

**Corporate Communications** 

#### Press release

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Subject Selected key figures as of March 31, 2010

# Schindler positioned for success

Schindler generated a net profit of CHF 152 million in the first quarter of 2010. In its core business, orders received grew by 7.5% (+8.1% in local currencies) to CHF 2,140 million and the EBIT margin was 11.8%.

#### **Elevators and escalators business**

Orders received rose by 7.5% to CHF 2,140 million compared to the first quarter of 2009 (an increase of 8.1% in local currencies), reflecting contributions from all market regions.

Operating revenue declined by 0.3% to CHF 1,947 million (+0.3% in local currencies). Operating profit (EBIT) totaled CHF 230 million, corresponding to an EBIT margin of 11.8%. Compared to the first quarter of 2009, adjusted for a one-time book gain of CHF 39 million, operating profit improved by 7.0% and the EBIT margin rose from 11.0% to 11.8%. This successful performance was mainly attributable to the efficiency measures that were initiated at an early stage, as well as systematic cost discipline.

#### **ALSO**

ALSO grew its operating revenue by 2.4% to CHF 1,069 million and achieved a significantly higher net profit of CHF 7 million (first quarter of 2009: CHF 5 million). This improvement in performance was driven by targeted measures to strengthen profitability as well as more buoyant demand among corporate users.

#### Group

Operating revenue rose by 0.7% to CHF 3,016 million (+1.8% in local currencies). Net profit totaled CHF 152 million (first quarter of 2009: CHF 156 million). Adjusted for a one-time book gain of CHF 31 million recorded in the first quarter of 2009, net profit increased by 22%. Net income from financing and investing was CHF -23 million (first quarter of 2009: CHF -41 million). The negative impacts from operational currency hedges were reduced significantly compared to the first quarter of 2009. The cash flow from operating activities



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generated during the reporting period was maintained at a high level and amounted to CHF 429 million. As of March 31, 2010, cash on hand totaled around CHF 2.1 billion.

### **Outlook for 2010**

### **Elevators & escalators**

At present, it is difficult to assess how developments in the construction industry, strong currency fluctuations and the rising costs of raw materials will affect the business. Thanks to its large order backlog, intensive market activities and competitive product range, Schindler is well positioned to respond rapidly to changes in individual markets.

#### **ALSO**

ALSO currently expects Group net sales to remain in line with the previous year and net profit to increase significantly.

### Group

Schindler continues to expect that excluding any unforeseeable events, net profit after restructuring costs will be slightly lower in 2010.

Selected key figures: see attachment

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# Selected key figures as of March 31, 2010 - 1st quarter

Elevators & Escalators				
	2010	2009		∆ % local
In million CHF	1st quarter	1st quarter	Δ %	currencies
Orders received	2 140	1 990	+7.5	+8.1
Operating revenue	1 947	1 952	-0.3	+0.3
Operating profit (EBIT)	230	254 <sup>1</sup>	-9.4	-10.6
in %	11.8	13.0 <sup>1</sup>		
	31.03.2010	31.12.2009		
Order backlog	6 540	6 200	+5.5	+5.1
Personnel at end of period (number)	42 229	41 962	+0.6	

<sup>&</sup>lt;sup>1</sup> Including a one-time book gain of CHF 39 million; adjusted values: EBIT CHF 215 million, EBIT margin 11.0%

ALSO <sup>1</sup>				
	2010	2009		Δ % local
In million CHF	1st quarter	1st quarter	Δ%	currencies
Orders received	1 075	1 027	+4.7	+6.9
Operating revenue	1 069	1 044	+2.4	+4.5
Operating profit (EBIT)	14	13	+7.7	+7.7
in %	1.3	1.2		_
Net profit	7	5	+40.0	
	31.03.2010	31.12.2009		
Personnel at end of period (number)	1 424	1 475	-3.5	

<sup>1</sup> The different reporting structure and elimination effects may cause individual values and percentages to differ slightly from those reported by

Group				
	2010	2009		Δ % local
In million CHF	1st quarter	1st quarter	Δ %	currencies
Operating revenue	3 016	2 996	+0.7	+1.8
Operating profit (EBIT)	236	259	-8.9	-10.0
in %	7.8	8.6		
Net income from financing and investing activities	-23	-41		
Profit before taxes	213	218	-2.3	
Net profit	152	156 <sup>2</sup>	-2.6	
of which: minority interests	8	8		
Cash flow <sup>1</sup>	194	176	+10.2	
Cash flow from operating activities	429	461	-6.9	
Capital expenditure	43	23	+87.0	
	31.03.2010	31.12.2009		
Order heakles	6 600	6 241	±5.5	±E 2

	31.03.2010	31.12.2009		
Order backlog	6 688	6 341	+5.5	+5.2
Personnel at end of period (number)	43 653	43 437	+0.5	

<sup>&</sup>lt;sup>1</sup> Cash flow: Net profit + depreciation/amortization +/– change in provisions

 $<sup>^{\</sup>rm 2}$  Including a one-time book gain of CHF 31 million; adjusted net profit CHF 125 million



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Balance sheet						
In million CHF	31.03.2010	%	31.12.2009	%	31.03.2009	%
Cash on hand	2 096	27.2	1 919	27.1	1 641	22.1
Other current assets	3 473	45.1	3 184	45.0	3 846	51.9
Non-current assets	2 132	27.7	1 977	27.9	1 925 <sup>1</sup>	26.0
Total assets	7 701	100.0	7 080	100.0	7 412	100.0
Current liabilities	4 164	54.1	3 466	49.0	4 302	58.0
Non-current liabilities	1 099	14.2	1 093	15.4	1 078 <sup>1</sup>	14.6
Total liabilities	5 263	68.3	4 559	64.4	5 380	72.6
Consolidated shareholders' equity	2 438	31.7	2 521	35.6	2 032 <sup>1</sup>	27.4
Total liabilities and shareholders' equity	7 701	100.0	7 080	100.0	7 412	100.0

<sup>&</sup>lt;sup>1</sup> Retrospective adjustment due to application of IFRIC 14: Fixed assets CHF +22 million, total long-term liabilities CHF +4 million, shareholders' equity CHF +18 million. For further information see Annual Report 2009 (Financial Statements Group, note 2.2, page 11)

Information on shares and participation certificates				
In CHF		2010	2009	Δ%
Dividend per share and participation certificate for the financial year 2009/2008			2.00 <sup>1</sup>	
Gross dividend payment for the financial year 2009/2008	in million CHF	238 <sup>1</sup>	238 <sup>1</sup>	
Earnings per share and participation certificate: Q1/2010 and Q1/2009		1.21	1.25	-3.2

<sup>&</sup>lt;sup>1</sup> Payment in March, excluding 35% withholding tax (due in April)

Exchange rates				2010			2009
			Closing rate	Average rate	Closing rate on	Closing rate	Average rate
			on March 31	1st quarter	December 31	on March 31	1st quarter
Eurozone	EUR	1	1.43	1.46	1.48	1.52	1.50
USA	USD	1	1.06	1.06	1.03	1.15	1.14
United Kingdom	GBP	1	1.60	1.65	1.66	1.63	1.62
Brazil	BRL	100	59.36	58.50	59.17	49.20	48.70
China	CNY	100	15.51	15.44	15.08	16.75	16.58