

## AT A GLANCE

# A year of records

The gratifying development of our results of this past financial year provide further confirmation of our profitability-oriented growth strategy, which particularly reflects our dedicated investment policy over recent years. We posted new records for sales as well as EBIT and net income.

## Key figures

in CHF 1,000	2018	2017
Net sales	871,070	786,175
Change to prior year in %	10.8	13.1
Gross profit	275,768	253,151
Personnel expenses	176,483	164,102
in % of net sales	20.3	20.9
EBITDA	124,940	112,030
in % of net sales	14.3	14.3
EBIT	108,821	97,048
in % of net sales	12.5	12.3
Net income	85,410	80,193
in % of net sales	9.8	10.2
Cash flow <sup>1)</sup>	101,529	95,175
in % of net sales	11.7	12.1
Capital expenditures	27,791	22,695
Operating net working capital <sup>2)</sup>	333,010	294,010
in % of net sales	38.2	37.4
Net debt	130,162	124,023
Shareholders' equity	309,650	263,962
in % of total assets	51.3	48.9
Total assets	604,094	539,758
Return on equity	29.8	34.0
Return on average capital employed (ROCE)	21.5	20.8
Dividend yield in % (Basis: share price at Dec. 31)	3.2	1.8
Earnings per share <sup>3) 4)</sup>		
Registered A share in CHF	10.95	10.33
Registered B share in CHF	2.19	2.07
Price/earnings ratio (Basis: share price at Dec. 31)	12.8	22.3
Price/book value per share	3.4	6.6
Annual weighted average number of employees <sup>5)</sup>	2,307	2,162
Net sales per employee <sup>6)</sup>	377.6	363.6

1) Net income + depreciation and amortization

2) Accounts receivable, inventories, less accounts payable

3) Basis: Average capital entitled to dividend

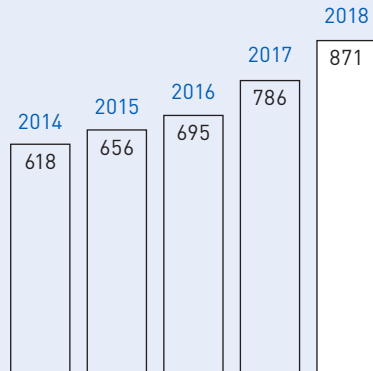
4) Basis: Share attributable to shareholders of Bossard Holding AG

5) Average full time equivalent

6) Basis: Annual weighted average number of employees

## Net Sales

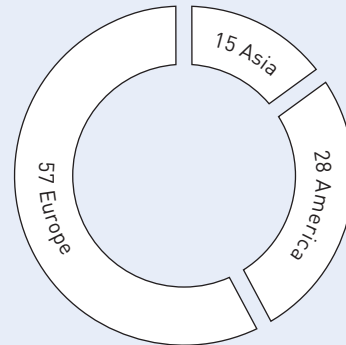
in CHF million



Sales rises by **10.8 percent** to a new record level of CHF 871.1 million.

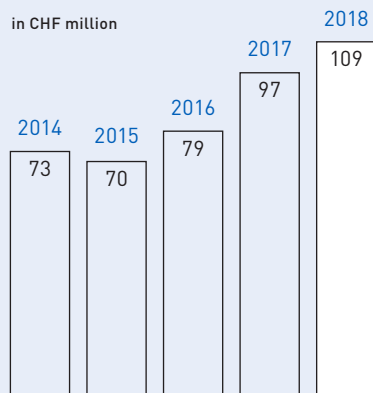
## Geographic Sales Distribution

in %



## EBIT

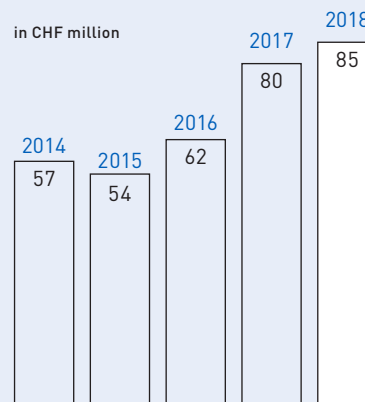
in CHF million



Targeted investments pay off – EBIT increases by **12.1 percent** to a new record high.

## Net Income

in CHF million



**+6.5 percent**  
Net income at record high – basis for future growth.

Cost pressure is forcing many industrial enterprises to focus on **leaner processes** and **cost structures**. Together with our customers, we analyze ways and opportunities to optimize costs and reduce lead times, thus boosting efficiency and productivity. Our **methods and technologies** support this effort and today are core elements of profitable growth for our

customers. With our **Assembly Technology Expert** services, we support our customers with engineering expertise from product design to production. In addition, our **Smart Factory Logistics** solutions offer our customers not only a smooth and reliable supply of B- and C-parts but also make their production ready for the future.