

Consensus for FY'18

Sales	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	8,646	3,942	2,630	2,047
Min	8,559	3,910	2,591	1,996
Max	8,762	4,030	2,690	2,081

EBITDA	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	1,467	647	652	245
Min	1,453	632	640	238
Max	1,489	666	663	251

EBITDA margin	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	17.0%	16.4%	24.8%	12.0%
Min	16.8%	15.8%	24.3%	11.5%
Max	17.2%	16.8%	25.1%	12.4%

Adjusted EPS	Total
Consensus	9.24
Min	8.78
Max	9.87

Reported EPS	Total
Consensus	8.79
Min	7.79
Max	9.37

Dividend	Total
Consensus	2.51
Min	2.35
Max	2.80

Net debt	Total
Consensus	994
Min	889
Max	1,120

Consensus for 4Q'18

Sales	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	2,038	952	614	465
Min	1,950	918	575	414
Max	2,153	1,038	674	500

EBITDA	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	280	132	117	46
Min	266	117	105	39
Max	296	151	128	52

EBITDA margin	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	13.7%	13.8%	19.0%	9.8%
Min	13.0%	11.8%	16.9%	8.1%
Max	14.7%	15.5%	20.6%	11.6%

Adjusted EPS	Total
Consensus	1.23
Min	0.80
Max	1.50

Reported EPS	Total
Consensus	1.07
Min	0.44
Max	1.72

Consensus for FY'19

Sales	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	8,804	4,081	2,587	2,113
Min	8,496	3,969	2,411	1,998
Max	9,085	4,277	2,687	2,233

EBITDA	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	1,461	685	586	267
Min	1,346	649	525	238
Max	1,525	734	632	304

EBITDA margin	Total	High Performance Materials	Industrial Specialties	Coating Solutions
Consensus	16.6%	16.8%	22.6%	12.6%
Min	15.4%	15.7%	20.9%	11.4%
Max	17.3%	17.8%	23.8%	14.0%

Adjusted EPS	Total
Consensus	8.93
Min	7.26
Max	9.92

Reported EPS	Total
Consensus	8.51
Min	7.24
Max	9.92