

## EBITA\* → Net profit

	2020 LTM Q1	2019 LTM Q1	2019 Jan-Dec	
<b>Net Sales</b>	<b>1 887.6</b>	<b>1 580.3</b>	<b>1 825.4</b>	
Operational costs	-1 606.4	-1 385.6	-1.563.2	
<b>Profit from operations, EBITA*</b>	<b>281.2</b>	<b>194.7</b>	<b>262.2</b>	<b>EBITA*, best representation of the profits from the ongoing operations</b>
Acquisition costs	-13.1	-28.0	-31.9	Direct costs related to acquisitions, occurs with irregularity
Earn-out debt adjustments	60.3	33.9	60.3	Adjustment of debt related to conditional considerations (“earn-out”) for acquisitions, booked as a revenue item
<b>EBITA</b>	<b>328.5</b>	<b>200.6</b>	<b>290.6</b>	
Amortizations	-69.5	-47.6	-68.8	Incl reduced goodwill related to acquisitions, booked as a cost item -60.9 (-44.7)
<b>EBIT</b>	<b>258.9</b>	<b>153.0</b>	<b>221.8</b>	
Net financial income/expense	2.2	-15.8	-0.9	
Discounted interest	-10.1	-7.3	-11.9	Discounted interest on conditional considerations (“earn-out”) for acquisitions and discounted interest for leases according to IFRS 16
<b>EBT</b>	<b>251.0</b>	<b>129.9</b>	<b>209.0</b>	
Tax	-54.0	-30.6	-43.8	Tax (21.5% LTM Q1 2020) based on EBT excluding GW writedown, earn-out debt adjustments, discounted interest and tax related to previous year
<b>Net profit</b>	<b>197.0</b>	<b>99.3</b>	<b>165.2</b>	