

# Information for investors as at 30 June 2018

in CHF million, except where indicated	dormakaba Group			Kaba Group	
	2017/18	2016/17	2015/16	2014/15	2013/14
<b>Net sales</b>	<b>2,841.0</b>	<b>2,520.1</b>	<b>2,302.6</b> *	<b>1,085.2</b>	<b>1,003.5</b>
Organic growth in %	2.6	4.3*	2.3*	5.4	5.1
<b>Earnings before depreciation and amortization (EBITDA)</b>	<b>431.0</b>	<b>387.3</b>	<b>332.7</b> *	<b>170.2</b>	<b>154.5</b>
EBITDA in % of net sales	15.2	15.4	14.4*	15.7	15.4
<b>Earnings before interest and tax (EBIT)</b>	<b>364.3</b>	<b>327.0</b>	<b>278.2</b> *	<b>145.0</b>	<b>130.6</b>
EBIT in % of net sales	12.8	13.0	12.1*	13.3	13.0
<b>Net profit</b> <sup>1)</sup>	<b>238.7</b>	<b>224.6</b>	<b>117.2</b> *	<b>98.9</b>	<b>91.3</b>
Net profit in % of net sales	8.4	8.9	5.1*	9.1	9.1
<b>Net profit after minorities</b>	<b>123.8</b>	<b>116.4</b>	<b>60.4</b> *	<b>98.4</b>	<b>91.2</b>
Basic earnings per share (in CHF)	29.6	27.8	14.4*	25.6	24.0
Diluted earnings per share (in CHF)	29.5	27.7	14.4*	25.6	24.0
Dividend per share (in CHF)	15.0 <sup>2)</sup>	14.0	12.0	12.0	11.0
Payout ratio in % <sup>3)</sup>	51	50	55*	51	46
Cash generated from operations	367.2	354.7	327.6	149.1	149.3
Net cash from operating activities	268.9	265.3	255.3	104.3	105.0
Net cash from operating activities in % of net sales	9.5	10.5	12.1	9.6	10.5
Net cash used in investing activities	-231.8	-964.5	13.5	-142.5	-69.0
<b>Free cash flow (net) before dividend</b>	<b>37.1</b>	<b>-699.2</b>	<b>268.8</b>	<b>-38.2</b>	<b>36.0</b>
Net cash flows from financing activities	-129.8	654.1	-213.2	111.4	-93.4
Of which dividends paid	-58.6	-50.4	-240.7	-41.8	-41.9
Personnel expenses	1,045.6	933.3	792.6	406.0	390.2
Average number of full-time equivalent employees	16,433	16,250	15,779	8,948	7,738
<b>Capital Structure</b>					
Total assets	1,982.3	1,909.0	1,579.3	734.3	650.9
Net operating assets	679.2	570.3	441.2	331.9	294.1
Return on net operating assets (RONOA) in %	53.6	57.3	63.1*	43.7	44.4
Total assets in % of net sales	69.8	75.8	68.6*	67.7	64.9
Property, plant and equipment in % of net sales	16.1	16.4	14.3*	14.3	15.6
Inventories in % of net sales	15.2	16.3	15.8*	16.2	16.5
Receivables in % of net sales	17.7	18.3	17.5*	17.1	17.8
Net working capital	438.3	398.2	316.2	177.9	152.7
Net working capital in % of net sales	15.4	15.8	13.7*	16.4	15.2
(Current assets less cash and cash equivalents and current income tax assets, less trade payables, accrued and other current liabilities, provisions)					
Net debt	701.2	627.6	-159.1	-121.2	-35.4
Net debt/EBITDA	1.6	1.6	-0.5*	-0.7	-0.2
Interest coverage	10.5	25.0	40.6*	29.9	37.7
Shareholders' equity	187.0	183.1	680.5	442.1	323.3
Return on equity (ROE) in %	127.6	122.7	17.2*	22.4	28.2
Shareholders' equity per share (in CHF)	44.6	43.5	162.0	114.9	85.0

1) Only in 2015/16: includes merger related extraordinary expenses CHF 89.4 million.

2) In 2017/18: proposal to the Annual General Meeting; in the form of a distribution of capital reserves.

3) Only in 2015/16: payout ratio excludes extraordinary expenses CHF 89.4 million and the related tax impact.

\* Pro forma based (other items as reported)

## Information for investors per share data

		dormakaba Group			Kaba Group	
		2017/18	2016/17	2015/16	2014/15	2013/14
<b>Capital stock</b>						
Registered shares at CHF 0.10 par value	No	4,200,026	4,200,026	4,195,026	4,195,026	3,815,026
Outstanding shares at end of financial year	No	4,187,243	4,177,588	4,190,963	4,184,261	3,798,121
Weighted average number of shares outstanding (diluted)	No	4,195,507	4,208,743	4,200,816	3,848,787	3,803,998
Par value of average outstanding shares	CHF m	0.4	0.4	0.4	0.4	0.4
Par value of year-end outstanding shares	CHF m	0.4	0.4	0.4	0.4	0.4
Shareholders as at 30 June	No	8,874	7,525	7,181	6,683	6,750
<b>Figures per share (fully diluted)</b>						
EBITDA per share (Group)	CHF	102.7	92.0	79.2 <sup>1</sup>	44.2	40.6
Earnings per share (Group)	CHF	29.5	27.7	14.4 <sup>2</sup>	25.6	24.0
Dividend (gross) per share	CHF	15.0 <sup>1)</sup>	14.0	12.0	12.0	11.0
Payout ratio <sup>2)</sup>	%	51	50	55 <sup>2</sup>	51	46
Shareholders' equity per share (Group)	CHF	44.6	43.5	162.0	114.9	85.0
<b>Price per share</b>						
– high	CHF	1,001.0	888.0	693.5	630.0	446.8
– low	CHF	674.0	659.0	543.0	413.8	356.0
– 31 December	CHF	907.5	757.0	683.5	502.5	433.5
– 30 June	CHF	694.5	833.0	679.5	556.5	438.5
<b>Market capitalization</b>						
– high	CHF m	4,191.4	3,709.7	2,906.4	2,636.1	1,697.0
– low	CHF m	2,822.2	2,753.0	2,275.7	1,731.4	1,352.1
– 30 June	CHF m	2,908.0	3,479.9	2,847.8	2,328.5	1,665.5
<b>Dividend yield</b>						
– low	%	1.5 <sup>3)</sup>	1.6	1.7	1.9	2.5
– high	%	2.2 <sup>3)</sup>	2.1	2.2	2.9	3.1

1) In 2017/18: proposal to the Annual General Meeting; in the form of a distribution of capital reserves.

2) Only in 2015/16: payout ratio excludes extraordinary expenses CHF 89.4 million and the related tax impact.

3) In 2017/18: under the precondition that the shareholder approves the dividend proposed at the Annual General Meeting

\* Pro-forma-based (other items as reported or market rates)