

Jiangbeizui, Finance City 3, office/commercial buildings; Chongqing, China
50 elevators, including 37 Schindler 7000; 16 Schindler 9300 AE escalators



Welcome to Schindler

Selected key figures as of March 31, 2013

April 19, 2013



Schindler

Summary of Q1/2013

Strong order intake

Growth (in local currencies)

- Orders received increased by 7.5%
- Revenue grew by 4.2%, slightly below our expectations
- Order backlog at record level of CHF 7 843 million (+7.9%)
- Delays and postponements of some new installation and modernization projects

Profitability

- EBIT: CHF 217 million (Q1/2012: CHF 214 million)
- Net profit: CHF 166 million (+6.4%)
- Operating cash flow: CHF 305 million (Q1/2012: CHF 331 million)

Key figures as of March 31, 2013

January - March

In CHF million	Q1/2013	Q1/2012	Δ%	Δ% in LC
Orders received	2 357	2 193	+7.5	+7.5
Revenue	1 980	1 904	+4.0	+4.2
Operating profit (EBIT)	217	214	+1.4	+2.8
in %	11.0	11.2		
Financing and investing activities	8	3		
Profit before taxes	225	217	+3.7	
Income taxes	59	61		
Net profit	166	156	+6.4	
Cash flow from operating activities	305	331	-7.9	
	31.03.2013	31.12.2012		
Order backlog	7 843	7 083	+10.7	+7.9
Headcount at end of period	45 659	45 246	+0.9	

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Asia/Pacific and the Middle East

Development in Q1/2013

Emerging markets growth continued

- Strongest growth in China, followed by India
- Positive market development in Southeast Asia
- Good level of growth in Gulf Area

Schindler grew above market

- Excellent order intake in China and India
- Growing order intake in Southeast Asia and Gulf
- Construction of new Schindler campus in China and India on track

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Americas

Development in Q1/2013

Growth in Americas

- Continued growth of construction activity in Latin America
- Recovery of North American construction sector ongoing

Schindler grew in line with market

- Order intake increase driven by Latin America
- Construction of new elevator factory in Pennsylvania on track (go-live in 2H/2013)

Europe

Development in Q1/2013

Difficult market conditions

- In central and northern Europe, slow start of construction activity
- In southern and eastern Europe, weak construction activity
- Market decline continued in Iberia
- Delays and postponements of some new installation and modernization projects

Schindler's performance burdened by demanding environment

- Order intake slightly decreased overall
- Negative growth in southern Europe continued
- New elevator plant with logistics center in Slovakia on track (go-live scheduled for Q1/2014)

Market outlook 2013

Status as of April 19, 2013

A three speed world

- Continued strong growth in emerging markets, particularly in China, India, and Middle East
- Recovery in North America and growth in Latin America likely to continue
- Europe likely to remain difficult

Schindler – LEAP drives competitiveness and growth

- Sales ramp-up of new elevator products
- Investments to support growth
- Efforts on efficiency and cost competitiveness
- Stronger focus on large project sales

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Outlook 2013

Status as of April 19, 2013

Unchanged guidance for FY 2013

Revenue growth: approximately +6% in local currencies

Net profit: ~ CHF 740 million to CHF 790 million

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Additional charts

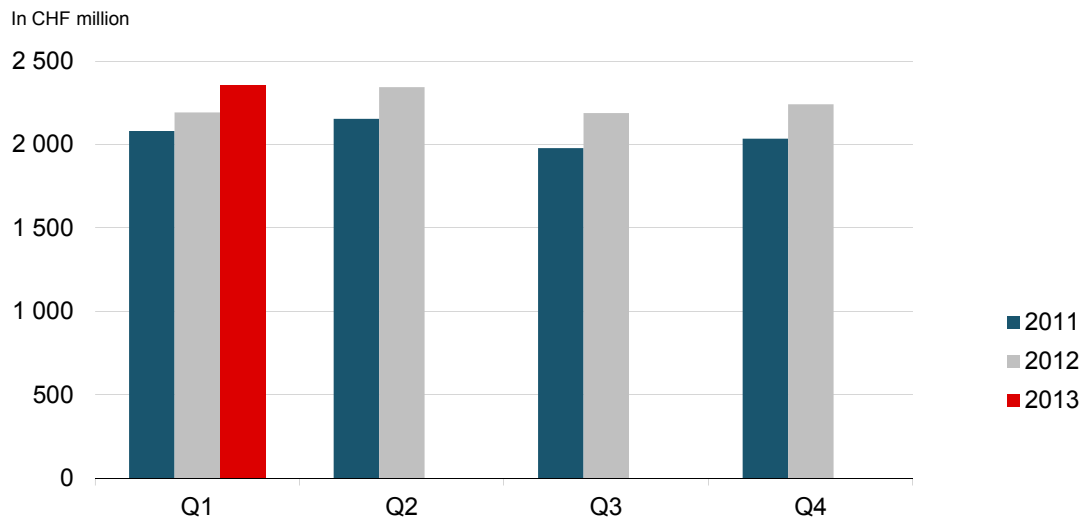
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Quarterly overview 2013/2012

In CHF million	2013				2012
	Q1	Q4	Q3	Q2	Q1
Orders received	2 357	2 241	2 189	2 344	2 193
Revenue	1 980	2 190	2 097	2 067	1 904
Operating profit (EBIT)	217	267	259	250	214
in %	11.0	12.2	12.4	12.1	11.2
Financing activities	-7	-2	-12	-2	-6
Income from associates	15	2	2	2	9
Income taxes	59	59	66	67	61
Net profit	166	208	183	183	156
in %	8.4	9.5	8.7	8.9	8.2

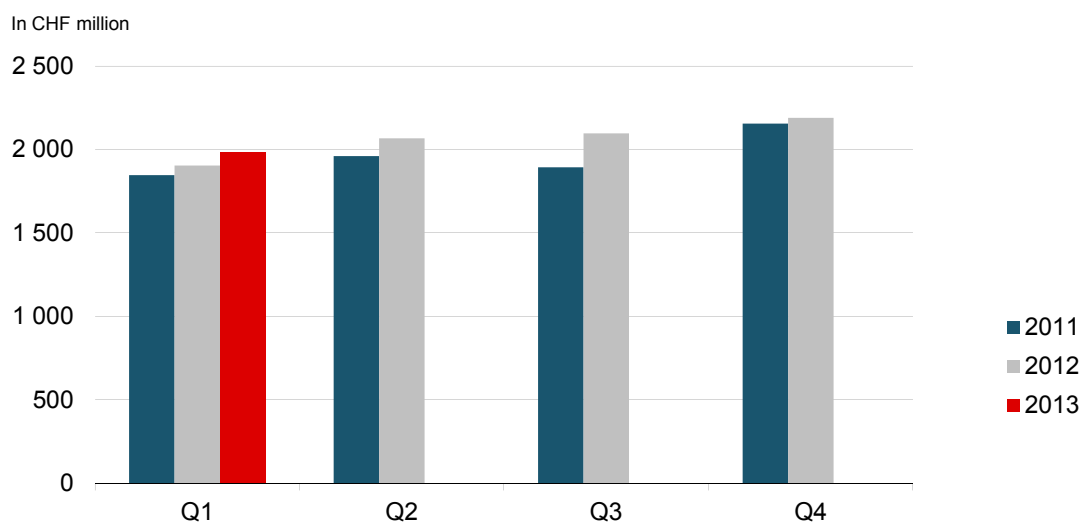
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Quarterly development of orders received: 2011 – 2013



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Quarterly development of revenue: 2011 – 2013



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Balance sheet

In CHF million	31.03.2013	in %	31.12.2012	in %
Cash and cash equivalents	2 477	29.3	2 178	27.9
Other current assets	3 370	39.8	2 992	38.2
Total current assets	5 847	69.1	5 170	66.1
Total non-current assets	2 620	30.9	2 652	33.9
Total assets	8 467	100.0	7 822	100.0
Total current liabilities	4 151	49.0	3 328	42.5
Total non-current liabilities	1 690	20.0	1 681	21.5
Total liabilities	5 841	69.0	5 009	64.0
Total equity	2 626	31.0	2 813	36.0
Total liabilities and equity	8 467	100.0	7 822	100.0

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Megatrends impacting the E&E business

Long-term outlook encouraging

Global Megatrends

Urbanization

Wealth creation
Emerging markets

Energy Efficiency

Demographic Change



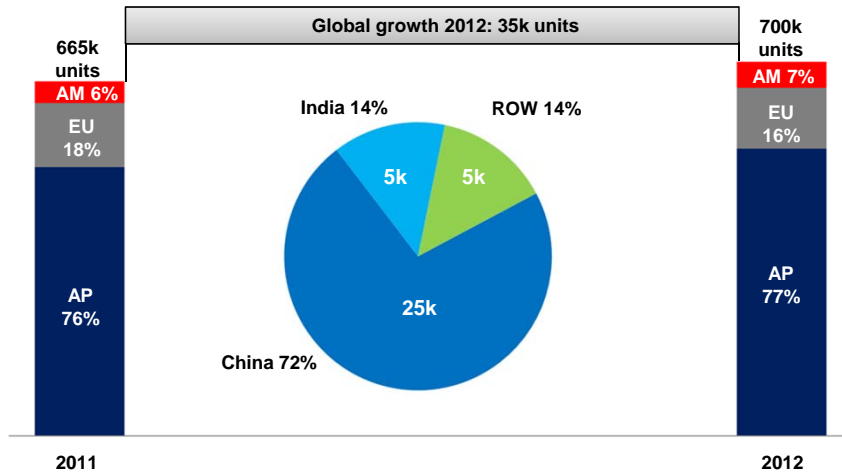
E&E Market Implications

- Global E&E Growth > GDP
- Emerging market opportunity
- Solutions for energy efficiency
- Increased importance of safety and reliability

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Global NI E&E market growth 2011 – 2012

China & India capturing >85% of new E&E units



Conclusions

- China contributed >70% to the growth in 2012
- AP accounted for 77% of global E&E demand in 2012

LEAP: Capture growth and strengthen competitiveness

LEAP Initiatives

Growth in Strategic Markets

New NI products

Service Business growth

Procurement savings

Field and structure cost efficiency

Progress 2012

- Strong market share gain in China and India

- Schindler 5500 successfully launched
- Schindler 3600 China introduction

- Customer relationship focus

- Corp. Procurement moved to China

- Good development field efficiency
- Structure cost leverage improvement

LEAP: Growth and cost leadership

Investing in new plants and R&D

Shanghai, China



Land size:
315 000 sqm

- Escalator factory
- Elevator factory
- R&D center
- China/AP Head Office

Pune, India



Land size:
160 000 sqm

- Escalator factory
- Elevator factory
- R&D center

Dunajská Streda, Slovakia



Land size:
75 000 sqm

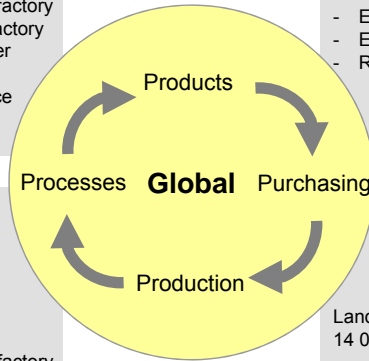
- Escalator factory
- Elevator factory
- Logistics center

Hanover, USA



Land size:
14 000 sqm

- Elevator factory
- Logistics center



LEAP: New NI products drive growth

Competitive and innovative global products

Segment	Global Product Lines	Actions 2013
Commodity	Schindler 3300	<ul style="list-style-type: none"> - Schindler 3600 for China - Schindler 3100 for India - Schindler 3300 for North America
Custom-modular	Schindler 5500	<ul style="list-style-type: none"> - Global rollout - PORT integration
Custom-design	Schindler 7000	<ul style="list-style-type: none"> - Schindler 7000 residential - PORT integration
Escalators	Schindler 9000	<ul style="list-style-type: none"> - Schindler 9300 ST

Thank you.

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