



June 11, 2020

IR notification – Changes to Financial Reporting*

On January 20, 2020, Signify announced its intent to adapt its business structure to enable a stronger customer focus and enhanced specialization to further increase execution speed. As part of this change, Signify is moving from four business groups (BG) to three divisions: Digital Solutions, Digital Products and Conventional Products.

The three divisions are as follows:

- **Division Digital Solutions** (formerly BG Professional, including Cooper Lighting Solutions) offers luminaires, lighting systems and services for the Internet of Things to our customers in the professional segment.
- **Division Digital Products** (combines BG LED and BG Home). This division offers LED lamps, luminaires and connected products, including Hue and Wiz, and LED electronics to professional customers, OEM partners and consumers. By bringing together its entire consumer LED portfolio, Signify can better manage this lighting category for its channel partners.
- **Division Conventional Products** (formerly BG Lamps) continues to focus on conventional lamps and electronics for professional customers, OEM partners and consumers. It is organized separately to bring a clear distinction between conventional and digital offerings.

As a consequence, Signify is adapting its segment reporting accordingly as of the second quarter of 2020. In this document the quarterly and full-year financial performances of the Digital Products division can be found, since 2018, based on the adapted segment reporting. The quarterly and annual results of the other divisions and consolidated Signify do not change based on the new segment reporting structure.

*This document contains certain non-IFRS financial measures and ratios, such as comparable sales growth, adjusted EBITA, EBITA, and related ratios, which are not recognized measures of financial performance or liquidity under IFRS. For a reconciliation of these non-IFRS financial measures to the most directly comparable IFRS financial measures, see “Chapter 18 Reconciliation of non-IFRS measures” in the Annual Report 2019.



Digital Products

In millions of EUR, except percentages

	Q1 18	Q2 18	Q3 18	Q4 18	FY 18	Q1 19	Q2 19	Q3 19	Q4 19	FY 19	Q1 20
Comparable sales growth	1.7%	-1.0%	-1.8%	-0.6%	-0.4%	4.0%	1.8%	0.1%	0.1%	1.4%	-14.8%
Sales	536	532	554	657	2,279	564	552	565	731	2,412	529
Adjusted EBITA	21	22	46	85	174	47	45	53	115	260	47
Adjusted EBITA margin	4.0%	4.1%	8.2%	13.0%	7.6%	8.3%	8.2%	9.4%	15.7%	10.8%	8.9%
EBITA	19	14	44	83	162	44	39	35	104	222	38
Income from operations (EBIT)	18	13	43	82	156	43	37	33	101	215	36



Other information

For further information, please contact:

Signify Investor Relations

Rogier Dierckx

Tel: +31 6 1138 4609

E-mail: rogier.dierckx@signify.com

About Signify

[Signify](#) (Euronext: LIGHT) is the world leader in lighting for professionals and consumers and lighting for the Internet of Things. Our [Philips](#) products, [Interact](#) connected lighting systems and data-enabled services, deliver business value and transform life in homes, buildings and public spaces. With 2019 sales of EUR 6.2 billion, we have approximately 38,000 employees and are present in over 70 countries. We unlock the extraordinary potential of light for brighter lives and a better world. We have been named [Industry Leader](#) in the Dow Jones Sustainability Index for three years in a row. News from Signify is located at the [Newsroom](#), [Twitter](#), [LinkedIn](#) and [Instagram](#). Information for investors can be found on the [Investor Relations](#) page.