

## HOCHDORF Group Press Release: Developments in Sales and Turnover in 2013

### Significant Increases in Revenue and Turnover

*Hochdorf, 30 January 2014* – The HOCHDORF Group increased its gross sales revenue last year by +8.4% to CHF 375.7 million (previous year CHF 346.6 million). The main reason for the increase in turnover is the significant growth in the baby care business area. Last year the group processed 454.6 million kg of milk and whey (+2.8%; previous year 442.3 million kg). The sales volume also remained largely stable at 91,699 tonnes (+1.7%). The Group managed to significantly increase its operational result.

454.6 million kg of milk and whey were processed in the HOCHDORF Group plants in 2013 (+2.8% compared to the previous year). In the second half of the year in particular, the Group managed to process more milk than in the same period last year. It also purchased considerably more whey (+40%). Utilisation of plant capacity remained high despite some difficulties in the milk supply.

#### A significant increase in gross sales revenue

In the last business year, the HOCHDORF Group sold products at a value of CHF 375.7 million (unchecked, previous year CHF 346.6). “Each business area has made a contribution towards the growth in turnover, but the baby care area was responsible for the largest increase,” commented Dr Thomas Eisenring, CEO of the HOCHDORF Group. In 2013 HOCHDORF sold infant formula totalling CHF 94.5 million (previous year CHF 70.6 million, +33.8%). This exceeded the ambitious growth target of 20 – 30% set for baby care products.

#### A slight increase in sales figures

In addition to the gross sales revenue, the group also slightly increased the amount of products sold to 91,699 tonnes (+1.7%, previous year 90,196 tonnes). In the past year for instance, it sold over 14,000 tonnes of infant formula (+26.3%), 14,088 tonnes of milk powder for the chocolate industry (+3.5%) and 1,148 tonnes of VIOGERM® wheat germ and VIOGERM® wheat germ oil (-13.0%).

#### Hans-Rudolf Schurter and Rolf Schweiger to leave

Chairman of the Board of Directors Hans-Rudolf Schurter and board member Rolf Schweiger have informed the board of their intention to resign at the forthcoming AGM. Hans-Rudolf Schurter was elected onto the Board of Directors at the 1996 AGM. He took on the role of chairperson in 2005. Rolf Schweiger is leaving after serving on the HOCHDORF Board of Directors for twelve years. Nominations for their replacements will be announced at a later date.

**Revenue figures exceed expectations**

The group has made up ground in terms of its revenue figures overall. “The results for 2013 show a significant improvement in almost all business areas,” said Dr Thomas Eisenring. In the second half of the year the group achieved a slight improvement on the figures for the first six months, a result which exceeds the expectations.

The complete company results for 2013 will be published on 10 April 2014.

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