

	Q4 2023				Full year 2023				Full year 2024				Full year 2025				Full year 2026			
	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	142	133	209	122	634	624	700	613	516	525	537	468	445	455	464	394	398	408	415	379
Digital Products	600	592	633	569	2,150	2,142	2,183	2,119	2,166	2,170	2,247	2,049	2,231	2,232	2,314	2,090	2,236	2,287	2,313	2,090
Digital Solutions	1,045	1,045	1,090	1,005	3,960	3,960	4,005	3,920	4,015	3,997	4,125	3,885	4,174	4,157	4,303	4,001	4,359	4,377	4,636	4,157
Other	6	5	9	3	20	20	24	10	19	20	24	10	19	20	24	10	19	20	22	10
	<b>1,792</b>	<b>1,812</b>	<b>1,852</b>	<b>1,700</b>	<b>6,763</b>	<b>6,783</b>	<b>6,823</b>	<b>6,671</b>	<b>6,715</b>	<b>6,687</b>	<b>6,919</b>	<b>6,550</b>	<b>6,868</b>	<b>6,883</b>	<b>7,091</b>	<b>6,631</b>	<b>7,012</b>	<b>7,102</b>	<b>7,348</b>	<b>6,646</b>
<b>CSG (%)</b>																				
Conventional Products	(30.9)%	(31.4)%	(20.0)%	(35.5)%	(18.9)%	(19.0)%	(15.7)%	(20.1)%	(18.8)%	(18.1)%	(15.0)%	(25.0)%	(13.7)%	(15.0)%	(9.3)%	(18.5)%	(11.3)%	(10.0)%	(9.5)%	(15.0)%
Digital Products	(7.2)%	(7.6)%	(3.0)%	(11.9)%	(10.0)%	(10.0)%	(8.7)%	(11.1)%	0.5%	0.6%	4.0%	(5.2)%	3.0%	3.0%	4.1%	2.0%	2.1%	2.0%	4.2%	0.0%
Digital Solutions	(2.9)%	(3.0)%	0.0%	(6.3)%	(5.3)%	(5.4)%	(4.5)%	(6.2)%	1.1%	1.0%	4.5%	(2.0)%	4.0%	3.0%	9.0%	3.0%	3.9%	3.0%	7.7%	2.0%
	<b>(7.3)%</b>	<b>(6.8)%</b>	<b>(5.6)%</b>	<b>(11.0)%</b>	<b>(8.3)%</b>	<b>(8.2)%</b>	<b>(7.8)%</b>	<b>(9.2)%</b>	<b>(1.0)%</b>	<b>(0.3)%</b>	<b>2.5%</b>	<b>(4.3)%</b>	<b>2.3%</b>	<b>1.9%</b>	<b>6.0%</b>	<b>1.1%</b>	<b>2.3%</b>	<b>2.1%</b>	<b>5.5%</b>	<b>0.2%</b>
<b>Adjusted EBITA</b>																				
Conventional Products	27	26	40	22	133	132	146	128	97	96	111	79	82	82	100	67	68	63	92	57
Digital Products	76	77	86	66	206	207	216	196	233	237	265	207	257	262	314	212	275	278	300	235
Digital Solutions	126	124	137	115	421	419	432	410	459	462	496	418	506	511	563	431	554	537	650	499
Other	(19)	(20)	(11)	(25)	(89)	(89)	(80)	(96)	(84)	(84)	(69)	(100)	(84)	(84)	(70)	(100)	(82)	(80)	(71)	(100)
	<b>211</b>	<b>215</b>	<b>226</b>	<b>193</b>	<b>671</b>	<b>667</b>	<b>688</b>	<b>655</b>	<b>705</b>	<b>713</b>	<b>751</b>	<b>645</b>	<b>760</b>	<b>772</b>	<b>853</b>	<b>663</b>	<b>815</b>	<b>803</b>	<b>935</b>	<b>698</b>
<b>Adjusted EBITA margin (%)</b>																				
Conventional Products	19.1%	19.3%	21.0%	16.4%	21.0%	21.0%	21.4%	20.5%	18.8%	19.0%	21.2%	16.0%	18.3%	18.0%	21.9%	15.0%	17.6%	17.0%	22.4%	15.0%
Digital Products	12.7%	13.2%	14.0%	10.9%	9.6%	9.7%	10.0%	9.1%	10.7%	10.9%	12.3%	9.5%	11.5%	11.4%	14.2%	9.5%	12.2%	12.0%	13.0%	11.3%
Digital Solutions	12.1%	12.0%	13.4%	11.1%	10.6%	10.6%	11.0%	10.4%	11.4%	11.4%	12.6%	10.5%	12.1%	12.3%	13.4%	10.5%	12.9%	12.7%	14.1%	11.5%
	<b>11.8%</b>	<b>11.7%</b>	<b>13.3%</b>	<b>10.8%</b>	<b>9.9%</b>	<b>9.9%</b>	<b>10.3%</b>	<b>9.7%</b>	<b>10.5%</b>	<b>10.4%</b>	<b>11.4%</b>	<b>9.7%</b>	<b>11.1%</b>	<b>11.1%</b>	<b>12.6%</b>	<b>9.7%</b>	<b>11.7%</b>	<b>11.5%</b>	<b>12.7%</b>	<b>10.5%</b>
<b>Restructuring &amp; other incidentals</b>																				
Conventional Products	(12)	(8)	(1)	(52)	(71)	(71)	(34)	(116)	(26)	(26)	(14)	(42)	(22)	(20)	(10)	(40)	(16)	(11)	(5)	(35)
Digital Products	(5)	(4)	(2)	(10)	(16)	(16)	(10)	(22)	(20)	(16)	(10)	(56)	(16)	(15)	(10)	(34)	(13)	(10)	(10)	(20)
Digital Solutions	(10)	(9)	(6)	(15)	(41)	(42)	(30)	(49)	(46)	(36)	(20)	(104)	(39)	(33)	(15)	(72)	(31)	(30)	(15)	(56)
Other	(5)	(2)	(1)	(20)	(15)	(14)	(10)	(30)	(15)	(10)	0	(37)	(14)	(10)	0	(37)	(15)	(13)	(5)	(30)
	<b>(30)</b>	<b>(28)</b>	<b>(18)</b>	<b>(62)</b>	<b>(143)</b>	<b>(144)</b>	<b>(104)</b>	<b>(180)</b>	<b>(104)</b>	<b>(103)</b>	<b>(60)</b>	<b>(200)</b>	<b>(90)</b>	<b>(100)</b>	<b>(40)</b>	<b>(146)</b>	<b>(71)</b>	<b>(70)</b>	<b>(35)</b>	<b>(100)</b>
<b>EBITA</b>																				
Conventional Products	15	19	30	(30)	57	62	73	12	70	73	91	52	59	62	80	41	54	55	72	38
Digital Products	73	74	80	61	191	192	198	179	215	219	235	181	245	250	280	210	261	265	290	225
Digital Solutions	120	119	140	111	381	380	401	372	416	415	466	383	473	473	548	401	530	500	635	469
Other	(25)	(23)	(20)	(31)	(104)	(103)	(99)	(110)	(96)	(93)	(74)	(125)	(97)	(94)	(80)	(127)	(95)	(85)	(80)	(120)
	<b>184</b>	<b>188</b>	<b>206</b>	<b>132</b>	<b>525</b>	<b>528</b>	<b>548</b>	<b>476</b>	<b>606</b>	<b>607</b>	<b>670</b>	<b>543</b>	<b>680</b>	<b>696</b>	<b>782</b>	<b>592</b>	<b>749</b>	<b>731</b>	<b>900</b>	<b>628</b>
Income from operations	161	163	178	111	442	444	462	396	517	525	561	444	586	593	702	487	683	646	820	628
Financial income and expenses	(21)	(22)	(10)	(30)	(104)	(104)	(92)	(113)	(84)	(78)	(48)	(115)	(77)	(71)	(33)	(120)	(85)	(80)	(50)	(125)
Income tax expenses	(35)	(33)	(19)	(46)	(76)	(74)	(60)	(89)	(104)	(97)	(76)	(143)	(122)	(115)	(89)	(164)	(141)	(135)	(116)	(172)
Associates	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net income</b>	<b>105</b>	<b>104</b>	<b>127</b>	<b>64</b>	<b>261</b>	<b>261</b>	<b>281</b>	<b>225</b>	<b>329</b>	<b>334</b>	<b>364</b>	<b>271</b>	<b>387</b>	<b>391</b>	<b>453</b>	<b>331</b>	<b>455</b>	<b>441</b>	<b>540</b>	<b>400</b>
Working capital	464	475	521	354	464	475	521	354	431	461	469	354	442	432	506	373	448	454	515	374
Free cash flow	252	258	292	207	541	544	603	493	493	507	604	388	517	519	621	459	522	537	577	434
Net debt	1,061	1,071	1,356	815	1,061	1,071	1,356	815	726	764	864	449	438	434	609	85	370	385	510	198
Earnings per share in EUR	0.80	0.80	1.02	0.52	1.99	2.00	2.19	1.80	2.52	2.56	2.76	2.10	3.02	3.01	3.94	2.53	3.86	3.63	5.14	3.06
Dividend per share in EUR					1.44	1.55	1.55	1.06	1.51	1.60	1.60	1.17	1.61	1.65	1.72	1.31	1.78	1.70	2.20	1.52

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