### INCOME STATEMENT

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
<th>Estimates</th>
<th>Global</th>
<th>Consumer</th>
<th>Global</th>
<th>Consumer</th>
<th>Global</th>
<th>Consumer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2019/20</td>
<td>1,109</td>
<td>1,109</td>
<td>825</td>
<td>1,498</td>
<td>15,742</td>
<td>1,109</td>
<td>1,109</td>
<td>1,109</td>
<td>1,109</td>
<td>1,109</td>
<td>1,109</td>
</tr>
<tr>
<td>Q2 2019/20</td>
<td>1,988</td>
<td>1,988</td>
<td>1,988</td>
<td>1,988</td>
<td>15,742</td>
<td>1,988</td>
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</tr>
<tr>
<td>Q3 2019/20</td>
<td>2,005</td>
<td>2,005</td>
<td>2,005</td>
<td>2,005</td>
<td>15,742</td>
<td>2,005</td>
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<td>2,005</td>
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</tr>
<tr>
<td>Full year 2020/21</td>
<td>7,239</td>
<td>7,239</td>
<td>7,239</td>
<td>7,239</td>
<td>15,742</td>
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### BT Group consensus - 28 Jun 2019*

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<td>Q1 2019/20</td>
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</tbody>
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*Change in net debt
Free cash flow post pension deficit payments
Normalised free cash flow
Cash capital expenditure
Tax (excluding cash tax benefit of pension deficit payments)
Net (debt)/cash
Cash capital expenditure
Tax rate before specific items
Of which net interest on pensions
Underlying revenue YoY
YoY
Reported net income
Adjusted profit before tax
Total Group EBITDA
Operating costs before D&A and specific items
Adjusted basic earnings per share (pence)
Reported profit before tax
Net finance expense
Total Group Revenue
Total Group EBITDA
Underlying revenue
Underlying revenue YoY
Pretax profit
Proportion of revenue from enterprise services
Proportion of revenue from consumer services
Proportion of revenue from global services
Proportion of revenue from other services
Tax - excluding tax on specific items
Tax on specific items
Pretax profit adjusted for specific items
Change in operating margin
Change in operating profit
Change in operating profit margin
Change in underlying revenue
Change in net debt
Change in cash and cash equivalents
Change in EBITDA
Change in operating profit
Change in reported profit before tax
Change in basic earnings per share
Change in adjusted basic earnings per share
Change in earnings per share
Change in reported net income
Change in basic earnings per share
Change in adjusted basic earnings per share
Change in net debt

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BT Group consensus is an estimate of the consensus that has been provided by the analysts who follow the BT Group. It is based on a range of data and assumptions, and is intended to provide a snapshot of the market's expectations for the company's performance. The consensus is calculated by averaging the individual estimates provided by the analysts, and then assigning weights to each estimate based on the analysts' reputation and the accuracy of their past performance. The consensus is provided for the purpose of informing investors and other stakeholders, and should not be construed as a guarantee of future performance. The consensus is subject to revision as new information becomes available, and should be interpreted in conjunction with other financial and economic indicators.