## BT Group consensus - 13 Jan 2020

### Financial Information

### In the consensus market

<table>
<thead>
<tr>
<th>Metric</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
<th>Low</th>
<th>Sub-Mean</th>
<th>Sub-Median</th>
<th>Sub-High</th>
<th>Sub-Low</th>
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</thead>
<tbody>
<tr>
<td>Adjusted profit before tax</td>
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<td>Adjusted EBITDA margin</td>
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### Key Adjustments

- **Sub-Mean** includes adjustments for exceptional items, restructuring costs, and any other non-recurring events.
- **Sub-Median** reflects the impact of one-off events or transactions.
- **Sub-High** considers the potential growth scenarios.
- **Sub-Low** accounts for any negative impacts or challenges.

### Notes

1. Adjusted IAS 19 pension deficit (£bn, net of tax)
2. Cash available for investment and distribution
3. Normalised free cash flow

### Appendix

- **BT Group consensus - 13 Jan 2020**
- **BT Group estimates - 14 Dec 2020**
- **BT Group forecasts - 15 Dec 2020**
- **BT Group guidance - 16 Dec 2020**
- **BT Group profit before tax**
- **BT Group profit before tax (£bn)**
- **BT Group profit before tax (£m)**
- **BT Group profit before tax margin**
- **BT Group profit before tax margin (%)**
- **BT Group revenue**
- **BT Group revenue (£bn)**
- **BT Group revenue (£m)**
- **BT Group revenue margin**
- **BT Group revenue margin (%)**

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