

# 5 year key figures

April 1 to March 31, in 1,000 CHF unless otherwise specified	Normalized 2017/18 <sup>1)</sup>	Reported 2017/18	Normalized 2016/17 <sup>1)</sup>	Reported 2016/17	2015/16	2014/15	2013/14
<b>Sales</b>	<b>2,645,926</b>	<b>2,645,926</b>	<b>2,395,650</b>	<b>2,395,650</b>	<b>2,071,930</b>	<b>2,035,085</b>	<b>1,951,312</b>
change compared to previous year (%)	10.4	10.4	15.6	15.6	1.8	4.3	8.7
<b>Gross profit</b>	<b>1,868,186</b>	<b>1,868,186</b>	<b>1,651,752</b>	<b>1,651,752</b>	<b>1,375,468</b>	<b>1,387,524</b>	<b>1,340,449</b>
change compared to previous year (%)	13.1	13.1	20.1	20.1	(0.9)	3.5	8.1
in % of sales	70.6	70.6	68.9	68.9	66.4	68.2	68.7
<b>Research &amp; development costs</b>	<b>142,899</b>	<b>142,899</b>	<b>137,134</b>	<b>137,134</b>	<b>130,255</b>	<b>130,897</b>	<b>125,657</b>
in % of sales	5.4	5.4	5.7	5.7	6.3	6.4	6.4
<b>Sales &amp; marketing costs</b>	<b>928,201</b>	<b>934,476</b>	<b>810,988</b>	<b>815,018</b>	<b>638,240</b>	<b>613,217</b>	<b>589,627</b>
in % of sales	35.1	35.3	33.9	34.0	30.8	30.1	30.2
<b>Operating profit before acquisition-related amortization (EBITA)</b>	<b>551,620</b>	<b>532,453</b>	<b>481,441</b>	<b>462,998</b>	<b>430,632</b>	<b>455,564</b>	<b>430,109</b>
change compared to previous year (%)	14.6	15.0	11.8	7.5	(5.5)	5.9	11.6
in % of sales	20.8	20.1	20.1	19.3	20.8	22.4	22.0
<b>Operating profit (EBIT)</b>	<b>502,144</b>	<b>482,977</b>	<b>442,120</b>	<b>423,677</b>	<b>403,437</b>	<b>429,069</b>	<b>404,030</b>
change compared to previous year (%)	13.6	14.0	9.6	5.0	(6.0)	6.2	12.5
in % of sales	19.0	18.3	18.5	17.7	19.5	21.1	20.7
<b>Income after taxes</b>	<b>422,740</b>	<b>407,435</b>	<b>371,484</b>	<b>356,176</b>	<b>345,847</b>	<b>368,323</b>	<b>347,382</b>
change compared to previous year (%)	13.8	14.4	7.4	3.0	(6.1)	6.0	12.9
in % of sales	16.0	15.4	15.5	14.9	16.7	18.1	17.8
<b>Basic earnings per share (CHF)</b>	<b>6.36</b>	<b>6.13</b>	<b>5.58</b>	<b>5.35</b>	<b>5.11</b>	<b>5.37</b>	<b>5.08</b>
<b>Dividend/distribution per share (CHF)</b>	<b>2.60<sup>10)</sup></b>	<b>2.60<sup>10)</sup></b>	<b>2.30</b>	<b>2.30</b>	<b>2.10</b>	<b>2.05</b>	<b>1.90</b>
<b>Net cash/(debt)<sup>2)</sup></b>	<b>(227,982)</b>	<b>(227,982)</b>	<b>(404,634)</b>	<b>(404,634)</b>	<b>298,274</b>	<b>382,343</b>	<b>311,525</b>
Net working capital <sup>3)</sup>	190,477	190,477	169,706	169,706	185,459	181,379	190,571
Capital expenditure (tangible and intangible assets) <sup>4)</sup>	96,295	96,295	97,120	97,120	83,051	88,735	93,918
Capital employed <sup>5)</sup>	2,702,891	2,702,891	2,535,906	2,535,906	1,607,992	1,489,461	1,462,850
Total assets	4,301,978	4,301,978	3,935,680	3,935,680	2,751,611	2,691,631	2,593,748
Equity	2,474,909	2,474,909	2,131,272	2,131,272	1,906,266	1,871,804	1,774,375
Equity financing ratio (%) <sup>6)</sup>	57.5	57.5	54.2	54.2	69.3	69.5	68.4
Free cash flow <sup>7)</sup>	359,957	359,957	(232,615)	(232,615)	252,573	308,700	288,618
<b>Operating free cash flow<sup>8)</sup></b>	<b>419,181</b>	<b>419,181</b>	<b>424,847</b>	<b>424,847</b>	<b>344,212</b>	<b>366,385</b>	<b>318,430</b>
in % of sales	15.8	15.8	17.7	17.7	16.6	18.0	16.3
<b>Return on capital employed (%)<sup>9)</sup></b>	<b>18.4</b>	<b>18.4</b>	<b>20.4</b>	<b>20.4</b>	<b>26.0</b>	<b>29.1</b>	<b>27.7</b>
<b>Number of employees (average)</b>	<b>14,073</b>	<b>14,073</b>	<b>12,802</b>	<b>12,802</b>	<b>10,697</b>	<b>9,960</b>	<b>9,175</b>
change compared to previous year (%)	9.9	9.9	19.7	19.7	7.4	8.6	5.4
<b>Number of employees (end of period)</b>	<b>14,242</b>	<b>14,242</b>	<b>14,089</b>	<b>14,089</b>	<b>10,894</b>	<b>10,184</b>	<b>9,529</b>
change compared to previous year (%)	1.1	1.1	29.3	29.3	7.0	6.9	6.4

<sup>1)</sup> Excluding one-time costs of CHF 19.2 million in 2017/18 (2016/17: CHF 18.4 million), consisting of transaction cost and integration related restructuring costs in connection with the acquisition of AudioNova. Balance sheet related key figures (including respective ratios) as reported.

<sup>2)</sup> Cash and cash equivalents + other current financial assets (without loans) – current financial liabilities – non-current financial liabilities.

<sup>3)</sup> Receivables (incl. loans) + inventories – trade payables – current income tax liabilities – other short-term liabilities – short-term provisions.

<sup>4)</sup> Excluding goodwill and intangibles relating to acquisitions.

<sup>5)</sup> Equity – net cash.

<sup>6)</sup> Equity in % of total assets.

<sup>7)</sup> Cash flow from operating activities + cash flow from investing activities.

<sup>8)</sup> Free cash flow – cash consideration for acquisitions and from divestments, net of cash acquired/divested.

<sup>9)</sup> EBIT in % of capital employed (average).

<sup>10)</sup> Proposal to the Annual General Shareholders' Meeting of June 12, 2018.