

as of 23-Nov-2018

in €m

Q4 / 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	260.4	143.3	8.1	57.2	78.0	90.3	55.1
Max	271.0	149.6	13.1	63.9	90.7	98.9	68.4
Mean	264.3	145.6	10.6	61.7	83.8	94.5	63.1
Median	263.7	145.6	10.9	62.0	82.8	93.5	64.0

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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	860.5	439.2	28.8	206.3	223.5	265.9	179.5
Max	872.1	445.5	33.8	214.3	239.5	275.3	191.2
Mean	865.3	441.6	31.2	211.2	231.7	270.8	186.4
Median	864.6	441.5	31.4	211.4	231.0	269.9	186.5

software AG 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	880.0	439.0	43.1	194.4	233.6	279.0	189.6
Max	930.0	478.0	64.5	212.2	273.4	301.1	206.6
Mean	902.2	459.0	53.7	204.4	250.4	288.1	196.6
Median	900.8	458.2	53.4	204.3	246.5	286.5	196.8