

**Press Release****Bossard Group****Sales 1<sup>st</sup> quarter of 2015**

Zug, April 13, 2015 - **The Bossard Group has significantly increased its sales volume in the 1<sup>st</sup> quarter of 2015. In local currency, sales grew by as much as 8.2 percent compared to the 1<sup>st</sup> quarter of 2014; in Swiss francs this represents an increase of 5.1 percent to CHF 168.8 million. CEO David Dean regards the figures for the 1<sup>st</sup> quarter as affirmation of the investment policy that has been implemented. He explains the pleasing development as follows: “Acquisitions and other investments have enabled us to consolidate our market position in various countries”.**

The Bossard Group continues on a growth trajectory, despite having to contend with a significant revaluation of the Swiss franc in the 1<sup>st</sup> quarter following the Swiss National Bank's abolition of the minimum exchange rate against the Euro. A significant proportion of the 8.2 percent sales growth (in local currency) can be attributed to acquisitions and the increased collaboration with the largest US manufacturer of electric vehicles. Without acquisitions, there would have been a decline in sales of 1.5 percent in local currency, corresponding to a downturn of 4.3 percent in Swiss francs.

**Acquisition-related growth in Europe**

In Europe, the Bossard Group is facing inconsistent market trends. As expected, there is some headwind to be felt following the significant revaluation of the Swiss franc, particularly in Switzerland: Sales on the home market are clearly in decline, owing to reduced sales volume and rebates resulting from the change in currency relations. Nevertheless, sales in Europe improved by 3.1 percent in local currency compared to the strong 1<sup>st</sup> quarter of 2014. In Swiss francs, however, this resulted in a decline of 4.4 percent to CHF 101.1 million due to the exchange rate adjustment. Without acquisitions, the sales figure would have fallen by 8.4 percent in Swiss francs (in local currency: -1.3 percent).

**Sharp rise in sales in America**

Business in America contributed significantly to the pleasing growth in the overall Group. In this world region, Bossard's sales soared up 30.4 percent to CHF 44.2 million (in local currency: +22.4 percent). The acquisition of the US distributor Aero-Space Southwest, Inc. played a significant part in the upward sales trend. Without acquisition, there would have been a decline of 1.8 percent (in local currency: -7.8 percent). As expected, one major customer is continuing to operate under difficult business conditions, also resulting in reduced sales for Bossard. This is offset by the other US business areas and is also being counteracted by the cooperation with the largest US manufacturer of electric vehicles, a company distinguished by significantly rising sales volumes.

**Further progress in Asia**

In Asia, Bossard continues its success story of the previous quarters, though sales growth in China was below average in the 1<sup>st</sup> quarter. Overall, revenues increased by respectable 12.4 percent to CHF 23.5 million (in local currency: +7.8 percent), even though the Group was not able to rely on additional volume from acquisitions in the Asian markets. It is clear that the investments made in the last few years are helping to open up individual markets.

**A promising outlook**

The Bossard management is expecting to see substantial sales growth for the overall year 2015, supported by the acquisition activity of the past few months. "We are aiming for sales of CHF 660 to 680 million, which would correspond to growth of between 13 percent and 16 percent in local currency", emphasized CEO David Dean. This is assuming, however, that the exchange rates do not undergo any further significant shifts. In Europe, Bossard is working on the assumption that the weak Euro will have a positive effect on demand over the course of the year. In America, the conditions for improved performance are in place: The acquisition of Aero-Space Southwest, Inc., the growth in volume from collaboration with the largest US manufacturer of electric vehicles and the positive trend in the traditional business will more than compensate for the fall in revenue from the collaboration with one other major customer. In Asia, we are seeing further positive growth thanks to our development work.

Net sales 1st quarter			change in %	
in CHF million	2015	2014	in CHF	in local currency
Europe	101.1	105.8	-4.4%	3.1%
America	44.2	33.9	30.4%	22.4%
Asia	23.5	20.9	12.4%	7.8%
<b>Group</b>	<b>168.8</b>	<b>160.6</b>	<b>5.1%</b>	<b>8.2%</b>

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The Bossard Group is a leading international supplier of product solutions and services in industrial fastener and assembly technology. With over 800,000 items in its comprehensive product range, technical consulting (engineering) and warehouse management (logistics) Bossard has positioned itself as an end-to-end supplier and partner in industry.

Bossard's customers include local and international industrial companies who use Bossard solutions to improve their productivity. With more than 2,000 employees in over 60 locations throughout the world, the Group earned CHF 618 million in sales in 2014. Bossard is listed on the SIX Swiss Exchange.