

Pre Q3 2016/17 Consensus	Q3 2016/17 Consensus				FY 2016/17 Consensus				FY 2017/18 Consensus				FY 2018/19 Consensus			
	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low	Mean	Median	High	Low
Revenue¹																
Consumer	1,285	1,287			4,983	4,983			5,182	5,189			5,330	5,330		
EE	1,266	1,267			5,016	5,015			5,042	5,060			5,080	5,107		
Business and Public Sector	1,194	1,192			4,781	4,784			4,720	4,722			4,720	4,746		
Global Services	1,440	1,447			5,590	5,584			5,698	5,676			5,752	5,730		
Wholesale and Ventures	525	528			2,094	2,097			2,047	2,057			2,011	2,023		
Openreach	1,273	1,273			5,070	5,067			4,993	4,978			4,983	4,952		
Other	4	3			14	12			20	12			20	12		
Eliminations	(855)	(851)			(3,404)	(3,388)			(3,406)	(3,388)			(3,404)	(3,398)		
Total	6,132	6,146	6,267	5,948	24,144	24,154	24,381	23,821	24,296	24,306	24,996	23,503	24,492	24,502	25,548	23,559
- of which transit																
Underlying revenue² excl. transit (YoY % change)									0.4%				0.5%			
EBITDA¹																
Consumer	262	260			1,050	1,053			1,175	1,176			1,230	1,239		
EE	271	270			1,126	1,124			1,228	1,227			1,331	1,322		
Business and Public Sector	402	403			1,599	1,600			1,591	1,592			1,599	1,597		
Global Services	185	184			701	700			753	756			779	775		
Wholesale and Ventures	207	207			826	829			821	812			805	804		
Openreach	646	646			2,582	2,582			2,485	2,461			2,486	2,454		
Other	(5)	(5)			(16)	(16)			(16)	(18)			(14)	(18)		
Total	1,968	1,965	2,015	1,940	7,868	7,872	7,907	7,796	8,037	8,006	8,222	7,808	8,216	8,173	8,583	7,737
Depreciation and amortisation ¹	(888)	(889)			(3,533)	(3,546)			(3,538)	(3,558)			(3,535)	(3,563)		
Operating profit¹	1,080	1,076			4,335	4,326			4,499	4,448			4,681	4,610		
Net finance expense ¹	(150)	(151)			(601)	(605)			(526)	(531)			(484)	(485)		
Share of post tax profits/losses of associates & joint ventures ¹	0	0			(5)	(6)			0	0			0	0		
Profit before tax¹	930	925	979	893	3,729	3,715	3,840	3,632	3,973	3,917	4,169	3,645	4,197	4,125	4,673	3,544
Specific items	(76)	(76)			(331)	(332)			(204)	(200)			(99)	(100)		
Net interest on pensions	(53)	(53)			(214)	(210)			(201)	(210)			(194)	(210)		
Total specific items	(129)	(129)			(545)	(542)			(405)	(410)			(293)	(310)		
Reported profit before tax	801	796			3,184	3,173			3,568	3,507			3,904	3,815		
Tax - excluding tax on specific items	(173)	(176)			(693)	(693)			(738)	(742)			(777)	(786)		
Tax on specific items	24	25			103	100			77	76			57	56		
Tax rate	18.6%	19.0%			18.6%	18.5%			18.6%	18.7%			18.5%	18.7%		
Net income	652	645			2,594	2,580			2,907	2,841			3,184	3,085		
EPS ¹ (p)	7.6	7.6			30.6	30.5			32.6	32.5			34.5	34.5		
Reported EPS (p)	6.6	6.6			26.1	25.9			29.3	29.2			32.1	32.3		
Dividend per share (p)	0.00	0.00			15.41	15.40			16.98	16.94			18.84	18.63		
Average number of shares in issue (m)	9,936	9,936			9,932	9,933			9,932	9,934			9,924	9,935		
Group free cash flow																
EBITDA ¹	1,968	1,961			7,868	7,869			8,037	8,045			8,216	8,208		
Capital expenditure ³	(875)	(877)			(3,360)	(3,372)			(3,298)	(3,280)			(3,246)	(3,235)		
Interest	(195)	(200)			(611)	(612)			(533)	(531)			(491)	(485)		
Tax (excluding cash tax benefit of pension deficit payments)	(168)	(172)			(671)	(676)			(694)	(693)			(748)	(738)		
Change in working capital & other	(36)	(50)			(69)	(56)			(6)	(8)			3	(2)		
Normalised free cash flow²	694	662			3,157	3,153			3,506	3,533			3,734	3,748		
Cash tax benefit of pension deficit payments	16	13			109	113			141	141			186	156		
Purchases of telecoms licences	0	0			(7)	0			(42)	0			(174)	0		
Specific items	(74)	(75)			(285)	(289)			(206)	(200)			(113)	(100)		
Reported free cash flow	636	600			2,974	2,977			3,399	3,474			3,633	3,804		
Gross pension deficit payment	(4)	0			(254)	(258)			(918)	(720)			(826)	(742)		
Free cash flow (post pension deficit payments)	632	600			2,720	2,719			2,481	2,754			2,807	3,062		
Net debt	8,995	8,936			8,700	8,628			7,959	7,929			7,029	6,900		

¹ before specific items

² excludes specific items, foreign exchange movements and disposals, and for Q1 2016/17 is calculated as though EE had been part of the group from 1 April 2015

³ before purchases of telecommunications licences

⁴ before specific items, purchases of telecommunications licences, pension deficit payments and the cash tax benefit of pension deficit payments

n/m = not meaningful