

as of 10-Apr-2018

in €m

Q1 / 2018	Total Revenue	License Revenue	Maintenance Revenue	Revenue DBP*	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	IoT/Cloud
Number of estimates	16			16	16	16	16	11	16
Min	197.3			102.5	43.5	34.1	45.7	34.9	2.0
Max	210.6			110.6	50.1	48.2	57.7	41.0	7.5
Mean	203.5			106.5	45.9	42.3	53.0	38.1	5.4
Median	202.9			106.3	45.2	42.4	52.9	37.8	5.0

\*incl. IoT / Cloud

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

as of 10-Apr-2018

in €m

FY 2018	Total Revenue	License Revenue	Maintenance Revenue	Revenue DBP*	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	IoT/Cloud
Number of estimates	16			16	16	16	16	11	16
Min	859.7			460.8	198.6	225.0	265.8	188.6	23.8
Max	926.8			505.8	214.1	250.0	289.5	200.2	32.0
Mean	890.7			481.5	208.6	236.8	278.5	194.2	28.4
Median	891.0			480.2	208.9	238.2	278.4	194.0	28.6

\*incl. IoT / Cloud

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in €m

FY 2019	Total Revenue	License Revenue	Maintenance Revenue	Revenue DBP*	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)	IoT/Cloud
Number of estimates	16			16	16	16	16	10	16
Min	888.6			495.7	185.9	240.6	277.1	198.3	37.6
Max	972.0			552.3	207.9	268.7	313.5	214.2	60.0
Mean	925.7			520.7	199.9	255.7	295.3	204.4	48.1
Median	928.4			518.9	201.3	255.5	295.5	204.5	50.0

\*incl. IoT / Cloud