

# Key figures as of September 30, 2020

October 23, 2020

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# Challenging market environment

## Mixed recovery patterns in third quarter 2020

- Challenging environment continued to negatively affect construction industries worldwide
- Asia-Pacific and the Americas the worst affected, V-shaped recovery in China, EMEA has been showing more resilient
- Market contraction and fierce competition lead to pricing pressure, particularly in new installations and modernization
- Swiss franc appreciation continues

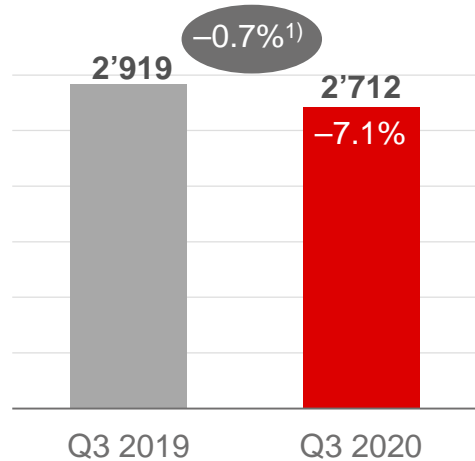
# Key figures overview

Uneven regional trends, strong adverse FX impacts

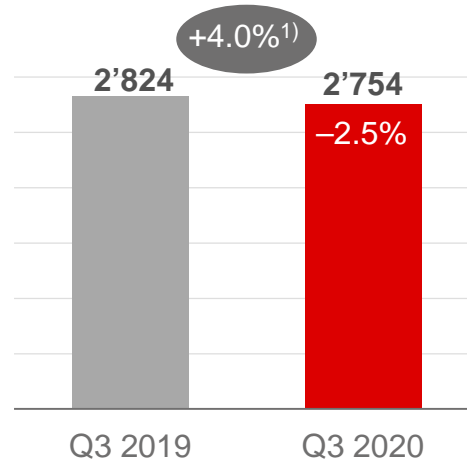
## Q3 2020

in CHF million

### Order intake



### Revenue



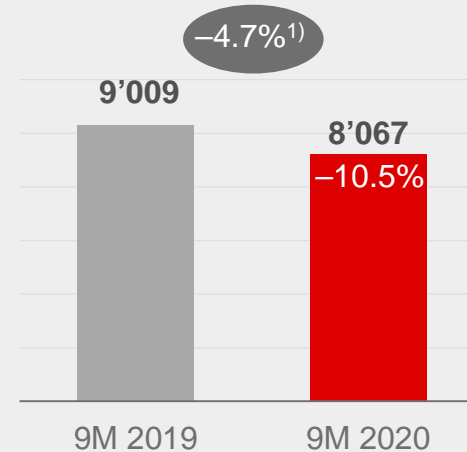
- Order intake driven by new installations and maintenance in China and EMEA
- Revenue development supported by order backlog execution and maintenance portfolio

1)  $\Delta$  in local currencies

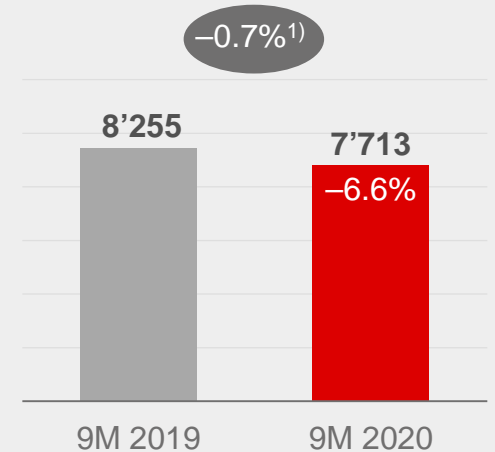
## 9M 2020

in CHF million

### Order intake



### Revenue



1)  $\Delta$  in local currencies

# Asia-Pacific

## China healthy, mixed development in South East Asia

### Strong markets in China, others muted

- China: robust new installations market after V-shaped recovery
- India: severely impacted but improving trend despite another rise in COVID-19 cases
- Other markets: slightly improved activities in only a few markets

### Schindler performance

- China as the driver of the region with strong performance in new installations and maintenance, overall growing vs. prior year
- Rest of Asia-Pacific with uneven development across all product lines
- Newly launched modular product range with positive customer response

# Americas

## High uncertainty and contracting commercial sector

### Pressure in new installations market across the region

- North America: new installations market in office and residential almost stable; infrastructure muted; commercial sector very challenging
- Latin America: market slowdown in residential; infrastructure projects postponed; decline in new installations due to economic and political uncertainties
- Pricing pressure in new installations and maintenance

### Schindler performance

- Significantly below previous year, except for maintenance
- North America: severe impact on modernizations and repairs in non-residential segment
- Latin America: all business segments affected by lockdowns and project delays

# EMEA

## Solid markets in Northern Europe, challenging in the South

### Overall improved new installations, resilience in maintenance

- Northern Europe: overall solid markets, with stable new installations and maintenance business
- Southern Europe: contracting commercial sector; many investment decisions postponed to 2021; residential and infrastructure markets stable; high pricing pressure in all segments

### Schindler performance

- Overall improvement
- Growing in all product lines, except for modernization
- Modular products launched in key markets



# Modular products launched

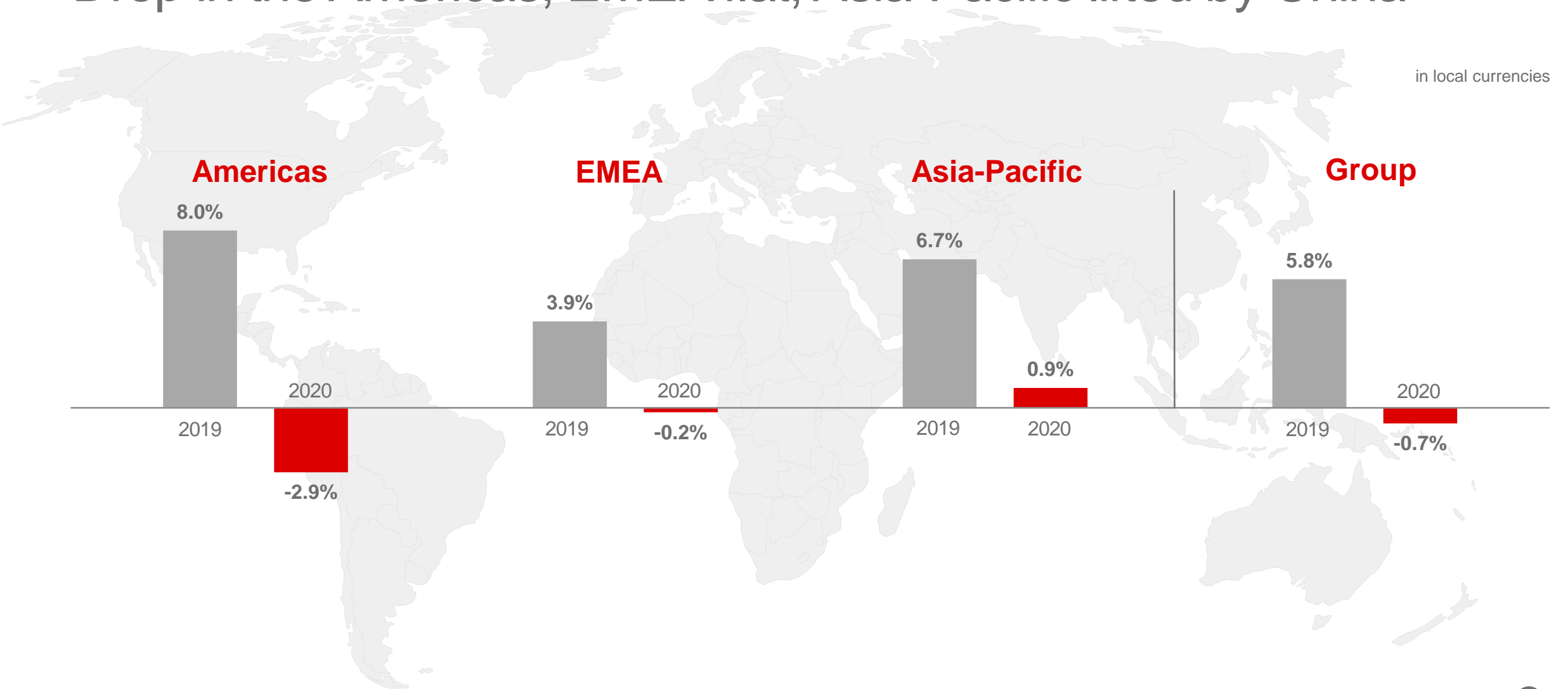
## Very positive customer feedback

- Seamless, tailor-made offering for customers
- Range of user-friendly design options
- State-of-the-art connectivity
- Enhanced user experience through cloud-enabled digital features
- Industry-leading data security standards
- Highest energy efficiency ratings
- Top-class quality performance
- Streamlined components
- Enhanced market coverage



# Revenue development in the first nine months by region

## Drop in the Americas, EMEA flat, Asia-Pacific lifted by China





# Profit development

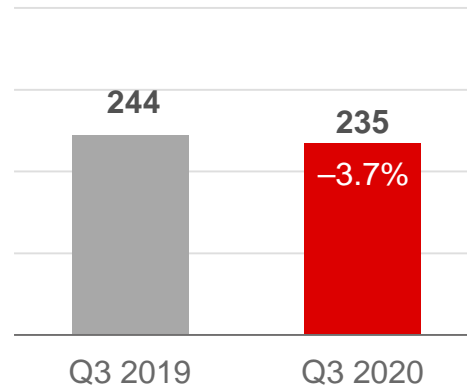
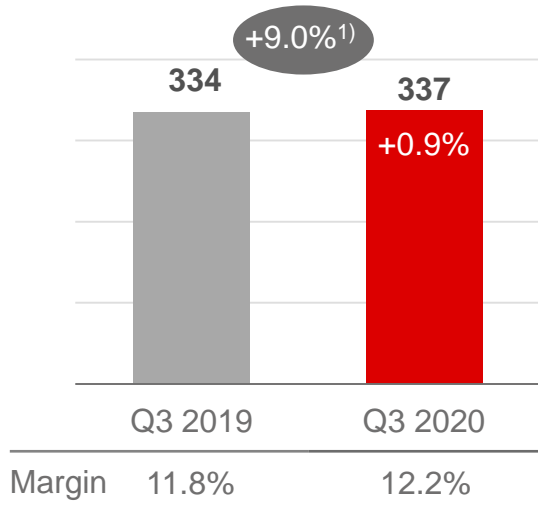
## Persisting significant negative FX impacts

### Q3 2020

in CHF million

EBIT adjusted

Net profit

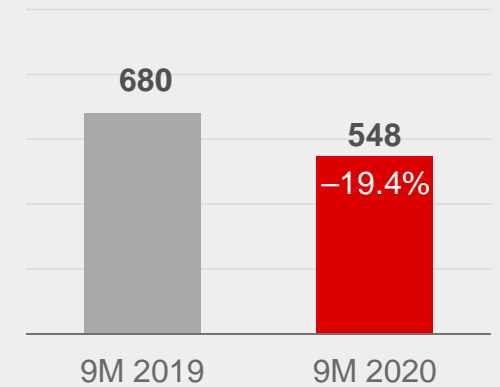
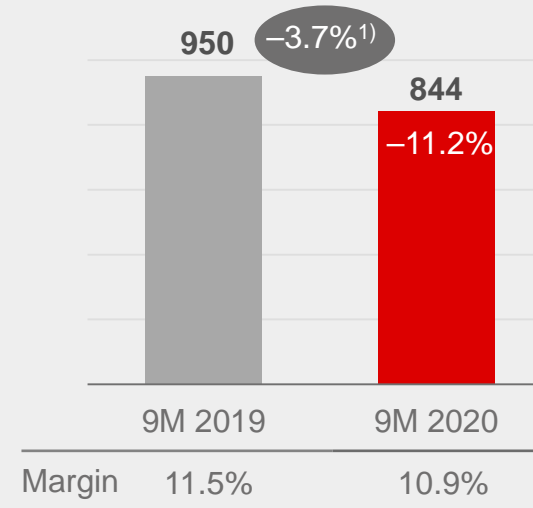


### 9M 2020

in CHF million

EBIT adjusted

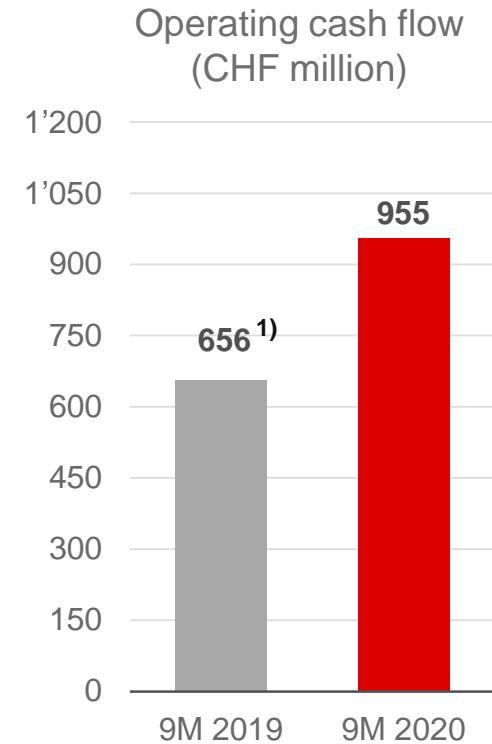
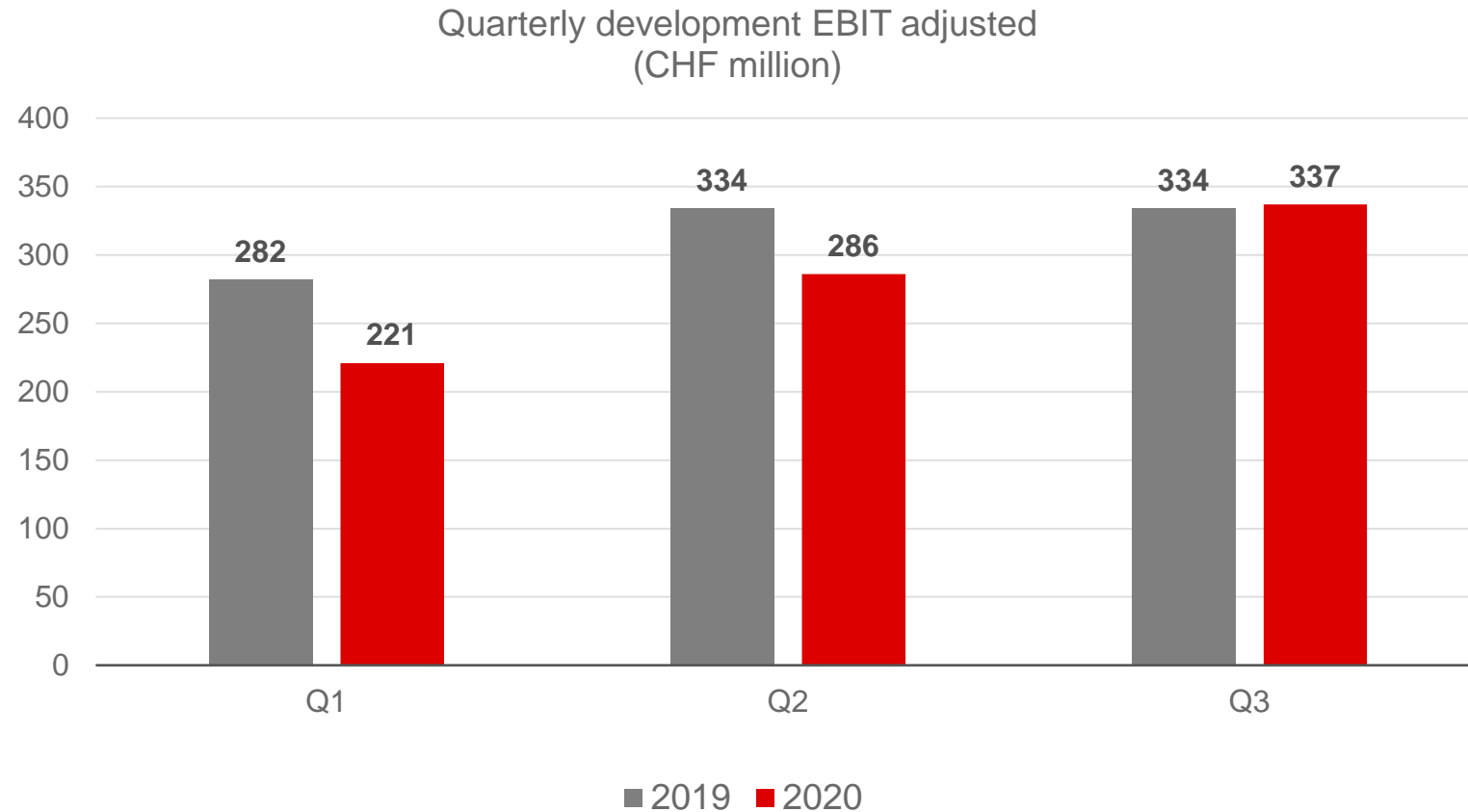
Net profit



1)  $\Delta$  in local currencies

1)  $\Delta$  in local currencies

# EBIT adjusted and cash flow development



1) CHF 813 million before one-off impacts

# Outlook 2020

As of October 23, 2020, based on potentially increased activities in key markets

## Business environment

- High level of uncertainty regarding economic developments
- No full market recovery to 2019 levels in sight until 2022
- Increased pricing pressure in new installations and modernization
- Opportunities with modular products, digitalization, and CleanMobility solutions
- Maintenance business largely resilient but facing increasing pricing pressure
- Long-term growth drivers remain intact

## Schindler outlook for FY 2020

- Revenue is expected to reach levels between 0% and –3% in local currencies
- Negative FX translation effects continue to be a burden
- Restructuring costs of up to CHF 130 million
- Net profit expected to reach between CHF 720 and CHF 760 million
- Continued investments in strategic initiatives



# Financial calendar

	2021
Annual results media conference	February 17
Ordinary General Meeting Schindler Holding Ltd.	March 23

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# Additional charts



# Key figures as of September 30, 2020

## July to September

In CHF million	Q3 2020	Q3 2019	Δ%	Δ% in LC
Order intake	2 712	2 919	−7.1	−0.7
Revenue	2 754	2 824	−2.5	4.0
Operating profit (EBIT)	313	327	−4.3	3.4
in %	11.4	11.6		
Operating profit (EBIT), adjusted	337 <sup>1)</sup>	334 <sup>2)</sup>	0.9	9.0
in %	12.2	11.8		
Financing and investing activities	−7	−7		
Profit before taxes	306	320	−4.4	
Income taxes	71	76		
Net profit	235	244	−3.7	
Earnings per share and participation certificate in CHF	2.03	2.13	−4.7	
Cash flow from operating activities	319	308	3.6	

1) Adjusted for restructuring costs (CHF 19 million) and expenses for BuildingMinds (CHF 5 million)

2) Adjusted for restructuring costs (CHF 2 million) and expenses for BuildingMinds (CHF 5 million)

# Key figures as of September 30, 2020

## January to September

In CHF million	9M 2020	9M 2019	Δ%	Δ% in LC
Order intake	8 067	9 009	−10.5	−4.7
Revenue	7 713	8 255	−6.6	−0.7
Operating profit (EBIT)	734	923	−20.5	−13.4
in %	9.5	11.2		
Operating profit (EBIT), adjusted	844 <sup>1)</sup>	950 <sup>2)</sup>	−11.2	−3.7
in %	10.9	11.5		
Financing and investing activities	−18	−39		
Profit before taxes	716	884	−19.0	
Income taxes	168	204		
Net profit	548	680	−19.4	
Earnings per share and participation certificate in CHF	4.76	5.92	−19.6	
Cash flow from operating activities	955	656 <sup>3)</sup>	45.6	

1) Adjusted for restructuring costs (CHF 96 million) and expenses for BuildingMinds (CHF 14 million)

2) Adjusted for restructuring costs (CHF 13 million) and expenses for BuildingMinds (CHF 14 million)

3) Before settlement of pension obligations (CHF −157 million) CHF 813 million

# Quarterly overview 2020/2019

In CHF million	2020				2019		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Order intake	2 712	2 635	2 720	3 114	2 919	3 122	2 968
Revenue	2 754	2 512	2 447	3 016	2 824	2 849	2 582
Operating profit (EBIT)	313	255	166	335	327	322	274
in %	11.4	10.2	6.8	11.1	11.6	11.3	10.6
Operating profit (EBIT), adjusted	337	286	221	364	334	334	282
in %	12.2	11.4	9.0	12.1	11.8	11.7	10.9
Financing and investing activities	−7	−9	−2	−18	−7	−17	−15
Profit before taxes	306	246	164	317	320	305	259
Income taxes	71	58	39	68	76	66	62
Net profit	235	188	125	249	244	239	197
Cash flow from operating activities	319	313	323	529	308	85	263



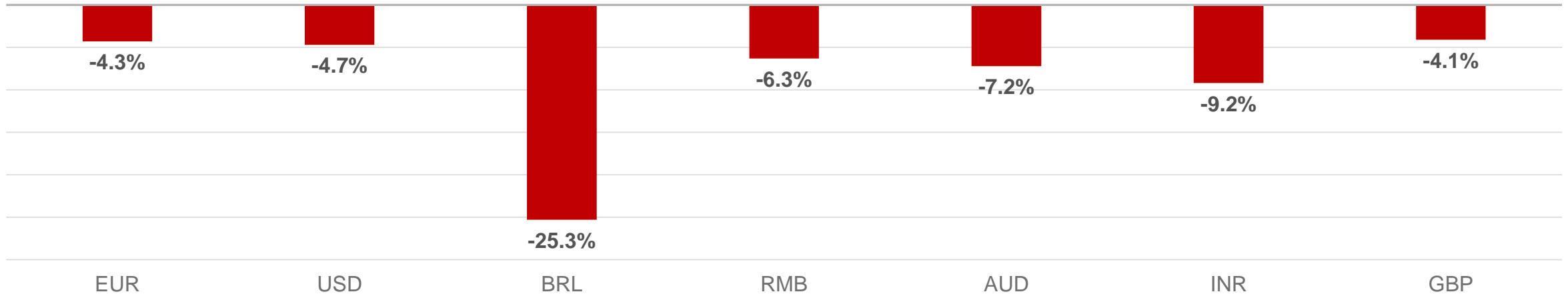
# Balance sheet

In CHF million	30.9.2020	in %	31.12.2019	in %	30.9.2019	in %
Cash and cash equivalents	2 208	20.7	2 370	22.4	2 180	21.2
Other current assets	4 929	46.1	4 587	43.2	4 360	42.3
<b>Total current assets</b>	<b>7 137</b>	<b>66.8</b>	<b>6 957</b>	<b>65.6</b>	<b>6 540</b>	<b>63.5</b>
Non-current assets	3 541	33.2	3 641	34.4	3 755	36.5
<b>Total assets</b>	<b>10 678</b>	<b>100.0</b>	<b>10 598</b>	<b>100.0</b>	<b>10 295</b>	<b>100.0</b>
Current liabilities	5 302	49.7	5 184	48.9	5 045	49.0
Non-current liabilities	1 592	14.9	1 531	14.5	1 391	13.5
<b>Total liabilities</b>	<b>6 894</b>	<b>64.6</b>	<b>6 715</b>	<b>63.4</b>	<b>6 436</b>	<b>62.5</b>
Equity	3 784	35.4	3 883	36.6	3 859	37.5
<b>Total liabilities and equity</b>	<b>10 678</b>	<b>100.0</b>	<b>10 598</b>	<b>100.0</b>	<b>10 295</b>	<b>100.0</b>
<b>Net working capital</b>	<b>−697</b>		<b>−600</b>		<b>−429</b>	
<b>Net liquidity</b>	<b>2 164</b>		<b>2 046</b>		<b>1 661</b>	

# Average exchange rate development 9M 2020 vs. 9M 2019

Persisting negative translation impact

against CHF



- CHF –484 million impact on 9M Revenues
- CHF –71 million impact on 9M EBIT adjusted