

WICHTIGES IN KÜRZE

1'291 Mio.

Umsatz in CHF

12.6%

EBIT-Marge

124 Mio.

Nettoergebnis in CHF

KENNZAHLEN DÄTWYLER GRUPPE

in Mio. CHF	2017	2016
Nettoumsatz	1'291.4	1'215.8
Veränderung zum Vorjahr in %	6.2%	4.3%
Betriebsergebnis vor Abschreibungen und Amortisationen (EBITDA)	219.8	204.3
EBITDA in % des Nettoumsatzes	17.0%	16.8%
Betriebsergebnis (EBIT)	162.6	146.1
EBIT in % des Nettoumsatzes	12.6%	12.0%
Nettoergebnis	123.7	57.6
Nettoergebnis in % des Nettoumsatzes	9.6%	4.7%
ROCE in %	22.4%	21.4%
Eingesetztes Kapital	725.7	682.0
Geldfluss aus betrieblicher Tätigkeit, netto	112.7	90.7
Geldfluss aus Investitionstätigkeit, netto	-110.0	-51.3
Free Cash Flow	2.7	39.4
Geldfluss aus Finanzierungstätigkeit, netto	-41.2	37.4
Nettoveränderung der flüssigen Mittel	-38.5	76.8
Flüssige Mittel	281.8	317.5
Liquiditätsüberschuss	127.5	313.5
Investitionen	117.9	77.8
Bilanzsumme	1'299.6	1'217.1
Eigenkapital	898.5	805.5
Eigenkapital in % der Bilanzsumme	69.1%	66.2%
Anzahl Mitarbeitende (Ende Jahr)	7'614	7'312
Personeneinheiten (Ende Jahr)	7'469	7'068

PER SHARE DATA

<u>in CHF</u>	2017	2016
Earnings per bearer share	7.28	3.47
Dividend per bearer share	3.00 ¹	2.20
Distribution yield at 31 December	1.6%	1.6%
Market price (high/low) per bearer share	190/139	153/111

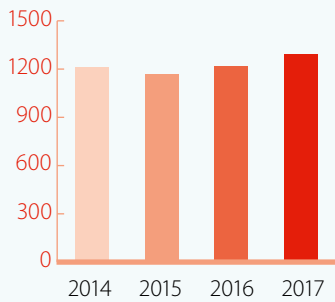
¹ Board of Directors' proposal to the Annual General Meeting



118 mn
Capital expenditure in CHF

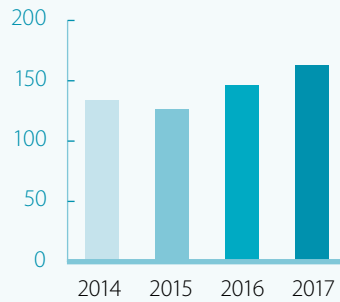
NET REVENUE

in CHF million



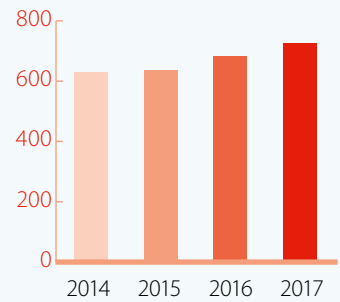
EBIT

in CHF million



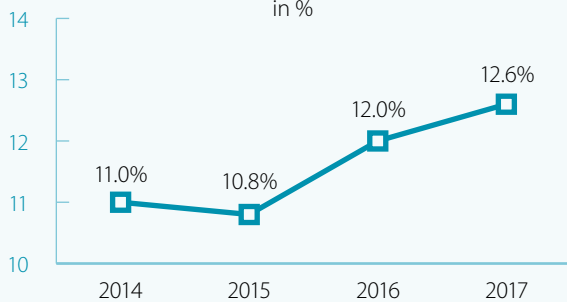
CAPITAL EMPLOYED

in CHF million



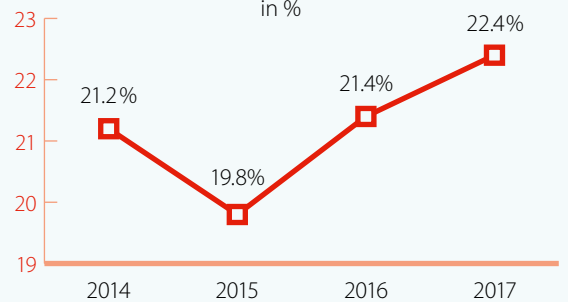
EBIT MARGIN

in %

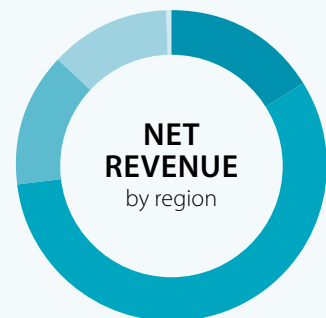


ROCE

in %



7'600
Employees



● Switzerland ● Rest of Europe ● North and South America ● Asia ● Other markets

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STRATEGIC PRIORITIES

Drive profitable growth

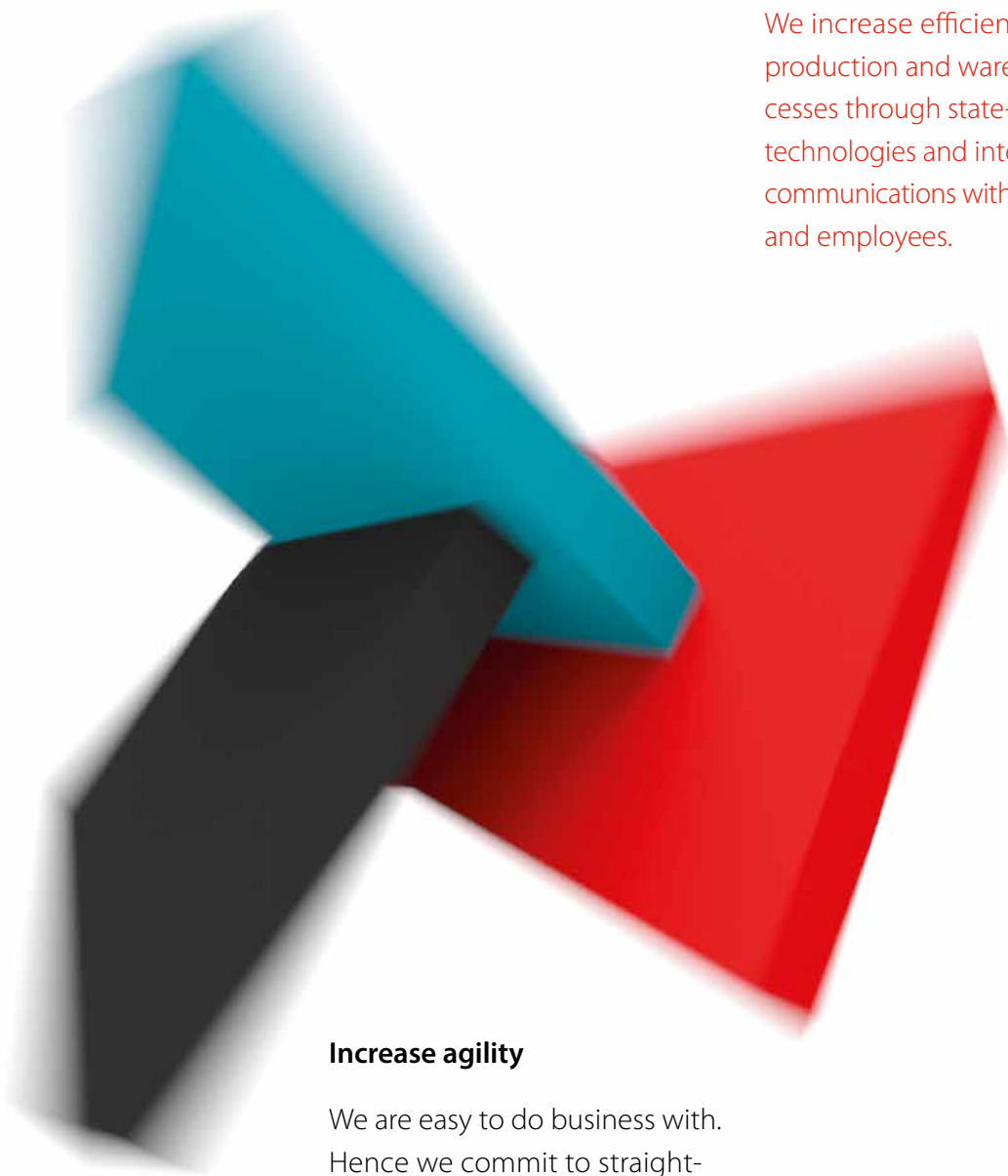
We continuously grow our role as a valued partner and drive the expansion of our business into new regions, market segments and technologies.

Accelerate digitalisation

We increase efficiency in our production and warehouse processes through state-of-the-art technologies and intensify digital communications with customers and employees.

Increase agility

We are easy to do business with. Hence we commit to straight-forward cooperation across departments, and foster innovation through employee empowerment.

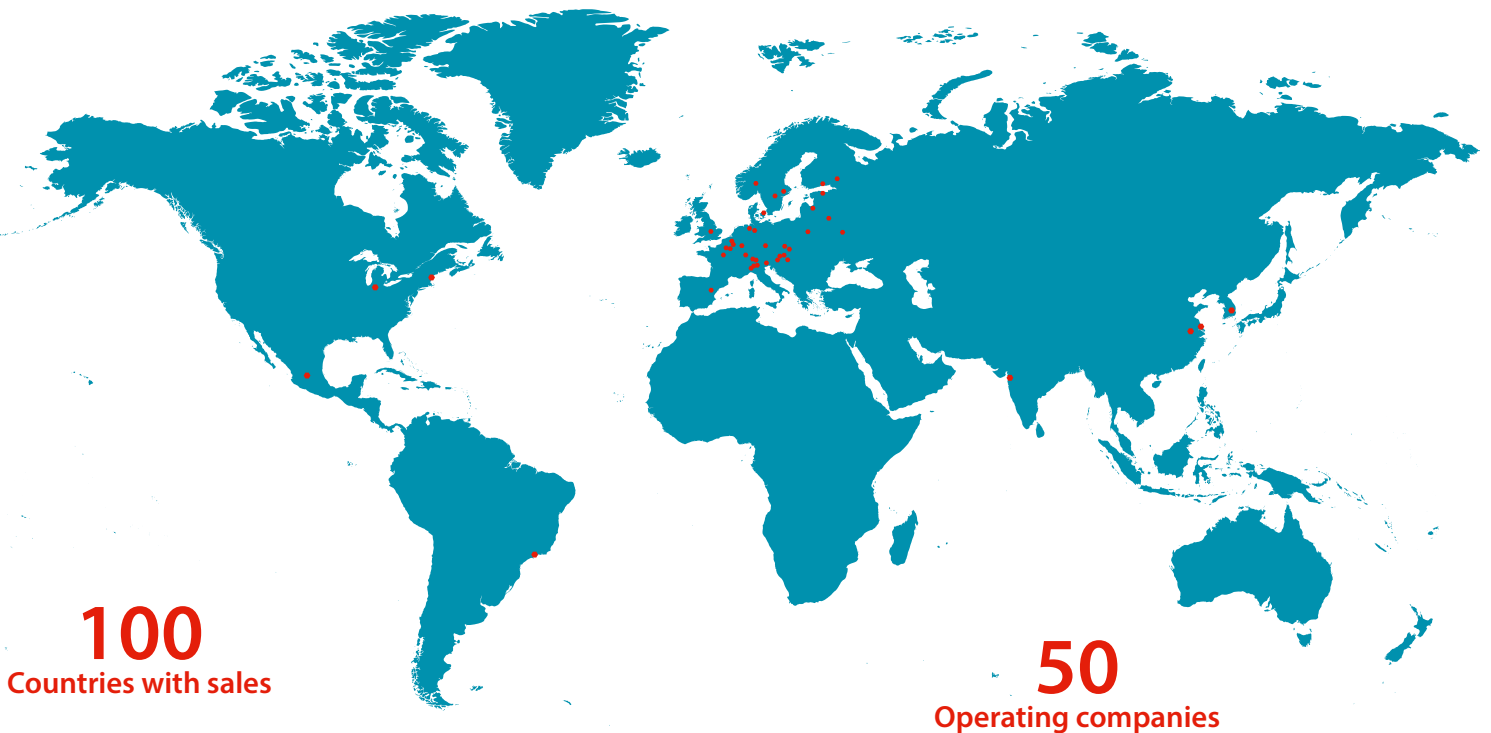


DATWYLER GROUP – FOCUSED INDUSTRIAL SUPPLIER

The Datwyler Group is a focused industrial supplier with leading positions in global and regional market segments. With its technological leadership and customer specific solutions, the Group delivers added value to customers in the markets served. Datwyler concentrates on markets that offer opportunities to create more value and sustain profitable growth. With some 50 operating companies, sales in over 100 countries and more than 7'000 employees, the Datwyler Group generates annual revenue of some CHF 1'300 million.

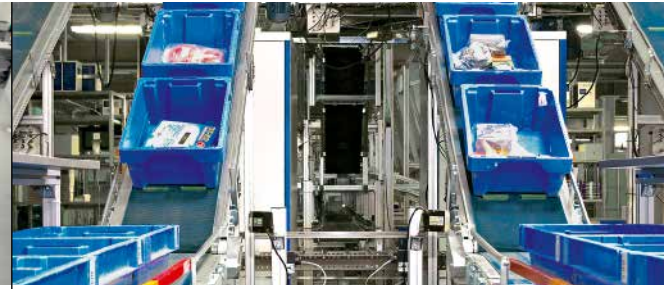
2
Divisions

650'000
Customers



Worldwide presence

The Datwyler Sealing Solutions division has a presence – with its own production facilities – in the three key business regions of Europe, Asia and the NAFTA area. The Technical Components division is focused on Europe and uses its local presence to stand out from the rest.



**Sealing Solutions
division**

**Technical Components
division**

Development and production of system-critical and customer-specific sealing components	BUSINESS MODEL	High-service distribution for time-critical electronic components
Automotive, Health Care, Civil Engineering, Consumer Goods	MARKET SEGMENTS	Maintenance, Repair, Operations (MRO), Automation, Electronic Design Engineers (EDE), Wholesale consumer electronics
Datwyler sealing components are used worldwide in every second car, in billions of syringes and medicine bottles, and in over 650 tunnels. They help keep drivers, patients and railway passengers safe, wherever in the world they may be.	APPLICATIONS	The electronic components of the Datwyler distribution companies make digitalisation possible. Examples include the industrial internet of things (Industry 4.0), industrial robots and home automation (smart home, security).
Leading expertise in materials, engineering and manufacturing processes	CORE COMPETENCIES	Up-to-date and comprehensive range of more than 250'000 electronic components, product management, competent technical advice, high availability and fast delivery
Worldwide presence with its own manufacturing plants in Europe, Asia and the NAFTA area	GEOGRAPHY	Europe, using its local presence to stand out
Datwyler	BRANDS	Distrelec, Reichelt, Nedis
833 million Swiss francs in annual revenue, 800 customers, 6'300 employees, 18 locations	KEY FIGURES	459 million Swiss francs in annual revenue, 650'000 customers, 1'100 employees, 30 locations



Future-proof – for more than 100 years

Healthy and sustainable growth for the benefit of our employees, customers and shareholders – this has distinguished Datwyler for more than 100 years. Our success story began with a small cable and rubber factory in Central Switzerland, which Adolf Dätwyler took over in 1915. With a visionary drive, he managed to expand his company and keep it aligned with the ever-changing market. Adolf Dätwyler took carefully considered, far-sighted management decisions. He placed great value on responsible business conduct. The values of our founder are the basis of our success to this day.