

Bucher Group profile

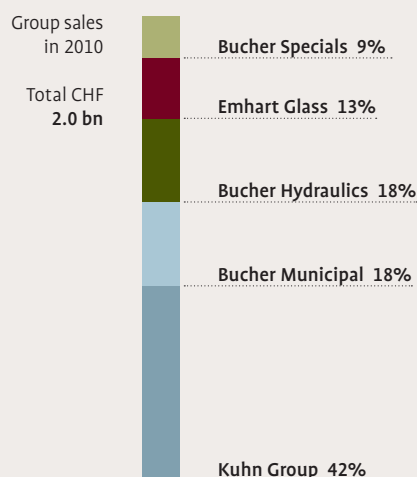
Bucher Group worldwide

simply great machines

Our products provide years of invaluable service to our customers, making agriculture more productive, beverage processing healthier, public spaces more liveable and machines more effective. In 2010, Bucher generated CHF 2.0 billion in sales with some 7 900 employees.

Our objective We develop and manufacture economical, state-of-the-art machinery and equipment used for a variety of purposes, such as harvesting, producing and packaging healthy foods, to keep cities clean and roads safe, or hydraulic systems for high-performance machinery. Our products have a long service life and are highly energy efficient. We see ourselves as a long-term industry-focused business and are committed to being a fair partner to our customers, employees, shareholders and business partners. We make an active contribution toward ensuring that our natural resources are used responsibly. Consequently, our work is shaped by economic, ecological and social criteria.

Our targets We seek to achieve superior profitability and a sound balance sheet based on technology leadership, a strong market position and systematic cost management. We provide our customers with effective, innovative products and outstanding service. We offer attractive jobs and development opportunities to our employees. We will continue to build the Group, primarily through organic growth and innovation, but also by acquiring and integrating selected, complementary businesses. The divisions consistently focus their product and service portfolios on customers' needs. By maintaining a clear structure with decentralised management and profit responsibility, combined with group-wide strategic and financial management, we will remain flexible and adaptable. Our financial targets are ambitious: an operating profit of 12% EBITDA and 9% EBIT on net sales and a 16% after-tax return on capital employed. These targets apply to the average results achieved throughout an economic cycle. Our healthy balance sheet and strong equity base make us independent and put us in a position to react quickly.



Primary locations

Kuhn Group

Saverne, France
 Châteaubriant, France
 La Copechagnière, France
 Chéméré, France
 Geldrop, The Netherlands
 Brodhead, USA
 Passo Fundo, Brazil

Bucher Municipal

Niederweningen, Switzerland
 Ventspils, Latvia
 Dorking, United Kingdom
 Them, Denmark
 Melbourne, Australia
 Revello, Italy

Bucher Hydraulics

Klettgau, Germany
 Neuheim, Switzerland
 Frutigen, Switzerland
 Reggio Emilia, Italy
 Grand Rapids, USA
 Elgin, USA

Emhart Glass

Cham, Switzerland
 Sundsvall, Sweden
 Windsor, USA
 Elmira, USA
 Ulu Tiram, Malaysia

Bucher Specials

Niederweningen, Switzerland
 Chalonnes-sur-Loire, France

Our businesses The Group comprises four divisions specialising in industrially related areas of mechanical and vehicle engineering as well as a segment encompassing independent businesses. Their operations are geared toward fundamental human needs and have substantial worldwide growth and earnings potential.

Kuhn Group is the world's leading supplier of agricultural machinery for tillage, seeding, fertilisation, spraying, landscape maintenance, hay and forage harvesting, livestock bedding and feeding.

Bucher Municipal is the the European and Australian market leader in municipal vehicles offering a whole range of compact and truck mounted sweepers, winter maintenance equipment and refuse collection vehicles.

Bucher Hydraulics occupies a leading position as a provider of custom mobile and industrial hydraulic system solutions, with manufacturing facilities in Europe, Asia and the USA.

Emhart Glass is the world's leading supplier of advanced technologies for manufacturing and inspecting glass containers, with a portfolio encompassing glass container forming and inspection machinery, systems, components, spare parts, advice and services for the glass container industry.

Bucher Specials consists of independent businesses: machinery and equipment for winemaking (Bucher Vaslin), systems and machinery for processing fruit juice, drying food and dewatering municipal and industrial sludge (Bucher Unipektin) as well as a Swiss distributorship for tractors and agricultural machinery (Bucher Landtechnik).

Bucher Industries AG

Murzlenstrasse 80
 CH-8166 Niederweningen
 Phone +41 43 815 80 80
 Fax +41 43 815 80 81
 info@bucherind.com

www.bucherind.com

