

	Q3 2019				Q4 2019				Full year 2019				Full year 2020				Full year 2021				Full year 2022			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
<b>Sales</b>																								
Lamps	273	273	286	262	280	281	300	267	1,146	1,144	1,176	1,130	921	917	961	875	748	743	899	661	579	586	620	506
LED	457	456	479	448	528	547	577	470	1,879	1,890	1,939	1,812	1,999	2,053	2,171	1,743	1,989	2,002	2,215	1,661	1,996	2,018	2,163	1,790
Professional	698	695	716	676	760	749	858	718	2,688	2,673	2,803	2,635	2,745	2,735	2,935	2,653	2,799	2,803	2,958	2,679	2,857	2,850	3,062	2,679
Home	122	123	129	109	198	198	212	182	543	544	562	526	593	589	651	553	632	631	727	572	651	635	799	596
Other	5	4	7	0	4	5	9	(7)	22	23	50	0	19	20	28	0	19	20	28	0	17	20	26	0
	<b>1,554</b>	<b>1,558</b>	<b>1,590</b>	<b>1,524</b>	<b>1,770</b>	<b>1,781</b>	<b>1,905</b>	<b>1,697</b>	<b>6,278</b>	<b>6,279</b>	<b>6,449</b>	<b>6,170</b>	<b>6,276</b>	<b>6,285</b>	<b>6,594</b>	<b>5,948</b>	<b>6,188</b>	<b>6,204</b>	<b>6,586</b>	<b>5,801</b>	<b>6,101</b>	<b>6,074</b>	<b>6,596</b>	<b>5,694</b>
<b>CSG (%)</b>																								
Lamps	(25.6)%	(26.0)%	(22.0)%	(29.0)%	(20.4)%	(20.0)%	(18.0)%	(22.9)%	(21.0)%	(21.0)%	(19.5)%	(22.0)%	(20.0)%	(20.0)%	(18.0)%	(23.5)%	(20.2)%	(20.0)%	(18.0)%	(24.5)%	(20.6)%	(20.0)%	(19.0)%	(25.0)%
LED	1.0%	1.0%	2.5%	(1.0)%	0.8%	1.0%	2.6%	(2.5)%	0.0%	0.1%	0.7%	(1.5)%	(0.6)%	0.0%	2.0%	(4.4)%	(0.6)%	(0.5)%	2.0%	(4.7)%	0.0%	0.5%	2.0%	(2.5)%
Professional	1.5%	1.3%	4.0%	(1.0)%	4.8%	4.0%	10.9%	(0.3)%	0.0%	(0.3)%	2.0%	(1.7)%	1.3%	1.5%	4.0%	(2.0)%	2.2%	2.5%	4.0%	(0.6)%	2.2%	2.4%	3.5%	(0.0)%
Home	10.9%	11.0%	15.0%	4.0%	11.2%	10.6%	18.7%	3.0%	15.3%	15.0%	19.0%	11.0%	8.8%	8.8%	15.0%	3.7%	6.8%	6.0%	13.0%	3.0%	4.9%	5.0%	10.0%	3.0%
	<b>(4.0)%</b>	<b>(4.1)%</b>	<b>(2.3)%</b>	<b>(5.3)%</b>	<b>(0.8)%</b>	<b>(0.9)%</b>	<b>2.0%</b>	<b>(3.6)%</b>	<b>(3.5)%</b>	<b>(3.6)%</b>	<b>(2.6)%</b>	<b>(4.3)%</b>	<b>(2.4)%</b>	<b>(2.2)%</b>	<b>(0.7)%</b>	<b>(5.9)%</b>	<b>(1.5)%</b>	<b>(1.3)%</b>	<b>0.1%</b>	<b>(4.7)%</b>	<b>(0.9)%</b>	<b>(0.7)%</b>	<b>0.2%</b>	<b>(2.1)%</b>
<b>Adjusted EBITA</b>																								
Lamps	53	53	56	50	52	52	60	47	224	222	233	218	170	173	192	149	130	133	158	106	93	96	107	73
LED	57	57	60	54	76	78	90	64	240	242	251	227	251	257	302	183	249	255	298	158	253	260	292	207
Professional	86	87	93	76	101	100	114	93	274	272	294	262	296	291	323	271	313	313	338	283	327	331	362	284
Home	2	2	8	(3)	23	24	29	15	11	13	17	0	31	32	48	19	41	42	57	24	45	43	60	33
Other	(23)	(24)	(19)	(25)	(22)	(23)	(15)	(27)	(97)	(99)	(85)	(104)	(92)	(94)	(75)	(106)	(91)	(94)	(70)	(107)	(90)	(92)	(65)	(100)
	<b>175</b>	<b>175</b>	<b>188</b>	<b>160</b>	<b>230</b>	<b>232</b>	<b>247</b>	<b>212</b>	<b>652</b>	<b>650</b>	<b>675</b>	<b>633</b>	<b>657</b>	<b>660</b>	<b>707</b>	<b>603</b>	<b>642</b>	<b>637</b>	<b>719</b>	<b>535</b>	<b>628</b>	<b>631</b>	<b>696</b>	<b>530</b>
<b>Adjusted EBITA margin (%)</b>																								
Lamps	19.5%	19.5%	20.5%	18.2%	18.6%	18.4%	21.2%	17.2%	19.6%	19.5%	20.4%	19.1%	18.5%	18.9%	20.0%	16.0%	17.7%	18.0%	20.0%	15.0%	16.2%	15.9%	20.0%	12.5%
LED	12.5%	12.5%	12.9%	12.0%	14.3%	14.4%	16.0%	12.9%	12.8%	12.8%	13.2%	12.4%	12.5%	12.5%	15.0%	10.5%	12.5%	12.5%	15.0%	9.5%	12.6%	12.6%	15.0%	11.4%
Professional	12.4%	12.5%	13.4%	11.0%	13.3%	13.3%	14.4%	12.0%	10.2%	10.1%	10.5%	9.8%	10.8%	10.7%	11.6%	10.2%	11.2%	11.0%	12.1%	10.5%	11.4%	11.5%	11.8%	10.6%
Home	1.7%	1.5%	7.0%	(2.0)%	11.9%	11.8%	14.8%	7.9%	2.0%	2.4%	3.2%	0.0%	5.3%	5.0%	8.5%	3.0%	6.5%	7.0%	8.5%	3.8%	6.9%	7.0%	9.0%	5.5%
	<b>11.3%</b>	<b>11.3%</b>	<b>12.2%</b>	<b>10.3%</b>	<b>13.0%</b>	<b>13.0%</b>	<b>13.8%</b>	<b>12.3%</b>	<b>10.4%</b>	<b>10.4%</b>	<b>10.8%</b>	<b>10.1%</b>	<b>10.5%</b>	<b>10.3%</b>	<b>11.1%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>10.3%</b>	<b>11.3%</b>	<b>9.1%</b>	<b>10.3%</b>	<b>10.3%</b>	<b>11.2%</b>	<b>9.3%</b>
<b>Restructuring &amp; other incidentals</b>																								
Lamps	(9)	(8)	(5)	(20)	(12)	(9)	(5)	(24)	(29)	(26)	(18)	(49)	(34)	(35)	(17)	(55)	(31)	(30)	(14)	(50)	(28)	(30)	(10)	(40)
LED	(3)	(2)	(1)	(5)	(3)	(3)	3	(7)	(11)	(11)	(5)	(18)	(7)	(7)	0	(15)	(5)	(5)	0	(11)	(5)	(5)	0	(9)
Professional	(10)	(10)	(2)	(15)	(8)	(9)	(1)	(15)	(39)	(40)	(25)	(51)	(28)	(31)	(1)	(60)	(24)	(29)	(1)	(40)	(21)	(25)	0	(35)
Home	(1)	(1)	0	(3)	(2)	(2)	2	(6)	(5)	(5)	0	(10)	(5)	(5)	0	(15)	(4)	(5)	0	(10)	(4)	(5)	0	(10)
Other	(7)	(7)	0	(33)	(9)	(9)	0	(21)	(27)	(27)	(12)	(46)	(19)	(18)	0	(40)	(13)	(12)	0	(30)	(14)	(10)	0	(30)
	<b>(30)</b>	<b>(29)</b>	<b>(23)</b>	<b>(38)</b>	<b>(33)</b>	<b>(32)</b>	<b>(26)</b>	<b>(47)</b>	<b>(111)</b>	<b>(112)</b>	<b>(91)</b>	<b>(125)</b>	<b>(93)</b>	<b>(96)</b>	<b>(41)</b>	<b>(160)</b>	<b>(79)</b>	<b>(87)</b>	<b>(41)</b>	<b>(110)</b>	<b>(72)</b>	<b>(79)</b>	<b>(41)</b>	<b>(100)</b>
<b>EBITA</b>																								
Lamps	44	46	49	30	40	41	50	25	194	197	208	169	135	134	164	110	96	98	118	70	66	71	90	33
LED	54	54	58	49	72	73	87	60	227	228	242	209	242	250	297	178	241	248	293	153	248	254	287	202
Professional	76	75	85	66	93	91	115	81	234	227	255	218	268	268	308	231	289	289	327	263	306	301	338	264
Home	1	1	7	(4)	22	23	30	10	6	6	16	(10)	26	26	45	5	36	39	51	19	41	39	55	28
Other	(30)	(30)	(21)	(37)	(31)	(32)	(16)	(43)	(123)	(123)	(100)	(145)	(109)	(113)	(75)	(130)	(105)	(109)	(70)	(130)	(105)	(109)	(65)	(130)
	<b>145</b>	<b>145</b>	<b>160</b>	<b>131</b>	<b>196</b>	<b>191</b>	<b>221</b>	<b>181</b>	<b>538</b>	<b>537</b>	<b>562</b>	<b>523</b>	<b>561</b>	<b>564</b>	<b>641</b>	<b>470</b>	<b>557</b>	<b>565</b>	<b>655</b>	<b>465</b>	<b>555</b>	<b>561</b>	<b>655</b>	<b>445</b>
Income from operations	122	122	137	107	174	171	194	160	444	443	467	429	472	470	544	376	483	493	567	385	475	485	559	370
Financial income and expenses	(12)	(12)	(10)	(15)	(12)	(13)	(9)	(15)	(44)	(44)	(39)	(50)	(45)	(45)	(36)	(53)	(43)	(41)	(31)	(52)	(43)	(42)	(35)	(52)
Income tax expenses	(31)	(31)	(25)	(36)	(47)	(47)	(39)	(54)	(112)	(112)	(103)	(121)	(119)	(117)	(101)	(143)	(122)	(124)	(97)	(150)	(119)	(122)	(93)	(131)
Associates	0	0	1	0	(0)	0	1	(5)	0	0	4	(5)	0	0	4	(6)	0	0	4	(7)	0	0	4	(8)
<b>Net income</b>	<b>79</b>	<b>78</b>	<b>89</b>	<b>68</b>	<b>115</b>	<b>116</b>	<b>129</b>	<b>104</b>	<b>289</b>	<b>288</b>	<b>317</b>	<b>270</b>	<b>308</b>	<b>303</b>	<b>378</b>	<b>236</b>	<b>318</b>	<b>319</b>	<b>379</b>	<b>248</b>	<b>313</b>	<b>319</b>	<b>385</b>	<b>238</b>
Working capital	579	584	635	530	512	520	589	388	503	506	589	388	578	520	1246	415	571	514	1248	413	631	505	1250	437
Free cash flow	14	4	77	(26)	221	227	334	138	414	401	533	309	469	459	624	331	482	498	591	357	451	480	597	284
Net debt	888	891	996	788	888	891	996	788	710	707	875	405	453	437	(222)	(60)	183	176	526	(355)	(34)	(39)	349	(750)
Earnings per share in EUR	0.63	0.63	0.69	0.53	0.91	0.92	1.00	0.79	2.28	2.27	2.50	2.12	2.41	2.35	3.12	1.84	2.49	2.45	3.16	1.94	2.46	2.48	3.04	1.86
Dividend per share in EUR									1.35	1.35	1.54	1.30	1.39	1.40	1.61	1.30	1.42	1.42	1.61	1.30	1.43	1.48	1.63	1.23