

	Q2 2018				Q3 2018				Full year 2018				Full year 2019				Full year 2020			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Lamps	344	343	360	336	337	335	354	328	1,401	1,400	1,450	1,377	1,123	1,123	1,167	1,088	894	894	957	848
LED	458	458	473	444	473	475	484	456	1,891	1,897	1,912	1,854	1,941	1,966	1,997	1,850	1,949	1,983	2,059	1,750
Professional	655	657	665	629	706	709	723	685	2,738	2,750	2,781	2,678	2,852	2,845	2,929	2,762	2,947	2,931	3,047	2,831
Home	95	96	100	88	131	128	160	119	537	537	580	505	606	599	696	541	666	674	814	568
Other	3	3	5	0	2	3	5	(0)	11	11	18	0	12	12	20	(0)	12	12	20	(0)
	1,555	1,558	1,578	1,502	1,649	1,646	1,703	1,619	6,578	6,583	6,711	6,486	6,533	6,530	6,724	6,426	6,467	6,478	6,755	6,260
CSG (%)																				
Lamps	(18.2)%	(18.0)%	(16.5)%	(19.0)%	(17.3)%	(18.0)%	(15.0)%	(18.5)%	(18.0)%	(18.0)%	(17.0)%	(19.0)%	(20.2)%	(20.1)%	(18.0)%	(22.2)%	(20.4)%	(20.0)%	(18.0)%	(23.0)%
LED	1.6%	2.0%	4.0%	(1.0)%	3.7%	3.8%	6.0%	0.0%	3.6%	3.9%	5.0%	0.9%	2.3%	3.0%	6.3%	(3.2)%	0.4%	0.7%	4.0%	(5.4)%
Professional	3.4%	4.0%	5.0%	1.0%	4.6%	4.6%	8.0%	0.0%	3.2%	3.8%	5.0%	0.9%	3.8%	4.0%	5.1%	2.0%	3.3%	3.0%	4.5%	2.5%
Home	0.5%	0.0%	6.0%	(5.0)%	14.5%	15.0%	30.0%	5.0%	9.1%	8.5%	18.0%	3.2%	12.5%	12.0%	20.0%	5.0%	9.8%	10.0%	17.0%	5.0%
	(2.9)%	(2.8)%	(1.2)%	(4.8)%	(0.2)%	0.2%	2.6%	(3.4)%	(1.6)%	(1.3)%	(0.2)%	(3.3)%	(1.1)%	(0.8)%	0.2%	(3.5)%	(1.0)%	(0.9)%	0.5%	(3.0)%
Adjusted EBITA																				
Lamps	69	69	74	65	65	66	73	57	276	276	296	260	199	199	216	175	145	147	172	108
LED	47	47	53	42	51	53	54	46	195	195	205	186	203	203	228	180	203	208	247	154
Professional	58	59	63	46	77	77	86	71	265	264	281	246	304	318	331	260	331	342	350	275
Home	(14)	(15)	(5)	(22)	5	4	13	-	(7)	(5)	0	(17)	28	27	36	17	44	45	55	29
Other	(26)	(25)	(21)	(28)	(25)	(25)	(21)	(28)	(101)	(100)	(88)	(110)	(96)	(100)	(80)	(110)	(95)	(98)	(80)	(110)
	135	136	148	109	173	175	183	157	629	632	653	599	637	650	673	534	628	645	683	471
Adjusted EBITA margin (%)																				
Lamps	20.0%	20.1%	20.5%	18.5%	19.4%	19.8%	20.5%	17.0%	19.7%	19.7%	20.4%	18.5%	17.7%	18.0%	18.7%	15.6%	16.2%	16.3%	18.0%	12.0%
LED	10.3%	10.0%	11.3%	9.5%	10.7%	11.0%	11.4%	10.0%	10.3%	10.3%	10.8%	9.9%	10.5%	10.5%	11.5%	10.0%	10.4%	10.5%	12.0%	8.8%
Professional	8.9%	9.0%	10.0%	7.0%	10.9%	11.0%	12.0%	10.0%	9.7%	9.7%	10.2%	9.2%	10.7%	11.0%	11.8%	9.2%	11.3%	11.4%	12.0%	9.4%
Home	(14.6)%	(15.0)%	(5.0)%	(25.0)%	3.5%	3.0%	8.0%	0.0%	(1.3)%	(1.0)%	0.0%	(3.4)%	4.6%	4.5%	6.2%	2.6%	6.7%	6.8%	8.0%	4.5%
	8.7%	8.8%	9.4%	7.1%	10.5%	10.7%	10.9%	9.7%	9.6%	9.6%	9.9%	9.0%	9.8%	9.9%	10.2%	8.3%	9.7%	9.9%	10.8%	7.5%
Restructuring & other incidentals																				
Lamps	(17)	(18)	(10)	(20)	(14)	(13)	(5)	(30)	(63)	(60)	(45)	(90)	(67)	(60)	(50)	(100)	(57)	(50)	(19)	(100)
LED	(1)	0	0	(4)	(1)	0	0	(3)	(2)	(1)	0	(10)	(4)	0	0	(30)	(8)	0	0	(50)
Professional	(7)	(5)	0	(15)	(7)	(6)	0	(15)	(24)	(23)	(3)	(48)	(24)	(20)	0	(60)	(23)	(15)	0	(60)
Home	(3)	(3)	(1)	(5)	(2)	(2)	(1)	(4)	(9)	(10)	(5)	(15)	(7)	(10)	0	(15)	(7)	(10)	0	(15)
Other	(13)	(15)	(6)	(18)	(6)	(5)	(1)	(15)	(41)	(40)	(25)	(56)	(10)	(10)	0	(25)	(10)	(10)	0	(30)
	(40)	(40)	(35)	(48)	(29)	(28)	(21)	(41)	(139)	(136)	(129)	(151)	(112)	(108)	(86)	(150)	(106)	(99)	(70)	(185)
EBITA																				
Lamps	52	53	60	45	51	53	57	43	214	217	233	195	131	129	161	108	85	92	128	47
LED	46	47	50	41	50	51	54	46	193	190	205	185	197	199	228	155	191	199	233	104
Professional	53	52	63	43	71	70	80	61	244	249	265	225	286	298	321	215	312	331	342	240
Home	(16)	(15)	(9)	(23)	2	2	11	(4)	(15)	(15)	(6)	(27)	21	25	29	2	38	37	54	25
Other	(38)	(39)	(31)	(43)	(31)	(32)	(24)	(39)	(143)	(149)	(125)	(157)	(106)	(106)	(90)	(135)	(104)	(106)	(80)	(130)
	97	97	107	80	143	142	159	126	492	496	524	460	525	549	571	394	517	548	587	326
Income from operations	70	70	85	48	116	116	132	94	378	378	419	331	420	429	470	265	421	455	509	197
Financial income and expenses	(10)	(11)	(7)	(11)	(9)	(10)	(5)	(11)	(38)	(40)	(25)	(43)	(33)	(37)	(17)	(45)	(30)	(35)	(7)	(45)
Income tax expenses	(17)	(17)	(10)	(22)	(30)	(31)	(24)	(35)	(99)	(99)	(82)	(111)	(111)	(113)	(73)	(133)	(112)	(118)	(55)	(143)
Associates	(0)	0	0	-3	(0)	0	0	-2	0	0	7	-6	1	0	3	0	0	0	2	0
Net income	42	42	56	23	75	74	86	59	242	242	273	201	275	282	340	162	279	294	340	132
Working capital																				
Free cash flow									321	327	368	276	379	380	450	327	405	438	511	264
Net debt									368	390	404	274	184	177	323	90	(30)	(53)	(222)	(60)
Earnings per share in EUR	0.29	0.30	0.35	0.16	0.54	0.54	0.63	0.41	1.77	1.80	1.98	1.41	1.99	2.02	2.46	1.21	2.04	2.20	2.46	0.82
Dividend per share in EUR									1.25	1.26	1.39	1.11	1.25	1.26	1.54	0.75	1.23	1.31	1.59	0.50

Insufficient number of estimates (≤ 4 estimates)

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