

Net Sales → Net profit

	2018 Jan-Dec	2017 Jan-Dec	Comment
Net Sales	1 496.2	1 045.1	
Operational costs	-1 319.0	-922.6	
Profit from operations, EBITA*	177.2	122.5	EBITA*, best representation of the profits from the ongoing operations
Acquisition costs	-21.1	-11.9	Direct costs related to acquisitions, occurs with irregularity
Earn-out debt adjustments	33.9	78.0	Adjustment of debt related to conditional considerations (“earn-out”) for acquisitions, booked as a revenue item
EBITA	189.9	188.6	
Goodwill writedown	-46.6	-33.0	Goodwill related to acquisitions reduced, booked as a cost item
EBIT	143.3	155.6	
Net interest expense	-10.2	-11.9	
Discounted interest	-6.3	-24.2	Discounted interest on conditional considerations (“earn-out”) for acquisitions, reduced from 5% to 2% in Q4 2017
EBT	126.8	119.5	
Tax	-30.5	-24.6	Tax (20.2% in 2018) based on EBT excluding GW writedown, earn-out debt adjustments, discounted interest and tax related to previous year
Net profit	96.3	94.9	