

software AG

Consensus Analyst Estimates for Software AG

as of 23.06.2020

in €m

Q2 / 2020	Total Revenue	Revenue DBP (Incl. 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	11	11	11	11	11	11	7	7	7
Min	195.8	103.0	44.8	22.0	31.1	17.9	-7.0%	-1.0%	-40.6%
Max	211.6	115.5	52.3	37.3	45.4	31.8	14.4%	40.0%	3.5%
Mean	202.1	108.4	49.1	30.5	39.1	27.5	3.1%	18.7%	-9.8%
Median	201.0	107.5	49.7	30.9	39.2	28.1	2.1%	20.0%	-6.0%

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FY 2020	Total Revenue	Revenue DBP (Incl. 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	11	11	11	11	11	11	7	7	7
Min	832.0	450.4	207.9	138.8	176.2	126.2	-8.0%	26.0%	-6.0%
Max	874.2	483.8	225.4	163.6	193.0	137.6	8.8%	40.0%	6.2%
Mean	857.6	470.5	218.9	149.5	184.8	130.2	2.4%	32.7%	0.7%
Median	859.0	472.2	219.6	148.3	183.1	128.9	5.0%	30.0%	2.0%

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in €m

FY 2021	Total Revenue	Revenue DBP (Incl. 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	11	11	11	11	11	11	7	7	7
Min	846.2	486.0	194.9	145.6	179.8	128.1	1.5%	0.0%	-3.0%
Max	900.7	535.4	221.8	175.3	206.0	147.2	15.0%	50.0%	1.0%
Mean	871.9	503.6	214.0	164.1	197.7	139.9	8.7%	30.0%	-0.9%
Median	868.5	496.0	216.0	164.7	200.0	140.6	8.0%	30.0%	-0.8%