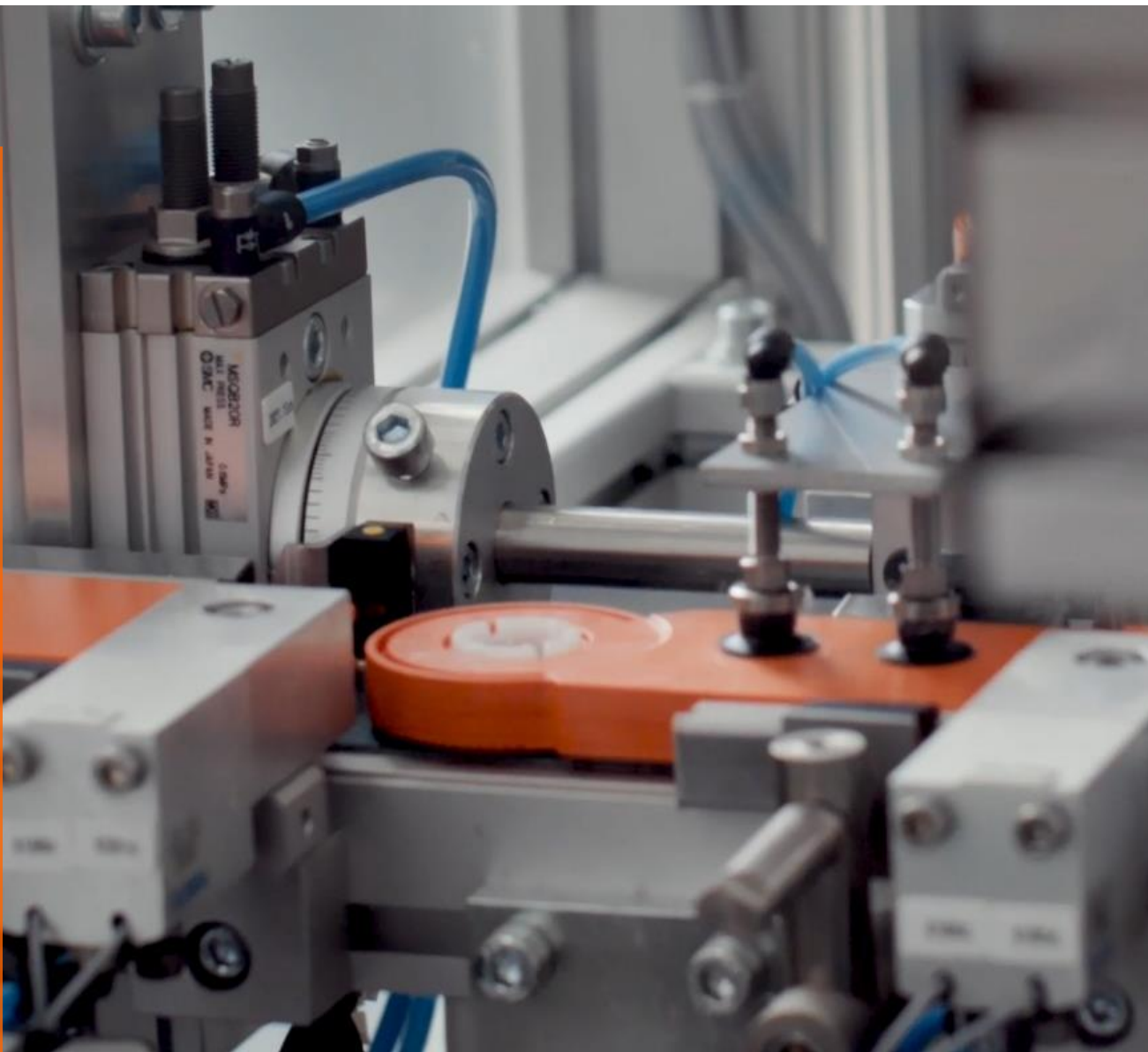


Zurich, March 11, 2019

Media and Financial Analysts Conference

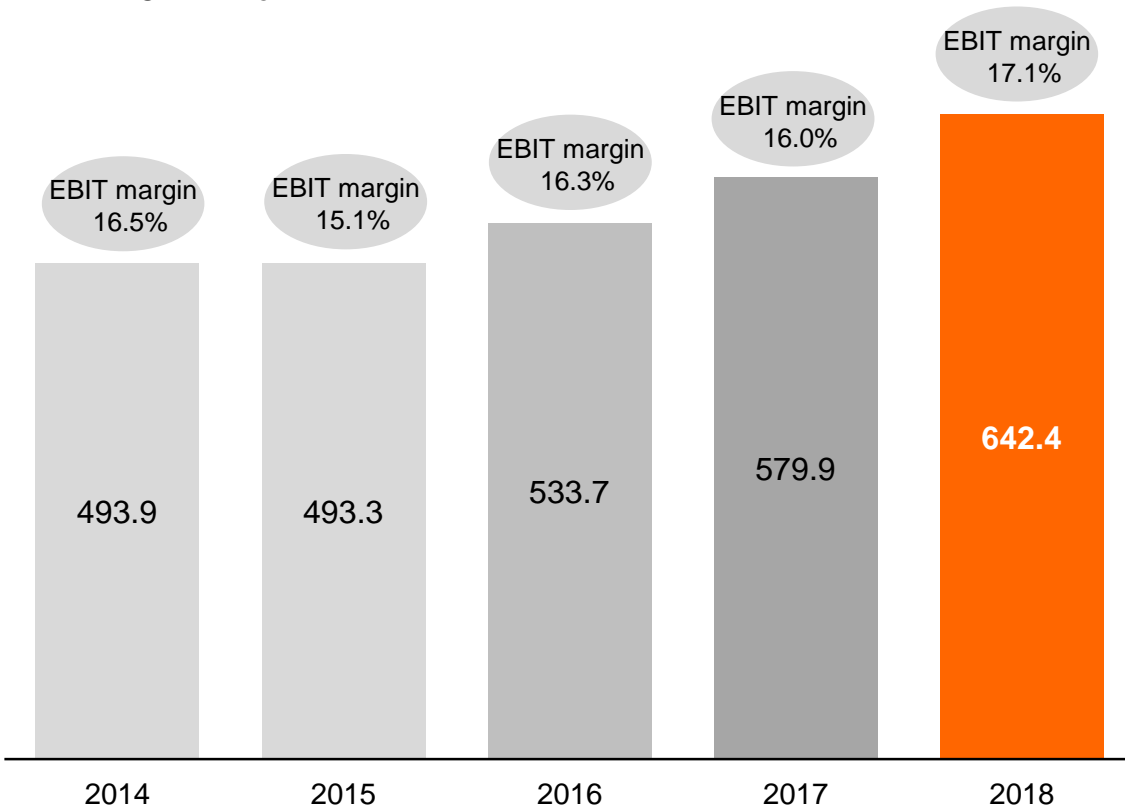


BELIMO Holding AG

Financial Year 2018



in CHF million

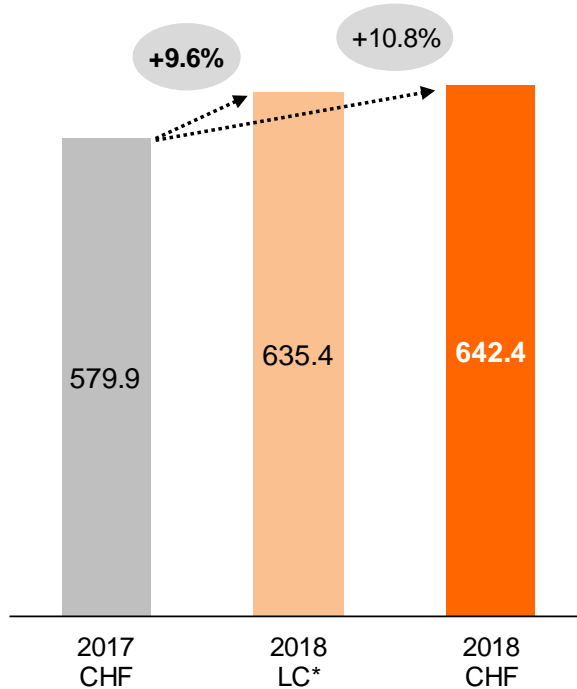


- Strong growth: net sales grew 2018 by 10.8% to a record high of **CHF 642.4 million**.
- **Currency-adjusted**, this corresponds to a solid growth of **9.6%**.
- Our **EBIT margin** increased to **17.1%** and amounted to CHF 109.8 million (PY 16.0%).
- **Net income** increased by 11.3% to CHF 86.2 million.

Net Sales

Net Sales

in CHF million

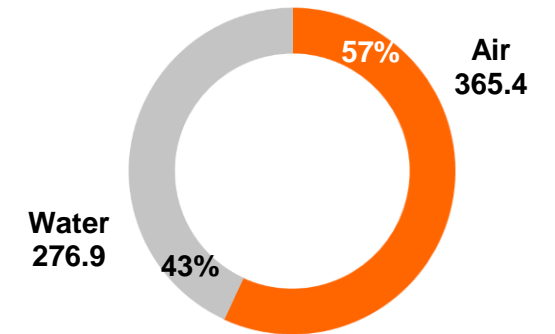


* adjusted at previous year rates



Net Sales by Application

in CHF million

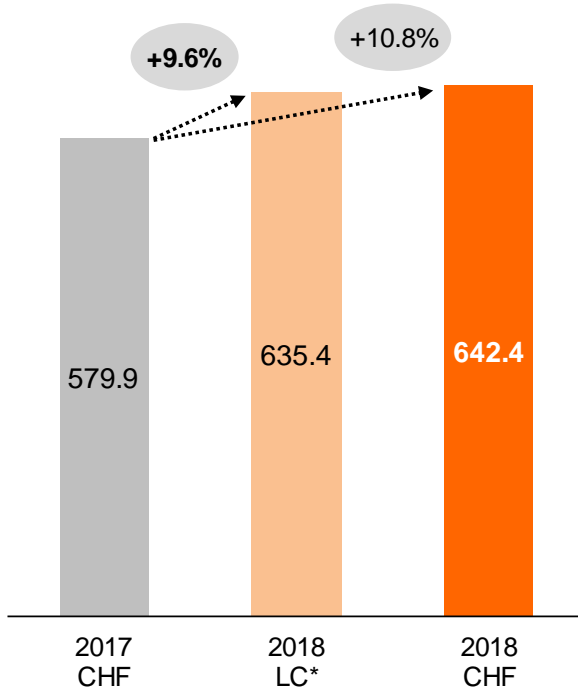


- **Robust growth in all three Belimo market regions**
- **Expansion of sales organization**
- **Positive customer feedback / awards won**

Net Sales

Net Sales

in CHF million

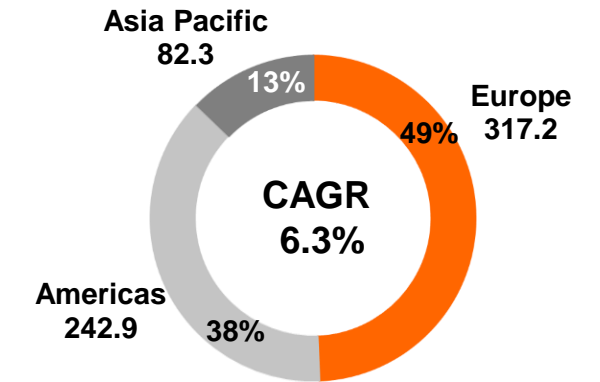


* adjusted at previous year rates



Net Sales by Market Region

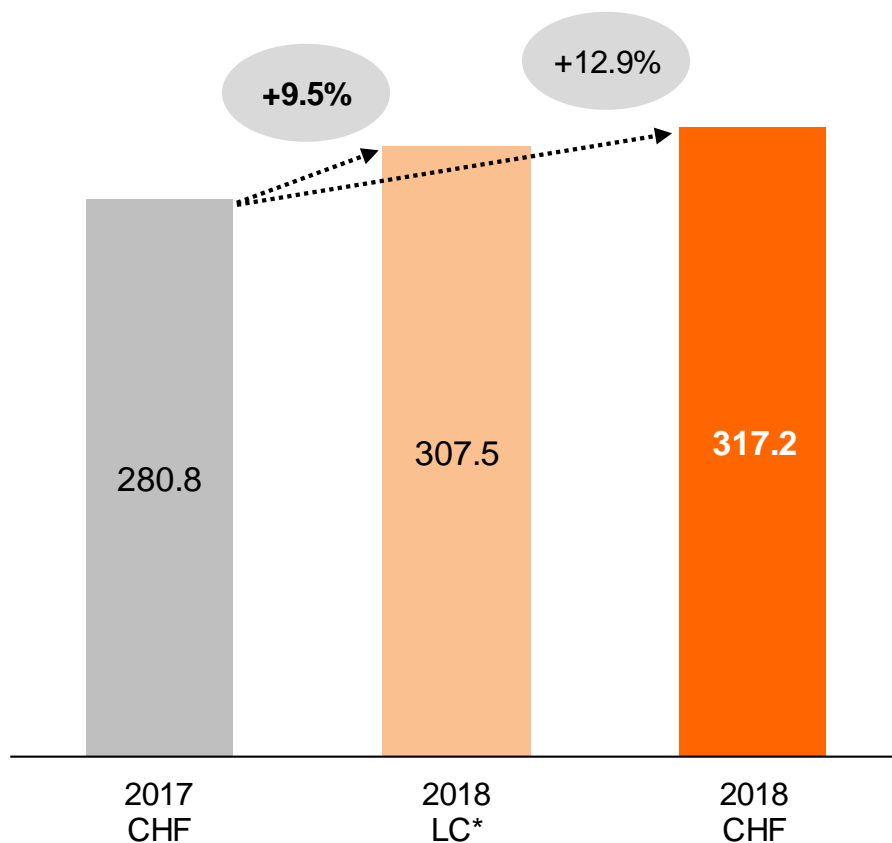
in CHF million



- **Robust growth in all three Belimo market regions**
- **Expansion of sales organization**
- **Positive customer feedback / awards won**

Sales Development in the Europe Market Region

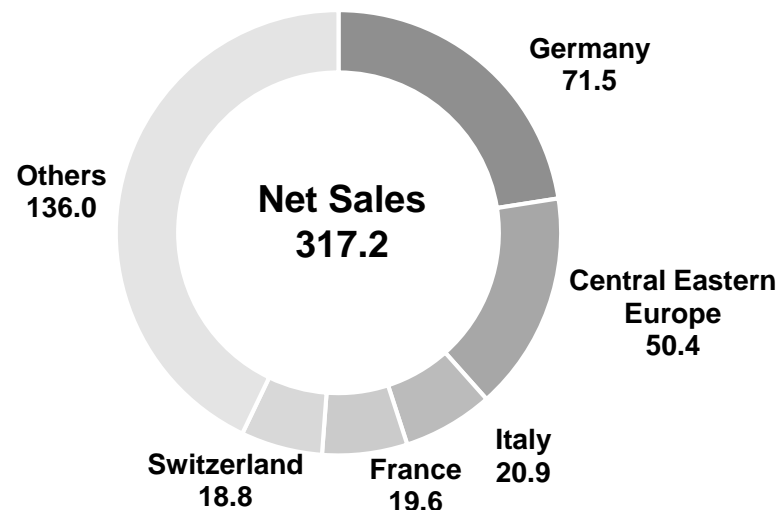
in CHF million



Excellent sales growth of 9.5% when adjusted for currencies and **even stronger growth of 12.9% in CHF**

Net Sales by Country

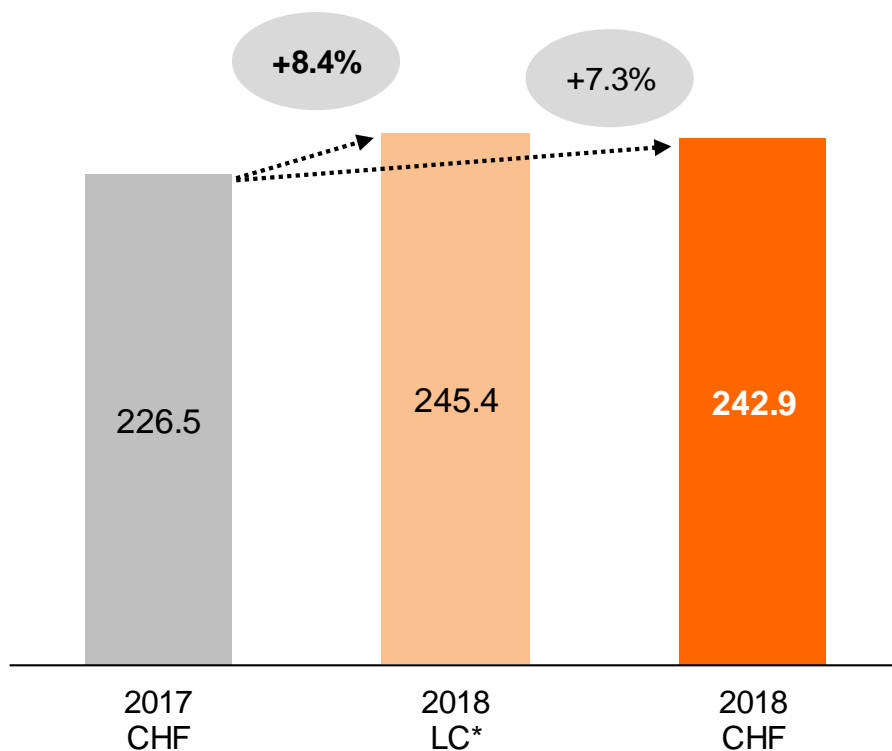
in CHF million



* adjusted at previous year rates

Sales Development in the Americas Market Region

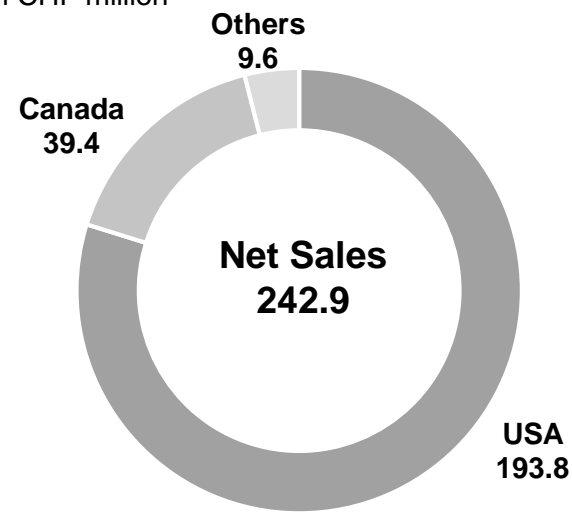
in CHF million



8.4% sales growth in local currencies and very good growth of 7.3% in CHF

Net Sales By Country

in CHF million



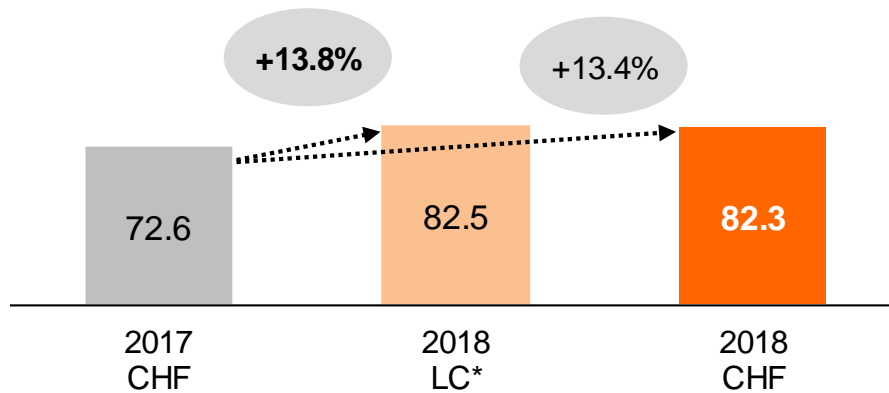
* adjusted at previous year rates

Sales Development in the Asia Pacific Market Region



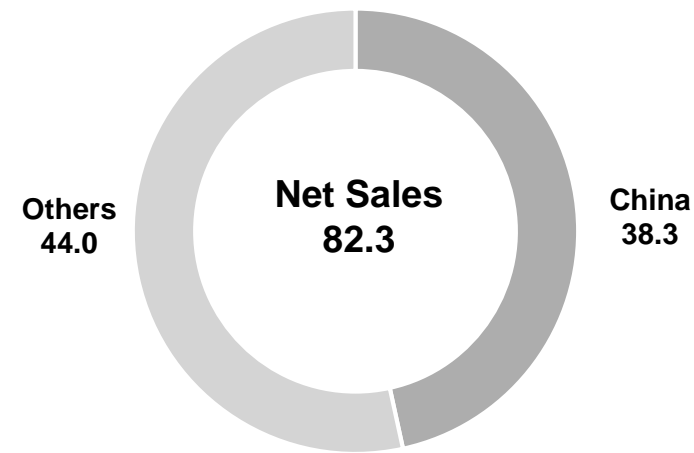
in CHF million

Excellent sales growth of 13.8% in local currencies
respectively very solid growth of 13.4% in CHF



Net Sales by Country

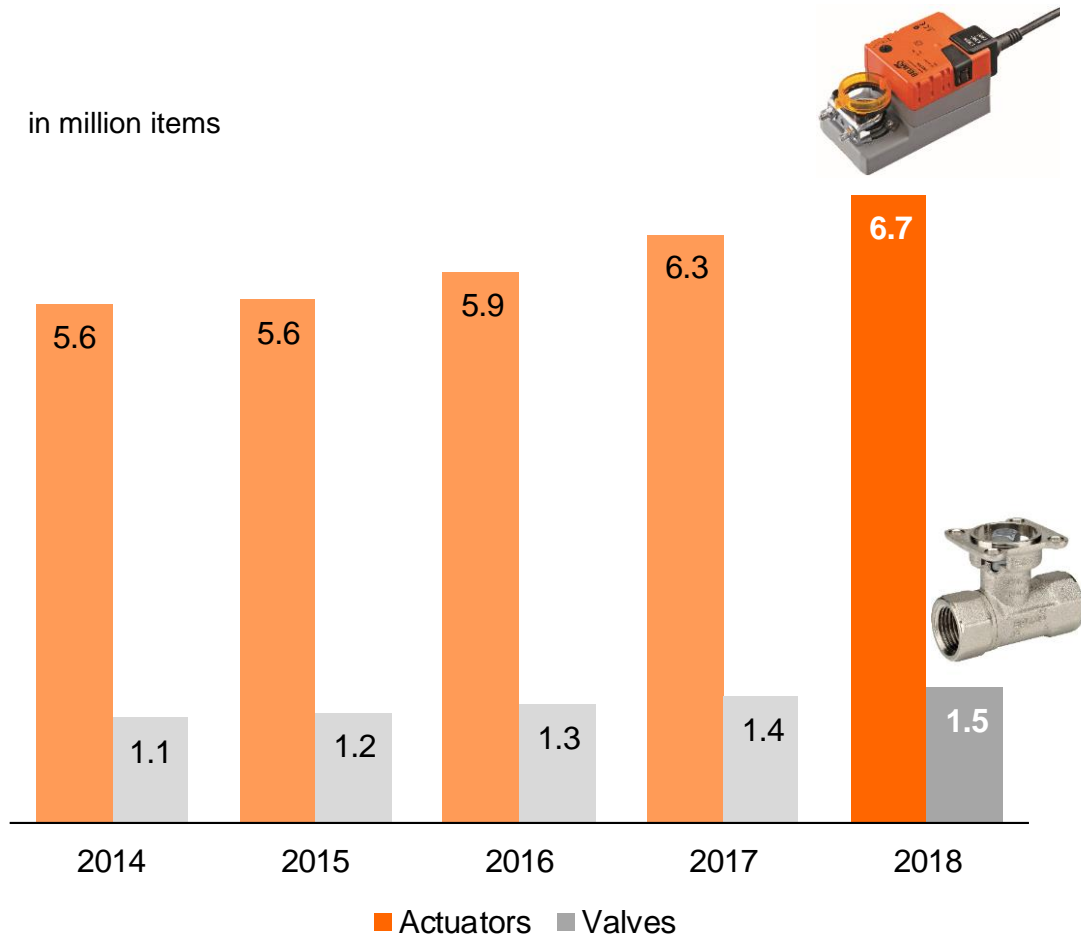
in CHF million



* adjusted at previous year rates

Actuators and Valves Shipped

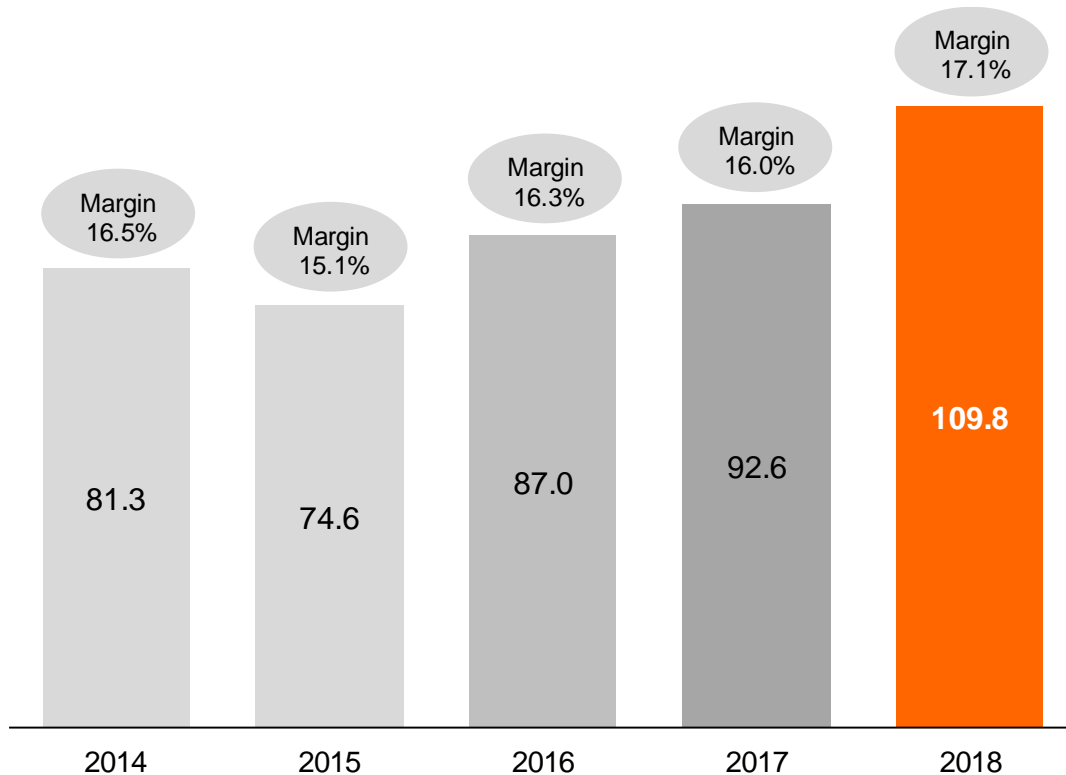
in million items



- The number of **actuators** shipped increased to 6.7 million pieces (+6.7%).
- The number of **valves** shipped increased to 1.5 million pieces (+6.6%).

EBIT and EBIT Margin

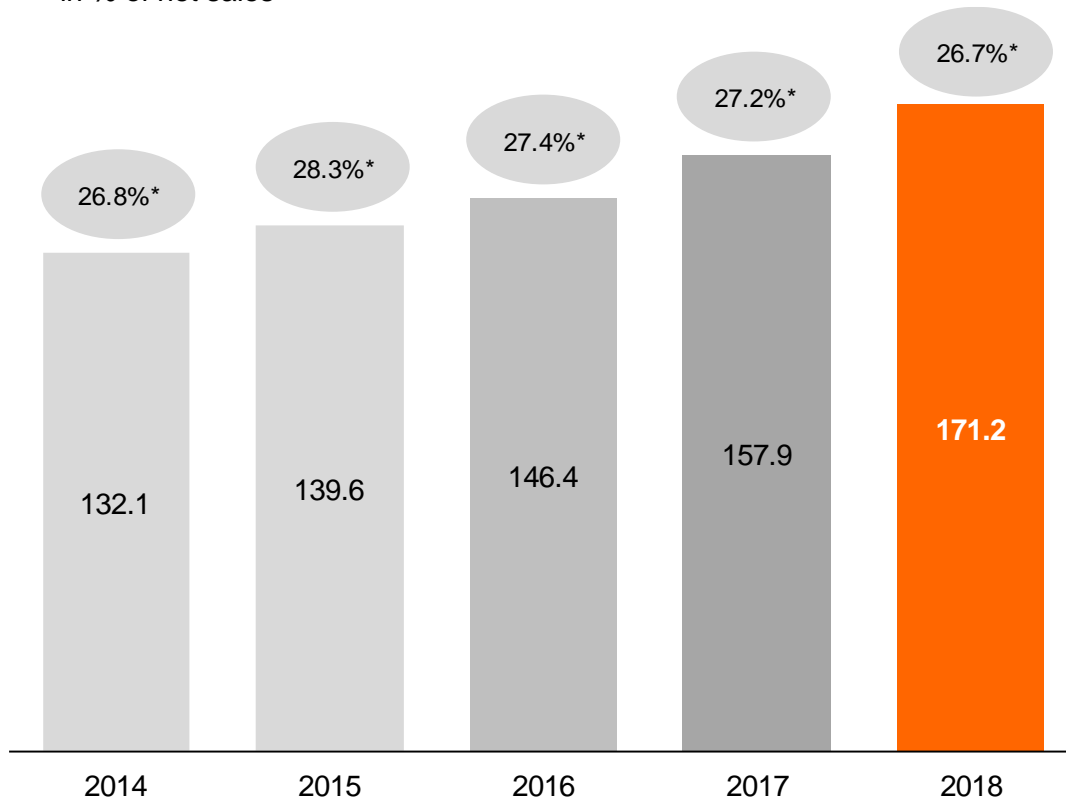
in CHF million



- **Operating income (EBIT)** could be increased by 18.6% to CHF 109.8 million.
- **Operating expenses** were reduced to 37.8% of net sales (PY 38.8%).
- **Material expenses** increased slightly to 41.4% of net sales (PY 41.2%), especially due to higher prices of components and raw material as well as higher handling charges.

Personnel Expenses

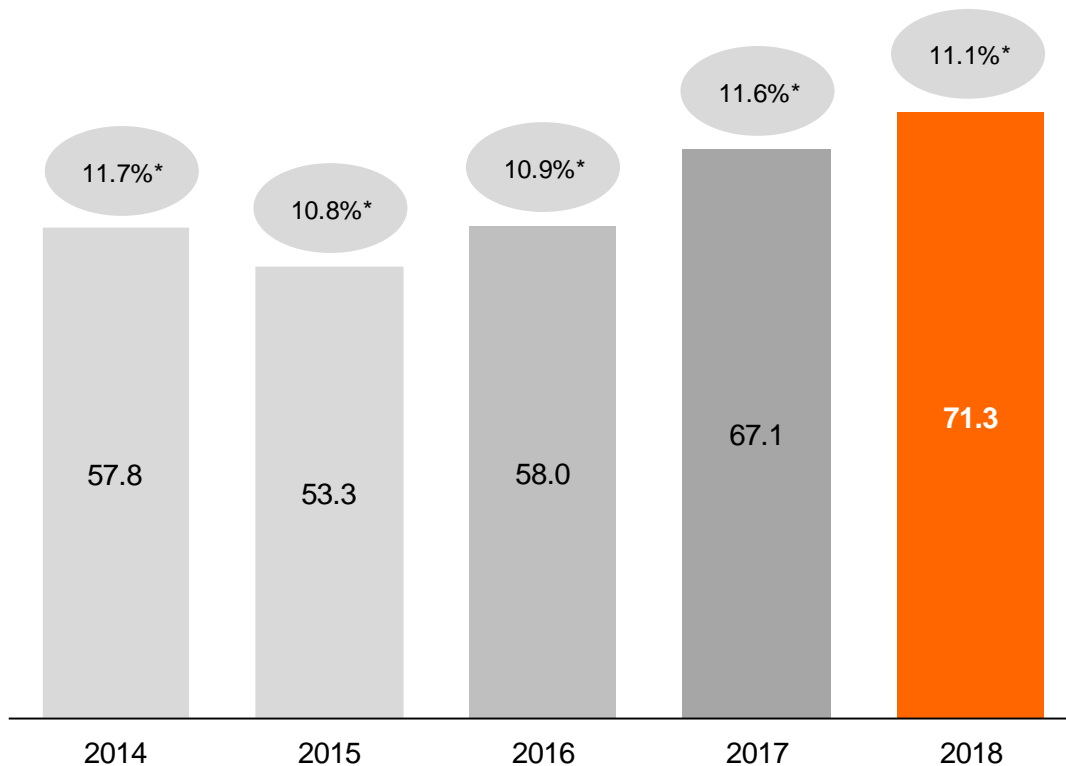
in CHF million
* in % of net sales



- **Personnel expenses** increased compared to the previous year by 8.4% to CHF 171.2 million (PY 157.9 million).
- By comparison to net sales, a **notably lower figure** of 26.7% resulted (PY 27.2%).
- **Sales per employee** increased by **3.3%** to **TCHF 404** (PY TCHF 391).
- The increase of **109 FTE** can be broken down as follows:
 - Europe +62 (thereof in Switzerland: +44)
 - Americas +22
 - Asia Pacific +25

Other Operating Expenses

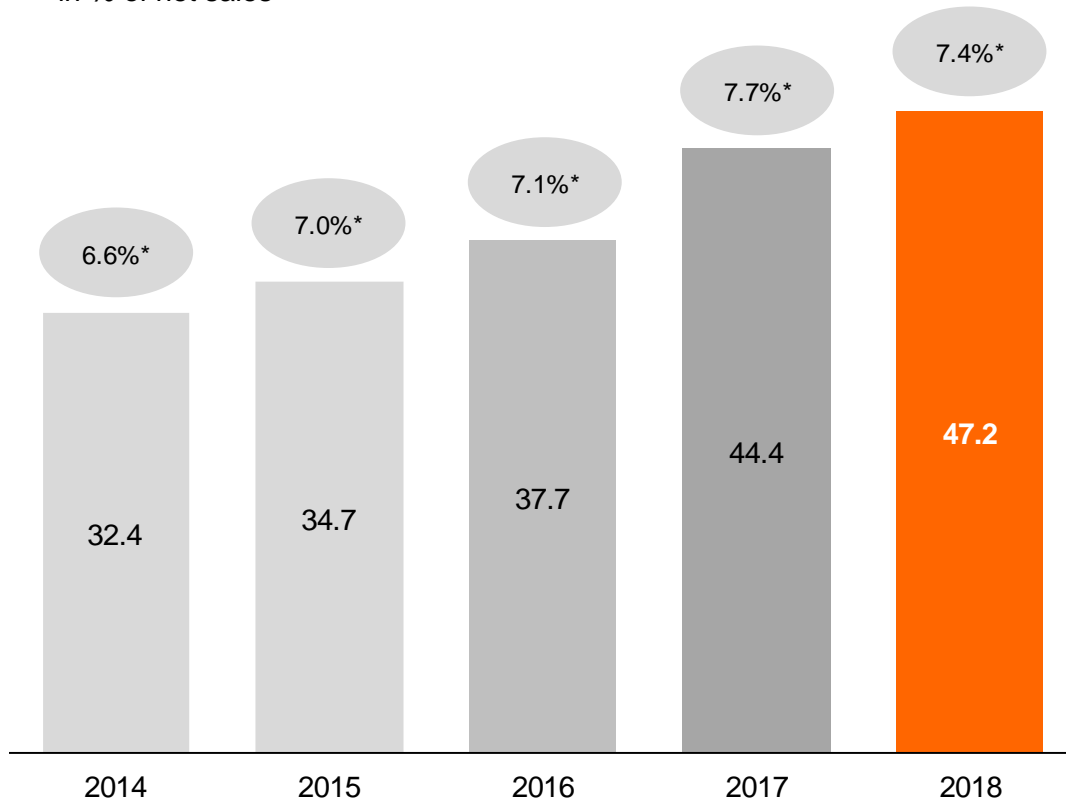
in CHF million
* in % of net sales



- **Other operating expenses** (operating expenses excl. personnel expenses) increased by 6.3% to CHF 71.3 million.
- **In relation to net sales**, other operating expenses decreased by 0.5 percentage points to 11.1%.

Research and Development

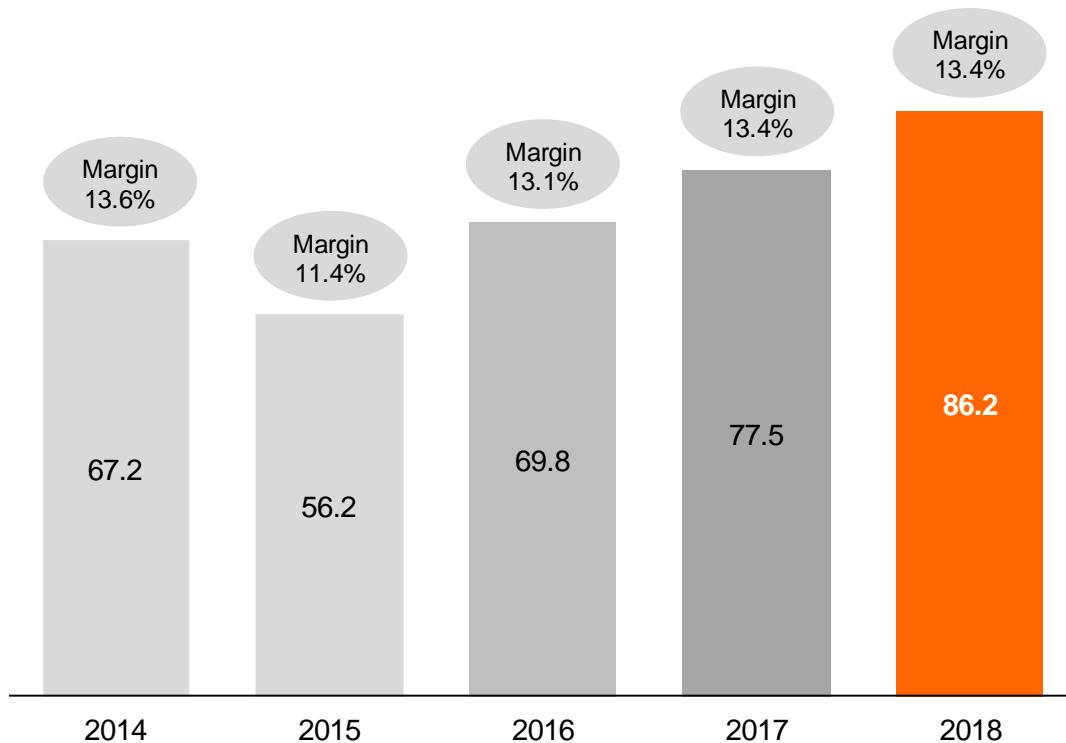
in CHF million
* in % of net sales



- **Boost of our research and development expenditures** in previous years.
- Investments in future portfolio **in accord with our growth strategy**
- Growth especially in the areas of our strategic initiatives of **Sensors, Performance Devices** and **Asia Pacific**

Net Income

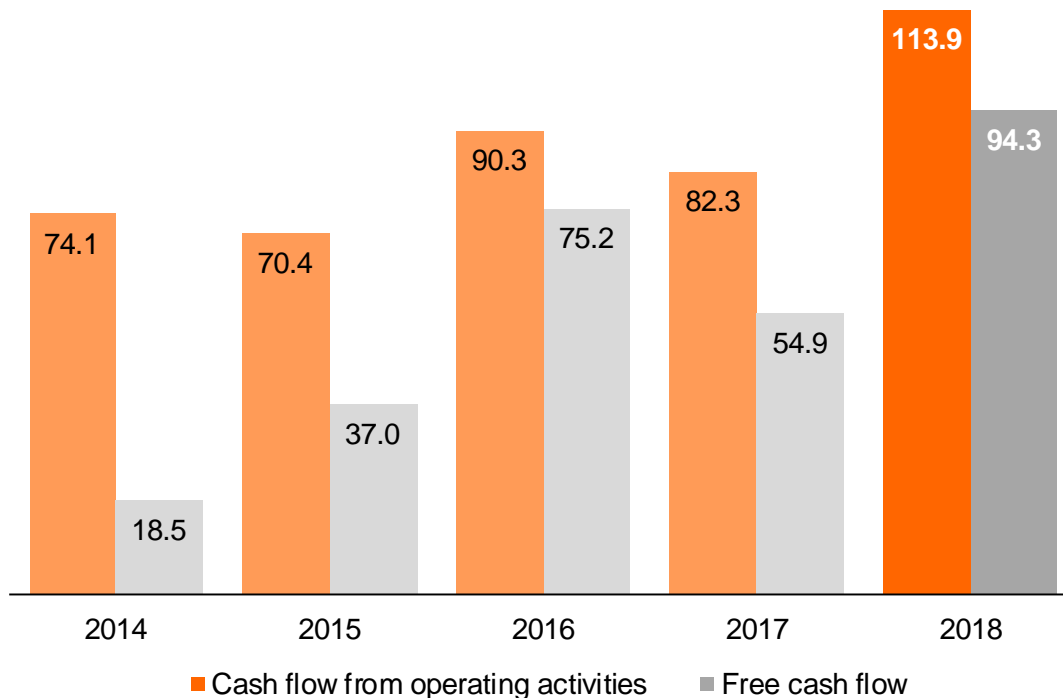
in CHF million



- **Net income grew by 11.3%.**
- **Negative financial result** of net CHF 4.9 million (PY profit of CHF 1.8 million) due to exchange losses (CHF 3.9 million) and bank charges, negative interest rates, etc. (CHF 1.0 million).
- **Effective tax rate 17.8%** (VJ 17.9%) slightly lower, partly due to lower tax rate in the US.

Cash Flow

in CHF million



- Very high **cash flow** from operating activities: +38.4%; **free cash flow**: +71.8%
- Therefore improved **result** as well as positive special effects; **improved net working capital**
- **Delayed investment project** due to overload of our suppliers

Semi-Annual Comparison 2018

in CHF million	1. half-year	2. half-year proforma	Total
Net sales	325.1	317.3	642.4
Material expenses <i>in percent of net sales</i>	-132.9 -40.9%	-133.2 -42.0%	-266.1 -41.4%
Operating income (EBIT) <i>in percent of net sales</i>	59.5 18.3%	50.3 15.9%	109.8 17.1%
Financial result <i>in percent of net sales</i>	-1.6 -0.5%	-3.3 -1.0%	-4.9 -0.8%
Net income <i>in percent of net sales</i>	47.6 14.6%	38.6 12.2%	86.2 13.4%
Actuators shipped, in million items	3.4	3.3	6.7
Valves shipped, in million items	0.7	0.7	1.5

- Sales growth of the first semester could not be fully met, as **already anticipated in our semi-annual report 2018.**
- One main reason for this are **slightly higher material expenses** as well as **our financial results.**
- The **lower and shortened month of December** (special effect modification incoterms) also contributed to a weaker second semester.

Balance Sheet Structure



in CHF million	12.31.2017	12.31.2018
Cash and cash equivalents	113.2	155.1
Other current assets	189.3	193.1
Non-current assets	189.4	182.8
Assets	491.9	531.1
Current liabilities	63.5	71.1
Non-current liabilities	14.8	20.1
Shareholders' equity	413.6	439.9
Liabilities and shareholders' equity	491.9	531.1

- Increase of current assets can largely be attributed to **growth of cash and cash equivalents**.
- **Net working capital** could be reduced to 25.9% of net sales (PY 27.9%).
- **Equity ratio 83%** (PY 84%)

Key Figures



	2014	2015	2016	2017	2018
Net sales growth in local currencies	6.6%	3.6%	6.8%	8.2%	9.6%
EBIT margin	16.5%	15.1%	16.3%	16.0%	17.1%
Free cash flow in % of net sales	3.8%	7.5%	14.1%	9.5%	14.7%
Return on invested capital (ROIC)	23.4%	20.8%	23.8%	23.4%	27.9%
Return on equity (ROE)	22.2%	17.2%	19.8%	19.8%	20.2%
Net working capital in % of net sales	26.4%	27.3%	25.9%	27.9%	25.9%

Stock Market Information



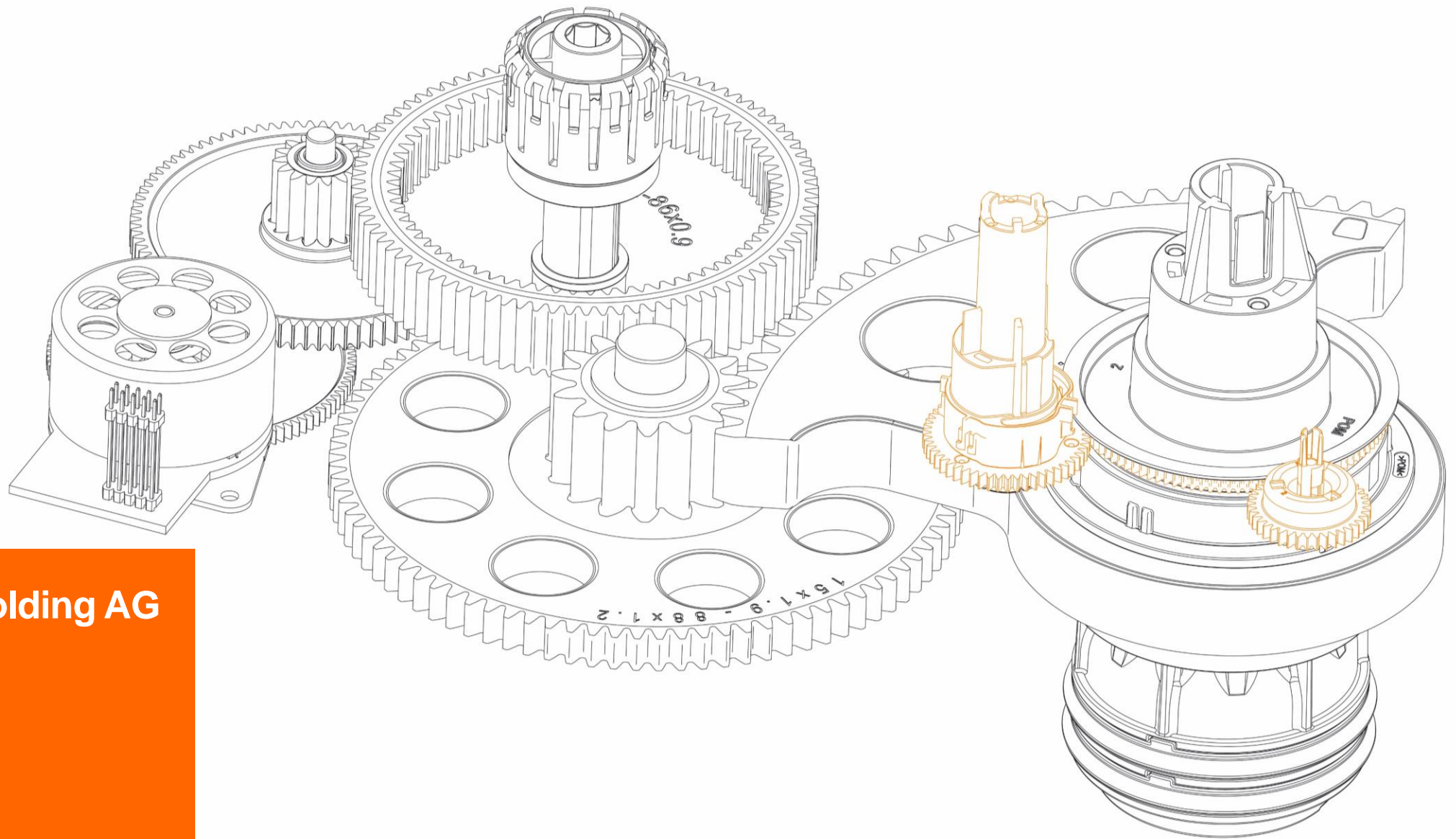
	2014	2015	2016	2017	2018
Earnings per share, in CHF	109.52	91.52	113.51	126.06	140.22
Stock market price as at December 31, in CHF	2 310	2 450	3 078	4 266	3 940
Dividend, in CHF	65	65	75	85	100 *
Payout ratio	59.5%	71.1%	66.1%	67.5%	71.3%
Return on dividend as at December 31	2.8%	2.7%	2.4%	2.0%	2.5%
Price-earnings ratio as at December 31	21.1	26.8	27.1	33.9	28.1
Total shareholder return as at December 31	-3.5%	8.9%	28.7%	41.0%	-5.6%
Total shareholder return, 5 years					74.6%

* Proposal by the Board of Directors to the annual general meeting

Publications and Agenda



Publication of Annual Report 2018/ Media and Financial Analysts Conference	March 11, 2019
Annual General Meeting 2019	April 1, 2019
Dividend Payment	April 5, 2019
Publication of Semiannual Report 2019	August 5, 2019
Publication of Sales 2019	January 23, 2020
Publication of Annual Report 2019/ Media and Financial Analysts Conference	March 9, 2020
Annual General Meeting 2020	March 30, 2020



BELIMO Holding AG