

AT A GLANCE

All-time highs – record-breaking profitability

Bossard continues on its growth track: Sales, EBIT, and net income rose to new heights also in 2017. This development confirms our investment policy that targets profitable growth.

Key figures

in CHF 1,000	2017	2016
Net sales	786,175	695,015
Change to prior year in %	13.1	5.9
Gross profit	253,151	219,649
Personnel expenses	164,102	145,668
in % of net sales	20.9	21.0
EBITDA	112,030	91,114
in % of net sales	14.3	13.1
EBIT	97,048	78,509
in % of net sales	12.3	11.3
Net income	80,193	62,434
in % of net sales	10.2	9.0
Cash flow ¹⁾	95,175	75,039
in % of net sales	12.1	10.8
Capital expenditures	22,695	40,021
Operating net working capital ²⁾	294,010	264,557
in % of net sales	37.4	38.1
Net debt	124,023	158,767
Shareholders' equity	263,962	207,644
in % of total assets	48.9	41.9
Total assets	539,758	495,769
Return on equity	34.0	31.7
Return on average capital employed (ROCE)	20.8	18.5
Dividend yield in % (Basis: share price at Dec. 31)	1.8	2.3
Earnings per share ^{3) 4)}		
Registered A share in CHF	10.33	8.04
Registered B share in CHF	2.07	1.61
Price/earnings ratio (Basis: share price at Dec. 31)	22.3	17.8
Price/book value per share	6.6	5.2
Annual weighted average number of employees ⁵⁾	2,162	2,012
Net sales per employee ⁶⁾	363.6	345.4

1) Net income + depreciation and amortization

2) Accounts receivable, inventories, less accounts payable

3) Basis: Average capital entitled to dividend

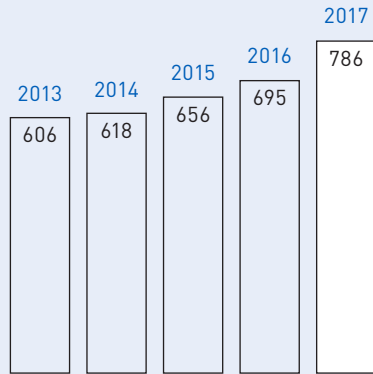
4) Basis: Share attributable to shareholders of Bossard Holding AG

5) Average full time equivalent

6) Basis: Annual weighted average number of employees

Net Sales

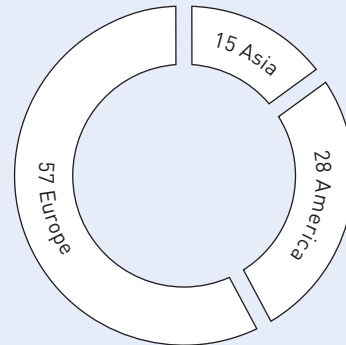
in CHF million



Sales rises by **13.1 percent** to a new record level of CHF 786.2 million.

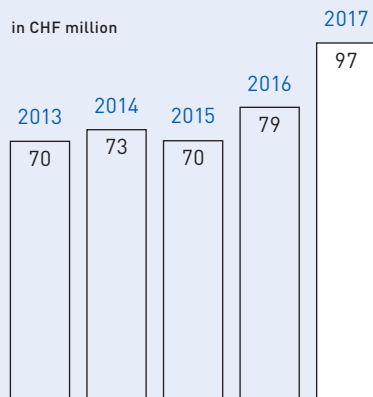
Geographic Sales Distribution

in %



EBIT

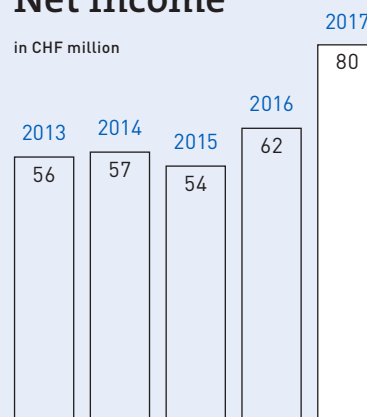
in CHF million



Targeted investments pay off – EBIT increases by **23.6 percent** to a new record high.

Net Income

in CHF million



+28.4 percent
Net income at record high – basis for future growth.

Cost pressure is forcing many industrial companies to focus on **leaner processes** and **cost structures**. Together with our customers, we analyze ways and opportunities to optimize costs and reduce throughput times, thus boosting efficiency and productivity. These efforts are supported by **Smart Factory** and

Industry 4.0, which have become core elements for our customers' **profitable growth**. Our **Smart Factory Logistics** method offers our customers not only a smooth and reliable supply of B- and C-parts but also makes their production ready for the future: networking the **supply chain** right up to the **assembly line**.