

<b>Key figures for the Bell Food Group</b>	<b>2018</b>	<b>2017</b>	<b>+/-</b>
Sales revenue in CHF m	4,143.2	3,589.0	+15.4%
Net revenue in CHF m	4,059.4	3,537.3	+14.8%
Sales volume in million kg	542.9	453.8	+19.6%
Gross profit in CHF m as % of net revenue	1,567.2 38.6%	1,310.7 37.1%	+19.6%
EBITDA in CHF m as % of net revenue	305.4 7.5%	280.6 7.9%	+8.8%
EBIT in CHF m as % of net revenue	140.6 3.5%	149.7 4.2%	-6.1%
Annual profit in CHF m as % of net revenue	89.3 2.2%	106.5 3.0%	-16.1%
<i>Annual profit adjusted for foreign currency effects in CHF m</i>	<i>93.9</i>	<i>96.6</i>	<i>-2.8%</i>
Number of employees in FTE as of 31/12	12,442	10,578	+17.6%

### Segments

Sales revenue in CHF m			
- Bell Switzerland*	1,981.5	1,960.5	+1.1%
- Bell Germany*	501.1	477.2	+5.0%
- Bell International*	662.4	610.4	+8.5%
- Convenience*	1,074.1	618.5	+73.7%
- Consolidation	-76.0	-77.5	

\*incl. sales with other divisions

Sales volume in million kg			
- Bell Switzerland*	125.7	125.5	+0.2%
- Bell Germany*	72.6	72.4	+0.2%
- Bell International*	164.2	159.3	+3.1%
- Convenience*	190.4	107.9	+76.5%
- Consolidation	-10.0		-11.3

\*incl. sales with other divisions