

Median: 13 contributors (out of 14)

in €m	2021	2022	2023	2024
<b>Reported sales</b>	<b>14 690,2</b>	<b>17 874</b>	<b>17 874</b>	<b>18 561</b>
<i>Organic growth actual-day</i>	15,2%	8,7%	-1,0%	2,9%
<i>Organic growth same-day</i>	15,6%	8,8%	-0,9%	2,9%
<b>Gross margin</b> (constant and adjusted basis) <i>as a % of sales</i>	<b>3 812,5</b> 26,0%	<b>4 678</b> 26,3%	<b>4 594</b> 25,7%	<b>4 773</b> 26,0%
<b>Reported EBITDA</b>	<b>1 264,4</b>	<b>1 575</b>	<b>1 415</b>	<b>1 490</b>
<b>Reported EBITA</b>	<b>963,7</b>	<b>1 223</b>	<b>1 107</b>	<b>1 154</b>
<b>Adj EBITA</b> (constant and adjusted basis) <i>as a % of sales</i>	<b>906,0</b> 6,2%	<b>1 225</b> 6,7%	<b>1 035</b> 6,0%	<b>1 123</b> 6,2%
<i>Net financial expenses</i>	-133,1	-123,4	-122,4	-122,0
<i>Income tax</i>	-180,8	-302,7	-251,4	-269,0
<i>Tax rate</i>	23,2%	29,0%	29,3%	29,3%
<b>Reported net income</b>	<b>597,6</b>	<b>755</b>	<b>608</b>	<b>650</b>
<b>EPS adjusted</b>	<b>1,89</b>	<b>2,59</b>	<b>2,02</b>	<b>2,22</b>

<b>Dividend per share (in €)</b>	<b>0,75</b>	<b>0,88</b>	<b>0,85</b>	<b>0,90</b>
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FCF before interest & tax	680,6	863	1 026	990
FCF after interest & tax	425,5	487	668	616
<b>Net debt (excl. Lease liabilities)</b>	<b>1 551,2</b>	<b>1 336</b>	<b>988</b>	<b>708</b>
<b>Lease liabilities</b>	<b>1 168,8</b>	<b>1 169</b>	<b>1 169</b>	<b>1 169</b>

Median: 12 contributors (out of 14)

	Q3 2021	Q3 2022
<b>Reported sales</b>	<b>3 555,1</b>	<b>4 326</b>
<i>Organic growth actual-day</i>	11,4%	6,0%
<i>Organic growth same-day</i>	11,5%	6,7%

## Average : 13 contributors (out of 14)

in €m	2021	2022	2023	2024
<b>Reported sales</b>	<b>14 690,2</b>	<b>17 780</b>	<b>17 721</b>	<b>18 337</b>
<i>Organic growth actual-day</i>	15,2%	9,2%	-1,3%	3,6%
<i>Organic growth same-day</i>	15,6%	9,2%	-1,0%	3,5%
<b>Gross margin</b> (constant and adjusted basis)	<b>3 812,5</b>	<b>4 636</b>	<b>4 549</b>	<b>4 727</b>
<i>as a % of sales</i>	26,0%	26,1%	25,7%	25,8%
<b>Reported EBITDA</b>	<b>1 264,4</b>	<b>1 553</b>	<b>1 386</b>	<b>1 481</b>
<b>Reported EBITA</b>	<b>963,7</b>	<b>1 235</b>	<b>1 050</b>	<b>1 147</b>
<b>Adj EBITA</b> (constant and adjusted basis)	<b>906,0</b>	<b>1 211</b>	<b>1 045</b>	<b>1 135</b>
<i>as a % of sales</i>	6,2%	6,8%	5,9%	6,2%
<i>Net financial expenses</i>	<b>-133,1</b>	<b>-123,3</b>	<b>-127,1</b>	<b>-121,7</b>
<i>Income tax</i>	<b>-180,8</b>	<b>-295,8</b>	<b>-248,1</b>	<b>-277,5</b>
<i>Tax rate</i>	23,2%	28,7%	29,0%	29,0%
<b>Reported net income</b>	<b>597,6</b>	<b>738</b>	<b>615</b>	<b>687</b>
<b>EPS adjusted</b>	<b>1,89</b>	<b>2,62</b>	<b>2,11</b>	<b>2,35</b>

<b>Dividend per share (in €)</b>	<b>0,75</b>	<b>0,91</b>	<b>0,87</b>	<b>0,93</b>
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FCF before interest & tax	680,6	853	1 008	996
FCF after interest & tax	425,5	481	667	621
<b>Net debt (excl. Lease liabilities)</b>	<b>1 551,2</b>	<b>1 328</b>	<b>1 011</b>	<b>737</b>
<b>Lease liabilities</b>	<b>1 168,8</b>	<b>1 180</b>	<b>1 172</b>	<b>1 165</b>

## Average : 12 contributors (out of 14)

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<b>Reported sales</b>	<b>3 555,1</b>	<b>4 326</b>
<i>Organic growth actual-day</i>	11,4%	6,3%
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