

as of 10/16/2020

in €m

Bookings Q3 2020	Group	A&N	Δ % (yoy)	DBP Total	Δ % (yoy)	DBP (ex. Cloud & IoT)	Δ % (yoy)	Cloud & IoT	Δ % (yoy)
Number of estimates	11	10	10	11	11	11	11	11	11
Min	73.3	10.0	-64.7%	68.8	-6.6%	50.0	-15.0%	17.0	15.0%
Max	111.0	22.0	-22.3%	99.3	34.9%	71.6	21.8%	27.7	87.2%
Mean	95.5	16.2	-42.8%	80.8	9.7%	60.5	2.8%	20.3	37.3%
Median	93.2	15.3	-46.0%	79.1	7.4%	61.0	3.7%	19.2	30.0%

P&L Q3 2020	Revenue					Operating Earnings (Non-IFRS)			
	Group	A&N	DBP Total	DBP (ex. Cloud & IoT)	Cloud & IoT	EBIT (IFRS)	EBITA	EBITA Margin	Net Income
Number of estimates	15	15	15	15	15	14	15	15	14
Min	187.0	44.0	106.9	94.6	11.0	20.0	28.0	14.9%	13.7
Max	204.8	53.0	116.3	103.0	14.7	33.7	43.6	21.3%	33.3
Mean	193.4	47.7	110.8	98.3	12.5	26.8	35.7	18.4%	25.2
Median	194.3	47.6	110.2	98.0	12.5	26.2	36.0	18.5%	26.1

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Bookings FY 2020	Group	A&N	Δ % (yoy)	DBP Total	Δ % (yoy)	DBP (ex. Cloud & IoT)	Δ % (yoy)	Cloud & IoT	Δ % (yoy)
Number of estimates	10	9	9	10	10	10	10	10	10
Min	344.5	95.8	-5.0%	338.8	10.4%	253.2	5.0%	85.7	30.0%
Max	470.5	103.6	2.8%	369.5	20.4%	277.3	15.0%	100.5	52.5%
Mean	444.1	101.0	0.2%	353.3	15.1%	261.6	8.5%	91.6	39.0%
Median	452.9	101.8	1.0%	353.2	15.1%	261.9	8.6%	91.6	39.0%

P&L FY 2020	Revenue					Operating Earnings (Non-IFRS)			
	Group	A&N	DBP Total	DBP (ex. Cloud & IoT)	Cloud & IoT	EBIT (IFRS)	EBITA	EBITA Margin	Net Income
Number of estimates	15	15	15	15	15	14	15	15	14
Min	824.5	200.0	438.0	386.1	50.8	125.8	161.3	19.6%	68.1
Max	867.1	225.3	500.0	419.7	110.0	158.6	190.6	22.4%	135.4
Mean	847.0	216.5	464.7	406.6	58.1	143.1	178.6	21.1%	117.6
Median	847.7	216.8	466.3	408.2	54.0	144.8	181.0	21.3%	122.6

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Bookings FY 2021	Group	A&N	Δ % (yoy)	DBP Total	Δ % (yoy)	DBP (ex. Cloud & IoT)	Δ % (yoy)	Cloud & IoT	Δ % (yoy)
Number of estimates	9	8	8	9	9	9	9	9	9
Min	410.1	93.8	-4.0%	392.0	10.3%	271.7	5.0%	115.4	25.0%
Max	591.2	102.8	1.0%	494.2	33.7%	346.6	25.0%	153.2	66.1%
Mean	509.4	99.6	-1.7%	420.8	18.5%	290.5	10.5%	130.3	41.2%
Median	508.9	100.4	-2.0%	410.1	18.9%	286.6	10.0%	125.4	38.2%

P&L FY 2021	Revenue					Operating Earnings (Non-IFRS)			
	Group	A&N	DBP Total	DBP (ex. Cloud & IoT)	Cloud & IoT	EBIT (IFRS)	EBITA	EBITA Margin	Net Income
Number of estimates	14	13	13	13	13	13	14	14	12
Min	831.0	189.0	475.6	396.0	64.0	143.8	177.1	20.7%	110.9
Max	889.4	218.4	523.2	441.3	83.9	178.0	204.3	23.6%	152.8
Mean	861.8	209.2	494.8	420.3	74.5	159.1	192.7	22.4%	134.3
Median	863.4	212.2	491.7	416.0	72.4	160.8	190.9	22.3%	133.2