

	Q3 2021				Q4 2021				Full year 2021				Full year 2022				Full year 2023			
	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	217	202	217	216	229	206	864	862	886	850	759	755	832	718	666	660	791	611
Digital Products	592	589	629	575	729	730	777	696	2,447	2,450	2,499	2,399	2,539	2,541	2,639	2,452	2,611	2,605	2,798	2,443
Digital Solutions	937	934	1,004	916	963	955	1,015	935	3,531	3,511	3,641	3,487	3,704	3,687	3,903	3,582	3,859	3,834	4,176	3,653
Other	5	5	6	3	5	5	8	2	19	20	23	10	19	20	25	10	19	20	25	10
	1,741	1,732	1,840	1,704	1,913	1,906	2,003	1,865	6,859	6,860	7,014	6,778	7,019	7,022	7,290	6,813	7,154	7,103	7,621	6,795
CSG (%)																				
Conventional Products	(10.2)%	(10.0)%	(5.5)%	(13.4)%	(10.8)%	(11.3)%	(5.7)%	(13.7)%	(6.0)%	(5.9)%	(5.0)%	(7.5)%	(12.4)%	(12.5)%	(5.0)%	(18.0)%	(12.3)%	(12.5)%	(5.0)%	(18.0)%
Digital Products	3.8%	3.0%	9.1%	0.0%	2.7%	2.9%	8.7%	(2.1)%	9.3%	9.0%	11.3%	8.0%	3.6%	3.5%	6.8%	1.6%	2.8%	3.0%	6.0%	(0.5)%
Digital Solutions	3.0%	3.0%	9.0%	0.0%	4.6%	4.6%	9.0%	(0.6)%	4.5%	4.5%	7.7%	2.5%	4.6%	5.0%	8.0%	2.1%	4.2%	4.0%	7.0%	2.0%
	1.2%	1.2%	3.3%	(1.5)%	1.7%	1.2%	6.3%	(0.8)%	4.7%	4.7%	6.3%	3.6%	2.1%	1.8%	4.0%	0.5%	1.9%	1.4%	4.5%	(0.3)%
Adjusted EBITA																				
Conventional Products	39	39	41	35	41	41	43	39	167	168	170	161	144	144	157	132	124	122	146	106
Digital Products	78	78	87	71	133	131	154	114	358	357	390	332	381	378	428	319	396	394	472	313
Digital Solutions	110	108	118	106	122	122	134	105	392	391	412	371	444	437	487	405	492	488	568	432
Other	(23)	(24)	(20)	(26)	(27)	(26)	(20)	(38)	(98)	(99)	(88)	(110)	(94)	(97)	(80)	(103)	(93)	(95)	(80)	(103)
	202	201	217	197	267	260	300	245	817	811	864	793	869	852	958	804	911	889	1,068	817
Adjusted EBITA margin (%)																				
Conventional Products	18.6%	18.5%	20.0%	17.4%	19.0%	18.9%	20.6%	18.0%	19.3%	19.2%	20.0%	18.9%	18.9%	18.7%	20.5%	18.2%	18.7%	18.5%	21.1%	17.2%
Digital Products	13.0%	13.1%	13.9%	12.0%	18.1%	18.1%	22.2%	16.0%	14.6%	14.6%	15.6%	13.7%	15.0%	15.0%	16.2%	13.0%	15.1%	15.1%	16.9%	12.5%
Digital Solutions	11.7%	11.7%	12.5%	11.0%	12.6%	12.5%	14.0%	11.3%	11.1%	11.0%	11.6%	10.5%	11.9%	11.9%	13.1%	11.0%	12.7%	12.5%	14.6%	11.4%
	11.6%	11.6%	11.8%	11.5%	13.9%	13.9%	15.7%	12.9%	11.9%	11.9%	12.4%	11.6%	12.4%	12.3%	13.6%	11.8%	12.7%	12.4%	14.4%	11.8%
Restructuring & other incidentals																				
Conventional Products	(7)	(6)	0	(17)	(9)	(8)	0	(17)	(17)	(13)	3	(35)	(26)	(28)	(13)	(40)	(25)	(27)	(10)	(40)
Digital Products	(5)	(5)	0	(7)	(6)	(5)	1	(12)	(20)	(19)	(8)	(35)	(20)	(20)	(10)	(35)	(18)	(18)	(10)	(35)
Digital Solutions	(17)	(18)	(5)	(26)	(18)	(17)	(5)	(37)	(68)	(74)	(17)	(103)	(59)	(55)	(40)	(103)	(51)	(47)	(28)	(93)
Other	(8)	(7)	(2)	(20)	(7)	(5)	(2)	(20)	(59)	(58)	(20)	(87)	(21)	(20)	0	(73)	(19)	(20)	0	(73)
	(37)	(38)	(26)	(48)	(41)	(39)	(28)	(78)	(162)	(173)	(110)	(221)	(127)	(119)	(95)	(187)	(114)	(104)	(80)	(177)
EBITA																				
Conventional Products	32	32	40	24	30	32	41	10	150	151	170	135	118	114	135	95	99	95	121	74
Digital Products	72	73	82	64	125	126	149	107	337	334	371	310	358	358	408	304	374	376	452	298
Digital Solutions	92	93	100	81	106	107	142	76	318	317	358	279	388	385	437	321	446	436	540	360
Other	(32)	(32)	(23)	(46)	(33)	(30)	(23)	(46)	(157)	(153)	(130)	(187)	(115)	(110)	(90)	(173)	(112)	(110)	(90)	(173)
	164	163	178	149	230	228	287	182	645	642	703	583	742	741	842	640	798	771	984	677
Income from operations	136	133	158	119	198	197	258	152	525	520	583	462	621	620	722	520	681	638	864	557
Financial income and expenses	(11)	(10)	(6)	(25)	(12)	(11)	(5)	(25)	(44)	(40)	(30)	(71)	(43)	(37)	(26)	(80)	(38)	(32)	(15)	(70)
Income tax expenses	(31)	(31)	(24)	(37)	(50)	(48)	(33)	(72)	(112)	(111)	(89)	(135)	(143)	(148)	(104)	(166)	(159)	(162)	(112)	(201)
Associates	0	0	0	0	0	0	1	0	0	0	1	(1)	0	0	1	(1)	0	0	1	(1)
Net income	93	92	106	80	135	137	171	100	366	370	406	320	434	422	530	351	482	456	607	378
Working capital																				
Free cash flow	105	114	153	50	196	218	256	51	242	232	385	144	243	242	387	159	252	247	404	166
Net debt	1,268	1,260	1,287	1,258	1,113	1,069	1,223	1,048	1,048	1,053	1,111	971	648	637	812	452	249	234	616	(60)
Earnings per share in EUR	0.73	0.71	0.85	0.62	1.06	1.07	1.27	0.78	2.86	2.92	3.22	2.45	3.40	3.32	4.42	2.69	3.80	3.51	5.30	2.90
Dividend per share in EUR									1.57	1.50	2.00	1.45	1.69	1.60	2.30	1.50	1.80	1.70	2.60	1.50

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