

BT Group consensus - 26 Nov 2021

INCOME STATEMENT £m unless otherwise stated	Q3 FY22					Full year FY22					Full year FY23					Full year FY24				
	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates
<b>Revenue</b>																				
Consumer	2,615	2,614				9,899	9,900				10,044	10,083				10,140	10,174			
Enterprise	1,318	1,321				5,210	5,207				5,027	5,041				4,955	4,959			
Global	852	865				3,403	3,404				3,384	3,369				3,384	3,378			
Openreach	1,370	1,372				5,474	5,482				5,674	5,686				5,607	5,611			
Other	4	4				24	25				23	25				24	25			
Eliminations	(751)	(747)				(2,975)	(2,973)				(2,993)	(2,984)				(3,010)	(2,983)			
<b>Total Group Revenue<sup>1</sup></b>	<b>5,410</b>	<b>5,440</b>	5,574	5,246	16	<b>21,037</b>	<b>21,076</b>	21,222	20,724	18	<b>21,163</b>	<b>21,181</b>	21,438	20,738	18	<b>21,320</b>	<b>21,305</b>	21,867	20,502	18
YoY	(1.2)%	(0.7)%	1.8%	(4.2)%		(1.6)%	(1.4)%	(0.7)%	(3.0)%		0.6%	0.6%	2.0%	(1.7)%		0.7%	0.9%	2.1%	(1.1)%	
<b>EBITDA</b>																				
Consumer	557	564				2,188	2,200				2,322	2,358				2,384	2,420			
Enterprise	418	419				1,682	1,687				1,614	1,609				1,590	1,572			
Global	129	127				493	479				528	524				541	546			
Openreach	800	797				3,150	3,150				3,315	3,329				3,412	3,407			
Other	8	9				57	54				46	50				45	50			
<b>Total</b>	<b>1,912</b>	<b>1,915</b>	1,960	1,851	16	<b>7,570</b>	<b>7,574</b>	7,645	7,461	18	<b>7,825</b>	<b>7,854</b>	7,940	7,347	18	<b>7,972</b>	<b>8,032</b>	8,198	7,176	18
YoY	1.6%	2.1%	4.2%	(1.6)%		2.1%	2.2%	3.1%	0.6%		3.4%	4.0%	4.8%	(2.2)%		1.9%	1.9%	4.2%	(2.3)%	
Margin	35.4%	35.3%	36.1%	34.8%		36.0%	35.9%	36.5%	35.6%		36.9%	37.0%	37.6%	35.4%		37.3%	37.4%	38.8%	35.0%	
Adjusted profit before tax	663	650	789	580	6	2,390	2,379	2,899	2,231	18	2,554	2,566	3,148	2,162	18	2,633	2,683	3,120	1,978	18
Reported profit before tax	576	595	660	444	6	1,998	2,021	2,309	1,601	18	2,214	2,226	2,686	1,831	18	2,327	2,376	2,964	1,647	18
Profit after tax	467	480	588	359	6	1,427	1,396	2,239	976	18	1,809	1,801	2,168	1,531	18	1,742	1,779	2,209	1,235	18
<b>INCOME STATEMENT</b> £m unless otherwise stated						<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>
<b>Total Group revenue<sup>1</sup></b>						<b>21,037</b>	<b>21,076</b>				<b>21,163</b>	<b>21,181</b>				<b>21,320</b>	<b>21,305</b>			
Operating costs before D&A and specific items						(13,467)	(13,488)				(13,338)	(13,317)				(13,348)	(13,340)			
<b>Total Group EBITDA<sup>1</sup></b>						<b>7,570</b>	<b>7,574</b>				<b>7,825</b>	<b>7,854</b>				<b>7,972</b>	<b>8,032</b>			
Depreciation and amortisation <sup>1</sup>						(4,417)	(4,401)				(4,497)	(4,491)				(4,553)	(4,566)			
Of which lease depreciation						(683)	(690)				(691)	(690)				(692)	(690)			
<b>Adjusted operating profit</b>						<b>3,153</b>	<b>3,150</b>				<b>3,328</b>	<b>3,377</b>				<b>3,419</b>	<b>3,514</b>			
Net finance expense <sup>1</sup>						(755)	(770)				(777)	(784)				(789)	(791)			
Of which lease interest						(143)	(141)				(141)	(142)				(141)	(142)			
Share of post tax profits/losses of associates & joint ventures <sup>1</sup>						2	0				3	0				3	1			
<b>Adjusted profit before tax</b>						<b>2,390</b>	<b>2,379</b>	2,606	2,185	18	<b>2,554</b>	<b>2,566</b>	3,042	2,162	18	<b>2,633</b>	<b>2,683</b>	3,120	1,978	18
Total specific items						(392)	(381)				(340)	(337)				(306)	(290)			
Of which impact operating profit						(287)	(291)				(246)	(250)				(216)	(200)			
Of which net interest on pensions						(105)	(86)				(94)	(82)				(90)	(76)			
<b>Reported profit before tax</b>						<b>1,998</b>	<b>2,021</b>	2,309	1,601	18	<b>2,214</b>	<b>2,226</b>	2,686	1,831	18	<b>2,327</b>	<b>2,376</b>	2,964	1,647	18
Tax - excluding tax on specific items						(412)	(432)				(466)	(484)				(658)	(671)			
Tax rate before specific items						17.3%	18.7%				18.2%	19.0%				25.1%	25.0%			
Tax on specific items						(159)	(253)				61	63				73	77			
<b>Profit after tax</b>						<b>1,427</b>	<b>1,396</b>	2,239	976	18	<b>1,809</b>	<b>1,801</b>	2,168	1,531	18	<b>1,742</b>	<b>1,779</b>	2,209	1,235	18
Adjusted basic earnings per share (pence)						19.7	19.8				21.0	21.3				19.9	20.3			
Reported basic earnings per share (pence)						14.3	14.1				18.1	17.9				17.5	18.0			
Dividend per share (pence)						7.49	7.70	7.70	4.00	18	7.35	7.70	8.24	3.50	18	7.47	7.78	8.82	3.50	18
Average number of shares in issue (m)						9,896	9,895				9,887	9,884				9,883	9,884			
<b>CASH FLOW &amp; NET DEBT</b> £m unless otherwise stated	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>
Cash capital expenditure	(1,237)	(1,251)	(1,100)	(1,339)	7	(4,838)	(4,831)	(4,768)	(4,910)	18	(4,858)	(4,825)	(4,792)	(4,991)	18	(4,850)	(4,812)	(4,730)	(5,020)	18
Normalised free cash flow	396	400	700	187	8	1,219	1,233	1,364	1,040	18	1,412	1,432	1,686	1,067	18	1,163	1,189	1,619	623	18
Net (debt)/cash (reported)	(18,274)	(18,206)	(18,094)	(18,589)	4	(18,148)	(18,110)	(17,707)	(18,553)	18	(18,801)	(18,822)	(17,902)	(19,665)	18	(19,186)	(19,207)	(17,794)	(20,599)	18
Lease liabilities	(6,028)	(6,010)	(5,939)	(6,152)	4	(6,049)	(6,009)	(5,952)	(6,152)	16	(6,034)	(6,009)	(5,752)	(6,152)	16	(6,019)	(6,004)	(5,552)	(6,152)	16
Net financial (debt)/cash (excluding lease liabilities)	(12,159)	(12,220)	(11,754)	(12,437)	4	(12,078)	(12,100)	(11,719)	(12,407)	16	(12,746)	(12,808)	(11,914)	(13,127)	16	(13,144)	(13,136)	(11,806)	(13,737)	16
<b>CASH FLOW &amp; NET DEBT</b> £m unless otherwise stated	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>	<b>Mean</b>	<b>Median</b>	<b>High</b>	<b>Low</b>	<b>Estimates</b>
<b>EBITDA<sup>1</sup></b>						<b>7,570</b>	<b>7,574</b>	7,645	7,461	18	<b>7,825</b>	<b>7,854</b>	7,940	7,347	18	<b>7,972</b>	<b>8,032</b>	8,198	7,176	18
Interest (includes notional cash interest on leases)						(751)	(756)				(758)	(762)				(763)	(761)			
Tax (excluding cash tax benefit of pension deficit payments)						(52)	(60)				(57)	(60)				(447)	(461)			
Lease payments						(733)	(731)				(739)	(741)				(740)	(746)			
Change in working capital and other						23	0				(1)	0				(9)	0			
<b>Cash available for investment and distribution</b>						<b>6,057</b>	<b>6,054</b>				<b>6,270</b>	<b>6,312</b>				<b>6,013</b>	<b>5,990</b>			
Cash capital expenditure						(4,838)	(4,831)	(4,768)	(4,910)	18	(4,858)	(4,825)	(4,792)	(4,991)	18	(4,850)	(4,812)	(4,730)	(5,020)	18
<b>Normalised free cash flow</b>						<b>1,219</b>	<b>1,233</b>	1,364	1,040	18	<b>1,412</b>	<b>1,432</b>	1,686	1,067	18	<b>1,163</b>	<b>1,189</b>	1,619	623	18
Payments for the acquisition of spectrum						227	227				(6)	0				(6)	0			
Net cash flow from specific items						(456)	(472)				(279)	(296)				(257)	(254)			
<b>Reported free cash flow</b>						<b>990</b>	<b>992</b>				<b>1,127</b>	<b>1,174</b>				<b>900</b>	<b>968</b>			
Equity dividends paid						(230)	(229)				(738)	(763)				(727)	(764)			
Repurchase of ordinary share capital						(93)	(146)				(36)	(44)				(37)	(44)			
<b>Residual free cash flow</b>						<b>667</b>	<b>674</b>				<b>353</b>	<b>406</b>				<b>136</b>	<b>165</b>			
Cash tax benefit of pension payments						0	0				0	0				265	226			
Gross pension deficit payment						(1,058)	(1,080)				(977)	(980)				(768)	(780)			
<b>Free cash flow post pension deficit payments</b>						<b>(391)</b>	<b>(401)</b>				<b>(624)</b>	<b>(617)</b>				<b>(367)</b>	<b>(376)</b>			
Other						(25)	0				(44)	0				(31)	0			
Net change in lease liabilities						73	30				15	0				13	0			
<b>Change in net debt</b>						<b>(343)</b>	<b>(308)</b>				<b>(653)</b>	<b>(643)</b>				<b>(385)</b>	<b>(438)</b>			
<b>Net (debt)/cash (reported)</b>						<b>(18,148)</b>	<b>(18,110)</b>	(17,707)	(18,553)	18	<b>(18,801)</b>	<b>(18,822)</b>	(17,902)	(19,665)	18	<b>(19,186)</b>	<b>(19,207)</b>	(17,794)	(20,599)	18
Lease liabilities						(6,049)	(6,009)	(5,952)	(6,152)	16	(6,034)	(6,009)	(5,752)	(6,152)	16	(6,019)	(6,004)	(5,552)	(6,152)	16
<b>Net financial (debt)/cash (excluding lease liabilities)</b>						<b>(12,078)</b>	<b>(12,100)</b>	(11,719)	(12,407)	16	<b>(12,746)</b>	<b>(12,808)</b>	(11,914)	(13,127)	16	<b>(13,144)</b>	<b>(13,136)</b>	(11,806)	(13,737)	16
<b>MEMO: IAS 19 pension deficit (£bn, net of tax)</b>						<b>(4.3)</b>	<b>(4.1)</b>	(3.8)	(5.1)	4	<b>(3.4)</b>	<b>(3.2)</b>	(2.8)	(4.3)	4	<b>(2.7)</b>	<b>(2.5)</b>	(		