

BT Pre Q3 2013/14 Consensus

£m unless stated	2013/14 Q3 Consensus				2013/14 Full Year Consensus				2014/15 Full Year Consensus				2015/16 Full Year Consensus				2016/17 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	1,727			6,986	6,985			6,876	6,878			6,865	6,872			6,880	6,941			
BT Retail	1,859	1,853			7,442	7,435			7,615	7,593			7,859	7,766			8,030	7,935			
BT Wholesale	616	616			2,489	2,490			2,390	2,394			2,363	2,351			2,338	2,322			
Openreach	1,263	1,262			5,038	5,034			5,076	5,084			5,148	5,149			5,232	5,262			
Other	17	19			75	91			75	90			83	90			83	97			
Eliminations	(961)	(962)			(3,839)	(3,845)			(3,825)	(3,840)			(3,837)	(3,850)			(3,848)	(3,881)			
Total	4,519	4,523	4,548	4,468	18,191	18,188	18,264	18,118	18,207	18,149	18,806	17,930	18,473	18,342	19,585	18,057	18,715	18,549	20,055	18,076	
Change in U/L ex transit (%)	0.2				(0.2)				0.7				1.8				1.6				
EBITDA¹																					
BT Global Services	236	238			904	905			945	942			974	964			1,006	1,003			
BT Retail	466	464			1,938	1,940			2,073	2,084			2,095	2,068			2,172	2,128			
BT Wholesale	155	155			625	623			601	605			601	603			591	600			
Openreach	644	644			2,559	2,557			2,610	2,602			2,651	2,653			2,703	2,729			
Other	8	7			21	19			20	20			23	20			37	20			
Total	1,509	1,508	1,533	1,486	6,047	6,045	6,103	5,983	6,249	6,266	6,322	6,120	6,344	6,372	6,568	6,040	6,509	6,561	6,862	6,130	
Depreciation and amortisation	(683)	(685)			(2,741)	(2,738)			(2,720)	(2,718)			(2,679)	(2,678)			(2,645)	(2,657)			
Operating profit¹	825	823			3,306	3,307			3,529	3,559			3,665	3,692			3,864	3,883			
Net finance expense	(153)	(151)			(603)	(607)			(533)	(539)			(470)	(471)			(398)	(395)			
Share of post tax profits/losses of associates & joint ventures	0	0			(2)	(2)			0	0			0	0			0	0			
Profit before tax¹	672	671	703	646	2,701	2,681	2,779	2,653	2,996	3,037	3,105	2,739	3,195	3,256	3,448	2,616	3,466	3,440	3,913	2,740	
Specific items	(99)	(100)			(348)	(339)			(62)	(50)			(23)	(15)			(17)	0			
Net interest on pensions	(60)	(60)			(239)	(237)			(175)	(236)			(164)	(230)			(183)	(230)			
Total specific items: net gains (losses)	(159)	(160)			(587)	(576)			(237)	(260)			(187)	(238)			(200)	(240)			
Reported profit before tax¹	513	513			2,114	2,116			2,759	2,722			3,008	2,979			3,266	3,189			
Tax - excluding specific items	(152)	(152)			(613)	(614)			(646)	(653)			(674)	(684)			(720)	(716)			
Tax on specific items	30	33			341	348			71	57			40	44			44	46			
Tax rate	22.6%	23.0%			22.7%	22.8%			21.6%	21.5%			21.1%	21.0%			20.8%	20.0%			
Memo: Minorities	0	0			0	0			0	0			0	0			0	0			
Net income	391	391			1,842	1,854			2,184	2,160			2,374	2,337			2,590	2,551			
EPS¹ (p)	6.6	6.6			26.6	26.5			29.3	29.5			31.2	31.8			33.9	34.0			
Reported EPS (p)	5.0	5.0			23.4	23.5			27.2	27.0			29.3	28.9			31.9	31.6			
Dividend per share (p)	0.0	0.0			10.9	10.9			12.4	12.5			14.2	14.4			16.7	16.0			
Average number of shares in issue (m)	7,864	7,864			7,857	7,850			8,028	8,043			8,092	8,119			8,110	8,148			
Group free cash flow																					
EBITDA ¹	1,509	1,508			6,047	6,045			6,249	6,266			6,344	6,372			6,509	6,561			
Capital expenditure	(600)	(595)			(2,446)	(2,450)			(2,439)	(2,440)			(2,440)	(2,412)			(2,414)	(2,395)			
Interest	(190)	(186)			(613)	(617)			(538)	(539)			(474)	(471)			(406)	(396)			
Tax (excluding cash tax benefit of pension deficit payment)	(166)	(163)			(473)	(461)			(622)	(602)			(674)	(681)			(717)	(723)			
Change in working capital	51	50			(273)	(270)			(75)	(80)			(67)	(90)			(24)	0			
Other	4	8			72	80			49	40			48	40			34	40			
Normalised free cash flow²	608	615			2,314	2,316			2,624	2,625			2,737	2,770			2,982	3,063			
Cash tax benefit of pension deficit payments	19	19			76	76			101	70			95	90			106	120			
Free cash flow¹	627	634			2,390	2,391			2,725	2,728			2,832	2,905			3,088	3,131			
Specific items	(98)	(90)			(404)	(386)			(80)	(60)			(51)	(20)			(51)	(20)			
Reported free cash flow	529	544			1,986	2,008			2,645	2,680			2,781	2,807			3,037	3,063			
Gross pension deficit payment	0	0			(402)	(325)			(450)	(325)			(473)	(450)			(508)	(550)			
Free cash flow (post pension deficit payments)	529	544			1,584	1,683			2,195	2,216			2,308	2,361			2,529	2,552			
Net debt	7,587	7,590			7,268	7,155			6,148	6,204			5,051	5,065			4,010	3,765			

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