HeidelbergCement Company Collected Consensus – Q3 2018

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17 estimates	Q317 A	Q318 C	2017 A	2018 C	2019 (
Turnover	4,610	4,829	17,266	17,728	18,55
North America	1,291	1,338	4,345	4,336	4,632
West & South Europe	1,195	1,269	4,701	4,894	5,078
North & East Europe	800	828	2,836	2,904	3,015
Asia - Pacific	794	806	3,155	3,156	3,319
Africa - Med. Basin	376	396	1,586	1,649	1,747
Group Services	333	379	1,301	1,486	1,486
Intercompanies / Other	-180	-188	-656	-698	-726
Operating EBITDA	1,058	1,076	3,297	3,251	3,450
North America	394	404	1,160	1,118	1,179
West & South Europe	202	214	613	609	66
North & East Europe	202	211	539	559	586
Asia - Pacific	169	154	652	599	641
Africa - Med. Basin	93	100	367	396	416
Group Services	5	7	31	36	38
Intercompanies / Other	-7	-13	-65	-66	-70
Organic Operating EBITDA growth	6.7%	5.5%	5.5%	2.6%	6.5%
Depreciation	-271	-279	-1,109	-1,110	-1,132
Operating Income	787	797	2,188	2,141	2,318
Additional ordinary result	-6	-5	-133	42	-29
Results from participations	19	15	51	43	46
Earning before interest and taxes (EBIT)	800	807	2,107	2,226	2,335
Net financial result	-104	-88	-391	-331	-293
Result before taxes	697	719	1,715	1,896	2,042
Total taxes	-176	-182	-606	-497	-509
Net income - continuing operations	521	538	1,109	1,399	1,533
Discontinued operations	-3	-3	-51	-7	-4
Net income	518	535	1,058	1,391	1,528
Minorities	-38	-33	-141	-127	-143
Net income part of the group	481	502	918	1,264	1,385
EPS	2.42	2.53	4.62	6.37	6.98

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