

Key Figures Sonova Group (Consolidated)

in 1,000 CHF unless otherwise specified	2009/10	2008/09 ¹⁾
Sales	1,500,306	1,249,197
change compared to previous year (%)	20.1	3.7
Gross profit	1,058,427	867,218
change compared to previous year (%)	22.0	3.0
in % of sales	70.5	69.4
Research & development costs	87,034	77,377
in % of sales	5.8	6.2
Sales & marketing costs	402,626	340,312
in % of sales	26.8	27.2
Operating profit before acquisition-related amortization (EBITA)	420,106	331,778
change compared to previous year (%)	26.6	(2.3)
in % of sales	28.0	26.6
Operating profit (EBIT)	406,753	325,014
change compared to previous year (%)	25.1	(2.9)
in % of sales	27.1	26.0
Income after taxes	354,813	284,110
change compared to previous year (%)	24.9	(6.9)
in % of sales	23.6	22.7
Number of employees (average)	5,933	5,108
change compared to previous year (%)	16.1	17.4
Number of employees (end of period)	6,843	5,339
change compared to previous year (%)	28.2	12.5
Net cash²⁾	(126,029)	227,689
Net working capital³⁾	177,011	152,355
in % of sales	11.8	12.2
Capital expenditure (tangible and intangible assets)⁴⁾	89,272	75,985
Capital employed⁵⁾	1,534,387	798,934
in % of sales	102.3	64.0
Total assets	2,409,257	1,426,560
Equity	1,408,358	1,026,623
Equity financing ratio (%)⁶⁾	58.5	72.0
Free cash flow⁷⁾	(301,388)	79,003
Operating free cash flow⁸⁾	324,754	176,285
in % of sales	21.6	14.1
Return on capital employed (%)⁹⁾	34.9	46.2
Return on equity (%)¹⁰⁾	29.1	29.2
Basic earnings per share (CHF)	5.412	4.348
Diluted earnings per share (CHF)	5.356	4.330
Cash-based basic earnings per share (CHF)¹¹⁾	5.602	4.433
Dividend per share (CHF)	1.20 ¹²⁾	1.00

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

²⁾ Cash and cash equivalents + other current financial assets (excl. loans) – short-term debts – other current financial liabilities – non-current financial liabilities.

³⁾ Receivables (incl. loans) + inventories – trade payables – current income tax liabilities – other short-term liabilities – short-term provisions.

⁴⁾ Excluding goodwill and intangibles relating to acquisitions.

⁵⁾ Total assets – cash and cash equivalents – other current financial assets (excl. loans) – trade payables – other liabilities – provisions – tax liabilities.

⁶⁾ Equity in % of total assets.

⁷⁾ Cash flow from operating activities + cash flow from investing activities.

⁸⁾ Free cash flow – cash consideration for acquisitions, net of cash acquired.

⁹⁾ EBIT in % of capital employed (average).

¹⁰⁾ Income after taxes in % of equity (average).

¹¹⁾ Excluding the amortization of acquisition-related intangibles and unwinding effect of the discount on acquisition-related earn-out payments, net of tax.

¹²⁾ Proposal to the Annual General Shareholders' Meeting of June 15, 2010.