

## Key Figures Sonova Group (Consolidated)

in 1,000 CHF unless otherwise specified	2008/09 <sup>1)</sup>	Reported performance 2007/08 <sup>2)</sup>	Underlying performance 2007/08 <sup>2)/3)</sup>
<b>Sales</b>	<b>1,249,197</b>	<b>1,204,779</b>	<b>1,204,779</b>
change compared to previous year (%)	3.7	12.3	12.3
<b>Gross profit</b>	<b>867,218</b>	<b>841,584</b>	<b>841,584</b>
change compared to previous year (%)	3.0	15.0	15.0
in % of sales	69.4	69.9	69.9
<b>Research &amp; development costs</b>	<b>77,377</b>	<b>76,454</b>	<b>76,454</b>
in % of sales	6.2	6.3	6.3
<b>Sales &amp; marketing costs</b>	<b>340,312</b>	<b>309,200</b>	<b>309,200</b>
in % of sales	27.2	25.7	25.7
<b>Operating profit before acquisition-related amortization (EBITA)</b>	<b>331,778</b>	<b>331,737</b>	<b>339,752</b>
change compared to previous year (%)	(2.3)	17.0	19.8
in % of sales	26.6	27.5	28.2
<b>Operating profit (EBIT)</b>	<b>325,014</b>	<b>326,743</b>	<b>334,758</b>
change compared to previous year (%)	(2.9)	16.8	19.7
in % of sales	26.0	27.1	27.8
<b>Income after taxes</b>	<b>284,110</b>	<b>274,140</b>	<b>305,196</b>
change compared to previous year (%)	(6.9)	12.9	25.7
in % of sales	22.7	22.8	25.3
<b>Number of employees (average)</b>	<b>5,108</b>	<b>4,351</b>	<b>4,351</b>
change compared to previous year (%)	17.4	14.1	14.1
<b>Number of employees (end of period)</b>	<b>5,339</b>	<b>4,746</b>	<b>4,746</b>
change compared to previous year (%)	12.5	18.0	18.0
<b>Net cash<sup>4)</sup></b>	<b>227,689</b>	<b>311,647</b>	<b>311,647</b>
<b>Net working capital<sup>5)</sup></b>	<b>152,355</b>	<b>107,890</b>	<b>107,890</b>
in % of sales	12.2	9.0	9.0
<b>Capital expenditure (tangible and intangible assets)<sup>6)</sup></b>	<b>75,985</b>	<b>55,892</b>	<b>55,892</b>
<b>Capital employed<sup>7)</sup></b>	<b>798,934</b>	<b>608,207</b>	<b>608,207</b>
in % of sales	64.0	50.5	50.5
<b>Total assets</b>	<b>1,426,560</b>	<b>1,273,928</b>	<b>1,273,928</b>
<b>Equity</b>	<b>1,026,623</b>	<b>919,854</b>	<b>919,854</b>
<b>Equity financing ratio (%)<sup>8)</sup></b>	<b>72.0</b>	<b>72.2</b>	<b>72.2</b>
<b>Free cash flow<sup>9)</sup></b>	<b>79,003</b>	<b>219,392</b>	<b>219,392</b>
in % of sales	6.3	18.2	18.2
<b>Return on capital employed (%)<sup>10)</sup></b>	<b>46.2</b>	<b>56.6</b>	<b>57.9</b>
<b>Return on equity (%)<sup>11)</sup></b>	<b>29.2</b>	<b>30.2</b>	<b>33.6</b>
<b>Basic earnings per share (CHF)</b>	<b>4.348</b>	<b>4.087</b>	<b>4.551</b>
<b>Diluted earnings per share (CHF)</b>	<b>4.330</b>	<b>4.044</b>	<b>4.503</b>
<b>Dividend per share (CHF)</b>	<b>1.00<sup>12)</sup></b>	<b>1.00</b>	<b>1.00</b>

<sup>1)</sup> All changes compared to previous year are based on the underlying performance 2007/08.

<sup>2)</sup> Restated as a result of initial application of IFRIC 14, for details refer to Note 2 in the consolidated financial statements of the Annual Report 2008/09.

<sup>3)</sup> Excluding one-off costs for the prohibited acquisition of the GN ReSound Group (see Note 2 in the consolidated financial statements of the Annual Report 2008/09). Balance sheet and cash flow as reported.

<sup>4)</sup> Cash and cash equivalents + other current financial assets – short-term debts – other current financial liabilities – non-current financial liabilities.

<sup>5)</sup> Receivables + inventories – trade payables – current income tax liabilities – other short-term liabilities – short-term provisions.

<sup>6)</sup> Excluding goodwill and intangibles relating to acquisitions.

<sup>7)</sup> Total assets – cash and cash equivalents – other current financial assets – trade payables – other liabilities – provisions – tax liabilities.

<sup>8)</sup> Equity in % of total assets.

<sup>9)</sup> Cash flow from operating activities + cash flow from investing activities.

<sup>10)</sup> EBIT in % of capital employed (average).

<sup>11)</sup> Income after taxes in % of equity (average).

<sup>12)</sup> Proposal to the Annual General Shareholders' Meeting of June 10, 2009.