



# Eichhof Group

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# Operational key figures

**Eichhof Gruppe consolidated**  
in CHF million

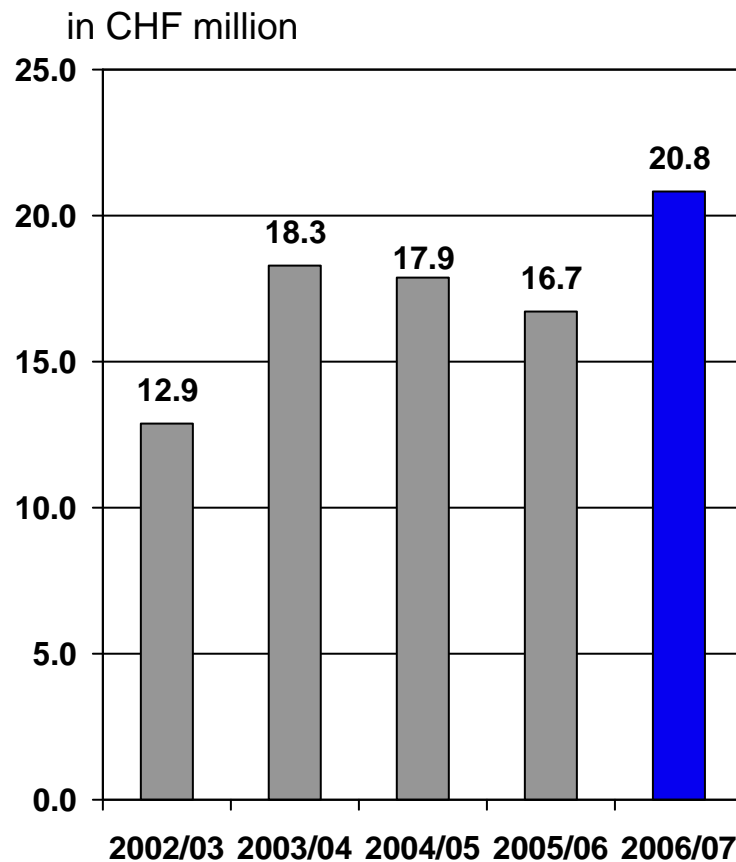
	<b>2006/07</b>	2005/06	Change to prior year	
<b>Net sales</b>	<b>286,6</b>	273,4	+ 13,2	+ 4,8%
<b>Depreciation and amortization</b>	<b>11,2</b>	11,1	- 0,1	
<b>EBIT</b>	<b>20,8</b>	18,0	+ 2,8	+ 15,6%
<b>Financial result</b>	<b>1,2</b>	- 0,2	+ 1,4	
<b>Taxes</b>	<b>- 3,6</b>	- 2,0	- 1,6	
<b>Net profit</b>	<b>18,3</b>	15,7	+ 2,6	+ 16,6%



# Change of consolidated sales

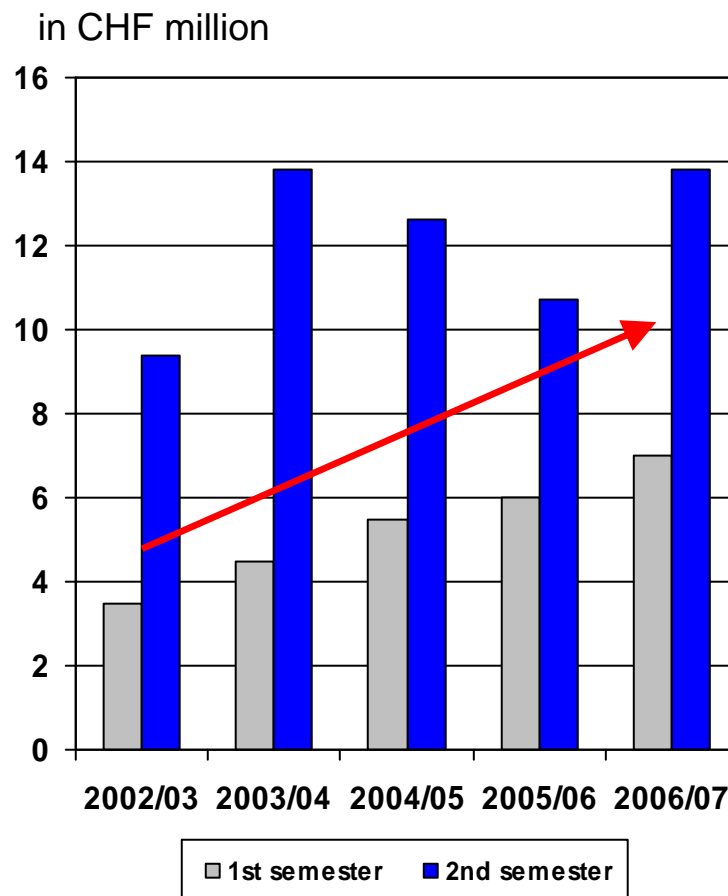
in CHF million	2006/07	2005/06
<b>Sale of real estate</b>	-	1.3
<b>Quantities and prices</b>	12.4	12.5
<b>Acquisitions</b>	2.3	2.5
<b>Currency translation adjustm.</b>	- 1.5	2.2
<b>Total</b>	<b>+ 13.2</b>	<b>+ 18.5</b>
<b>Growth of sales</b>		
in CHF	4.8%	7.4%
In local currency	5.4%	6.6%

# Development of Group EBIT (operational)



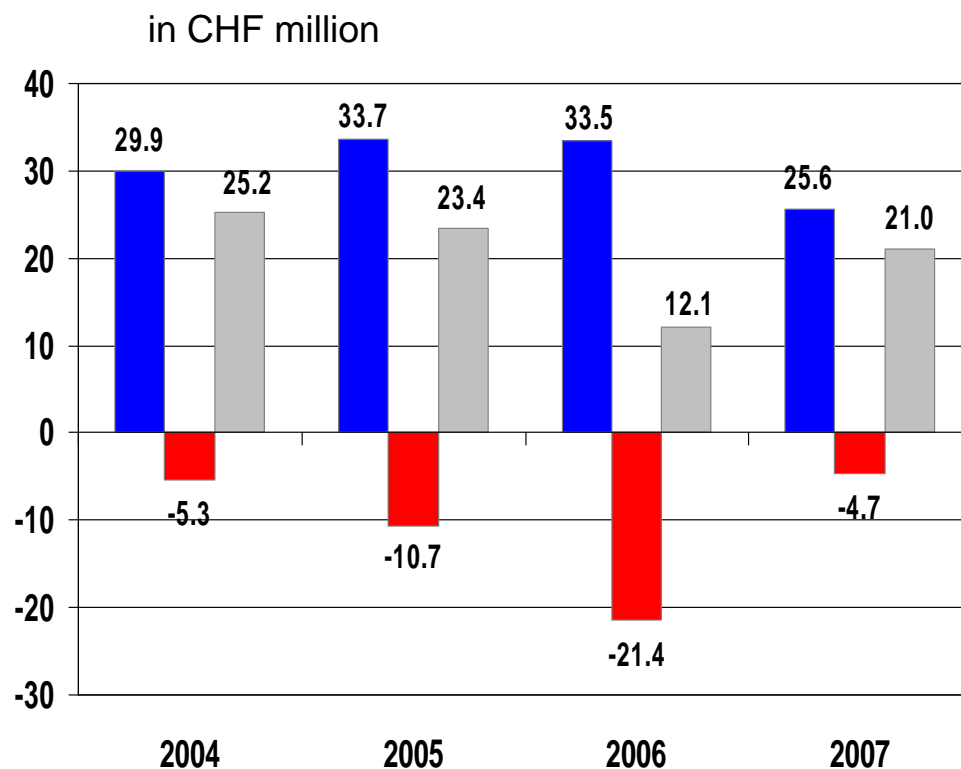
- Excluding sales of real estate
- Economies of scale effects in 2007
- Once-off expenses at Datacolor last year

# EBIT development (operational by semester)



- Long-term positive trend and continuing growth
- Seasonal impact diminished through increasing growth of non-season segments
- Increased profitability through targeted growth

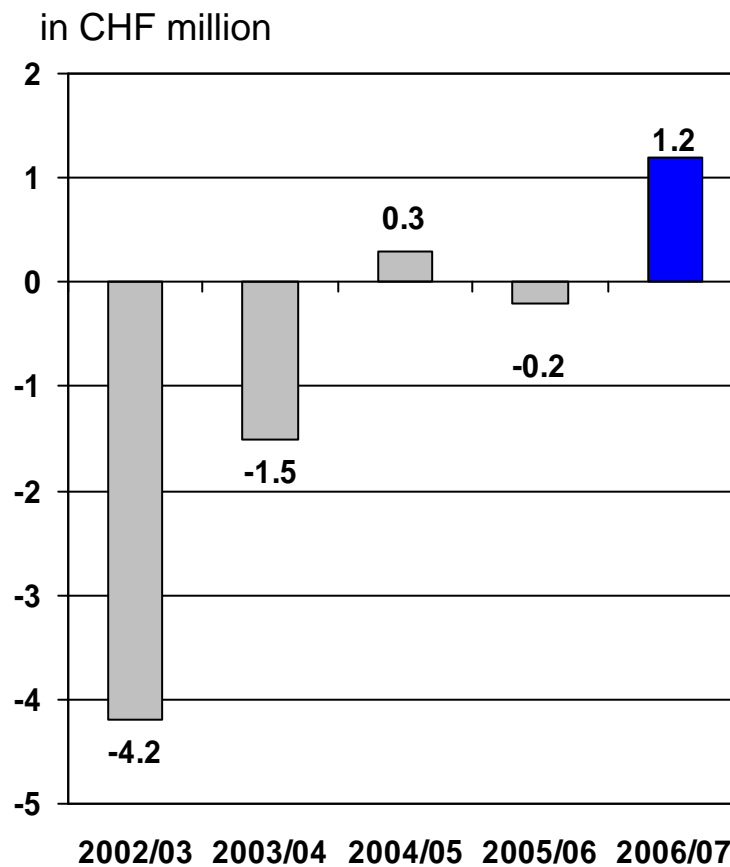
# Development of cash flows



■ Cash Flow from operating activities  
■ Net investments  
■ Free cash flow (excl. acquisitions)

- Ongoing strong operational cash flow despite growth
- Sustainable capital expenditures in business units of CHF 15 million
- Strong financial capacity provides flexibility for acquisitions

# Financial results



- Positive development due to successful asset management
- Performance on financial assets at 19.4% for the year
- Flexibility sets free additional potential



## Eichhof Group at a glance

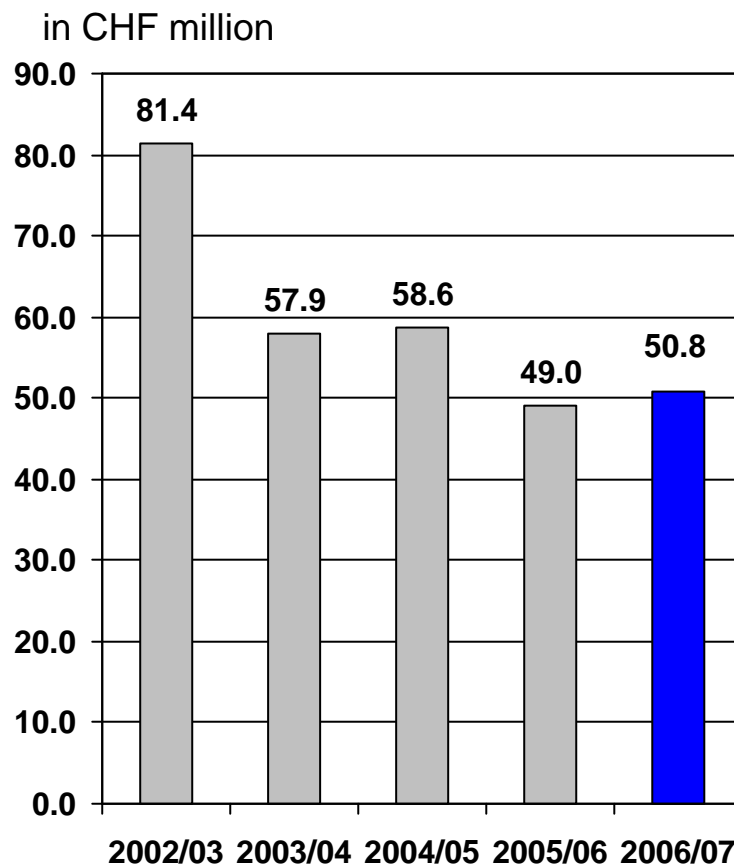
in CHF million	Assets	Sales	EBIT	Taxes	Net profit
<b>Eichhof Beverage</b>	<b>142.1</b>	<b>196.8</b>	<b>16.1</b>	<b>- 2.0</b>	<b>13.6</b>
<b>Datacolor</b>	<b>56.6</b>	<b>87.5</b>	<b>7.8</b>	<b>- 1.5</b>	<b>6,9</b>
<b>Eichhof Real Estate</b>	<b>57.7</b>	<b>2.7</b>	<b>0.2</b>	<b>0.2</b>	<b>- 0,9</b>
<b>Holding</b>	<b>10.0</b>	<b>- 0.3</b>	<b>- 3.3</b>	<b>- 0.3</b>	<b>- 1,3</b>
<b>Group</b>	<b>266.5</b>	<b>286.6</b>	<b>20.8</b>	<b>- 3.6</b>	<b>18,3</b>



## Eichhof Group at a glance

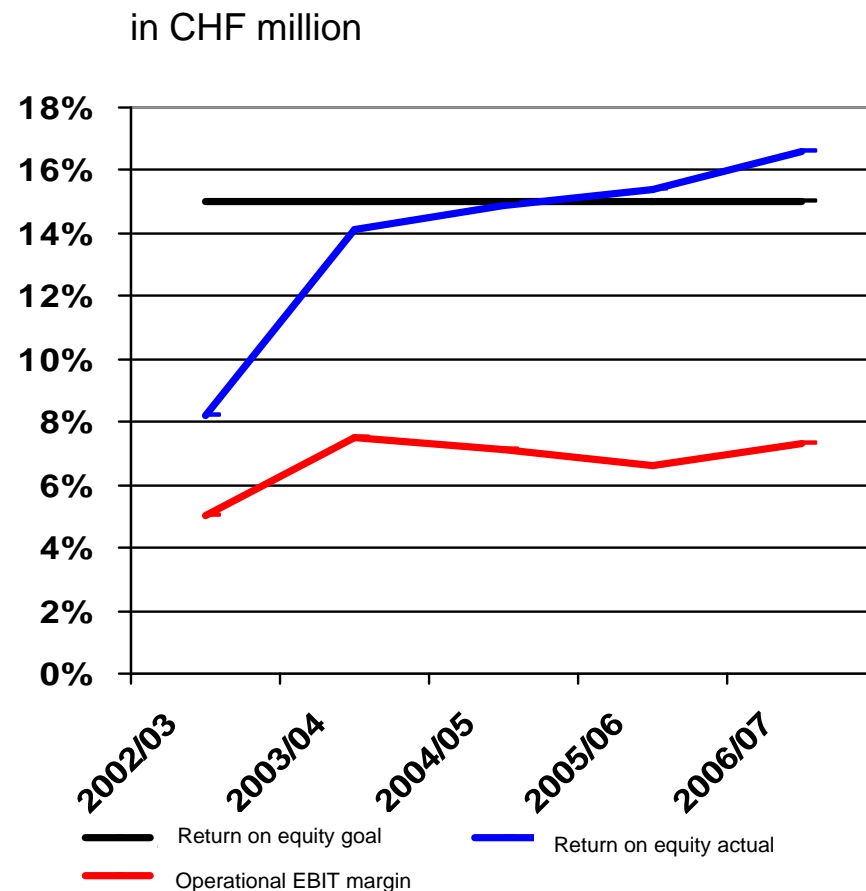
in %	Assets	Sales	EBIT	Tax quote	Net profit
<b>Eichhof Beverage</b>	<b>53%</b>	<b>68%</b>	<b>77%</b>	<b>13%</b>	<b>74%</b>
<b>Datacolor</b>	<b>21%</b>	<b>31%</b>	<b>37%</b>	<b>17%</b>	<b>38%</b>
<b>Eichhof Real Estate</b>	<b>22%</b>	<b>1%</b>	<b>-</b>	<b>-</b>	<b>- 5%</b>
<b>Holding</b>	<b>4%</b>	<b>-</b>	<b>- 14%</b>	<b>-</b>	<b>- 7%</b>
<b>Group</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>16%</b>	<b>100%</b>

# Development of net debt



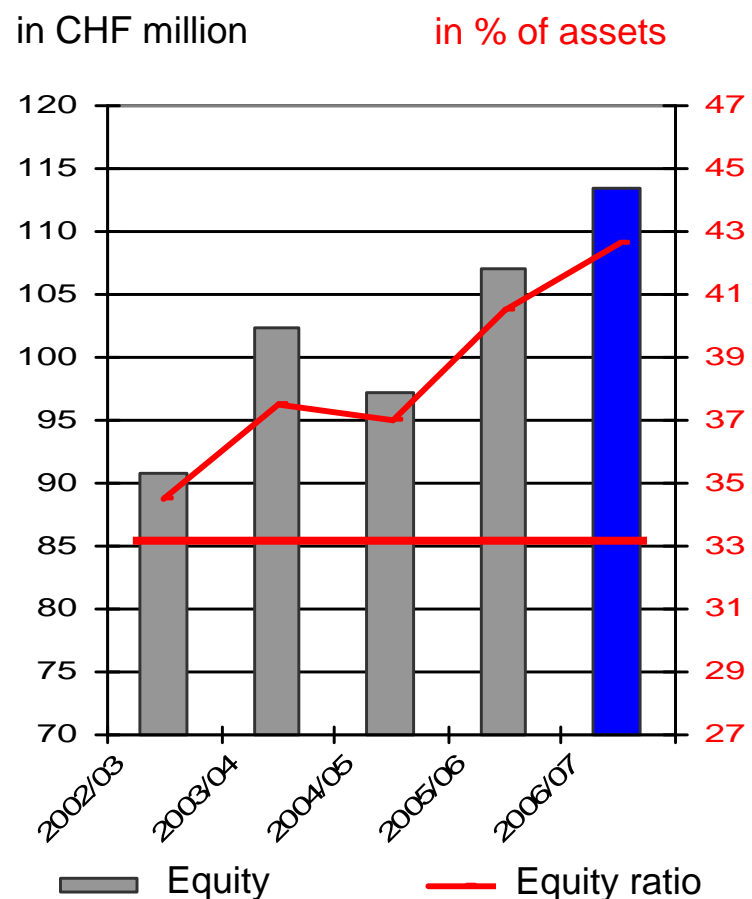
- Net debt stays stable
- gearing held at 0.45
- Additional potential to raise financing up to CHF 100 million without significant change of key figures

# Return on equity



- Target return of 15% outperformed
- Mix of higher efficiency and optimized financial engineering

# Equity and equity ratio



- Strengthening of equity base
- Equity ratio exceeds margin of 33%
- High distribution with signalling effect



# Appropriation of retained earnings

In CHF million	2003/04	2004/05	2005/06	2006/07 Proposal <sup>2)</sup>
<b>Earnings per share</b>	<b>112.60</b>	<b>96.10</b>	<b>101.60</b>	<b>117.90</b>
<b>Distributions</b>	<b>40.00<sup>1)</sup></b>	<b>55</b>	<b>80.00</b>	<b>90.00</b>
<b>Payout ratio</b>	<b>35%</b>	<b>57%</b>	<b>79%</b>	<b>76%</b>

<sup>1)</sup> incl. put options

<sup>2)</sup> Annual General Meeting on Januar 17, 2008



# Performance of the share



Performance	2004	2005	2006	2007
<b>EIN</b>	<b>55%</b>	<b>34%</b>	<b>13%</b>	<b>25%</b>
<b>SPI</b>	<b>12%</b>	<b>29%</b>	<b>23%</b>	<b>11%</b>
<b>Yield</b>	<b>1.4%</b>	<b>3.9%</b>	<b>5.0%</b>	<b>4.5%</b>

Balance sheet date 30.9.



## Medium-term targets of the Group

	2005/06	2006/07	Ziel	
	EBIT margin	EBIT margin	EBIT margin	Sales p.y.
<b>Datacolor</b>	<b>6.9%</b>	<b>9%</b>	<b>12%</b>	<b>10%</b>
<b>Eichhof Beverage</b>	<b>7.8%</b>	<b>8.2%</b>	<b>8%</b>	<b>5%</b>
<b>Eichhof Group</b>	<b>6.6%</b>	<b>7.3%</b>	<b>9%</b>	<b>6%</b>