

## 5 Year Key Figures (Consolidated)

in 1,000 CHF unless otherwise specified	2010/11	Restated 2009/10 <sup>1)</sup>
<b>Sales</b>	<b>1,616,700</b>	<b>1,500,306</b>
change compared to previous year (%)	7.8	20.1
<b>Gross profit</b>	<b>1,118,681</b>	<b>1,058,597</b>
change compared to previous year (%)	5.7	22.1
in % of sales	69.2	70.6
<b>Research &amp; development costs</b>	<b>107,760</b>	<b>87,034</b>
in % of sales	6.7	5.8
<b>Sales &amp; marketing costs</b>	<b>498,589</b>	<b>402,626</b>
in % of sales	30.8	26.8
<b>Operating profit before acquisition-related amortization and impairment (EBITA)</b>	<b>326,622</b>	<b>420,276</b>
change compared to previous year (%)	(22.3)	26.7
in % of sales	20.2	28.0
<b>Operating profit (EBIT)</b>	<b>270,810</b>	<b>251,419</b>
change compared to previous year (%)	7.7	(22.6)
in % of sales	16.8	16.8
<b>Income after taxes</b>	<b>231,080</b>	<b>216,632</b>
change compared to previous year (%)	6.7	(23.8)
in % of sales	14.3	14.4
<b>Number of employees (average)</b>	<b>7,291</b>	<b>5,933</b>
change compared to previous year (%)	22.9	16.1
<b>Number of employees (end of period)</b>	<b>7,840</b>	<b>6,843</b>
change compared to previous year (%)	14.6	28.2
<b>Net cash<sup>5)</sup></b>	<b>(111,287)</b>	<b>(126,029)</b>
<b>Net working capital<sup>6)</sup></b>	<b>158,190</b>	<b>144,363</b>
in % of sales	9.8	9.6
<b>Capital expenditure (tangible and intangible assets)<sup>7)</sup></b>	<b>111,457</b>	<b>89,272</b>
<b>Capital employed<sup>8)</sup></b>	<b>1,455,999</b>	<b>1,388,537</b>
in % of sales	90.1	92.6
<b>Total assets</b>	<b>2,171,644</b>	<b>2,324,026</b>
<b>Equity</b>	<b>1,344,712</b>	<b>1,262,508</b>
<b>Equity financing ratio (%)<sup>9)</sup></b>	<b>61.9</b>	<b>54.3</b>
<b>Free cash flow<sup>10)</sup></b>	<b>71,593</b>	<b>(301,388)</b>
<b>Operating free cash flow<sup>11)</sup></b>	<b>221,541</b>	<b>324,754</b>
in % of sales	13.7	21.6
<b>Return on capital employed (%)<sup>12)</sup></b>	<b>19.0</b>	<b>23.0</b>
<b>Return on equity (%)<sup>13)</sup></b>	<b>17.7</b>	<b>18.9</b>
Basic earnings per share (CHF)	3.50	3.32
Diluted earnings per share (CHF)	3.47	3.28
<b>Cash-based basic earnings per share (CHF)<sup>14)</sup></b>	<b>4.27</b>	<b>5.61</b>
Dividend per share (CHF)	1.20 <sup>15)</sup>	1.20

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

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

<sup>3)</sup> Restated as a result of initial application of IFRIC 14.

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

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

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

<sup>7)</sup> Excluding goodwill and intangibles relating to acquisitions.

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