

EBITA* → Net profit

	2019 LTM Q2	2018 Jan-Dec	
Net Sales	1 651.2	1 496.2	
Operational costs	-1437.9	-1 319.0	
Profit from operations, EBITA*	213.3	177.2	EBITA*, best representation of the profits from the ongoing operations
Acquisition costs	-25.6	-21.1	Direct costs related to acquisitions, occurs with irregularity
Earn-out debt adjustments	84.9	33.9	Adjustment of debt related to conditional considerations (“earn-out”) for acquisitions, booked as a revenue item
EBITA	272.6	189.9	
Amortizations	-98.7	-46.6	Incl reduced goodwill related to acquisitions, booked as a cost item -97.6 (-46.6)
EBIT	173.9	143.3	
Net financial expense	-15.3	-10.2	
Discounted interest	-8.5	-6.3	Discounted interest on conditional considerations (“earn-out”) for acquisitions and discounted interest for leases according to IFRS 16
EBT	150.0	126.8	
Tax	-30.0	-30.5	Tax (20.2% in 2018) based on EBT excluding GW writedown, earn-out debt adjustments, discounted interest and tax related to previous year
Net profit	120.1	96.3	