

5 Year Key Figures (Consolidated)

in 1,000 CHF unless otherwise specified	2010/11	Restated 2009/10 ¹⁾
Sales	1,616,700	1,500,306
change compared to previous year (%)	7.8	20.1
Gross profit	1,118,681	1,058,597
change compared to previous year (%)	5.7	22.1
in % of sales	69.2	70.6
Research & development costs	107,760	87,034
in % of sales	6.7	5.8
Sales & marketing costs	498,589	402,626
in % of sales	30.8	26.8
Operating profit before acquisition-related amortization and impairment (EBITA)	326,622	420,276
change compared to previous year (%)	(22.3)	26.7
in % of sales	20.2	28.0
Operating profit (EBIT)	270,810	251,419
change compared to previous year (%)	7.7	(22.6)
in % of sales	16.8	16.8
Income after taxes	231,080	216,632
change compared to previous year (%)	6.7	(23.8)
in % of sales	14.3	14.4
Number of employees (average)	7,291	5,933
change compared to previous year (%)	22.9	16.1
Number of employees (end of period)	7,840	6,843
change compared to previous year (%)	14.6	28.2
Net cash⁵⁾	(111,287)	(126,029)
Net working capital⁶⁾	158,190	144,363
in % of sales	9.8	9.6
Capital expenditure (tangible and intangible assets)⁷⁾	111,457	89,272
Capital employed⁸⁾	1,455,999	1,388,537
in % of sales	90.1	92.6
Total assets	2,171,644	2,324,026
Equity	1,344,712	1,262,508
Equity financing ratio (%)⁹⁾	61.9	54.3
Free cash flow¹⁰⁾	71,593	(301,388)
Operating free cash flow¹¹⁾	221,541	324,754
in % of sales	13.7	21.6
Return on capital employed (%)¹²⁾	19.0	23.0
Return on equity (%)¹³⁾	17.7	18.9
Basic earnings per share (CHF)	3.50	3.32
Diluted earnings per share (CHF)	3.47	3.28
Cash-based basic earnings per share (CHF)¹⁴⁾	4.27	5.61
Dividend per share (CHF)	1.20 ¹⁵⁾	1.20

¹⁾ Restated based on finalization of the acquisition accounting of Advanced Bionics (for details refer to Note 3.7).

²⁾ All changes compared to previous year are based on the underlying performance 2007/08.

³⁾ Restated as a result of initial application of IFRIC 14.

⁴⁾ Excluding one-off costs for the prohibited acquisition of the GN ReSound Group. Balance sheet and cash flow as reported.

⁵⁾ Cash and cash equivalents + other current financial assets (without loans) – short-term debts – other current financial liabilities – non-current financial liabilities.

⁶⁾ Receivables (incl. loans) + inventories – trade payables – current income tax liabilities – other short-term liabilities – short-term provisions.

⁷⁾ Excluding goodwill and intangibles relating to acquisitions.

⁸⁾ Total assets – cash and cash equivalents – other current financial assets (without loans) – trade payables – other liabilities – provisions – tax liabilities.

Reported 2009/10	2008/09 ²⁾	Reported performance 2007/08 ³⁾	Underlying performance 2007/08 ^{3/4)}	2006/07
1,500,306	1,249,197	1,204,779	1,204,779	1,072,796
20.1	3.7	12.3	12.3	23.8
1,058,427	867,218	841,584	841,584	732,075
22.0	3.0	15.0	15.0	26.7
70.5	69.4	69.9	69.9	68.2
87,034	77,377	76,454	76,454	67,590
5.8	6.2	6.3	6.3	6.3
402,626	340,312	309,200	309,200	278,978
26.8	27.2	25.7	25.7	26.0
420,106	331,778	331,737	339,752	283,643
26.6	(2.3)	17.0	19.8	32.6
28.0	26.6	27.5	28.2	26.4
406,753	325,014	326,743	334,758	279,765
25.1	(2.9)	16.8	19.7	31.5
27.1	26.0	27.1	27.8	26.1
354,813	284,110	274,140	305,196	242,875
24.9	(6.9)	12.9	25.7	40.0
23.6	22.7	22.8	25.3	22.6
5,933	5,108	4,351	4,351	3,813
16.1	17.4	14.1	14.1	20.4
6,843	5,339	4,746	4,746	4,023
28.2	12.5	18.0	18.0	17.3
(126,029)	227,689	311,647	311,647	296,480
177,011	152,355	107,890	107,890	96,313
11.8	12.2	9.0	9.0	9.0
89,272	75,985	55,892	55,892	31,242
1,534,387	798,934	608,207	608,207	547,215
102.3	64.0	50.5	50.5	51.0
2,409,257	1,426,560	1,273,928	1,273,928	1,263,392
1,408,358	1,026,623	919,854	919,854	894,687
58.5	72.0	72.2	72.2	70.8
(301,388)	79,003	219,392	219,392	144,542
324,754	176,285	255,835	255,835	231,533
21.6	14.1	21.2	21.2	21.6
34.9	46.2	56.6	57.9	56.3
29.1	29.2	30.2	33.6	32.0
5.41	4.35	4.09	4.55	3.64
5.36	4.33	4.04	4.50	3.59
5.60	4.43	4.09	4.55	3.63
1.20	1.00	1.00	1.00	0.75

⁹⁾ Equity in % of total assets.

¹⁰⁾ Cash flow from operating activities + cash flow from investing activities.

¹¹⁾ Free cash flow – cash consideration for acquisitions, net of cash acquired.

¹²⁾ EBIT in % of capital employed (average).

¹³⁾ Income after taxes in % of equity (average).

¹⁴⁾ Excluding the amortization of acquisition-related intangibles, impairment and unwinding effect of the discount on acquisition-related earn-out payments, net of tax.

¹⁵⁾ Proposal to the Annual General Shareholders' Meeting of June 21, 2011.