

as of 24-Mar-2020

in €m

Q1 / 2020	Total Revenue	DBP ex 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	8	8	8	8	8	8	7	5	5	5
Min	198.2	85.9	12.5	50.7	22.6	33.6	22.4	3.0%	40.0%	-25.2%
Max	205.8	94.0	15.0	54.6	35.1	42.4	30.3	20.3%	63.1%	3.5%
Mean	202.1	89.6	13.6	52.2	29.9	38.6	27.1	12.0%	51.2%	-5.3%
Median	202.2	89.6	13.5	51.9	30.0	38.8	27.1	12.5%	50.0%	-5.0%

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FY 2020	Total Revenue	DBP ex 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	8	8	8	8	8	8	7	5	5	5
Min	845.2	405.0	56.4	157.1	92.3	146.5	117.2	0.0%	29.3%	0.0%
Max	894.6	428.3	64.0	230.0	198.0	230.0	156.0	13.0%	57.0%	2.8%
Mean	873.1	418.6	60.0	214.1	154.7	190.4	134.6	9.4%	45.3%	0.6%
Median	873.8	420.3	59.5	221.9	157.2	192.3	133.4	12.5%	50.0%	0.0%

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FY 2021	Total Revenue	DBP ex 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	8	8	8	8	8	8	7	5	5	4
Min	852.1	391.0	76.0	152.5	118.4	170.7	130.9	6.0%	15.0%	-2.0%
Max	944.4	493.3	94.0	225.0	202.0	233.0	158.0	25.0%	60.0%	0.0%
Mean	888.9	429.8	84.4	208.1	169.5	204.5	143.9	13.7%	44.0%	-0.8%
Median	887.4	426.7	83.4	218.5	169.6	202.2	141.3	12.5%	50.0%	-1.5%