

## Key figures

### Group

CHF million	% change				
	2012	2011	%	% <sup>1)</sup>	% <sup>2)</sup>
Order intake	2490.4	2587.5	-3.8	-3.7	-6.9
Net sales	2609.0	2336.0	11.7	11.7	8.6
Order book	795.3	923.0	-13.8	-13.6	-14.6
Operating profit before depreciation and amortisation (EBITDA)	304.3	259.9	17.1		
As % of net sales	11.7%	11.1%			
Operating profit (EBIT)	229.1	190.2	20.5		
As % of net sales	8.8%	8.1%			
Net financial items	-12.6	-18.4	31.5		
Income tax expense	-62.3	-44.4	-40.3		
As % of profit before tax	28.8%	25.8%			
Profit/(loss) for the year	154.2	127.4	21.0		
As % of net sales	5.9%	5.5%			
Earnings per share in CHF	15.34	12.52	22.5		
Capital expenditure	96.5	118.3	-18.4		
Operating free cash flow	105.4	54.8	92.3		
Development costs	80.8	74.4	8.6		
Net cash/debt	-19.4	-71.5	72.9		
Total assets	2256.3	2247.7	0.4		
Equity	915.7	814.4	12.4		
Equity ratio	40.6%	36.2%			
Return on equity (ROE)	17.8%	16.3%			
Net operating assets (NOA), average	969.6	827.8	17.1		
Return on net operating assets (RONOA)	16.8%	17.0%			
Number of employees at 31 December	10 166	10 136	0.3		0.2
Average number of employees during year	10 383	9 380	10.7		10.8
Net sales per employee in CHF 1 000	251.3	249.0	0.9	0.9	-2.0

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

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

### Divisions/Segments

CHF million	Order intake		Net sales		Order book		Operating profit (EBIT)		Number of employees at 31 December	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Kuhn Group	1 199.0	1 166.3	1 222.4	1 026.4	491.5	506.0	151.8	115.7	4 495	4 230
Bucher Municipal	364.3	449.3	424.2	379.9	95.7	153.2	39.3	26.6	1 429	1 530
Bucher Hydraulics	386.4	406.3	406.8	399.2	52.8	68.9	36.3	34.8	1 647	1 712
Emhart Glass	338.7	357.7	366.5	345.2	109.3	145.0	0.7	15.4	2 027	2 134
Bucher Specials	202.0	207.9	205.8	200.6	46.0	49.9	16.6	12.3	506	511
Other/consolidation	-	-	-16.7	-15.3	-	-	-15.6	-14.6	62	19
<b>Group</b>	<b>2 490.4</b>	<b>2 587.5</b>	<b>2 609.0</b>	<b>2 336.0</b>	<b>795.3</b>	<b>923.0</b>	<b>229.1</b>	<b>190.2</b>	<b>10 166</b>	<b>10 136</b>