

BBC commitments for BBC Studios-Worldwide merger - version 2, updated on 27 September 2019

The BBC announced its decision to bring together two of its commercial subsidiaries, BBC Studios and BBC Worldwide, to trade as a single entity known as BBC Studios on 29 November 2017.

The BBC Board has approved a series of voluntary commitments to be transparent about how these new arrangements will work in practice. The commitments are intended to demonstrate that the BBC has the necessary procedures in place to ensure the proposed merger of BBC Studios and BBC Worldwide will not distort the market or result in BBC Studios gaining an unfair competitive advantage due to its relationship with the licence fee funded BBC Public Service.

The BBC Board will oversee these commitments and the BBC's compliance with them. The BBC Fair Trading Committee oversees how the BBC complies with Ofcom's trading and separation rules and other relevant provisions in the BBC Charter and Framework Agreement.¹

In September 2019 the BBC Board, as part of its ongoing oversight of these commitments, decided to change commitment number 6. This change reflects changes in the lines of business in BBC Studios that the BBC has made as a result of changes to Ofcom's regulation and the findings of the BBC's [Commercial Review](#).

The Commissioning Process

1. With regard to the BBC's commissioning process, the BBC commits to continue to treat all producers and distributors equally, irrespective of their relationship to the BBC, whether they are external companies, BBC in-house public service teams or BBC Studios. The BBC commits to ensuring there is fair competition between new BBC Studios and third party producers. The BBC will continue to commission the best ideas to inform, educate and entertain its audiences.
2. The BBC commits to maintaining its existing Commissioning Process Framework.² In particular, the BBC will retain the following mechanisms to ensure it promotes competition and is transparent:
 - a Commissioning Code of Practice, which sets out the principles to be applied when agreeing terms with qualifying independent producers for the supply of TV programmes;³
 - a published tariff, setting out the indicative prices the BBC is prepared to pay for the supply of commissioned television programmes, which applies to all

¹ BBC Fair Trading Committee Terms of Reference (http://downloads.bbc.co.uk/aboutthebbc/insidethebbc/managementstructure/seniormanagement/subcommittee/pdf/bbc_sub_committee_fairtrading.pdf)

² <http://downloads.bbc.co.uk/commissioning/site/bbc-commissioning-process-framework.pdf>

³ http://downloads.bbc.co.uk/commissioning/site/code_of_practice.pdf

producers including qualifying and non-qualifying independents and BBC Studios;⁴

- guidance on the BBC website on how the BBC works with suppliers, including compliance with the Business Affairs Charter which governs business dealings with independent production companies;⁵
 - the well-established external facing BBC Commissioning website which announces upcoming commissions to the market, sets out the common processes for independent production companies, BBC Studios and in-house and relevant mechanisms for submitting programme ideas such as BBC Pitch;⁶
 - a system for managing complaints about TV commissions through which third parties can raise concerns;⁷ and
 - a separate process for managing competitive tenders for returning series.
3. The BBC will publish details of the BBC network television hours⁸ produced by both new BBC Studios and external suppliers in the BBC Annual Report and Accounts which is approved by the BBC Board. This will include information for different genres. The BBC will publish this information in the upcoming 2017/18 BBC Annual Report and Accounts and will continue to do so in subsequent years following the proposed change.
4. The BBC will maintain rigorous operational separation between its Public Service commissioning teams and new BBC Studios pitching into the UK Public Services. The BBC Board and the BBC Fair Trading Committee will monitor operational separation, as part of their respective remits to review on an ongoing basis the BBC's compliance with the four commercial criteria set out in the Framework Agreement.⁹ The external annual Fair Trading Audit will consider the effectiveness of the BBC's controls including operational separation between the UK Public Service and new BBC Studios. The BBC will publish the Auditor's opinion in the BBC Annual Report and Accounts.

Financial support

5. There will continue to be no cross subsidy between the BBC Public Service and the BBC's commercial arm. The BBC will not use any licence fee revenue to fund any of the costs of making this change.
6. The BBC Board will set commercial rates of return (informed by market norms) for all lines of business within BBC Studios. The BBC Board will review the performance of new

⁴ http://downloads.bbc.co.uk/commissioning/site/tariff_prices_for_independents.pdf

⁵ http://downloads.bbc.co.uk/commissioning/site/Business_affairs_charter.pdf

⁶ <http://www.bbc.co.uk/commissioning>

⁷ http://downloads.bbc.co.uk/commissioning/site/complaints_about_commissioning.pdf

⁸ Programmes made for viewing on any of the UK Public Television Services, other than programmes made for viewing only on a variation of such a service that relates to one of the Nations or Regions of England.

⁹ The Board has the function under the Article 20(8) BBC Charter to ensure compliance with the BBC's obligation Charter, Framework Agreement and Ofcom's Operating Framework. The remit of the Fair Trading Committee is to assist the Board in complying with Ofcom's trading and separation regulatory requirements in its Operating Framework

BBC Studios against these targets and report to Ofcom in accordance with the requirements set out in Ofcom's trading and separation rules. The lines of business will be determined by market norms and shall only be changed in accordance with Ofcom's trading and separation rules.

7. The BBC commits that following the creation of new BBC Studios, it will only alter the internal allocation of revenues and costs between the production (i.e. making new content) and distribution (i.e. content sales and operating commercial television channels) divisions of the new BBC Studios in order to align new BBC Studios with market norms. The BBC will inform Ofcom of any such changes to the allocation of revenues and costs between new BBC Studios' production and distribution divisions.

Information flows

8. The BBC commits to maintaining its rigorous conflict of interest procedures to ensure that any potential conflicts of interest are identified, recorded and mitigated where necessary. This includes ensuring that directors do not receive information, or participate in discussions, on issues where conflicts may arise, or a perception of a conflict exists. Where a conflict is identified it is recorded in the minutes of the Board meetings, which are published on the BBC's website. In particular, where executives of the BBC's commercial subsidiaries are also directors of the Corporation's main Board or Executive Committee, the BBC will ensure that they do not participate in discussions or decisions about individual programme commissions or tendering decisions for the BBC's public service television or relevant radio output at the Board or Executive Committee. The BBC keeps its conflict of interest procedures under review. In light of this change the BBC reviewed the procedures in place and considers they remain robust and support the BBC Board in discharging its functions under the BBC Charter.
9. New BBC Studios will implement conflict of interest procedures to ensure that any potential conflicts of interest between its production division and its stakes in independent production companies are identified, recorded and managed. The BBC will inform Ofcom and relevant parties of these procedures.

Transparency and reporting

10. The BBC commits to no lessening of transparency in financial reporting by the BBC's commercial subsidiaries as a result of this change:
 - The lines of business in new BBC Studios will be consistent with the existing lines of business in BBC Studios and BBC Worldwide (see paragraph 6 above).
 - The BBC will report to Ofcom in line with Ofcom's trading and separation rules on both the forward looking target commercial rates of return and financial performance for each line of business in new BBC Studios.
 - Annually, and no later than by 1 April each year, the BBC will provide to Ofcom an explanation of how the BBC has set its commercial rate of return targets for each line of business, including an explanation of how market norms have

informed the targets set by the BBC. The BBC will provide to Ofcom all relevant evidence.

- The BBC will also provide more detailed information as necessary when formally requested by Ofcom and required to carry out Ofcom's regulatory functions.
- The BBC will also publish each year at the same time as the BBC's Annual Report and Accounts financial and performance information for new BBC Studios, including details of the performance of each line of business approved by the BBC Board.
- The BBC commits to publishing by 30 April 2018 a structure chart of the new BBC Studios, including the divisional structure and all lines of business comprised within it.

11. The BBC commits to not changing its transfer pricing methodologies as a result of this change. The BBC will ensure these comply with Ofcom's trading and separation rules and will apply methodologies consistently across all of the BBC's commercial subsidiaries and lines of business within its commercial arm. The BBC commits to publishing updated transfer pricing methodologies for new BBC Studios by 30 April 2018.
12. The BBC commits to not changing its brand valuation methodologies as a result of this change. The BBC will ensure these methodologies comply with Ofcom's trading and separation rules. The BBC will set out in its published documents how payment for use of the BBC brand applies to different commercial activities (e.g. to highlight any differences between production and distribution activities). The BBC commits to publishing updated brand valuation methodologies for new BBC Studios by 30 April 2018.
13. In addition, the BBC commits that new BBC Studios' production and distribution divisions will continue to work with third parties outside of the BBC. There will be no exclusivity between new BBC Studios' production and distribution divisions.