

	Q2 2024				Q3 2024				Full year 2024				Full year 2025				Full year 2026			
	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low	Average	Median	High	Low
Sales																				
Professional	991	993	1,025	954	1,015	1,026	1,059	971	4,006	4,050	4,142	3,822	4,137	4,135	4,350	4,016	4,292	4,233	4,567	4,137
Consumer	305	299	339	293	317	310	363	303	1,318	1,293	1,464	1,280	1,359	1,345	1,531	1,306	1,403	1,392	1,603	1,332
OEM	111	105	145	98	125	123	156	106	465	447	630	423	484	463	658	431	500	478	688	444
Conventional	115	113	128	110	112	109	131	104	456	454	505	437	374	365	429	344	311	308	386	258
Other	5	5	6	4	5	5	6	4	19	19	25	16	19	19	25	10	19	19	25	10
	1,525	1,524	1,555	1,503	1,576	1,577	1,613	1,522	6,269	6,266	6,385	6,121	6,376	6,401	6,588	6,155	6,524	6,578	6,831	6,233
CSG (%)																				
Professional	(5.5)%	(5.2)%	(2.0)%	(8.9)%	(3.2)%	(3.0)%	0.0%	(8.0)%	(4.5)%	(4.2)%	(2.2)%	(8.0)%	3.3%	4.0%	5.1%	0.0%	3.7%	4.0%	5.1%	2.0%
Consumer	(3.2)%	(4.0)%	(0.6)%	(5.6)%	(0.8)%	(1.0)%	2.0%	(3.6)%	(2.2)%	(1.8)%	(0.8)%	(4.5)%	3.1%	2.0%	5.0%	2.0%	3.2%	3.0%	4.8%	2.0%
OEM	(1.5)%	(3.0)%	6.5%	(5.0)%	(2.8)%	(1.0)%	2.0%	(12.0)%	(1.9)%	(2.0)%	3.5%	(5.7)%	3.9%	4.4%	5.0%	2.0%	3.3%	3.0%	5.0%	1.0%
Conventional	(27.7)%	(29.0)%	(20.0)%	(31.0)%	(22.7)%	(25.0)%	(10.0)%	(28.0)%	(26.7)%	(27.1)%	(19.0)%	(30.0)%	(18.1)%	(17.6)%	(15.0)%	(25.0)%	(17.1)%	(16.5)%	(10.0)%	(25.0)%
	(7.0)%	(7.1)%	(5.4)%	(8.7)%	(4.3)%	(3.9)%	(2.4)%	(7.7)%	(5.8)%	(5.6)%	(4.2)%	(8.1)%	1.7%	2.2%	3.2%	(0.6)%	2.4%	2.7%	3.7%	1.0%
Adjusted EBITA																				
Professional	88	85	104	78	113	113	120	107	404	405	427	371	463	464	506	402	504	522	590	426
Consumer	29	29	33	21	35	35	40	31	148	150	159	127	161	153	192	139	168	161	195	153
OEM	9	9	11	7	14	13	17	11	46	43	67	37	52	49	83	40	54	53	80	43
Conventional	21	21	22	19	20	20	24	19	81	80	91	75	66	65	80	57	54	54	73	44
Other	(10)	(9)	(7)	(19)	(9)	(8)	(4)	(19)	(43)	(36)	(29)	(79)	(42)	(33)	(22)	(78)	(43)	(34)	(26)	(77)
	138	137	148	130	174	173	179	170	640	649	669	577	702	696	765	612	744	759	841	642
Adjusted EBITA margin (%)																				
Professional	8.9%	8.6%	10.9%	8.0%	11.2%	11.0%	12.2%	10.5%	10.3%	10.1%	12.4%	9.5%	11.3%	11.0%	13.2%	10.0%	11.9%	11.8%	14.0%	10.3%
Consumer	9.4%	10.0%	10.6%	7.0%	11.1%	11.0%	11.9%	10.0%	11.3%	11.5%	12.0%	9.9%	12.0%	12.0%	12.9%	10.7%	12.1%	12.0%	13.6%	11.4%
OEM	8.3%	8.7%	9.5%	7.1%	10.9%	10.7%	12.5%	9.2%	10.0%	9.6%	12.0%	8.7%	10.8%	10.5%	12.6%	9.3%	10.9%	11.0%	12.2%	9.7%
Conventional	17.8%	17.8%	18.6%	16.8%	18.1%	18.0%	19.2%	17.2%	17.7%	17.6%	18.3%	17.2%	17.2%	17.5%	18.6%	14.5%	16.8%	17.5%	18.9%	13.3%
	9.0%	9.0%	9.7%	8.6%	11.0%	10.9%	11.5%	10.7%	10.2%	10.3%	10.7%	9.2%	11.0%	10.8%	12.2%	9.7%	11.4%	11.4%	13.2%	10.0%
Restructuring & other incidentals																				
Professional	(19)	(15)	(7)	(35)	(11)	(10)	(5)	(20)	(62)	(59)	(35)	(92)	(41)	(34)	(15)	(70)	(47)	(30)	(15)	(94)
Consumer	(6)	(4)	(3)	(14)	(4)	(4)	(1)	(7)	(22)	(18)	(10)	(42)	(12)	(11)	(8)	(15)	(11)	(10)	(8)	(14)
OEM	(2)	(1)	0	(6)	(1)	(1)	0	(3)	(6)	(5)	0	(18)	(3)	(4)	0	(6)	(3)	(4)	0	(6)
Conventional	(7)	(6)	(5)	(12)	(6)	(5)	(4)	(8)	(27)	(22)	(20)	(40)	(20)	(20)	(9)	(30)	(18)	(20)	(5)	(28)
Other	(4)	(4)	0	(12)	(2)	(2)	0	(5)	(13)	(17)	0	(24)	(6)	(4)	0	(16)	(6)	(4)	0	(16)
	(34)	(29)	(16)	(65)	(27)	(25)	(14)	(42)	(126)	(123)	(80)	(190)	(88)	(92)	(35)	(151)	(82)	(83)	(30)	(136)
EBITA																				
Professional	76	77	84	69	106	107	110	98	353	367	375	319	444	434	491	410	481	450	575	431
Consumer	21	22	29	12	32	33	34	28	125	133	136	109	149	145	178	124	157	152	172	143
OEM	8	8	10	5	12	13	14	11	41	42	49	32	51	49	77	35	54	53	74	38
Conventional	13	14	16	8	14	15	16	11	52	56	58	40	45	44	58	36	35	34	47	25
Other	(15)	(12)	(7)	(27)	(13)	(12)	(7)	(24)	(66)	(68)	(31)	(96)	(60)	(65)	(22)	(94)	(55)	(53)	(22)	(93)
	104	106	128	76	147	148	157	133	516	509	578	462	621	623	781	512	670	657	873	556
Income from operations	85	86	111	56	128	130	140	111	444	449	510	384	549	540	716	443	598	578	811	493
Financial income and expenses	(22)	(19)	(15)	(31)	(22)	(21)	(15)	(30)	(83)	(76)	(60)	(115)	(74)	(66)	(35)	(117)	(62)	(60)	(28)	(96)
Income tax expenses	(14)	(13)	(6)	(21)	(24)	(22)	(21)	(29)	(77)	(78)	(59)	(101)	(106)	(100)	(90)	(133)	(119)	(115)	(100)	(152)
Associates	(0)	0	0	(2)	(0)	0	0	(2)	(1)	0	0	(8)	(1)	0	0	(7)	(1)	0	0	(5)
Net income	47	46	75	23	82	83	98	66	280	278	361	233	367	368	524	279	416	411	598	315
Working capital ¹									399	404	477	323	408	394	506	320	408	380	507	304
Free cash flow ¹									425	426	489	337	491	469	585	430	536	516	632	491
Net debt ¹									870	881	938	778	636	653	711	528	367	375	515	201
Earnings per share in EUR	0.37	0.34	0.57	0.18	0.64	0.65	0.74	0.52	2.18	2.17	2.85	1.80	2.90	2.80	4.51	2.19	3.36	3.16	5.67	2.47
Dividend per share in EUR									1.56	1.60	1.60	1.32	1.64	1.65	1.79	1.38	1.73	1.70	2.23	1.35

¹Consensus for Q2 and Q3 working capital, free cash flow and net debt not available due to an insufficient number of estimates.