

	Q4 2024				Full year 2024				Full year 2025				Full year 2026				Full year 2027			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Professional	1,059	1,058	1,080	1,041	3,957	3,955	3,977	3,938	4,059	4,064	4,116	3,981	4,190	4,186	4,281	4,114	4,280	4,280	4,364	4,196
Consumer	387	386	400	380	1,287	1,286	1,300	1,280	1,320	1,315	1,339	1,307	1,357	1,352	1,379	1,333	1,388	1,388	1,416	1,360
OEM	110	109	115	107	444	443	450	441	457	452	467	450	471	466	490	454	487	487	504	469
Conventional	101	100	110	96	436	436	445	431	346	349	365	320	282	288	305	246	253	253	266	239
Other	4	5	9	(2)	25	26	30	19	22	20	31	10	22	20	31	10	29	29	31	26
	1,661	1,652	1,700	1,632	6,150	6,145	6,188	6,120	6,204	6,184	6,281	6,080	6,321	6,274	6,463	6,215	6,436	6,436	6,555	6,318
CSG (%)																				
Professional	(2.6)%	(2.0)%	(1.4)%	(4.0)%	(5.8)%	(5.7)%	(5.5)%	(6.5)%	2.7%	2.6%	4.0%	2.0%	3.2%	3.0%	4.0%	2.0%	2.5%	2.5%	3.0%	2.0%
Consumer	0.9%	1.0%	3.4%	(1.0)%	(2.4)%	(2.3)%	(1.8)%	(3.1)%	2.6%	2.5%	3.4%	2.0%	2.8%	3.0%	4.0%	2.0%	2.5%	2.5%	3.0%	2.0%
OEM	3.0%	2.0%	7.5%	0.1%	(1.2)%	(1.5)%	(0.4)%	(1.7)%	2.8%	2.5%	4.3%	1.7%	2.9%	3.0%	4.8%	1.0%	2.5%	2.5%	3.0%	2.0%
Conventional	(26.9)%	(27.0)%	(25.0)%	(28.0)%	(29.8)%	(29.8)%	(29.4)%	(30.2)%	(21.6)%	(20.5)%	(17.7)%	(25.3)%	(19.2)%	(20.0)%	(15.0)%	(25.0)%	(16.0)%	(16.0)%	(12.0)%	(20.0)%
	(3.5)%	(3.6)%	(1.9)%	(4.6)%	(6.9)%	(7.0)%	(6.7)%	(7.2)%	0.8%	0.6%	2.3%	(0.1)%	1.8%	1.7%	2.9%	1.0%	1.6%	1.6%	1.9%	1.3%
Adjusted EBITA																				
Professional	132	133	140	126	388	388	396	382	424	417	456	398	451	440	492	414	484	484	507	462
Consumer	53	53	56	50	128	128	131	125	148	148	156	141	157	160	165	144	163	163	169	156
OEM	13	13	18	10	53	53	58	50	54	52	65	49	56	54	65	50	59	59	63	54
Conventional	19	19	20	17	78	78	79	76	62	62	67	57	50	51	54	46	44	44	44	43
Other	(6)	(8)	5	(9)	(36)	(36)	(32)	(41)	(36)	(35)	(30)	(43)	(35)	(34)	(30)	(40)	(35)	(35)	(34)	(35)
	211	208	225	202	611	608	622	603	652	638	703	617	679	663	736	626	715	715	749	681
Adjusted EBITA margin (%)																				
Professional	12.5%	12.5%	13.0%	12.0%	9.8%	9.8%	10.0%	9.7%	10.4%	10.3%	11.1%	10.0%	10.8%	10.7%	11.7%	10.0%	11.3%	11.3%	11.6%	11.0%
Consumer	13.8%	13.8%	14.5%	13.0%	10.0%	10.0%	10.2%	9.7%	11.2%	11.2%	11.7%	10.7%	11.6%	11.6%	12.0%	10.8%	11.7%	11.7%	12.0%	11.5%
OEM	11.7%	12.5%	15.7%	9.2%	11.9%	12.0%	12.9%	11.2%	11.8%	11.5%	14.0%	10.8%	11.9%	11.5%	13.6%	10.8%	12.0%	12.0%	12.6%	11.5%
Conventional	18.5%	19.0%	19.8%	17.2%	17.8%	17.8%	18.1%	17.5%	18.0%	18.0%	19.2%	16.5%	17.7%	18.2%	19.0%	16.0%	17.3%	17.3%	18.2%	16.5%
	12.7%	12.6%	13.3%	12.3%	9.9%	9.9%	10.1%	9.8%	10.5%	10.3%	11.2%	10.1%	10.7%	10.6%	11.6%	10.1%	11.1%	11.1%	11.4%	10.8%
Restructuring & other incidentals																				
Signify	(30)	(27)	(16)	(51)	(83)	(78)	(67)	(110)	(81)	(80)	(56)	(112)	(80)	(72)	(56)	(113)	(81)	(81)	(47)	(114)
EBITA																				
Signify	181	185	192	164	528	534	543	498	570	576	603	528	599	600	636	537	634	634	635	633
Income from operations	159	163	173	138	457	462	470	433	495	492	517	464	525	524	565	473	559	559	573	544
Financial income and expenses	(21)	(21)	(17)	(26)	(82)	(80)	(76)	(99)	(74)	(70)	(50)	(104)	(64)	(64)	(50)	(84)	(50)	(50)	(50)	(51)
Income tax expenses	(36)	(33)	(27)	(50)	(59)	(56)	(50)	(73)	(95)	(92)	(86)	(127)	(104)	(101)	(95)	(134)	(127)	(127)	(110)	(143)
Associates	(1)	0	0	(2)	(2)	(1)	0	(5)	(1)	0	0	(5)	(2)	0	0	(6)	n/a	n/a	n/a	n/a
Net income	101	104	113	64	313	316	328	276	324	324	350	282	354	371	384	292	381	381	411	351
Working capital	446	446	457	433	446	446	457	433	419	422	457	377	399	415	462	319	263	263	263	263
Free cash flow	201	199	230	175	430	425	445	421	500	503	516	474	522	519	547	499	531	531	531	531
Net debt	917	921	935	897	917	921	935	897	683	693	732	606	433	461	522	299	196	196	196	196
Earnings per share in EUR	0.78	0.84	0.88	0.47	2.43	2.48	2.56	2.08	2.58	2.60	2.69	2.44	2.87	2.90	3.12	2.57	3.15	3.15	3.53	2.76
Dividend per share in EUR									1.66	1.65	1.70	1.65	1.72	1.70	1.80	1.70	1.75	1.75	1.75	1.75

Disclaimer: This analyst consensus overview is based on the submissions of our external sell-side analysts. The underlying individual consensus estimate numbers are those of the respective analysts and do not represent the opinions, forecasts, estimates, projections or predictions of Signify or its management. By providing these estimates, Signify does not imply, and expressly disclaims, any endorsement of or concurrence with any of these estimates provided by the analysts. Signify assumes no liability for the accuracy of such estimates and undertakes no obligation to update or revise such estimates.