

BT Pre Q3 2015/16 Consensus

| £m unless stated | 2015/16 Q3 Consensus | | | | 2015/16 Full Year Consensus | | | | 2016/17 Full Year Consensus | | | |
|---|----------------------------|--------------|--------------|--------------|-----------------------------------|---------------|---------------|---------------|-----------------------------------|---------------|---------------|---------------|
| | Mean | Median | High | Low | Mean | Median | High | Low | Mean | Median | High | Low |
| Revenue¹ | | | | | | | | | | | | |
| BT Global Services | 1,597 | 1,595 | | | 6,412 | 6,410 | | | 6,379 | 6,368 | | |
| BT Business | 779 | 779 | | | 3,108 | 3,106 | | | 3,108 | 3,102 | | |
| BT Consumer | 1,188 | 1,191 | | | 4,582 | 4,582 | | | 4,817 | 4,810 | | |
| BT Wholesale | 518 | 518 | | | 2,087 | 2,087 | | | 2,057 | 2,057 | | |
| Openreach | 1,276 | 1,275 | | | 5,074 | 5,076 | | | 5,075 | 5,080 | | |
| Other | 17 | 19 | | | 67 | 71 | | | 72 | 72 | | |
| Eliminations | (896) | (897) | | | (3,580) | (3,592) | | | (3,563) | (3,578) | | |
| Total | 4,479 | 4,483 | 4,499 | 4,439 | 17,750 | 17,757 | 17,799 | 17,682 | 17,945 | 17,980 | 18,125 | 17,728 |
| Change in U/L ex transit (%) | | | | | 0.9 | | | | 1.1 | | | |
| EBITDA¹ | | | | | | | | | | | | |
| BT Global Services | 266 | 267 | | | 1,037 | 1,045 | | | 1,062 | 1,068 | | |
| BT Business | 265 | 265 | | | 1,052 | 1,050 | | | 1,067 | 1,060 | | |
| BT Consumer | 255 | 257 | | | 1,024 | 1,029 | | | 1,071 | 1,088 | | |
| BT Wholesale | 130 | 130 | | | 528 | 527 | | | 518 | 508 | | |
| Openreach | 678 | 679 | | | 2,674 | 2,669 | | | 2,673 | 2,667 | | |
| Other | (7) | (8) | | | (40) | (42) | | | (33) | (40) | | |
| Total | 1,586 | 1,590 | 1,605 | 1,544 | 6,275 | 6,278 | 6,309 | 6,199 | 6,358 | 6,385 | 6,539 | 6,220 |
| Depreciation and amortisation | (625) | (624) | | | (2,500) | (2,501) | | | (2,450) | (2,466) | | |
| Operating profit¹ | 961 | 968 | | | 3,775 | 3,776 | | | 3,908 | 3,907 | | |
| Net finance expense | (121) | (118) | | | (498) | (498) | | | (444) | (451) | | |
| Share of post tax profits/losses of associates & joint ventures | 0 | 0 | | | 3 | 4 | | | 0 | 0 | | |
| Profit before tax¹ | 840 | 845 | 871 | 781 | 3,280 | 3,286 | 3,303 | 3,199 | 3,464 | 3,441 | 3,691 | 3,268 |
| Specific items | (27) | (28) | | | (82) | (89) | | | (110) | (100) | | |
| Net interest on pensions | (56) | (56) | | | (224) | (224) | | | (152) | (200) | | |
| Total specific items: net gains (losses) | (83) | (83) | | | (306) | (315) | | | (262) | (275) | | |
| Reported profit before tax¹ | 757 | 757 | | | 2,974 | 2,977 | | | 3,202 | 3,272 | | |
| Tax - excluding specific items | (163) | (161) | | | (623) | (623) | | | (670) | (673) | | |
| Tax on specific items | 16 | 15 | | | 63 | 60 | | | 59 | 63 | | |
| Tax rate | 19.4% | 19.1% | | | 19.0% | 19.0% | | | 19.3% | 19.3% | | |
| Memo: Minorities | 0 | 0 | | | 0 | 0 | | | 0 | 0 | | |
| Net income | 610 | 611 | | | 2,414 | 2,403 | | | 2,591 | 2,624 | | |
| EPS¹ (p) | 8.1 | 8.2 | | | 32.0 | 31.9 | | | 33.6 | 32.9 | | |
| Reported EPS (p) | 7.3 | 7.3 | | | 29.0 | 28.8 | | | 31.2 | 31.3 | | |
| Dividend per share (p) | 0.0 | 0.0 | | | 14.0 | 14.0 | | | 15.5 | 15.4 | | |
| Average number of shares in issue (m) | 8,350 | 8,347 | | | 8,315 | 8,341 | | | 8,316 | 8,372 | | |
| Group free cash flow | | | | | | | | | | | | |
| EBITDA ¹ | 1,586 | 1,590 | | | 6,275 | 6,278 | | | 6,358 | 6,385 | | |
| Capital expenditure | (579) | (584) | | | (2,423) | (2,412) | | | (2,461) | (2,434) | | |
| Interest | (165) | (173) | | | (505) | (503) | | | (437) | (441) | | |
| Tax (excluding cash tax benefit of pension deficit payment) | (153) | (158) | | | (527) | (516) | | | (638) | (646) | | |
| Change in working capital and Other | 138 | 160 | | | (38) | (54) | | | (18) | (30) | | |
| Normalised free cash flow² | 827 | 841 | | | 2,782 | 2,792 | | | 2,804 | 2,830 | | |
| Cash tax benefit of pension deficit payments | 43 | 44 | | | 204 | 205 | | | 111 | 113 | | |
| Free cash flow¹ | 870 | 886 | | | 2,986 | 3,000 | | | 2,915 | 2,871 | | |
| Specific items | (36) | (43) | | | (177) | (191) | | | (106) | (100) | | |
| Reported free cash flow | 834 | 834 | | | 2,809 | 2,827 | | | 2,809 | 2,756 | | |
| Gross pension deficit payment | (4) | 0 | | | (897) | (875) | | | (313) | (250) | | |
| Free cash flow (post pension deficit payments) | 830 | 834 | | | 1,912 | 1,952 | | | 2,496 | 2,506 | | |
| Net debt | 5,116 | 5,092 | | | 4,596 | 4,498 | | | 3,595 | 3,488 | | |

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