

## **Selected key figures as of September 30, 2013**

Media release  
October 15, 2013

### **Strong orders received, revenue and cash flow – Profitability below expectations**

Schindler generated a 7.0% increase in orders received (+8.3% in local currencies) and a 6.2% increase in revenue (+7.5% in local currencies) in the reporting period from January 1 to September 30, 2013. In local currencies there was a further acceleration in growth in orders received (+11.1%) and revenue (+8.6%) in the third quarter.

Operating profit (EBIT) declined by 5.7% (–4.1% in local currencies) to CHF 682 million compared to the first nine months of the previous year. The EBIT margin was 10.6% for the reporting period (same period of the previous year: 11.9%). Operating profit was below expectations in the third quarter of 2013.

Net profit totaled CHF 368 million. Adjusted for the extraordinary impairment of the Hyundai participation in the amount of CHF 155 million, net profit was CHF 523 million for the reporting period and was therefore in line with the figure for the same period of the previous year (CHF 522 million).

Cash flow from operating activities rose by 17.4% to CHF 613 million.

#### **Orders received and order backlog**

Orders received totaled CHF 7 200 million, exceeding the figure for the first nine months of 2012 by 7.0% (+8.3% in local currencies). In the third quarter of 2013, orders received rose by 6.9% compared to the same period of the previous year (+11.1% in local currencies). Although individual markets displayed very different trends, Schindler succeeded in growing its orders received across all regions during the reporting period. The success of its growth strategy is highlighted by its strong level of orders received in China and India: the high growth rates recorded significantly exceeded the corresponding market growth.

The order backlog rose to CHF 8 113 million, corresponding to an increase of 14.5% compared to the end of 2012 (+17.6% in local currencies).

#### **Revenue**

Revenue totaled CHF 6 446 million, representing an increase of 6.2% for the first nine months of the year (+7.5% in local currencies). In the third quarter, revenue grew by 4.7% (+8.6% in local currencies). The strongest increase was reported in Asia/Pacific. Schindler recorded strong growth in China and India. In Europe, Schindler generated a slight increase in revenue compared to the same period of the previous year despite further declines in some markets.

### **Operating profit**

Operating profit (EBIT) decreased by 5.7% (–4.1% in local currencies) to CHF 682 million compared to the first nine months of 2012. The EBIT margin was 10.6% for the reporting period (same period of the previous year: 11.9%). In the third quarter, the EBIT margin declined to 9.7% (same period of the previous year: 12.4%). The expenses relating to the strategic expansion of the business in growth markets, delays in the execution of cost reduction and efficiency measures and substantial pricing pressure have offset operational improvements to a significant extent. In addition, the weak currencies of several important markets such as the USA, Brazil, India, and Australia had a negative impact of CHF 11 million on operating profit (EBIT) in the third quarter.

### **Net income from financing and investing activities**

Net income from financing and investing activities was CHF 20 million (first nine months of 2012: CHF –7 million). This positive result was attributable to currency hedging as well as to increased income from associates.

### **Net profit and cash flow from operating activities**

Net profit totaled CHF 368 million. Adjusted for the extraordinary impairment of the Hyundai participation in the amount of CHF 155 million, net profit was CHF 523 million for the reporting period and was therefore in line with the figure for the same period of the previous year (CHF 522 million).

Cash flow from operating activities rose by 17.4% to CHF 613 million. This positive development was driven primarily by an improvement in net working capital.

As of September 30, 2013, cash and cash equivalents amounted to CHF 2 647 million (December 31, 2012: CHF 2 178 million). The equity ratio was 33.8% as of the balance sheet date (December 31, 2012: 36.0%).

### **Outlook for 2013**

Excluding any unforeseeable events, Schindler expects revenue growth of around 7% in local currencies and – after the CHF 155 million charge for the extraordinary impairment of the Hyundai participation – a net profit of around CHF 500 million to CHF 550 million for the full year 2013. This new estimate includes restructuring costs of approximately CHF 25 million that will be recorded in the fourth quarter.

Selected key figures: see pages 4 – 6

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**Information on how to dial in to today's English-language telephone conference at 10.00 CET is available at [www.schindler.com](http://www.schindler.com) under Investor Relations/Conference Calls.**

**Selected key figures as of September 30, 2013 – January to September**

<b>Group</b>	<b>2013</b>	<b>2012</b>		
In CHF million	<b>Jan.-Sept.</b>	Jan.-Sept.	$\Delta$ %	$\Delta$ % local currencies
Orders received	<b>7 200</b>	6 726	+7.0	+8.3
Revenue	<b>6 446</b>	6 068	+6.2	+7.5
Operating profit (EBIT)	<b>682</b>	723	-5.7	-4.1
in %	<b>10.6</b>	11.9		
Net income from financing and investing activities	<b>20</b>	-7		
Hyundai impairment	<b>-155</b>	-		
Profit before taxes	<b>547</b>	716	-23.6	
Income taxes	<b>179</b>	194		
Net profit	<b>368</b>	522	-29.5	
Net profit before Hyundai impairment	<b>523</b>	522	+0.2	
Cash flow from operating activities	<b>613</b>	522	+17.4	
Investments in property, plant, and equipment	<b>138</b>	101	+36.6	
	<b>30.09.2013</b>	31.12.2012		
Order backlog	<b>8 113</b>	7 083	+14.5	+17.6
Headcount at end of period	<b>47 366</b>	45 246	+4.7	

**Selected key figures as of September 30, 2013 – 3rd quarter**

<b>Group</b>				
In CHF million	<b>2013 3rd quarter</b>	2012 3rd quarter	$\Delta$ %	$\Delta$ % local currencies
Orders received	<b>2 340</b>	2 189	+6.9	+11.1
Revenue	<b>2 196</b>	2 097	+4.7	+8.6
Operating profit (EBIT)	<b>212</b>	259	-18.1	-14.7
in %	<b>9.7</b>	12.4		
Net income from financing and investing activities	<b>1</b>	-10		
Profit before taxes	<b>213</b>	249	-14.5	
Income taxes	<b>51</b>	66		
Net profit	<b>162</b>	183	-11.5	
Cash flow from operating activities	<b>135</b>	144	-6.3	
Investments in property, plant, and equipment	<b>49</b>	33	+48.5	
	<b>30.09.2013</b>	30.06.2013		
Order backlog	<b>8 113</b>	8 061	+0.6	+3.9
Headcount at end of period	<b>47 366</b>	46 109	+2.7	

**Selected key figures as of September 30, 2013 – Balance sheet**

<b>Balance sheet</b>				
In CHF million	<b>30.09.2013</b>	%	31.12.2012	%
Cash and cash equivalents	<b>2 647</b>	<b>31.3</b>	2 178	27.9
Other current assets	<b>3 425</b>	<b>40.5</b>	2 992	38.2
Total current assets	<b>6 072</b>	<b>71.8</b>	5 170	66.1
Non-current assets	<b>2 381</b>	<b>28.2</b>	2 652	33.9
<b>Total assets</b>	<b>8 453</b>	<b>100.0</b>	7 822	100.0
Current liabilities	<b>4 009</b>	<b>47.4</b>	3 328	42.5
Non-current liabilities	<b>1 588</b>	<b>18.8</b>	1 681	21.5
Total liabilities	<b>5 597</b>	<b>66.2</b>	5 009	64.0
Equity	<b>2 856</b>	<b>33.8</b>	2 813	36.0
<b>Total liabilities and equity</b>	<b>8 453</b>	<b>100.0</b>	7 822	100.0

## Additional information

### Information on shares and participation certificates

In CHF	2013	2012	Δ %
Earnings per share and participation certificate: Jan.-Sept.	<b>2.99</b>	4.33	-30.9
Earnings per share and participation certificate: 3rd quarter	<b>1.33</b>	1.52	-12.5
Gross dividend per share and participation certificate	<b>2.20</b>	2.00	+10.0
Dividends in CHF million	<b>254</b>	232	+9.5

### Exchange rates

			2013		2012		Average rate Jan.-Sept.
			Closing rate as of September 30	Average rate Jan.-Sept.	Closing rate as of December 31	Closing rate as of September 30	
Eurozone	EUR	1	<b>1.22</b>	<b>1.23</b>	1.21	1.21	1.20
USA	USD	1	<b>0.91</b>	<b>0.93</b>	0.92	0.94	0.94
United Kingdom	GBP	1	<b>1.46</b>	<b>1.44</b>	1.48	1.52	1.48
Brazil	BRL	100	<b>40.09</b>	<b>44.03</b>	44.70	46.17	48.91
China	CNY	100	<b>14.78</b>	<b>15.09</b>	14.70	14.88	14.81