

## Group presentation

#### Bucher – since 1807













**Kuhn Group** Agricultural machinery

Tillage

- Seeding
- Fertilisation
- Spraying
- Landscape maintenance
- Hay and forage harvesting

**Bucher Municipal** Municipal vehicles

- Compact and truckmounted sweepers
- Refuse collection vehicles
- Salt spreaders
- Snow plough

#### **Bucher Hydraulics** Hydraulic systems

- Mobile and industrial hydraulics
- Pumps
- Motors
- Valves
- Cylinders
- Elevator drives

#### **Bucher Emhart Glass Bucher Specials** Glass container industry Individual businesses

Glass-forming

machinery

- Inspection machinery
- Transport and handling systems
- Integrated systems

Equipment for

- processing wine, fruit juice, instant products, and for dewatering sewage sludge
- Swiss distributorship for agricultural machinery
- Control and automation technology

Sales: CHF 1 300 million Sales: CHF 400 million

Employees: 4 700

Employees: 1 500

Sales: CHF 450 million Employees: 2 000

Sales: CHF 350 million Employees: 1 900

Sales: CHF 250 million

Employees: 800

### **Number 1 market positions**



Kuhn Group worldwide in forage harvesting

machinery and feed mixers

Bucher Municipal in Europe in sweepers

Bucher Hydraulics in Europe in special segments of

mobile hydraulics

Bucher Emhart Glass worldwide in glass container

manufacturing equipment

Bucher Specials worldwide in fruit juice and wine

production equipment

### Main manufacturing sites worldwide





### **Group strategy**



- Increase in company value (RONOA > WACC)
- Diversified group focused on mechanical and vehicle engineering
- Strengthening of existing operating segments
  - Continuous product innovation
  - Operational efficiency with flexible structures
  - Internal growth and targeted acquisitions
- Clear, central functions
  - Strategy and operations reviews
  - Treasury, Controlling, Tax, Legal, M&A, Investments, Communication
  - Management and remuneration systems
- Solid balance sheet for long-term industrial independence

### **Medium-term earnings targets**



EBIT margin	2009	2010	2011	<b>2012</b> <sup>1)</sup>	2013	targets
Kuhn Group	7.5 <sup>3)</sup>	9.2	11.3	12.5	14.9	11
Bucher Municipal	3.9	7.3	7.0	9.3	8.6	8
Bucher Hydraulics	4.3 <sup>3)</sup>	9.9	8.7	9.0	9.4	11
Bucher Emhart Glass	4.0	1.2 <sup>2)</sup>	4.5	0.32)	4.8	9
Bucher Specials	5.3	4.6	6.1	8.1	10.0	9
Bucher Industries	5.2 <sup>3)</sup>	7.4	8.1	8.9	10.7	9

#### **Group, divisions and independent businesses**

RONOA after tax	11 /3)	12.4	17.0	17.0	10.3	<b>~16</b>
NONOA arter tax	11.4 /	12.4	17.0	17.0	19.5	/10

<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

<sup>&</sup>lt;sup>2)</sup> After restructuring costs of CHF 9 million in 2012 and CHF 5 million in 2010

<sup>3)</sup> Before impairment changes

### Group at a glance



- Favourable market environment
  - Good conditions at high level for agricultural machinery
  - Low but stable demand for municipal vehicles
  - Upturn in demand and sales growth through acquisitions at Bucher Hydraulics and Bucher Specials
  - Subdued first half, picking up in second half in glass-forming machinery
  - Good market conditions in fruit juice processing equipment
- Entry into automation technology through takeover of Jetter AG by public offering; at year-end Bucher held 77.35% of the equity
- Best result in the company's history
  - EBIT margin of 10.7%
  - Profit for the year of CHF 196 million
  - Earnings per share increase by 27% to CHF 19.64

### **Group at a glance (continued)**

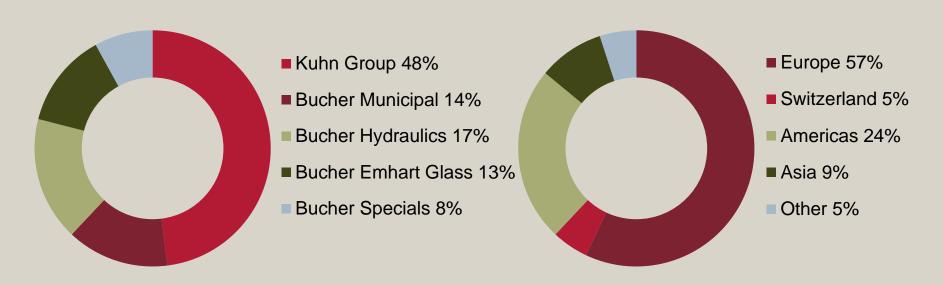


- Continuity in investments
  - CHF 137 million for internal growth
  - CHF 63 million for acquisitions at Bucher Hydraulics and Bucher Specials
- Solid financial situation
  - Operating free cash flow of CHF 92 million
  - Zero net debt at the end of 2013
  - Increase in equity ratio from 39% to 44%
  - Great financial scope for internal and external growth

## Net sales by division and region 2013



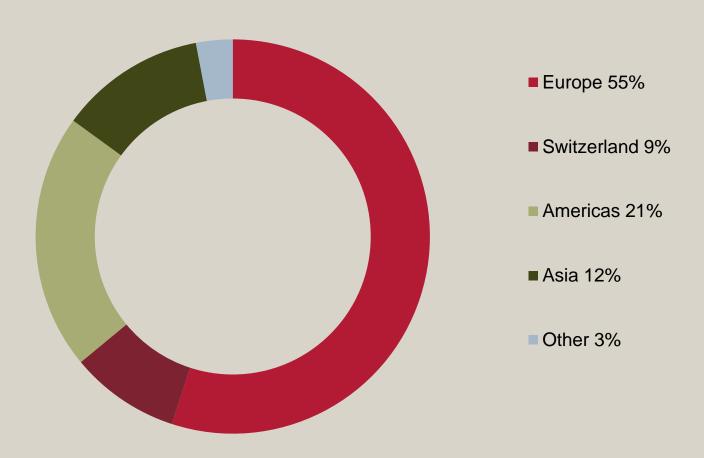
CHF 2 691 million



## Numer of employees by region 2013



Total 10 916 employees<sup>1)</sup>



<sup>1)</sup> Expressed as full time equivalents

### **Key figures**



CHF million			Change in			
	2013	2012	%	% <sup>2)</sup>	% <sup>3)</sup>	
Order Intake	2 718	2 490	9.1	9.0	6.6	
Net sales	2 691	2 609	3.1	3.0	0.8	
Order book	850	795	6.9	6.5	3.3	
Operating profit (EBITDA) <sup>1)</sup> as % of net sales	371 13.8	307 11.8	20.9			
Operating profit (EBIT) <sup>1)</sup> as % of net sales	287 10.7	232 8.9	23.9			
Profit for the year <sup>1)</sup> as % of net sales	196 7.3	156 6.0	25.8			
Employees at 31 December	10 916	10 166	7.4		2.1	
Average employees during year	10 788	10 383	3.9		0.7	

<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

<sup>&</sup>lt;sup>2)</sup> Adjusted for currency effects

<sup>&</sup>lt;sup>3)</sup> Adjusted for currency, acquisition and disposal effects

## **Investing in the future**



CHF million	2013	2012	Change in %
Development costs	91	81	12.0
Capital expenditure	137	96	41.6
Acquisitions (cash flow)	55	3	n.a.

### **Results by division**

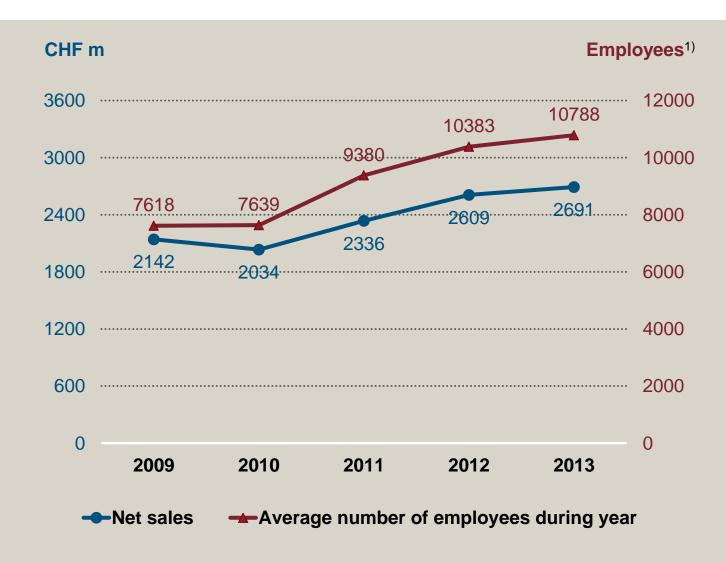


CHF million	201	3	<b>2012</b> <sup>1)</sup>		
	EBIT	EBIT margin	EBIT	EBIT margin	
Kuhn Group	191	14.9%	153	12.5%	
Bucher Municipal	33	8.6%	39	9.3%	
Bucher Hydraulics	42	9.4%	37	9.0%	
Bucher Emhart Glass	17	4.8%	1	0.3%	
Bucher Specials	24	10.0%	17	8.1%	
Other/consolidation	-20		-15		
Bucher Industries	287	10.7%	232	8.9%	

<sup>&</sup>lt;sup>1)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

### Net sales and number of employees

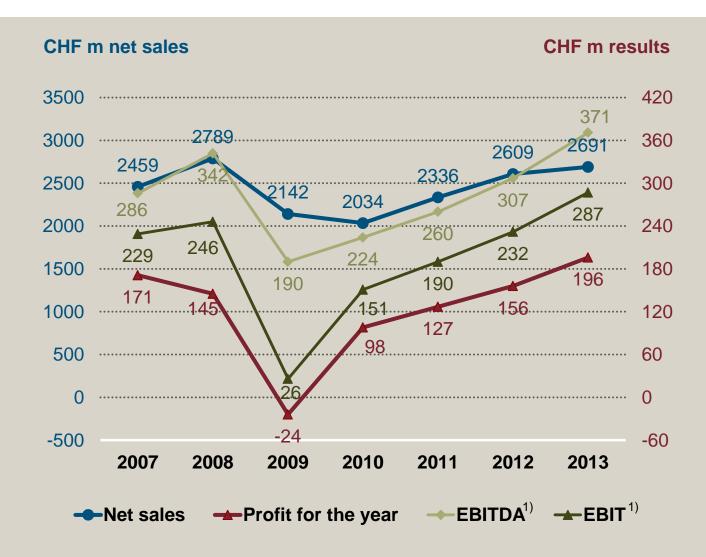




<sup>1)</sup> Expressed as full time equivalents

#### Net sales and results

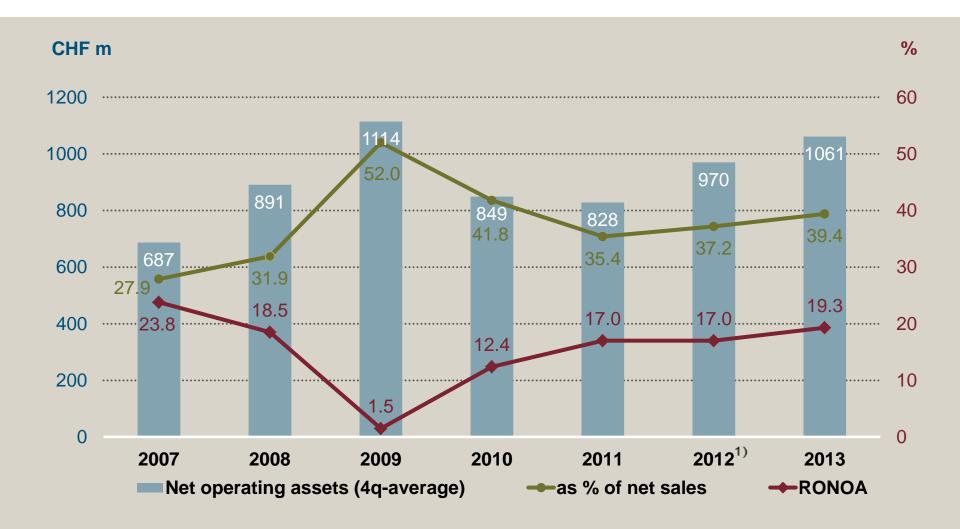




<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

## Net operating assets (NOA) und RONOA after tax

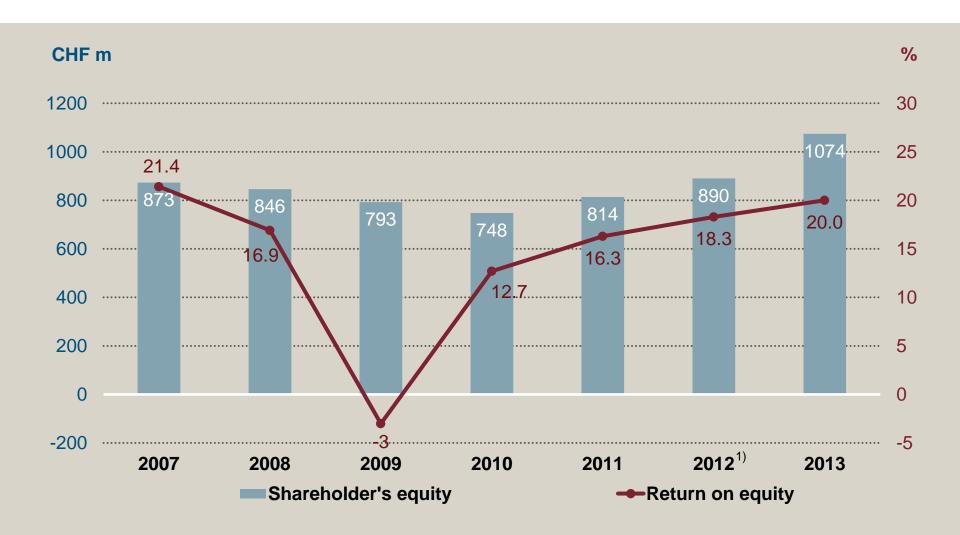




<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

### Shareholders' equity and return on equity



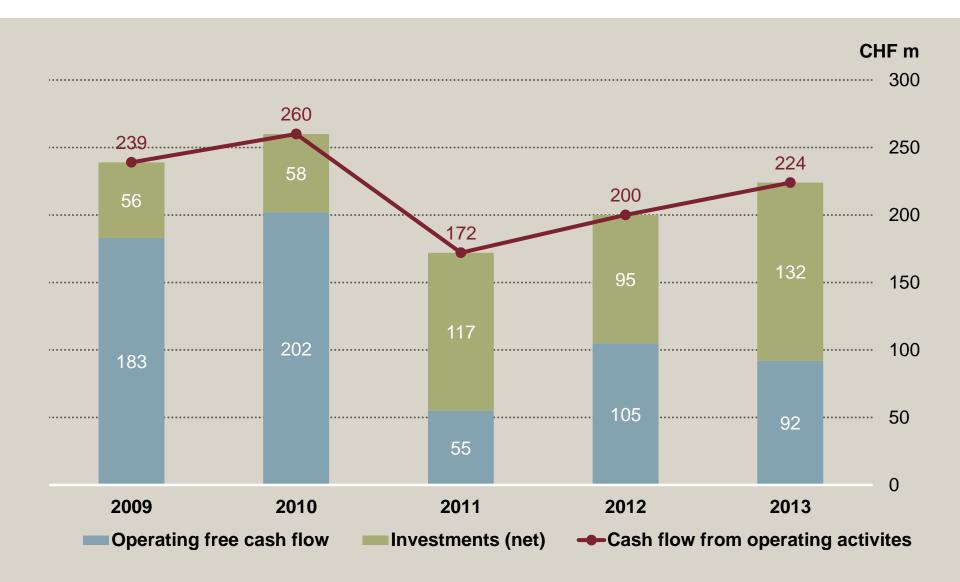


Impairment charges: 2008 CHF 39 million, 2009 CHF 86 million

<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

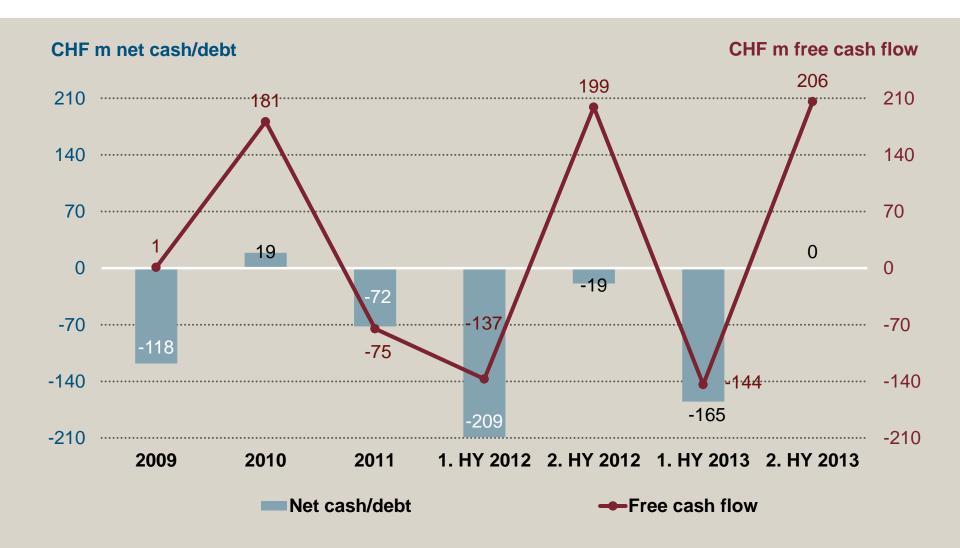
## Operating free cash flow and investments Cash flow from operating activities





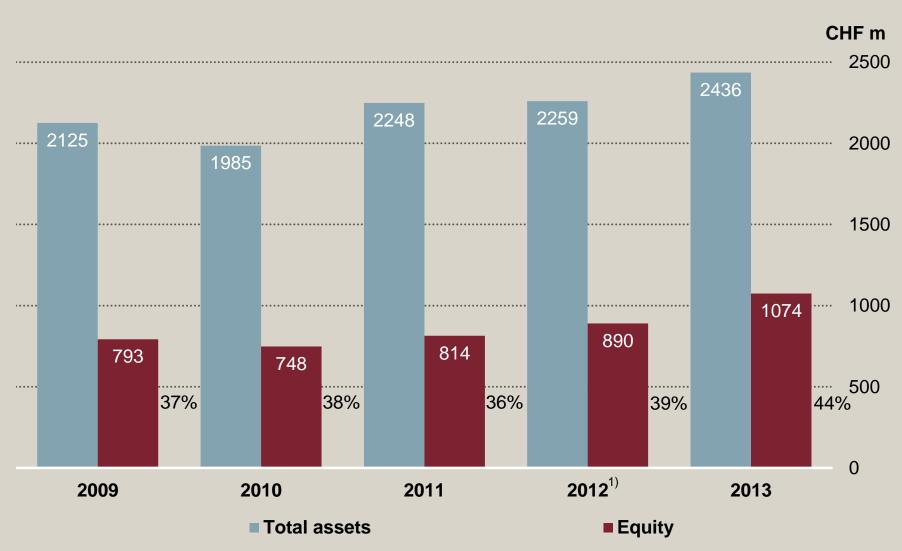
#### Net cash/debt and free cash flow





### **Total assets and equity**

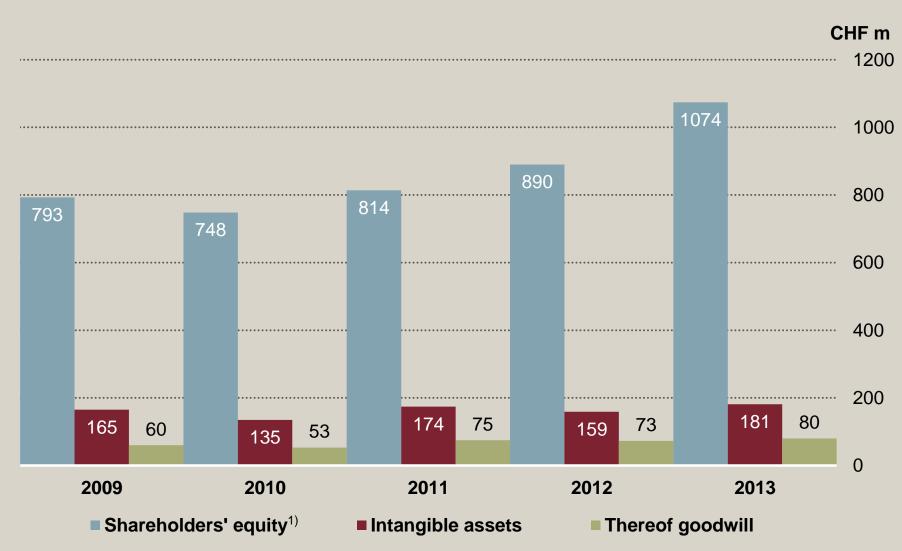




<sup>&</sup>lt;sup>1)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

### Shareholders' equity / Intangible assets





<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

### **Group outlook for 2014**



- No significant change in economic environment anticipated
- Confident mood in market segments served by Bucher Industries
  - Agricultural machinery: subdued demand at very high level
  - Municipal vehicles: stable outlook
  - Demand for hydraulic systems and glass-forming machinery on a par with previous year
  - Bucher Specials expects buoyant demand to continue, boosted by acquisition of Jetter automation technology
  - For Group overall, slight increase in sales and moderate decrease in profitability compared with record figures in 2013

## **Kuhn Group Specialised agricultural machinery**

#### **BUCHER**











Ploughing

Tillage

Seeding

Fertilisation

Manure spreaders



Spraying



Hay and forage harvesting



Feed storage



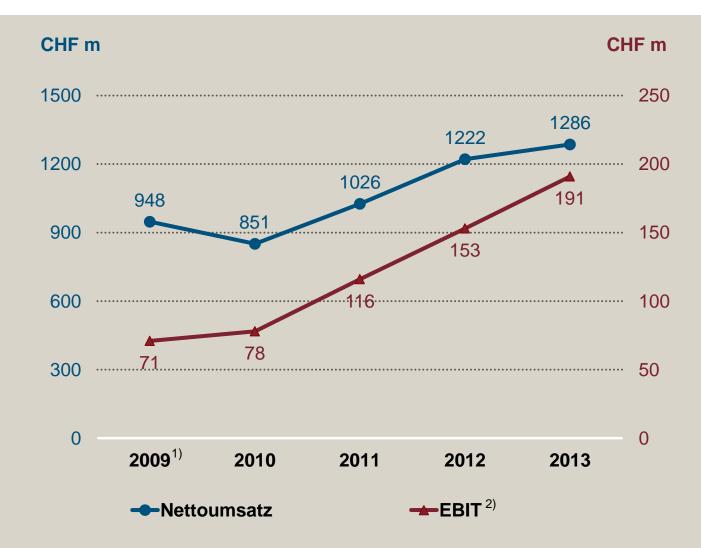
Bedding and feeding



Landscape maintenance

## **Kuhn Group Net sales and EBIT**



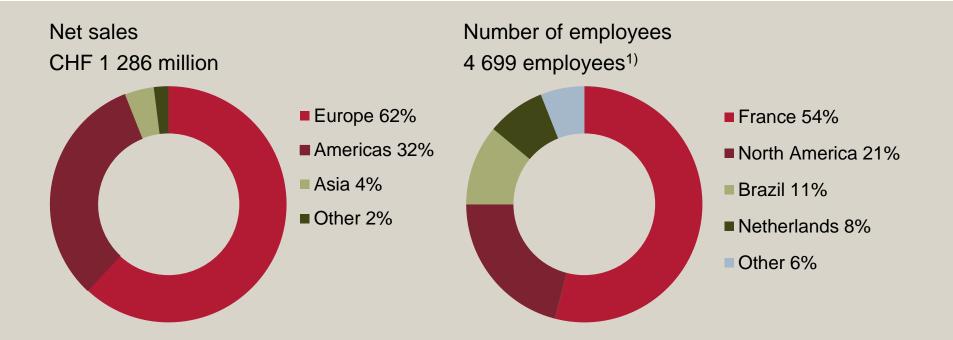


<sup>1)</sup> Before impairment charges

<sup>&</sup>lt;sup>2)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

## **Kuhn Group Net sales and number of employees 2013**





<sup>1)</sup> Expressed as full time equivalents

## Kuhn Group Market position



- World's leading manufacturer of specialised tractor-related agricultural machinery under one brand
- Use of several distribution networks reduces dependence and increases potential for high market share
- Broad customer base and independence from large customers
- Specialist in hay and forage harvesting machinery, tillage machinery, seed drills, sprayers, feed mixers
- Market share: up to 30% or more worldwide depending on the product family
- Main competitors: Kverneland (NO), Krone (DE), Claas (DE), Pöttinger (AT),
   Amazone (DE) and other German, French and Italian manufacturers

### Kuhn Group Complete product range under one brand



Competitors		Hay a	nd forage	)	Hedge	Feed	Tillage	equipment	Se	eders	Sprea-	Spray-	Trac-	Harvesters
	mow- ers	tedders	rakes	balers	cutters	mixers	driven	non-driven	drilling	precision	ders	ers	tors	selfpropelled
Kuhn Group														
John Deere														
CNH														
AGCO														
Claas													Renault	
Krone														
Amazone														
Pöttinger														
Kubota/KVE				Gallignani									Kubota	
Exel / Hardi														
Lemken														
Horsch														
Väderstad														
Kongskilde														
Lely/Welder														
Sulky														
Monosem														

# **Kuhn Group World farm equipment market**

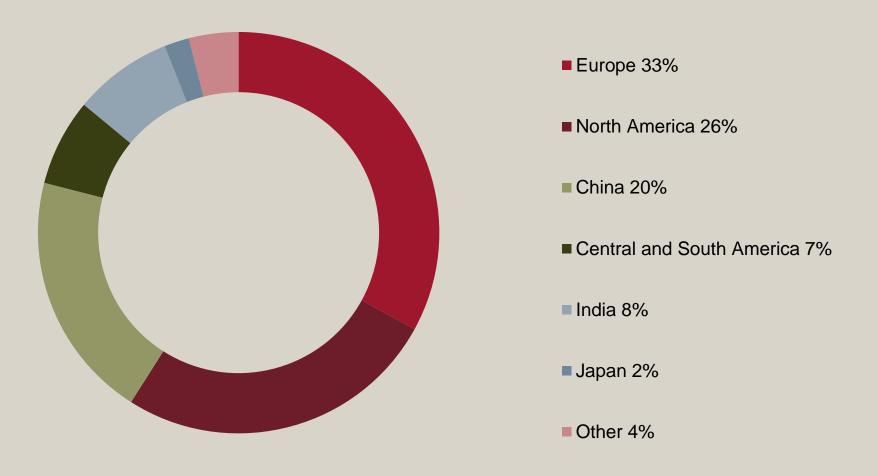


	Market in %
Farm tractors	29%
Harvesting machinery	16%
Hay and forage machinery	6%
 Tillage	6%
Planting and seeding, crop protection, fertilizing machinery	10%
Other farm equipment machinery, attachments and parts	33%

### **Kuhn Group**



### World regional farm equipment market



## Kuhn Group 2013 highlights



- Positive market trend
  - Despite downward trend, prices for agricultural produce remained at a high level in longterm comparison
  - Investment confidence among farmers remained high
  - Delay in growth cycle in springtime, later recovering to large extent
- Successful integration of acquired companies strengthens market position and profitability
- Excellent profitability thanks to various operational factors
- Preliminary contract in 2014 for acquisition of Montana, Brazil, specialists in self-propelled crop sprayers, and fertilising equipment
- High investments in infrastructure, growth and customer training

## Kuhn Group Planned acquisition of Montana, Brazil



- Family company in Curitiba, Brazil, with subsidiary in Argentina
- Key figures:
  - Sales 2013: BRL 225 million (CHF 96 million)
  - Two-digit EBITDA margin
  - 600 employees
- Main products (85% of sales):
  - Self-propelled crop sprayers
  - Self-propelled fertilising spreaders
- Complementary dealer network, primarily large scale farms

**Montana** 









Self-propelled fertilising equipment

Self-propelled crop sprayers







Manufacturing site in Curitiba, Brasilien

## Kuhn Group Outlook for 2014



- Long-term prospects still good
- Market environment still positive, but rather subdued demand
  - Favourable income situation for farmers continuing, but slightly lower year on year
  - Main markets: America positive overall, Western Europe with lower demand
  - Normal level of dealer inventories
- Planned acquisition of Montana, Brazil, strengthens market position
  - Self-propelled crop sprayers and fertilising equipment complement product range,
     particularly the large seeders
  - Access to large agricultural enterprises and strengthening of dealer network
  - Completion expected in first half of year
- Sales on a par with previous year and slightly lower profitability after record margin in previous year

## **Bucher Municipal Sweepers and winter maintenance equipment**











Compact sweepers

Truck-mounted sweepers







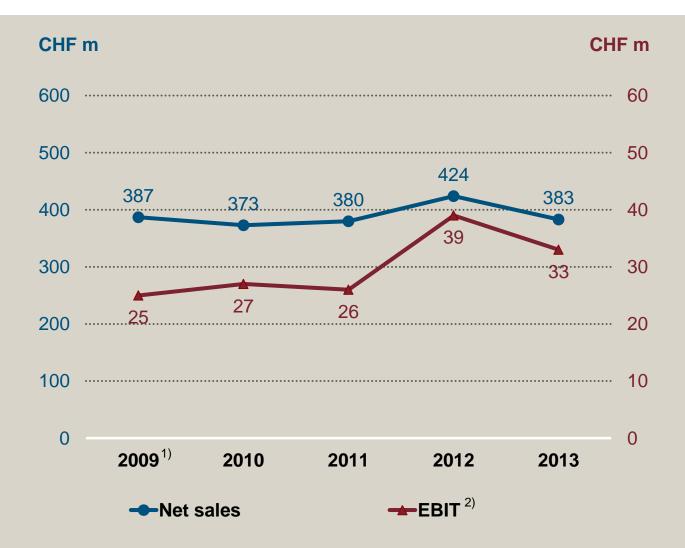


**Spreaders** 

Refuse collection vehicles

## **Bucher Municipal Net sales and EBIT**





<sup>1)</sup> Before restructuring costs

<sup>&</sup>lt;sup>2)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

## **Net sales and number of employees 2013**





<sup>1)</sup> Expressed as full time equivalents

## **Bucher Municipal Market position**



Market leader in Europe and Australia

<ul><li>Market shares:</li></ul>	Europe	Australia
– Compact sweepers:	22%	48%
– Truck-mounted sweepers:	56%	77%
– Refuse collection vehicles:		50%
– Winter maintenance equipment:	28%	

- Complete product line for municipal applications in Europe
- Main competitors: Aebi-Schmidt (DE), Ravo (NL)\*, Scarab (UK)\*, Hako (DE), Boschung (CH), Faun (DE) and Elgin (USA)

<sup>\*</sup> Fayat Group

# **Bucher Municipal Complete product range**



Competitors			Swe	epers			Specialised range	Spre	aders
	1m <sup>3</sup>	2m <sup>3</sup>	4m <sup>3</sup>	5m <sup>3</sup>	6m <sup>3</sup>	8m³		mounted	towed
Bucher Municipal									
Aebi-Schmidt (DE)									
Boschung (CH)									
Hako (DE)									
Faun (DE)									
Fayat Group (FR) *									
Elgin (USA)									
Dulevo (DE)									
Brock (DE)									
Tennant (USA)									
Epoke (DK)									
Acometis (FR)									

<sup>\*</sup> Ravo, Scarab, Mathieu

### Bucher Municipal 2013 highlights



- Overall stable demand on a low level in Europe
  - Increase in order intake, particularly in Western Europe and Australia
  - Follow-up order worth CHF 19 million from the city of Moscow thanks to excellent handling of major order in 2012
  - First, still tentative signs of recovery in Southern Europe
- Successful merger of production plants in Great Britain and Australia strengthens competitiveness
- Innovation project for emission-free compact sweepers progressing on schedule
- Sale of profitable auxiliary business with hand-driers in Australia, with book profit of CHF 4 million
- Good operating performance with gratifying level of profitability

### Bucher Municipal Outlook 2014



- Stable market volume, 30% down on record year of 2008
  - Flexible adjustment of volumes after completion of major order from city of Moscow in 2012
  - First tentative signs of recovery in Southern Europe
  - Follow-up order from city of Moscow in previous year, ensures good start to 2014
- Start of production in Kaluga, Russia, with local manufacture of spreaders
- Sales and operating profit on a par with previous year
- Sales and operating profit, adjusted for the gain of 4 million on disposal of the business with hand-driers, on a par with the previous year

## **Bucher Hydraulics Customised drive systems**

#### **BUCHER**



Agricultural machinery



Mining / tunnelling



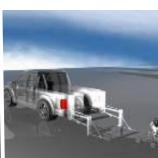
Energy technology



Industry



Municipal vehicles



Lift gates



Construction equipment



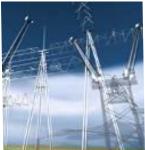
Materials handling



Marine/offshore



Elevator technology



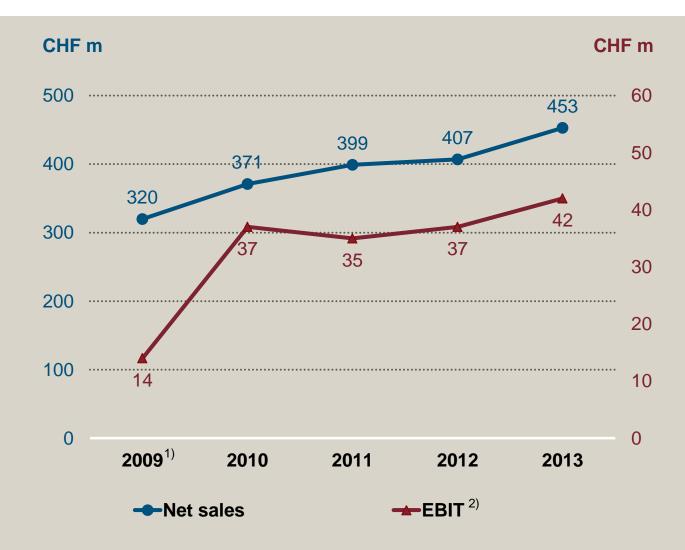
High-voltage switch gear



Dyna-Lift

### **Bucher Hydraulics Net sales and EBIT**



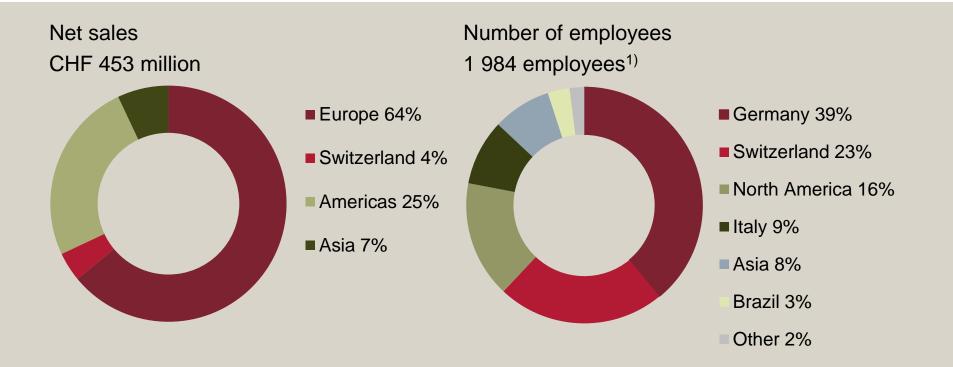


<sup>1)</sup> Before impairment charges

<sup>&</sup>lt;sup>2)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

## **Net sales and number of employees 2013**





<sup>1)</sup> Expressed as full time equivalents

### Bucher Hydraulics Market position



- Leading specialist in mobile, industrial and elevator hydraulics across Europe
- Presence built up in the USA and Brazil
- Market share: 10% to 20% across Europe in specialised areas of hydraulic engineering
- Focus on customised drive solutions
- Main competitors: Bosch-Rexroth (DE), Sauer Danfoss (USA), Parker Hannifin (USA), Eaton Vickers (USA), Hydac (DE), Hawe (DE), Husco (USA), Denison (USA), and a large number of further German and Italian manufacturers

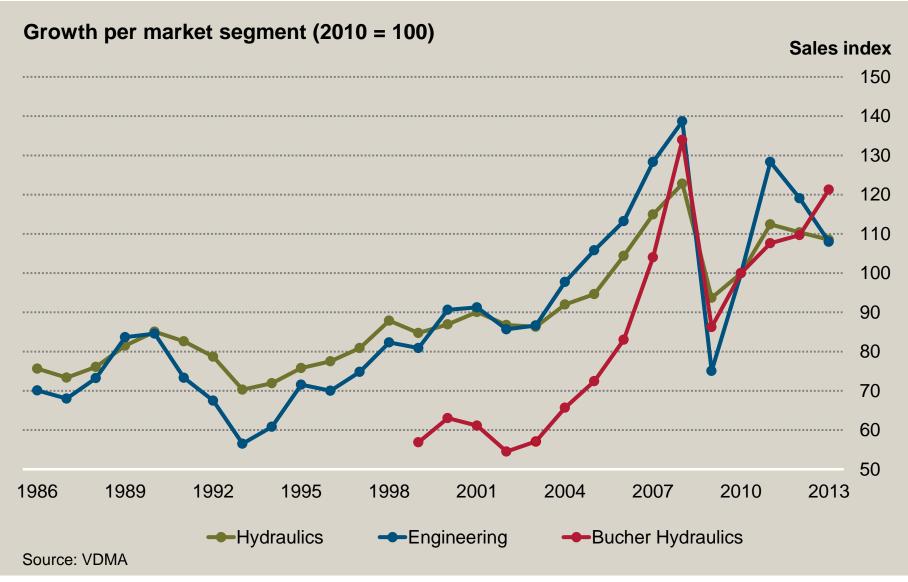
# **Bucher Hydraulics Complete product range**



		Pump	S	Valves						Motors & cylinders			Accessories			Power packs		
Competitors	Pis- ton	Vane		Indu- strial (Cetop)	vo	Direc- tional- spool			Spe- cial	Geaı	:	Cylin- ders	tro-	Accu- mulat- ors			Com- pact	Con- trac- ting
Bucher Hydraulics																		
Parker (USA)																		
Eaton (USA)																		
Rexroth (DE)																		
Sauer Danfoss (DE)																		
Hydac (DE)																		
HAWE (DE)																		
Brevini Group (IT)																		
Walvoil (IT)																		
Argo-Hytos (DE)																		
Moog (USA)																		
Concentric (SE)																		
Husco (USA)																		
Sun Hydraulics (USA)																		
Hydraforce (USA)																		

### **Bucher Hydraulics**





### Bucher Hydraulics 2013 highlights



- Varied market environment
  - Western Europe: market positive in mobile machinery, weakening in construction machinery and industrial hydraulics
  - USA: good level of demand sustained, preparation for series production in 2014 for globally active customers
  - China: government reins in construction activity
- Smooth integration of acquisition Ölhydraulik Altenerding, Germany, with synergies in second half of year
- Entry into the Brazilian market through takeover of Eco Sistemas Hydráulica,
   Porto Alegre
- Good operating performance with increase in sales, operating profit and EBIT margin

### Bucher Hydraulics Outlook for 2014



- Uncertainties about economic situation
  - Developments in Germany decisive for hydraulics sales in Europe
  - Rest of Europe, particularly France and Italy, planning difficult
  - Continuation of good level of demand expected in USA
- Start of series production in Europe and North America underpins sales development
- Recovery in China in the second half of the year could give additional impetus
- Development of new platform in Brazil offers short- and medium-term growth opportunities
- Slight increase in sales and further improvement in operating profit expected

## **Bucher Emhart Glass Glass container manufacturing equipment**









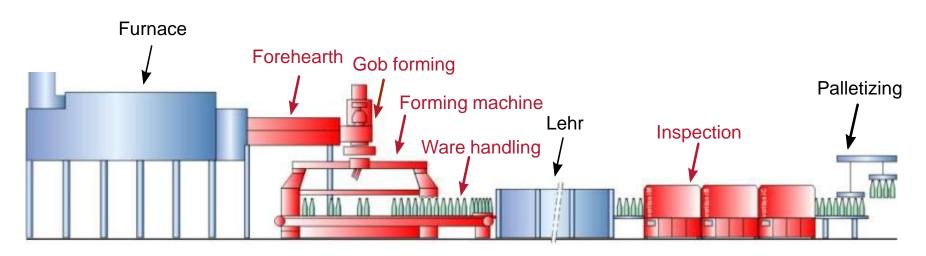


Gob forming

Glass-forming machine

Ware handling

Inspection



Glass container manufacturing process

### **Bucher Emhart Glass Net sales and EBIT**



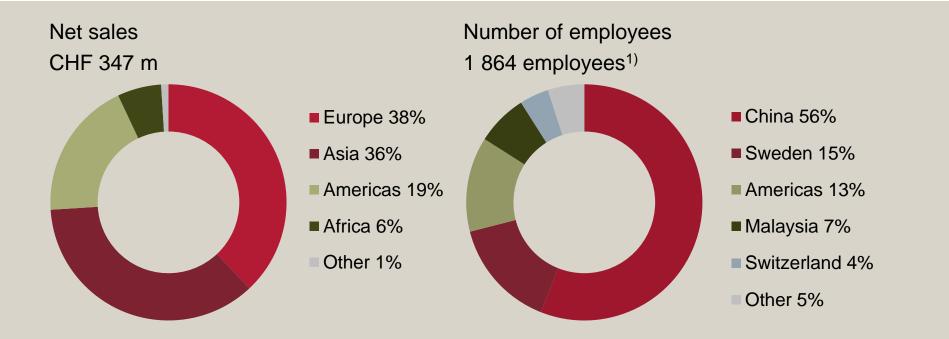


<sup>1)</sup> Before restructuring costs

<sup>&</sup>lt;sup>2)</sup> 2012: retrospective restatement owing to first application of IAS 19 (revised)

## **Net sales and number of employees 2013**





<sup>1)</sup> Expressed as full time equivalents

### Bucher Emhart Glass Market position



- World's leading supplier of machinery, equipment and services for glass container manufacturers
- Market share: 50% worldwide for glass forming machines and services; 25% worldwide for inspection systems
- Global partnership with Owens-Illinois (USA), the world's biggest manufacturer of glass containers
- Main competitors: Verallia (FR), Bottero (IT), BDF (IT), Heye International (DE) for glass-forming machinery; Tiama (FR), Iris (FR) for inspection machinery

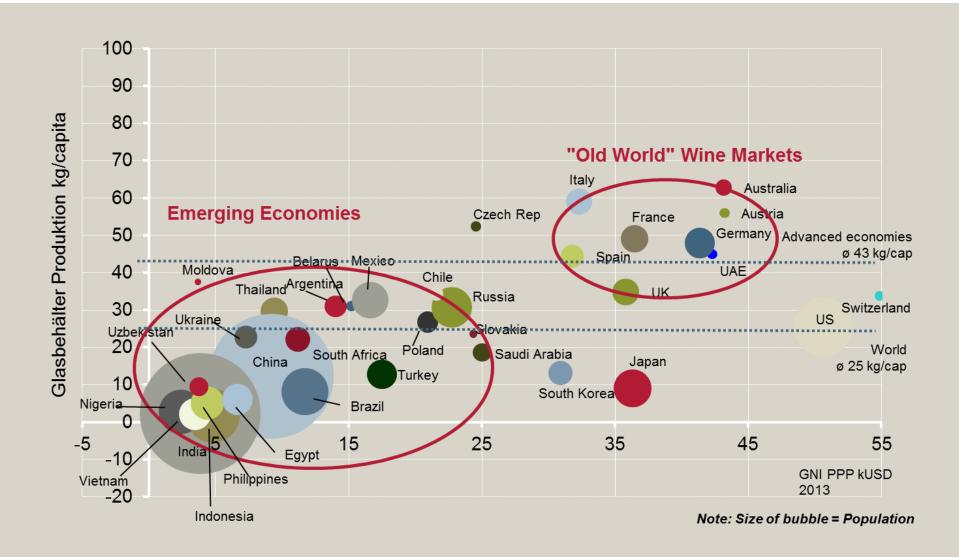
## **Bucher Emhart Glass World's leading machinery manufacturer**



				Н	lot End	d	Cold End					
				IS	formin	ng mad	hine					
Competitors	Refrac- tory	Fore- hearth	Feeder & shear	NIS	BIS	AIS	IS	Ware handling	Lehr	Inspec- tion	Palle- tizing	Wrap- ping
Emhart Glass												
Sanjin												
Bottero (IT)												
Heye (DE)												
Sklostroj (CZ)												
GPS (DE)												
BDF (IT)												
O-I (USA)												
China competitors												
MSC & SGCC (FR)												
PSR (UK)												

## **Bucher Emhart Glass Glass consumption per capita**





### **Bucher Emhart Glass**



### Functional production line installed at Vetropack Pöchlarn, Austria, since mid 2013

1. May 2013 Finalisation of installation of hard glass

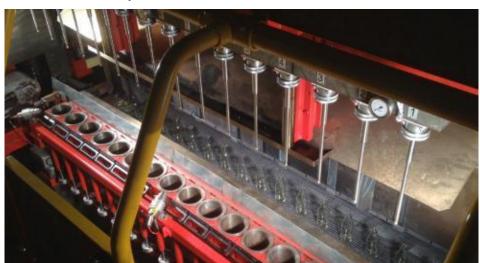
production line at Pöchlarn

2. June 2013 Start of first production trials

3. Following months Continuous improvements on

tempering lehr and hard glass equipment

4. October 2013 First stable production run of 0.33l bottle







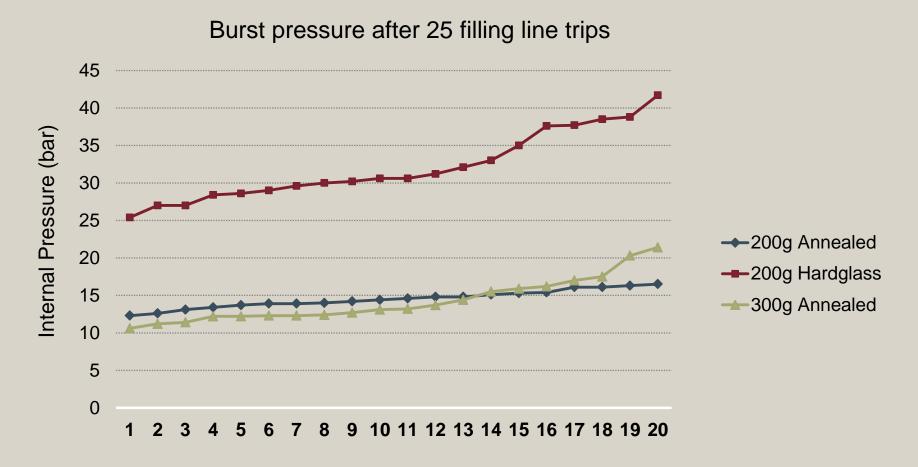




### **Bucher Emhart Glass**



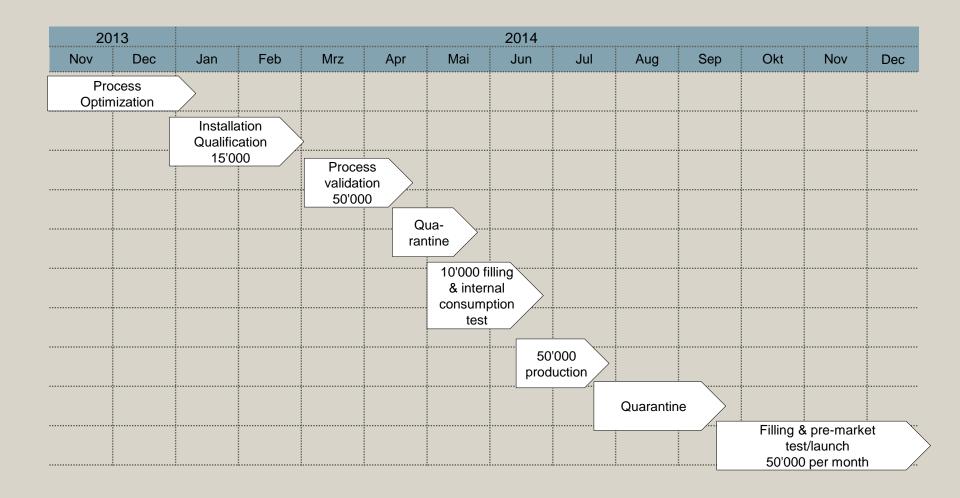
### Typical result - Hardglass bottles with significant strength increase over annealed bottles



Samples

### Bucher Emhart Glass Milestones until full market launch of first bottle





March 2015: Full market launch of 0.33l and 1.0l bottle with advertisement and promotion

## **Bucher Emhart Glass 2013 highlights**



- Marked project-related fluctuations in capacity utilisation
- Varied market development
  - Demand trend hesitant in first half and then positive in second half
  - Stable in Europe and America
  - Fewer major projects, particularly in Asia
  - Slump in demand in China
- First commercial tempered glass system to Vetropack started operations at end of year
- Realignment of capacities and leverage of worldwide presence
  - Expansion of capacity in USA and Europe
  - Expanded capacity in Malaysia came on stream ahead of plan
  - Start of component sourcing from division's own plants in Malaysia and China
  - Completion of project expected by end of 2015/ beginning of 2016
- Worldwide cooperation agreement with Owens-Illinois came into force in September

### Bucher Emhart Glass Outlook for 2014



- Market environment expected to be comparable with previous year
  - Continuation of good level of demand in USA
  - Recovery in Europe
  - Stable spare part and service business
  - Persistent weakness of Asian markets, especially in China
- Control systems, spare parts and new machines for Owens-Illinois could provide growth momentum
- Savings arising from the realignment project improve profitability
- Modest increase in sales and further improvement in operating profit

### **Bucher Specials**





Winemaking equipment



Agricultural distributorship in Switzerland



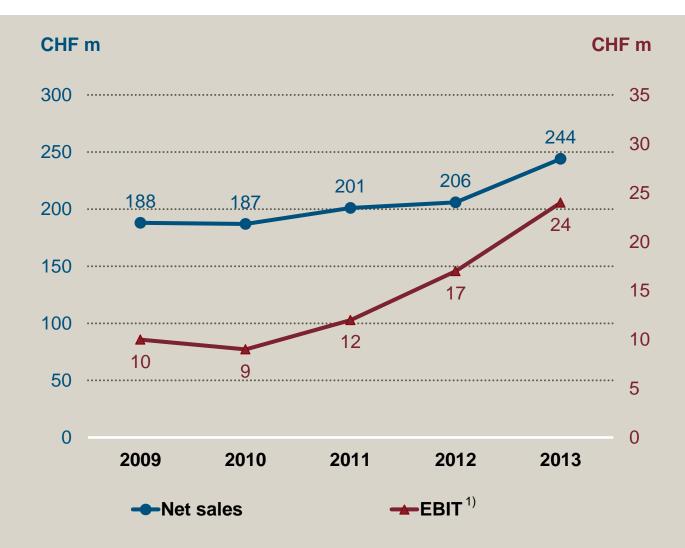
Fruit juice processing systems and drying equipment



Automation technology and control systems

### **Bucher Specials Net sales and EBIT**

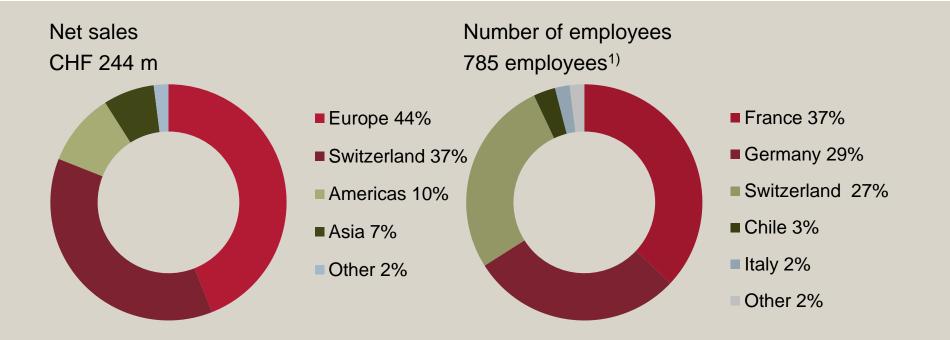




<sup>1) 2012:</sup> retrospective restatement owing to first application of IAS 19 (revised)

## **Net sales and number of employees 2013**





<sup>1)</sup> Expressed as full time equivalents

### Bucher Vaslin Market position



- World market leader in winemaking equipment
- Strong global distributor network
- Specialised production facilities in France and Chile
- Market share: 35% to 45% worldwide
- Main competitors: Pera (FR), Della Toffola (IT), Diemme (IT), and further Italian and German manufacturers

## **Bucher Vaslin World market leader**



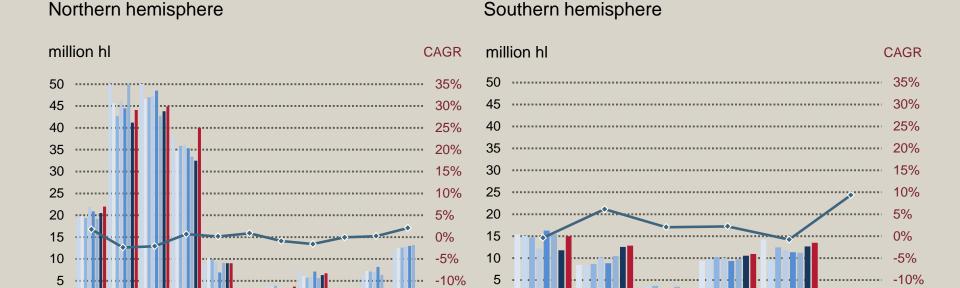
### Wine production

Competitors	Reception	Crushing	Pressing	Fermentation	Filtration	Filling
Bucher Vaslin						
Velo (IT)		Bankrup	tcy in 20	1 3		
Diemme (IT)						
Della/Toffola (IT)						
Gai (IT)						

### **Bucher Vaslin**



### Wine production



0

Argentina

2011

Chile

prov. 2012

South Africa

FC 2013

-15%

2010

China

Russia\*

2009

Portugal

Switzerland

Greece

2008

Austria

Germany

2007

0

Source: OIV, SAWIS

France

2006

Italy

**USA** 

-15%

---- CAGR 06 - 13F

<sup>\*</sup> CAGR 06 - 11

### Bucher Unipektin Market position



- World market leader in fruit, berry and vegetable juice processing equipment
- Market share: 35% to 50% worldwide
- Entry into beer filtration market with Bucher Filtrox Systems
- Established product range for dewatering of municipal sewage and industrial sludges
- Main competitors: Flottweg (DE), GEA (DE), Alfa Laval (SE) und Andritz (AT)

## **Bucher Unipektin World market leader**



#### **Juice production**

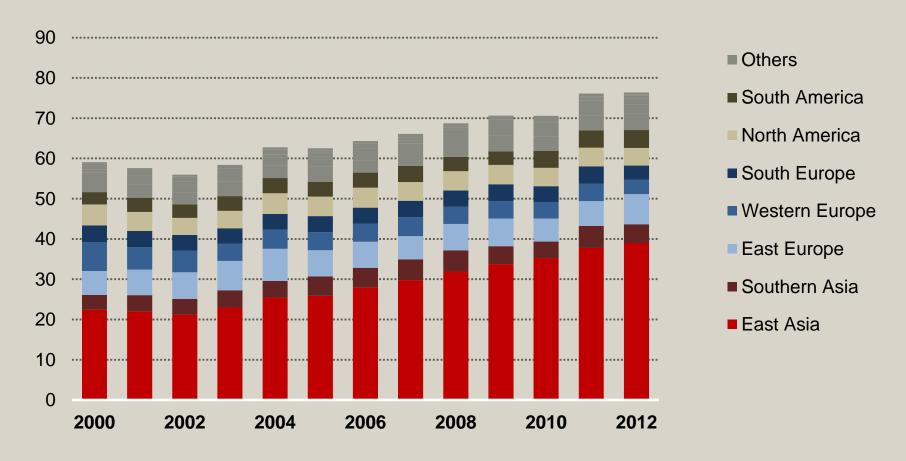
Competitors	Reception	Milling	Mash heating	Dejuicing	Pasteuri- zation	Filtration	Adsorp- tion	Evapo- ration
Bucher Unipektin								
Flottweg (DE)								
Bauer & Partners (PL)								
GEA Group (DE)								
Alfa Laval (SE)								
Schmidt-Bretten (DE)								
Bellmer (DE)								
Kaimi (CN)								

### **Bucher Unipektin**



### **Apple production**

million tonnes



### Bucher Landtechnik Market position (in Switzerland)



- Distributorship of tractors and agricultural machinery
- Well established among farmers and distributors
- Professional distributor network and high quality of service
- Wide range of tractors (New Holland, Case, Steyr), attachments (Kuhn) and wheel loaders (Weidemann)
- Market share: 20% to 30%
- Main competitors
  - Tractors: John Deere, AGCO, SDF, Claas
  - Attachments: Pöttinger, Kverneland, Amazone, Lemken, Rabe, Krone, Fella

## **Bucher Landtechnik Market leader in Switzerland**



Competitors	Mowers	Hay an Tedders	d forage Rakes	Balers	Hedge cutters	Feed mixers	Tillage e driven	quipment non- driven		ders precision	Sprea- ders	Spray- ers	Trac- tors	Harvesters self - propelled	Wheel- loaders
Bucher Landtechnik	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn	Kuhn		Kuhn	CNH		Weide- mann
Matra (John Deere)															
GVS (AGCO)	Krone	Krone	Krone	Krone			Rabe	Rabe	Rabe	Rabe			Fendt / MF/ Valtra	Fendt / MF / Krone	Bichon
Serco (Claas)															InTrac
Ott Landmaschinen	Kv	Kv	Kv	Kv		Kv	Amazone Kv	Amazone Kv	Amazone Kv		Amazone Rauch / Kv				
Pöttinger CH															
Fella CH															
Grunderco					Rousseau									CNH	
Lemken CH															

### **BUCHER**

## **Bucher Specials Jetter - Market entry into automation technology**

#### **Industrial automation**

- Glass container production
- Window manufacturing
- Filling systems
- Packaging systems
- Assembly / handling systems









#### **Mobile automation**

- Agricultural machinery
- Municipal vehicles









## Bucher Specials 2013 highlights



- Stable market environment overall
  - Upturn in demand for winemaking equipment
  - Positive performance in equipment for fruit juice processing, dewatering sewage sludge and beer filtration
  - Sales of equipment for dewatering sewage sludge exceeded CHF 10 million for the first time
  - Buoyant market for the Swiss distributorship for agricultural machinery
  - Contribution to sales from automation technology not yet significant; consolidated as of November
- Operational improvements through streamlining in administrative area and investments in logistics
- Gratifying rise in sales and operating profit

### Bucher Specials Outlook for 2014



- Market outlook
  - Upturn in winemaking equipment
  - Stabilization on high level in fruit juice processing equipment
  - Increase in projects for dewatering sewage sludge and beer filtration
  - Swiss distributorship for agricultural machinery on a par with the very high level of the previous year
  - Strong sales growth through consolidation of Jetter automation technology, with aboveaverage profitability
- Bucher Specials expects strong growth in sales and operating profit at the same range as the previous year

### **BUCHER**

