

	Q2 2019				Q3 2019				Full year 2019				Full year 2020				Full year 2021			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Lamps	282	281	290	274	272	270	285	262	1,140	1,140	1,165	1,112	910	917	944	871	740	736	883	657
LED	453	451	467	447	456	456	476	447	1,846	1,840	1,900	1,821	1,833	1,841	1,944	1,744	1,820	1,852	1,983	1,663
Professional	657	657	671	642	690	693	702	665	2,691	2,703	2,739	2,614	2,743	2,739	2,817	2,653	2,792	2,793	2,929	2,633
Home	108	108	113	102	124	125	134	112	541	542	574	511	592	581	656	544	634	624	727	565
Other	3	3	5	2	4	4	6	2	16	16	24	10	16	16	24	8	15	16	24	8
	1,503	1,497	1,528	1,481	1,547	1,545	1,592	1,508	6,234	6,238	6,352	6,124	6,094	6,096	6,355	5,836	6,002	6,034	6,361	5,549
CSG (%)																				
Lamps	(21.0)%	(21.0)%	(19.0)%	(24.0)%	(25.9)%	(26.0)%	(22.0)%	(28.0)%	(21.3)%	(21.1)%	(19.4)%	(23.0)%	(20.3)%	(20.0)%	(18.0)%	(23.5)%	(20.6)%	(20.0)%	(18.0)%	(24.5)%
LED	0.8%	0.5%	3.5%	(1.0)%	1.4%	1.5%	4.5%	(1.5)%	0.6%	0.5%	3.0%	(1.5)%	(0.8)%	0.0%	2.0%	(4.4)%	(0.8)%	0.0%	2.7%	(5.0)%
Professional	(0.8)%	(0.9)%	1.0%	(3.0)%	0.8%	1.0%	2.0%	(1.5)%	0.7%	1.1%	2.0%	(1.2)%	1.8%	2.5%	4.0%	(2.0)%	2.0%	2.5%	4.0%	(2.0)%
Home	19.8%	20.0%	24.9%	15.0%	11.4%	11.5%	20.0%	0.0%	14.7%	15.0%	21.0%	7.5%	9.3%	8.9%	15.0%	5.0%	7.4%	7.0%	13.0%	3.0%
	(3.6)%	(3.7)%	(1.3)%	(5.1)%	(4.3)%	(4.3)%	(2.9)%	(5.5)%	(3.2)%	(3.1)%	(1.9)%	(4.6)%	(2.3)%	(1.9)%	(0.3)%	(6.0)%	(1.7)%	(1.3)%	0.1%	(4.9)%
Adjusted EBITA																				
Lamps	56	56	59	52	53	53	59	50	222	221	234	212	166	164	188	148	130	126	176	105
LED	53	54	58	49	57	57	62	54	229	229	244	210	223	232	243	183	219	234	248	158
Professional	60	59	63	57	87	86	95	80	279	280	294	264	300	294	336	281	314	316	371	270
Home	(4)	(2)	5	(12)	6	7	13	0	20	21	34	0	39	40	66	20	47	49	87	20
Other	(23)	(23)	(20)	(25)	(22)	(23)	(16)	(25)	(93)	(95)	(80)	(102)	(89)	(94)	(70)	(103)	(89)	(92)	(65)	(107)
	143	145	150	135	181	182	197	165	657	656	687	623	638	638	698	584	621	632	705	505
Adjusted EBITA margin (%)																				
Lamps	19.7%	20.0%	20.5%	18.0%	19.6%	19.3%	21.3%	18.0%	19.4%	19.4%	20.5%	18.4%	18.2%	18.0%	20.0%	16.0%	17.5%	17.1%	20.0%	15.0%
LED	11.8%	12.0%	12.5%	11.0%	12.5%	12.5%	13.6%	12.0%	12.4%	12.4%	13.2%	11.5%	12.2%	12.3%	13.0%	10.5%	12.0%	12.4%	13.3%	9.5%
Professional	9.1%	9.0%	9.5%	8.8%	12.5%	12.5%	13.6%	12.0%	10.4%	10.5%	10.8%	9.9%	10.9%	10.9%	12.0%	10.5%	11.2%	11.2%	12.9%	10.3%
Home	(3.3)%	(1.4)%	4.8%	(11.2)%	4.7%	5.4%	10.0%	0.0%	3.6%	3.8%	6.0%	0.0%	6.5%	6.7%	10.0%	3.5%	7.3%	7.6%	12.0%	3.5%
	9.5%	9.6%	9.9%	9.0%	11.7%	11.7%	12.6%	10.8%	10.5%	10.5%	11.0%	10.2%	10.5%	10.4%	11.3%	9.7%	10.3%	10.3%	11.6%	8.9%
Restructuring & other incidentals																				
Lamps	(10)	(9)	(5)	(20)	(10)	(9)	(5)	(20)	(35)	(38)	(20)	(63)	(37)	(39)	(20)	(55)	(36)	(38)	(14)	(55)
LED	(2)	(2)	0	(3)	(2)	(2)	0	(3)	(8)	(8)	0	(10)	(6)	(5)	0	(15)	(5)	(5)	0	(11)
Professional	(10)	(10)	(3)	(15)	(10)	(10)	(2)	(15)	(36)	(38)	(15)	(50)	(27)	(25)	(1)	(60)	(24)	(23)	(1)	(60)
Home	(2)	(2)	0	(4)	(2)	(1)	0	(3)	(6)	(6)	0	(10)	(6)	(5)	0	(15)	(6)	(5)	0	(15)
Other	(5)	(5)	0	(8)	(5)	(5)	0	(8)	(24)	(25)	(7)	(40)	(15)	(13)	0	(30)	(13)	(11)	0	(30)
	(28)	(28)	(23)	(37)	(28)	(27)	(23)	(36)	(108)	(108)	(91)	(125)	(90)	(91)	(41)	(160)	(83)	(76)	(41)	(160)
EBITA																				
Lamps	46	46	51	37	43	44	52	33	186	187	210	159	127	125	156	115	92	87	121	68
LED	51	52	56	47	55	54	62	51	220	219	244	205	215	221	235	178	212	225	235	153
Professional	51	51	60	42	77	79	86	69	244	249	268	215	273	274	312	233	289	287	353	233
Home	(5)	(4)	5	(16)	4	6	7	(3)	13	14	24	(10)	30	36	44	5	37	41	55	5
Other	(28)	(28)	(21)	(32)	(27)	(29)	(22)	(32)	(116)	(120)	(92)	(131)	(103)	(111)	(70)	(124)	(100)	(106)	(65)	(124)
	115	119	121	98	152	153	169	135	546	543	581	507	543	535	624	470	531	526	644	434
Income from operations	92	95	99	75	126	128	149	97	455	456	485	418	457	451	536	376	471	473	556	374
Financial income and expenses	(12)	(13)	(9)	(15)	(12)	(12)	(9)	(15)	(44)	(43)	(36)	(54)	(43)	(44)	(31)	(51)	(39)	(40)	(26)	(49)
Income tax expenses	(23)	(24)	(18)	(25)	(32)	(33)	(25)	(40)	(117)	(119)	(98)	(126)	(118)	(119)	(96)	(142)	(122)	(123)	(97)	(148)
Associates	0	0	1	0	0	0	1	0	0	0	1	(2)	0	0	0	(2)	0	0	0	(2)
Net income	57	58	66	46	81	81	100	62	293	294	329	267	296	291	369	236	310	307	369	236
Working capital									628	534	1158	486	625	525	1091	437	655	528	1038	493
Free cash flow	21 #	11	77	(1)	85	83	137	40	370	385	432	270	418	401	551	322	420	446	538	255
Net debt									575	598	691	353	388	365	(222)	(60)	199	183	389	(5)
Earnings per share in EUR	0.45	0.45	0.52	0.36	0.64	0.65	0.78	0.48	2.29	2.30	2.57	2.09	2.37	2.24	3.27	1.84	2.54	2.44	3.71	1.83
Dividend per share in EUR									1.41	1.35	1.75	1.30	1.41	1.40	1.63	1.30	1.45	1.44	1.80	1.30

Insufficient number of estimates (≤ 4 estimates)