

Median: 11 contributors (out of 13)

in €m	2021	2022	2023	2024
Reported sales	14 690,2	17 367	17 574	18 152
<i>Organic growth actual-day</i>	15,2%	7,3%	1,4%	3,0%
<i>Organic growth same-day</i>	15,6%	7,3%	1,6%	3,0%
Gross margin (constant and adjusted basis)	3 812,5	4 503	4 554	4 654
<i>as a % of sales</i>	26,0%	26,0%	25,8%	25,8%
Reported EBITDA	1 264,4	1 472	1 388	1 469
Reported EBITA	963,7	1 137	1 069	1 167
Adj EBITA (constant and adjusted basis)	906,0	1 134	1 060	1 165
<i>as a % of sales</i>	6,2%	6,58%	6,05%	6,27%
<i>Net financial expenses</i>	-133,1	-121,0	-119,7	-120,0
<i>Income tax</i>	-180,8	-280,3	-254,2	-274,0
<i>Tax rate</i>	23,2%	29,3%	29,3%	29,3%
Reported net income	597,6	685	607	667
EPS adjusted	1,89	2,36	2,14	2,35

Dividend per share (in €)	0,75	0,88	0,85	0,90
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FCF before interest & tax	680,6	859	959	984
FCF after interest & tax	425,5	454	655	597
Net debt (excl. Lease liabilities)	1 551,2	1 327	942	611
Lease liabilities	1 168,8	1 169	1 169	1 169

	Q2 2021	Q2 2022
Reported sales	3 726,6	4 408
<i>Organic growth actual-day</i>	33,9%	7,1%
<i>Organic growth same-day</i>	32,3%	7,0%

	H1 2021	H1 2022
Reported sales	7 057,8	8 785
<i>Organic growth actual-day</i>	19,4%	12,0%
<i>Organic growth same-day</i>	19,9%	10,8%
Gross margin (constant and adjusted basis)	1 805,6	2 243
<i>as a % of sales</i>	25,6%	25,6%
Reported EBITDA	588,2	750
Reported EBITA	442,4	560
Adj EBITA (constant and adjusted basis)	398,2	581
<i>as a % of sales</i>	5,6%	6,50%
<i>Net financial expenses</i>	-59,8	-59,8
<i>Income tax</i>	-104,7	-144,5
<i>Tax rate</i>	c. 28%	29,0%
Reported net income	270,6	354

Average : 11 contributors (out of 13)

in €m	2021	2022	2023	2024
Reported sales	14 690,2	17 352	17 532	18 153
<i>Organic growth actual-day</i>	15,2%	7,1%	0,9%	3,5%
<i>Organic growth same-day</i>	15,6%	7,2%	0,9%	3,5%
Gross margin (constant and adjusted basis)	3 812,5	4 466	4 467	4 640
<i>as a % of sales</i>	26,0%	25,8%	25,5%	25,5%
Reported EBITDA	1 264,4	1 459	1 377	1 453
Reported EBITA	963,7	1 130	1 061	1 131
Adj EBITA (constant and adjusted basis)	906,0	1 122	1 049	1 117
<i>as a % of sales</i>	6,2%	6,46%	5,97%	6,14%
<i>Net financial expenses</i>	-133,1	-123,1	-120,3	-115,7
<i>Income tax</i>	-180,8	-278,4	-253,2	-275,0
<i>Tax rate</i>	23,2%	29,1%	29,2%	29,2%
Reported net income	597,6	681	622	649
EPS adjusted	1,89	2,32	2,11	2,32

Dividend per share (in €)	0,75	0,86	0,84	0,88

FCF before interest & tax	680,6	867	992	1 008
FCF after interest & tax	425,5	472	640	592
Net debt (excl. Lease liabilities)	1 551,2	1 340	954	597
Lease liabilities	1 168,8	1 133	1 118	1 104

	Q2 2021	Q2 2022
Reported sales	3 726,6	4 403
<i>Organic growth actual-day</i>	33,9%	7,1%
<i>Organic growth same-day</i>	32,3%	7,1%

	H1 2021	H1 2022
Reported sales	7 057,8	8 780
<i>Organic growth actual-day</i>	19,4%	11,6%
<i>Organic growth same-day</i>	19,9%	10,6%
Gross margin (constant and adjusted basis)	1 805,6	2 237
<i>as a % of sales</i>	25,6%	20,5%
Reported EBITDA	588,2	696
Reported EBITA	442,4	549
Adj EBITA (constant and adjusted basis)	398,2	553
<i>as a % of sales</i>	5,6%	6,30%
<i>Net financial expenses</i>	-59,8	-52,7
<i>Income tax</i>	-104,7	-124,5
<i>Tax rate</i>	c. 28%	28,6%
Reported net income	270,6	338