

BT consensus - 3 Jan 2019

INCOME STATEMENT £m unless otherwise stated	Q3 2018/19					Full year 2018/19					Full year 2019/20					Full year 2020/21				
	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates	Mean	Median	High	Low	Estimates
Revenue																				
Consumer	2,730	2,725				10,604	10,603				10,694	10,697				10,786	10,767			
Business and Public Sector	1,093	1,089				4,396	4,394				4,316	4,316				4,252	4,263			
Wholesale and Ventures	474	473				1,883	1,881				1,824	1,824				1,784	1,790			
Global Services	1,189	1,189				4,692	4,694				4,514	4,502				4,432	4,412			
Openreach	1,231	1,220				4,925	4,925				4,877	4,855				4,906	4,903			
Other	2	2				6	6				7	7				7	7			
Eliminations	(790)	(794)				(3,153)	(3,155)				(3,131)	(3,138)				(3,136)	(3,130)			
Total Group Revenue ¹	5,929	5,926	5,979	5,859	14	23,353	23,360	23,466	23,122	14	23,101	23,098	23,356	22,682	14	23,031	23,112	23,467	22,163	14
Underlying revenue YoY ²	(2.3)%	(2.2)%	(1.4)%	(3.4)%	9	(1.8)%	(1.8)%	(1.5)%	(2.7)%	9	(1.1)%	(1.2)%	(0.3)%	(1.9)%	9	(0.4)%	0.2%	0.5%	(2.3)%	9
EBITDA ¹																				
Consumer	612	614				2,500	2,496				2,563	2,555				2,638	2,644			
Business and Public Sector	352	353				1,408	1,404				1,383	1,389				1,357	1,356			
Wholesale and Ventures	166	165				677	678				660	661				652	643			
Global Services	118	118				450	454				467	472				483	487			
Openreach	575	574				2,317	2,315				2,263	2,256				2,288	2,273			
Other	(1)	0				34	36				15	11				15	11			
Total	1,822	1,816	1,865	1,790	14	7,386	7,373	7,430	7,354	14	7,351	7,365	7,438	7,254	14	7,433	7,449	7,561	7,144	14
YoY Margin	(5.3)%	(6.2)%				(2.3)%	(2.7)%				(0.4)%	0.0%				1.1%	1.5%			
	30.7%	30.6%				31.6%	31.6%				31.8%	31.7%				32.2%	32.3%			
Adjusted profit before tax	797	793	847	759	8	3,291	3,282	3,376	3,187	14	3,215	3,215	3,414	3,044	13	3,278	3,285	3,548	2,998	13
Reported net income	502	497	537	474	8	2,101	2,087	2,182	2,045	14	2,142	2,140	2,351	1,999	13	2,381	2,353	2,595	2,039	13
INCOME STATEMENT £m unless otherwise stated																				
	Q3	Q3	Q3	Q3	Q3	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY
Total Group revenue ¹						23,353	23,360				23,101	23,098				23,031	23,112			
Operating costs before D&A and specific items						(15,967)	(15,975)				(15,750)	(15,734)				(15,598)	(15,597)			
Total Group EBITDA ¹						7,386	7,373				7,351	7,365				7,433	7,449			
Depreciation and amortisation ¹						(3,494)	(3,483)				(3,516)	(3,500)				(3,520)	(3,499)			
Adjusted operating profit						3,892	3,886				3,835	3,849				3,913	3,924			
Net finance expense ¹						(601)	(606)				(620)	(620)				(635)	(632)			
Share of post tax profits/losses of associates & joint ventures ¹						0	0				0	0				0	0			
Adjusted profit before tax						3,291	3,282	3,376	3,187	14	3,215	3,215	3,414	3,044	14	3,278	3,285	3,548	2,998	14
Total specific items						(650)	(643)				(558)	(546)				(348)	(347)			
Of which impact operating profit						(475)	(474)				(390)	(400)				(191)	(200)			
Of which net interest on pensions						(175)	(164)				(168)	(176)				(157)	(161)			
Reported profit before tax						2,641	2,646				2,657	2,682				2,930	2,915			
Tax - excluding tax on specific items						(654)	(672)				(608)	(611)				(603)	(606)			
Tax rate before specific items						19.9%	20.5%				18.9%	19.0%				18.4%	18.6%			
Tax on specific items						114	116				93	93				54	53			
Reported net income						2,101	2,087	2,182	2,045	14	2,142	2,140	2,351	1,999	14	2,381	2,353	2,595	2,039	14
Adjusted basic earnings per share (pence)						26.6	26.4				26.3	26.2				26.9	27.1			
Reported basic earnings per share (pence)						21.2	21.0				21.6	21.5				23.9	23.8			
Dividend per share (pence)						15.37	15.40	15.40	15.17	14	15.37	15.40	15.40	15.17	14	14.88	15.40	15.98	7.70	14
Average number of shares in issue (m)						9,909	9,910				9,914	9,910				9,915	9,910			
CASH FLOW & NET DEBT £m unless otherwise stated																				
	Q3	Q3	Q3	Q3	Q3	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY
Cash capital expenditure	(984)	(975)	(940)	(1,076)	11	(3,763)	(3,768)	(3,697)	(3,820)	14	(3,767)	(3,761)	(3,670)	(4,044)	14	(3,747)	(3,715)	(3,593)	(4,011)	14
Normalised free cash flow	638	658	815	520	9	2,403	2,398	2,497	2,283	14	2,031	2,020	2,622	1,746	14	2,481	2,472	2,700	2,096	14
Net (debt)/cash	(11,280)	(11,334)	(11,020)	(11,478)	7	(11,080)	(10,992)	(10,760)	(12,146)	14	(12,439)	(12,447)	(11,463)	(13,823)	14	(12,624)	(12,736)	(11,497)	(13,557)	14
CASH FLOW & NET DEBT £m unless otherwise stated																				
	Q3	Q3	Q3	Q3	Q3	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY
EBITDA ¹						7,386	7,373	7,430	7,354	14	7,351	7,365	7,438	7,254	14	7,433	7,449	7,561	7,144	14
Interest						(573)	(559)				(616)	(620)				(632)	(632)			
Tax (excluding cash tax benefit of pension deficit payments)						(705)	(722)				(956)	(997)				(563)	(562)			
Change in working capital						8	2				10	0				(15)	(4)			
Change in other						50	54				9	0				5	0			
Cash available for investment and distribution						6,166	6,184				5,798	5,780				6,228	6,230			
Cash capital expenditure						(3,763)	(3,768)	(3,697)	(3,820)	14	(3,767)	(3,761)	(3,670)	(4,044)	14	(3,747)	(3,715)	(3,593)	(4,011)	14
Normalised free cash flow						2,403	2,398	2,594	2,274	14	2,031	2,020	2,622	1,746	14	2,481	2,472	2,700	2,096	14
Payments for the acquisition of spectrum						(24)	21				(513)	(500)				(147)	0			
Net cash flow from specific items						(473)	(466)				(385)	(388)				(208)	(200)			
Reported free cash flow						1,906	1,907				1,133	1,049				2,126	2,138			
Equity dividends paid						(1,503)	(1,498)				(1,518)	(1,524)				(1,507)	(1,525)			
Repurchase of ordinary share capital						(51)	(37)				(48)	0				(49)	0			
Residual free cash flow						352	322				(433)	(522)				570	593			
Cash tax benefit of pension payments						249	273				285	263				174	171			
Gross pension deficit payment						(1,927)	(2,012)				(1,220)	(1,250)				(901)	(900)			
Free cash flow post pension deficit payments						(1,326)	(1,393)				(1,368)	(1,455)				(157)	(127)			
Other						(128)	(5)				9	0				(28)	0			
Change in net debt						(1,454)	(1,365)				(1,359)	(1,401)				(185)	(146)			
Net (debt)/cash						(11,080)	(10,992)	(10,760)	(12,146)	14	(12,439)	(12,447)	(11,463)	(13,823)	14	(12,624)	(12,736)	(11,497)	(13,557)	14
MEMO: IAS19 pension deficit (Ebn, net of tax)						4.2	4.4				3.1	3.4				2.4	2.6			
MEMO: Actuarial pension deficit (Ebn, gross)																				

¹ Adjusted, i.e. before specific items

² Including transit, but excluding specific items, foreign exchange movements and the effect of acquisitions and disposals

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