

## Key figures

### Group

CHF million			% change	
	2010	2009		
Order intake	2216.5	1797.4	23.3	
Net sales	2033.7	2142.1	-5.1	
Order book	663.0	507.3	30.7	
Operating profit before depreciation and amortisation (EBITDA)	223.9	189.7	18.0	
As % of net sales	11.0%	8.9%		
Operating profit (EBIT) before impairment	151.4	111.7	35.5	
As % of net sales	7.4%	5.2%		
Operating profit (EBIT)	151.4	25.8	486.8	
As % of net sales	7.4%	1.2%		
Net financial items	-10.8	-18.8	-42.6	
Income tax expense	-42.9	-31.4	36.6	
As % of profit before tax <sup>1)</sup>	30.5%	33.8%		
Profit/(loss) for the year	97.7	-24.4	n.a.	
As % of net sales	4.8%	-1.2%		
Earnings per share in CHF	9.53	-2.60	n.a.	
Capital expenditure	65.8	58.5	12.5	
Operating free cash flow	201.9	182.5	10.6	
Development costs	73.2	75.9	-3.6	
Net operating assets (NOA), average	849.2	1114.1	-23.8	
Return on net operating assets (RONOA)	12.4%	1.5%		
Net cash/debt	19.0	-118.1	n.a.	
Total assets	1984.9	2124.5	-6.6	
Equity	747.7	792.5	-5.7	
Equity ratio	37.7%	37.3%		
Return on equity (ROE)	12.7%	-3.0%		
Number of employees at 31 December <sup>2)</sup>	7899	7183	10.0	
Average number of employees during year <sup>2)</sup>	7639	7618	0.3	
Net sales per employee	CHF 1 000	266.2	281.2	-5.3

### Divisions/Segments

CHF million	Order intake		Net sales		Order book		Operating profit (EBIT)		Number of employees <sup>2)</sup> at 31 December	
	2010	2009	2010	2009	2010	2009	2010	2009	2010	2009
Kuhn Group	976.1	735.4	851.2	948.4	356.8	246.0	78.2	7.4	3593	3152
Bucher Municipal <sup>3)</sup>	380.6	371.0	373.0	386.6	88.6	81.3	27.3	15.0	1334	1318
Bucher Hydraulics	386.7	276.7	371.4	319.8	62.9	45.6	36.9	-8.5	1544	1317
Emhart Glass	285.2	232.4	259.3	303.7	109.7	91.5	3.0	12.2	874	871
Bucher Specials	187.9	181.9	187.0	187.7	45.0	42.9	8.6	10.0	535	506
Other/consolidation	-	-	-8.2	-4.1	-	-	-2.6	-10.3	19	19
<b>Total</b>	<b>2216.5</b>	<b>1797.4</b>	<b>2033.7</b>	<b>2142.1</b>	<b>663.0</b>	<b>507.3</b>	<b>151.4</b>	<b>25.8</b>	<b>7899</b>	<b>7183</b>

<sup>1)</sup> 2009 tax rate before impairment. The effective tax rate after impairment was 448.6%.

<sup>2)</sup> Expressed as full-time equivalents.

<sup>3)</sup> 2009 restated: Bucher Landtechnik transferred to Bucher Specials.