

	Q2 2022				Q3 2022				Full year 2022				Full year 2023				Full year 2024			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Conventional Products	191	191	200	178	184	182	192	177	772	771	800	754	673	671	702	641	583	582	632	529
Digital Products	585	582	604	561	626	630	666	572	2,587	2,593	2,686	2,493	2,686	2,681	2,811	2,582	2,771	2,752	2,946	2,607
Digital Solutions	986	991	1,067	911	1,021	1,026	1,095	933	4,145	4,142	4,331	3,957	4,370	4,376	4,585	4,116	4,551	4,529	4,771	4,239
Other	5	5	6	4	5	5	6	3	20	20	24	10	20	20	24	10	20	20	24	10
	1,767	1,782	1,872	1,664	1,835	1,832	1,921	1,750	7,524	7,481	7,686	7,346	7,750	7,744	8,022	7,497	7,925	7,878	8,315	7,597
CSG (%)																				
Conventional Products	(15.0)%	(14.5)%	(10.0)%	(20.0)%	(13.3)%	(13.0)%	(10.0)%	(17.0)%	(14.1)%	(14.1)%	(11.3)%	(16.5)%	(13.3)%	(14.2)%	(7.5)%	(16.8)%	(13.5)%	(13.7)%	(10.0)%	(17.5)%
Digital Products	1.1%	1.5%	3.0%	(2.0)%	2.2%	4.6%	6.0%	(7.0)%	1.6%	2.8%	4.0%	(2.0)%	3.4%	3.4%	5.7%	1.0%	3.1%	3.0%	6.3%	1.0%
Digital Solutions	10.0%	10.0%	15.0%	5.0%	11.8%	11.5%	18.0%	6.0%	10.4%	10.0%	14.0%	8.1%	3.9%	4.0%	5.9%	2.0%	4.1%	4.0%	7.0%	2.0%
	3.6%	4.5%	7.0%	(0.3)%	5.3%	5.0%	7.6%	2.3%	4.1%	4.2%	5.2%	2.3%	1.9%	2.1%	3.8%	0.2%	2.1%	1.9%	5.2%	0.5%
Adjusted EBITA																				
Conventional Products	31	31	34	29	31	31	35	29	128	127	137	123	111	108	119	105	95	95	102	86
Digital Products	72	74	77	66	84	86	93	70	354	359	375	332	378	382	428	336	395	397	475	345
Digital Solutions	111	109	123	100	121	121	136	103	494	499	520	454	538	544	592	482	576	575	639	496
Other	(21)	(22)	(15)	(25)	(22)	(22)	(15)	(25)	(89)	(89)	(77)	(100)	(91)	(90)	(75)	(107)	(91)	(89)	(75)	(109)
	194	194	204	180	214	215	232	194	887	880	917	872	935	918	1,006	875	975	949	1,109	917
Adjusted EBITA margin (%)																				
Conventional Products	16.5%	16.7%	17.4%	15.5%	17.0%	17.0%	18.0%	16.0%	16.5%	16.5%	17.1%	16.0%	16.4%	16.2%	17.5%	15.7%	16.2%	16.0%	17.5%	15.5%
Digital Products	12.4%	12.5%	13.0%	11.4%	13.4%	13.4%	14.5%	12.2%	13.7%	13.8%	14.2%	13.0%	14.0%	13.9%	15.5%	13.0%	14.2%	14.0%	16.1%	13.0%
Digital Solutions	11.3%	11.1%	12.1%	10.9%	11.8%	11.9%	12.5%	11.0%	11.9%	12.0%	12.1%	11.5%	12.3%	12.3%	12.9%	11.7%	12.6%	12.5%	13.4%	11.7%
	11.0%	11.0%	11.4%	10.7%	11.7%	11.7%	12.1%	10.8%	11.8%	11.8%	11.9%	11.5%	12.1%	12.1%	12.7%	11.6%	12.3%	12.1%	13.3%	11.6%
Restructuring & other incidentals																				
Conventional Products	(6)	(5)	(5)	(7)	(6)	(5)	(5)	(7)	(24)	(22)	(19)	(31)	(24)	(22)	(15)	(35)	(20)	(18)	(10)	(35)
Digital Products	(5)	(5)	(3)	(6)	(5)	(5)	(3)	(7)	(23)	(25)	(10)	(30)	(20)	(20)	(10)	(28)	(15)	(17)	(9)	(20)
Digital Solutions	(16)	(15)	(12)	(21)	(16)	(15)	(12)	(20)	(64)	(65)	(39)	(80)	(52)	(55)	(28)	(70)	(40)	(36)	(28)	(60)
Other	(6)	(4)	(2)	(14)	(6)	(4)	(2)	(14)	(19)	(15)	(7)	(50)	(17)	(15)	(2)	(40)	(17)	(18)	(8)	(30)
	(32)	(34)	(26)	(40)	(32)	(31)	(26)	(40)	(130)	(137)	(87)	(160)	(114)	(120)	(84)	(140)	(90)	(90)	(62)	(120)
EBITA																				
Conventional Products	26	26	28	23	25	25	27	24	101	103	106	94	85	86	94	76	73	76	83	62
Digital Products	67	68	73	62	78	81	85	66	325	325	345	305	355	348	408	316	379	372	455	335
Digital Solutions	95	93	108	85	105	100	120	91	425	422	451	396	485	485	529	431	536	533	604	462
Other	(26)	(24)	(20)	(36)	(27)	(24)	(20)	(36)	(107)	(95)	(86)	(140)	(107)	(96)	(91)	(130)	(103)	(96)	(88)	(124)
	162	162	178	151	181	179	201	154	744	746	773	713	819	798	919	750	886	847	1,025	817
Income from operations	131	129	148	120	151	153	170	123	624	630	650	592	699	674	806	630	759	718	922	673
Financial income and expenses	(10)	(7)	(4)	(20)	(10)	(7)	(4)	(20)	(34)	(25)	(17)	(65)	(30)	(20)	(6)	(70)	(24)	(17)	11	(60)
Income tax expenses	(29)	(30)	(24)	(33)	(34)	(36)	(29)	(38)	(139)	(141)	(122)	(153)	(161)	(159)	(133)	(186)	(178)	(177)	(137)	(212)
Associates	(0)	0	0	(3)	(0)	0	0	(3)	(1)	0	0	(10)	(2)	0	0	(11)	(2)	0	0	(12)
Net income	91	94	103	78	106	106	123	88	448	445	490	408	505	491	596	433	554	537	688	474
Working capital ¹																				
Free cash flow ¹																				
Net debt ¹																				
Earnings per share in EUR	0.70	0.72	0.77	0.58	0.82	0.82	0.97	0.65	3.49	3.46	3.85	3.17	3.93	3.81	4.67	3.36	4.32	4.15	5.48	3.69
Dividend per share in EUR									1.52	1.50	1.55	1.50	1.61	1.55	1.75	1.55	1.70	1.60	1.90	1.55

¹Consensus for Q2 and Q3 working capital, free cash flow and net debt not available due to an insufficient number of estimates

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