

# Key figures as of March 31, 2018

April 26, 2018



**Schindler**

# Highlights

## Growth on track

- Growth above market
- All regions and business lines contributed to growth
- Strong activity in large projects business
- Execution of major strategic initiatives on track
  
- Order intake increased by 8.2% (+7.6% in local currencies)
- Revenue rose by 9.4% (+8.9% in local currencies)
- EBIT margin at 11.4% (first quarter of 2017: 11.5%)
- Net profit up by 16.2%

# Asia-Pacific

## Sustained positive development

### Positive market development

- China: stable new installations business at competitive prices
- India: continued recovery from monetary and tax reforms
- Southeast Asia: growth in all business lines

### Schindler performance

- Strong growth in new installations business in China, India and Southeast Asia
- High growth in service, repairs and modernization

# Americas

## US market driving the region

### Improved market developments

- North America: positive development in US construction sector continued
- Latin America: improved construction activities in Brazil

### Schindler performance

- North America: ongoing strong performance
- Latin America: position in Brazil defended; good growth in other Latin American markets

# EMEA

## Solid markets

### Overall positive development

- Northern Europe: positive market development continued
- Southern Europe: robust growth in residential markets

### Schindler performance

- Strong new installations business growth in all market segments
- Solid growth in installed base



# Key figures as of March 31, 2018

## January to March

In CHF million	Q1 2018	Q1 2017	Δ%	Δ% in LC
Order intake	2 822	2 607	8.2	7.6
Revenue	2 473 <sup>1)</sup>	2 260	9.4	8.9
Operating profit (EBIT)	281	260	8.1	7.3
in %	11.4 <sup>2)</sup>	11.5 <sup>3)</sup>		
Net income from financing and investing activities	-9	-32		
Profit before taxes	272	228	19.3	
Income taxes	64	49		
Net profit	208	179	16.2	
Earnings per share (in CHF)	1.82	1.55	17.4	

1) The first-time application of IFRS 15 – Revenue from Contracts with Customers had an impact on revenue of 2.5%

2) Before restructuring costs (CHF 4 million) 11.5%

3) Before restructuring costs (CHF 5 million) 11.7%

# Key figures as of March 31, 2018

## January to March

In CHF million	Q1 2018	Q1 2017	Δ%	Δ% in LC
Cash flow from operating activities	330	356	-7.3	
Investments in property, plant, and equipment	46	33	39.4	
	31.3.2018	31.3.2017		
Order backlog <sup>1)</sup>	8 481	7 915	7.2	6.6
Number of employees	61 798	58 570	5.5	

1) With the implementation of IFRS 15 – Revenue from Contracts with Customers the order backlog is reported net of work in progress as of January 1, 2018. Previous year figures have been restated accordingly.

# Outlook 2018

## Status as of April 26, 2018

### Business environment

- Long-term growth drivers remain intact
- Global elevator and escalator market is estimated to continue growing along similar patterns as in the previous year, barring unforeseen circumstances

### Schindler guidance

- Focus on profitable growth unchanged
- Revenue expected to increase by 3% to 5% in local currencies
- Net profit guidance for 2018 will be provided with the publication of the half-year results

# Financial calendar

	2018	2019
Publication of Interim Report as of June 30	August 17	
Publication of selected key figures as of September 30	October 23	
Full year results media conference		February 14
Ordinary General Meeting Schindler Holding Ltd.		March 26

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# Additional charts

# IFRS 15 – Revenue recognition

## Changes and impacts

### Approach

- Transition to IFRS 15 recognized in equity as of January 1, 2018
- No restatement of comparative figures 2017 reported in 2018 (modified retrospective approach)

### Until end of 2017

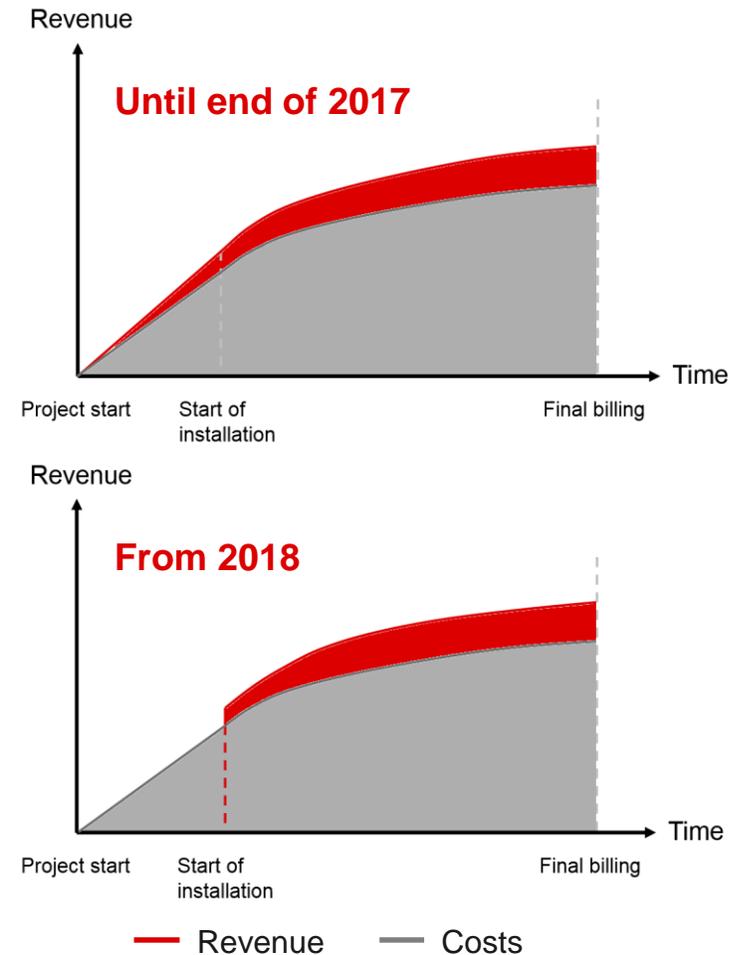
- Gradual revenue recognition over duration of new installations and modernization projects (PoC)
- Accumulated costs and estimated margins reported as work in progress

### Starting from 2018

- Gradual revenue recognition over time only starting with start of installation (transfer of control)
- Before start of installation: all costs incurred reported as inventory for customer contracts
- After start of installation: accumulated costs and estimated margins reported as work in progress
- Change will result in slightly deferred revenue recognition for new installations and modernization projects
- No significant change for other revenue streams

### Financial impact

- Limited impact on total annual revenue expected
- Positive impact on revenue in Q1 2018 of 2.5%



# IFRS 15 restatement, and other changes in reporting effective as of January 1, 2018

	IFRS restatement		
	31.3.2018	1.1.2018 Restated	31.12.2017 Reported
Equity	2 979	3 128	3 268
Net working capital	-729	-640	-467

	Other changes in reporting		
	31.3.2018	31.3.2017 Restated	31.3.2017 Reported
Order backlog (net of work in progress)	8 481	7 915	10 409

Regional reporting (reclassification of Africa and Middle East)	EMEA, Americas, Asia-Pacific		Europe, Americas, Asia-Pacific
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# Balance sheet

In CHF million	31.3.2018	in %	1.1.2018 <sup>1)</sup>	in %	31.12.2017	in %	31.3.2017	in %
Cash and cash equivalents	1 516	16.8	1 709	19.2	1 709	19.8	1 775	21.3
Other current assets	4 148	46.0	3 991	44.9	3 771	43.7	3 592	43.0
<b>Total current assets</b>	<b>5 664</b>	<b>62.8</b>	<b>5 700</b>	<b>64.1</b>	<b>5 480</b>	<b>63.5</b>	<b>5 367</b>	<b>64.3</b>
Non-current assets	3 348	37.2	3 192	35.9	3 146	36.5	2 979	35.7
<b>Total assets</b>	<b>9 012</b>	<b>100.0</b>	<b>8 892</b>	<b>100.0</b>	<b>8 626</b>	<b>100.0</b>	<b>8 346</b>	<b>100.0</b>
Current liabilities	5 036	55.9	4 774	53.7	4 379	50.8	4 684	56.1
Non-current liabilities	997	11.0	990	11.1	979	11.3	1 120	13.4
<b>Total liabilities</b>	<b>6 033</b>	<b>66.9</b>	<b>5 764</b>	<b>64.8</b>	<b>5 358</b>	<b>62.1</b>	<b>5 804</b>	<b>69.5</b>
Equity	2 979	33.1	3 128	35.2	3 268	37.9	2 542	30.5
<b>Total liabilities and equity</b>	<b>9 012</b>	<b>100.0</b>	<b>8 892</b>	<b>100.0</b>	<b>8 626</b>	<b>100.0</b>	<b>8 346</b>	<b>100.0</b>
<b>Net working capital</b>	<b>-729</b>		<b>-640</b>		<b>-467</b>		<b>-910</b>	
<b>Net liquidity</b>	<b>1 968</b>		<b>2 147</b>		<b>2 147</b>		<b>2 160</b>	

1) Restatement following the implementation of IFRS 15 – Revenue from Contracts with Customers, and IFRS 9 – Financial Instruments

# Quarterly overview 2018/2017

In CHF million	2018 <sup>1)</sup>				2017
	Q1	Q4	Q3	Q2	Q1
Order intake	2 822	2 906	2 737	2 739	2 607
Revenue	2 473	2 820	2 590	2 509	2 260
Operating profit (EBIT)	281	327	302	298	260
in %	11.4	11.6	11.7	11.9	11.5
Financing activities	-9	-9	3	23	-32
Investing activities (associates)	-	3	-2	-7	-
Profit before taxes	272	321	303	314	228
Income taxes	64	85	74	74	49
Net profit	208	236	229	240	179
in %	8.4	8.4	8.8	9.6	7.9
Cash flow from operating activities	330	266	103	85	356
Investments in property, plant, and equipment	46	86	54	54	33

1) Prepared in accordance with IFRS 15 – Revenue from Contracts with Customers as of January 1, 2018.  
Previous year figures have not been restated.