

## Performance highlights 2017

### GROUP KEY FIGURES

(in CHF million)

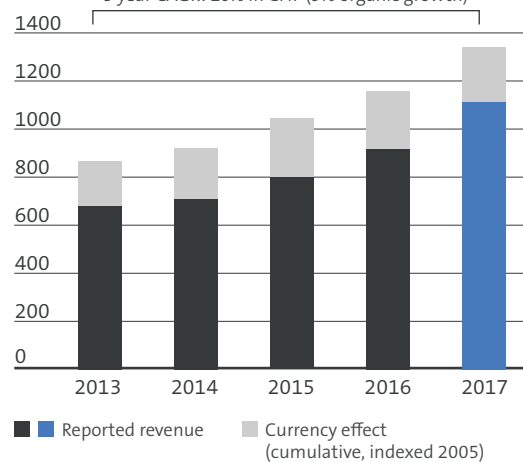
	2017	2016	Change (%)
Revenue	1 112	918	21
Gross profit	840	719	17
EBITDA	324	259	25
Operating profit (EBIT)	284	227	26
excl. exceptionals	286	227	26
Net profit	276	230	20
Cash generated from operating activities	217	185	18
Capital expenditure	73	47	57
Free cash flow	145	139	9
Basic EPS (in CHF)	17.61	14.68	20
Employees (at year end)	4 881	3 797	29



## REVENUE (in CHF million)

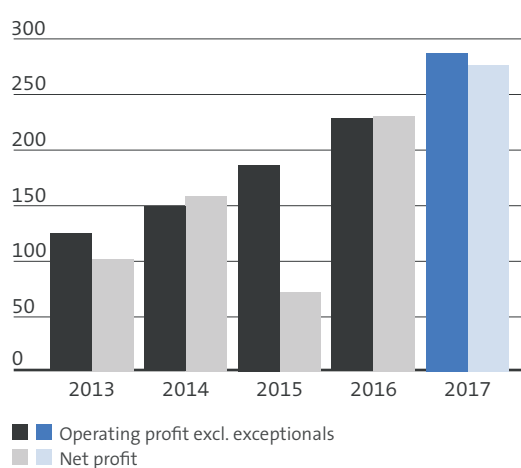
More on p. 43 ff.

5 year CAGR: 10% in CHF (9% organic growth)



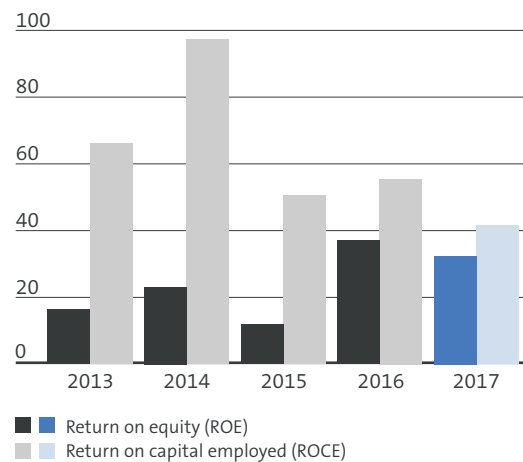
## OPERATING AND NET PROFIT (in CHF million)

More on p. 43 ff.



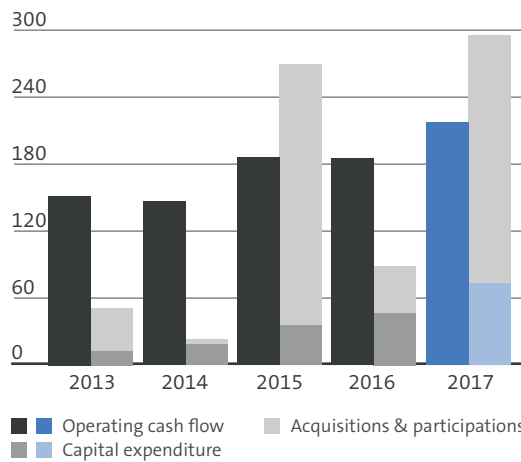
## PROFITABILITY (in %)

More on p. 43 ff.



## CASH FLOW AND INVESTMENTS (in CHF million)

More on p. 43 ff.



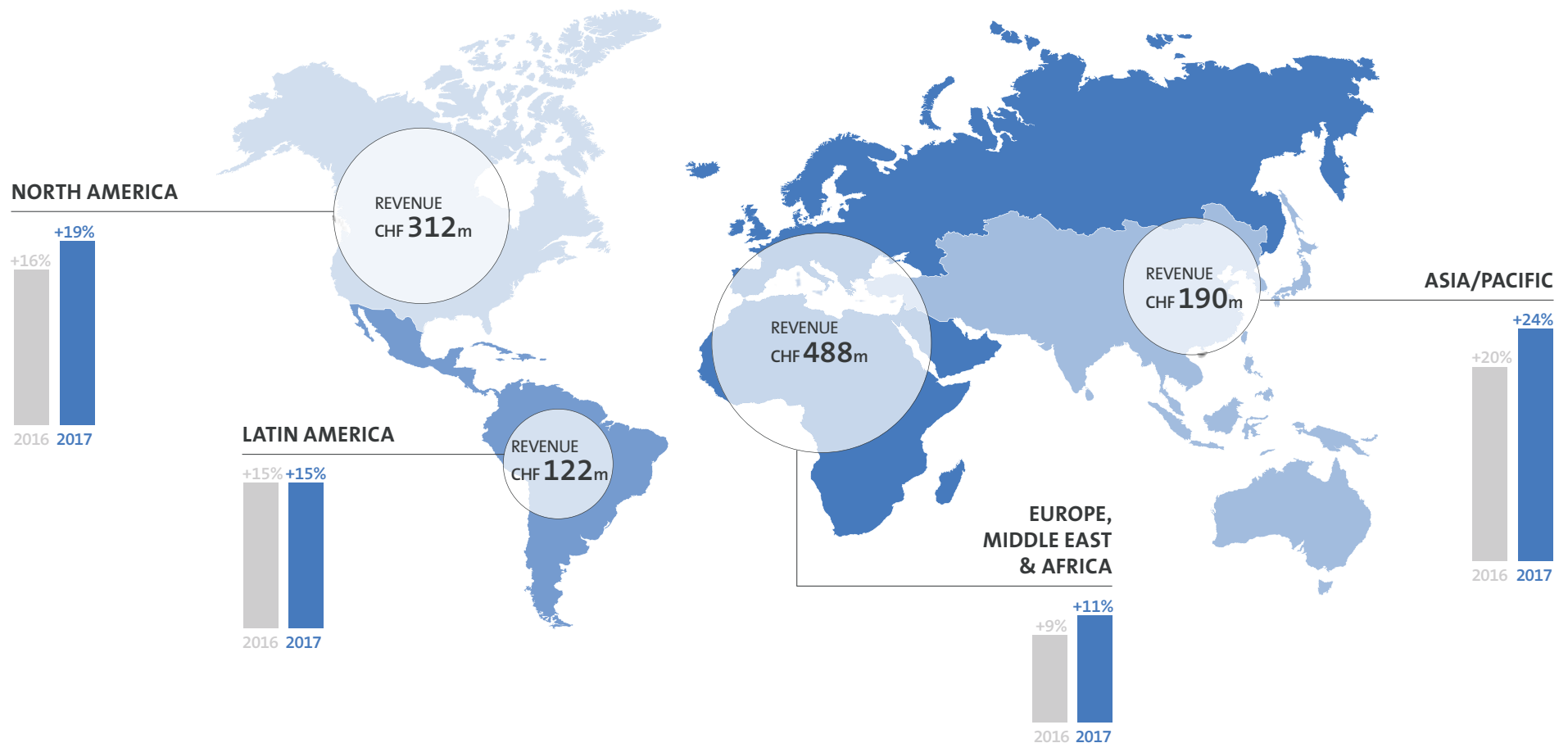
64%  
EQUITY RATIO

13%  
FREE CASH FLOW  
MARGIN

+29%  
EMPLOYEES

## Organic growth by region

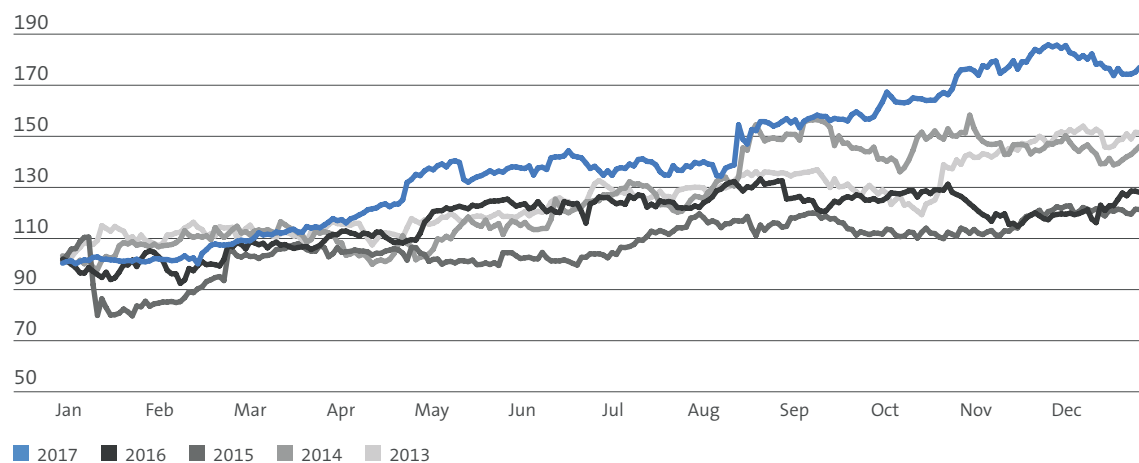
Throughout 2017, we outperformed the market significantly and gained share in all regions, led by dynamic growth in North America and Asia/Pacific, our fastest growing region. Latin America's continuing growth shone out in a difficult market. EMEA performed very well and posted double-digit growth in a well penetrated market.



## Share information

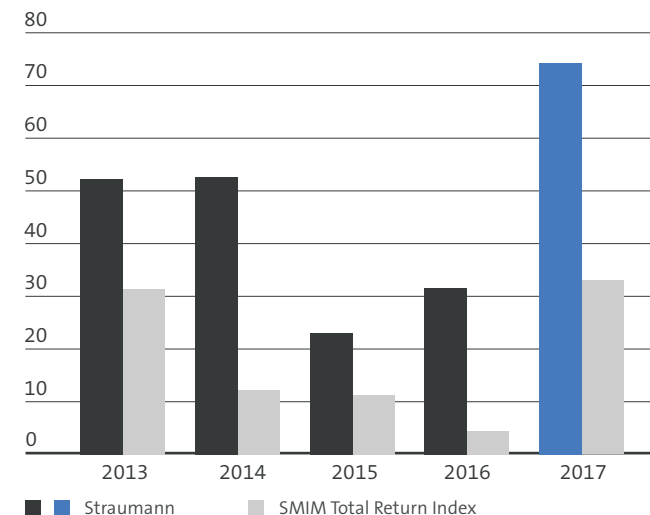
SHARE PRICE DEVELOPMENT 2013–2017

(in %)



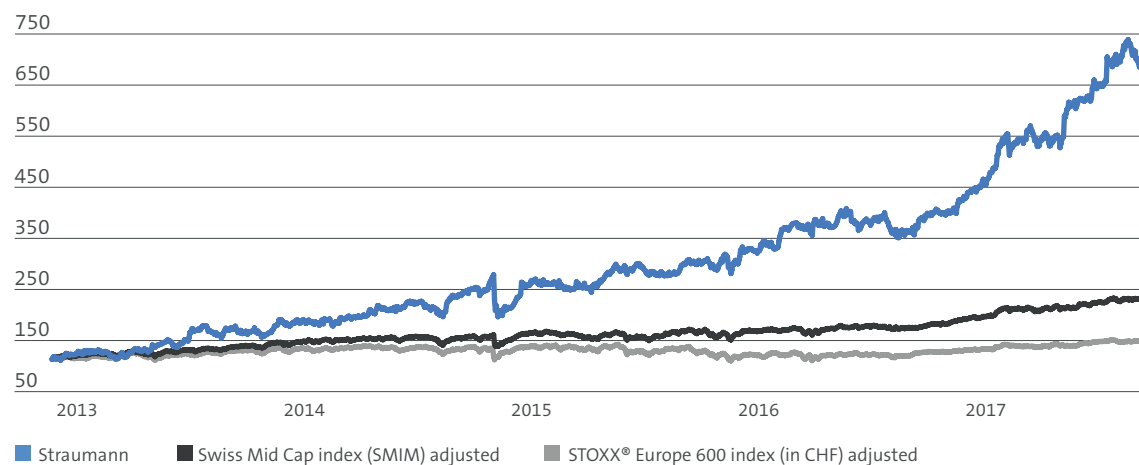
TOTAL SHAREHOLDER RETURN

(in %)



RELATIVE SHARE PRICE DEVELOPMENT

(in CHF)



SHARE INFORMATION

(in CHF)

	2017	2016
Earnings per share (EPS) <sup>1</sup>	15.13	11.94
Ordinary dividend per share	4.75 <sup>2</sup>	4.25
Payout ratio <sup>1</sup>	31%	36%
Share price at year end	688.50	397.50

<sup>1</sup> Excluding exceptionals and one-time effects.

<sup>2</sup> Payable in April 2018 subject to shareholder approval.