# BACHEM HALF-YEAR REPORT 2014

# **BACHEM**

Bachem is a listed technology-based company focused on peptide chemistry. The company provides a full range of services to the pharma and biotech industries. It specializes in the development of innovative, efficient manufacturing processes and the reliable production of peptidebased active pharmaceutical ingredients. A comprehensive catalog of biochemicals and exclusive custom syntheses for research labs complete the service portfolio. Headquartered in Switzerland with subsidiaries in Europe and the US, the group has a global reach with more experience and know-how than any other company in the industry. Towards its customers, Bachem shows total commitment to quality, innovation and partnership. Bachem. Pioneering Partner for Peptides

# PIONEERING PARTNER FOR PEPTIDES

BACHEM'S BRAND PERSONALITY HAS BEEN RECAST AFTER STRATEGI-CALLY REPOSITIONING THE COMPANY AROUND PEPTIDES.

THE SLOGAN "PIONEERING PARTNER FOR PEPTIDES" IS AN ACCURATE REFLECTION OF THE COMPANY'S CORE COMPETENCE AND HOW IT DIFFERENTIATES ITSELF FROM THE COMPETITION.

BACHEM HAS BEEN A PIONEER IN THE FIELD OF PEPTIDES FOR OVER 40 YEARS. THE COMPANY LISTENS TO ITS CUSTOMERS AND IS A RE-LIABLE PARTNER WHEN IT COMES TO FULFILLING THEIR EXPECTATIONS.

# FIRST HALF-YEAR 2014 IN BRIEF

Significantly higher sales. Renewed increase in profitability and net income. Operating cash flow of 19.3 million CHF. EBITDA margin of 29.4%, EBIT margin 18.9%, supported by a one-time effect. Further potential in the second half, stronger results expected versus the first half. Guidance confirmed.

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	FIRST HALF-YEAR	FIRST HALF-YEAR	CHANGE IN %	
	2014	2013	CHF	LC
SALES (IN MCHF)	86.7	81.8	+6.1	+8.2
EBITDA (IN MCHF)	25.5	21.7	+17.5	+22.8
EBITDA IN % OF SALES	29.4	26.6		
EBIT (IN MCHF)	16.4	12.8	+28.8	+37.5
EBIT IN % OF SALES	18.9	15.6		
NET INCOME (IN MCHF)	12.4	10.4	+19.2	
NET INCOME IN % OF SALES	14.3	12.7		
EARNINGS PER SHARE (EPS - IN CHF)	0.92	0.77	+19.5	
CASH FLOW FROM OPERATING ACTIVITIES (IN MCHF)	19.3	25.0	-22.8	
NUMBER OF EMPLOYEES (IN FULL-TIME EQUIVALENTS)	662	641		

# EBIT FIRST HALF-YEAR (IN MCHF)

2012	10.8
2013	12.8
2014	16.4

# COMMENT

In the first half of 2014, Bachem's sales were again significantly higher than in the prior year period. Bachem demonstrated its competitive edge in the market, growing its generics sales and achieving a significant increase in NCEs. Further growth in EBIT and net income was achieved. Reported profits were augmented by proceeds from the divestment of the immunology product line.

### Renewed sales growth

Bachem Group (SIX: BANB) recorded sales of 86.7 million CHF in the first half of 2014, an increase of 5.0 million CHF versus the first half of 2013. Sales were again significantly higher compared to the prior year figure, both in local currency (+8.2%) and in the reporting currency CHF (+6.1%).

Generics sales achieved prior year level despite a negative currency effect and amounted to 45.6 million CHF. In local currency, sales were about 2% higher. At the half-year mark, sales in the USA slightly trailed the exceptionally strong performance reported in the prior year period. Bachem was able to offset this shortfall thanks to rising sales in Europe. Judging by the current order situation, the Group expects generics sales for the year as a whole to be somewhat higher compared to 2013.

Sales in the research ingredients business were in line with expectations. The divestment of the immunology line of products lowered sales by 1.0 million CHF. Sales in the remaining core business lines of catalog products and custom synthesis showed diametric trends. Catalog products were weak due to the negative effect from USD/CHF exchange rate movements, but Bachem achieved significant growth in the highly competitive custom synthesis business. Bachem will intensify its sales activities in the research ingredients market to sharpen its competitive edge in the global marketplace.

Bachem again achieved significant growth in the New Chemical Entities (NCEs) business, where sales rose more than 28% in local currency. Growth in Europe more than doubled while NCE sales in the USA were still lower in a year-on-year comparison. Bachem expects full-year sales in both regions to be substantially higher compared to 2013.

Services related to NCEs were likewise very strong, resulting in sales growth of more than 11% in local currency. This includes the business services associated with sterile fill-finished products (Clinalfa®).

The theme of the "Bachem Spring Symposium" organized in the spring of 2014 was "Macrocycles and Constrained Peptides" and, as in past years, this symposium proved to be a great success. Presentation topics and panel discussions with experts from academia and business covered ongoing projects, production challenges and solutions, and the therapeutic application of these agents.

Bachem performed well amid the persisting market challenges. Although not yet reflected in reported sales for the period under review, the NCE business gained considerable momentum during the first half, especially in the USA. As market leader with more than 40 years of experience in peptide synthesis and a steadfast focus on quality, Bachem is a reliable and trusted partner for its customers.

### Further improvement in operating result

Bachem increased its operating income by 28.8% to 16.4 million CHF in the first half of 2014. This figure includes a gain of 2.0 million CHF on the divestment of its immunology product line, which was recognized in full in the period under review. This one-time effect raised the EBIT margin from 16.6% (H1 2013: 15.6%) to 18.9%. The impact on the EBIT margin for the full year will be less significant but this divestment will nevertheless produce an additional positive margin deviation in a year-on-year comparison.

During the period under review, exchange rate movements, primarily by the USD and EUR to CHF, had a negative impact on translation into Swiss francs. At EBIT level, the negative currency translation effect reduced the reported figure by 1.1 million CHF. Employee headcount increased by 15 since the beginning of the year. As of June 30, 2014, Bachem Group employed a total of 699 people in 662 full-time-equivalent positions. In view of the good order situation, the company will create more positions at its locations in Switzerland, the UK and North America and recruit qualified specialists to fill them. As the "Pioneering Partner for Peptides" and market leader, Bachem offers its employees diverse opportunities to participate in exciting and demanding projects, as team players and in close collaboration with customers.

The cost of goods sold in the first half of 2014 amounted to 58.1 million CHF or 67.0% of sales. Bachem maintained a relatively stable gross profit margin of 33.0% during the period (H1 2013: 33.3%) despite having a much larger work force and organizational change (see administrative cost commentary below).

Marketing and sales costs for the first half increased as expected by 0.9 million CHF compared to the prior year period. This is mainly attributable to the higher headcount and the ongoing professionalization of the marketing organization as well as various rebranding activities.

Research and development costs totaled 0.8 million CHF. No development costs were capitalized during the period under review (H1 2013: 0.4 million CHF). Judging by the projects in the pipeline, R&D costs for the full year are expected to amount to approximately 2 million CHF.

General administrative costs for the first six months of 2014 amounted to 7.7 million CHF (H1 2013: 8.9 million CHF). The difference to the prior year period is primarily the result of internal reorganization. In this context, regional and global services were pooled, missions and costs analyzed and in some cases transferred to production and/or marketing units. This reorganization has resulted in a lasting reduction in administrative costs as a percent of total costs. These changes have no effect on overall costs, however.

Depreciation and amortization increased marginally by 0.1 million CHF to 9.1 million CHF. Measured as a percentage of sales, there was a slight decline to 10.5%. No impairments were recognized during the period under review.

### Net income of 12.4 million CHF

of 2013.

A year-on-year bottom line increase of 2.0 million CHF was also achieved (+19.2%). This figure likewise includes the gain of the divestment of the immunology product line.

Foreign exchange gains and losses of a net -0.4 million CHF (H1 2013: +0.5 million CHF) and income tax of 3.4 million CHF (H1 2013: 2.6 million CHF) diminished the bottom-line figure in comparison with the prior year period.

The resulting tax rate was 21.6% (H1 2013: 20.0%).

# Cash and cash equivalents of 23.8 million CHF Cash flow from operating activities in the first half of 2014 before changes in net current assets amounted to 20.3 million CHF, which corresponds to another improvement of about 3% compared to the first half

The bound capital in net current assets increased by 1.0 million CHF. This resulted from the primarily negative impact of a cash-flow relevant increase of 1.2 million CHF in other receivables and accruals, a 1.3 million CHF decline in trade payables versus the beginning of the year and the 0.8 million CHF decline in other liabilities, accrued expenses and deferred income. Movement in trade receivables (0.3 million CHF) and a 2.1 million CHF reduction in working capital held as inventory had a positive effect on net current assets. Operating cash flow for the first six months of 2014 amounted to 19.3 million CHF (H1 2013: 25.0 million CHF).

Cash flow from investing activities improved by about 6.0 million CHF to +1.4 million CHF in the first half of 2014 (H1 2013: -4.6 million CHF). This mainly reflects the divestment of the immunology product line, which generated proceeds of 3.9 million CHF. Another positive factor was the repayment of a loan in the amount of 1.7 million CHF received in conjunction with the sale of property in the USA. Investments in property, plant and equipment were only marginally higher in the period under review compared to the prior year period. Groupwide capital expenditure for the year is expected to reach at least 18 million CHF. Besides quality-relevant expenditure on compliance and replacement, the expansion and ongoing modernization of production capacity will be an investment priority.

# OUTLOOK

As a result of the increase in the dividend per share to CHF 1.75 (2013: CHF 1.50), the dividend distribution increased by 3.4 million CHF compared to the previous year and amounted to 23.7 million CHF. Bachem also repaid a total of 44.6 million CHF of the financial liabilities reported in the previous year and borrowed a total of 33.0 million CHF from three Swiss banks.

On aggregate, these activities resulted in a net decrease in cash and cash equivalents of 14.9 million CHF. Cash and cash equivalents as defined in the cash flow statement amounted to 23.8 million CHF as of mid-year.

Bachem's financial position remains very solid with an equity ratio of 78.5%.

#### **Performance**

The first half of 2014 was in line with management expectations and confirmed the company's operational performance from the previous year. The conditions for a solid, stronger performance in the second half of the year are in place. Judging by the current order situation, Bachem is confident that it will achieve the forecast increase in sales compared to the previous year.

### **Profitability**

The renewed increase in profitability achieved in the first half is expected to be maintained in the second half, which underscores the company's potential for further profit growth. In view of this pleasing development, Bachem is expecting another significant year-on-year increase in profits.

### **Currency risks**

With regard to currency risks, the Group expects relatively stable EUR/CHF and USD/CHF exchange rates in the near to medium term. Consequently, the corresponding effect on fiscal 2014 results should, as in the first half, be slightly negative to neutral.

### **Guidance confirmed**

Bachem Group looks back on a successful start to fiscal 2014. The first-half results and the current order backlog and market developments confirm the strategic focus on the peptides business. With its unfailing commitment to quality and reliability in all dealings with customers, Bachem is steadfastly building up its leading market position. Given stable exchange rates and a stable economic environment, management confirms its guidance of higher sales with proportionally higher profit growth. Bachem. Pioneering Partner for Peptides

### **Quality Strategy**

The quest for the perfect solution. Continuous improvement thanks to creativity and the ability to adapt. Always seeing what has been achieved and the current challenge as a starting point and incentive for the next development.

Doing this requires a specific mindset: namely, that of an entrepreneur who always wants to offer his partners the best possible quality. With 100% reliability, no exceptions. Steadfastly convinced of doing the right thing.

We at Bachem have lived this commitment to quality from the very outset. Embedded as a strategy, established as a company-wide initiative, it shapes our day-to-day activities over the long term. Our well-established position as market leader in the production of active ingredients is a result of this consistent focus and, of course, the requirements and appreciation of our customers: **Quality Matters.** 



# FIVE REASONS TO INVEST

# **REASON 1**

BACHEM IS THE MOST ROBUST AND SUSTAINED SUPPLIER IN THE INDUSTRY SINCE 40 YEARS.

# **REASON 2**

ALL STAGES OF DRUG DEVELOPMENT (PRECLINICAL RESEARCH, CLINICAL PHASES I-III AND AFTER COMMERCIAL LAUNCH) ARE SUPPORTED BY BACHEM'S API PRODUCTION AND SERVICES.

# **REASON 3**

CAPABILITY TO PRODUCE LONG AND COMPLEX PEPTIDES AT LARGE VOLUME COMMERCIAL SCALES IS SPECIAL.

# **REASON 4**

HIGHEST INDUSTRY STANDARDS FOR QUALITY ASSURANCE, CONTROL AND REGULATORY COMPLIANCE ARE PART OF BACHEM'S "QUALITY MATTERS" COMMITMENT.

# **REASON 5**

EXCELLENT PROJECT MANAGEMENT RECORD WITH THE WORLD'S BEST PHARMACEUTICAL AND BIOTECHNOLOGY COMPANIES – THE BEST WORK WITH THE BEST.

# **CONSOLIDATED INCOME STATEMENT**

(Unaudited)

in 1000 CHF	Notes	First half-year 2014	First half-year 2013
Sales	5	86 723	81 757
Cost of goods sold	•	- 58 096	- 54 568
Gross profit		28 627	27 189
Other income	6	2 217	172
Marketing and sales costs		- 5 920	- 5 001
Research and development costs		-824	- 682
General administrative costs		-7674	-8921
Operating income (EBIT)	5	16 426	12 757
Financial income		33	549
Financial expenses	•	- 608	- 275
Ordinary income before taxes		15 851	13 031
Income taxes		-3 430	- 2 609
Net income <sup>1</sup>		12 421	10 422
Basic earnings per share (CHF)		0.92	0.77
Diluted earnings per share (CHF)		0.92	0.77

 $<sup>^{\</sup>mbox{\tiny 1}}$  The net income is completely attributable to the equity holders of the parent.

# **CONSOLIDATED BALANCE SHEET**

(Unaudited)

in 1000 CHF Not	es <b>June 30, 2014</b>	Dec. 31, 2013
Assets		***************************************
Cash and cash equivalents	23 803	38 721
Securities and current financial receivables	0	1 734
Trade receivables	32 670	33 134
Other current receivables	1 054	722
Prepaid expenses and accrued income	2 179	1 339
Current income tax assets	294	1 134
nventories	138 820	141 043
Total current assets	198 820	217 827
Property, plant and equipment	203 109	208 346
Intangible assets	9 091	9 435
Assets from employer contribution reserve	320	320
Deferred tax assets	2 851	2 849
Total non-current assets	215 371	220 950
Total assets	414 191	438 777
Liabilities and equity		
Trade payables	8 928	10 275
Other current liabilities	4 581	4 006
Accrued expenses and deferred income	8 312	8 565
Current income tax liabilities	2 053	2 026
Current financial liabilities	33 220	44 717
Total current liabilities	57 094	69 589
Non-current financial liabilities	240	324
Deferred tax liabilities	31 762	32 426
Total non-current liabilities	32 002	32 750
Total liabilities	89 096	102 339
Share capital	680	680
Retained earnings	322 827	310 406
Share premium	41 163	64 469
Dwn shares	-1310	-1311
Cumulative translation differences	- 38 265	-37 806
Total capital and reserves attributable to the equity holders of the company	325 095	336 438
Total liabilities and equity	414 191	438 777

# **CONSOLIDATED CASH FLOW STATEMENT**

(Unaudited)

in 1000 CHF	Notes	First half-year 2014	First half-year 2013
Cash flow from operating activities		***************************************	***************************************
Netincome		12 421	10 422
Adjustments for:		***************************************	***************************************
Income taxes		3 430	2 609
Depreciation and amortization		9 109	8 983
Financial income		- 33	- 549
Financial expenses		608	275
Share based payments		328	499
Gain on sale of product line	6	- 1 996	(
Income taxes paid		-3 221	- 2 805
Other non-cash items		- 356	332
Cash flow from operating activities before changes in net current assets		20 290	19 766
Change in trade receivables		308	3 905
Change in other current receivables, prepaid expenses and accrued income		-1 213	-338
Change in inventories		2 099	3 245
Change in trade payables		-1324	-3 708
Change in other current liabilities, accrued expenses and deferred income		- 838	2 169
Cash flow from operating activities		19 322	25 039
Cash flow from investing activities			
Investments in property, plant and equipment		-3 300	-3 163
Investments in intangible assets		- 943	-1416
Sale of product line	6	3 905	(
Repayment of financial receivables		1 732	(
Interest received		33	16
Other financial payments and proceeds		- 40	- 40
Cash flow from investing activities		1 387	- 4 603
Cash flow from financing activities			
Additions of own shares		0	- 2
Disposals of own shares		18	(
Dividends paid	4	- 23 651	- 20 253
Increase in financial liabilities		33 000	52 500
Repayment of financial liabilities		- 44 614	- 50 100
Interest paid		- 270	- 267
Cash from financing activities		- 35 517	- 18 125
Net effect of currency translation on cash and cash equivalents		-110	171
Net change in cash and cash equivalents		- 14 918	2 482
Cash and cash equivalents at the beginning of the year		38 721	27 934
Cash and cash equivalents at the end of the half-year		23 803	30 416
Net change in cash and cash equivalents		- 14 918	2 482

# **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

(Unaudited)

<b>2014</b> in 1000 CHF	Notes	Share capital	Retained earnings	Share premium	Own shares	Cumulative translation differences	Total
Balance at January 1		680	310 406	64 469	-1311	-37 806	336 438
Net income according to income statement		***************************************	12 421	***************************************	***************************************	***************************************	12 421
Dividends	4		***************************************	- 23 651	***************************************	***************************************	- 23 651
Transactions with own shares (net of tax)				17	1		18
Share based payments		***************************************		328	***************************************		328
Cumulative translation differences				***************************************		- 459	- 459
Balance at June 30		680	322 827	41 163	-1310	- 38 265	325 095

Datance at ounce of				J-1 000			
Balance at June 30	•••••••••••••••••••••••••••••••••••••••	680	297 224	64 360	- 1 309	- 34 740	326 215
Cumulative translation differences						1 989	1 989
Share based payments				499			499
Transactions with own shares (net of tax)				- 1	- 1		- 2
Dividends	4			- 20 253			- 20 253
Net income according to income statement			10 422				10 422
Balance at January 1		680	286 802	84 115	- 1 308	- 36 729	333 560
<b>2013</b> in 1000 CHF	Notes	Share capital	Retained earnings	Share premium	Own shares	translation differences	Total
		0.1		0.1		Cumulative	

# SELECTED EXPLANATORY NOTES TO THE CONSOLIDATED INTERIM FINANCIAL STATEMENTS

### 1 Accounting policies

Principles of consolidation

These consolidated interim financial statements comprise the unaudited consolidated financial statements of Bachem Holding AG, a company registered in Switzerland, and its subsidiaries for the six-month period ended June 30, 2014.

The consolidated interim financial statements were prepared in accordance with Swiss GAAP FER 31 "Complementary recommendation for listed public companies". These consolidated interim financial statements do not include all the information and disclosures contained in the annual consolidated financial statements and should therefore be read in conjunction with the consolidated financial statements for the year ended December 31, 2013, which were prepared in accordance with the Swiss Accounting and Reporting Recommendations (Swiss GAAP FER).

### Changes in accounting policies

For the reporting year 2014, no changes of Swiss GAAP FER became effective. The accounting policies used are consistent with those used in the annual consolidated financial statements 2013.

### Approval of the interim financial statements

The consolidated interim financial statements were approved for issue by the Board of Directors of Bachem Holding AG on August 21, 2014.

### 2 Foreign exchange rates

		nt average rates	Balance sheet period-end rat		
	First half-year	First half-year			
in CHF	2014	2013	June 30, 2014	Dec. 31, 2013	
USD	0.89	0.94	0.89	0.90	
EUR	1.22	1.23	1.22	1.23	
GBP	1.49	1.45	1.52	1.49	

### 3 Seasonality

The operating income is subject to fluctuations having no seasonal origin.

### 4 Dividend distribution

On May 6, 2014, a dividend of 23 651 kCHF, respectively 1.75 CHF per share, was paid out for the year 2013 (previous year: 20 253 kCHF, respectively 1.50 CHF per share).

### **5 Segment information**

The presented values are based on the same valuation principles according to Swiss GAAP FER as used for the whole interim financial statements.

in 1000 CHF	Europe	North America	Total segments	Corporate and eliminations	Consolidated values
Sales information first half-year 2014					
Sales third parties	62 807	23 916	86 723	0	86 723
Sales intersegment	13 228	3 201	16 429	- 16 429	0
Total sales	76 035	27 117	103 152	- 16 429	86 723
Income information first half-year 2014					
Operating income (EBIT)	13 679	5 051	18 730	- 2 304 <sup>1</sup>	16 426
Other information first half-year 2014					
Additions in property, plant and equipment and intangible assets	3 912	331	4 243	0	4 243
Depreciation and amortization	-8012	-1083	-9 095	-14	- 9 109
Total assets	351 961	68 540	420 501	-6310²	414 191
Total liabilities	167 814	16 490	184 304	- 95 208 <sup>3</sup>	89 096

 $<sup>^{1}</sup>$  The amount consists of the operating income from corporate activities of  $-2\,452\,$  kCHF and of eliminations in the value of 148 kCHF.

<sup>&</sup>lt;sup>3</sup> The amount consists of corporate liabilities of 36 854 kCHF and of eliminations in the value of -132 062 kCHF.

in 1000 CHF	Europe	North America		Corporate and eliminations	values
Sales information first half-year 2013					
Sales third parties	54 279	27 478	81 757	0	81 757
Sales intersegment	11 780	1 134	12 914	-12914	0
Total sales	66 059	28 612	94 671		81 757
Income information first half-year 2013					
Operating income (EBIT)	13 040	2 134	15 174	- 2 417 <sup>1</sup>	12 757
Other information first half-year 2013					
Additions in property, plant and equipment and intangible assets	2 768	1 811	4 579	0	4 579
Depreciation and amortization	-7609	-1360	-8969	-14	-8 983
Total assets			426 009	8 680 <sup>2</sup>	434 689
Total liabilities	165 025	21 509	186 534	- 78 060 <sup>3</sup>	108 474

 $<sup>^{1}</sup>$  The amount consists of the operating income from corporate activities of  $-2\,181$  kCHF and of eliminations in the value of -236 kCHF.

 $<sup>^2</sup>$  The amount consists of corporate assets as for example cash and cash equivalents and loans to Group companies in the total of 127 967 kCHF and of eliminations in the value of -134277 kCHF.

 $<sup>^2</sup>$  The amount consists of corporate assets as for example cash and cash equivalents and loans to Group companies in the total of 145 508 kCHF and of eliminations in the value of  $-136\,828$  kCHF.

 $<sup>^3</sup>$  The amount consists of corporate liabilities of 56 372 kCHF and of eliminations in the value of  $-134\,432$  kCHF.

### 6 Sale of product line

As of January 1, 2014, Bachem has divested its immunology product line which was qualified as non-core business. This in the USA located product line was sold to the MFC Beteiligungs AG, a company of the majority shareholder of Bachem Holding AG. The selling price amounted to 4.3 million USD (3.9 million CHF) and was based on an independent expertise.

In the context of that sale, Bachem transferred inventories, fixed assets, the existing customer base, the staff consisting of nine employees and technical know-how.

The gain on sale of this product line in the amount of 2.0 million CHF is included in the line "other income" of the consolidated income statement.

Immunology product sales amounted to 1.0 million CHF in the first half-year 2013 and to 2.2 million CHF in the full year 2013.

### 7 Contingent liabilities and other commitments

There are no contingent liabilities or other commitments at the balance sheet date.

### 8 Events after the balance sheet date

There have been no material events after the balance sheet date.

### Financial Calendar

## Annual Report 2014 March 20, 2015

## Annual General Meeting (business year 2014) April 27, 2015

## Half-Year Report 2015 August 28, 2015

#### Forward-looking statements

Forward-looking statements contained herein are qualified in their entirety and are of only limited validity. Investors are cautioned that all forward-looking statements involve risks and uncertainty. There are certain factors that could cause results to differ materially from those anticipated. This includes as well the timing and strength of new product offerings, pricing strategies of competitors, the Group's ability to continue to receive adequate products from its vendors on acceptable terms, or at all, and to continue to obtain sufficient financing to meet its liquidity needs, and changes in the political, social and regulatory framework in which the Group operates, or in economic or technological trends or conditions, including currency fluctuations, inflation and consumer confidence, on a global, regional or national basis.

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