



**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

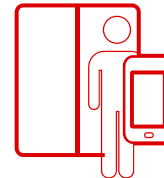
Better building maintenance and management



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

#### CONVENIENCE

Superior customer service



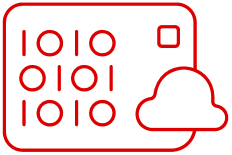
Interactive and personalized services provide a superior passenger experience.

# Schindler Ahead Solution concept

## CUBE

Machine intelligence

---



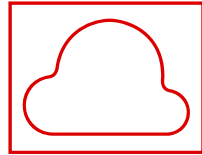
With the CUBE the equipment becomes smart and connected:

- 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

---



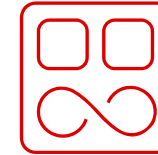
A variety of apps for customers and passengers:

- 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 <sup>1</sup>	10.8 <sup>2</sup>		
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	-	
	<b>31.3.2017</b>	<b>31.12.2016</b>		
Order backlog	10 409	10 004	4.0	4.5
Number of employees	58 570	58 271	0.5	

<sup>1</sup> Before restructuring costs (CHF 5 million) 11.7%

<sup>2</sup> 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](mailto:investor.relations@schindler.com)

The information in the presentation was factually accurate on the date of publication. It remains on our website for historical information purposes only. Schindler assumes no responsibility to update the information to reflect subsequent developments. Readers should not rely upon the information in this presentation as current or accurate after its publication date.

Copyright © Schindler. All rights reserved

Schindler owns and retains all copyrights and other intellectual property rights in this presentation. It may not be reproduced, modified or copied nor used for any commercial purposes (e.g. manufacturing), nor communicated to any third parties without our written consent.

Schindler undertakes all reasonable efforts to ensure that the information in this presentation is accurate, complete and derives from reliable sources. Schindler however, does not represent nor warrant (either expressly or implicitly) accuracy, reliability, timeliness or completeness of such information. Therefore, Schindler is not liable for any errors, consequence of acts or omissions based on the entirety or part of the information available in this presentation.

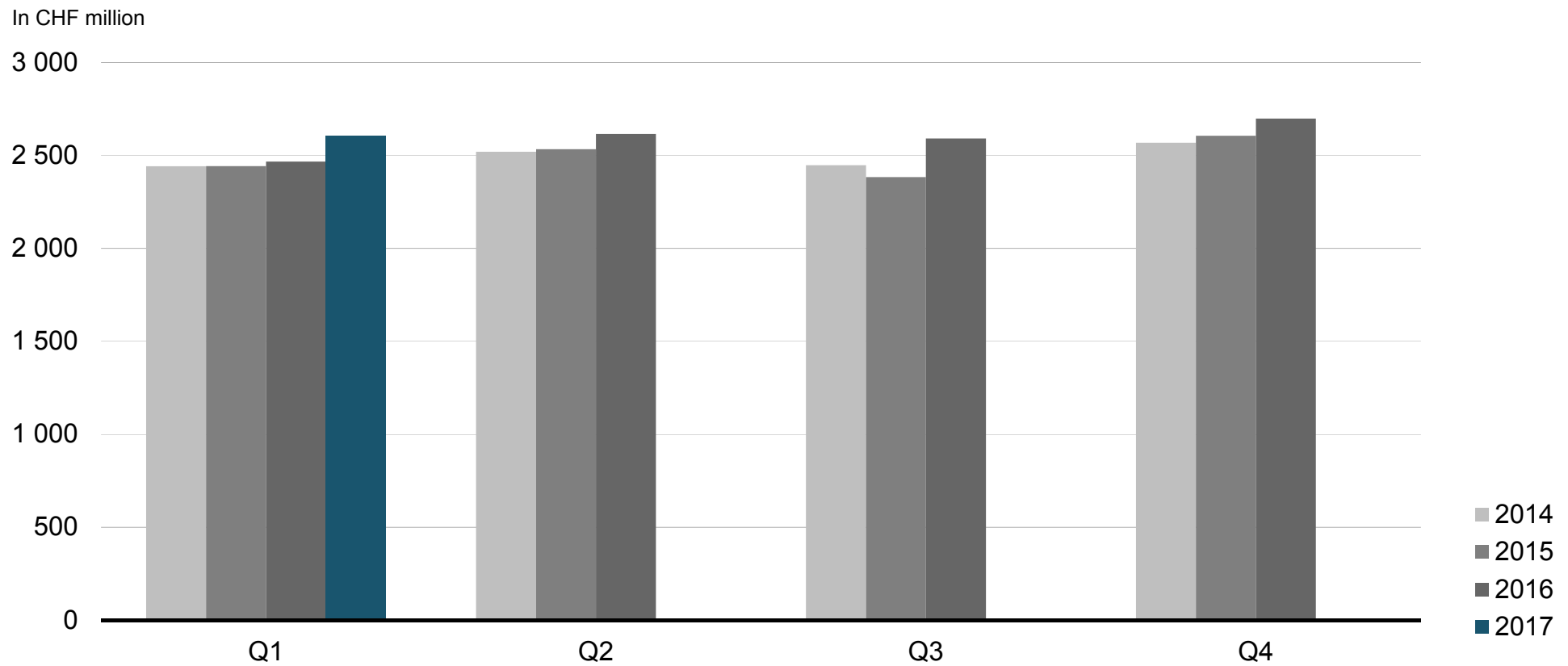


# Additional Charts

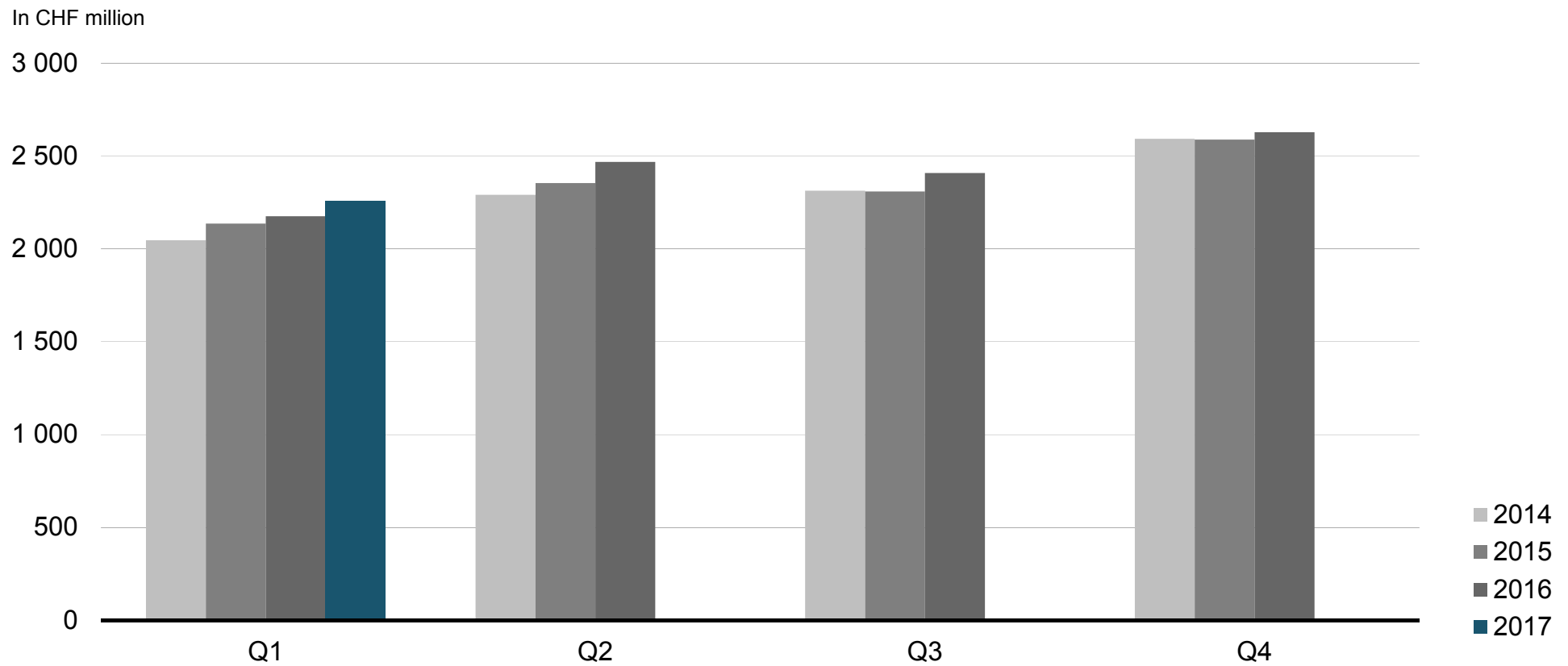
## Quarterly overview 2017/2016

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

# Quarterly development of orders received 2014 – 2017



# Quarterly development of revenue 2014 – 2017



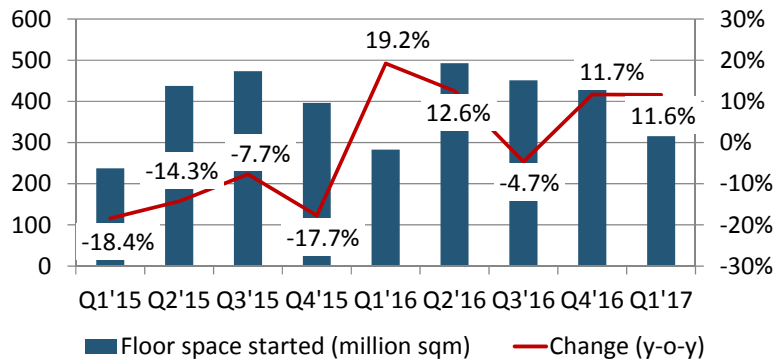
# Balance sheet

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
<b>Total assets</b>	<b>8 346</b>	<b>100.0</b>	<b>8 303</b>	<b>100.0</b>	<b>8 327</b>	<b>100.0</b>
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
<b>Total liabilities and equity</b>	<b>8 346</b>	<b>100.0</b>	<b>8 303</b>	<b>100.0</b>	<b>8 327</b>	<b>100.0</b>
<b>Net working capital</b>	<b>-910</b>		<b>-776</b>		<b>-924</b>	
<b>Net liquidity</b>	<b>2 160</b>		<b>2 455</b>		<b>1 930</b>	

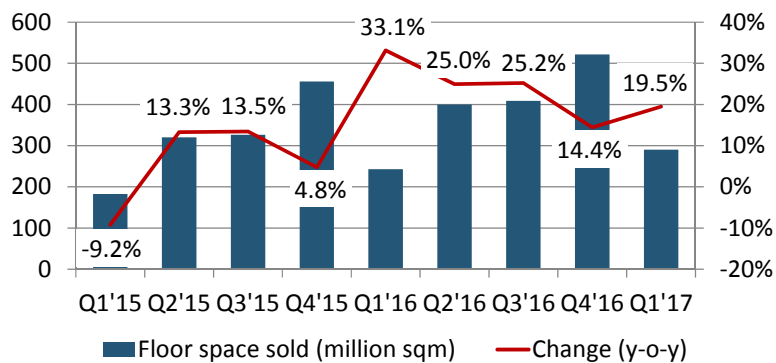
# China construction update

## 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

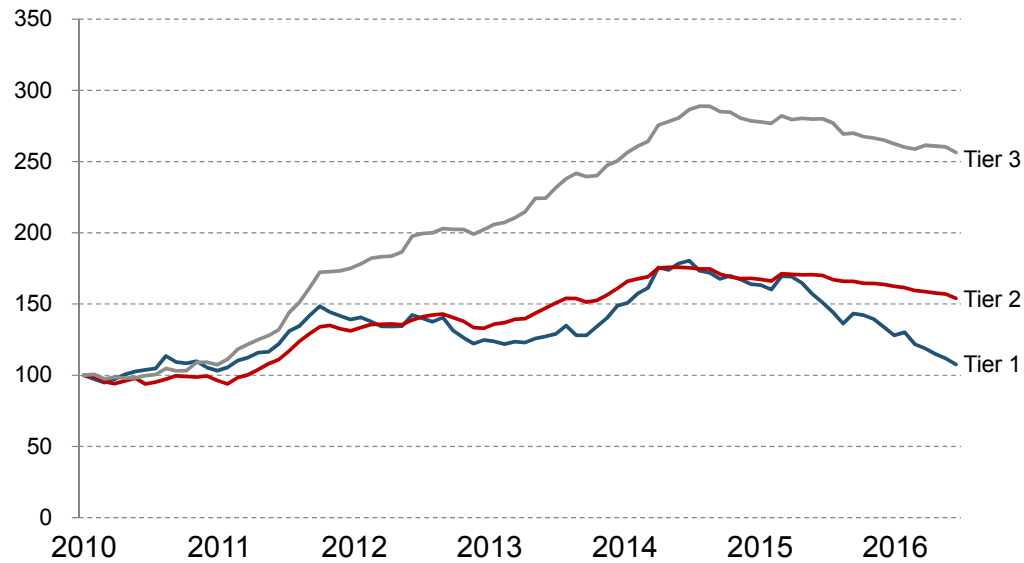
Source: National Bureau of Statistics of China, April 2017



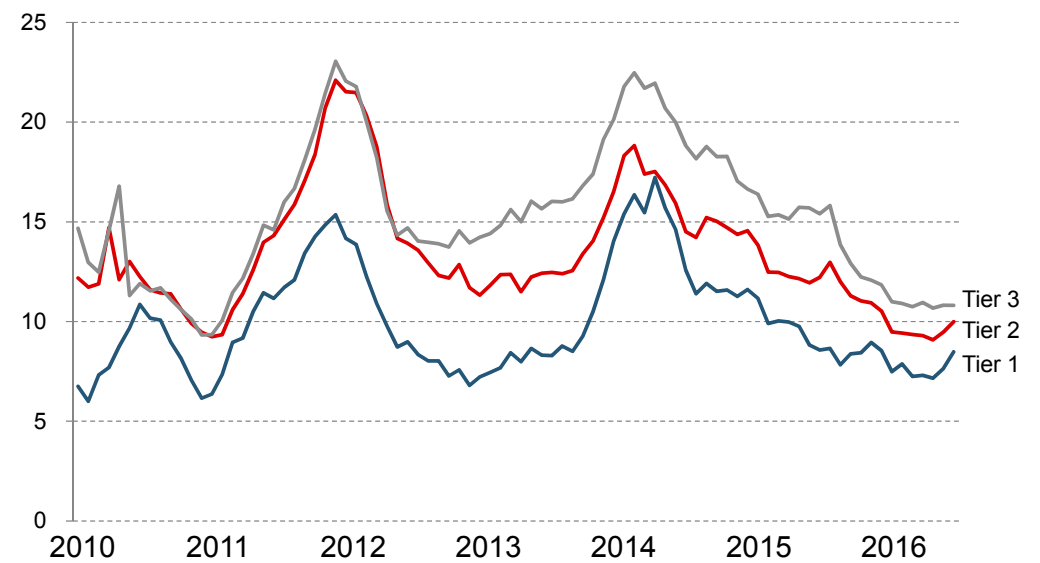
# China: inventories in tier 1 cities back at healthy 2010 levels

## 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