

Key figures

Group

CHF million	change in					
	2018	2017	%	% ¹⁾	% ²⁾	
Order intake	3 205.9	2 870.7	11.7	10.1	9.3	
Net sales	3 064.5	2 647.4	15.8	14.2	13.4	
Order book	1 136.8	960.3	18.4	15.9	14.2	
Operating profit before depreciation and amortisation (EBITDA)	372.7	318.0	17.2			
as % of net sales	12.2%	12.0%				
Operating profit (EBIT)	277.5	226.4	22.6			
as % of net sales	9.1%	8.6%				
Net financial result	-0.6	-1.1	45.5			
Income tax expense	-61.6	-57.6	-6.9			
as % of profit before tax	22.2%	25.6%				
Profit/(loss) for the year	215.3	167.7	28.4			
as % of net sales	7.0%	6.3%				
Earnings per share in CHF	20.77	16.81	23.6			
Capital expenditure	102.7	76.2	34.8			
Operating free cash flow	100.7	148.2	-32.1			
Research and development costs	-118.5	-110.0	-7.7			
Net cash/debt	159.3	214.2	-25.6			
Total assets	2 773.5	2 719.8	2.0			
Equity	1 489.6	1 432.1	4.0			
Equity ratio	53.7%	52.7%				
Return on equity (ROE)	14.7%	12.6%				
Net operating assets (NOA) average	1 372.9	1 273.9	7.8			
Return on net operating assets (RONOA) after tax	15.7%	13.2%				
Number of employees at 31 December	13 054	12 108	7.8		4.6	
Average number of employees during year	12 636	11 707	7.9		6.8	
Net sales per employee	CHF 1 000	243	226	7.5	5.8	6.2

¹⁾ Adjusted for currency effects

²⁾ Adjusted for currency and acquisition effects

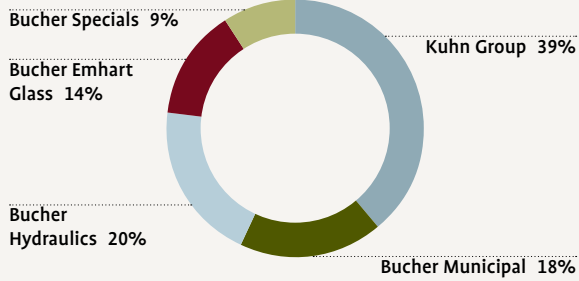
Divisions

CHF million	Order intake		Net sales		Order book		Operating profit (EBIT)		Number of employees at 31 December	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Kuhn Group	1 209.6	1 137.5	1 204.4	1 075.6	460.6	439.9	98.0	93.0	5 352	5 235
Bucher Municipal	555.8	486.1	539.1	425.7	183.2	164.7	48.5	26.1	2 215	2 014
Bucher Hydraulics	700.2	581.0	626.6	545.9	200.9	117.8	82.1	74.7	2 835	2 319
Bucher Emhart Glass	498.9	448.9	446.5	381.2	235.9	177.3	45.0	25.2	1 696	1 630
Bucher Specials	300.5	274.6	308.8	271.6	74.1	79.5	24.0	22.1	888	849
Other/consolidation	-59.1	-57.4	-60.9	-52.6	-17.9	-18.9	-20.1	-14.7	68	61
Group	3 205.9	2 870.7	3 064.5	2 647.4	1 136.8	960.3	277.5	226.4	13 054	12 108

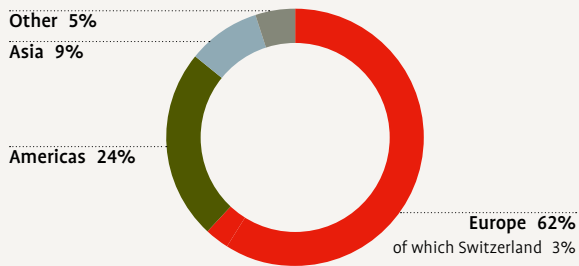
Key figures

Net sales

by division

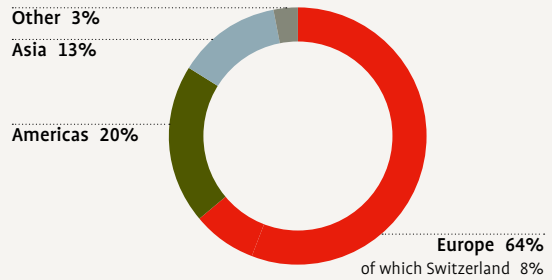


by region



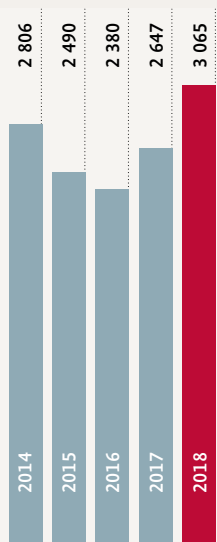
Number of employees

by region

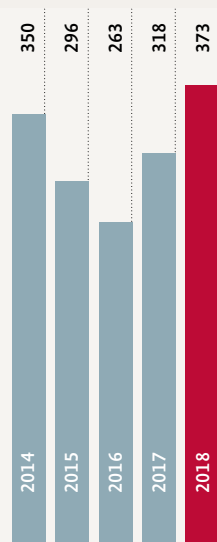


Five-year summary

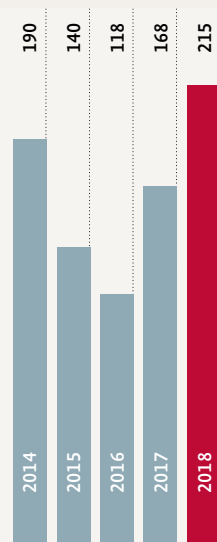
Net sales
CHF million



Operating profit (EBITDA)
CHF million



Net profit
CHF million



Average number of
employees during year

