<table>
<thead>
<tr>
<th></th>
<th>2014/15 Q1 Consensus</th>
<th>2014/15 Full Year Consensus</th>
<th>2015/16 Q1 Consensus</th>
<th>2015/16 Full Year Consensus</th>
<th>2016/17 Q1 Consensus</th>
<th>2016/17 Full Year Consensus</th>
<th>2017/18 Q1 Consensus</th>
<th>2017/18 Full Year Consensus</th>
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<tbody>
<tr>
<td><strong>Revenue</strong></td>
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<td>BT Global Services</td>
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<td>3.67B</td>
<td>3.7B</td>
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<tr>
<td>BT Business</td>
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<tr>
<td>BT Consumer</td>
<td>1.03B</td>
<td>2.03B</td>
<td>2.0B</td>
<td>2.0B</td>
<td>2.0B</td>
<td>2.0B</td>
<td>2.0B</td>
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<tr>
<td>Other</td>
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</tr>
</tbody>
</table>

### Change in US$ m or %
- **2014/15**
  - 2014/15: 3.7B
  - 2014/15: 3.7B
- **2015/16**
  - 2015/16: 3.7B
  - 2015/16: 3.7B

### Operating profit¹
- **2014/15**: 3.617
- **2014/15**: 3.617

### Tax rate

### Tax on specific items

### Total specific items: net gains (losses)
- **2014/15**: (128)
- **2014/15**: (128)

### Memo: Minorities

### Normalised free cash flow

### Cash tax benefit of pension deficits

### Free cash flow¹

### Net debt

### BT Pre Q1 2014/15 Consensus

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¹ before specific items
² before specific items, pension deficit payments and the cash tax benefit of pension deficits
³ Before specific items, net gains (losses)
⁴ Share of joint tax profit/losses of associates & joint ventures

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**Memo**: Minorities

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**Notes**: Before specific items, net gains (losses)

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**BT Pre Q1 2014-15 Consensus External Final**

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**Notes**: Before specific items, pension deficit payments and the cash tax benefit of pension deficits

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**Notes**: Before specific items, net gains (losses)