

## Key Financial Data

### Income Statement

		2018	2017	Change in %
Sales	CHF million	4,313.2	4,088.4	5.5
EBITDA	CHF million	816.2	764.4	6.8
in % of sales	%	18.9	18.7	
EBIT	CHF million	636.7	595.4	6.9
in % of sales	%	14.8	14.6	
Net income	CHF million	487.1	452.5	7.6
in % of sales	%	11.3	11.1	
Operating cash flow	CHF million	651.6	591.0	10.3
in % of sales	%	15.1	14.5	

### Balance Sheet

		2018	2017	Change in %
Total assets	CHF million	7,249.8	6,975.6	3.9
Current assets	CHF million	2,933.0	2,781.1	5.5
in % of total assets	%	40.5	39.9	
Non-current assets	CHF million	4,316.8	4,194.5	2.9
in % of total assets	%	59.5	60.1	
Non-current liabilities	CHF million	1,735.3	1,730.8	0.3
in % of total assets	%	23.9	24.8	
Shareholders' equity	CHF million	4,486.4	4,195.0	6.9
in % of total assets	%	61.9	60.1	
Investments in PPE/intangible assets	CHF million	257.3	185.2	38.9
in % of operating cash flow	%	39.5	31.3	

### Employees

		2018	2017	Change in %
Average number of employees		14,570	13,949	4.4
Sales per employee	TCHF	296.0	293.1	1.0

## Data per share

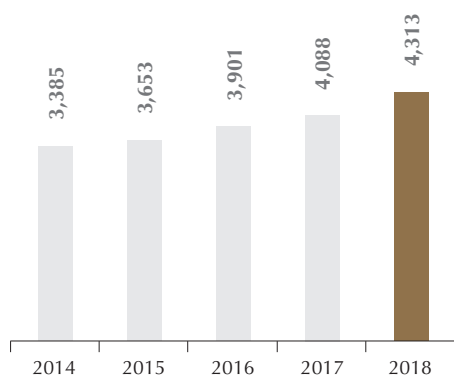
		2018	2017	Change in %
Non-diluted earnings per share/10 PC <sup>1</sup>	CHF	2,021	1,893	6.8
Operating cash flow per share/10 PC <sup>1</sup>	CHF	2,715	2,482	9.4
Dividend per share/10 PC	CHF	1,000 <sup>2</sup>	930	7.5
Payout ratio	%	50.0	49.5	
Shareholders' equity per share/10 PC	CHF	18,437	17,414	5.9
Price registered share at December 31	CHF	73,300	70,485	4.0
Price participation certificate at December 31	CHF	6,100	5,950	2.5
Market capitalization at December 31	CHF million	16,517.7	15,828.7	4.4

1 Based on weighted average number of registered shares/10 participation certificates.

2 Proposal of the Board of Directors.

## Sales

(CHF million)

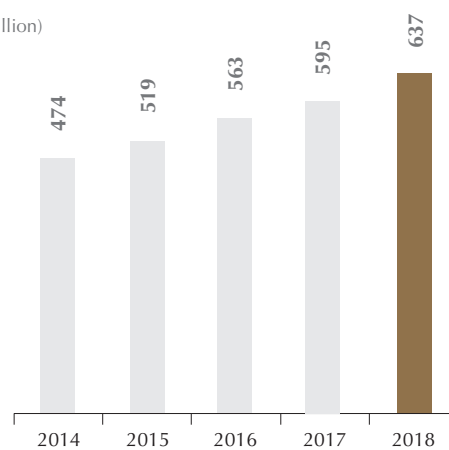


Organic  
growth:

9.8%    7.1%    6.0%    3.7%    5.1%

## Operating profit (EBIT)

(CHF million)



in % of  
sales:

14.0%    14.2%    14.4%    14.6%    14.8%