

**2020**  
Half-year Report

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.

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided.

### 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 during the reporting period;
- less sales recognised during the reporting period.

### EBIT

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

Operating profit (EBIT)	January– June 2020	January– June 2019
Net sales	376.7	447.3
Cost of goods sold	(245.6)	(280.7)
<b>Gross profit</b>	<b>131.1</b>	<b>166.6</b>
Selling & administrative expense / Research & development expense	(107.2)	(120.6)
Other operating expense / income	1.2	1.8
<b>EBIT (= operating profit)</b>	<b>25.1</b>	<b>47.8</b>

### EBITDA

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

EBITDA	January– June 2020	January– June 2019
<b>EBIT (= operating profit)</b>	<b>25.1</b>	<b>47.8</b>
Depreciation of property, plant and equipment	11.8	12.6
Amortisation of intangible assets	2.3	2.9
<b>EBITDA</b>	<b>39.2</b>	<b>63.3</b>

### Free operating cash flow

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

Free operating cash flow	January– June 2020	January– June 2019
Cash flow from operating activities	5.0	33.9
Cash flow from investing activities	(17.0)	(15.8)
<b>Free operating cash flow</b>	<b>(12.0)</b>	<b>18.1</b>

### Net liquidity

Net liquidity	30.06.2020	30.06.2019
Cash and cash equivalents	142.6	166.9
Marketable securities	(0.0)	(0.0)
Short-term financial liabilities	(0.6)	(0.0)
Long-term financial liabilities	(0.4)	(0.0)
<b>Net liquidity</b>	<b>141.6</b>	<b>166.9</b>

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