

BT Pre Q2 2015/16 Consensus

£m unless stated	2015/16 Q2 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
Revenue¹																
BT Global Services	1,554	1,555			6,454	6,447			6,409	6,440			6,471	6,516		
BT Business	774	774			3,094	3,093			3,089	3,097			3,127	3,107		
BT Consumer	1,111	1,111			4,537	4,527			4,788	4,760			4,930	4,929		
BT Wholesale	514	512			2,086	2,083			2,068	2,073			2,059	2,049		
Openreach	1,258	1,258			5,060	5,056			5,111	5,108			5,184	5,150		
Other	17	16			73	73			74	74			71	74		
Eliminations	(896)	(892)			(3,589)	(3,576)			(3,616)	(3,593)			(3,636)	(3,620)		
Total	4,332	4,329	4,382	4,297	17,715	17,698	17,802	17,657	17,923	17,913	18,199	17,616	18,206	18,256	18,706	17,669
Change in U/L ex transit (%)					0.2				1.6				1.5			
EBITDA¹																
BT Global Services	208	210			1,040	1,048			1,067	1,073			1,105	1,106		
BT Business	260	260			1,050	1,050			1,058	1,061			1,082	1,079		
BT Consumer	199	200			1,010	1,012			1,082	1,089			1,180	1,189		
BT Wholesale	125	125			536	531			530	528			531	522		
Openreach	646	646			2,672	2,671			2,697	2,697			2,728	2,717		
Other	(11)	(10)			(33)	(39)			(30)	(40)			(33)	(40)		
Total	1,427	1,427	1,441	1,413	6,275	6,280	6,317	6,166	6,404	6,387	6,661	6,150	6,593	6,520	7,019	6,234
Depreciation and amortisation	(623)	(624)			(2,497)	(2,497)			(2,458)	(2,468)			(2,444)	(2,435)		
Operating profit¹	804	804			3,778	3,784			3,946	3,907			4,149	4,091		
Net finance expense	(128)	(130)			(517)	(518)			(467)	(470)			(409)	(435)		
Share of post tax profits/losses of associates & joint ventures	0	0			5	5			4	1			0	0		
Profit before tax¹	676	677	713	663	3,266	3,270	3,325	3,143	3,483	3,437	3,816	3,288	3,740	3,651	4,298	3,407
Specific items	(20)	(23)			(97)	(100)			(100)	(100)			(74)	(100)		
Net interest on pensions	(56)	(56)			(223)	(222)			(147)	(210)			(191)	(210)		
Total specific items: net gains (losses)	(76)	(78)			(320)	(325)			(247)	(275)			(265)	(280)		
Reported profit before tax¹	600	597			2,946	2,953			3,236	3,272			3,475	3,467		
Tax - excluding specific items	(132)	(131)			(630)	(625)			(685)	(677)			(740)	(721)		
Tax on specific items	13	15			59	58			55	50			60	55		
Tax rate	19.5%	19.0%			19.3%	19.0%			19.7%	19.5%			19.8%	19.0%		
Memo: Minorities	0	0			0	0			0	0			0	0		
Net income	481	481			2,375	2,385			2,606	2,589			2,795	2,842		
EPS¹ (p)	6.5	6.5			31.6	31.7			33.4	33.1			35.7	35.1		
Reported EPS (p)	5.8	5.8			28.5	28.6			31.1	30.9			33.3	32.8		
Dividend per share (p)	4.4	4.4			14.1	14.0			15.6	15.7			17.4	17.3		
Average number of shares in issue (m)	8,345	8,343			8,342	8,347			8,380	8,360			8,400	8,374		
Group free cash flow																
EBITDA ¹	1,427	1,427			6,275	6,280			6,404	6,387			6,593	6,520		
Capital expenditure	(587)	(603)			(2,413)	(2,422)			(2,447)	(2,420)			(2,453)	(2,420)		
Interest	(86)	(81)			(522)	(520)			(462)	(469)			(404)	(406)		
Tax (excluding cash tax benefit of pension deficit payment)	(106)	(102)			(521)	(510)			(647)	(663)			(691)	(695)		
Change in working capital & other	(199)	(200)			(44)	(33)			3	0			5	0		
Normalised free cash flow²	449	450			2,775	2,802			2,851	2,936			3,050	3,013		
Cash tax benefit of pension deficit payments	48	55			202	214			133	115			118	94		
Free cash flow¹	497	509			2,977	3,003			2,984	3,049			3,168	3,167		
Specific items	(43)	(50)			(195)	(202)			(118)	(100)			(75)	(100)		
Reported free cash flow	454	455			2,782	2,798			2,866	2,919			3,093	3,067		
Gross pension deficit payment	(5)	0			(878)	(875)			(299)	(250)			(627)	(688)		
Free cash flow (post pension deficit payments)	449	451			1,904	1,918			2,567	2,669			2,466	2,379		
Net debt	6,038	6,062			4,690	4,522			3,537	3,496			2,442	2,523		

¹ before specific items² before specific items, pension deficit payments and the cash tax benefit of pension deficit payments