

# Results for first half of 2014

Financial analysts presentation  
21.08.2014

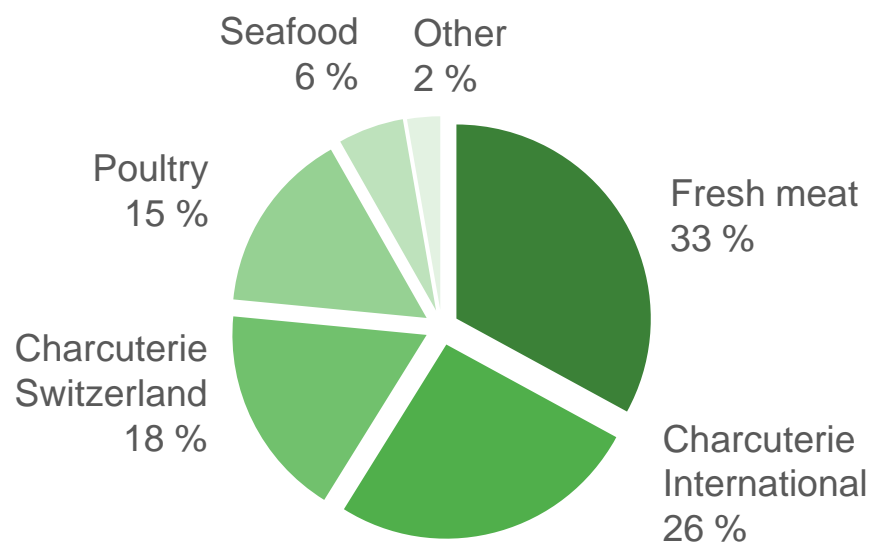


# Overview of Bell Group



	H2014	H2013	
Sales (CHF million)	1,277	1,270	+0.6 %
Sales volumes (t)	105,707	107,574	-1.7 %
EBITDA (CHF million)	81,6	78,9	+3.4 %
Half-year profit (CHF million)	27,9	24,5	+13.6 %
Employees (FTEs)	6,274	6,193	+1.3 %
Number of production plants	27	27	

Distribution of sales  
in percent by  
product group



# Bell Switzerland 1/2



	H2014	H2013	
Sales* (CHF million)	917	894	+2.6 %
Sales volumes* (t)	60,582	61,454	-1.4 %
Employees (FTEs)	3,326	3,318	+0.2 %
Number of production plants	10	10	



\*incl. sales and volumes to other Bell divisions



## Key facts for first half of 2014

- > Positive profit performance by Bell Switzerland.
- > Strong second quarter thanks to late Easter and good weather at start of barbecue season.
- > Stable raw material prices, except for beef for processing, for which prices rose substantially once again.
- > Initiatives started to optimise processes and reduce costs; first effects are expected in 2015.
- > Already at a high level, shopping tourism continued to grow.
- > Construction project in Cheseaux-sur-Lausanne to expand production capacity for regional charcuterie specialities is progressing according to plan; production expected to start at beginning of 2015.

# Bell Germany 1/2



	H2014	H2013	
Sales* (CHF million)	<b>237</b>	245	-3.0 %
Sales volumes* (t)	<b>31,643</b>	32,074	-1.3 %
Employees (FTEs)	<b>1,233</b>	1,215	+1.5 %
Number of production plants	<b>9</b>	9	



\*incl. sales and volumes to other Bell divisions



## Key facts for first half of 2014

- > Strongly declining market at around -5%; Bell Germany succeeded in gaining market share.
- > Positive trend for air-dried ham, particularly for Mediterranean specialities.
- > Improved market position for scalded sausages and convenience products thanks to attractive new products.
- > Relaunch of strategic brands Abraham and ZIMBO and enhancement of quality requirements.
- > Programmes started to further reduce operating costs; first effects expected in 2015.



# Bell Eastern Europe/Benelux 1/2



	H2014	H2013	
Sales* (CHF million)	85	94	-9.4 %
Sales volumes* (t)	9,675	10,023	-3.5 %
Employees (FTEs)	1,313	1,241	+5.8 %
Number of production plants	2	2	
Number of sales outlets	118	116**	

\*\*as of 31.12.2013



\*incl. sales and volumes to other Bell divisions



## Key facts for first half of 2014

- > Encouraging development in Poland with a further 5% rise in sales volume. Limits of production capacity have been reached; plans to expand production capacity in order to further growth.
- > Sales volume in Hungary is 4.4% down on previous year; important new listings only became effective in June and will lead to progress in second half.
- > Bell Benelux continuing to optimise its product portfolio; high volume decline but considerably more value creation and better earnings.
- > Branch shops in Czech Republic and Slovakia under increased market pressure; currently 118 sales outlets.



# Bell France 1/2



	H2014	H2013	
Sales* (CHF million)	49	51	-3.1 %
Sales volumes* (t)	5,887	6,231	-5.5 %
Employees (FTEs)	402	418	-3.8 %
Number of production plants	6	6	



\*incl. sales and volumes to other Bell divisions



## Key facts for first half of 2014

- > Strong volume growth in last few years, partially with product ranges with weak margins; volume decline in first half mainly because of discontinuation of products with very weak margins.
- > Gross profit and added value on a par with previous year in spite of lower sales volume.
- > Organisation to be simplified from beginning of 2015 by merging all organisational units under one roof.

## Outlook for second half for Bell Group

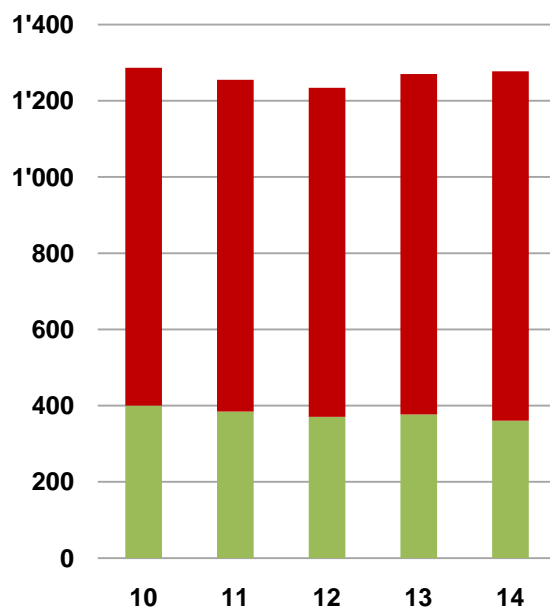
- > Market and framework conditions remain difficult.
- > Raw material prices for pork expected to stabilise.
- > Depending on the weather, economy and price trends for raw materials, result can likely be improved further on the previous year in the second half.
- > Initiatives to improve efficiency to be continued.



# Bell Group: Sales



CHF million



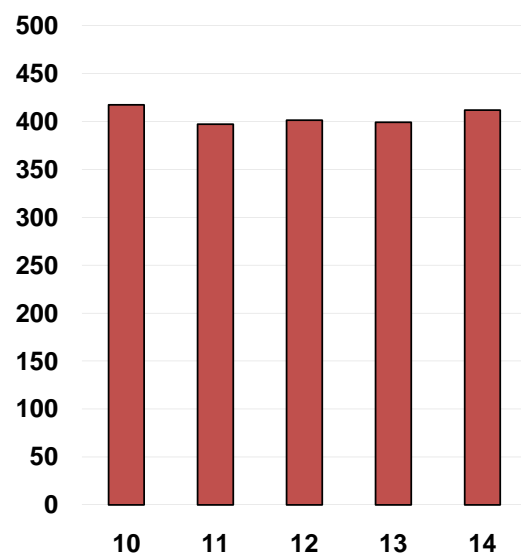
■ Sales CH  
■ Sales International

in CHF million	H2014	H2013	+ / -
<b>Switzerland</b>			
Sales	<b>893</b>	863	
> Price effect	35	31	
> Volume effect	-11	-1	
Sales	<b>917</b>	893	2.6 %
<b>International</b>			
Sales	<b>377</b>	371	
> Currency effect	-3	6	
> Price effect	-6	14	
> Volume effect	-7	-14	
Sales	<b>361</b>	377	-4.3 %

# Bell Group: Income statement



CHF million



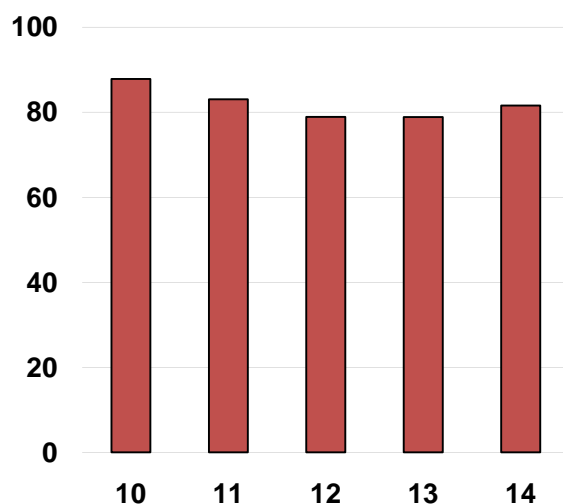
Gross profit

in CHF million	H2014	H2013	+ / -
Sales	1,277.3	1,270.3	0.6 %
Net income	1,264.7	1,253.7	0.9 %
<b>Gross profit</b>	<b>411.7</b>	<b>399.1</b>	<b>3.2 %</b>
<i>Margin</i>	32.6 %	31.8 %	

# Bell Group: Income statement



CHF million



■ EBITDA

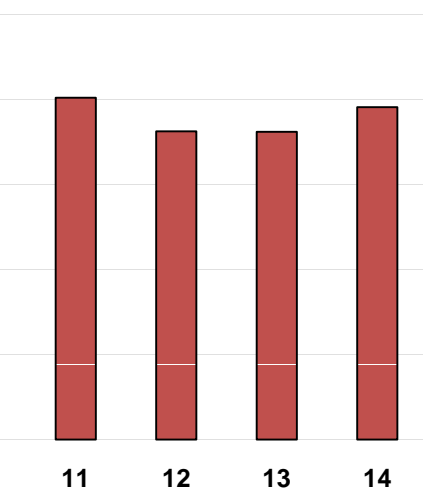
in CHF million	H2014	H2013	+ / -
Personnel expenses	<b>204.6</b>	200.6	2.0 %
<i>as % of net income</i>	16.2 %	16.0 %	
Other operating expenses	<b>125.6</b>	119.6	5.0 %
<b>EBITDA</b>	<b>81.6</b>	<b>78.9</b>	<b>3.4 %</b>
<i>as % of net income</i>	6.4 %	6.3 %	



# ll Group: Income statement



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■ EBIT

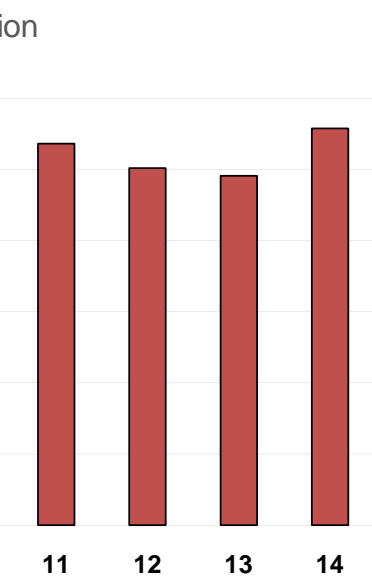
in CHF million	H2014	H2013	+ / -
EBITDA	81.6	78.9	3.4 %
Depreciation and amortisation	42.5	42.7	-0.5 %
<i>Property, plant and equipment</i>	35.4	35.6	-0.7 %
<i>Intangible assets</i>	2.5	2.4	3.3 %
<i>Goodwill</i>	4.6	4.6	-0.5 %
<b>EBIT</b>	<b>39.1</b>	<b>36.2</b>	<b>8.0 %</b>
<i>as % of net income</i>	3.1 %	2.9 %	

# Group: Income statement



IF million	H2014	H2013
Interest and similar income	1.0	0.9
Share of income of subsidiaries and associates	1.1	2.6
Income from securities and foreign currency transaction	0.4	0.6
Interest and similar expenses	-0.5	-3.1
Interest on bonds	-2.4	-0.6
Other financial expenses	-0.3	-0.8
<b>Balance financial account</b>	<b>-0.8</b>	<b>-0.4</b>

# ll Group: Income statement



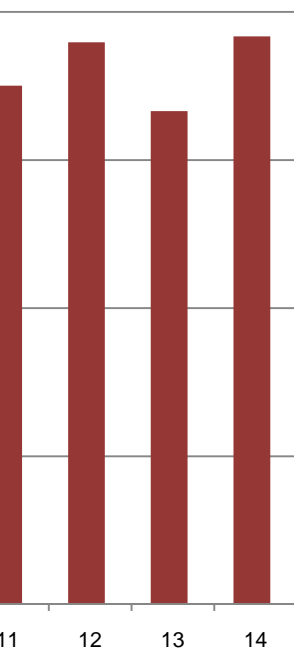
onsolidated half-year profit

in CHF million	H2014	H2013	+ / -
Balance financial account	-0.8	-0.4	
Group operating profit	38.3	35.8	7.1 %
Taxes	10.4	11.2	-7.3 %
Consolidate half-year profit	27.9	24.5	13.6 %

# Bell Group: Cash flow statement



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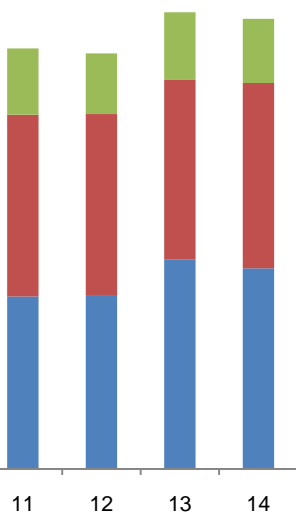
y before changes to net

in CHF million	H2014	H2013
<b>Cash flow before changes to net current assets</b>	<b>76.7</b>	66.6
Changes net current assets	-44.1	-15.3
<b>Cash flow from operating activities</b>	<b>32.6</b>	51.3
- Investments	-40.7	-40.4
- thereof net investments in tangible assets	-44.1	-34.4
Changes financing	-3.8	91.7
- Dividends and changes treasury shares	-23.2	-23.1
<b>Cash flow balance</b>	<b>-35.3</b>	79.4

# Group: Consolidated balance sheet



lion; as of 30.06.



rent assets

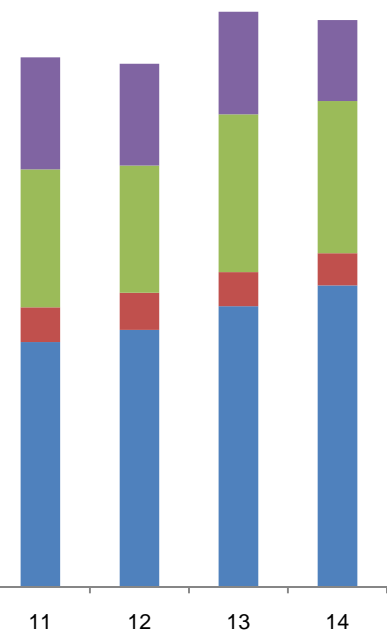
-current assets

in CHF million	30.06.2013	Share	31.12.13
Cash/securities	87.8	6 %	124.3
Receivables/accruals	284.0	21 %	338.4
Inventories	241.1	18 %	208.6
Financial assets	149.2	11 %	153.5
Intangible assets	47.2	3 %	54.3
Property, plant and equipment	567.0	41 %	561.0
<b>Assets</b>	<b>1,376.3</b>		<b>1,440.1</b>

# Bell Group: Consolidated balance sheet



in CHF million; as of 30.06.



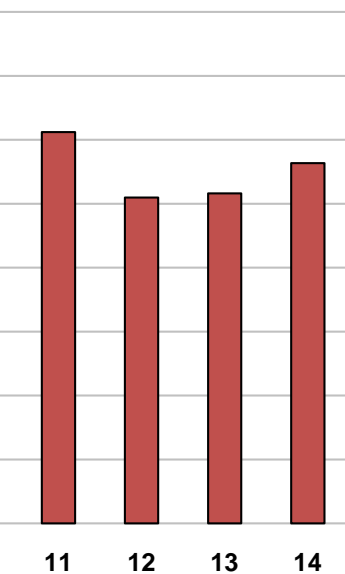
in CHF million	30.06.14	Share	31.12.13
Financial liabilities	369.6	27 %	373.6
Other liabilities	196.7	14 %	262.3
Provisions	78	6 %	72.7
<b>Liabilities</b>	<b>644.2</b>	<b>47 %</b>	<b>708.6</b>
<b>Equity</b>	<b>732.0</b>	<b>53 %</b>	<b>731.5</b>
<b>Liabilities and equity</b>	<b>1,376.3</b>		<b>1,440.1</b>



# Group: Debt ratio



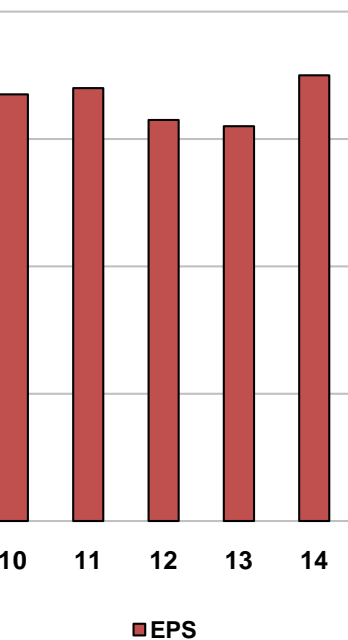
tion



■ Net debt as of 30.06.

in CHF million	30.06.14	30.06.13
Financial liabilities	369.6	383.2
- Liquid assets	79.5	117.2
- Securities	8.4	7.8
<b>Net debt</b>	<b>281.7</b>	<b>258.1</b>
EBITDA	81.6	78.9
Debt ratio	1.48	1.42

## Key figures for shares



in CHF per share	H2014	H2013
Price at 31.06.	2,480	2,118
EBITDA	205	198
EBIT	98	91
Annual profit (EPS)	70	62
Equity	1,836	1,710