

	Q3 2022				Q4 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
<b>Sales</b>																				
Conventional Products	184	186	192	174	195	197	200	188	774	778	786	755	673	672	692	649	581	579	623	562
Digital Products	636	633	658	622	775	775	813	740	2,610	2,608	2,670	2,562	2,668	2,676	2,804	2,519	2,761	2,754	2,981	2,632
Digital Solutions	1,055	1,039	1,127	989	1,160	1,165	1,235	988	4,239	4,234	4,368	4,023	4,444	4,531	4,630	4,085	4,646	4,703	4,896	4,289
Other	5	5	7	3	6	7	10	3	19	20	25	10	19	20	25	10	19	20	25	10
	<b>1,880</b>	<b>1,883</b>	<b>1,952</b>	<b>1,810</b>	<b>2,136</b>	<b>2,164</b>	<b>2,220</b>	<b>1,936</b>	<b>7,641</b>	<b>7,676</b>	<b>7,758</b>	<b>7,379</b>	<b>7,803</b>	<b>7,838</b>	<b>8,066</b>	<b>7,316</b>	<b>8,007</b>	<b>7,998</b>	<b>8,486</b>	<b>7,564</b>
<b>CSG (%)</b>																				
Conventional Products	(15.2)%	(15.0)%	(13.0)%	(20.0)%	(15.9)%	(15.7)%	(14.0)%	(19.3)%	(15.0)%	(14.9)%	(14.2)%	(17.0)%	(14.2)%	(15.0)%	(10.0)%	(15.4)%	(13.7)%	(15.0)%	(10.0)%	(15.5)%
Digital Products	1.5%	1.5%	6.0%	(1.0)%	0.2%	0.6%	4.0%	(5.0)%	1.1%	1.1%	3.3%	(1.0)%	1.1%	1.0%	5.3%	(2.6)%	3.4%	3.0%	6.3%	1.0%
Digital Solutions	11.7%	11.5%	18.0%	6.0%	2.6%	2.7%	11.2%	(9.2)%	10.1%	10.0%	13.0%	5.5%	2.2%	3.3%	5.2%	(4.8)%	4.4%	4.0%	7.0%	2.0%
	<b>4.7%</b>	<b>4.9%</b>	<b>7.9%</b>	<b>0.8%</b>	<b>(0.6)%</b>	<b>0.1%</b>	<b>2.7%</b>	<b>(8.2)%</b>	<b>3.6%</b>	<b>3.6%</b>	<b>5.3%</b>	<b>0.5%</b>	<b>0.2%</b>	<b>0.4%</b>	<b>3.2%</b>	<b>(4.6)%</b>	<b>2.5%</b>	<b>2.3%</b>	<b>5.2%</b>	<b>0.8%</b>
<b>Adjusted EBITA</b>																				
Conventional Products	30	30	35	26	31	32	35	25	122	123	133	113	106	107	124	93	90	91	105	75
Digital Products	76	75	86	68	111	113	142	88	327	328	368	300	346	334	431	314	370	349	481	338
Digital Solutions	115	115	129	101	161	161	202	130	469	469	520	424	509	515	563	440	557	555	620	494
Other	(21)	(20)	(17)	(25)	(27)	(28)	(16)	(34)	(81)	(83)	(67)	(90)	(90)	(87)	(75)	(107)	(90)	(87)	(75)	(109)
	<b>200</b>	<b>201</b>	<b>219</b>	<b>177</b>	<b>276</b>	<b>285</b>	<b>304</b>	<b>228</b>	<b>836</b>	<b>846</b>	<b>871</b>	<b>776</b>	<b>870</b>	<b>887</b>	<b>983</b>	<b>764</b>	<b>927</b>	<b>914</b>	<b>1,093</b>	<b>846</b>
<b>Adjusted EBITA margin (%)</b>																				
Conventional Products	16.0%	16.0%	18.7%	14.9%	15.6%	16.0%	17.9%	12.9%	15.7%	15.9%	17.0%	14.8%	15.7%	15.9%	18.4%	14.0%	15.5%	16.0%	18.4%	13.2%
Digital Products	11.9%	11.9%	13.3%	10.8%	14.4%	14.8%	17.8%	11.3%	12.5%	12.6%	14.0%	11.5%	12.9%	12.6%	15.4%	11.9%	13.4%	13.1%	16.1%	12.1%
Digital Solutions	10.9%	10.9%	11.9%	10.0%	13.8%	13.8%	16.5%	12.1%	11.0%	11.0%	12.0%	10.5%	11.4%	11.4%	12.2%	10.8%	12.0%	12.1%	12.7%	11.1%
	<b>10.6%</b>	<b>10.7%</b>	<b>11.2%</b>	<b>9.7%</b>	<b>12.9%</b>	<b>13.3%</b>	<b>13.9%</b>	<b>10.8%</b>	<b>10.9%</b>	<b>11.0%</b>	<b>11.4%</b>	<b>10.5%</b>	<b>11.1%</b>	<b>11.1%</b>	<b>12.2%</b>	<b>10.5%</b>	<b>11.6%</b>	<b>11.5%</b>	<b>12.9%</b>	<b>10.7%</b>
<b>Restructuring &amp; other incidentals</b>																				
Conventional Products	(7)	(6)	(3)	(11)	(8)	(8)	(5)	(12)	(33)	(33)	(20)	(40)	(24)	(20)	(10)	(40)	(23)	(20)	(10)	(40)
Digital Products	(4)	(4)	0	(7)	(5)	(5)	(1)	(8)	(20)	(21)	(13)	(25)	(16)	(17)	(1)	(28)	(14)	(14)	(1)	(28)
Digital Solutions	(15)	(15)	(9)	(20)	(17)	(15)	(10)	(29)	(58)	(56)	(46)	(70)	(50)	(45)	(28)	(70)	(41)	(36)	(20)	(70)
Other	(5)	(5)	0	(14)	(8)	(5)	0	(34)	169	172	182	134	(20)	(20)	0	(50)	(18)	(15)	2	(50)
	<b>(30)</b>	<b>(29)</b>	<b>(24)</b>	<b>(40)</b>	<b>(36)</b>	<b>(30)</b>	<b>(22)</b>	<b>(61)</b>	<b>59</b>	<b>67</b>	<b>78</b>	<b>24</b>	<b>(110)</b>	<b>(110)</b>	<b>(81)</b>	<b>(160)</b>	<b>(97)</b>	<b>(90)</b>	<b>(61)</b>	<b>(160)</b>
<b>EBITA</b>																				
Conventional Products	23	23	29	15	23	24	30	15	88	88	100	73	82	78	98	65	66	63	86	45
Digital Products	71	69	81	65	109	110	137	90	309	307	346	290	328	317	411	302	355	337	461	321
Digital Solutions	101	100	114	91	148	151	175	120	416	417	450	378	459	471	516	395	520	524	592	454
Other	(26)	(24)	(22)	(36)	(35)	(30)	(23)	(68)	86	92	102	44	(111)	(106)	(89)	(140)	(109)	(102)	(88)	(137)
	<b>169</b>	<b>162</b>	<b>192</b>	<b>152</b>	<b>244</b>	<b>253</b>	<b>273</b>	<b>199</b>	<b>899</b>	<b>908</b>	<b>937</b>	<b>849</b>	<b>758</b>	<b>746</b>	<b>899</b>	<b>649</b>	<b>833</b>	<b>796</b>	<b>1,009</b>	<b>736</b>
Income from operations	139	136	162	118	216	228	239	173	756	776	804	634	642	617	763	541	712	673	878	624
Financial income and expenses	(8)	(9)	9	(15)	(8)	(8)	9	(23)	(9)	(12)	42	(31)	(35)	(35)	5	(76)	(28)	(28)	10	(63)
Income tax expenses	(32)	(31)	(24)	(39)	(54)	(56)	(36)	(83)	(176)	(177)	(153)	(212)	(146)	(144)	(124)	(177)	(165)	(162)	(135)	(205)
Associates	(0)	0	0	(2)	(0)	0	0	(2)	(1)	0	0	(7)	(1)	0	0	(8)	(1)	0	0	(8)
<b>Net income</b>	<b>99</b>	<b>95</b>	<b>118</b>	<b>84</b>	<b>153</b>	<b>158</b>	<b>179</b>	<b>113</b>	<b>569</b>	<b>577</b>	<b>635</b>	<b>448</b>	<b>458</b>	<b>448</b>	<b>557</b>	<b>369</b>	<b>515</b>	<b>498</b>	<b>649</b>	<b>443</b>
Working capital	651	751	786	415	629	641	642	604	598	606	642	496	529	502	754	423	505	470	802	331
Free cash flow	162	178	205	61	332	338	365	273	434	446	569	280	670	688	832	413	710	699	831	614
Net debt	1,588	1,580	1,646	1,545	1,232	1,212	1,276	1,207	1,146	1,207	1,338	862	701	760	1,139	293	241	312	728	(295)
Earnings per share in EUR	0.78	0.74	0.90	0.66	1.23	1.24	1.41	1.03	4.46	4.56	4.97	3.50	3.58	3.50	4.34	2.92	4.06	3.95	5.15	3.46
Dividend per share in EUR									1.54	1.53	1.63	1.45	1.60	1.57	1.70	1.50	1.71	1.67	1.91	1.55

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