

# Results for first half of 2017

Financial analysts' presentation  
17.08.2017



# Bell Food Group – overview of first half of 2017



Operating income  
in CHF million

**1,713**

+7.6 %

Sales  
in 1,000 tonnes

**224**

+16.6 %

Half-year profit  
in CHF million

**39.5**

+9.1 %

Number of  
employees  
as of 30.06.

**10,401**

+3.6 %



## Bell

Good barbecue season  
ensures solid result  
despite significant rise in  
raw material prices.



## Hilcona Group

Expansion into Austria with  
new plant near Linz.



## Hilcona Group

Non-controlling interests in  
Hilcona acquired (49 %)

Production plants  
as of 30.06. compared to  
31.12.16.

**42**

+2

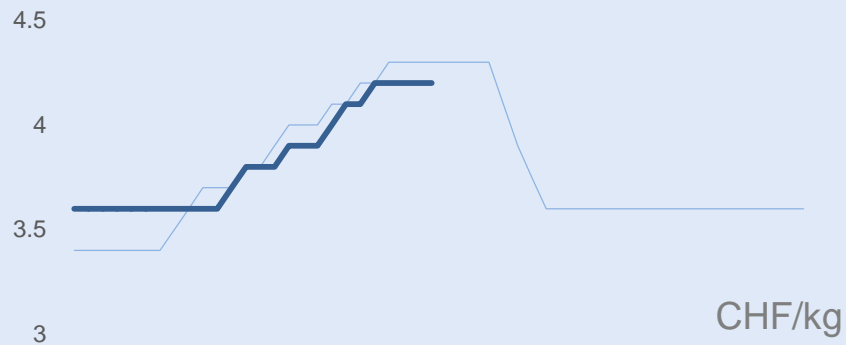


# Business conditions – raw material prices



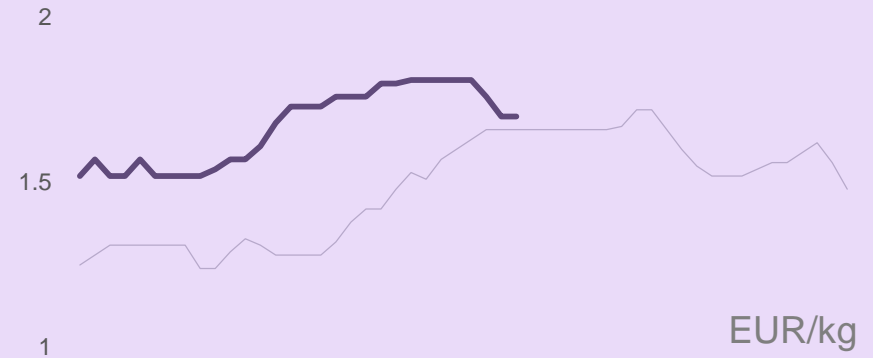
## Pigs Switzerland

June 2017/2016



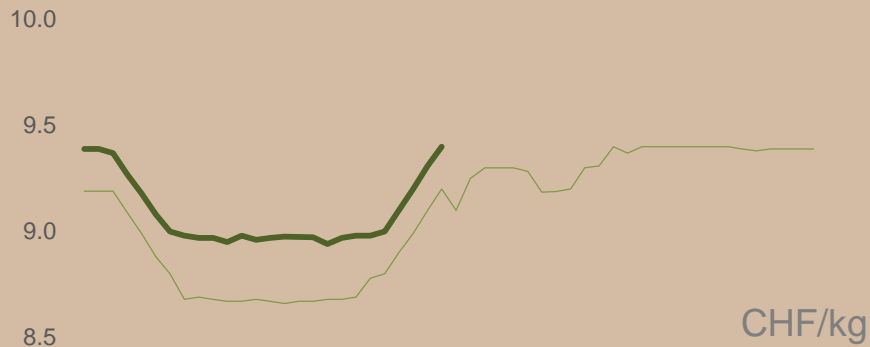
## Pigs Germany

June 2017/2016



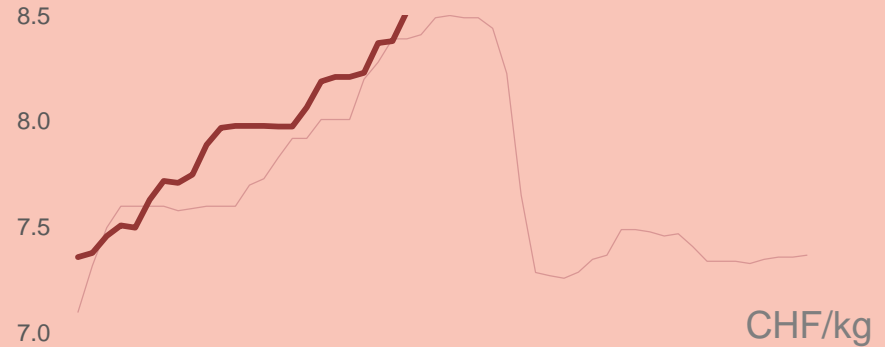
## Cattle Switzerland

June 2017/2016



## Cows Switzerland

June 2017/2016



# Business conditions – sales markets

## Retail market development Switzerland cumulative as of end of June 2017

Charcuterie  
total (sales revenue)  
**0.4 %**

Charcuterie  
total (sales volume)  
**-0.8 %**

Fresh meat  
total (sales volume)  
**-1.3 %**

Seafood  
total (sales revenue)  
**0.7 %**

Fresh convenience  
total (sales revenue)  
**5.1 %**

Sources: Switzerland: Nielsen Performance Monitor

# Business conditions – sales markets



## Retail market development Germany cumulative as of end of June 2017

Charcuterie  
total (sales revenue)  
**4.2 %**

Charcuterie  
total (sales volume)  
**1.5 %**

Fresh meat  
total (sales volume)  
**-1.4 %**

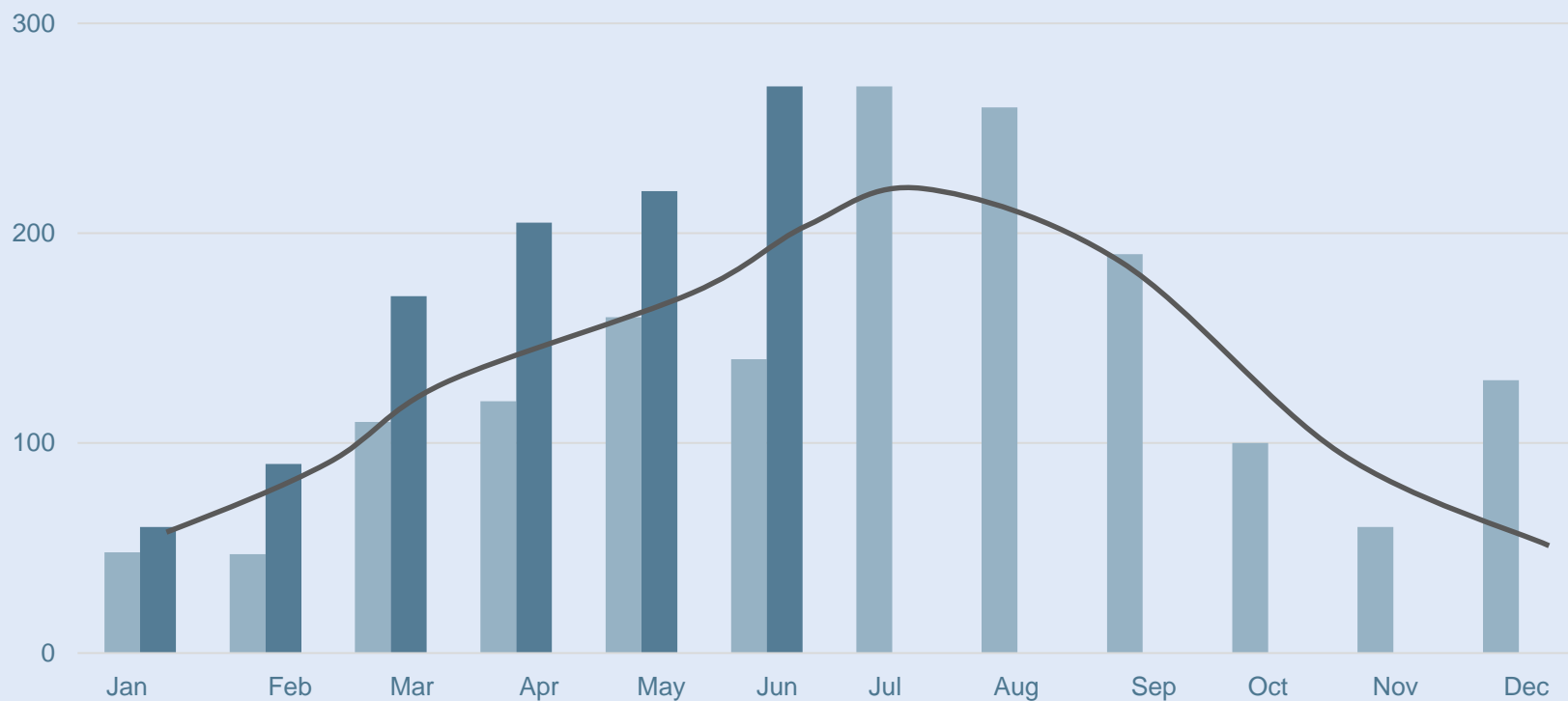
Sources: Germany: IRI, LEH Total

# Business conditions – weather 2017



Monthly  
sunshine hours\*

2017/2016  
Norm 1981-2010



\*Basel region



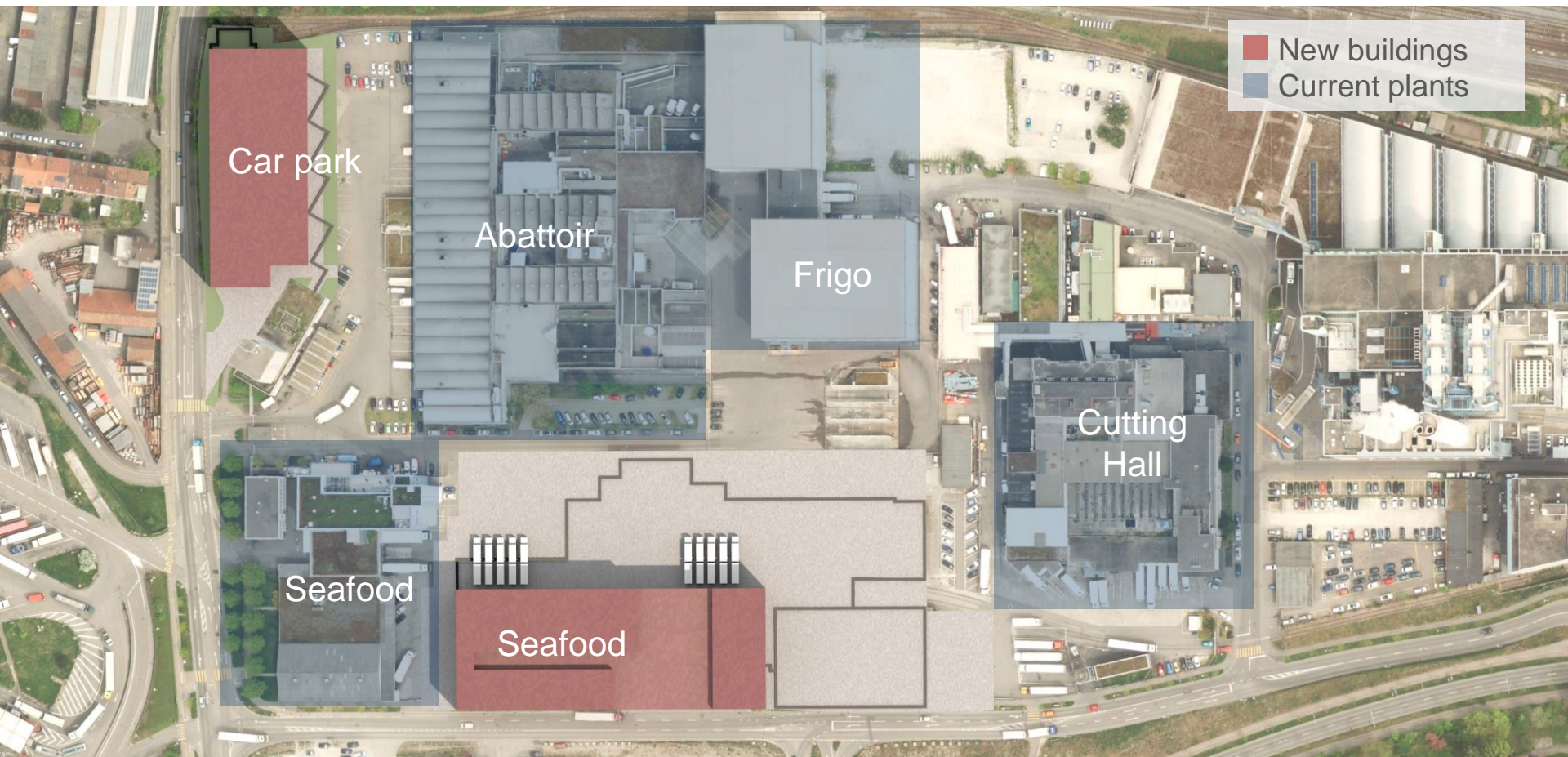
# Strategies and large projects

## Business area Bell



### Bell Switzerland – Basel/Neudorfstrasse

Status of investment programme





# Strategies and large projects

## Business area Bell



### **Bell Switzerland – Basel/Neudorfstrasse**

Status of investment programme – site before demolition





# Strategies and large projects

## Business area Bell



### **Bell Switzerland – Basel/Neudorfstrasse**

Status of investment programme – site during demolition



# Strategies and large projects

## Business area Bell



### **Bell Switzerland – Basel/Neudorfstrasse**

Status of investment programme – car park visualisation





# Strategies and large projects

## Business area Bell



### **Bell International – Hubers/Pfaffstätt site (AT)**

Extension expected to be completed in autumn 2017



### **Bell International – Hubers/Pfaffstätt site (AT)**

Extension creates more space for growing segments as well as for retrieval services and operating logistics





# Strategies and large projects

## Business area Bell



### **Bell International – Süttag/Ampfing site (DE)**

Extension to be commissioned in summer 2017



# Strategies and large projects

## Business area Bell



### **Bell International – Süttag/Ampfing site (DE)**

Extension will enable optimisation of existing processes and form the platform for further growth

Development of regional product ranges



# Strategies and large projects

## Business area Hilcona/Eisberg



Complete acquisition  
of the Hilcona Group

New ownership structure enables  
a **simplified** management organisation

Creates basis for **further growth** in the  
convenience market

$$51 \% + 49 \% = 100 \%$$



# Strategies and large projects

## Business area Hilcona/Eisberg



### Eisberg

New production plant in Marchtrenk (AT) for convenience products; construction starts September 2017

Development of sales and market potential in Austria





# Key figures 1/2



Operating income  
in CHF million

**1,713**

+7.6 %

Sales volume  
in 1,000 tonnes

**224**

+16.6 %

Gross profit  
in CHF million

**642**

+9.8 %

EBITDA  
in CHF million

**130.0**

+8.5 %

EBIT  
in CHF million

**65.4**

+7.2 %

Half-year profit  
in CHF million

**39.5**

+9.1 %

# Key figures 2/2



Cash and cash  
equivalents  
in CHF million

**286**

13.0 % of total assets

Net financial debts  
in CHF million

**425**

20.2 % of total assets

Equity  
in CHF million

**1,004**

45.5 % of total assets

Operating cash flow  
in CHF million

**122**

-11.1 %

Net investments in  
non-current assets  
in CHF million

**45**

-9.1 %

Share price  
30 June 2017

**458.75**

+4.6 % YTD

# Important events in first half of 2017



## Acquisition effects

- Acquisition of Frostag convenience specialties
- Acquisition of production facilities in Azuaga (ES)
- Sale of Novak branch shops
- Acquisition of non-controlling interests in Hilcona

## Exceptionals

- German Cartel Office abandons proceedings against Bell Germany

## Investment projects

- Start of construction of ham plant in Spain
- Construction of new production plant for convenience products in Austria
- Construction of car park at Basel site
- Completion of Hubers and Süttag extensions

## Raw material prices

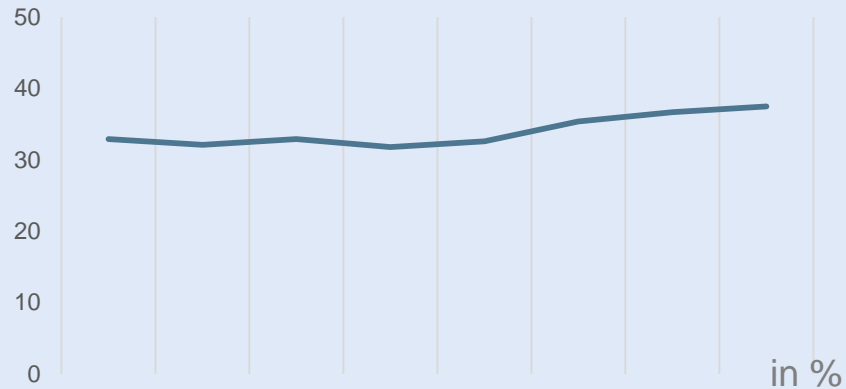
- Impact of raw material prices on margin growth

# Long-term view



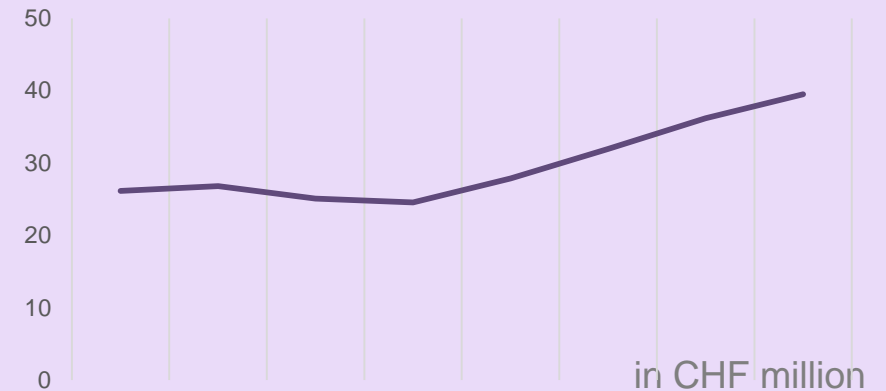
## Gross profit margin

2010-2017



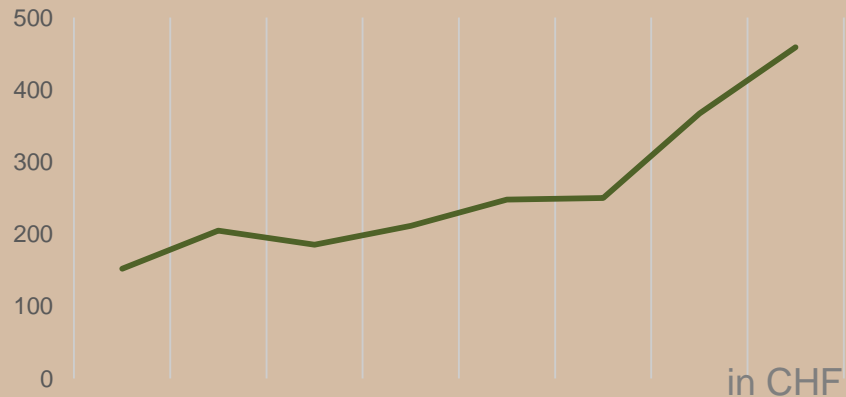
## Net profit

2010-2017

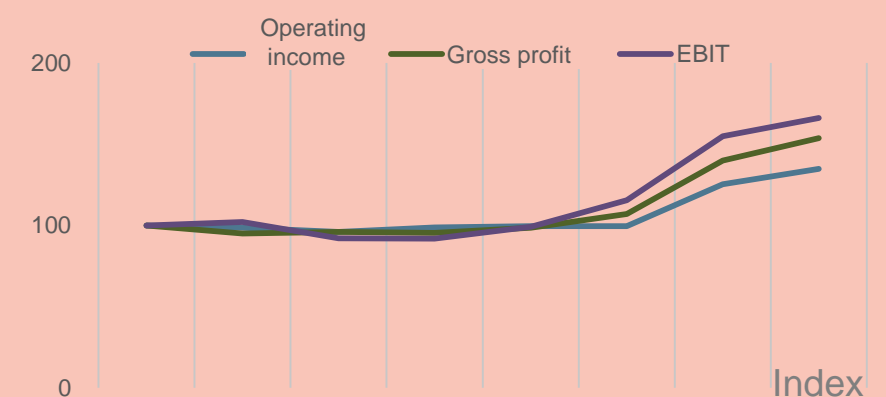


## Share price

2010-2017



## Gross profit and operating income 2010-2017





# Division Bell Switzerland



Sales revenue  
in CHF million

**963**

+3.1 %

Sales volume  
in 1,000 tonnes

**63.1**

+1.4 %

Employees  
FTE

**3,530**

+5.2 %

Production plants  
Number

**12**

+0

First half of 2017

# Division Bell Germany



Sales revenue  
in CHF million

**215**

+1.2 %

Sales volume  
in 1,000 tonnes

**33.9**

+4.1 %

Employees  
FTE

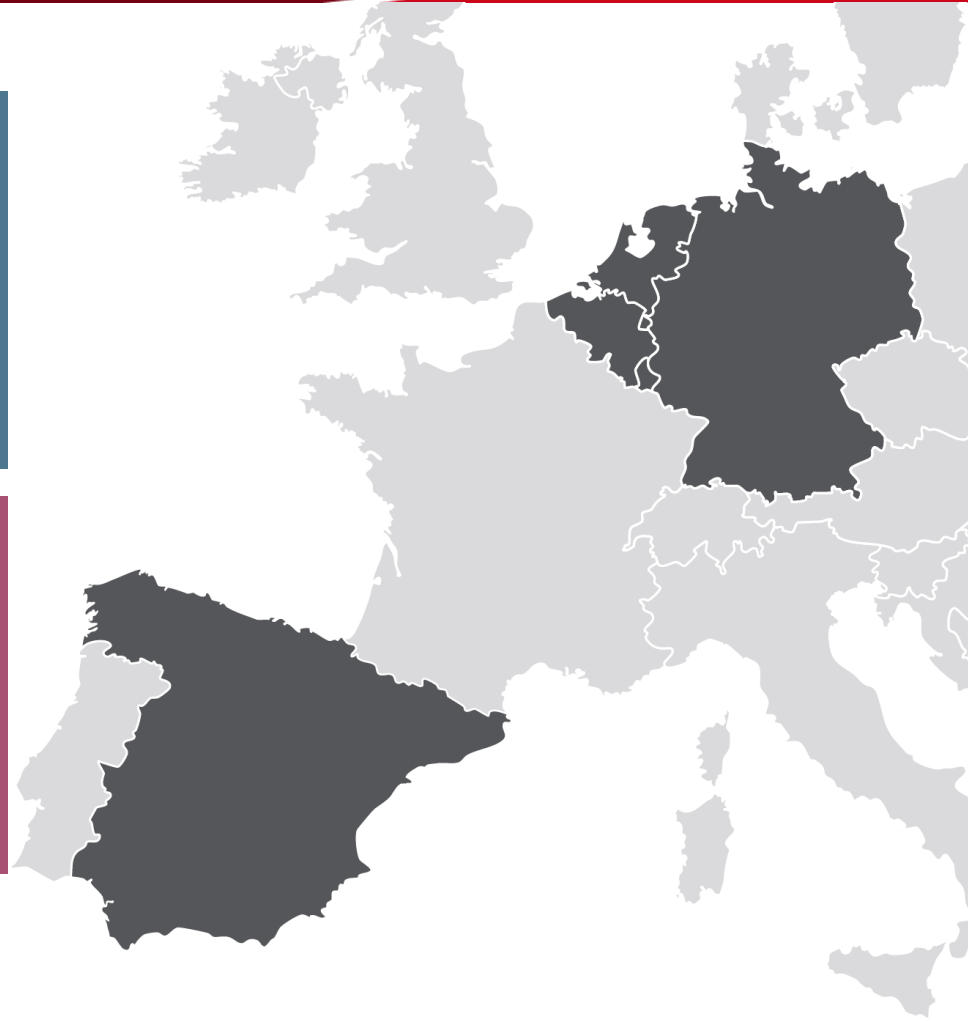
**1,488**

+3.0 %

Production plants  
Number

**10**

+1



First half of 2017

# Division Bell International



Sales revenue  
in CHF million

**293**

+31.0 %

Sales volume  
in 1,000 tonnes

**78.6**

+44.4 %

Employees  
FTE

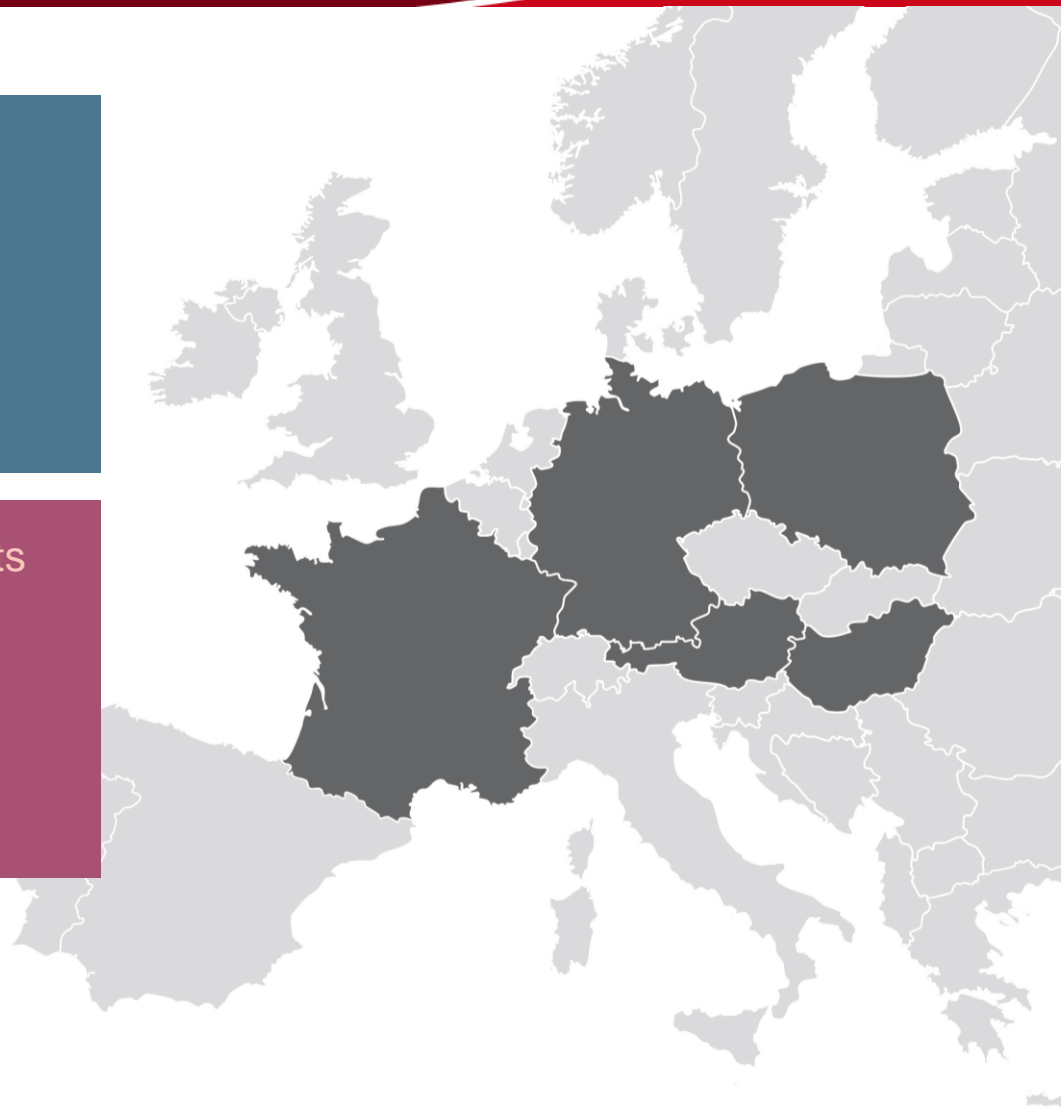
**2,724**

-3.4 %

Production plants  
Number

**10**

+0



First half of 2017

Sales revenue  
in CHF million

**302**

+9.6 %

Sales volume  
in 1,000 tonnes

**53.6**

+13.8 %

Employees  
FTE

**2,659**

+9.7 %

Production plants  
Number

**10**

+1

First half of 2017



# The Bell Group – outlook for second half of 2017



Continued high  
raw material prices for pork in  
Europe



Focus on the complete  
acquisition and integration  
of the Hilcona Group



Pressing ahead with the  
investment programme at the  
Basel and Oensingen sites



Systematic cost optimisation  
to be driven forward and current  
sales strategy continued



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