## **HeidelbergCement Company Collected Consensus – Q2 2019**

All values pre-IFRS16 adjustments

22 estimates	Q218 A	Q219 C	2018 A	2019 C	2020 C
Turnover	4,806	5,054	18,075	19,271	20,074
North America	1,144	1,226	4,262	4,600	4,805
West & South Europe	1,363	1,416	4,936	5,199	5,372
North & East Europe	831	844	2,916	3,033	3,160
Asia - Pacific	786	833	3,262	3,523	3,726
Africa - Med. Basin	413	409	1,667	1,723	1,807
Group Services	450	506	1,754	1,914	1,952
Intercompanies / Other	-180	-181	-723	-721	-748
Operating EBITDA	946	985	3,116	3,355	3,584
North America	297	316	991	1,069	1,131
West & South Europe	224	238	610	678	728
North & East Europe	184	191	576	619	661
Asia - Pacific	145	160	602	674	735
Africa - Med. Basin	102	86	382	357	372
Group Services	13	12	38	37	39
Intercompanies / Other	-19	-19	-83	-79	-81
Operating EBITDA Growth	3.4%	2.1%	-2.3%	6.1%	6.8%
Depreciation	-273	-288	-1,090	-1,144	-1,165
Operating Income	673	697	2,026	2,211	2,419
Additional ordinary result	10	-10	108	-17	-15
Results from participations	1	3	0	13	14
Earning before interest and taxes (EBIT)	683	690	2,134	2,207	2,418
Net financial result	-79	-85	-370	-335	-298
Result before taxes	604	605	1,764	1,873	2,121
Total taxes	-172	-155	-464	-465	-524
Net income - continuing operations	432	449	1,300	1,408	1,597
Discontinued operations	-3	-1	-14	-4	-4
Net income	429	449	1,286	1,404	1,594
Minorities	-31	-36	-143	-146	-163
Net income part of the group	398	413	1,143	1,258	1,431
EPS	2.01	2.08	5.76	6.34	7.21

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