

	Q3 2024				Q4 2024				Full year 2024				Full year 2025				Full year 2026			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Professional	991	995	1,005	971	1,040	1,045	1,071	998	3,938	3,944	3,979	3,871	3,991	3,994	4,066	3,859	4,098	4,129	4,168	3,936
Consumer	316	317	319	309	391	390	399	385	1,303	1,300	1,315	1,290	1,331	1,326	1,359	1,309	1,365	1,353	1,414	1,323
OEM	130	131	131	128	112	111	116	108	449	451	455	444	460	459	477	453	472	466	500	463
Conventional	110	109	115	104	114	113	119	110	455	456	466	447	374	383	388	350	308	326	330	262
Other	5	5	6	4	7	8	9	4	23	24	25	19	23	24	25	19	23	25	25	19
	1,550	1,550	1,560	1,540	1,658	1,667	1,679	1,636	6,163	6,169	6,188	6,127	6,179	6,201	6,240	6,041	6,275	6,305	6,387	6,082
CSG (%)																				
Professional	(6.1)%	(6.0)%	(4.5)%	(8.0)%	(4.8)%	(4.0)%	(2.1)%	(9.0)%	(6.6)%	(6.4)%	(5.6)%	(8.2)%	1.4%	2.1%	2.9%	(2.0)%	2.7%	2.5%	4.0%	2.0%
Consumer	0.0%	0.0%	1.0%	(1.0)%	1.6%	1.7%	3.0%	0.0%	(1.5)%	(1.8)%	(0.8)%	(2.1)%	2.2%	2.0%	4.0%	1.0%	2.6%	2.8%	4.0%	1.0%
OEM	1.4%	2.0%	2.0%	0.0%	4.8%	4.0%	9.0%	2.3%	(0.4)%	(0.3)%	0.8%	(1.6)%	2.5%	2.0%	5.0%	1.7%	2.5%	2.0%	4.9%	1.0%
Conventional	(24.4)%	(25.0)%	(21.0)%	(28.0)%	(16.9)%	(16.2)%	(13.0)%	(22.0)%	(26.5)%	(26.3)%	(24.8)%	(28.4)%	(17.9)%	(15.5)%	(15.0)%	(25.0)%	(17.8)%	(15.0)%	(15.0)%	(25.0)%
	(6.0)%	(6.0)%	(5.1)%	(6.6)%	(4.0)%	(3.5)%	(2.8)%	(5.8)%	(7.0)%	(6.9)%	(6.5)%	(7.7)%	0.4%	0.8%	1.2%	(2.0)%	1.5%	1.4%	2.7%	0.7%
Adjusted EBITA																				
Professional	105	107	110	100	127	128	136	115	379	375	394	363	411	405	441	386	435	434	485	394
Consumer	33	33	35	31	58	58	60	56	142	142	147	139	152	153	159	144	159	160	171	145
OEM	16	15	17	15	12	12	14	11	49	49	51	47	51	50	55	48	54	53	58	49
Conventional	19	19	21	17	20	20	22	17	77	77	82	73	64	65	66	60	51	49	56	49
Other	(10)	(9)	(9)	(14)	(7)	(7)	(3)	(10)	(39)	(38)	(35)	(45)	(39)	(39)	(35)	(45)	(37)	(37)	(35)	(40)
	164	164	174	157	210	210	222	197	613	613	627	594	646	637	686	611	669	656	733	612
Adjusted EBITA margin (%)																				
Professional	10.6%	10.9%	11.0%	10.0%	12.2%	12.3%	13.0%	11.0%	9.6%	9.7%	10.0%	9.2%	10.3%	10.0%	11.1%	10.0%	10.6%	10.5%	11.7%	10.0%
Consumer	10.5%	10.3%	11.0%	10.0%	14.8%	14.9%	15.0%	14.6%	10.9%	10.9%	11.2%	10.8%	11.4%	11.5%	11.7%	11.0%	11.7%	11.8%	12.1%	11.0%
OEM	12.3%	12.0%	13.0%	11.5%	11.0%	11.3%	12.0%	9.5%	10.8%	10.8%	11.4%	10.5%	11.1%	11.0%	12.0%	10.5%	11.3%	11.5%	12.0%	10.5%
Conventional	17.1%	17.0%	18.5%	15.8%	17.4%	17.9%	18.5%	15.2%	17.0%	17.1%	17.6%	16.1%	17.2%	17.0%	18.5%	15.7%	16.8%	17.0%	18.5%	15.0%
	10.6%	10.6%	11.2%	10.1%	12.7%	12.8%	13.3%	11.8%	10.0%	9.9%	10.2%	9.6%	10.4%	10.2%	11.0%	10.1%	10.7%	10.4%	11.5%	10.1%
Restructuring & other incidentals																				
Signify	(27)	(24)	(20)	(41)	(36)	(24)	(19)	(82)	(108)	(98)	(83)	(156)	(100)	(91)	(75)	(150)	(96)	(91)	(70)	(135)
EBITA																				
Signify	137	137	143	133	174	186	193	127	505	514	529	452	546	538	575	530	573	566	621	542
Income from operations	117	119	126	108	155	163	174	110	433	435	456	399	473	475	490	443	503	494	545	480
Financial income and expenses	(21)	(21)	(18)	(25)	(22)	(20)	(20)	(30)	(79)	(78)	(72)	(92)	(70)	(70)	(50)	(87)	(64)	(62)	(50)	(85)
Income tax expenses	(22)	(22)	(18)	(27)	(30)	(30)	(19)	(37)	(71)	(70)	(58)	(82)	(92)	(88)	(85)	(114)	(101)	(96)	(89)	(129)
Associates	(1)	0	0	(2)	(0)	0	0	(1)	(2)	(1)	(1)	(4)	(2)	0	0	(5)	(2)	0	0	(6)
Net income	73	72	83	66	102	110	116	71	281	283	296	261	309	320	326	279	336	340	378	288
Working capital ¹					421	427	452	377	421	427	452	377	414	431	456	339	411	422	460	342
Free cash flow ¹									411	419	442	363	466	474	486	430	485	479	510	474
Net debt ¹					901	908	930	859	901	908	930	859	691	692	732	646	463	450	560	391
Earnings per share in EUR	0.58	0.59	0.65	0.52	0.80	0.87	0.92	0.54	2.19	2.25	2.35	2.02	2.46	2.51	2.59	2.19	2.73	2.69	3.12	2.47
Dividend per share in EUR									1.60	1.60	1.60	1.60	1.65	1.65	1.65	1.65	1.70	1.70	1.70	1.70

¹Consensus for Q3 working capital and net debt, and Q3 and Q4 free cash flow not available due to an insufficient number of estimates.

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