

as of 18-Jan-2019

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	17	17	17	17	17	17	15
Min	259.3	140.7	8.1	57.2	77.1	86.4	55.1
Max	271.0	149.6	13.1	65.3	90.0	98.6	69.9
Mean	263.9	145.7	10.7	61.7	82.4	93.2	63.4
Median	263.2	146.0	10.8	61.7	82.5	92.5	64.0

software AG Consensus Analyst Estimates for Software AG

as of 18-Jan-2019

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	17	17	17	17	17	17	15
Min	860.4	436.7	28.8	206.3	223.5	265.9	179.5
Max	872.1	445.5	33.8	214.9	238.8	275.0	193.4
Mean	864.9	441.7	31.3	211.2	230.7	269.9	187.0
Median	864.2	442.0	31.6	211.1	230.8	269.3	186.5

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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	16	16	16	16	16	16	15
Min	880.0	439.0	43.9	194.4	233.0	271.2	189.6
Max	930.0	478.0	65.0	211.4	273.4	301.1	207.8
Mean	900.5	458.1	54.5	204.0	246.9	284.9	196.2
Median	900.8	458.1	53.5	204.6	245.0	283.6	193.9