

BT Pre Q4 2013/14 Consensus

£m unless stated	2013/14 Q4 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
Revenue¹																				
BT Global Services	1,865	1,877			7,049	7,061			6,924	6,922			6,930	6,927			6,958	6,990		
BT Retail	1,948	1,952			7,463	7,467			7,649	7,648			7,891	7,865			8,031	8,042		
BT Wholesale	576	577			2,427	2,428			2,259	2,251			2,211	2,196			2,175	2,159		
Openreach	1,262	1,260			5,052	5,050			5,079	5,067			5,156	5,156			5,220	5,222		
Other	26	25			92	91			79	96			80	96			82	97		
Eliminations	(962)	(965)			(3,829)	(3,832)			(3,815)	(3,810)			(3,837)	(3,818)			(3,837)	(3,829)		
Total	4,715	4,715	4,749	4,650	18,254	18,254	18,288	18,189	18,175	18,213	18,417	17,850	18,431	18,397	19,057	17,845	18,629	18,560	19,581	17,828
Change in U/L ex transit (%)					0.2				0.4				1.2				1.5			
EBITDA¹																				
BT Global Services	283	287			929	933			970	977			1,006	1,012			1,048	1,051		
BT Retail	554	553			1,939	1,938			2,079	2,090			2,067	2,081			2,121	2,135		
BT Wholesale	142	143			604	605			565	565			559	554			554	552		
Openreach	672	675			2,579	2,582			2,614	2,623			2,666	2,674			2,721	2,710		
Other	18	17			29	28			23	23			28	25			34	25		
Total	1,669	1,665	1,688	1,645	6,080	6,076	6,099	6,056	6,251	6,265	6,351	6,112	6,326	6,321	6,492	5,999	6,478	6,537	6,675	6,058
Depreciation and amortisation	(671)	(671)			(2,716)	(2,715)			(2,690)	(2,689)			(2,652)	(2,662)			(2,630)	(2,661)		
Operating profit¹	998	994			3,364	3,360			3,561	3,579			3,674	3,686			3,848	3,860		
Net finance expense	(157)	(155)			(594)	(593)			(541)	(551)			(480)	(486)			(410)	(401)		
Share of post tax profits/losses of associates & joint ventures	0	0			(3)	(3)			(1)	0			(2)	0			(1)	0		
Profit before tax¹	841	839	864	812	2,767	2,764	2,790	2,738	3,019	3,052	3,165	2,825	3,192	3,224	3,427	2,661	3,437	3,478	3,928	2,726
Specific items	(133)	(123)			(317)	(308)			(87)	(58)			(25)	(17)			(15)	(6)		
Net interest on pensions	(61)	(60)			(237)	(236)			(176)	(233)			(168)	(221)			(186)	(233)		
Total specific items: net gains (losses)	(194)	(183)			(554)	(544)			(263)	(288)			(193)	(227)			(201)	(238)		
Reported profit before tax¹	647	643			2,213	2,208			2,756	2,717			2,999	2,992			3,236	3,257		
Tax - excluding specific items	(187)	(190)			(609)	(612)			(648)	(649)			(666)	(661)			(710)	(708)		
Tax on specific items	32	32			341	341			67	38			36	25			39	35		
Tax rate	22.2%	22.3%			22.0%	22.0%			21.5%	21.4%			20.9%	20.4%			20.7%	20.0%		
Memo: Minorities	0	0			0	0			0	0			0	0			0	0		
Net income	492	486			1,945	1,938			2,175	2,144			2,369	2,354			2,565	2,603		
EPS¹ (p)	8.3	8.3			27.5	27.4			29.6	29.7			31.3	31.2			33.7	33.9		
Reported EPS (p)	6.3	6.2			24.8	24.8			27.2	26.6			29.3	29.0			31.7	32.1		
Dividend per share (p)	7.4	7.5			10.8	10.9			12.4	12.5			14.3	14.0			15.9	15.9		
Average number of shares in issue (m)	7,861	7,860			7,850	7,852			8,006	7,995			8,081	8,106			8,087	8,140		
Group free cash flow																				
EBITDA ¹	1,669	1,665			6,080	6,076			6,251	6,265			6,326	6,321			6,478	6,537		
Capital expenditure	(591)	(586)			(2,393)	(2,388)			(2,409)	(2,424)			(2,410)	(2,393)			(2,406)	(2,391)		
Interest	(118)	(120)			(616)	(618)			(550)	(565)			(483)	(489)			(418)	(414)		
Tax (excluding cash tax benefit of pension deficit payment)	(187)	(179)			(460)	(452)			(615)	(606)			(666)	(665)			(706)	(698)		
Change in working capital	512	503			(371)	(380)			(99)	(114)			(90)	(100)			(30)	(1)		
Other	(66)	(62)			84	88			38	40			28	15			21	21		
Normalised free cash flow²	1,219	1,218			2,324	2,322			2,616	2,623			2,705	2,694			2,939	2,964		
Cash tax benefit of pension deficit payments	20	18			78	76			96	72			97	112			102	113		
Free cash flow¹	1,239	1,236			2,402	2,398			2,712	2,715			2,802	2,801			3,041	3,069		
Specific items	(116)	(113)			(380)	(377)			(123)	(100)			(56)	(20)			(52)	(20)		
Reported free cash flow	1,123	1,125			2,022	2,023			2,589	2,615			2,746	2,751			2,989	2,962		
Gross pension deficit payment	(388)	(325)			(388)	(325)			(472)	(500)			(492)	(500)			(487)	(500)		
Free cash flow (post pension deficit payments)	735	798			1,634	1,696			2,117	2,142			2,254	2,275			2,502	2,579		
Net debt	7,246	7,195			7,246	7,195			6,207	6,267			5,156	5,250			4,006	4,003		

¹ before specific items² before specific items, pension deficit payments and the cash tax benefit of pension deficit payments