

**Selected key figures as of September 30, 2012**

October 23, 2012

## Growth and improved profitability

Schindler generated an 8.2% increase in orders received and a 6.5% rise in revenue in a continued challenging economic environment during the reporting period from January 1 to September 30, 2012. In local currencies, orders received grew by 7.8% and revenue rose by 6.1%.

The elevators and escalators business recorded an operating profit (EBIT) of CHF 752 million, representing an improvement of CHF 59 million or 8.5%. The EBIT margin was 12.4% for the first nine months of the year and it reached 12.8% in the third quarter. This performance reflects the successful execution of the package of measures referred to as LEAP (Leading in Execution and Accelerating Performance) that was launched in the fourth quarter of 2011 and focuses on the expansion of the business in the strategic growth markets of Asia and South America on the one hand, and on the enhancement of competitiveness and productivity on the other. Parts of the operational improvements and savings that were achieved were, however, offset by significant pricing and cost pressures.

Net profit totaled CHF 522 million and was thus in line with the same period of the previous year (CHF 521 million). Adjusted for the one-off accounting gain of CHF 35 million recorded in 2011, net profit exceeded the result for the same period of the previous year by 7.4%.

### **New elevators strengthen product portfolio**

With the new Schindler 5500 elevator for commercial buildings as well as the new Schindler 3600 elevator for the affordable housing market in China, all important market segments are now covered. The customer response to the new products is very positive and their gradual rollout in the market will therefore go ahead as planned.

Although market developments varied significantly from region to region, Schindler succeeded in growing its orders received across all geographies in the first nine months as well as the third quarter of 2012. Asia/Pacific made the strongest contribution to growth, followed by the North, Central, and South America region. A slight increase was also recorded in Europe.

Orders received increased by 8.2% compared to the same period of the previous year to CHF 6 726 million. In local currencies, growth of 7.8% was recorded. This increase was achieved primarily in the new installations business in the growth markets of Asia and South America. The modernization business recorded a slight decline in Europe.

The order backlog totaled CHF 7 367 million, corresponding to an increase of 14.4% compared to the end of 2011 (+15.0% in local currencies).

### **Revenue**

Revenue grew by 6.5% to CHF 6 068 million (+6.1% in local currencies). This increase was achieved primarily in the new installations business in growth markets. A positive foreign exchange impact in the amount of CHF 22 million was recorded for the first time in this reporting period.

### **Operating profit**

In the elevators and escalators business, operating profit (EBIT) increased by CHF 59 million or 8.5% to CHF 752 million. This improvement was achieved despite continued high pricing and cost pressures as well as negative foreign exchange impacts in the amount of CHF 12 million. The EBIT margin was 12.4% for the first nine months of the year (same period of the previous year: 12.2%) and 12.8% for the third quarter (same period of the previous year: 12.5%).

The successful implementation of the package of measures referred to as LEAP (Leading in Execution and Accelerating Performance), which focuses on the expansion of the business in strategic growth markets on the one hand, and on the enhancement of competitiveness and productivity on the other, is advancing as planned. Work has begun on the construction of Schindler's new production facilities in China and India.

### **Net income from financing and investing activities**

Net income from financing and investing activities totaled CHF -7 million (same period of the previous year: CHF 15 million). This change was primarily driven by the result of currency hedging operations.

### **Net profit and cash flow from operating activities**

Net profit totaled CHF 522 million (same period of the previous year: CHF 521 million). Adjusted for the one-off accounting gain of CHF 35 million recorded 2011, however, net profit exceeded the result for the same period of the previous year by 7.4%.

Cash flow from operating activities rose to CHF 522 million (same period of the previous year: CHF 461 million). This was mainly attributable to the further optimization of net working capital.

### **New buyback program**

On December 28, 2012, Schindler Holding Ltd. will terminate the buyback program started on January 4, 2010. The Board of Directors has approved a new buyback program under which – subject to regulatory approval – a maximum of 9.5% of nominal capital can be purchased via separate trading lines on the SIX Swiss Exchange in the period from January 3, 2013, to December 31, 2015. The purpose of the buyback program is to reduce capital through the cancellation of the repurchased shares.

### **Outlook for 2012**

Excluding any unforeseeable events, Schindler expects net profit for 2012 to be around CHF 700 million.

Selected key figures: see pages 4 – 6

**Schindler Management Ltd.**  
Corporate Communications



For further information please contact:

Barbara Schmidhauser, Chief Communications Officer  
Tel. +41 41 445 30 60, Fax +41 41 445 31 44, [barbara.schmidhauser@ch.schindler.com](mailto:barbara.schmidhauser@ch.schindler.com)

Barbara Zäch, Head Investor Relations  
Tel. +41 41 445 30 61, Fax +41 41 445 31 44, [barbara.zaech@ch.schindler.com](mailto:barbara.zaech@ch.schindler.com)

[www.schindler.com](http://www.schindler.com)

**Selected key figures as of September 30, 2012 – January to September**

<b>Group</b>				
In CHF million	2012 Jan.–Sept.	2011 Jan.–Sept.	Δ %	Δ % local currencies
Orders received	6 726	6 214	+8.2	+7.8
Revenue	6 068	5 699	+6.5	+6.1
Operating profit (EBIT) – Elevators & Escalators	752	693 <sup>1</sup>	+8.5	+10.2
in %	12.4	12.2 <sup>1</sup>		
Operating profit (EBIT) – Group	723	663 <sup>1</sup>	+9.0	+10.9
Net income from financing and investing activities	–7	15 <sup>1</sup>		
Profit before taxes	716	678 <sup>1</sup>	+5.6	
Profit from continuing operations	522	486 <sup>1</sup>	+7.4	
Profit of the disposal group ALSO	–	35		
Net profit	522	521 <sup>1</sup>	+0.2	
of which non-controlling interests	20	20		
Cash flow from operating activities	522	461	+13.2	
Investments in property, plant, and equipment	101	87	+16.1	
	<b>30.09.2012</b>	<b>31.12.2011</b>		
Order backlog	7 367	6 438	+14.4	+15.0
Equity	2 632	2 651 <sup>1</sup>	–0.7	
Headcount at end of period	44 760	44 387	+0.8	

<sup>1</sup>Retrospective adjustment due to early adoption of IAS 19 – Employee Benefits (revised) as of January 1, 2012

**Selected key figures as of September 30, 2012 – 3rd quarter**

<b>Group</b>				
In CHF million	2012 3rd quarter	2011 3rd quarter	Δ %	Δ % local currencies
Orders received	2 189	1 979	+10.6	+4.8
Revenue	2 097	1 893	+10.8	+5.3
Operating profit (EBIT) – Elevators & Escalators	268	237 <sup>1</sup>	+13.1	+9.7
in %	12.8	12.5		
Operating profit (EBIT) – Group	259	229 <sup>1</sup>	+13.1	+9.6
Net income from financing and investing activities	-10	12 <sup>1</sup>		
Profit before taxes	249	241 <sup>1</sup>	+3.3	
Profit from continuing operations	183	173 <sup>1</sup>	+5.8	
Profit of the disposal group ALSO	-	-		
Net profit	183	173 <sup>1</sup>	+5.8	
of which non-controlling interests	7	7		
Cash flow from operating activities	144	97	+48.5	
Investments in property, plant, and equipment	33	27	+22.2	
	<b>30.09.2012</b>	<b>30.06.2012</b>		
Order backlog	7 367	7 232	+1.9	+2.2
Equity	2 632	2 434	+8.1	
Headcount at end of period	44 760	44 397	+0.8	

<sup>1</sup>Retrospective adjustment due to early adoption of IAS 19 – Employee Benefits (revised) as of January 1, 2012

**Selected key figures as of September 30, 2012 – Balance sheet**

<b>Balance sheet</b>						
In CHF million	30.09.2012	%	31.12.2011 <sup>1</sup>	%	30.09.2011 <sup>1</sup>	%
Cash and cash equivalents	2 189	27.5	2 403	31.8	1 953	28.2
Other current assets	3 311	41.6	2 695	35.6	2 713	39.1
Total current assets	5 500	69.1	5 098	67.4	4 666	67.3
Non-current assets	2 465	30.9	2 471	32.6	2 268	32.7
<b>Total assets</b>	<b>7 965</b>	<b>100.0</b>	<b>7 569</b>	<b>100.0</b>	<b>6 934</b>	<b>100.0</b>
Current liabilities	3 694	46.4	3 345	44.2	3 369	48.6
Non-current liabilities	1 639	20.6	1 573	20.8	1 020	14.7
Total liabilities	5 333	67.0	4 918	65.0	4 389	63.3
Equity	2 632	33.0	2 651	35.0	2 545	36.7
<b>Total liabilities and equity</b>	<b>7 965</b>	<b>100.0</b>	<b>7 569</b>	<b>100.0</b>	<b>6 934</b>	<b>100.0</b>

<sup>1</sup>Retrospective adjustment due to early adoption of IAS 19 – Employee Benefits (revised) as of January 1, 2012

## Additional information

### Effects of adoption of IAS 19 – Employee Benefits (revised)

In CHF million	30.09.2011 Reported	Adjustment	30.09.2011 Restated
Operating profit (EBIT) – Group	661	2	663
Net income from financing and investing activities	26	-11	15
Net profit	528	-7	521
Equity	2 686	-141	2 545
Net profit (earnings) per share and participation certificate in CHF	4.29	-0.06	4.23

### Information on shares and participation certificates

In CHF	2012	2011	Δ %
Earnings per share and participation certificate: Jan.-Sept.	<b>4.33</b>	4.23 <sup>1</sup>	+2.4
Earnings per share and participation certificate: 3rd quarter	<b>1.52</b>	1.40 <sup>1</sup>	+8.6
Ordinary gross dividend per share and participation certificate	<b>2.00</b>	2.00	–
Additional gross dividend per share and participation certificate	–	1.00	–
Dividends in CHF million	<b>-247</b>	-367	-32.7

<sup>1</sup> Retrospective adjustment due to early adoption of IAS 19 – Employee Benefits (revised) as of January 1, 2012

### Exchange rates

			2012		2011		Average rate Jan.–Sept.
			Closing rate as of September 30	Average rate Jan.–Sept.	Closing rate as of December 31	Closing rate as of September 30	
Eurozone	EUR	1	1.21	1.20	1.22	1.22	1.24
USA	USD	1	0.94	0.94	0.94	0.90	0.88
United Kingdom	GBP	1	1.52	1.48	1.45	1.40	1.42
Brazil	BRL	100	46.17	48.91	50.38	49.04	53.83
China	CNY	100	14.88	14.81	14.93	14.13	13.53