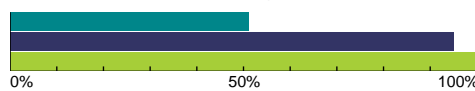


Service development

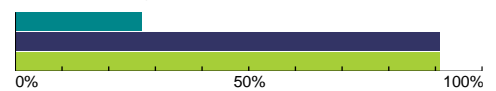


ENVIRONMENTAL

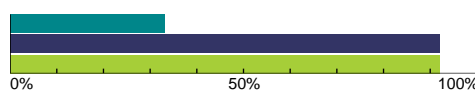
Environmental Policy / Management System



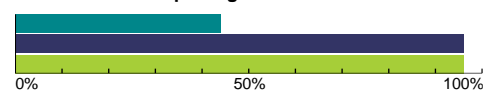
Climate Strategy



Environmental Performance

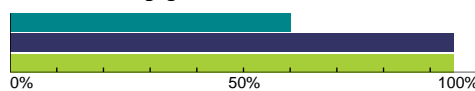


Environmental Reporting

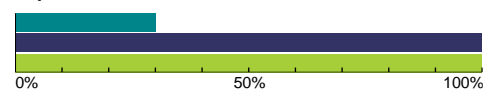


SOCIAL

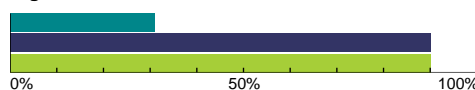
Stakeholder engagement



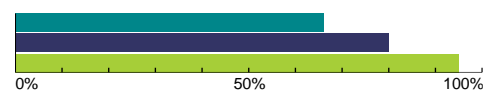
Impact of Telecommunication services



Digital Inclusion



Labor Practice Indicators



- DJSI sector average on a global basis
- BT Group Plc
- Best company on a global basis within DJSI sector

Contact
SAM Research AG
Seefeldstrasse 215
CH-8008 Zurich · Switzerland
Tel. +41 44 397 10 10
Fax +41 44 397 10 50
info@sam-group.com
www.sam-group.com



DISCLAIMER

No offer. The information and opinions contained in this publication constitutes neither a solicitation, nor a recommendation, nor an offer to buy or sell investment instruments or other services, or to engage in any other kind of transaction. The information described in this publication is not directed to persons in any jurisdiction where the provision of such information would run counter to local laws and regulation. No warranty. This publication is derived from sources believed to be accurate and reliable, but neither its accuracy nor completeness is guaranteed. The material and information in this publication are provided "as is" and without warranties of any kind, either expressed or implied. SAM Group Holding AG and its related, affiliated and subsidiary companies disclaim all warranties, expressed or implied, including, but not limited to, implied warranties of merchantability and fitness for a particular purpose. Any opinions and views in this publication reflect the current judgment of the authors and may change without notice. It is each reader's responsibility to evaluate the accuracy, completeness and usefulness of any opinions, advice, services or other information provided in this publication. Limitation of liability All information contained in this publication is distributed with the understanding that the authors, publishers and distributors are not rendering legal, accounting or other professional advice or opinions on specific facts or matters and accordingly assume no liability whatsoever in connection with its use. In no event shall SAM Group Holding AG and its related, affiliated and subsidiary companies be liable for any direct, indirect, special, incidental or consequential damages arising out of the use of any opinion or information expressly or implicitly contained in this publication. Copyright Unless otherwise noted, text, images and layout of this publication are the exclusive property of SAM Group Holding AG and/or its related, affiliated and subsidiary companies and may not be copied or distributed, in whole or in part, without the express written consent of SAM Group AG or its related, affiliated and subsidiary companies.