

Press Release

Bossard Group

Sales for Q4 and for fiscal 2012

Sales increased slightly compared to last year

In a challenging market environment that was also marked by conflicting economic developments in Q4 of 2012, the Bossard Group achieved sales of CHF 117.0 million, which corresponds to a 4.7 percent increase compared to last year. In local currency, sales increased by 4.0 percent. Adjusted for the acquisition and sale of shareholdings, sales increased by 1.5 percent in Swiss francs and by 0.8 percent in local currency in Q4 compared to same period last year.

For the entire year 2012, Bossard achieved sales of CHF 487.2 million, or 2.9 percent more than 2011. In local currency, sales increased by 1.4 percent. Pure organic growth was 2.1 percent in Swiss francs and 0.8 percent in local currency.

Europe

In Europe, sales in Q4 2012 were CHF 64.7 million, which corresponds to an increase of 5.4 percent. In local currency the sales increase was 6.0 percent. Without the impact of the KVT Fastening acquisition, completed at the end of November, a sales decrease of 2.7 percent resulted in local currency. Annual sales were CHF 263.0 million, which corresponds to a decline of 1.9 percent Swiss francs and 0.7 percent in local currency.

America

America also exhibited positive growth in Q4 2012. Compared to last year, sales increased by 4.9 percent to CHF 32.0 million, or by 2.6 percent when adjusted for the exchange rate. Bearing in mind the sale of the operating activities of Bossard Metrics in Q4 2012, pure organic growth of continuing operations was 9.0 percent in local currency. Sales amounted to CHF 142.8 million for the entire 2012 fiscal year, thereby exceeding last year's value by 14.7 percent. In local currency the sales increase was 8.4 percent. Adjusted for the divestment of Bossard Metrics, a sales increase of 17 percent in Swiss francs and 10.6 percent in local currency was achieved.

Asia

In Asia, sales in Q4 2012 were CHF 20.3 million, or 2.5 percent more than in the same period last year. After adjusting for the exchange rate, there was still a slight sales decrease of 0.2 percent. The annual sales of CHF 81.4 million were 0.7 percent higher than last year's number; in local currency sales decreased by 2.6 percent.

The definite year-end figures and the annual report for 2012 will be presented at the meeting for financial analysts and the press conference to be held on February 19, 2013, in Zurich, Switzerland.

Gross sales 4th quarter			Change in %	
In CHF million	2012	2011	in CHF	in local currency
Europe	64.7	61.4	5.4%	6.0%
America	32.0	30.5	4.9%	2.6%
Asia	20.3	19.8	2.5%	-0.2%
Group	117.0	111.7	4.7%	4.0%

Gross sales January - December			Change in %	
In CHF million	2012	2011	in CHF	in local currency
Europe	263.0	268.1	-1.9%	-0.7%
America	142.8	124.5	14.7%	8.4%
Asia	81.4	80.8	0.7%	-2.6%
Group	487.2	473.4	2.9%	1.4%

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Profile:

Bossard is a leading supplier of intelligent solutions for industrial fastening technology. The company's complete portfolio for fasteners includes worldwide sales, technical consulting (engineering) and inventory management (logistics).

Its customers include local and multinational industrial companies who use Bossard's solutions to improve their productivity. Employing approximately 1,800 people in over 50 locations around the world, the Group generated CHF 487 million in sales in 2012. Bossard is listed on the SIX Swiss Exchange.