



Torre Reforma, mixed-use building, Mexico City, Mexico

Elevators: 14 Schindler 7000, 1 Schindler 5500, 13 Schindler 5400, 1 Schindler 3300

Escalators: 4 Schindler 9300; The PORT Technology

Welcome to Schindler

Selected key figures
as of March 31, 2017

April 25, 2017



Schindler

Highlights

Growth and increased profitability

- Investments in geographic diversification result in continued growth and improved profitability
- Major strategic initiatives making good progress and are well on track
 - Globally harmonized modular product platforms
 - Launch of Schindler Ahead (IoEE solution)
- Orders received increased by 5.9% in local currencies
- Revenue rose by 3.8% in local currencies
- EBIT margin increased to 11.5% (11.7% before restructuring costs)
- Net profit reached CHF 179 million

Schindler Ahead

Turning data into customer benefits

Schindler moves over one billion people every day. Schindler Ahead significantly improves equipment reliability, uptime, and safety, and creates an all-new superior passenger experience.

Customer benefits

UPTIME

Predictive maintenance



Data generated from connected equipment for advanced analytics, to predictively identify, analyze, and resolve possible service issues before they occur.

INSIGHTS

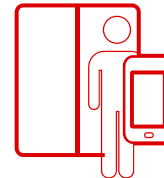
Better building maintenance and management



Building owners and facility managers have access to operational, performance, and commercial data on their equipment.

CONVENIENCE

Superior customer service

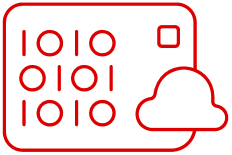


Interactive and personalized services provide a superior passenger experience.

Schindler Ahead Solution concept

CUBE

Machine intelligence

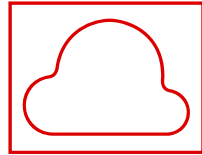


With the CUBE the equipment becomes smart and connected:

- relevant machine data (door movement, life cycle utilization) are collected, filtered, and transmitted to the Cloud Platform
- runs apps and streams multimedia content
- handles emergency voice calls with the highest levels of cyber-security

CLOUD PLATFORM

Real-time insights



Engine for big data analytics and artificial intelligence:

- powerful insights through advanced analytics and machine learning
- data turn into actionable outcome like predictive maintenance

APP STORE

Instant access

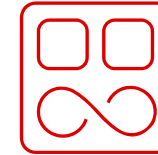


A variety of apps for customers and passengers:

- access relevant information in real-time
- gain comprehensive insights or experience improved comfort and convenience
- on the smart-phone or via Internet Portal
- personalized and customizable

FUTURE READINESS

Over-the-air (OTA) updates



- over-the-air (OTA) updates from the App Store to the CUBE allow customers to always stay up to date without having a service technician coming on-site.
- customers benefit from Schindler's continuous investment in enhancing and shaping smart urban mobility solutions

Key figures as of March 31, 2017

January to March

In CHF million	Q1 2017	Q1 2016	Δ%	Δ% in LC
Orders received	2 607	2 467	5.7	5.9
Revenue	2 260	2 176	3.9	3.8
Operating profit (EBIT)	260	235	10.6	9.4
in %	11.5 ¹	10.8 ²		
Net income from financing and investing activities	-32	5		
Profit before taxes	228	240	-5.0	
Income taxes	49	58		
Net profit	179	182	-1.6	
Cash flow from operating activities	356	333	6.9	
Investments in property, plant, and equipment	33	33	-	
	31.3.2017	31.12.2016		
Order backlog	10 409	10 004	4.0	4.5
Number of employees	58 570	58 271	0.5	

¹ Before restructuring costs (CHF 5 million) 11.7%

² Before restructuring costs (CHF 4 million) 11.0%

Asia-Pacific

Good result overall

Mixed market development

- China: new installations business and prices under persistent pressure
- India: continued demonetization impact
- Southeast Asia: continued growth, particularly in residential and infrastructure
- Growing service markets due to conversion of new installations

Schindler performance

- China: unit growth driven by excellent acceptance of new products
- India: no recovery in new installations business yet
- Southeast Asia: enhanced product portfolio resulted in good order intake

Americas

US market remains the growth engine of the region

Diverging market trends

- North America: sustained growth in the US new installations, modernization, and service markets across all segments
- Latin America: except for Brazil, stable market development

Schindler performance

- North America: very robust in all business lines; new products and large projects driving order intake
- Latin America: overall up, supported by strong existing installations business

Europe

Sustained growth

Opportunities in various markets

- Northern Europe: continued momentum
- Southern Europe: steady recovery in most countries from low levels

Schindler performance

- Broad based growth by a large number of countries
- Growing maintenance and modernization businesses
- Acquisition of a number of smaller maintenance companies

Outlook 2017

Status as of April 25, 2017

Business environment – unchanged

- Long-term growth drivers remain intact
- Economic conditions continue to be influenced by political and macroeconomic uncertainty
- Global new installations market expected to be flat



Schindler guidance – unchanged

- Focus on profitable growth unchanged
- Revenue expected to increase by 3% to 5% in local currencies
- Net profit guidance for 2017 will be provided with the publication of half-year results

Financial Calendar

	2017	2018
Publication of Interim Report as of June 30	August 15	
Publication of selected key figures as of September 30	October 24	
Publication of Full Year Results 2017		February 16
Ordinary General Meeting Schindler Holding Ltd.		March 20

Contact:

Marco Knuchel, Head Investor Relations; Phone +41 41 445 30 61, investor.relations@schindler.com

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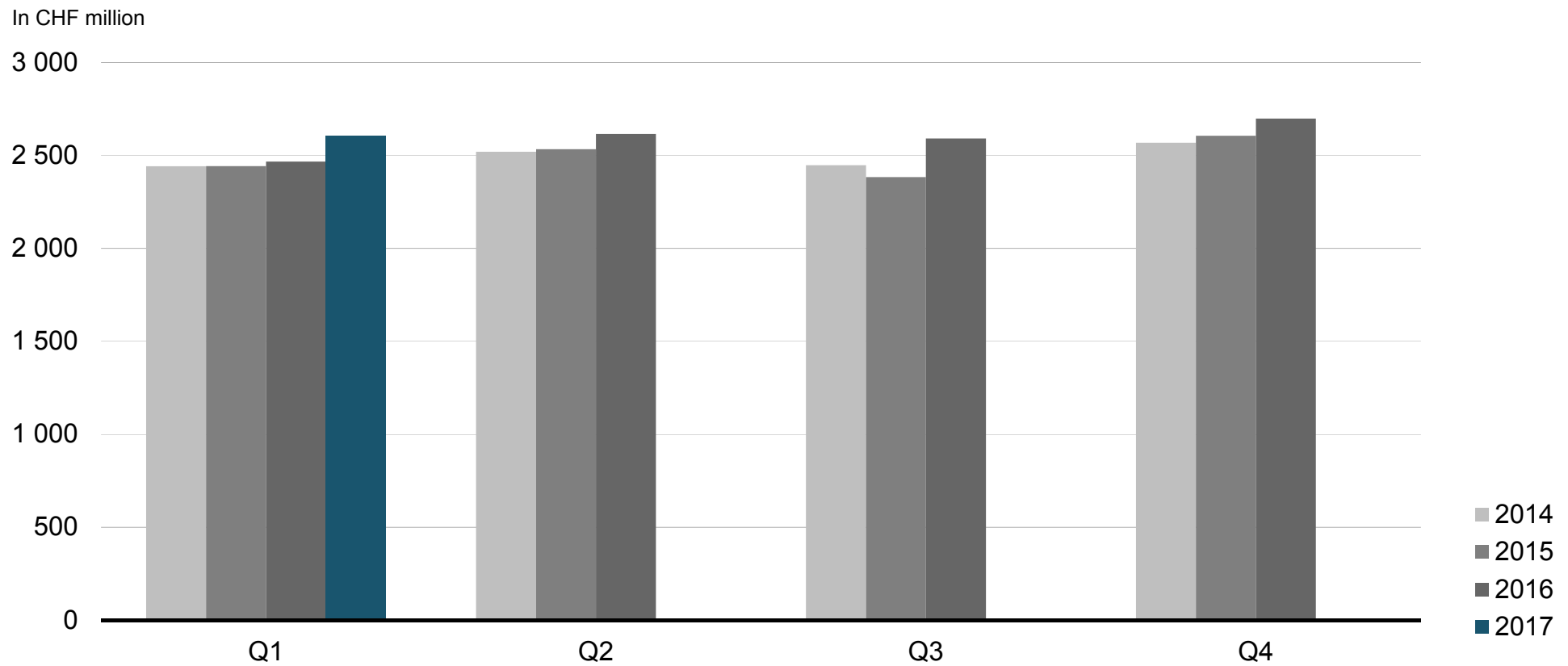


Additional Charts

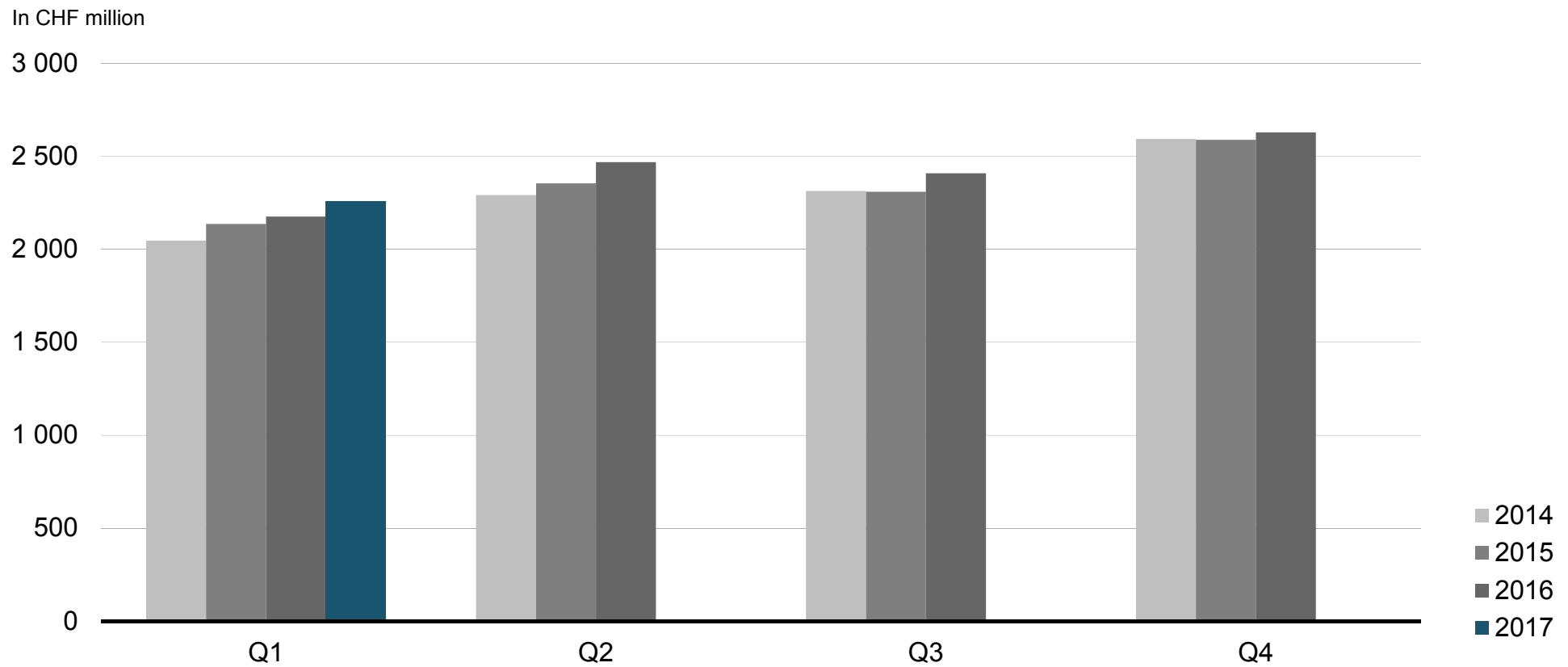
Quarterly overview 2017/2016

In CHF million	2017				2016
	Q1	Q4	Q3	Q2	Q1
Orders received	2 607	2 699	2 592	2 616	2 467
Revenue	2 260	2 629	2 409	2 469	2 176
Operating profit (EBIT)	260	352	277	269	235
in %	11.5	13.4	11.5	10.9	10.8
Financing activities	-32	-24	-17	-23	-3
Investing activities (associates)	-	-2	24	1	8
Profit before taxes	228	326	284	247	240
Income taxes	49	89	70	57	58
Net profit	179	237	214	190	182
in %	7.9	9.0	8.9	7.7	8.4
Cash flow from operating activities	356	270	232	94	333
Investments in property, plant, and equipment	33	76	44	36	33

Quarterly development of orders received 2014 – 2017



Quarterly development of revenue 2014 – 2017



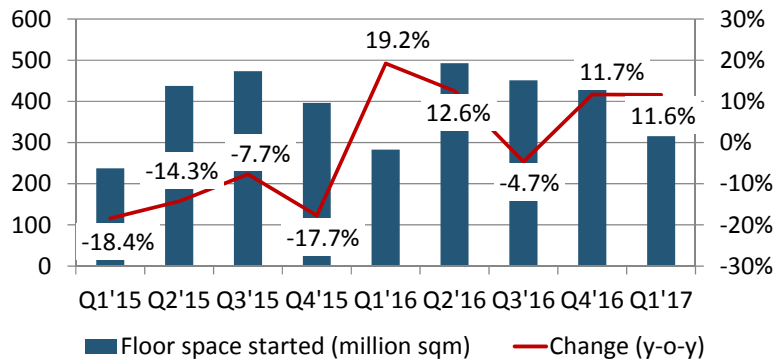
Balance sheet

In CHF million	31.03.2017	in %	31.12.2016	in %	31.03.2016	in %
Cash and cash equivalents	1 775	21.3	1 988	23.9	2 112	25.4
Other current assets	3 592	43.0	3 432	41.4	3 432	41.2
Total current assets	5 367	64.3	5 420	65.3	5 544	66.6
Non-current assets	2 979	35.7	2 883	34.7	2 783	33.4
Total assets	8 346	100.0	8 303	100.0	8 327	100.0
Current liabilities	4 684	56.1	4 290	51.7	4 967	59.7
Non-current liabilities	1 120	13.4	1 166	14.0	1 161	13.9
Total liabilities	5 804	69.5	5 456	65.7	6 128	73.6
Equity	2 542	30.5	2 847	34.3	2 199	26.4
Total liabilities and equity	8 346	100.0	8 303	100.0	8 327	100.0
Net working capital	-910		-776		-924	
Net liquidity	2 160		2 455		1 930	

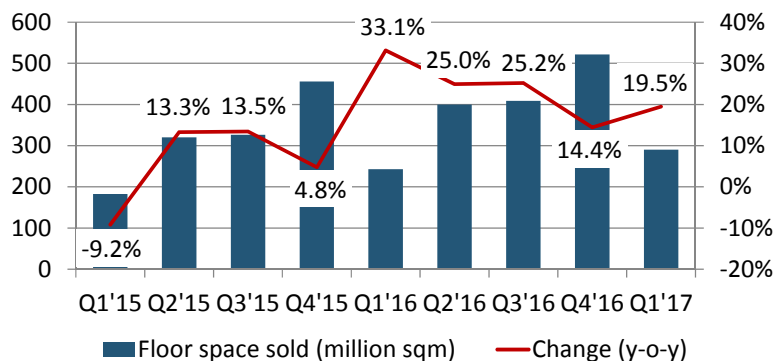
China construction update

Upward trend sustained

Floor space started in China



Floor space sold in China



Opportunities

- China on track to reach 60% target urbanization rate by 2020
- \$500bn to be invested in high-speed railway over next four years
- Floor space started grew 11.6% in Q1
- Real estate investment growth accelerating
- Housing inventories in bigger cities have normalized
- Land purchases by property developers increased by 5.7% – first increase since Q4 2013

Risks

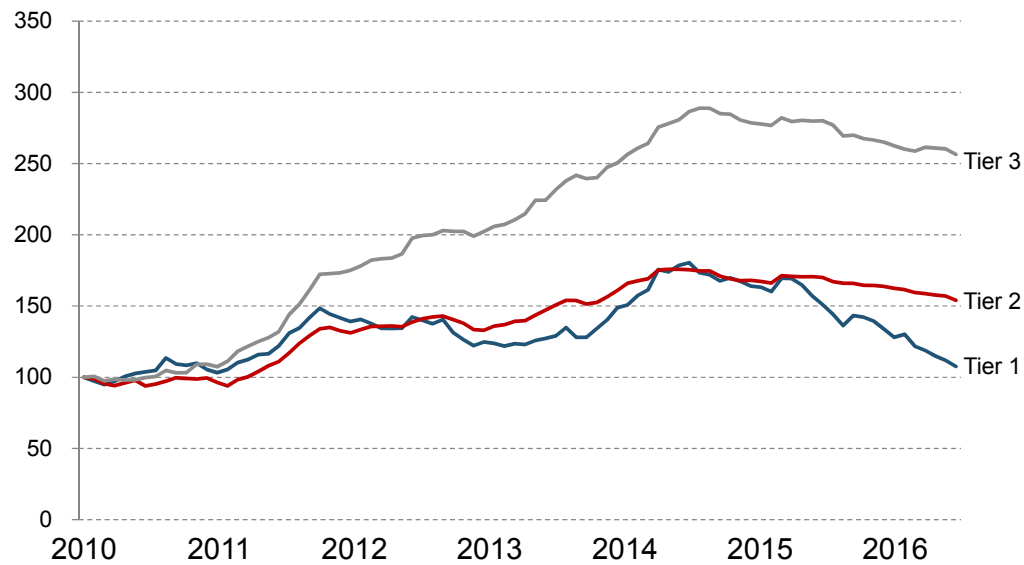
- Increasing corporate debt
- Measures introduced in most bigger cities with cooling effect on home sales
- Restricted mortgage approval
- Home price growth decelerated further in Q1 2017, to 2.9% versus prior year

Source: National Bureau of Statistics of China, April 2017

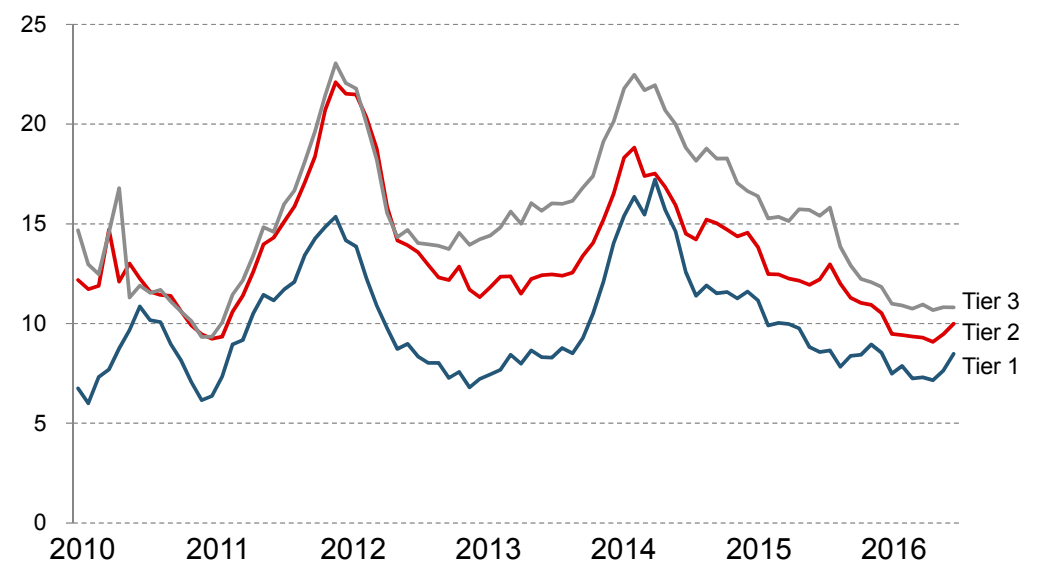
China: inventories in tier 1 cities back at healthy 2010 levels

Improvement due to increased apartment sales

Housing inventory, by city tier (2010 = 100)



Housing inventory, by city tier (months of sales)



Source: Yiju, April 2017, based on data in square meters for 63 cities until February 2017