

as of 16-Apr-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	14	14	14	14	14	14	13	8	8	8
Min	190.4	85.2	11.3	46.2	21.9	30.8	21.4	-3.7%	20.0%	-25.2%
Max	204.3	92.5	14.7	54.6	37.2	44.1	32.0	23.2%	60.0%	3.5%
Mean	199.6	88.8	13.2	51.6	27.6	36.6	25.5	7.2%	43.4%	-5.5%
Median	200.0	88.6	13.3	52.2	27.3	36.1	25.2	6.0%	45.0%	-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	14	14	14	14	14	14	13	8	8	8
Min	842.1	390.0	51.2	200.0	92.3	146.5	110.8	-3.4%	20.0%	-7.0%
Max	873.8	430.7	110.0	226.4	198.0	230.0	156.0	12.5%	50.0%	2.8%
Mean	858.7	411.2	63.5	216.9	148.5	183.5	129.2	4.4%	36.5%	-1.4%
Median	860.1	411.2	58.3	217.4	148.5	183.5	129.1	2.5%	36.2%	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	13	13	13	13	13	13	12	7	7	6
Min	844.5	377.3	66.6	189.0	118.4	170.7	121.1	-0.4%	15.0%	-3.0%
Max	900.0	465.2	138.0	225.0	202.0	233.0	158.0	25.0%	60.0%	2.0%
Mean	871.2	421.6	83.7	210.0	160.7	196.1	138.9	12.9%	40.7%	-0.7%
Median	870.0	419.0	79.9	209.5	166.9	200.9	139.6	12.0%	43.0%	-1.5%