

Press Release

Bossard Group

Announcement of Q1 sales 2011

On course for double-digit growth

For the first three months of the current business year, Bossard Group reported sales of CHF 130 million. Year on year this is a sales increase of an excellent 18.4 percent in local currencies, which was generated through purely organic growth. It is a continuation of the Group's planned growth strategy, after sales had already increased by 11.3 percent in Q1 2010. Thus the positive upward trend in demand continued in 2011 in all the regions served by Bossard. As a result of extreme shifts in exchange rate parities compared to the prior year, sales growth expressed in Swiss francs only reached 9.6 percent.

Europe

Sales in the first three months of 2011 amounted to CHF 73.5 million, an increase in local currencies of 16.3 percent. Although growth rates in the various countries differed, a continuing upward trend in demand was noticeable throughout Europe. Expressed in Swiss francs sales were up 9.7 percent.

America

The Group's highest sales growth in Q1 2011 was reported from America. In local currencies, sales rose by 23.7 percent year on year. This increase is attributable to higher sales to existing customers as well as to an enhanced market share through the acquisition of new customers. In Swiss francs sales grew by 10.1 percent.

Asia

Sales in Q1 2011 totaled CHF 20.4 million, an increase of 17 percent year on year. On account of the strong Swiss franc, the Group's accounting currency, sales growth was 8.5 percentage points lower.

For seasonal reasons the first three months do not show a clear trend in this region. We assume that as the economies in this area is very dynamic, the growth rates will increase over the course of the year.

Bossard Group does not operate in Japan and is therefore not immediately touched by the recent severe events there. However, it is impossible at the present time to estimate to what extent they will impact on other Asian countries during the course of the year.

Prospects

We anticipate that demand will remain stable in the next few months. The PMIs (purchasing managers' indexes) in markets that are important for our operations are above 50, which indicates continuing economic growth. However, the current good demand is also reflected in the procurement market. This will lead to longer delivery times and supply bottlenecks, as well as to price increases. The latter are attributable to the rising cost of raw materials for the production of fastening elements as well as to higher transport costs as energy cost increase. A challenging market environment but, given our market position, one that offers excellent opportunities. Our target for 2011 is still double-digit sales growth in the various local currencies. With the sales figures reported for the first three months we are certainly on course.

Gross sales 1st quarter			change in %	
in CHF million	2011	2010	in CHF	in local currency
Europe	73.5	67.0	9.7%	16.3%
America	36.1	32.8	10.1%	23.7%
Asia	20.4	18.8	8.5%	17.0%
Group	130.0	118.6	9.6%	18.4%

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Profile:

Bossard is a fastening technology and logistics company operating globally. Its full-service package focuses on fasteners and includes worldwide sales, technical and engineering support, and inventory management. Its customer base is made up of local and multinational industrial companies. The Group has 1,500 employees in more than 50 locations worldwide and reports sales of 500 million Swiss francs. Bossard is listed on the SIX Swiss Exchange.