## CAPITA

## March 2015

(V) TV LICENSING

## Web

## Page Schedule Title

1 Summary
2 Web Dashboard
3 Web Usage
4 Web Receipts
6 Transactions by Mobile Device
8 Web Effectiveness
10 Contact Us Summary
11 TV Licences by Email
12 Web Sales
13 Web Short Dating
14 Web Non Automated

## Schedule Amendments/Additions:

Note TV Licences by E-Mail statistics are currently not available. This will be issued as soon as this weekend's run has been made.

## Summary \& Digital Marketing Update

## Summary:

WEB receipts increased by $4.0 \%(20,926)$ against the same period last year and also increased by $7.3 \%(36,602)$ when compared with last month
Email receipt volumes decreased by $-1.3 \%(-553)$ against the same period last year but increased by $5.9 \%(2,346)$ when compared with last month.


## Comments:

Search campaigns for Brand, Home Movers and Foreign Nationals ran throughout March creating 102,675 visits, the majority from the Brand campaign which generated 92,487 visits. We have seen a significant increase in visits generated from MEC campaigns following tracking tags being added 23/03.
Short dating functionality has generated $£ 142,725$ in March 2015 , this is an increase of $£ 11,926$ ( $9.12 \%$ ) MOM. Short dating fun ctionality to date has generated over $£ 1.4 \mathrm{~m}$. Total visitors for March 2015 were 1,664,211 down 129,955 (-7.24\%) compared to March 2014 (1,794,166).
Total receipts for March 2015 were 541,104 up 20,926 transactions (4.02\%) on March 2014 (520,178).
Sales for the month finished at 260,959 down 1,924 (-0.73\%) on March 2014 ( 262,883 ).
The measure 'completing sale or COD as a percentage of visits' was $22.20 \%$ for March, down $0.30 \%$ MOM and up $1.00 \%$ YOY. Monday 2nd March was our busiest day for visits at 78,993 a $1.30 \%$ decrease on last month's busiest day, a total of 14,627 licences were also issued on this day. Self serve $\%$ has increased by $0.08 \%$ MOM and $1.30 \%$ YOY. The current self serve MAT is $64.36 \%$.

| Key Stats | March 2015 | Last Year | +/- | Last Month | +/- | Year to Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 260,959 | 262,883 | -0.73\% | 251,193 | 3.89\% | 2,868,331 |
| Receipts | 541,104 | 520,178 | 4.02\% | 504,502 | 7.26\% | 6,055,519 |
| Visits | 1,664,211 | 1,794,166 | -7.24\% | 1,562,933 | 6.48\% | 18,605,516 |
| Overall \% of visits that end in a transaction | 32.51\% | 28.99\% | 12.15\% | 32.28\% | 0.73\% | 32.55\% |
| Self Serve (MAT) | 64.36\% | 63.06\% | 1.30\% | 64.28\% | 0.08\% | 63.76\% |
| eLic/LIF ** | 0.00\% | 19.90\% | -19.90\% | 22.62\% | -22.62\% | 19.54\% |
| eLic opt-in | 77.95\% | 74.12\% | 3.83\% | 78.60\% | -0.65\% | 77.99\% |
| Contact Us (of Visits) | 1.35\% | 1.22\% | 0.13\% | 1.35\% | 0.00\% | 1.37\% |
| COD (Change of Details) | 108,942 | 116,967 | -6.86\% | 100,962 | 7.90\% | 1,338,676 |
| Cash Plan Payments | 100,134 | 84,874 | 17.98\% | 89,149 | 12.32\% | 1,069,432 |
| NLN Declarations | 39,524 | 23,698 | 66.78\% | 31,281 | 26.35\% | 411,246 |
| Short dating: no.of licences | 5,158 | - | - | 4,819 | 7.03\% | 56,909 |
| Short dating: £ | £142,725 | - | - | £130,799 | 9.12\% | £1,419,652 |
| Short dating: \% of licences short dated ("penetration") | 6.78\% | - | - | 7.22\% | -0.44\% | 6.83\% |
| DD Sign Up Conversion | 75.78\% | 69.90\% | 5.88\% | 75.13\% | 0.66\% | 74.34\% |
| Card Conversion | 93.48\% | 88.79\% | 4.69\% | 93.72\% | -0.24\% | 94.30\% |
| COD Conversion | 74.42\% | 91.29\% | -16.87\% | 73.37\% | 1.05\% | 75.42\% |
| Overall Payment Conversion | 21.91\% | 19.60\% | 2.31\% | 21.99\% | -0.08\% | 21.40\% |
| \% of visits completing Sale or COD | 22.23\% | 21.17\% | 1.06\% | 22.53\% | -0.30\% | 22.61\% |
| Automation \% | 94.73\% | 94.41\% | 0.32\% | 94.61\% | 0.12\% | 94.21\% |
| Website calls as \% of site visits | 7.04\% | 5.47\% | 1.57\% | 7.01\% | 0.03\% | 6.77\% |
| Mobile (phone/tablet) transactions as \% of total transactions | 24.39\% | 19.97\% | 4.43\% | 25.05\% | -0.65\% | 22.87\% |
| Mobile payment conversion \% (i.e. \% of mobile visits that end in payment) | 12.16\% | 10.74\% | 1.41\% | 12.41\% | -0.26\% | 12.43\% |
| Mobile COD conversion | 4.81\% | 5.11\% | -0.30\% | 4.77\% | 0.03\% | 4.95\% |
| \% of Mobile visits completing Sale or COD | 16.96\% | 15.85\% | 1.11\% | 17.19\% | -0.22\% | 17.38\% |
| Mobile (phone/tablet) transactions as \% of mobile visits | 18.81\% | 17.63\% | 1.18\% | 19.06\% | -0.25\% | 19.47\% |
| Mobile (phone/tablet) visits as \% of total visits | 42.16\% | 32.83\% | 9.33\% | 42.42\% | -0.26\% | 38.23\% |
| Channel Split | March 2015 | Last Year | +/- | Last Month | +/- | Year to Date |
| WEB Sales as a \% of Total Sales | 58.23\% | 57.09\% | 1.15\% | 62.24\% | -4.00\% | 61.49\% |
| WEB Change of Details as a \% of Total | 76.59\% | 76.26\% | 0.33\% | 77.27\% | -0.69\% | 76.78\% |
| WEB Cash Plan Payments as a \% of Total | 5.82\% | 4.96\% | 0.87\% | 5.54\% | 0.28\% | 5.57\% |
| WEB Card Payments as a \% of Total | 78.33\% | 78.07\% | 0.26\% | 80.50\% | -2.17\% | 79.48\% |
| WEB Direct Debit Set Ups as a \% of Total | 68.67\% | 68.48\% | 0.19\% | 69.39\% | -0.72\% | 67.33\% |
| WEB NLN Claims as a \% of Total | 59.73\% | 55.98\% | 3.75\% | 54.74\% | 4.99\% | 58.35\% |
| WEB as \% of all Self Serve (WEB, IVR \& SMS) | 76.73\% | 78.82\% | -2.09\% | 77.55\% | -0.82\% | 77.15\% |

** Please note that March's 'TV Licences by Email' volumes are not available yet.


Confidential
Schedule 4 - Section 3.1 - Item 17


| Receipts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Debit | 1,053,959 | 102,698 | 90,569 | 98,018 | 70,927 | 81,854 | 86,497 | 83,934 | 88,389 | 99,666 | 96,287 | 90,254 | 76,506 | 97,163 | 86,097 | 96,385 |
| Credit/Debit Card | 1,857,406 | 168,445 | 161,184 | 168,853 | 78,277 | 153,316 | 135,616 | 139,017 | 156,134 | 186,039 | 179,393 | 173,142 | 143,010 | 176,910 | 168,414 | 168,138 |
| Cash Plan Payment Card Payments | 1,010,482 | 83,689 | 71,602 | 80,024 | 79,249 | 84,584 | 80,401 | 83,327 | 77,647 | 84,879 | 86,549 | 82,800 | 77,493 | 95,072 | 83,899 | 94,582 |
| Cash Plan Savings Card Payments | 58,950 | 4,739 | 4,284 | 4,850 | 4,161 | 4,630 | 4,422 | 4,239 | 4,362 | 5,328 | 6,007 | 4,910 | 4,443 | 5,646 | 5,250 | 5,552 |
| Sales Subtotal before rejections | 3,980,797 | 359,571 | 327,639 | 351,745 | 232,614 | 324,384 | 306,936 | 310,517 | 326,532 | 375,912 | 368,236 | 351,106 | 301,452 | 374,791 | 343,660 | 364,657 |
| Over 74 online | 30,468 | 4,207 | 3,573 | 3,540 | 1,908 | 2,007 | 1,975 | 1,932 | 2,308 | 2,568 | 2,864 | 2,854 | 2,452 | 3,480 | 3,695 | 2,425 |
| NLN Check | 14,796 | 1,086 | 833 | 860 | 710 | 876 | 861 | 932 | 1,551 | 1,209 | 1,128 | 834 | 923 | 1,146 | 1,911 | 2,715 |
| NLN Declare | 411,246 | 30,592 | 21,993 | 23,698 | 20,148 | 32,604 | 27,988 | 28,515 | 37,090 | 41,692 | 52,553 | 35,175 | 29,071 | 35,605 | 31,281 | 39,524 |
| Doeo | 173,520 | 16,583 | 13,809 | 14,613 | 12,536 | 13,772 | 14,509 | 14,297 | 14,305 | 14,600 | 14,241 | 14,381 | 13,487 | 17,926 | 14,973 | 14,493 |
| Refund on line submission | 54,273 | 4,050 | 3,790 | 4,451 | 4,356 | 6,416 | 7,084 | 5,938 | 4,969 | 4,278 | 4,010 | 3,564 | 3,088 | 3,706 | 3,282 | 3,582 |
| Change of Details | 1,338,676 | 114,623 | 107,500 | 116,967 | 103,318 | 110,577 | 112,644 | 121,301 | 126,180 | 124,184 | 119,335 | 109,013 | 93,728 | 108,492 | 100,962 | 108,942 |
| Change of Name | 105,314 | 9,163 | 8,115 | 8,253 | 7,476 | 8,711 | 8,733 | 8,961 | 9,838 | 10,034 | 10,004 | 8,806 | 6,880 | 9,164 | 8,333 | 8,374 |
| Change of Bank | 183,903 | 21,423 | 19,139 | 20,015 | 16,211 | 16,105 | 15,009 | 15,480 | 15,715 | 15,834 | 16,174 | 14,038 | 11,009 | 16,837 | 15,226 | 16,265 |
| Change of Address | 878,584 | 69,868 | 67,689 | 76,111 | 69,043 | 72,827 | 77,291 | 84,890 | 87,170 | 81,990 | 78,029 | 71,851 | 63,272 | 63,601 | 60,171 | 68,449 |
| Change/Specified Licence Format | 1,278,723 | 103,033 | 96,788 | 105,619 | 95,787 | 104,804 | 107,157 | 115,668 | 120,749 | 118,908 | 114,326 | 105,229 | 90,455 | 104,387 | 96,930 | 104,323 |
| Change of Preferred Payment Date | 237,128 | 23,333 | 20,948 | 21,957 | 19,256 | 20,463 | 19,173 | 19,690 | 20,088 | 20,339 | 20,824 | 18,508 | 14,998 | 22,357 | 20,165 | 21,267 |
| Clear unpaid DD | 51,713 | 5,150 | 4,035 | 4,304 | 3,960 | 4,258 | 3,780 | 4,233 | 3,334 | 3,776 | 4,640 | 4,060 | 4,372 | 5,803 | 4,734 | 4,763 |
| Order Literature | 30 | 3 | 1 | 0 | 3 | 4 | 1 | 2 | 0 | 0 | 2 | 7 | 1 | 3 | 4 | 3 |
| Total Web Receipts | 6,055,519 | 535,865 | 483,173 | 520,178 | 379,553 | 494,898 | 475,778 | 487,667 | 516,269 | 568,219 | 567,009 | 520,994 | 448,574 | 550,952 | 504,502 | 541,104 |
| Items Processed Automatically |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Debit | 909,163 | 88,189 | 78,046 | 84,491 | 60,140 | 70,411 | 74,016 | 73,675 | 76,322 | 85,367 | 82,539 | 77,235 | 65,267 | 82,680 | 75,954 | 85,557 |
| Credit/Debit Card | 1,792,048 | 162,111 | 154,522 | 163,109 | 74,549 | 147,331 | 130,004 | 133,520 | 151,084 | 178,934 | 172,811 | 167,709 | 137,772 | 170,652 | 163,842 | 163,840 |
| Cash Plan Payment Card Payments | 1,010,482 | 83,689 | 71,602 | 80,024 | 79,249 | 84,584 | 80,401 | 83,327 | 77,647 | 84,879 | 86,549 | 82,800 | 77,493 | 95,072 | 83,899 | 94,582 |
| Cash Plan Savings Card Payments | 58,950 | 4,739 | 4,284 | 4,850 | 4,161 | 4,630 | 4,422 | 4,239 | 4,362 | 5,328 | 6,007 | 4,910 | 4,443 | 5,646 | 5,250 | 5,552 |
| Sales Subtotal before rejections | 3,770,643 | 338,728 | 308,454 | 332,474 | 218,099 | 306,956 | 288,843 | 294,761 | 309,415 | 354,508 | 347,906 | 332,654 | 284,975 | 354,050 | 328,945 | 349,531 |
| NLN Declare | 355,938 | 28,247 | 20,349 | 21,824 | 18,350 | 29,562 | 25,248 | 26,048 | 33,671 | 37,934 | 46,919 | 31,674 | 26,047 | 32,057 | 26,604 | 34,804 |
| Change of Details | 1,256,431 | 108,421 | 101,563 | 110,350 | 97,049 | 104,056 | 105,496 | 114,073 | 119,304 | 117,331 | 112,486 | 102,230 | 87,047 | 101,441 | 94,431 | 101,487 |
| Change of Name | 100,911 | 8,792 | 7,771 | 7,880 | 7,112 | 8,313 | 8,344 | 8,578 | 9,467 | 9,656 | 9,617 | 8,408 | 6,560 | 8,822 | 8,025 | 8,009 |
| Change of Bank | 175,016 | 20,687 | 18,404 | 19,409 | 15,572 | 15,503 | 14,421 | 14,884 | 15,086 | 15,257 | 15,517 | 13,471 | 10,344 | 15,684 | 14,152 | 15,125 |
| Change of Address | 818,600 | 64,924 | 63,002 | 70,616 | 63,990 | 67,897 | 71,663 | 79,187 | 81,753 | 76,742 | 73,100 | 66,752 | 58,417 | 59,389 | 56,159 | 63,551 |
| Change/Specified Licence Format | 1,202,534 | 97,287 | 91,291 | 99,423 | 89,917 | 98,689 | 100,409 | 108,876 | 114,229 | 112,394 | 107,856 | 98,773 | 84,239 | 98,134 | 91,195 | 97,823 |
| Change of Preferred Payment Date | 218,623 | 22,302 | 19,928 | 21,080 | 18,255 | 19,195 | 17,919 | 18,411 | 18,872 | 19,113 | 19,334 | 17,072 | 13,474 | 19,877 | 18,019 | 19,082 |
| Clear unpaid DD | 51,713 | 5,150 | 4,035 | 4,304 | 3,960 | 4,258 | 3,780 | 4,233 | 3,334 | 3,776 | 4,640 | 4,060 | 4,372 | 5,803 | 4,734 | 4,763 |
| Total Automated Receipts | 5,447,705 | 480,546 | 434,401 | 468,952 | 337,458 | 444,832 | 423,367 | 439,115 | 465,724 | 513,549 | 511,951 | 470,618 | 402,441 | 493,351 | 454,714 | 490,585 |


| Automation \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Debit | 86.3\% | 85.9\% | 86.2\% | 86.2\% | 84.8\% | 86.0\% | 85.6\% | 87.8\% | 86.3\% | 85.7\% | 85.7\% | 85.6\% | 85.3\% | 85.1\% | 88.2\% | 88.8\% |
| Credit/Debit Card | 96.5\% | 96.2\% | 95.9\% | 96.6\% | 95.2\% | 96.1\% | 95.9\% | 96.0\% | 96.8\% | 96.2\% | 96.3\% | 96.9\% | 96.3\% | 96.5\% | 97.3\% | 97.4\% |
| Cash Plan Payment Card Payments | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cash Plan Savings Card Payments | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Sales Subtotal before rejections | 94.7\% | 94.2\% | 94.1\% | 94.5\% | 93.8\% | 94.6\% | 94.1\% | 94.9\% | 94.8\% | 94.3\% | 94.5\% | 94.7\% | 94.5\% | 94.5\% | 95.7\% | 95.9\% |
| NLN Declare | 88.1\% | 92.3\% | 92.5\% | 92.1\% | 91.1\% | 90.7\% | 90.2\% | 91.3\% | 90.8\% | 91.0\% | 89.3\% | 90.0\% | 89.6\% | 90.0\% | 85.0\% | 88.1\% |
| Change of Details | 93.9\% | 94.6\% | 94.5\% | 94.3\% | 93.9\% | 94.1\% | 93.7\% | 94.0\% | 94.6\% | 94.5\% | 94.3\% | 93.8\% | 92.9\% | 93.5\% | 93.5\% | 93.2\% |
| Change of Name | 95.8\% | 96.0\% | 95.8\% | 95.5\% | 95.1\% | 95.4\% | 95.5\% | 95.7\% | 96.2\% | 96.2\% | 96.1\% | 95.5\% | 95.3\% | 96.3\% | 96.3\% | 95.6\% |
| Change of Bank | 95.2\% | 96.6\% | 96.2\% | 97.0\% | 96.1\% | 96.3\% | 96.1\% | 96.1\% | 96.0\% | 96.4\% | 95.9\% | 96.0\% | 94.0\% | 93.2\% | 92.9\% | 93.0\% |
| Change of Address | 93.2\% | 92.9\% | 93.1\% | 92.8\% | 92.7\% | 93.2\% | 92.7\% | 93.3\% | 93.8\% | 93.6\% | 93.7\% | 92.9\% | 92.3\% | 93.4\% | 93.3\% | 92.8\% |
| Change/Specified Licence Format | 94.0\% | 94.4\% | 94.3\% | 94.1\% | 93.9\% | 94.2\% | 93.7\% | 94.1\% | 94.6\% | 94.5\% | 94.3\% | 93.9\% | 93.1\% | 94.0\% | 94.1\% | 93.8\% |
| Change of Preferred Payment Date | 92.2\% | 95.6\% | 95.1\% | 96.0\% | 94.8\% | 93.8\% | 93.5\% | 93.5\% | 93.9\% | 94.0\% | 92.8\% | 92.2\% | 89.8\% | 88.9\% | 89.4\% | 89.7\% |
| Clear unpaid DD | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| \% Automated against Automated Receipts * | 94.7\% | 94.2\% | 94.2\% | 94.4\% | 93.7\% | 94.3\% | 93.8\% | 94.5\% | 94.4\% | 94.1\% | 94.0\% | 94.2\% | 93.9\% | 94.0\% | 94.6\% | 94.7\% |
| \% Automated against Total Web Receipts | 90.0\% | 89.7\% | 89.9\% | 90.2\% | 88.9\% | 89.9\% | 89.0\% | 90.0\% | 90.2\% | 90.4\% | 90.3\% | 90.3\% | 89.7\% | 89.5\% | 90.1\% | 90.7\% |
| Current Licences Issued and Future Licences to be Issued |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Debit Licences Issued | 1,011,878 | 98,333 | 86,959 | 94,207 | 67,648 | 78,601 | 83,405 | 80,975 | 84,877 | 95,610 | 92,303 | 86,469 | 73,559 | 92,708 | 82,841 | 92,882 |
| Direct Debit Licences Issued \% | 35.3\% | 36.9\% | 35.1\% | 35.8\% | 46.4\% | 33.9\% | 38.1\% | 36.8\% | 35.2\% | 34.0\% | 34.0\% | 33.3\% | 34.0\% | 34.4\% | 33.0\% | 35.6\% |
| Credit/Debit Card Licences Issued | 1,856,453 | 168,297 | 161,052 | 168,676 | 78,194 | 153,256 | 135,544 | 138,953 | 156,036 | 185,888 | 179,307 | 173,059 | 142,954 | 176,833 | 168,352 | 168,077 |
| Credit/Debit Card Licences Issued \% | 64.7\% | 63.1\% | 64.9\% | 64.2\% | 53.6\% | 66.1\% | 61.9\% | 63.2\% | 64.8\% | 66.0\% | 66.0\% | 66.7\% | 66.0\% | 65.6\% | 67.0\% | 64.4\% |
| Total Licences Issued | 2,868,331 | 266,630 | 248,011 | 262,883 | 145,842 | 231,857 | 218,949 | 219,928 | 240,913 | 281,498 | 271,610 | 259,528 | 216,513 | 269,541 | 251,193 | 260,959 |
| New Licences Issued | 969,649 | 85,632 | 74,299 | 83,646 | 66,605 | 69,354 | 81,090 | 77,114 | 82,760 | 106,571 | 92,909 | 82,292 | 70,493 | 82,812 | 73,898 | 83,751 |
| New Licences Issued \% | 33.8\% | 32.1\% | 30.0\% | 31.8\% | 45.7\% | 29.9\% | 37.0\% | 35.1\% | 34.4\% | 37.9\% | 34.2\% | 31.7\% | 32.6\% | 30.7\% | 29.4\% | 32.1\% |
| Renewal Licences Issued | 1,898,571 | 180,997 | 173,694 | 179,236 | 79,220 | 162,502 | 137,859 | 142,814 | 158,152 | 174,873 | 178,700 | 177,235 | 146,018 | 186,713 | 177,285 | 177,200 |
| Renewal Licences Issued \% | 66.2\% | 67.9\% | 70.0\% | 68.2\% | 54.3\% | 70.1\% | 63.0\% | 64.9\% | 65.6\% | 62.1\% | 65.8\% | 68.3\% | 67.4\% | 69.3\% | 70.6\% | 67.9\% |
| Other Licences Issued | 111 | 1 | 18 | 1 | 17 | 1 | 0 | 0 | 1 | 54 | 1 | 1 | 2 | 16 | 10 | 8 |
| Other Licences Issued \% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Rejections |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Debit Applications Rejected | 42,081 | 4,365 | 3,610 | 3,811 | 3,279 | 3,253 | 3,092 | 2,959 | 3,512 | 4,056 | 3,984 | 3,785 | 2,947 | 4,455 | 3,256 | 3,503 |
| Credit/Debit Card Applications Rejected | 953 | 148 | 132 | 177 | 83 | 60 | 72 | 64 | 98 | 151 | 86 | 83 | 56 | 77 | 62 | 61 |
| Total Rejects | 43,034 | 4,513 | 3,742 | 3,988 | 3,362 | 3,313 | 3,164 | 3,023 | 3,610 | 4,207 | 4,070 | 3,868 | 3,003 | 4,532 | 3,318 | 3,564 |
| Outstanding Applications |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Debit Outstanding Applications | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit/Debit Card Outstanding Applications | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Outstanding | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Derived Simple Enquiry Answered |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Derived Simple Enquiry Answered | 6,255,928 | 613,545 | 517,784 | 585,220 | 479,062 | 508,318 | 502,282 | 470,398 | 508,757 | 594,634 | 554,649 | 476,763 | 459,715 | 557,052 | 553,406 | 590,892 |




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| Visits |
| :---: |
| Payments |
| Payment \% |
| COD |
| COD \% |
| Contact Us |
| Contact Us \% |
| Refund |
| Refund \% |
| Visits |
| Payments |
| COD |
| Contact Us |
| Refund |


| 11,987 | 29,331 | 525,740 | ,040 | 462,889 | ,936 | 538,857 | 552,756 | 597,897 | 458 | 2,782 | 574,368 | 4,86 | 670,604 | 662,993 | 701,581 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,005 | 60,471 | 59,762 | 63,279 | 16,132 | 93,420 | 95,879 | 61, | 69,901 | 77,435 | 75,467 | 76,914 | 65, | 84,225 | 82,296 | 85,293 |
| 12.4\% | 11.4\% | 11.4\% | 0.7\% | 3.5\% | 17. | 17.8\% | 11.1\% | 11.7\% | 11.6\% | 12.3 | 13.4\% | 12.5\% | 12.6\% | 12.4\% | 12.2\% |
| 352,274 | 27,253 | 27,066 | 30,095 | 11,755 | 2,224 | 39,889 | 41,830 | 44,611 | 32,994 | 23,273 | 31,267 | 27,569 | 31,509 | 31,640 | 33,713 |
| 5.0\% | 5.1\% | 5.1\% | 5.1\% | 2.5\% | 0.4\% | 4\% | 7.6\% | 7.5\% | $5.0 \%$ | 3.8\% | 5.4\% | 5.38 | 4.7 | 4.8\% | 4.8\% |
| 888 | 5,507 | 5,099 | 5,936 | 2,026 | 293 | 4,542 | 5,017 | 5,642 | 6,687 | 6,864 | 6,341 | 5,303 | 7,045 | 6,759 | 7,069 |
| 0.9\% | 1.0\% | 1.0\% | 1.0\% | 0.4\% | 0.1\% | 0.8\% | 0.9\% | 0.9\% | 1.0\% | 1.1\% | 1.1\% | 1.0\% | 1.1\% | 1.0\% | 1.0\% |
| 84,978 | 4,459 | 4,219 | 4,545 | 1,679 | 3,919 | 23,003 | 7,366 | 7,376 | 7,321 | 6,686 | 5,224 | 4,872 | 5,953 | 5,662 | 5,917 |
| 1.2\% | 0.8\% | 0.8\% | 0.8\% | 0.4\% | 0.7\% | 4.3\% | 1.3\% | 1.2\% | 1.1\% | 1.1\% | 0.9\% | 0.9\% | 0.9\% | 0.9\% | 0.8\% |
| 61.3\% | 54.8\% | 56.9\% | 57.5\% | 58.8\% | 57.0\% | 58.7\% | 60.9\% | 60.8\% | 62.5\% | 62.2\% | 62.3 | 63.6\% | 62.4\% | 61.8\% | 63.2\% |
| 38.7\% | 45.2\% | 43.1\% | 5\% | 41.2\% | 43.0\% | 41.3\% | 39.1\% | 39.2\% | 37.5\% | 37.8\% | 37.7\% | 36.4\% | 37.6\% | 38.2\% | 36.8\% |
| 49.9\% | 42.2\% | 2.9\% | 4.8\% | 50.7\% | 59.4\% | 48.2\% | 46.9\% | 46.5\% | 49.0\% | 49.2\% | 49.0\% | 49.8\% | 50.2\% | 49.2\% | 49.4\% |
| 50.1\% | 57.8\% | 57.1\% | 58.2\% | 49.3\% | 40.6\% | 51.8\% | 53.1\% | 53.5\% | 51.0\% | 50.8\% | 51.0\% | 50.2\% | 49.8\% | 50.8\% | 50.6\% |
| 51.3\% | 43.8\% | 46.8\% | 47.5\% | 48.9\% | 51.5\% | 50.3\% | 51.1\% | 51.3\% | 50.0\% | 50.8\% | 51.2\% | 52.7 | 50.9\% | 52.5\% | 53.1 |
| 48.7\% | 56.2\% | 53.2\% | 52.5\% | 51.1\% | 48.5\% | 49.7\% | 48.9\% | 48.7\% | 50.0\% | 49.2\% | 48.8\% | 47.3\% | 49.1\% | 47.5\% | 46.9\% |
| 53.5\% | 46.2\% | 46.6\% | 48.2\% | 48.8\% | 46.8\% | 47.3\% | 48.6\% | 49.2\% | 54.5\% | 53.9\% | 55.4\% | 56.3\% | 55.8\% | 55.5\% | 57.1\% |
| 46.5\% | 53.8\% | 53.4\% | 51.8\% | 51.2\% | 53.2\% | 52.7\% | 51.4\% | 50.8\% | 45.5\% | 46.1\% | 44.6\% | 43.7\% | 44.2\% | 44.5\% | 42.9\% |
| 39.4\% | 35.1\% | 35.6\% | 37 | 34 | 34.3\% | 35.1\% | 37.8\% | 36.1\% | 9.8\% | 42.5\% | 42.6\% | 43.2\% | 44.6 | 4.7\% | 46.5\% |






Please Note: Due to a Webtrends reporting issue from 6th to 15 th October 2014 some reported conversion rates have been impacted, mainly COD and Card Payment dropping $25 \%$ and $7 \%$ respectively, also due to an additonal reporting issue in February 15 the NLN

## Contact Us Summary





* Please note - the previous months data is only available mid month and therefore will always be one month in arrears.

Web Short Dating

|  | 12mth Total | Jan 14 | Feb 14 | Mar 14 | Apr 14 | May 14 | Jun 14 | Jul 14 | Aug 14 | Sep 14 | Oct 14 | Nov 14 | Dec 14 | Jan 15 | Feb 15 | Mar 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total New Licences | 832,767 |  |  |  | 32,810 | 60,942 | 70,448 | 69,028 | 73,421 | 94,649 | 82,233 | 72,541 | 61,503 | 72,434 | 66,702 | 76,056 |
| New Short Dating Licences | 56,909 |  |  |  | 1,521 | 3,958 | 4,400 | 4,536 | 4,277 | 5,463 | 6,422 | 5,513 | 4,847 | 5,995 | 4,819 | 5,158 |
| Percentage of Short Dating Licences | 6.83\% |  |  |  | 4.64\% | 6.49\% | 6.25\% | 6.57\% | 5.83\% | 5.77\% | 7.81\% | 7.60\% | 7.88\% | 8.28\% | 7.22\% | 6.78\% |
| Revenue as a result of Short Dating * | £ 1,419,652 |  |  |  | £43,826 | £100,851 | £113,431 | £109,516 | £101,432 | £127,563 | £141,077 | £132,060 | £119,164 | £157,209 | £130,799 | £142,725 |
| Average collection per Short Dated Licence * | £24.95 |  |  |  | £28.81 | £25.48 | £25.78 | £24.14 | £23.72 | £23.35 | £21.97 | £23.95 | £24.59 | £26.22 | £27.14 | £27.67 |
| Average months short dated | 2.06 |  |  |  | 2.38 | 2.10 | 2.13 | 1.99 | 1.96 | 1.93 | 1.81 | 1.98 | 2.03 | 2.16 | 2.24 | 2.28 |
| Null Records | 6,089 |  |  |  | 437 | 221 | 565 | 550 | 464 | 1398 | 639 | 554 | 447 | 551 | 184 | 79 |
| Excluded Records (more than 12 months) | 486 |  |  |  | 7 | 19 | 15 | 22 | 33 | 48 | 58 | 59 | 48 | 75 | 52 | 50 |
| * Assuming cost per licence is $£ 12.12$ per month. | Please Note April's volumes start from the 13th of the month. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |



Volumes are lower for April than other months because new licence purchases and new short-dated licences are generally very high at the begining of the month and April's data only started from the 13 th missing out on these high volumes.



LASSY Rejected Change of Address



LASSY Rejected Direct Debit Setups



## Change of Address

E3008: An Instalment Plan cannot be created as the current Direct Debit Instruction is closed.

S7000: LASSY was performing batch updates and was therefore unable to accept updates.

F9999: LASSY has returned an error. This can occur because batches are running and the data is held or it can be due to a data issue.

E2050: An email address has not been provided by the customer which is needed for elicensing

T2566: Licence is frozen
Direct Debit Signups
E2044: Customer is trying to renew or join DD with a
cancelled Licence.
E2047: Customer has been matched to a Licence but
that Licence is a potential.
S7000: LASSY was performing batch updates and was
therefore unable to accept updates.
F9999: LASSY has returned an error. This can occur
because batches are running and the data is held or it
can be due to a data issue.
To018: The licence has been converted to counterfoil so
that it an
rejoin DD.


## Credit/Debit Card

S7000: LASSY was performing batch updates and was therefore unable to accept updates.

F9999: LASSY has returned an error. This can occur because batches are running and the data is held or it can be due to a data issue.

T0003: This is where an application has been made matched to a Licence but that Licence is revoked.

F9001- Data has been sent to LASSY that does not match the criteria required, therefore LASSY is unable to read that data.

E0009: The Customer has imput an Invalid Character in their Surname.


Key
LASSY Rejected
LASSY rejected the transaction as it could not automate - this should have an associated LASSY error code for the reason.

## Always Manually Processed

Some transactions, such as Blind and Mono etc are always handled manually to make sure that they are correct.
Guarded, Standard Hotel
Guarded, Standard Hotel The customer has tried to buy a "standard" TV Licence at as address we have listed as an hotel. Again this needs to be investigated.
Guarded, ARC Scheme Room
The customer has tried to buy a "standard" TV Licence at as address we have listed as an ARC room. Again this needs to be investigated.

Address not found in LASSY look up table
The customer has provided an address manually and we cannot automate these as the address needs to be checked and possibly built on by address structure.

