

	Q3 2021				Q4 2021				Full year 2021				Full year 2022				Full year 2023				Full year 2024			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																								
Conventional Products	207	206	214	200	217	216	236	206	864	862	886	850	750	748	840	700	650	647	798	574	579	560	758	491
Digital Products	584	581	624	564	722	727	758	685	2,434	2,431	2,492	2,383	2,548	2,558	2,600	2,471	2,632	2,665	2,693	2,496	2,699	2,704	2,816	2,587
Digital Solutions	923	921	966	880	951	953	970	934	3,505	3,506	3,538	3,456	3,690	3,691	3,786	3,624	3,843	3,839	4,051	3,740	4,010	3,976	4,294	3,845
Other	5	5	6	3	5	5	8	2	19	20	23	10	19	20	25	10	19	20	25	10	19	19	25	14
	1,720	1,718	1,800	1,658	1,894	1,884	1,947	1,861	6,821	6,816	6,899	6,727	7,008	7,011	7,090	6,884	7,143	7,109	7,336	6,932	7,307	7,317	7,581	6,985
CSG (%)																								
Conventional Products	(10.3)%	(10.0)%	(8.0)%	(13.0)%	(11.0)%	(11.3)%	(7.5)%	(13.4)%	(5.9)%	(5.7)%	(4.5)%	(7.5)%	(13.5)%	(13.0)%	(6.0)%	(18.0)%	(13.6)%	(15.0)%	(5.0)%	(18.0)%	(13.7)%	(13.8)%	(5.0)%	(20.0)%
Digital Products	2.4%	2.0%	7.3%	(2.0)%	1.6%	2.0%	7.2%	(5.3)%	9.1%	9.0%	11.3%	6.4%	4.4%	4.0%	7.5%	2.5%	3.3%	3.5%	5.0%	1.0%	3.1%	3.0%	4.7%	1.0%
Digital Solutions	1.5%	1.0%	6.0%	(4.0)%	3.0%	3.0%	6.6%	(0.6)%	3.9%	4.0%	6.2%	2.2%	4.9%	5.0%	8.0%	3.0%	4.1%	4.0%	7.0%	3.0%	3.8%	3.5%	6.0%	2.5%
	0.3%	(0.1)%	3.3%	(3.2)%	0.6%	0.1%	3.3%	(2.6)%	4.4%	4.6%	5.2%	3.0%	2.7%	2.4%	6.6%	1.0%	2.1%	1.6%	3.9%	0.7%	2.0%	1.9%	3.5%	0.3%
Adjusted EBITA																								
Conventional Products	39	39	41	36	41	41	45	38	167	167	170	161	140	141	157	122	119	116	146	95	99	95	128	84
Digital Products	76	75	85	68	129	131	154	106	353	354	375	322	380	381	411	336	395	399	432	335	409	412	451	375
Digital Solutions	106	106	114	101	117	118	134	105	384	382	408	369	438	435	487	405	485	486	564	432	515	507	579	451
Other	(23)	(24)	(20)	(25)	(26)	(27)	(20)	(38)	(97)	(97)	(88)	(110)	(93)	(95)	(80)	(101)	(92)	(92)	(80)	(102)	(90)	(91)	(80)	(99)
	198	200	207	183	262	257	294	241	806	805	843	773	865	864	947	812	906	891	1,018	840	933	929	1,034	840
Adjusted EBITA margin (%)																								
Conventional Products	18.7%	18.5%	20.0%	18.0%	19.1%	18.8%	20.6%	17.7%	19.3%	19.2%	20.0%	18.9%	18.7%	18.7%	20.5%	17.5%	18.3%	18.1%	21.1%	16.5%	17.1%	17.1%	18.0%	16.0%
Digital Products	12.9%	12.8%	14.0%	12.0%	17.9%	17.8%	22.2%	15.3%	14.5%	14.4%	15.6%	13.5%	14.9%	15.0%	15.9%	13.0%	15.0%	15.1%	16.1%	12.5%	15.1%	15.1%	16.1%	14.5%
Digital Solutions	11.5%	11.5%	12.2%	11.0%	12.3%	12.3%	13.9%	11.3%	10.9%	10.9%	11.6%	10.5%	11.9%	11.7%	13.1%	11.0%	12.6%	12.4%	14.6%	11.4%	12.8%	12.4%	14.5%	11.7%
	11.5%	11.5%	11.8%	11.0%	13.8%	13.5%	15.7%	12.8%	11.8%	11.7%	12.4%	11.5%	12.4%	12.3%	13.6%	11.6%	12.7%	12.5%	14.4%	11.8%	12.8%	12.6%	13.7%	11.9%
Restructuring & other incidentals																								
Conventional Products	(6)	(5)	0	(10)	(9)	(9)	0	(16)	(16)	(17)	3	(35)	(28)	(30)	(20)	(40)	(27)	(27)	(10)	(40)	(19)	(17)	(5)	(30)
Digital Products	(5)	(5)	0	(7)	(6)	(6)	1	(12)	(20)	(20)	(8)	(35)	(20)	(20)	(10)	(35)	(17)	(18)	(5)	(35)	(11)	(13)	0	(19)
Digital Solutions	(18)	(17)	(12)	(26)	(19)	(15)	(12)	(37)	(70)	(68)	(31)	(103)	(57)	(50)	(40)	(103)	(50)	(47)	(30)	(93)	(45)	(36)	(30)	(88)
Other	(8)	(8)	(3)	(20)	(7)	(5)	(3)	(20)	(58)	(58)	(20)	(87)	(16)	(15)	0	(30)	(14)	(15)	0	(20)	(9)	(11)	1	(20)
	(86)	(87)	(27)	(48)	(40)	(37)	(28)	(78)	(164)	(166)	(109)	(221)	(121)	(110)	(95)	(187)	(108)	(102)	(80)	(162)	(85)	(75)	(56)	(152)
EBITA																								
Conventional Products	33	33	40	26	29	30	42	10	150	150	172	135	113	114	129	82	92	94	121	55	80	78	99	56
Digital Products	70	68	77	64	122	123	134	98	331	334	351	301	357	359	381	321	373	382	401	320	398	401	441	356
Digital Solutions	88	87	100	77	101	96	142	76	309	307	358	279	380	383	437	322	436	445	514	361	470	462	549	389
Other	(31)	(30)	(23)	(45)	(24)	(28)	5	(47)	(151)	(150)	(115)	(187)	(109)	(110)	(90)	(131)	(106)	(109)	(90)	(119)	(99)	(95)	(87)	(114)
	160	162	172	144	227	227	287	182	639	639	703	584	741	746	812	642	795	780	895	678	848	844	974	688
Income from operations	132	132	158	114	195	194	258	152	518	518	583	463	617	620	692	522	673	638	799	558	738	721	904	568
Financial income and expenses	(12)	(11)	(7)	(25)	(12)	(11)	(6)	(25)	(41)	(39)	(30)	(66)	(41)	(37)	(27)	(80)	(38)	(32)	(25)	(70)	(37)	(32)	(22)	(60)
Income tax expenses	(31)	(29)	(26)	(36)	(51)	(51)	(34)	(72)	(113)	(116)	(92)	(135)	(146)	(145)	(121)	(164)	(162)	(162)	(130)	(196)	(177)	(180)	(132)	(223)
Associates	0	0	0	0	0	0	1	0	0	0	1	(1)	(0)	0	1	(1)	(0)	0	1	(1)	(0)	0	0	(1)
Net income	89	87	109	79	131	132	171	102	363	362	406	325	429	418	499	352	473	456	581	379	524	521	651	386
Working capital	409	306	756	266	310	261	739	144	310	261	739	144	331	261	770	169	341	266	798	194	364	258	819	219
Free cash flow	90	99	115	59	218	218	238	202	588	592	659	536	616	618	686	510	660	682	710	542	683	710	733	557
Net debt	1,312	1,309	1,372	1,260	1,072	1,074	1,170	1,007	1,072	1,074	1,170	1,007	699	688	860	582	311	286	676	93	(32)	(134)	478	(417)
Earnings per share in EUR	0.71	0.69	0.85	0.62	1.05	1.05	1.27	0.78	2.83	2.84	3.10	2.46	3.37	3.28	4.18	2.70	3.74	3.55	5.12	2.91	4.27	4.07	5.95	2.96
Dividend per share in EUR									1.58	1.50	2.00	1.45	1.72	1.60	2.30	1.50	1.86	1.70	2.60	1.55	1.95	1.75	2.84	1.60

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