

# Schneider Electric consensus

## Q4 2017 pre-release consensus

Based on estimates (average) from:

Barclays, Berenberg, BoA-ML, Citibank, Credit Suisse, Deutsche B., Exane BNP, Goldman S., Jefferies, JP Morgan, Morgan Stanley, Redburn, RBC, Societe Generale, Vertical Research

### Group Level

	#	Q4 2017	2016	#	2017	#	2018	#	2019
EURm		Consensus	Reported		Consensus		Consensus		Consensus
Revenue	15	6 641	24 693	15	24 718	15	25 260	15	26 090
Organic growth	15	3,5%	-0,9%	15	2,8%	15	3,6%	15	3,3%
Fx impact on sales (EURm)	10	-305	-679	11	-370	11	-622	10	2
Adjusted EBITA	0		3 480	15	3 651	15	3 883	15	4 111
Adj, EBITA margin	0		14,1%	15	14,8%	15	15,4%	15	15,8%
EBITA	0		3 104	14	3 382	14	3 655	14	3 901
EBIT	0		2 951	15	3 248	15	3 503	15	3 752
Net financial result	0		-462	15	-388	15	-374	15	-354
Income tax	0		-712	15	-751	15	-819	15	-888
Net income (group share)	0		1 750	15	2 078	15	2 285	15	2 488
EPS	0		3,12	15	3,72	15	4,12	15	4,51
DPS	0		2,04	15	2,19	15	2,31	15	2,43
Free cash flow	0		2 206	14	2 194	14	2 295	14	2 454
Net Financial Debt	0		4 825	15	4 549	15	4 148	15	3 216

### Divisions Quarterly

EURm		Consensus	Reported		Consensus		Consensus		Consensus
Revenue	#	Q4 2017	2016	#	2017	#	2018	#	2019
Low Voltage (Building)	15	2 860	10 700	15	10 833	15	11 288	15	11 669
Industrial Automation (Industry)	15	1 506	5 485	15	5 808	15	5 996	15	6 233
Medium Voltage (Infrastructure)	15	1 290	4 919	15	4 472	15	4 380	15	4 493
Secure Power (IT)	15	984	3 589	15	3 605	15	3 596	15	3 695
<b>Group</b>	15	<b>6 641</b>	<b>24 693</b>	15	<b>24 718</b>	15	<b>25 260</b>	15	<b>26 090</b>

  

Organic Growth	#	Q4 2017	2016	#	2017	#	2018	#	2019
Low Voltage (Building)	15	5,1%	0,3%	15	4,2%	15	4,0%	15	3,4%
Industrial Automation (Industry)	15	4,9%	-1,2%	15	6,0%	15	4,5%	15	3,9%
Medium Voltage (Infrastructure)	15	-0,5%	-3,4%	15	-3,2%	15	2,5%	15	2,6%
Secure Power (IT)	15	2,3%	-0,8%	15	1,6%	15	2,7%	15	2,8%
<b>Group</b>	15	<b>3,5%</b>	<b>-0,9%</b>	15	<b>2,8%</b>	15	<b>3,6%</b>	15	<b>3,3%</b>

### Divisions

EURm		Consensus	Reported		Consensus		Consensus		Consensus
EBITA Adjusted	#	Q4 2017	2016	#	2017	#	2018	#	2019
Low Voltage (Building)	0		2 099	15	2 223	15	2 351	15	2 464
Industrial Automation (Industry)	0		918	15	1 007	15	1 079	15	1 146
Medium Voltage (Infrastructure)	0		477	15	471	15	494	15	526
Secure Power (IT)	0		604	15	580	15	596	15	623
Corporate	0		-618	15	-629	15	-637	15	-648
<b>Group</b>	0		<b>3 480</b>	15	<b>3 651</b>	15	<b>3 883</b>	15	<b>4 111</b>

  

EBITA Adjusted Margin	#	Q4 2017	2016	#	2017	#	2018	#	2019
Low Voltage (Building)	0		19,6%	15	20,5%	15	20,8%	15	21,1%
Industrial Automation (Industry)	0		16,7%	15	17,3%	15	18,0%	15	18,4%
Medium Voltage (Infrastructure)	0		9,7%	15	10,5%	15	11,3%	15	11,7%
Secure Power (IT)	0		16,8%	15	16,1%	15	16,6%	15	16,9%
<b>Group</b>	0		<b>14,1%</b>	15	<b>14,8%</b>	15	<b>15,4%</b>	15	<b>15,8%</b>

This document has been issued by Schneider Electric for information purposes only and is not intended to constitute investment advice. It is based on estimates and forecasts of various sell-side analysts regarding our revenues, earnings and business developments. Schneider Electric gives no guarantee, representation or warranty and is not responsible or liable as to its accuracy and completeness.