

## AT A GLANCE

# New record highs – improved profitability

**Bossard continues on its growth path: Sales, EBIT, and net income reached record highs in 2016. This development confirms our investment policy targeting profitable growth.**

## Key figures

in CHF 1,000	2016	2015
Net sales	695,015	656,314
Change to prior year in %	5.9	6.2
Gross profit	219,649	202,704
Personnel expenses	145,668	135,903
in % of net sales	21.0	20.7
EBITDA	91,114	81,922
in % of net sales	13.1	12.5
EBIT	78,509	70,319
in % of net sales	11.3	10.7
Net income	62,434	54,490
in % of net sales	9.0	8.3
Cash flow <sup>1)</sup>	75,039	66,093
in % of net sales	10.8	10.1
Capital expenditures	40,021	22,128
Operating net working capital <sup>2)</sup>	264,557	256,321
in % of net sales	38.1	39.1
Net debt	158,767	147,828
Shareholders' equity	207,644	186,186
in % of total assets	41.9	40.2
Total assets	495,769	462,602
Return on equity	31.7	27.5
Return on average capital employed (ROCE)	18.5	17.6
Dividend yield in % (Basis: share price at Dec. 31)	2.3	2.7
Earnings per share <sup>3) 4)</sup>		
Registered A share in CHF	8.04	7.01
Registered B share in CHF	1.61	1.40
Price/earnings ratio (Basis: share price at Dec. 31)	17.8	15.6
Price/book value per share	5.2	4.4
Annual weighted average number of employees <sup>5)</sup>	2,012	1,950
Net sales per employee <sup>6)</sup>	345.4	336.5

1) Net income + depreciation and amortization

2) Accounts receivable, inventories, less accounts payable

3) Basis: Average capital entitled to dividend

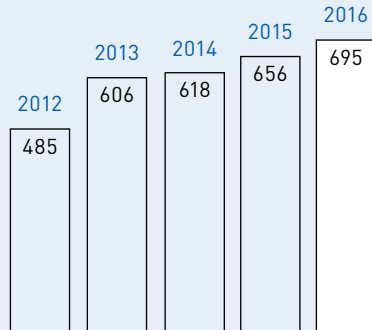
4) Basis: Share attributable to shareholders of Bossard Holding AG

5) Average full time equivalent

6) Basis: Annual weighted average number of employees

## Net Sales

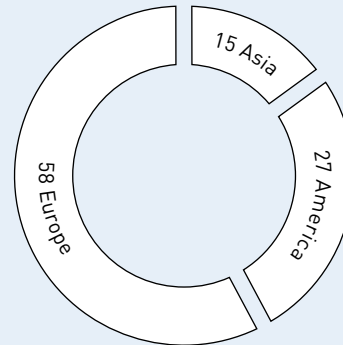
in CHF million



Sales rises by **5.9 percent** to a new record level of CHF 695 million.

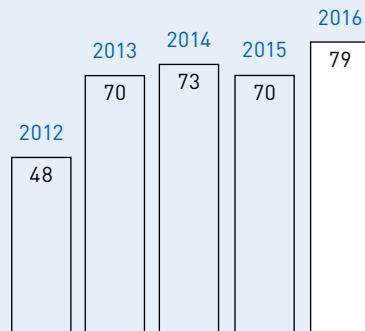
## Geographic Sales Distribution

in %



## EBIT

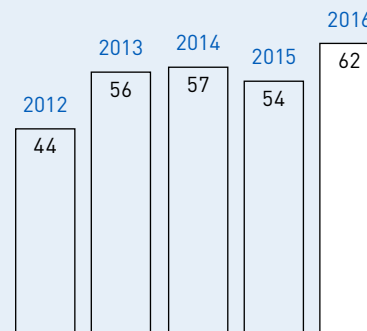
in CHF million



Targeted investments pay off – EBIT increases by **11.6 percent** to a new record high.

## Net Income

in CHF million



**+14.6 percent**  
Net income at record high – basis for future growth.

Without a doubt, the time for **Smart Factory Logistics** technology has come. The existing cost pressure is forcing many industrial companies to take a closer look at leaner cost structures. From our perspective, the Smart Factory, or **Industry 4.0**, is a **core element** for our customers to achieve profitable growth.

Bossard places great importance on clear **growth goals** in the area of high-quality and technically sophisticated fastening solutions. These goals have been strengthened through the recent acquisitions. In addition, our **acquisition policy** helps ensure that key personnel – and hence their expertise and experience – are retained at the acquired companies.