

as of 13-Aug-2018

in €m

Q3 / 2018	Total Revenue	DBP ex Cloud & IoT	Cloud & IoT	Revenue A&N (BL)	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)
Number of estimates	10	10	10	10	10	10	9
Min	196.3	98.2	7.0	44.5	49.1	58.5	39.3
Max	216.7	108.7	9.4	52.7	57.0	66.3	46.6
Mean	205.5	103.5	8.1	47.4	53.6	63.4	44.1
Median	205.8	104.3	8.0	46.9	54.3	64.1	44.4

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FY 2018	Total Revenue	DBP ex Cloud & IoT	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)
Number of estimates	10	10	10	10	10	10	9
Min	857.0	432.6	26.5	205.8	217.2	269.2	185.0
Max	884.6	450.1	32.4	214.4	244.4	282.4	197.8
Mean	871.8	443.5	29.9	210.1	235.3	276.3	192.1
Median	871.0	444.0	30.0	210.2	236.2	275.9	192.0

 **software** AG Consensus Analyst Estimates for Software AG

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FY 2019	Total Revenue	DBP ex Cloud & IoT	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)
Number of estimates	10	10	10	10	10	10	9
Min	879.3	444.8	38.7	196.6	238.2	279.2	196.1
Max	937.4	470.6	64.0	209.9	267.5	301.5	209.3
Mean	906.3	461.7	51.3	202.4	251.1	290.2	202.5
Median	905.7	461.8	51.8	203.3	249.1	290.6	203.2