

Pre Q3 2017/18 Consensus	Q3 2017/18 Consensus				FY 2017/18 Consensus				FY 2018/19 Consensus				FY 2019/20 Consensus			
	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low
Revenue¹																
Consumer	1,276	1,274			5,074	5,072			5,163	5,184			5,278	5,315		
EE	1,358	1,357			5,288	5,287			5,409	5,404			5,498	5,506		
Business and Public Sector	1,159	1,158			4,630	4,631			4,580	4,572			4,556	4,524		
Global Services	1,316	1,321			5,198	5,205			5,143	5,177			5,121	5,206		
Wholesale and Ventures	513	512			2,037	2,035			1,999	2,006			1,977	1,978		
Openreach	1,276	1,279			5,104	5,106			4,993	4,972			4,963	4,972		
Other	3	2			12	12			12	11			12	12		
Eliminations	(833)	(839)			(3,355)	(3,354)			(3,322)	(3,341)			(3,313)	(3,315)		
Total	6,068	6,064	6,140	6,013	23,988	23,994	24,145	23,813	23,977	23,985	24,250	23,560	24,092	24,198	24,638	23,356
- of which transit	80	81			324	329			298	290			275	277		
Underlying revenue² excl. transit (YoY)					-0.2%				0.2%				0.4%			
EBITDA¹																
Consumer	256	256			1,019	1,024			1,051	1,062			1,096	1,104		
EE	300	300			1,327	1,326			1,426	1,421			1,499	1,493		
Business and Public Sector	364	364			1,434	1,432			1,402	1,404			1,380	1,381		
Global Services	100	101			443	447			486	481			522	521		
Wholesale and Ventures	197	198			774	776			769	768			766	760		
Openreach	626	628			2,508	2,509			2,418	2,411			2,393	2,382		
Other	(5)	(5)			4	5			(9)	(10)			(10)	(10)		
Total	1,838	1,837	1,883	1,814	7,509	7,508	7,558	7,473	7,543	7,563	7,663	7,362	7,646	7,646	7,922	7,280
Depreciation and amortisation ¹	(889)	(889)			(3,534)	(3,535)			(3,560)	(3,559)			(3,533)	(3,550)		
Operating profit¹	949	948			3,975	3,973			3,983	4,004			4,113	4,096		
Net finance expense ¹	(135)	(132)			(534)	(535)			(502)	(503)			(489)	(492)		
Share of post tax profits/losses of associates & joint ventures ¹	0	0			(3)	0			(2)	0			(2)	0		
Profit before tax¹	814	816	847	768	3,438	3,438	3,513	3,334	3,479	3,501	3,667	3,221	3,622	3,604	3,898	3,171
Specific items	(101)	(100)			(583)	(600)			(188)	(200)			(129)	(100)		
Net interest on pensions	(51)	(55)			(207)	(220)			(211)	(220)			(206)	(220)		
Total specific items	(152)	(155)			(790)	(820)			(399)	(420)			(335)	(320)		
Reported profit before tax	662	661			2,648	2,618			3,080	3,081			3,287	3,284		
Tax - excluding tax on specific items	(164)	(161)			(687)	(693)			(674)	(661)			(697)	(673)		
Tax on specific items	30	30			133	127			75	78			71	64		
Tax rate	20.1%	20.0%			20.0%	20.1%			19.4%	19.0%			19.2%	19.0%		
Net income	528	530			2,094	2,052			2,481	2,498			2,661	2,675		
EPS ¹ (p)	6.6	6.6			27.7	27.7			28.3	28.2			29.5	29.5		
Reported EPS (p)	5.3	5.3			21.1	20.8			25.0	24.7			26.8	27.0		
Dividend per share (p)	0.00	0.00			15.59	15.88			15.84	16.25			16.08	16.34		
Average number of shares in issue (m)	9,923	9,923			9,920	9,919			9,915	9,913			9,921	9,916		
Group free cash flow																
EBITDA ¹	1,838	1,837			7,509	7,508			7,543	7,563			7,646	7,646		
Capital expenditure ³	(854)	(851)			(3,370)	(3,373)			(3,479)	(3,418)			(3,509)	(3,437)		
Interest	(162)	(164)			(533)	(535)			(504)	(510)			(493)	(502)		
Tax (excluding cash tax benefit of pension deficit payments)	(164)	(160)			(597)	(588)			(756)	(757)			(1,053)	(1,047)		
Change in working capital & other	(102)	(110)			(283)	(300)			(71)	(57)			(34)	(15)		
Normalised free cash flow⁴	556	552			2,726	2,712			2,733	2,821			2,557	2,645		
Cash tax benefit of pension deficit payments	14	6			178	145			180	181			170	180		
Purchases of telecoms licences	(5)	0			(96)	(80)			(179)	0			(62)	0		
Specific items	(154)	(173)			(885)	(922)			(184)	(200)			(127)	(100)		
Reported free cash flow	411	385			1,923	1,855			2,550	2,802			2,537	2,725		
Gross pension deficit payment	(19)	0			(1,060)	(853)			(853)	(853)			(840)	(800)		
Free cash flow (post pension deficit payments)	392	385			863	1,002			1,697	1,949			1,697	1,925		
Net debt	9,100	9,098			9,746	9,581			9,602	9,524			9,458	9,434		

¹ before specific items

² excludes specific items, foreign exchange movements and disposals

³ before purchases of telecommunications licences

⁴ before specific items, purchases of telecommunications licences, pension deficit payments and the cash tax benefit of pension deficit payments

n/m = not meaningful

End