

Estimates (in USD m)	Q3 2018 E	Q4 2018 E	FY 2018 E	FY 2019 E
Net sales (adjusted)				
- No. of Estimates	13	13	19	19
- Highest	388.0	427.0	1547.0	1673.0
- Consensus	381.5	419.4	1525.6	1644.2
- Median	380.7	418.4	1522.6	1646.0
- Lowest	378.8	412.0	1513.9	1607.4
- last year results	364.4	397.1	1419,40	
growth rate in % at CER (incl. M&A)				
- No. of Estimates	12	12	13	13
- Highest	6.9	8.2	6.9	9.9
- Consensus	6.2	6.6	6.1	8.3
- Median	6.1	6.6	6.2	8.6
- Lowest	5.5	4.8	5.2	6.2
- last year results	7.0	8.0	6,00	
FX effect in %				
- No. of Estimates	12	12	13	13
- Highest	-0.4	0.5	2.9	1.5
- Consensus	-1.5	-1.1	1.1	-0.2
- Median	-1.8	-1.1	0.9	0.0
- Lowest	-2.1	-2.3	0.6	-1.0
- last year results	0.6	0.3	0,10	
Income from operations (adjusted, excl. restructuring charge)				
- No. of Estimates	12	12	16	16
- Highest	105.0	130.7	424.7	481.7
- Consensus	102.1	125.4	407.4	455.1
- Median	102.2	125.1	406.7	453.2
- Lowest	97.5	118.3	394.0	431.0
- last year results	97.9	121.7	371,50	
EPS diluted (adjusted, excl. restructuring charge) (in USD)				
- No. of Estimates	13	13	19	18
- Highest	0.35	0.43	1.37	1.58
- Consensus	0.33	0.41	1.33	1.50
- Median	0.33	0.41	1.33	1.50
- Lowest	0.32	0.40	1.31	1.44
- last year results	0.32	0.43	1,27	
Net operating cash flow				
- No. of Estimates	-	- 13		13
- Highest	-	- 476.1		517.0
- Consensus	-	- 398.4		457.6
- Median	-	- 386.9		455.7
- Lowest	-	- 305.8		398.1
- last year results	81.2	76.1	286,78	

*Consensus = mean

Last update on 18/09/2018

Barclays, Berenberg Bank, BoA Merrill Lynch, Bryan, Garnier & Co, Citigroup, Commerzbank, Cowen and Company, Deutsche Bank, DZ Bank, Exane BNP Paribas, Goldman Sachs, Independent Research, ISI Evercore, J.P. Morgan Cazenove, Jefferies, Kepler Cheuvreux, LBBW, MainFirst Bank, Morgan Stanley, Piper Jaffray, Warburg Research, William Blair

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