

**2020**

Alternative  
Performance  
Measures

# Definition of Alternative Performance Measures

HUBER+SUHNER uses alternative performance measures as guidance parameters for both internal and external reporting to stakeholders. HUBER+SUHNER uses the following definitions, which may differ from the one other companies use.

This document has been prepared in conformity with the Directive on the Use of Alternative Performance Measures issued by SIX Exchange Regulation Ltd.

## Organic sales development

The organic sales development is calculated by adjusting the reported net sales for the impact of currency effects, copper price effects as well as portfolio effects (acquisitions and disposals). When determining the currency effects, the functional currency that is valid in the respective country is used.

## Order intake

A new order is recognised as an order intake only when the contract creates enforceable obligations between the Group and its customer. When this condition is met, the order is recognised at the contract value.

## Book-to-bill

The book-to-bill is the ratio of total order intake third to total net sales third.

## Order backlog

The order backlog represents the amount of booked orders not yet delivered/invoiced at a closing date. The order backlog is calculated as follows:

- order backlog at the beginning of the year;
- plus order intake during the reporting period;
- less cancellations of orders recorded;
- less sales recognised during the reporting period.

## EBIT

EBIT is calculated by subtracting cost of goods sold and operating expenses from net sales.

	2020	2019
Operating profit (EBIT)		
Net sales	737.9	830.6
Cost of goods sold	(477.0)	(530.2)
<b>Gross profit</b>	<b>260.9</b>	<b>300.4</b>
Selling & administrative expense / Research & development expense	(206.1)	(222.8)
Other operating expense / income	6.4	2.9
<b>EBIT (= operating profit)</b>	<b>61.2</b>	<b>80.5</b>

## EBITDA

The EBITDA corresponds to the operating profit (EBIT) before depreciation of property, plant and equipment and amortisation of intangible assets.

	2020	2019
EBITDA		
<b>EBIT (= operating profit)</b>	<b>61.2</b>	<b>80.5</b>
Depreciation of property, plant and equipment	22.8	25.9
Amortisation of intangible assets	5.3	5.4
<b>EBITDA</b>	<b>89.3</b>	<b>111.8</b>

## Free operating cash flow

Free operating cash flow is defined as cash flow from operating activities less cash flow from investing activities.

	2020	2019
Free operating cash flow		
Cash flow from operating activities	86.5	129.1
Cash flow from investing activities	(36.3)	(84.0)
<b>Free operating cash flow</b>	<b>50.2</b>	<b>45.1</b>

## Free cash flow

	2020	2019
Free cash flow		
Free operating cash flow	50.2	45.1
Payment of dividend	(31.2)	(48.7)
Payment of dividend to minority interests	(0.4)	–
Purchase of treasury shares	(1.2)	(1.5)
<b>Free cash flow</b>	<b>17.4</b>	<b>(5.1)</b>

## Net liquidity

	2020	2019
Net liquidity		
Cash and cash equivalents	203.5	191.6
Short-term financial liabilities	(0.6)	(0.8)
Long-term financial liabilities	(0.0)	(0.6)
<b>Net liquidity</b>	<b>202.9</b>	<b>190.2</b>

For further information on the HUBER+SUHNER Group please visit [www.hubersuhner.com](http://www.hubersuhner.com).