

BT Pre Q1 2014/15 Consensus

£m unless stated	2014/15 Q1 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	1,676	1,676			7,061	7,043			7,079	7,082			7,149	7,126			7,221	7,169		
BT Business	776	776			3,205	3,202			3,251	3,231			3,255	3,264			3,281	3,304		
BT Consumer	1,030	1,034			4,261	4,254			4,476	4,467			4,681	4,671			4,830	4,788		
BT Wholesale	538	537			2,162	2,159			2,100	2,096			2,073	2,080			2,065	2,035		
Openreach	1,235	1,235			5,013	5,015			5,060	5,042			5,144	5,150			5,214	5,170		
Other	18	18			87	82			83	82			79	82			74	83		
Eliminations	(926)	(923)			(3,730)	(3,719)			(3,734)	(3,742)			(3,731)	(3,742)			(3,728)	(3,737)		
Total	4,347	4,347	4,388	4,299	18,059	18,055	18,175	17,961	18,315	18,284	18,657	18,116	18,650	18,565	19,060	18,343	18,957	18,863	19,499	18,416
Change in U/L ex transit (%)					(0.2)				1.2				1.9				1.7			
EBITDA¹																				
BT Global Services	208	210			1,067	1,068			1,102	1,090			1,146	1,118			1,180	1,183		
BT Business	236	237			1,027	1,027			1,048	1,041			1,051	1,045			1,061	1,051		
BT Consumer	228	230			986	986			975	967			1,029	1,031			1,101	1,104		
BT Wholesale	131	131			549	548			542	542			549	547			557	552		
Openreach	607	607			2,595	2,593			2,636	2,630			2,690	2,672			2,728	2,732		
Other	1	2			27	25			34	26			40	26			59	25		
Total	1,411	1,415	1,429	1,380	6,251	6,265	6,288	6,176	6,337	6,330	6,473	6,176	6,505	6,484	6,655	6,407	6,686	6,674	6,943	6,424
Depreciation and amortisation	(666)	(665)			(2,634)	(2,645)			(2,594)	(2,614)			(2,557)	(2,598)			(2,524)	(2,582)		
Operating profit¹	745	743			3,617	3,613			3,743	3,701			3,948	3,878			4,162	4,128		
Net finance expense	(142)	(142)			(555)	(559)			(505)	(502)			(429)	(437)			(390)	(398)		
Share of post tax profits/losses of associates & joint ventures	0	0			0	0			(1)	0			(1)	0			(1)	0		
Profit before tax¹	603	601	644	569	3,062	3,057	3,188	2,950	3,237	3,203	3,630	2,962	3,518	3,419	3,813	3,361	3,771	3,730	4,078	3,565
Specific items	(47)	(50)			(187)	(200)			(44)	(20)			(23)	0			(23)	0		
Net interest on pensions	(68)	(73)			(273)	(290)			(234)	(285)			(236)	(267)			(224)	(251)		
Total specific items: net gains (losses)	(115)	(123)			(460)	(490)			(278)	(287)			(259)	(275)			(247)	(267)		
Reported profit before tax¹	488	480			2,602	2,578			2,959	2,960			3,259	3,238			3,524	3,514		
Tax - excluding specific items	(127)	(126)			(645)	(642)			(660)	(656)			(704)	(704)			(757)	(746)		
Tax on specific items	22	26			122	104			63	56			62	50			59	45		
Tax rate	21.1%	21.0%			21.1%	21.0%			20.4%	20.1%			20.0%	20.0%			20.1%	20.0%		
Memo: Minorities	0	0			0	0			0	0			0	0			0	0		
Net income	383	379			2,079	2,070			2,362	2,419			2,617	2,647			2,826	2,811		
EPS¹ (p)	6.0	6.0			30.1	30.2			31.8	31.8			34.7	34.2			37.2	36.9		
Reported EPS (p)	4.9	4.8			25.9	25.6			29.2	29.8			32.3	32.1			34.9	35.1		
Dividend per share (p)	0.0	0.0			12.5	12.5			14.3	14.4			17.4	16.3			19.4	17.9		
Average number of shares in issue (m)	7,896	7,861			8,034	8,032			8,097	8,114			8,106	8,112			8,097	8,112		
Group free cash flow																				
EBITDA ¹	1,411	1,415			6,251	6,265			6,337	6,331			6,505	6,483			6,686	6,674		
Capital expenditure	(584)	(583)			(2,340)	(2,331)			(2,360)	(2,379)			(2,354)	(2,310)			(2,373)	(2,326)		
Interest	(201)	(204)			(567)	(574)			(492)	(504)			(433)	(437)			(394)	(398)		
Tax (excluding cash tax benefit of pension deficit payment)	(128)	(128)			(577)	(561)			(632)	(618)			(687)	(696)			(748)	(751)		
Change in working capital	(619)	(600)			(149)	(152)			(101)	(103)			(57)	(100)			(51)	(33)		
Other	20	10			35	40			25	11			27	20			29	20		
Normalised free cash flow²	(101)	(109)			2,653	2,656			2,777	2,735			3,001	3,069			3,149	3,152		
Cash tax benefit of pension deficit payments	21	20			84	76			108	115			104	116			101	116		
Free cash flow¹	(80)	(83)			2,737	2,742			2,885	2,843			3,105	3,180			3,250	3,273		
Specific items	(62)	(50)			(199)	(200)			(78)	(35)			(70)	(20)			(53)	(20)		
Reported free cash flow	(142)	(156)			2,538	2,546			2,807	2,782			3,035	3,092			3,197	3,224		
Gross pension deficit payment	0	0			(565)	(559)			(570)	(569)			(559)	(550)			(488)	(550)		
Free cash flow (post pension deficit payments)	(142)	(156)			1,973	1,954			2,237	2,187			2,476	2,514			2,709	2,674		
Net debt	7,229	7,248			6,175	6,180			5,247	5,294			4,200	4,271			3,171	3,131		

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