## Vara Research - Schindler Earnings Estimates as of April 11 2024

Schindler does not endorse the numbers below

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<b>O</b> Vara Research	Q1 2023	FY 2023	Q1 2024 E	FY 2024 E	FY 2025 E
Orders received					
- Number of Estimates			11	11	10
- Highest			2′837.3	11′593.4	12′283.9
- Consensus	2′889.0	11′439.0	2'776.5	11'370.1	11'994.5
- Median			2′773.0	11′377.6	11′942.4
- Lowest			2′720.0	11'000.0	11′731.0
Order change in local currencies (in %)					
- Number of Estimates			11	11	10
- Highest			4.0	3.8	7.7
- Consensus	-5.0	1.7	1.8	1.5	4.7
- Median			2.0	1.8	4.3
- Lowest			-1.6	-1.0	3.1
Order change y-o-y (in %)					
- Number of Estimates			11	11	10
- Highest			-1.8	1.4	7.7
- Consensus	-8.7	-4.4	-3.9	-0.6	5.2
- Median			-4.0	-0.5	4.6
- Lowest			-5.8	-3.8	3.8
Order backlog					
- Number of Estimates			6	6	6
- Highest			9′065.0	8′655.0	9′012.8
- Consensus	9′640.0	8′655.0	8'815.2	8'479.4	8'584.2
- Median			8'779.5	8′555.4	8'665.5
- Lowest			8′655.0	8'147.0	7'815.0
Revenue					
- Number of Estimates			11	11	11
- Highest			2′759.1	11′660.0	12'301.7
- Consensus	2'796.0	11'494.0	2'709.8	11'540.7	11'907.0
- Median			2′720.0	11′546.0	11′926.1
- Lowest			2′630.8	11'423.7	11'479.4
Revenue change in local currencies (in %)			2 00010	11 12017	
- Number of Estimates			10	11	11
- Highest			5.0	6.4	4.9
- Consensus	10.0	7.4	2.9	3.0	3.0
- Median	10.0	7.4	3.1	2.9	3.3
- Lowest			0.3	1.8	0.3
Revenue change y-o-y (in %)			0.5	1.0	0.5
- Number of Estimates			11	11	11
- Highest			-1.3	1.4	5.5
- Consensus	6.2	1.3	-3.1	0.4	3.2
- Median	0.2	1.5	-2.7	0.5	3.3
- Lowest			-5.9	-0.6	0.3
Comparable Operating profit (EBIT)			-5.9	-0.0	0.5
- Number of Estimates			11	11	11
- Highest			312.0	1′374.9	1′478.7
5	272.0	1/255.0			
- Consensus - Median	2/2.0	1′255.0	<b>293.1</b> 293.2	1'347.7 1'347.0	1'445.4 1'433.3
- Median - Lowest			293.2	1'315.0	1 433.3
			271.0	1 315.0	1 405.1
Comparable Operating profit (EBIT) (in %)					
- Number of Estimates			11	11	11
- Highest			11.4	11.9	12.3
- Consensus	9.7	10.9	10.8	11.7	12.1
- Median			10.8	11.7	12.2
- Lowest			10.2	11.5	11.9

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	Q1 2023	FY 2023	Q1 2024 E	FY 2024 E	FY 2025 E
CREATING TRUST					
Exceptional items					
- Number of Estimates			11	11	11
- Highest			-8.0	-45.0	0.0
- Consensus	10.0	-67.0	-14.7	-60.7	-39.0
- Median			-16.0	-64.0	-40.0
- Lowest			-17.0	-70.0	-65.0
thereof Restructuring costs					
- Number of Estimates			6	7	7
- Highest			-3.0	-25.0	0.0
- Consensus	-2.0	-42.0	-8.2	-35.7	-24.1
- Median			-10.0	-40.0	-25.0
- Lowest			-11.0	-45.0	-40.0
thereof BuildingMinds expenses					
- Number of Estimates			5	6	6
- Highest			-5.0	-15.0	0.0
- Consensus	-5.0	-20.0	-5.4	-21.5	-15.8
- Median			-5.0	-22.0	-20.0
- Lowest			-6.0	-25.0	-20.0
thereof Top Speed 23 costs					
- Number of Estimates			4	5	5
- Highest			0.0	0.0	0.0
- Consensus	-9.0	-37.0	0.0	-4.0	-4.0
- Median			0.0	0.0	0.0
- Lowest			0.0	-20.0	-20.0
Others					
- Number of Estimates			4	5	5
- Highest			0.0	0.0	0.0
- Consensus	26.0	32.0	0.0	0.0	0.0
- Median			0.0	0.0	0.0
- Lowest			0.0	0.0	0.0
Operating profit (EBIT)					
- Number of Estimates			11	11	11
- Highest			295.8	1′309.9	1′473.7
- Consensus	282.0	1′188.0	278.4	1′287.0	1'406.5
- Median			282.0	1′283.0	1′405.1
- Lowest			254.7	1′265.0	1′363.2
Profit before taxes					
- Number of Estimates			10	11	11
- Highest			291.8	1′350.0	1′483.4
- Consensus	274.0	1′175.0	275.3	1′283.4	1′405.8
- Median			278.1	1′275.0	1′398.5
- Lowest			254.2	1′257.8	1′351.2
Income taxes					
- Number of Estimates			10	11	11
- Highest			64.2	298.0	331.0
- Consensus	62.0	240.0	61.2	286.7	314.7
- Median			61.0	287.7	314.0
- Lowest			56.4	276.8	303.0
Net profit before minorities					
- Number of Estimates			11	11	11
- Highest			227.6	1′053.0	1′157.1
- Consensus	212.0	935.0	214.7	996.7	1'091.0
- Median			217.5	988.2	1′089.0
- Lowest			197.8	960.6	1′034.9

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