

## Press Release

Niederweningen, 1 February 2007

### **Bucher Industries increases sales by 7%**

**Bucher Industries increased sales by 7% to CHF 2 087 million in 2006, crossing the two billion-Swiss franc mark for the first time. Organic growth was 4%. Order intake reached CHF 2 163 million, up 11% year on year. Despite substantial restructuring charges, the group expects to post higher operating and net results than a year earlier.**

In a favourable economic climate overall, Bucher Industries grew sales by 7.1% or currency-adjusted 5.6% to CHF 2 087.1 million in 2006, crossing the two billion-Swiss franc mark for the first time in its 200-year history. Excluding currency effects, acquisitions and disposals, this was an improvement of 3.6%. At CHF 2 163.3 million, order intake was 11.1% up on the previous year, an increase of 7.4% excluding currency effects, acquisitions and disposals. Bucher Municipal and Bucher Hydraulics achieved double-digit growth rates, while Kuhn Group and Bucher Process practically maintained their sales in more difficult market conditions. Emhart Glass successfully topped the very high volume of business recorded a year earlier.

**Kuhn Group** generated sales of CHF 778.7 million, about level with the previous year, but down 1.6% year on year on a currency-adjusted basis. With demand growing slightly in the latter months of the year, order intake improved by 6.4% to CHF 805.5 million in an annual comparison. Overall, the investment climate in the West European markets for specialized agricultural machinery was lacklustre, but sentiment remained good in Central and Eastern

Europe. Demand in North America slowed slightly towards the end of the year, whereas performance in South America weakened distinctly once again. Last year, Kuhn Group closed down the Kuhn Nodet plant, moving its seed drill production to other facilities in France. The restructuring costs of CHF 20 million are being expensed in full in the 2006 financial year. Kuhn Group accounted for 37% of group sales (2005: 40%).

**Bucher Municipal**, operating at full capacity, grew sales by 22.9% to CHF 537.0 million, up 21.5% adjusted for currency effects and 11.4% adjusted for acquisitions. Organic growth was higher than expected. Bolstered by the good economic situation and several major contract awards for compact and airport sweepers, the division gained market share. Order intake reached CHF 536.3 million, up 18.9% year on year or 6.4% excluding acquisitions. Bucher Municipal accounted for 25% of group sales (2005: 22%).

**Bucher Process** had to contend with a slump in demand for wine production plant in its largest market, France, but offset this decline with good sales in Italy, Eastern Europe, the USA and the southern hemisphere. While the volume of business in fruit juice equipment remained stable overall, demand for drying equipment slackened. The division's sales decreased by 1.7% or currency-adjusted 2.8% to CHF 140.0 million. Order intake totalled CHF 151.6 million, up 2.2% year on year. Once again, Bucher Process contributed 7% to group sales.

**Bucher Hydraulics** continued the solid performance seen in previous years through its own efforts and supported by the good trend in almost all of its customer markets. The division's sales of hydraulic components increased by 14.5% or currency-adjusted 13.3% to CHF 307.7 million. Order intake rose by 19.8% to CHF 315.8 million. Bucher Hydraulics accounted for 15% of group sales (2005: 14%).

**Emhart Glass** generated sales of CHF 331.5 million for 2006, up 3.2% or currency-adjusted 1.4% year on year. Order intake rose by 12.0% or currency-adjusted 10.0% to 353.9 million. The division benefited from the glass container industry's high capital spending on expansion and modernization of facilities. Emhart Glass concentrated manufacturing of glass forming machines at the main plant in Sweden and all assembly operations for inspection machines in Elmira, USA. The restructuring costs amounted to CHF 5 million. As in the previous year, Emhart Glass contributed 16% to group sales.

**Group's 2006 results:** Group results were weighed down by restructuring measures carried out by Kuhn Group in France and Emhart Glass in Germany. Nevertheless, given the strong business activity in the fourth quarter, the group expects to post higher operating and net results than a year earlier.

Bucher Industries will publish the group's 2006 results and annual report, containing the board's dividend proposal, at the annual press conference on 13 March 2007. Notice of the annual general meeting to be held at 4:00 p.m. on 12 April 2007 at the Hotel Mövenpick in Regensdorf will be mailed on 16 March 2007. Requests for additions to the agenda must reach Bucher Industries AG by 28 February 2007, together with the proposed motions and proof of ownership of the required shares representing a total value of CHF 20 000.

The board of directors of Bucher Industries has designated Kurt E. Siegenthaler as chairman of the board with effect from the annual general meeting on 12 April 2007. He has been a director since 2006 and will succeed Rudolf Hauser who is retiring, having reached the age limit.

In 2007, Bucher Industries is celebrating its 200th anniversary commemorating its successful evolution from a blacksmith's shop to a global technology group with leading market positions in speciality areas of mechanical and vehicle engineering. The company's operations currently include specialized agricultural machinery, municipal vehicles, wine and fruit juice production plant, hydraulic components, and production equipment for the glass container industry. Bucher Industries' shares are traded on SWX Swiss Exchange (SWX: BUCN).

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Enclosure: Group key figures

**Group key figures**

CHF million	2006	2005	% Change		
				Adjusted for currencies	Adjusted for currencies, acquisitions and disposals
<b>Order intake</b>	<b>2 163.3</b>	<b>1 946.6</b>	<b>11.1</b>	<b>9.5</b>	<b>7.4</b>
Kuhn Group	805.5	757.0	6.4	4.5	4.5
Bucher Municipal	536.3	450.9	18.9	17.6	6.2
Bucher Process	151.6	148.4	2.2	1.0	1.0
Bucher Hydraulics	315.8	263.7	19.8	18.6	18.3
Emhart Glass	353.9	316.0	12.0	10.0	10.0

<b>Net sales</b>	<b>2 087.1</b>	<b>1 948.3</b>	<b>7.1</b>	<b>5.6</b>	<b>3.6</b>
Kuhn Group	778.7	777.8	0.1	-1.6	-1.6
Bucher Municipal	537.0	437.1	22.9	21.5	10.5
Bucher Process	140.0	142.4	-1.7	-2.8	-2.8
Bucher Hydraulics	307.7	268.8	14.5	13.3	13.2
Emhart Glass	331.5	321.3	3.2	1.4	1.4

<b>Order book</b>	<b>605.2</b>	<b>523.7</b>	<b>15.6</b>	<b>13.8</b>	<b>13.9</b>
Kuhn Group	210.7	180.6	16.7	14.6	14.6
Bucher Municipal	126.7	123.8	2.3	1.1	1.1
Bucher Process	39.4	28.0	40.7	39.6	39.6
Bucher Hydraulics	58.9	46.1	27.8	26.2	26.2
Emhart Glass	169.5	144.4	17.4	15.3	15.3

<b>Employee numbers</b>					
At 31 December	6 775	6 874	-1.4		
Average during the year	6 882	6 836	0.7		