

as of 10-Oct-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	16	16	16	16	16	16	13
Min	196.3	97.4	6.4	44.7	48.1	57.4	32.7
Max	216.7	108.7	9.4	52.7	56.5	65.3	45.0
Mean	205.7	103.5	7.9	48.7	52.5	61.9	42.6
Median	206.0	104.2	7.8	48.3	52.5	62.4	44.3

as of 10-Oct-2018

in €m

FY 2018	Total Revenue	DBP ex Cloud & IoT	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)
Number of estimates	16	16	16	16	16	16	13
Min	852.5	431.7	24.6	205.7	225.8	266.8	156.5
Max	886.4	458.4	35.0	217.0	247.6	282.4	197.8
Mean	871.7	444.2	30.2	210.5	236.1	274.4	188.6
Median	871.0	444.0	30.2	210.5	235.5	275.2	191.6

software AG Consensus Analyst Estimates for Software AG

as of 10-Oct-2018

in €m

FY 2019	Total Revenue	DBP ex Cloud & IoT	Cloud & IoT	Revenue A&N	EBIT	Non IFRS EBITA	Net Income (Non-IFRS)
Number of estimates	15	15	15	15	15	15	13
Min	877.9	438.2	32.5	194.9	232.6	273.9	167.3
Max	930.5	475.4	68.0	211.7	267.3	301.3	207.8
Mean	904.3	460.2	52.0	202.5	249.7	287.5	198.4
Median	904.6	461.1	54.0	203.5	246.9	287.2	201.6