Facilities (Rent, Utilities and other costs), Marketing & Audiences (Audience Data on BBC commissi
t Other, Studio Audience Services: Stewarding, Studio Audience Services: Ticketing, Recruitment
(Business Support: Studios Production, Business Support: Studios Distribution, Operationa
Support: Studios Production, Operational Process Support: Studios Distribution, Procurements via
preferred supplier lists), Production Facilities (Production facilities and support across the UK), Property
(Office and production space), Rental Charge (within UK), Office space, Utilities and other costs (withi
UK)) Scheduling Staff, Television and Media Operations, Training t BBC Academy, Early Careers
Schemes)

Archives

Legal

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No changes have been made to the services in Table 5.

where a good or service is provided to commercial subsidiaries and third parties)

Services Provided	Price Basis & Rationale	Apportionment Methodology	

Services Provided	Price Basis & Rationale	Apportionment Methodology	BBC Studios	BBC Studioworks	Third Parties

Services Provided	Price Basis & Rationale	Apportionment Methodology	BBC Studios	BBC Studioworks	Third Parties

Services Provided	Price Basis & Rationale	

Services Provided	Price Basis & Rationale	Apportionment Methodology	BBC Studios	BBC Studioworks	Third Parties
Televisions and Media Operation	Business Support Service; Direct Cost	Based on usage (hourly rate card)	3	2	2
TRAINING t BBC ACADEMY					
Development of bespoke course training courses and events	Direct Cost	Based on usage (relevant % of staff effort)	3	3	3
Face to face and online training courses	Direct Cost	Based on usage (per session rate card)	3	3	3

Services Provided	Price Basis & Rationale	Apportionment Methodology	Subsidiary providing service to the BBC
Office space overseas	Market Price		

licensing to BBC Studios and third parties

Services Provided	Price Basis	Rationale	Apportionment Methodology
Upfront investment (to acquire rights) in BBC in-house production	Market price derived by benchmarking for a licence to	The BBC benchmarks prices charged to BBC Studios against the prices paid by third parties [redacted]	Based on a separate licensing agreemen8.6 reean

[redacted]

exploit IPee market for equivalent rights

Further description of goods and services the BBC provides to Commercial Subsidiaries

ARCHIVES

Archive Library Services

The BBC Archives team provides an Archive Library Service which includes the provision of research, management and loans services to facilitate access to and management of BBC archive content for BBC commissions. BBC archive content is any content created during the production process plus any accompanying business records that meet selection criteria set by BBC Archives.

Where BBC Archive staff members are commissioned to produce research/deliverables, Archive Library Services are charged on a pay-as-you-use basis when required by any production company for a BBC commission, including BBC Studios (for both its production and distribution activities).

BBC News provides an Archive Library Service to BBC News which includes the provision of research, management and loans services to facilitate access to and management of BBC News archive content.

Archive Systems

The Archive Technology and Services (ATaS) team are responsible for a number of bespoke Archive Systems which allow registered users to access archive content (e.g. Digital Archive, Archive Search, Fabric and Redux). Due to copyright restrictions, the BBC is only able to provide third party access to BBC Archive Systems for

The Press Cutting service is currently provided by a third party supplier. They deliver press cuttings services

PROPERTY

Office and Production space - Rental Charge

A charge for each UK location is determined, either based on the price the BBC pays to its external supplier, or based on a market benchmark on the price of equivalent class of office space in the same geographical location (e.g. a cost per m^2). Any costs not relevant to the space provided to the subsidiaries or third parties are removed (e.g. resilience, broadcast connectivity and technical costs required for broadcast operations that the subsidiaries or third parties do not use), and then this price is broken down based on the Net Internal Area (NIA) for that building to arrive at a cost per m^2. The subsidiaries or third parties are then charged based on the proportion of the NIA they use.

BBC Studioworks uses space at the BBC Elstree site under licence from the BBC; this includes separate office and production space.

For overseas property, a cost-based approach is adopted, where the rental charge is based on the number of workstations allocated to the subsidiaries or third parties in relation to total workstations.

Office Space t Utilities and other c

The provision on WAN and LAN

To the extent permitted under licence agreements, BBC Studios may have access to external training materials and resources such as LinkedIn

the BBC. A similar arrangement applies for content licensed to the Educational Recording Agency for use in schools, colleges and universities.

SUPPORT STAFF OVERSEAS AND UK

Support staff are split into the below categories:

Administration

BBC Studios, through Global News, provides administrative support to the BBC World Service in Dubai.

Finance

BBC Studios, through Global News, provides finance support to the BBC World Service in India.

Legal

BBC Studios, through Global News, CRBA Legal (Programme and Rights Business Manager) provide and ad hoc services.

Marketing

BBC Studios, through Global News, provides marketing support services to the BBC World Service in India and the .

Further description of content supply arrangements between BBC Studios (Global News) and the BBC

BBC WORLD SERVICE FEATURES/SHORT FILMS

BBC Studios, through Global News, buys, on an ad hoc basis, the rights to distribute BBC World Service content originally shown on and commissioned by the BBC World Service, including BBC Arabic and BBC Persian. This could be completed programmes, although BBC Studios may also reversion this content for broadcast, including, for example, translation into English.

ONLINE CONTENT

BBC Studios is supplied with online (or digital) content

For online content produced for use by BBC (i.e. published on bbc.co.uk websites), and which will also be published on bbc.com websites, all incremental costs of producing the online content attributable to BBC Studios are charged.

For online content produced specifically for BBC bbc.com websites, all direct costs of producing the content are charged, reflecting all elements involved in making the content, including production facilities and newsgathering.

THIRD PARTY RIGHTS/LICENCES

BBC Studios pays the BBC for the relevant third party rights and licences the BBC buys from third parties.

	Secondary production revenues no brand fee	Secondary production revenues brand fee applies

BBC Commissions

When BBC Studios produces content for the BBC no brand payment will be required. This is because the

is payable by BBC Studios Production on secondary production revenues:

- if distributed by BBC Studios, as this would be covered by the brand payment arrangements relating to BBC Studios Distribution set out below, and charge BBC Studios Production a fee as well would result in an unnecessary double payment for use of the brand; and
- if distributed by a third party, then this would be driven by an external party which would either not benefit from use of the BBC brand or to the extent that it did, then the distributor would pay a brand fee as separately negotiated with the BBC.

Third-party Commissions

New IP for third parties

When BBC Studios produces for third parties BBC Studios will pay a brand licence fee for use of the BBC masterbrand for the primary production. This payment is a percentage of its annual third party primary production revenues for all third party commissions. This takes into account the benefit BBC Studios will receive in using the BBC brand as it sells to third party commissioners.

New IP for third parties distributed by an external distributor

Where BBC Studios produces for a third party commissioner and engages a third party distributor to distribute and exploit that content, BBC Studios will also pay a percentage of its annual secondary production revenues as a brand fee. This fee reflects the fact that BBC Studios will benefit from using the BBC brand to win commissions from third parties and that the resulting secondary revenue from those commissions has not already had a brand fee applied (i.e. as it would if it was distributed by BBC Studios).

BBC Studios Distribution

The brand fee is set for BBC Studios Distribution as:

- a percentage of the revenue raised by BBC Studios Distribution from the commercial activity generated from services using the BBC masterbrand (e.g. from services which clearly use the BBC
- a percentage of all revenue raised by BBC Studios Distribution from all its other operations, excluding:
  - revenue from UKTV which does not use the BBC brand (however revenue for content sales between BBC Studios and UKTV is liable for payment for the use of the BBC Brand);

- income from BBC Advertising which is recharged to relevant client businesses and appears in their accounts; and

- any other revenue agreed as excluded in writing between the BBC and BBC Studios from time to time. Anyexclusion would be on the basis that the BBC masterbrand was not involved in securing such revenues.

BBC Global News

The brand fee is set as a percentage of the revenue that BBC Studios, through BBC Global News, generates from: (i) syndication and distribution activities (excluding revenue generated from individual programme sales) and (ii) advertising and sponsorship activities.

Appendix 1 Amendments to methodologies and policies from the previous Consolidated Group Trading Manual

The below table sets out any material amendments, alongside the rationale for the amendments, which have been made since version 7.0 of the Consolidated Group Trading Manual.