

# FINAL REMARKS

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CAPITAL  
MARKETS  
DAY 2018



**ORGANIC  
SUSTAINABLE  
GROWTH**

ORGANIC  
SUSTAINABLE  
GROWTH

**Value  
over  
volume.**

**Lean  
operating  
model.**

# ORGANIC SUSTAINABLE GROWTH

The best **converged smart infrastructure.**

Focus on **profitable growth** segments.

Acceleration of **simplification** and **digitalization.**

ORGANIC

SUSTAINABLE

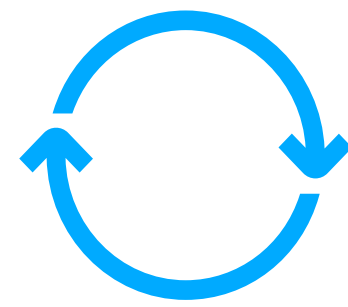
GROWTH

**Solid &  
Attractive.  
Maximizing  
value.**



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**Organic growth**  
of Adjusted EBITDA



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**Stable Capex**  
envelope



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**Sustainable**  
FCF growth

ORGANIC  
SUSTAINABLE  
GROWTH