

as of 14.07.2020

in €m

Q2 / 2020	Total Revenue	DBP (excl. Cloud & IoT)	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	DBP ex Bookings Growth Rate	Cloud & IoT Bookings Growth Rate	A&N Bookings Growth Rate
Number of estimates	13	13	13	13	13	13	12	8	8	8
Min	197.9	89.8	10.0	45.0	25.5	36.7	25.6	-12.1%	-4.2%	-44.6%
Max	210.1	101.5	17.1	51.5	37.0	44.3	31.5	17.0%	50.0%	5.0%
Mean	202.8	96.5	13.5	48.0	31.0	39.8	28.2	1.9%	18.8%	-20.8%
Median	202.0	98.3	14.1	47.5	30.2	40.1	28.1	1.4%	20.1%	-20.0%

software AG Consensus Analyst Estimates for Software AG

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FY 2020	Total Revenue	DBP (excl. Cloud & IoT)	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	DBP ex Bookings Growth Rate	Cloud & IoT Bookings Growth Rate	A&N Bookings Growth Rate
Number of estimates	13	13	13	13	13	13	12	9	9	9
Min	832.1	386.1	53.3	200.0	118.1	172.4	110.8	-8.0%	26.0%	-6.0%
Max	872.8	440.0	110.0	225.0	161.1	194.2	137.6	6.7%	49.0%	3.6%
Mean	855.9	411.4	63.5	217.7	146.7	183.6	129.3	2.7%	36.3%	-0.1%
Median	857.1	414.3	58.4	218.0	147.9	182.1	128.6	5.0%	40.0%	0.0%

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FY 2021	Total Revenue	DBP (excl. Cloud & IoT)	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	DBP ex Bookings Growth Rate	Cloud & IoT Bookings Growth Rate	A&N Bookings Growth Rate
Number of estimates	12	12	12	12	12	12	11	9	9	8
Min	845.5	396.0	65.1	189.0	125.5	177.8	128.1	5.0%	20.0%	-3.0%
Max	906.8	464.3	130.0	221.8	198.2	234.2	173.8	25.0%	60.0%	2.0%
Mean	869.6	427.5	81.9	210.4	163.2	198.9	142.6	12.3%	38.2%	-0.5%
Median	868.0	426.2	78.4	212.2	165.2	201.2	139.2	12.0%	39.3%	-0.5%