

## Press release

Date: 26 April 2001

### **Bucher Industries AG financial press conference**

### **Bucher Industries – strengthened industrial group**

**2000 was a year of strengthening of Bucher Industries as an industrial group with specialised core businesses in the engineering and automotive industries. All of the divisions contributed to the considerable rise of the operating result by 29% to 102.2 million CHF and of the net income for the year by 37% to 79.9 million CHF. In the current financial year, Bucher Industries anticipates a slight increase in turnover by internal growth and a further over-proportional improvement in results.**

The group's key figures for the 2000 financial year show a pleasing development of the business. Incoming orders increased by 17% compared with the previous year. Group turnover reached 1503 million CHF and thus exceeded the previous year's comparable figures by 3%. The operating result rose by 29% to 102.2 million CHF representing 6.8% of net sales. The financial result of 26.6 million CHF was distinctly higher than the previous year's 12.8 million CHF, while the tax expense increased according to the total result. The net income for the year rose by 37% to 79.9 million CHF, representing 5.3% of net sales.

Investments in tangible assets rose to 52.1 million CHF against 50.1 million CHF in the previous year. Attention focused on the construction of a centralised spare parts depot for Kuhn Group and new production capacities at Bucher

Hydraulics. Development expenditure for innovation and further expansion of the product range consumed 57.6 million CHF, representing 3.8% of net sales. The number of employees at the end of year rose slightly to 5556, against 5409 in the previous year. This rise is due mainly to the increased business activities of Bucher Hydraulics and Bucher Foodtech.

Europe's share of group sales remained unchanged at 78%. Sales in Switzerland, included in Europe's share, were 10% as in the previous year. America's share rose from 11 to 13% and that of Asia fell from 9 to 7%.

The divisions' shares of group sales changed only slightly. A share of 36% of group sales makes Kuhn Group the largest division of Bucher Industries, followed by Bucher Automotive with 18%, Emhart Glass with 17%, and Bucher Hydraulics with 16% of group sales. Bucher Foodtech remained unchanged at 9% and Laeis-Bucher fell to 4% of group sales. All divisions reported a greater volume of incoming orders and better operating results. The majority of the divisions also increased net sales. Thanks to a higher order book and streamlined structures the divisions proceed with greater strength in the new financial year.

The individual divisions saw differing trends in their businesses in 2000:

- Kuhn Group: Kuhn Group's turnover was 1.6% up on the previous year, excluding the activities of the divested Puissance Verte SA, and the operating result progressed at a high level.
- Bucher Automotive: Higher sales of municipal vehicles and agricultural machinery and stable sales of all-terrain vehicles helped Bucher Automotive to grow turnover by 5.1% and to increase its operating result.
- Bucher Foodtech: Turnover rose by 1.5% due to increased sales of wine production plants and sustained sales of fruit juice plants. The division was able to improve its operating result.
- Bucher Hydraulics: Due to lively demand for hydraulics components and involvement in new internal gear pump activities, Bucher Hydraulics was able to increase turnover by a satisfactory 10.9% and also sharply increase its operating result.

- Laeis-Bucher: Turnover was 27.8% down on the previous year, mainly due to changed market conditions in China. Although the division was able to improve upon its operating result, it was still in the red.
- Emhart Glass: Business improved significantly with incoming orders rising by 32.8%. Turnover increased by just 8.3% as a result of the relatively long order execution. The operating result rose sharply.

In the financial year 2001, Bucher Industries anticipates a slight increase in turnover by internal growth and a further over-proportional improvement in results. Kuhn Group and Bucher Automotive aim to increase market shares in their rather slow growing markets. Bucher Hydraulics and Bucher Foodtech are following the dynamic growth of their markets and rely on new applications of their technologies. Emhart Glass and Laeis-Bucher expect to continue a substantial recovery. Additional growth of the group may be achieved by targeted acquisitions of complementary business activities. In the long term, Bucher Industries intends to continue a strategy of strengthening the divisions by focusing on the innovation and expansion of the product ranges and the growth of market shares.

Jean-Daniel Cornaz, a member of the Board of Directors since 1984 and Chairman since 1988, will step down at the Annual General Meeting on 22 May 2001. The Board of Directors elected Rudolf Hauser, President and Chief Executive Officer actually, as his successor as Chairman. It also appointed Philip Mosimann Chief Executive Officer with effect from the beginning of 2002. Philip Mosimann is a 46 year-old mechanical engineer, graduated of ETH, who until now was head of the Sulzer textile machinery business. He will join Bucher Industries in the middle of 2001.

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## Consolidated income statement

mill. CHF	2000	1999	Change in %
<b>Net sales adjusted <sup>1</sup></b>	<b>1502.8</b>	1461.8	+2.8
<b>Net sales</b>	<b>1502.8</b>	1510.2	-0.5
<b>Operating result</b>	<b>102.2</b>	79.5	+28.6
<b>Financial result</b>	<b>26.6</b>	12.8	+107.8
<b>Net income before taxes</b>	<b>128.8</b>	92.3	+39.5
<b>Taxes</b>	<b>-48.9</b>	-33.8	+44.7
<b>Net income for the year</b>	<b>79.9</b>	58.5	+36.6

<sup>1</sup> adjusted for divestments

## Consolidated balance sheet at 31 December

mill. CHF	2000	%	1999	%
<b>Assets</b>				
Fixed assets	<b>463.6</b>	<b>30.6</b>	449.7	30.9
Inventories	<b>359.9</b>	<b>23.7</b>	313.7	21.5
Accounts receivable	<b>430.8</b>	<b>28.4</b>	354.4	24.4
Liquid funds	<b>261.5</b>	<b>17.3</b>	338.2	23.2
<b>Total assets</b>	<b>1515.8</b>	<b>100.0</b>	1456.0	100.0
<b>Liabilities and shareholders' equity</b>				
Shareholders' equity	<b>499.1</b>	<b>33.0</b>	466.1	32.0
Long-term liabilities	<b>303.3</b>	<b>20.0</b>	338.8	23.3
Short-term liabilities	<b>713.4</b>	<b>47.0</b>	651.1	44.7
<b>Total liabilities and shareholders' equity</b>	<b>1515.8</b>	<b>100.0</b>	1456.0	100.0