

**Press Release****Bossard Group****Sales for entire year and fourth quarter of 2016****New sales record – growth strategy pays off**

Zug, January 12, 2017 - **The Bossard Group's growth strategy continues to pay off. Sales rose by 5.9 percent to CHF 695.0 million in fiscal year 2016. The positive trend was most striking in the fourth quarter of 2016. Compared to the same time period in 2015, sales increased an impressive 15.1 percent to CHF 181.7 million. This growth was mainly fueled by business in Europe (+8.2 percent) and America (+38.9 percent). The marked growth in America is positively influenced by the acquisition of Arnold Industries, which was consolidated from September 1, 2016.**

For years, Bossard's growth strategy has promoted acquisitions and investments in high-performance infrastructures. Last year's performance again impressively confirms this forward-looking strategy. Even going further back, results are still impressive. In spite of the significant appreciation of the Swiss franc in recent years and the challenging business environment in markets such as Switzerland and China, Bossard was still able to boost sales by a respectable 48 percent in the last five years while maintaining above-average profitability.

**Growing momentum in Europe**

In Europe, where Bossard realized approximately 58 percent of its revenue, sales for 2016 rose by 4.7 percent to CHF 401.6 million (in local currency: +3.6 percent). The upward-trending growth in the second half of the year is particularly noteworthy. The fourth quarter increase of 8.2 percent totaled CHF 96.0 million in sales (in local currency: +8.0 percent). Most countries contributed to this accelerated growth. Positive trends were also seen in

Switzerland, where the significant appreciation of the Swiss franc at the beginning of 2015 had taken its toll on previous quarters. The acquisitions Bossard made in Europe in recent years further supported this satisfactory trend.

### **Significant strides in America**

The greatest strides Bossard made in 2016 were in America. In this region, sales rose by 12.0 percent to CHF 186.1 million (in local currency: +9.3 percent) for the year. The 38.9 percent growth in the fourth quarter is on one hand attributable to the acquisition of Arnold Industries which added approximately two-thirds to the increase. On the other hand, the overall solid performance of the existing business in America contributed also very nicely with an increase of 15.3 percent. Sales resulting from the cooperation with the largest US electric vehicle manufacturer were an important contributor to the growing sales in the fourth quarter. Also noticeable is the fact that the demand from a major customer in the agricultural technology sector appears to be slowly stabilizing. Although we posted another decline in this business in the fourth quarter, the drop was far less than in previous quarters. The fourth-quarter organic sales growth of 15.3 percent compares to 6.3 percent for the whole year and underlines the very strong business development in the last quarter in this region.

### **Organic growth in Asia**

Bossard's Asian business also made progress, reflecting successful development efforts in the various markets. Sales for the entire year increased by 0.6 percent to CHF 107.3 million; the 3.1 percent growth in local currency demonstrates that we can tap potential in Asia as well. Fourth quarter figures also trended upward. Sales increased by 3.4 percent to CHF 30.4 million, an increase of 5.6 percent in local currency. Our business did particularly well in China, where we have made considerable investments in recent years. In spite of the persistently challenging market environment, the Bossard Group posted sales growth in the most important Asian market in the third as well as in the fourth quarter.

Bossard will release the detailed year-end financial statements and the 2016 annual report at the media and analyst conference on March 8, 2017.

Net sales 4th quarter			change in %	
in CHF million	2016	2015	in CHF	in local currency
Europe	96.0	88.7	8.2%	8.0%
America	55.3	39.8	38.9%	40.3%
Asia	30.4	29.4	3.4%	5.6%
<b>Group</b>	<b>181.7</b>	<b>157.9</b>	<b>15.1%</b>	<b>15.6%</b>

Net sales January - December			change in %	
in CHF million	2016	2015	in CHF	in local currency
Europe	401.6	383.4	4.7%	3.6%
America	186.1	166.2	12.0%	9.3%
Asia	107.3	106.7	0.6%	3.1%
<b>Group</b>	<b>695.0</b>	<b>656.3</b>	<b>5.9%</b>	<b>5.0%</b>

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**Profile:**

The Bossard Group is a leading international supplier of product solutions and services in industrial fastener and assembly technology. With its comprehensive product range of over 1,000,000 items, technical consulting (engineering) and inventory management (logistics) is Bossard one of the established companies as an end-to-end supplier and partner in the industry.

The Group's customers include local and international industrial companies who use Bossard solutions to improve their productivity. With more than 2,100 employees in over 75 locations throughout the world, the Group generated CHF 695 million in sales in 2016. Bossard is listed on the SIX Swiss Exchange.