

HIGHLIGHTS OF THE FINANCIAL YEAR 2017

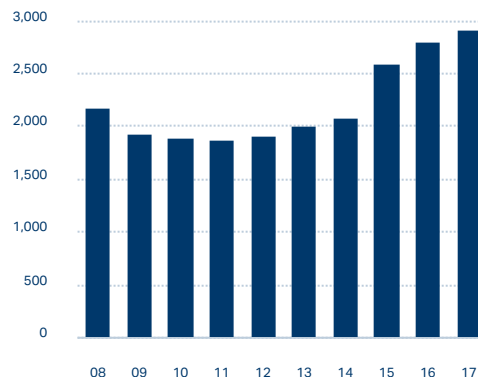
Net sales

+3.5%

Organic, currency-adjusted net sales growth in 2017

Net sales development 2008 – 2017

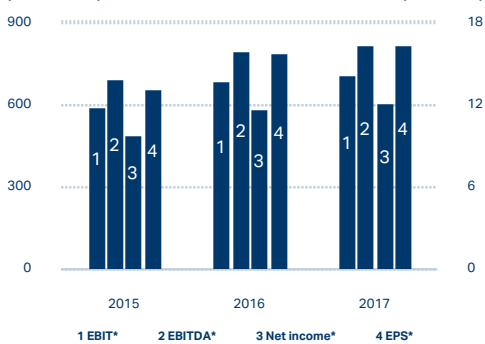
(in CHF million)



EBIT, EBITDA, Net income, Earnings per share (EPS) 2015 – 2017

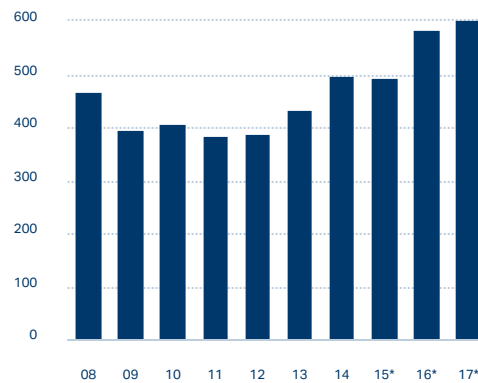
(in CHF million)

(EPS: in CHF)



Net income development 2008 – 2017

(in CHF million)



Adjusted operating cashflow margin (EBITDA margin)

28.2%

0.1 percentage points lower than prior year

Free cashflow (in CHF)

483 million

-13.2% versus prior year

* Adjusted for costs in connection with the Sanitec acquisition and integration

Adjusted earnings per share
(in CHF)

16.43

+3.7% versus prior year

Payout ratio

63.4%

The payout ratio is in the upper
range of the target corridor of
50 to 70%

Investments in property, plant
and equipment and intangible
assets
(in CHF)

159 million

+14.3% versus prior year

R&D expenditures
(in CHF)

78 million

+6 million versus prior year

Currency effects in net sales
(in CHF)

34 million

Currency effects in EBIT
(in CHF)

8 million