

Schneider Electric consensus

Q1 2018 post-release consensus

Based on estimates (average) from:

BoA ML, BNP Exane, Berenberg, Citi, CreditSuisse, Jefferies, JP Morgan, Kepler C., Morgan Stanley, Natixis, Oddo, Redburn, Societe Generale, UBS

Group Level

	2017	#	2018	#	2019	#	2020
EURm	Reported		Consensus		Consensus		Consensus
Revenue	24,743	14	25,358	14	26,290	13	27,075
Organic growth	3.2%	14	5.0%	14	3.6%	13	3.1%
Fx impact on sales (EURm)	-388	11	-1,123	11	-6	11	0
Adjusted EBITA	3,651	14	3,932	14	4,194	13	4,393
Adj. EBITA margin	14.8%	14	15.5%	14	16.0%	13	16.2%
EBITA	3,350	13	3,757	13	4,032	12	4,215
EBIT	3,210	14	3,578	14	3,854	13	4,052
Net financial result	-367	13	-343	13	-328	12	-309
Income tax	-600	14	-747	14	-814	13	-863
Net income (group share)	2,150	14	2,438	14	2,659	13	2,825
EPS	3.85	14	4.38	14	4.80	13	5.09
DPS	2.20	14	2.35	14	2.50	13	2.64
Free cash flow	2,253	13	2,436	13	2,577	12	2,724
Net Financial Debt	4,296	14	4,061	14	3,148	13	1,903

Divisions Quarterly

	Reported		Consensus		Consensus		Consensus
EURm	2017	#	2018	#	2019	#	2020
Revenue							
Medium Voltage (Infrastructure)	4,500	14	4,296	14	4,410	13	4,514
Low Voltage (Building)	10,812	14	11,337	14	11,750	13	12,106
Secure Power (IT)	3,615	14	3,551	14	3,659	13	3,762
Industrial Automation (Industry)	5,816	14	6,174	14	6,471	13	6,693
Group	24,743	14	25,358	14	26,290	13	27,075
Organic Growth							
Medium Voltage (Infrastructure)	-2.2%	14	1.5%	14	2.8%	13	2.5%
Low Voltage (Building)	4.4%	14	6.1%	14	3.7%	13	3.2%
Secure Power (IT)	2.1%	14	3.2%	14	3.0%	13	2.9%
Industrial Automation (Industry)	5.9%	14	6.5%	14	4.2%	13	3.4%
Group	3.2%	14	5.0%	14	3.6%	13	3.1%

Divisions

	Reported		Consensus		Consensus		Consensus
EURm	2017	#	2018	#	2019	#	2020
EBITA Adjusted							
Medium Voltage (Infrastructure)	449	14	481	14	519	13	547
Low Voltage (Building)	2,231	14	2,370	14	2,489	13	2,576
Secure Power (IT)	600	14	599	14	630	13	659
Industrial Automation (Industry)	1,022	14	1,128	14	1,211	13	1,277
Corporate	-651	14	-647	14	-655	13	-667
Group	3,651	14	3,932	14	4,194	13	4,393
EBITA Adjusted Margin							
Medium Voltage (Infrastructure)	10.0%	14	11.2%	14	11.8%	13	12.1%
Low Voltage (Building)	20.6%	14	20.9%	14	21.2%	13	21.3%
Secure Power (IT)	16.6%	14	16.9%	14	17.2%	13	17.5%
Industrial Automation (Industry)	17.6%	14	18.3%	14	18.7%	13	19.1%
Group	14.8%	14	15.5%	14	16.0%	13	16.2%