

Q3 2022 Consensus

Company Collected Consensus (16 estimates)

	Company cons	Company cons	Company cons
	Q322	FY 2022	FY 2023
North America	1,558	4,938	5,174
West & South Europe	1,596	6,242	6,147
North & East Europe	982	3,488	3,512
Asia - Pacific	906	3,556	3,702
Africa - Med. Basin	545	2,152	2,254
Group Services / Other	133	558	578
Revenue	5,719	20,934	21,367
LfL Revenue Growth :	+10.8%	+9.9%	
North America	409	1,035	1,039
West & South Europe	255	891	756
North & East Europe	235	690	630
Asia - Pacific	151	607	576
Africa - Med. Basin	122	497	489
Group Services / Other	2	1	-1
Operating EBITDA (RCOBD)	1,174	3,720	3,489
LfL EBITDA Growth :	-3.4%	-6.6%	
<i>EBITDA Margin</i>	<i>20.5%</i>	<i>17.8%</i>	<i>16.3%</i>
Depreciation	-319	-1,282	-1,296
Operating EBIT (RCO)	855	2,438	2,193
LfL Operating EBIT Growth :	-4.8%	-8.9%	

VARA Consensus (13 estimates)

	VARA cons	VARA cons	VARA cons
	Q322	FY 2022	FY 2023
North America	1,563	4,930	5,112
West & South Europe	1,589	6,231	6,074
North & East Europe	980	3,481	3,470
Asia - Pacific	906	3,550	3,658
Africa - Med. Basin	541	2,148	2,227
Group Services / Other	127	557	572
Revenue	5,706	20,897	21,112
LfL Revenue Growth :			
North America	409	1,036	1,030
West & South Europe	256	892	750
North & East Europe	235	691	624
Asia - Pacific	151	607	571
Africa - Med. Basin	121	498	485
Group Services / Other	2	1	-1
Operating EBITDA (RCOBD)	1,174	3,725	3,459
LfL EBITDA Growth :			
<i>EBITDA Margin</i>	<i>20.6%</i>	<i>17.8%</i>	<i>16.4%</i>
Depreciation	-324	-1,272	-1,297
Operating EBIT (RCO)	851	2,453	2,162
LfL Operating EBIT Growth :			
Additional ordinary result		-61	-63
Net financial result		-178	-193
Result before taxes		2,214	1,906
Total taxes		-557	-478
Net income - continuing opr.		1,657	1,428
Discontinued operations		-15	-16
Minorities		-133	-126
Net income part of the group		1,509	1,286
EPS		7.82	6.66
Clean EPS			
Net Debt		4,727	4,279
Leverage		1.3 x	1.2 x
FCF (after CapEx Net)		1,333	1,235
CapEx Net		-1,165	-1,164
Strategic CapEx Net		-341	-264