

## Key figures

### Group

CHF million	change in				
	2015	2014	%	% <sup>1)</sup>	% <sup>2)</sup>
Order intake	2 439.5	2 742.1	-11.0	-3.8	-4.3
Net sales	2 490.4	2 805.6	-11.2	-4.4	-4.9
Order book	688.4	788.9	-12.7	-5.4	-5.4
Operating profit before depreciation and amortisation (EBITDA)	296.2	349.8	-15.3		
as % of net sales	11.9%	12.5%			
Operating profit (EBIT)	207.1	257.2	-19.5		
as % of net sales	8.3%	9.2%			
Net financial result	-13.3	-13.2	-0.7		
Income tax expense	-53.8	-54.3	0.9		
as % of profit before tax	27.8%	22.3%			
Profit/(loss) for the year	140.0	189.7	-26.2		
as % of net sales	5.6%	6.8%			
Earnings per share in CHF	13.69	18.58	-26.3		
Capital expenditure	81.9	116.3	-29.6		
Operating free cash flow	157.8	53.7	193.9		
Research and development costs	96.1	102.4	-6.2		
Net cash/debt	-10.4	-85.0	87.8		
Total assets	2 353.6	2 604.5	-9.6		
Equity	1 154.1	1 201.6	-4.0		
Equity ratio	49.0%	46.1%			
Return on equity (ROE)	11.9%	16.7%			
Net operating assets (NOA) average	1 295.7	1 268.0	2.2		
Return on net operating assets (RONOA) after tax	11.5%	15.8%			
Number of employees at 31 December	11 072	11 554	-4.2		
Average number of employees during year	11 486	11 631	-1.2		-2.3
Net sales per employee	CHF 1 000	217	241	-10.0	-3.1
					-2.6

<sup>1)</sup> Adjusted for currency effects

<sup>2)</sup> Adjusted for currency and acquisition effects

### Divisions

CHF million	Order intake		Net sales		Order book		Operating profit (EBIT)		Number of employees at 31 December	
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Kuhn Group	1 008.6	1 221.4	1 068.3	1 261.9	362.8	454.1	108.6	152.7	4 830	5 207
Bucher Municipal	373.8	415.6	384.4	418.7	84.8	100.7	32.5	32.2	1 525	1 557
Bucher Hydraulics	461.1	484.5	461.4	475.4	75.0	78.2	53.1	48.5	2 034	2 043
Bucher Emhart Glass	399.6	367.0	359.8	389.2	126.3	95.1	23.8	15.2	1 819	1 890
Bucher Specials	237.7	299.3	257.2	304.5	50.7	72.9	12.9	27.1	802	793
Other/consolidation	-41.3	-45.7	-40.7	-44.1	-11.2	-12.1	-23.8	-18.5	62	64
<b>Group</b>	<b>2 439.5</b>	<b>2 742.1</b>	<b>2 490.4</b>	<b>2 805.6</b>	<b>688.4</b>	<b>788.9</b>	<b>207.1</b>	<b>257.2</b>	<b>11 072</b>	<b>11 554</b>