BT Group consensus - 22 Jan 2021

INCOME STATEMENT
£m unless otherwise stated

	Q3 2020/21 Mean	Q3 2020/21 Median	Q3 2020/21 High	Q3 2020/21 Low	Q3 2020/21 Estimates	FY 2020/21 Mean	FY 2020/21 Median	FY 2020/21 High	FY 2020/21 Low	FY 2020/21 Estimates
Revenue										
Consumer	2,601	2,593				9,882	9,869			
Enterprise	1,350	1,349				5,449	5,448			
Global	937	940				3,803	3,805			
Openreach	1,314	1,313				5,232	5,232			
Other	5	6				23	26			
Eliminations	(752)	(751)				(2,990)	(2,993)			
Total Group Revenue [1]	5,455	5,463	5,521	5,331	16	21,399	21,381	21,578	21,051	18
YoY	(5.7)%	(5.5)%	(4.5)%	(7.8)%	16	(6.2)%	(6.2)%	(5.5)%	(7.8)%	18
EBITDA [1]										
Consumer	548	540				2,178	2,162			
Enterprise	422	423				1,685	1,687			
Global	141	141				580	586			
Openreach	739	742				2,935	2,939			
Other	(4)	(3)				53	51			
Total	1,846	1,846	1,890	1,822	16	7,431	7,430	7,489	7,276	18
YoY	(6.7)%	(6.6)%	(4.4)%	(7.9)%	16	(6.0)%	(6.0)%	(5.3)%	(8.0)%	18
Margin	33.8%	33.9%	34.4%	33.1%	16	34.7%	34.7%	35.0%	34.4%	18
Adjusted profit before tax	564	547	629	531	8	2,287	2,294	2,448	2,134	18
Reported profit before tax	430	420	506	399	7	1,826	1,851	2,035	1,595	18
Profit after tax	358	344	438	313	8	1,466	1,464	1,647	1,292	18

	FY 2021/22 Mean	FY 2021/22 Median	FY 2021/22 High	FY 2021/22 Low	FY 2021/22 Estimates	FY 2022/23 Mean	FY 2022/23 Median	FY 2022/23 High	FY 2022/23 Low	FY 2022/23 Estimates
Revenue										
Consumer	10,033	10,041				10,156	10,192			
Enterprise	5,237	5,254				5,033	5,065			
Global	3,631	3,646				3,593	3,625			
Openreach	5,413	5,419				5,542	5,566			
Other	18	22				18	22			
Eliminations	(3,004)	(2,994)				(3,018)	(2,997)			
Total Group Revenue [1]	21,328	21,334	21,702	20,906	18	21,324	21,404	22,010	20,303	18
YoY	(0.3)%	(0.3)%	1.5%	(3.1)%	18	0.0%	0.1%	2.6%	(3.2)%	18
EBITDA [1]										
Consumer	2,265	2,258				2,391	2,408			
Enterprise	1,622	1,624				1,560	1,564			
Global	570	576				581	594			
Openreach	3,080	3,083				3,215	3,220			
Other	36	35				35	35			
Total	7,573	7,588	7,745	7,252	18	7,782	7,823	7,974	7,000	18
YoY	1.9%	2.1%	3.7%	(0.3)%	18	2.8%	3.2%	4.5%	(3.5)%	18
Margin	35.5%	35.5%	36.6%	34.6%	18	36.5%	36.4%	38.0%	34.5%	18
Adjusted profit before tax	2,379	2,385	2,595	2,188	18	2,537	2,533	3,020	1,971	18
Reported profit before tax	1,992	1,986	2,224	1,736	18	2,172	2,174	2,638	1,517	18
Profit after tax	1,606	1,611	1,802	1,441	18	1,750	1,718	2,121	1,259	18

INCOME STATEMENT
£m unless otherwise stated

	Q3 2020/21	FY 2020/21 Mean	FY 2020/21 Median	FY 2020/21 High	FY 2020/21 Low	FY 2020/21 Estimates
Total Group revenue [1]		21,399	21,381			
Operating costs before D&A and specific items		(13,968)	(13,959)			
Total Group EBITDA [1]		7,431	7,430			
Depreciation and amortisation [1]		(4,355)	(4,348)			
Of which lease depreciation		(673)	(680)			
Adjusted operating profit		3,076	3,091			
Net finance expense [1]		(791)	(790)			
Of which lease interest		(149)	(141)			
Share of post tax profits/losses of associates & joint ventures [1]		2	1			
Adjusted profit before tax		2,287	2,294	2,404	2,134	18
Total specific items		(461)	(466)			
Of which impact operating profit		(345)	(374)			
Of which net interest on pensions		(116)	(125)			
Reported profit before tax		1,826	1,851	2,035	1,595	18
Tax - excluding tax on specific items		(447)	(450)			
Tax rate before specific items		19.5%	19.5%			
Tax on specific items		87	89			
Profit after tax		1,466	1,464	1,647	1,292	18
Adjusted basic earnings per share (pence)		18.6	18.6			
Reported basic earnings per share (pence)		14.9	14.8			
Dividend per share (pence)		0.00	0.00	0.00	0.00	17
Average number of shares in issue (m)		9,897	9,894			

	FY 2021/22 Mean	FY 2021/22 Median	FY 2021/22 High	FY 2021/22 Low	FY 2021/22 Estimates	FY 2022/23 Mean	FY 2022/23 Median	FY 2022/23 High	FY 2022/23 Low	FY 2022/23 Estimates
Total Group revenue [1]	21,328	21,334				21,324	21,404			
Operating costs before D&A and specific items	(13,755)	(13,759)				(13,542)	(13,579)			
Total Group EBITDA [1]	7,573	7,588				7,782	7,823			
Depreciation and amortisation [1]	(4,396)	(4,388)				(4,436)	(4,421)			
Of which lease depreciation	(665)	(680)				(665)	(680)			
Adjusted operating profit	3,177	3,193				3,346	3,404			
Net finance expense [1]	(800)	(806)				(811)	(807)			
Of which lease interest	(150)	(140)				(150)	(140)			
Share of post tax profits/losses of associates & joint ventures [1]	2	1				2	1			
Adjusted profit before tax	2,379	2,385	2,595	2,188	18	2,537	2,533	3,020	1,971	18
Total specific items	(387)	(387)				(365)	(369)			
Of which impact operating profit	(263)	(278)				(254)	(250)			
Of which net interest on pensions	(124)	(132)				(111)	(119)			
Reported profit before tax	1,992	1,986	2,224	1,736	18	2,172	2,174	2,638	1,517	18
Tax - excluding tax on specific items	(456)	(458)				(488)	(497)			
Tax rate before specific items	19.2%	19.0%				19.2%	19.1%			
Tax on specific items	70	71				66	68			
Profit after tax	1,606	1,611	1,802	1,441	18	1,750	1,718	2,121	1,259	18
Adjusted basic earnings per share (pence)	19.4	19.3				20.7	20.7			
Reported basic earnings per share (pence)	16.2	16.3				17.7	17.4			
Dividend per share (pence)	7.07	7.70	7.70	0.00	18	7.12	7.70	8.09	0.00	18
Average number of shares in issue (m)	9,892	9,890				9,888	9,890			

CASH FLOW & NET DEBT
£m unless otherwise stated

	Q3 2020/21 Mean	Q3 2020/21 Median	Q3 2020/21 High	Q3 2020/21 Low	Q3 2020/21 Estimates	FY 2020/21 Mean	FY 2020/21 Median	FY 2020/21 High	FY 2020/21 Low	FY 2020/21 Estimates
Cash capital expenditure	(1,042)	(1,048)	(937)	(1,100)	9	(4,196)	(4,178)	(4,094)	(4,325)	18
Normalised free cash flow	453	450	700	300	7	1,343	1,339	1,421	1,201	18
Net (debt)/cash (reported)	(17,456)	(17,394)	(17,017)	(18,019)	4	(18,222)	(18,190)	(17,518)	(19,198)	18
Lease liabilities	(6,277)	(6,286)	(6,092)	(6,442)	4	(6,392)	(6,294)	(6,256)	(6,755)	16
Net financial (debt)/cash (excluding lease liabilities)	(11,122)	(11,167)	(10,723)	(11,431)	4	(11,770)	(11,833)	(10,896)	(12,261)	16

	FY 2021/22 Mean	FY 2021/22 Median	FY 2021/22 High	FY 2021/22 Low	FY 2021/22 Estimates	FY 2022/23 Mean	FY 2022/23 Median	FY 2022/23 High	FY 2022/23 Low	FY 2022/23 Estimates
Cash capital expenditure	(4,390)	(4,402)	(4,198)	(4,525)	18	(4,563)	(4,571)	(4,375)	(4,655)	18
Normalised free cash flow	1,285	1,300	1,399	1,114	18	1,273	1,296	1,486	853	18
Net (debt)/cash (reported)	(18,315)	(18,187)	(17,466)	(20,018)	18	(18,854)	(18,686)	(17,776)	(21,421)	18
Lease liabilities	(6,395)	(6,294)	(6,230)	(6,823)	16	(6,398)	(6,294)	(6,204)	(6,891)	16
Net financial (debt)/cash (excluding lease liabilities)	(11,861)	(11,823)	(11,172)	(12,724)	16	(12,398)	(12,333)	(11,482)	(13,394)	16

CASH FLOW & NET DEBT
£m unless otherwise stated

	Q3 2020/21	FY 2020/21 Mean	FY 2020/21 Median	FY 2020/21 High	FY 2020/21 Low	FY 2020/21 Estimates
EBITDA [1]		7,431	7,430	7,489	7,276	18
Interest		(738)	(739)			
Tax (excluding cash tax benefit of pension deficit payments)		(393)	(390)			
Lease payments		(696)	(700)			
Change in working capital and other		(65)	(50)			
Cash available for investment and distribution		5,539	5,520			
Cash capital expenditure		(4,196)	(4,178)	(4,094)	(4,325)	18
Normalised free cash flow		1,343	1,339	1,421	1,201	18
Payments for the acquisition of spectrum		(737)	(700)			
Net cash flow from specific items		(399)	(420)			
Reported free cash flow		207	137			
Equity dividends paid		(1)	(1)			
Repurchase of ordinary share capital		(23)	(3)			
Residual free cash flow		183	109			
Cash tax benefit of pension payments		186	180			
Gross pension deficit payment		(924)	(900)			
Free cash flow post pension deficit payments		(555)	(607)			
Other		173	153			
Net change in lease liabilities		134	0			
Change in net debt		(248)	(221)			
Net (debt)/cash (reported)		(18,222)	(18,190)	(17,518)	(19,198)	18
Lease liabilities		(6,392)	(6,294)	(6,256)	(6,755)	16
Net financial (debt)/cash (excluding lease liabilities)		(11,770)	(11,833)	(10,896)	(12,261)	16
MEMO: IAS 19 pension deficit (£bn, net of tax)		-	-	-	-	-
MEMO: June 2020 Pension funding deficit (£bn, gross)		(9.4)	(9.7)	(6.1)	(11.3)	13

	FY 2021/22 Mean	FY 2021/22 Median	FY 2021/22 High	FY 2021/22 Low	FY 2021/22 Estimates	FY 2022/23 Mean	FY 2022/23 Median	FY 2022/23 High	FY 2022/23 Low	FY 2022/23 Estimates
EBITDA [1]	7,573	7,588	7,745	7,252	18	7,782	7,823	7,974	7,000	18
Interest	(733)	(725)				(744)	(743)			
Tax (excluding cash tax benefit of pension deficit payments)	(430)	(434)				(460)	(464)			
Lease payments	(705)	(700)				(707)	(700)			
Change in working capital and other	(30)	(11)				(35)	(19)			
Cash available for investment and distribution	5,675	5,659				5,836	5,849			
Cash capital expenditure	(4,390)	(4,402)	(4,198)	(4,525)	18	(4,563)	(4,571)	(4,375)	(4,655)	18
Normalised free cash flow	1,285	1,300	1,399	1,114	18	1,273	1,296	1,486	853	18
Payments for the acquisition of spectrum	(47)	0				(11)	0			
Net cash flow from specific items	(288)	(250)				(269)	(250)			
Reported free cash flow	950	1,001				993	1,010			
Equity dividends paid	(217)	(228)				(698)	(761)			
Repurchase of ordinary share capital	(31)	(5)				(32)	(18)			
Residual free cash flow	702	695				263	236			
Cash tax benefit of pension payments	196	180				196	181			
Gross pension deficit payment	(995)	(900)				(998)	(907)			
Free cash flow post pension deficit payments	(97)	(55)				(539)	(509)			
Other	6	0				2	0			
Net change in lease liabilities	(2)	0				(2)	0			
Change in net debt	(93)	(28)				(539)	(509)			
Net (debt)/cash (reported)	(18,315)	(18,187)	(17,466)	(20,018)	18	(18,854)	(18,686)	(17,776)	(21,421)	18
Lease liabilities	(6,395)	(6,294)	(6,230)	(6,823)	16	(6,398)	(6,294)	(6,204)	(6,891)	16
Net financial (debt)/cash (excluding lease liabilities)	(11,861)	(11,823)	(11,172)	(12,724)	16	(12,398)	(12,333)	(11,482)	(13,394)	16
MEMO: IAS 19 pension deficit (£bn, net of tax)	-	-	-	-	-	-	-	-	-	-
MEMO: June 2020 Pension funding deficit (£bn, gross)										

[1] Adjusted, i.e. before specific items