

BT Pre Q1 2016/17 Consensus

£m unless stated	2016/17 Q1 Consensus				2016/17 Full Year Consensus				2017/18 Full Year Consensus				2018/19 Full Year Consensus			
	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low
Revenue¹																
Global Services	1,238	1,238			5,428	5,369			5,479	5,449			5,451	5,480		
Business and Public Sector	1,187	1,193			4,930	4,973			4,926	4,919			4,872	4,864		
Consumer	1,165	1,166			4,955	4,948			5,272	5,262			5,462	5,440		
EE	1,230	1,239			4,951	4,958			4,994	4,988			5,056	5,073		
Wholesale and Ventures	522	521			2,120	2,107			2,094	2,084			2,064	2,067		
Openreach	1,240	1,241			5,064	5,072			4,983	4,951			4,981	4,964		
Other	4	3			14	12			24	20			18	17		
Eliminations	(831)	(827)			(3,359)	(3,365)			(3,398)	(3,388)			(3,420)	(3,413)		
Total	5,755	5,735	5,837	5,692	24,103	24,069	24,477	23,816	24,374	24,259	25,011	23,946	24,484	24,490	24,661	24,263
Change in U/L ex transit (%)									1.7				0.9			
EBITDA¹																
Global Services	106	105			686	680			715	719			729	726		
Business and Public Sector	366	359			1,678	1,659			1,721	1,704			1,701	1,696		
Consumer	227	229			1,035	1,032			1,237	1,200			1,339	1,313		
EE	263	270			1,088	1,100			1,200	1,179			1,342	1,362		
Wholesale and Ventures	207	203			855	851			842	843			836	830		
Openreach	625	625			2,600	2,606			2,492	2,487			2,505	2,501		
Other	(13)	(12)			(41)	(40)			(32)	(34)			(30)	(30)		
Total	1,781	1,775	1,805	1,764	7,901	7,901	7,951	7,840	8,175	8,184	8,216	8,112	8,422	8,447	8,490	8,307
Depreciation and amortisation	(899)	(904)			(3,616)	(3,613)			(3,611)	(3,631)			(3,546)	(3,600)		
Operating profit¹	882	881			4,285	4,272			4,564	4,527			4,876	4,815		
Net finance expense	(154)	(155)			(613)	(620)			(548)	(556)			(530)	(535)		
Share of post tax profits/losses of associates & joint ventures	1	0			1	0			1	0			1	0		
Profit before tax¹	729	726	774	696	3,672	3,655	3,773	3,611	4,017	3,987	4,252	3,890	4,347	4,284	4,689	4,249
Specific items	(79)	(75)			(303)	(300)			(196)	(188)			(90)	(100)		
Net interest on pensions	(55)	(53)			(215)	(210)			(214)	(210)			(219)	(210)		
Total specific items: net gains (losses)	(134)	(131)			(518)	(510)			(410)	(403)			(309)	(310)		
Reported profit before tax¹	595	597			3,154	3,137			3,607	3,601			4,038	3,972		
Tax - excluding specific items	(139)	(139)			(709)	(704)			(747)	(749)			(802)	(800)		
Tax on specific items	24	26			93	97			67	62			42	41		
Tax rate	19.1%	19.0%			19.3%	19.0%			18.6%	18.8%			18.5%	18.7%		
Memo: Minorities	0	0			0	0			0	0			0	0		
Net income	480	483			2,538	2,522			2,927	2,941			3,278	3,257		
EPS¹ (p)	6.0	5.9			30.1	30.0			33.3	33.4			36.4	36.0		
Reported EPS (p)	4.8	4.9			25.8	25.5			29.9	30.1			33.7	33.3		
Dividend per share (p)	-	0.0			15.6	15.5			17.2	17.2			19.2	19.1		
Average number of shares in issue (m)	9,899	9,940			9,835	9,940			9,804	9,928			9,729	9,875		
Group free cash flow																
EBITDA ¹	1,781	1,775			7,901	7,901			8,175	8,184			8,422	8,447		
Capital expenditure	(791)	(795)			(3,345)	(3,364)			(3,200)	(3,227)			(3,143)	(3,178)		
Interest	(197)	(200)			(620)	(620)			(544)	(549)			(525)	(522)		
Tax (excluding cash tax benefit of pension deficit payment)	(151)	(142)			(687)	(690)			(732)	(729)			(791)	(760)		
Change in working capital and Other	(514)	(528)			(65)	(9)			(26)	0			33	20		
Normalised free cash flow²	128	93			3,184	3,188			3,673	3,646			3,996	3,992		
Cash tax benefit of pension deficit payments	31	34			117	114			179	146			187	201		
Free cash flow²	159	125			3,301	3,302			3,852	3,838			4,183	4,191		
Purchase of Telecoms licences																
Specific items	(82)	(76)			(314)	(300)			(199)	(200)			(122)	(94)		
Reported free cash flow	77	60			2,973	2,991			3,653	3,636			4,061	4,053		
Gross pension deficit payment	(6)	0			(252)	(250)			(1,210)	(1,049)			(709)	(694)		
Free cash flow (post pension deficit payments)	71	45			2,721	2,741			2,443	2,680			3,352	3,296		
Net debt	9,975	9,840			8,690	8,700			7,920	7,905			6,536	6,426		

¹ before specific items

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