

Bucher's success yesterday – today – tomorrow

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2 0 0 7

YEARS

## Bucher yesterday: from blacksmith's shop to global corporation

**1807** Heinrich Bucher(-Weiss) (1784–1850) ran the Murzeln blacksmith's shop in Niederweningen.

**1817** A fire destroyed the blacksmith's shop, and a new "headquarters" was built by the Surb river.



**1844** Heinrich Bucher(-Bucher) (1815–1876) took over the blacksmith's shop.

**1853** Water power now drove the bellows and hammer in the workshop where agricultural implements were made.

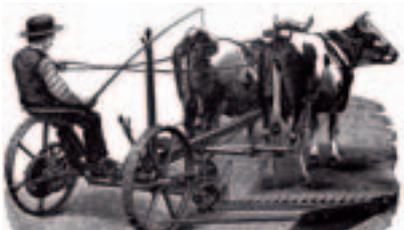
**1871** Johann Bucher(-Manz) (1843–1919) took over the business. 4 employees.

**1874** Business registered as "Johann Bucher, mechanische Werkstätte, Fabrikation von mechanischen Bestandteilen landwirtschaftlicher Maschinen".

**1890** Bucher was also selling foreign-made agricultural machinery.

**1891** The Wehntal railway was opened, with Niederweningen as its terminus.

**1891-1900** Bucher had great success selling McCormick mowers made in the USA.



**After 1895** Collaboration with Fahr in Gottmadingen, Germany. Imports of fork hay tedders.

**1896** Company renamed "Maschinenfabrik Johann Bucher-Manz, Niederweningen". 30 employees.

**1897** A Sulzer 25 hp steam engine powered some 30 machine tools.

**1901** First hydraulic fruit press with a 600 bar high pressure pump.

**1904** Jean Bucher (-Guyer) (1875–1961) took over the company's management.



**1918** Company renamed "Maschinenfabrik Jean Bucher-Guyer". 150 employees.

**1921** The "Luna" centrifugal slurry pump found a ready market in Switzerland and abroad.

**1923** "Maschinenfabrik Johann Bucher" established in Griessen, Südbaden.



**1931** The "Mostfritz" fruit press won new customer groups.

**1934** A horse-drawn mower with an auxiliary engine was Bucher's first motorized agricultural machine.



**1934** Walter Hauser(-Bucher) (1904–1967) gradually took over the management of the business. 215 employees in Niederweningen, 40 in Griessen.

**1938** Wehntal railway line extended to the factory site.

**1940** First presses for the plastics industry.

**1945** First "Record" two-wheel power mower. By 2003, a total of 116 000 two-wheel motor-driven machines had been delivered.



**1946** Bucher-Guyer acquired a stake in Kuhn, agricultural machinery manufacturer in Saverne, France.

**1950** The KT 10 walking tractor went into production.



**1951** Business converted into a joint stock company named "Bucher-Guyer AG".

**1954** Production of the Bucher tractor started up. By 1964, a total of 5 000 had been delivered.



**1962** Bucher self-loading trailer sparked a sales boom. By 1987, a total of 12 000 had been delivered.

**1963** Bucher started selling Fiat tractors.

**1965** First HP 5000 universal fruit press.



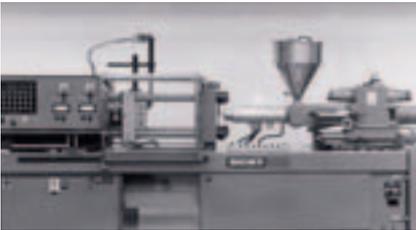
**1966** Agricultural and municipal transporter went into production.

**1967** Management taken over by directors Rudolf Hauser (1937), as delegate of the board, Hans Hauser (1935–1996) and later Thomas Hauser (1940).

**1969** Gyorakes, and later mower conditioners, went into production under licence.



**1972** First TS thermoset injection moulding machine.



**After 1975** Bonds listed on the stock exchange and publication of an annual report.

**1984** Group holding structure put in place. "Bucher Holding AG" established.

**1986** Bucher Holding went public, with bearer shares listed on the stock exchange. Group sales of CHF 430 million, 2 730 employees.

**1986** Grape press manufacturer CMMC acquired (1994 Vaslin Bucher).



**Since 1987** Kuhn Group expanded with the acquisitions of Huard (1987), Audureau (1993), Nodet (1996), Knight (2002) and Metasa (2005).

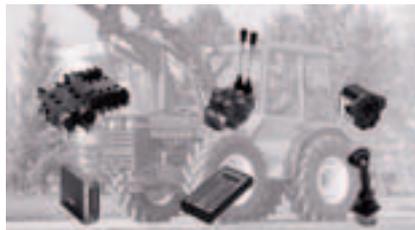


**1989** Laeis GmbH acquired (Laeis-Bucher).

**1991** Rolba sweeper and snow blower business acquired (merged with Bucher-Guyer in 1993).

**1994** Schörling truck-mounted sweeper business acquired and Bucher-Schörling established.

**Since 1994** Bucher Hydraulics expanded with the acquisitions of Hidroirma (1994), Beringer Hydraulik (1996) and Hydrotechnik Frutigen (1997).

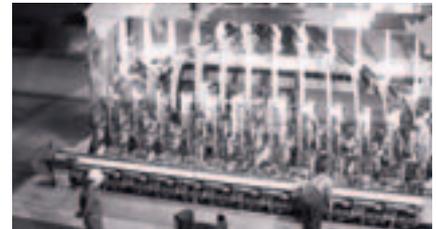


**1994-2002** A total of 3 600 "Duro" all-terrain vehicles delivered, of which 3000 went to the Swiss army.



**1996** Core businesses organized into divisions: agricultural machinery (Kuhn Group), vehicles (Bucher Municipal), food processing (Bucher Process), hydraulic components (Bucher Hydraulics) and machinery (Laeis-Bucher).

**1998** Emhart Glass acquired as another core business.



**2000** Bucher Holding AG became "Bucher Industries AG".

**2002** Philip Mosimann appointed chief executive officer, Rudolf Hauser chairman of the board.

**2003** Power mower business sold, marking the end of agricultural machinery manufacturing at the Niederweningen site.

**2003** "Duro" all-terrain vehicle business sold.

**2003** Remaining operations of the former (Laeis-Bucher) machine division sold.

**2005** UK-based Johnston Sweepers business acquired.

**2005** Bucher Industries standard registered shares listed on the stock exchange.

**2006** Group sales of CHF 2 087 million, 6 775 employees.

## Bucher today: serving its customers worldwide

### Our customers worldwide

Farmers and agricultural contractors

City and local authorities  
Airports  
Industrial plants

### Our range of products

Machinery for soil preparation, seeding, fertilizing, spraying, hay and silage making, bedding and feeding

Municipal vehicles for cleaning and snow clearing of public and private traffic areas



Hay and silage making and soil preparation machines

Compact and truck-mounted sweepers and airport cleaning equipment

### Did you know that...

...One in three stems of fodder mechanically harvested worldwide is cut by a machine from Kuhn Group?

...One in three pavements mechanically swept in Europe is cleaned by a municipal vehicle from Bucher Municipal?

### Our organization in five industrially related divisions

#### Kuhn Group

The world's leading supplier of mounted and trailed agricultural machinery

#### Bucher Municipal

The world's leading supplier of municipal cleaning vehicles

Main locations

France, USA, Brazil

Switzerland, Germany, Italy, UK, Denmark, Latvia, South Korea and Australia

2006 sales (CHF million)

779

537

2006 employees

2 748

1 482

### Our group

Fruit juice producers  
Wine producers  
Food, pharmaceutical, and waste water  
treatment plants

Machinery and equipment for fruit juice and  
wine production as well as drying applications



Fruit juice and wine production equipment

...One in two glasses of apple juice and one in  
three glasses of wine consumed worldwide come  
off presses from Bucher Process?

### **Bucher Process**

The world's leading manufacturer of fruit juice  
and wine production equipment

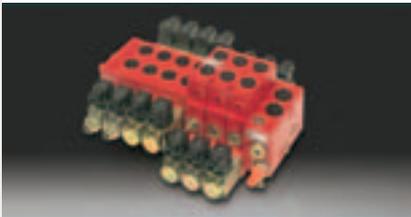
Switzerland, France

140

506

Manufacturers of vehicles and machines,  
elevators and industrial equipment

Custom and application-specific hydraulic drive  
and control systems for mobile and industrial  
applications



Mobile and industrial hydraulic components

...Many million tons of loads are lifted worldwide  
every day using components from Bucher  
Hydraulics?

### **Bucher Hydraulics**

A leading international manufacturer of hydrau-  
lic components for specific applications

Germany, Switzerland, Italy

308

1 164

Glass container industry

Glass forming and inspection machinery,  
components and services for the glass container  
industry



Glass forming and inspection machinery

...One in three glass containers/bottles used  
worldwide is made on machinery from Emhart  
Glass?

### **Emhart Glass**

The world's leading supplier of equipment for  
the glass container industry

Switzerland, Sweden, Italy, USA, Malaysia

332

862

## **Bucher Industries**

2006 sales (CHF million): 2 087  
2006 employees: 6 775

## Bucher tomorrow: quality – innovation – success

### Bucher Industries – a global technology group...

#### Quality products to serve our customers

Our roots lie in solid mechanical workmanship, steadily developed over two centuries into comprehensive technological expertise in hardware, software and processes.

Our hallmark is our pursuit of quality and precision to deliver value to our customers at reasonable cost.

Our customers know they can depend on the quality of our products and reliability of our services.

Our customers' satisfaction and long-term business relationships with us are the cornerstone of our business.



Bucher Industries manufacturing sites worldwide



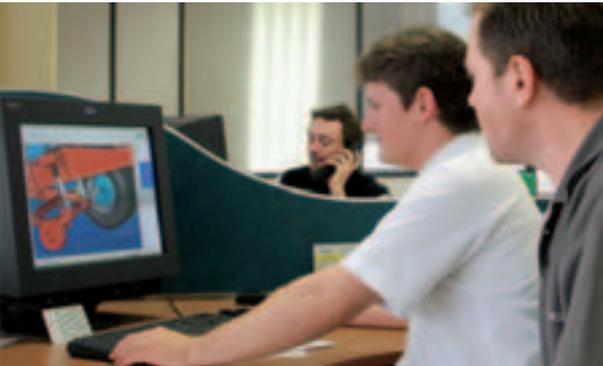
### Innovation for dynamic development and progress

Our company's development and progress has always been, and will continue to be, driven by our ongoing commitment to updating and improving products, processes and organizational structures.

We strive to maintain a competitive edge and ensure market success by working intensively on innovations in products and services.

We have become European and global market leaders in our areas of expertise and aim to keep strengthening these positions.

The experience and professionalism of our staff at all levels and in all our businesses lie at the heart of our innovative capabilities.



### Profitability in the interest of all our stakeholders

Financial health, profitability and creditworthiness are the key ingredients without which our business would not have been able to grow and offer the products and jobs it does today.

Leveraging the entrepreneurial spirit of everyone involved, we seek to deliver profits and create enterprise value.

The profits we generate represent the return on capital employed and provide funds to modernize and expand our business.

Our healthy financial position is the foundation for ensuring the company's future in independence and prosperity for the benefit of all stakeholders.



## ...serving all its stakeholders

**The success of our business is in the interest of:**

- Our customers worldwide
- Our staff at all levels and in all businesses
- Our shareholders and creditors
- Our business partners, distribution partners, suppliers and service providers
- The public wherever we operate

1807  
2007  
YEARS

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