

BT Pre Q3 2014/15 Consensus

£m unless stated	2014/15 Q3 Consensus				2014/15 Full Year Consensus				2015/16 Full Year Consensus				2016/17 Full Year Consensus				2017/18 Full Year Consensus			
	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low
Revenue¹																				
BT Global Services	1,725	1,725			6,925	6,935			6,922	6,920			6,989	6,960			7,074	7,033		
BT Business	796	796			3,159	3,157			3,187	3,174			3,226	3,212			3,266	3,250		
BT Consumer	1,074	1,074			4,298	4,297			4,528	4,536			4,761	4,735			4,943	4,910		
BT Wholesale	527	528			2,116	2,124			2,051	2,046			2,014	2,017			2,007	1,993		
Openreach	1,251	1,252			5,000	4,998			5,041	5,036			5,124	5,104			5,171	5,163		
Other	18	18			82	80			82	82			82	81			81	81		
Eliminations	(899)	(900)			(3,593)	(3,593)			(3,610)	(3,600)			(3,642)	(3,635)			(3,662)	(3,650)		
Total	4,492	4,491	4,572	4,462	17,987	17,983	18,147	17,885	18,201	18,128	18,608	18,059	18,554	18,495	19,263	18,249	18,880	18,789	19,952	18,347
Change in U/L ex transit (%)					(0.3)				1.0				1.8				2.0			
EBITDA¹																				
BT Global Services	270	273			1,074	1,083			1,111	1,109			1,152	1,141			1,186	1,157		
BT Business	265	265			1,040	1,041			1,056	1,056			1,076	1,062			1,093	1,095		
BT Consumer	248	243			1,024	1,021			974	980			1,038	1,018			1,103	1,087		
BT Wholesale	130	130			520	521			513	510			507	507			509	507		
Openreach	648	647			2,595	2,591			2,633	2,631			2,687	2,668			2,705	2,693		
Other	(3)	(5)			(19)	(25)			(11)	(20)			(13)	(20)			(13)	(20)		
Total	1,558	1,555	1,594	1,524	6,234	6,237	6,298	6,169	6,276	6,271	6,427	6,135	6,447	6,425	6,648	6,341	6,583	6,574	6,925	6,257
Depreciation and amortisation	(633)	(634)			(2,541)	(2,538)			(2,501)	(2,505)			(2,474)	(2,472)			(2,446)	(2,461)		
Operating profit¹	925	924			3,693	3,685			3,775	3,798			3,973	3,969			4,137	4,124		
Net finance expense	(141)	(141)			(571)	(572)			(514)	(518)			(458)	(472)			(392)	(416)		
Share of post tax profits/losses of associates & joint ventures	0	0			0	0			0	0			0	0			0	0		
Profit before tax¹	784	782	827	750	3,122	3,119	3,163	3,059	3,261	3,268	3,435	3,113	3,515	3,512	3,652	3,360	3,745	3,732	3,957	3,520
Specific items	(55)	(50)			(199)	(200)			(57)	(40)			(42)	(35)			(42)	(35)		
Net interest on pensions	(71)	(72)			(290)	(290)			(249)	(278)			(257)	(278)			(248)	(272)		
Total specific items: net gains (losses)	(126)	(123)			(489)	(490)			(306)	(290)			(299)	(290)			(290)	(290)		
Reported profit before tax¹	658	656			2,633	2,642			2,955	2,958			3,216	3,249			3,455	3,462		
Tax - excluding specific items	(158)	(158)			(628)	(628)			(656)	(656)			(711)	(703)			(757)	(749)		
Tax on specific items	19	21			80	82			44	56			46	49			44	44		
Tax rate	20.2%	20.0%			20.1%	20.0%			20.1%	20.0%			20.2%	20.0%			20.2%	20.0%		
Memo: Minorities	0	0			0	0			0	0			0	0			0	0		
Net income	519	521			2,085	2,092			2,343	2,351			2,551	2,539			2,742	2,725		
EPS¹ (p)	7.7	7.8			31.1	31.2			32.3	32.4			34.8	34.7			37.1	37.3		
Reported EPS (p)	6.4	6.4			26.0	26.1			29.0	29.3			31.6	31.7			34.1	34.7		
Dividend per share (p)	0.0	0.0			12.5	12.5			14.2	14.4			15.8	15.9			17.4	17.5		
Average number of shares in issue (m)	8,104	8,113			8,020	8,029			8,076	8,075			8,068	8,082			8,049	8,086		
Group free cash flow																				
EBITDA ¹	1,558	1,555			6,234	6,237			6,276	6,271			6,447	6,425			6,583	6,574		
Capital expenditure	(587)	(588)			(2,304)	(2,306)			(2,324)	(2,333)			(2,330)	(2,324)			(2,332)	(2,316)		
Interest	(187)	(197)			(578)	(579)			(519)	(528)			(459)	(471)			(391)	(425)		
Tax (excluding cash tax benefit of pension deficit payment)	(119)	(116)			(515)	(511)			(619)	(613)			(682)	(679)			(728)	(738)		
Change in working capital	58	64			(245)	(240)			(131)	(140)			(76)	(94)			(68)	(85)		
Other	0	0			61	60			22	30			12	23			17	20		
Normalised free cash flow²	723	720			2,653	2,654			2,705	2,691			2,912	2,902			3,081	3,023		
Cash tax benefit of pension deficit payments	18	19			96	90			113	120			115	126			113	123		
Free cash flow¹	741	750			2,749	2,747			2,818	2,813			3,027	2,991			3,194	3,165		
Specific items	(46)	(46)			(232)	(215)			(88)	(100)			(59)	(50)			(44)	(35)		
Reported free cash flow	695	700			2,517	2,524			2,730	2,729			2,968	2,945			3,150	3,122		
Gross pension deficit payment	0	0			(569)	(575)			(596)	(600)			(600)	(600)			(554)	(600)		
Free cash flow (post pension deficit payments)	695	700			1,948	1,921			2,134	2,139			2,368	2,354			2,596	2,515		
Net debt	6,470	6,423			6,099	6,107			5,295	5,305			4,339	4,345			3,298	3,450		

¹ before specific items

² before specific items, pension deficit payments and the cash tax benefit of pension deficit payments