

AT A GLANCE

Slower growth – vigorous investment activity

Even in the face of deteriorating global market conditions, the Bossard Group again posted growth in the financial year 2019. The more challenging market environment, along with investments in expanding our engineering and Smart Factory Logistics services, brought about a lower annual result.

Key figures

in CHF 1,000	2019	2018
Net sales	876,224	871,070
Change to prior year in %	0.6	10.8
Gross profit	273,253	275,768
Personnel expenses	180,920	176,483
in % of net sales	20.6	20.3
EBITDA	113,612	124,940
in % of net sales	13.0	14.3
EBIT	95,705	108,821
in % of net sales	10.9	12.5
Net income	75,959	85,410
in % of net sales	8.7	9.8
Cash flow ¹⁾	93,866	101,529
in % of net sales	10.7	11.7
Capital expenditures	34,649	27,791
Operating net working capital ²⁾	359,745	333,010
in % of net sales	41.1	38.2
Net debt	187,716	130,162
Shareholders' equity	304,524	309,650
in % of total assets	46.7	51.3
Total assets	652,729	604,094
Return on equity	24.7	29.8
Return on average capital employed (ROCE)	16.8	21.5
Dividend yield in % (Basis: share price at Dec. 31)	2.3	3.2
Earnings per share ^{3) 4)}		
Registered A share in CHF	9.73	10.95
Registered B share in CHF	1.95	2.19
Price/earnings ratio (Basis: share price at Dec. 31)	18.0	12.8
Price/book value per share	4.4	3.4
Annual weighted average number of employees ⁵⁾	2,447	2,307
Net sales per employee ⁶⁾	358.1	377.6

1) Net income + depreciation and amortization

2) Accounts receivable, inventories, less accounts payable

3) Basis: Average capital entitled to dividend

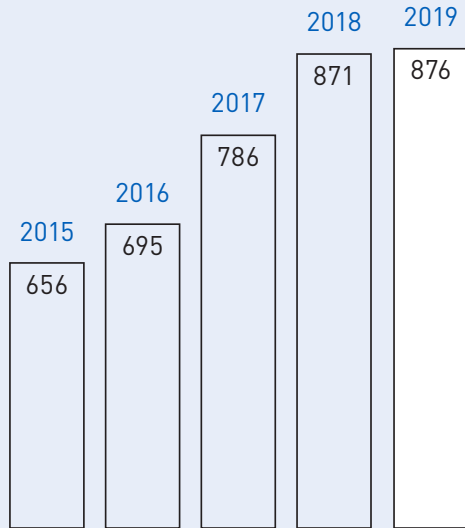
4) Basis: Share attributable to shareholders of Bossard Holding AG

5) Average full time equivalent

6) Basis: Annual weighted average number of employees

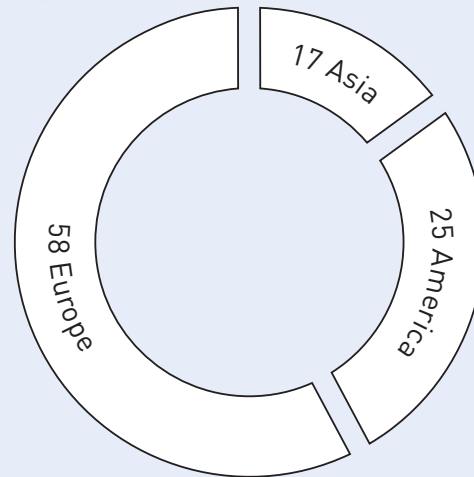
Net Sales

in CHF million



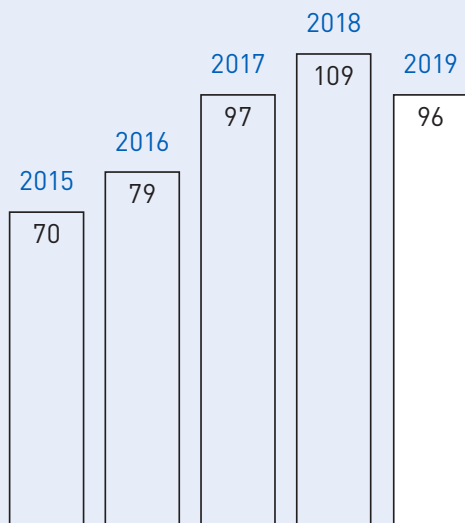
Geographic Sales Distribution

in %



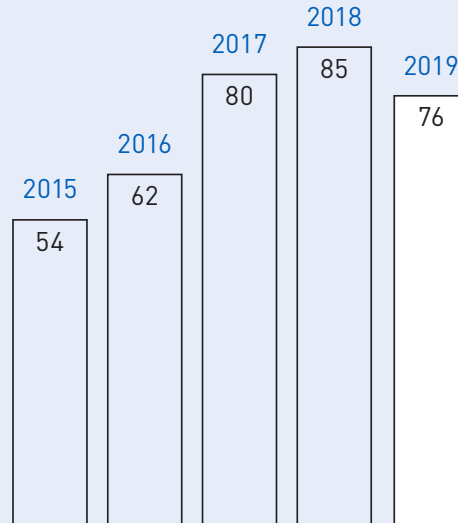
EBIT

in CHF million



Net Income

in CHF million



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.