

BT Pre Q2 2013/14 Consensus

£m unless stated	2013/14 Q2 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
Revenue ¹																				
BT Global Services	1,699	1,701			6,992	6,998			6,895	6,913			6,884	6,913			6,915	6,926		
BT Retail	1,811	1,815			7,330	7,337			7,389	7,397			7,426	7,401			7,439	7,419		
BT Wholesale	616	619			2,500	2,502			2,432	2,425			2,394	2,391			2,384	2,403		
Openreach	1,260	1,262			5,020	5,019			5,025	5,029			5,081	5,078			5,128	5,157		
Other	17	18			74	88			73	94			86	97			88	97		
Eliminations	(963)	(963)			(3,824)	(3,822)			(3,797)	(3,811)			(3,796)	(3,822)			(3,797)	(3,817)		
Total	4,440	4,441	4,479	4,397	18,092	18,087	18,238	17,950	18,017	18,061	18,199	17,614	18,075	18,085	18,490	17,602	18,157	18,116	18,791	17,618
Change in U/L ex transit (%)	(0.7)				(0.7)				(0.2)				0.6				0.8			
EBITDA ¹																				
BT Global Services	187	187			884	887			943	941			985	968			1,014	1,003		
BT Retail	426	421			1,943	1,952			2,009	2,020			2,049	2,064			2,047	2,068		
BT Wholesale	154	155			629	632			623	620			620	614			613	607		
Openreach	635	633			2,555	2,554			2,599	2,589			2,647	2,666			2,675	2,688		
Other	3	3			19	21			27	25			37	24			61	25		
Total	1,405	1,400	1,477	1,376	6,030	6,045	6,077	5,894	6,201	6,249	6,428	5,781	6,338	6,387	6,711	5,711	6,410	6,470	6,851	5,653
Depreciation and amortisation	(696)	(696)			(2,777)	(2,777)			(2,736)	(2,726)			(2,691)	(2,684)			(2,653)	(2,683)		
Operating profit ¹	709	703			3,253	3,274			3,465	3,501			3,647	3,720			3,757	3,874		
Net finance expense	(154)	(155)			(605)	(606)			(556)	(554)			(495)	(486)			(423)	(419)		
Share of post tax profits/losses of associates & joint ventures	0	0			(2)	(2)			(1)	0			(1)	0			(1)	0		
Profit before tax ¹	555	548	640	531	2,646	2,655	2,727	2,534	2,908	2,965	3,151	2,375	3,151	3,237	3,516	2,299	3,333	3,417	3,769	2,336
Specific items	(91)	(95)			(361)	(356)			(53)	(50)			(10)	0			(10)	0		
Net interest on pensions	(62)	(60)			(239)	(239)			(166)	(228)			(163)	(218)			(171)	(210)		
Total specific items: net gains (losses)	(153)	(155)			(600)	(596)			(219)	(248)			(173)	(218)			(181)	(210)		
Reported profit before tax ¹	402	397			2,046	2,048			2,689	2,723			2,978	2,989			3,152	3,216		
Tax - excluding specific items	(128)	(126)			(605)	(611)			(628)	(641)			(660)	(665)			(688)	(695)		
Tax on specific items	37	35			133	130			40	25			34	24			34	29		
Tax rate	23.1%	23.0%			22.9%	22.9%			21.6%	21.4%			20.9%	20.5%			20.6%	20.0%		
Memo: Minorities	0	0			0	0			0	0			0	0			0	0		
Net income	311	303			1,574	1,569			2,101	2,158			2,352	2,345			2,498	2,542		
EPS ¹ (p)	5.4	5.4			26.0	26.1			28.5	29.1			31.0	31.7			33.0	33.7		
Reported EPS (p)	4.0	3.9			20.1	19.9			26.3	26.9			29.3	29.6			31.2	31.7		
Dividend per share (p)	3.4	3.4			10.9	10.9			12.4	12.6			14.4	14.3			15.9	15.8		
Average number of shares in issue (m)	7,854	7,840			7,843	7,848			7,992	7,982			8,034	8,059			8,014	8,089		
Group free cash flow																				
EBITDA ¹	1,405	1,400			6,030	6,045			6,201	6,249			6,338	6,387			6,410	6,470		
Capital expenditure	(607)	(605)			(2,432)	(2,445)			(2,424)	(2,428)			(2,411)	(2,420)			(2,401)	(2,409)		
Interest	(116)	(115)			(622)	(619)			(559)	(554)			(495)	(488)			(429)	(417)		
Tax (excluding cash tax benefit of pension deficit payment)	(59)	(55)			(462)	(459)			(603)	(610)			(652)	(679)			(676)	(683)		
Change in working capital	(272)	(271)			(245)	(250)			(63)	(66)			(39)	(25)			(12)	0		
Other	5	10			47	58			41	39			28	34			21	16		
Normalised free cash flow ²	356	362			2,316	2,318			2,593	2,623			2,769	2,777			2,913	2,969		
Cash tax benefit of pension deficit payments	19	19			76	76			89	70			78	65			85	68		
Free cash flow ¹	375	381			2,392	2,394			2,682	2,696			2,847	2,863			2,998	3,028		
Specific items	(96)	(88)			(386)	(355)			(80)	(59)			(28)	0			(44)	0		
Reported free cash flow	279	307			2,006	2,033			2,602	2,639			2,819	2,823			2,954	3,022		
Gross pension deficit payment	0	0			(391)	(325)			(362)	(295)			(362)	(295)			(407)	(295)		
Free cash flow (post pension deficit payments)	279	307			1,615	1,693			2,240	2,314			2,457	2,435			2,547	2,693		
Net debt	8,297	8,344			7,237	7,155			6,086	5,934			4,916	4,720			3,872	3,619		

¹ before specific items
² before specific items, pension deficit payments and the cash tax benefit of pension deficit payments