

## Key Financial Data

### Income Statement

		2019	2018	Change in %
Sales	CHF million	4,509.0	4,313.2	4.5
EBITDA	CHF million	915.8	816.2	12.2
in % of sales	%	20.3	18.9	
EBIT	CHF million	593.0 <sup>1</sup>	636.7	-6.9
in % of sales	%	13.2 <sup>1</sup>	14.8	
Net income	CHF million	511.9	487.1	5.1
in % of sales	%	11.4	11.3	
Operating cash flow	CHF million	830.9	651.6	27.5
in % of sales	%	18.4	15.1	

<sup>1</sup> Includes one-off effects of CHF 81.6 million. Without these effects the EBIT amounts to CHF 674.6 million and the EBIT-margin to 15.0%.

### Balance Sheet

		2019	2018	Change in %
Total assets	CHF million	8,040.8	7,249.8	10.9
Current assets	CHF million	2,975.7	2,933.0	1.5
in % of total assets	%	37.0	40.5	
Non-current assets	CHF million	5,065.1	4,316.8	17.3
in % of total assets	%	63.0	59.5	
Non-current liabilities	CHF million	1,680.9	1,735.3	-3.1
in % of total assets	%	20.9	23.9	
Shareholders' equity	CHF million	4,670.2	4,486.4	4.1
in % of total assets	%	58.1	61.9	
Investments in PPE/intangible assets	CHF million	247.0	257.3	-4.0
in % of operating cash flow	%	29.7	39.5	

### Employees

		2019	2018	Change in %
Average number of employees		14,621	14,570	0.4
Sales per employee	TCHF	308.4	296.0	4.2

## Data per share

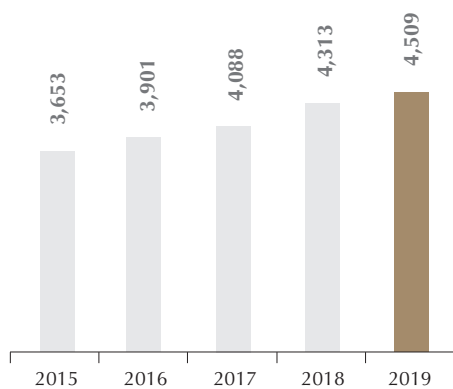
		2019	2018	Change in %
Non-diluted earnings per share/10 PC <sup>1</sup>	CHF	2,142	2,021	5.9
Operating cash flow per share/10 PC <sup>1</sup>	CHF	3,492	2,715	28.6
Dividend per share/10 PC	CHF	1,750 <sup>2</sup>	1,000	75.0
Payout ratio	%	83.2	50.0	
Shareholders' equity per share/10 PC	CHF	19,626	18,437	6.5
Price registered share at December 31	CHF	85,500	73,300	16.6
Price participation certificate at December 31	CHF	7,515	6,100	23.2
Market capitalization at December 31	CHF million	19,687.9	16,517.7	19.2

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

<sup>2</sup> Proposal of the Board of Directors.

## Sales

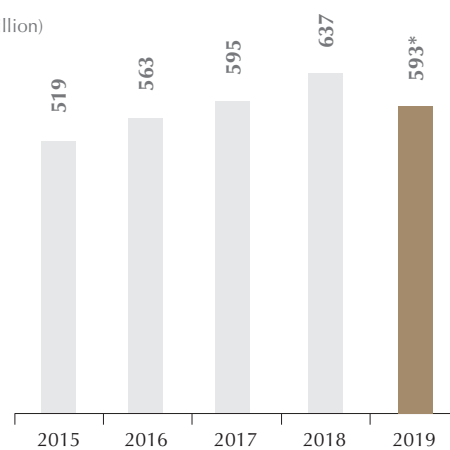
(CHF million)



Organic growth: 7.1% 6.0% 3.7% 5.1% 6.1%

## Operating profit (EBIT)

(CHF million)



in % of sales: 14.2% 14.4% 14.6% 14.8% 13.2%

\* Includes one-off effects of CHF 81.6 million. Without these effects the EBIT amounts to CHF 674.6 million and the EBIT margin to 15.0%.