

# Corporate Profile 2021



# Simply great machines, that's Bucher

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Our success is built on strong market positions, innovation and flexible, efficient structures. The consistent, long-term orientation of our corporate strategy, coupled with decentralised responsibility for management and performance, ensures sustainable corporate development.



Philip Mosimann, Chairman of the Board, and Jacques Sanche, Chief Executive Officer

### Our mission

We develop and manufacture economical, state-of-the-art and environmentally sustainable machinery and systems. We systematically align our activities with customer needs. Our machines combine durability with great efficiency and are wide-ranging in their application: harvesting, producing and packaging foods, keeping roads and public spaces clean and safe, or providing hydraulic drive systems for high-performance equipment. Our customers benefit from effective, innovative products, with high quality standards underpinned by outstanding service. Our committed, highly skilled employees enjoy attractive jobs and training opportunities adapted to individual needs. We use resources with care and protect our environment.

### Our goals

We seek to achieve superior profitability and a sound balance sheet through technological leadership, a strong market position and strict cost management. We will continue to build the Group through organic growth and innovation, as well as by acquiring and integrating selected, complementary businesses. We invest to reduce our ecological footprint.

# 2020 in figures

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Although 2020 was a difficult year, nevertheless our business developed overall robustly. Demand declined notably in the first half of 2020 as a consequence of the spread of COVID-19. A recovery set in at mid-year and gained momentum towards the end of the reporting period.

Sales  
in CHF million

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2'700

Employees

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12'600

Operating  
profit margin

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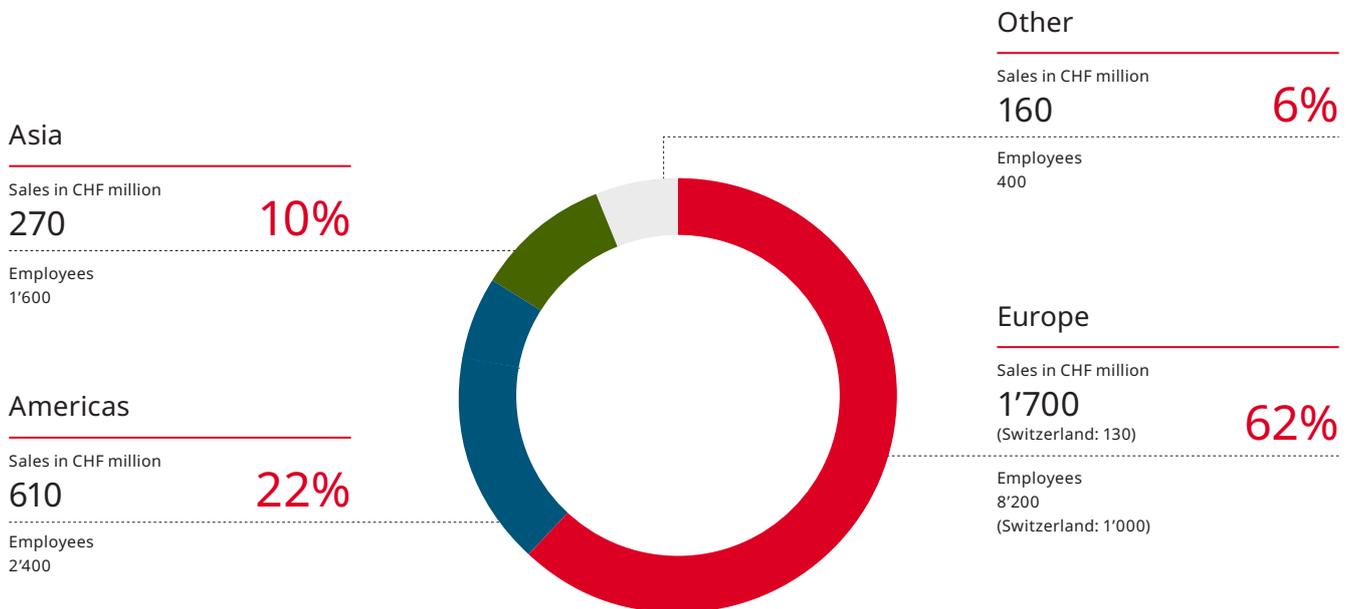
7.4%

Production  
sites

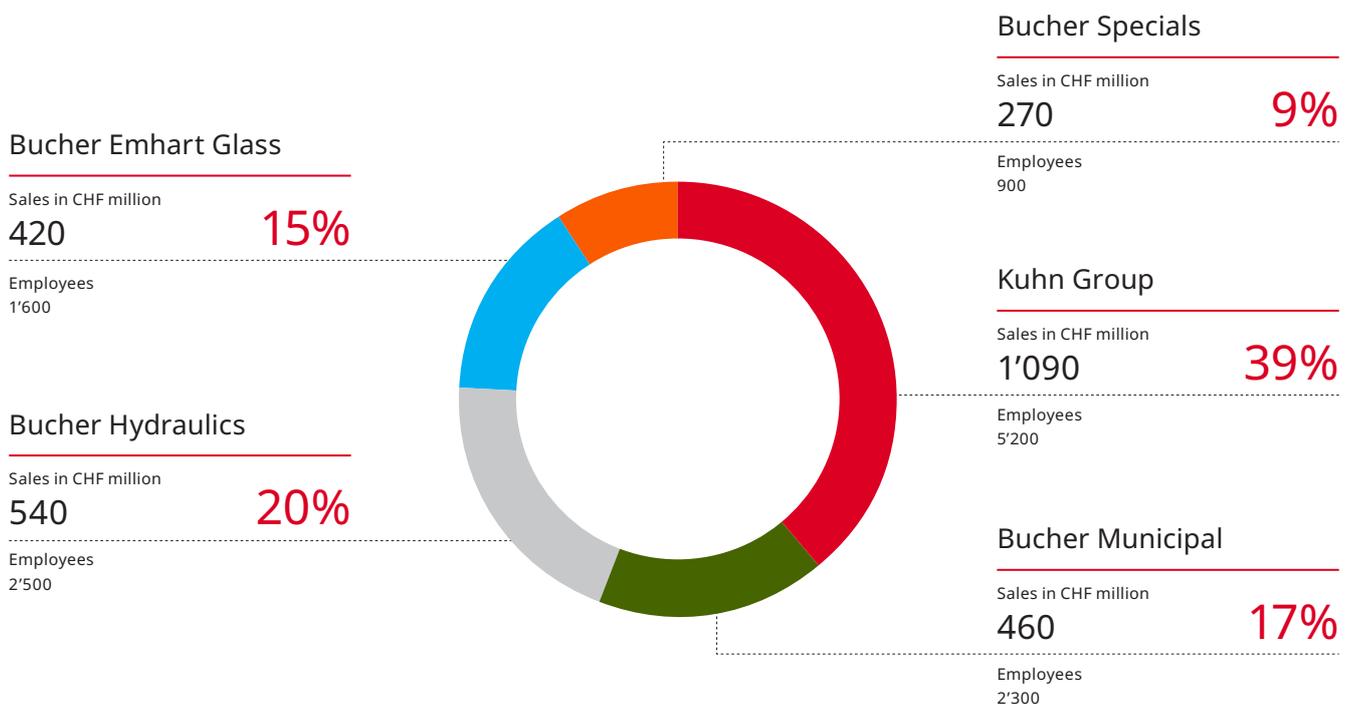
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around 50

## Sales by region



## Sales by division



# From blacksmith's shop to global group

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What started over 200 years ago as a small blacksmith's shop has been built over several generations into a modern and globally active technology group for machinery and vehicle construction.



1807

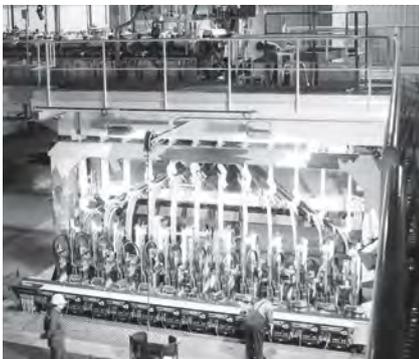


1901

- **1807**  
Heinrich Bucher(-Weiss) (1784–1850) ran the Murzeln blacksmith's shop in Niederweningen.
- **1890**  
Bucher was also selling foreign-made agricultural machinery.
- **1901**  
First hydraulic fruit press with a 600-bar, high-pressure pump.
- **1921**  
The "Luna" centrifugal slurry pump found a ready market in Switzerland and abroad.
- **1923**  
"Maschinenfabrik Johann Bucher" established in Griessen, Southern Baden, Germany.
- **1934**  
Walter Hauser(-Bucher) (1904–1967) gradually took over the running of the business. 215 employees in Niederweningen, 40 in Griessen. A horse-drawn mower with an auxiliary engine was Bucher's first motorised agricultural machine.



1954



1998



2016



2021

- **1946**  
Bucher-Guyer acquired a stake in Kuhn, a French agricultural machinery manufacturer in Saverne.
- **1950**  
The KT 10 walking tractor went into production.
- **1954**  
Production of the Bucher tractor started up. By 1964, a total of 5'000 had been delivered.
- **1986**  
Bucher Holding went public, with bearer shares listed on the stock exchange. Group sales of CHF 430 million, 2'730 employees.
- **1991**  
Entry into municipal vehicle sector through acquisition of Rolba sweeper and snow-blower business.
- **1998**  
Entry into glass-forming machinery through acquisition of Emhart Glass.
- **2005**  
UK-based Johnston Sweepers business acquired.
- **2013**  
Takeover of a majority of Jetter, a specialist for control systems for automation technology.
- **2016**  
Jacques Sanche appointed Chief Executive Officer, Philip Mosimann chairman of the board.
- **2016**  
Bucher Municipal acquired J. Hvidtved Larsen (JHL), the Danish manufacturer of truck-mounted sewer-cleaning, as well as the operational business of PakMor Waste Equipment, Australia.
- **2019**  
Bucher Municipal acquired the Chinese sewage tanker manufacturer Zynkon, thereby strengthening its presence in Asia.
- **2021**  
Acquisition of Lenze Mobiles Drives in Romanshorn, a pioneer in power electronics.

# We're Bucher, we're all one team

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We actively develop our employees so that we as a company can grow and surpass ourselves. We see ourselves as a company with a long-term commitment to our industry and as a fair partner for our stakeholders. We offer our committed and highly skilled employees attractive jobs and training opportunities adapted to their individual needs. Their knowledge and experience are a key to our success.

Some 12'600 employees worldwide contribute through their expertise, commitment and experience to the continuing success of Bucher Industries. These include young people getting their training from us, university and college graduates and highly skilled specialists and managers, along with experienced professionals who in some cases have worked at Bucher Industries for many years, some even their entire career.

#### A valued employer

In the competitive labour market environment in which Bucher Industries operates, it is important for the company to be perceived as an attractive employer, not only to attract new employees, but also to keep fluctuation low. The divisions are striving to achieve this through a wide range of measures: career prospects and development opportunities within the company, targeted further training, promotion of diversity and ensuring equal opportunities, as well as flexible working hours and locations. Bucher Industries also collaborates with schools and universities to attract young professionals and graduates.

As an employer operating around the world, diversity is a matter of course. We have employees in many countries. They have varied cultural backgrounds and have gone through different kinds of training and education program. They also vary a great deal in terms of age and work experience.

#### The Bucher culture

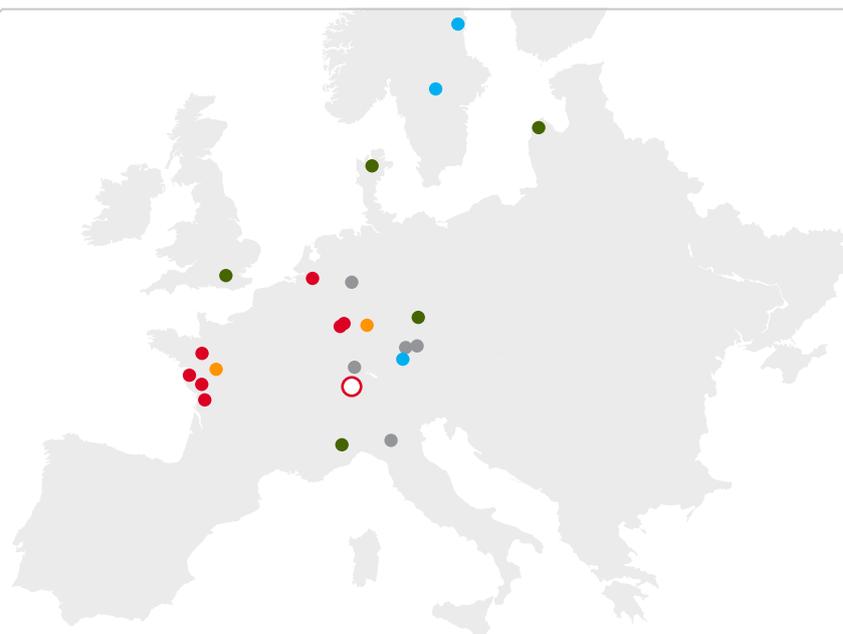
Our culture of appreciation, mutual respect and expertise prevails at all our locations. One important element of this culture is the focus on employees' health and safety, which is consistent throughout the world. Attention is paid to ergonomics, daylight and air quality also in production.



# Close to customers, all over the world

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Bucher Industries operates more than 50 manufacturing and development sites on five continents and also has numerous distribution companies.

#### Kuhn Group

- Saverne, France
- Monswiller, France
- Châteaubriant, France
- La Copechagnière, France
- Chaumes-en Retz, France
- Corpe, France
- Geldrop, Netherlands
- Brodhead, WI, USA
- Hutchinson, KS, USA
- Passo Fundo, Brazil
- São José dos Pinhais, Brazil

#### Bucher Municipal

- Niederweningen, Switzerland
- Ventspils, Latvia
- Dorking, UK
- Silkeborg, Denmark
- Revello, Italy
- Wernberg-Köblitz, Germany
- Kaluga, Russia
- Melbourne, Australia
- Sydney, Australia
- Bendigo, Australia
- Wuhan, China
- Seoul, South Korea

#### Bucher Hydraulics

- Klettgau, Germany
- Erding, Germany
- Remscheid, Germany
- Dachau, Germany
- Neuheim, Switzerland
- Frutigen, Switzerland
- Reggio Emilia, Italy
- Grand Rapids, MI, USA
- Newaygo, MI, USA
- Elgin, IL, USA
- Gurgaon, India
- Suzhou, China
- Wuxi, China
- Canoas, Porto Alegre, Brazil

#### Bucher Emhart Glass

- Steinhausen, Switzerland
- Sundsvall, Sweden
- Örebro, Sweden
- Johor Bahru, Malaysia
- Horseheads, NY, USA
- Windsor, CT, USA
- St. Petersburg, FL, USA
- Munich, Germany
- Zibo, China

#### Bucher Specials

- Bucher Vaslin, Chalonnes-sur-Loire, France
- Bucher Unipektin, Niederweningen, Switzerland
- Bucher Landtechnik, Niederweningen, Switzerland
- Jetter, Ludwigsburg, Germany

#### Bucher Industries

- Niederweningen, Switzerland
- Zurich, Switzerland



Bucher Industries is a global technology group with leading market positions in speciality areas of mechanical and vehicle engineering.



**BUCHER**  
emhart glass

**BUCHER**  
municipal

**BUCHER**  
hydraulics



# Kuhn Group

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Kuhn Group is the world's leading manufacturer of specialised agricultural machinery for tillage, planting and seeding, nutrient management and crop protection, hay and forage harvesting, livestock bedding and feeding as well as landscape maintenance. The exceptionally broad range of products is geared to the needs of large farms and contractors and all other types of agricultural operations across the world.

Sales  
in CHF million

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1'090

Employees

---

5'200

Production  
sites

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11



[kuhn.com](https://kuhn.com)



### Arable farming

For crop producers, soil health is crucial for production. Producers can get the most out of their fields by using agricultural machinery from Kuhn Group, from ploughs to tillage tools to planters and seed drills. In addition, Kuhn Group offers a broad range of crop nutrient management and crop protection equipment. Thanks to the state-of-the-art control systems equipping the Kuhn machines, plants can be fed and protected with precision and in an efficient and sustainable way.

### Hay and forage

Kuhn Group is historically recognised as a global leader in the field of hay and forage harvesting machinery. In this segment, Kuhn Group offers the industry's widest range of mowers, mower-conditioners, tedders, rakes and mergers, as well as a wide range of balers and wrappers meeting varied operational requirements.

### Livestock

Kuhn Group offers a comprehensive range of total mixed ration feed mixers and bale processing equipment. These machines and their associated services assist livestock producers in their efforts to provide optimum animal comfort and health to their herds.

### Landscape maintenance

Kuhn Group's range of machines for landscape maintenance features boom and road-side mowers, shredders, sprayers and salt and sand spreaders.

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“With strong roots, a rich history, and the world’s largest range of specialised farm implements, Kuhn Group holds leading market positions and is recognised in more than 100 countries.”

Thierry Krier  
Kuhn Group division president



# Bucher Municipal

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Bucher Municipal is a leading supplier of vehicles and equipment for cleaning and clearing operations on public and private roads and other traffic areas. Its machinery range encompasses sweepers and sewer cleaning, winter maintenance and refuse collection vehicles and equipment. The product portfolio is supplemented by digital services.

Sales  
in CHF million

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460

Employees

---

2'300

Production  
sites

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12



[buchermunicipal.com](https://buchermunicipal.com)



### Compact sweepers

The narrow and agile vehicles clean roads, pavements and pedestrian areas efficiently and safely and are ideal for urban environments. The latest product generation is fully electric and can be used around the clock due to its very low noise level. The Bucher Municipal compact sweepers are industry leading especially in safety and comfort, ease of use, sustainability and performance.

### Truck-mounted sweepers

Powerful truck-mounted and special truck-mounted sweepers are designed for the most demanding road, airport, industrial and construction tasks. Bucher Municipal combines the highest performance with the lowest cost of ownership and environmental impact. Features such as 100% electric vehicles, smooth air flow technology and a complete range of product services ensure the sweepers remain at the forefront of vacuum, mechanical and air regenerative technology.

### Sewer cleaning equipment

Sewer cleaning units from Bucher Municipal play a central role in ensuring a sustainable approach to the use of water and a profitable business for the customers. Today, Bucher Municipal offers a full range of sewer cleaning equipment for municipal, contracting, and construction applications, using only high-quality components and advanced technology.

### Winter maintenance equipment

Bucher Municipal has been committed for decades to keep roads, streets and airports free of snow and ice. The range of high-quality spreaders, including a fully electric version, snowploughs and airport equipment offers municipalities, road authorities, contractors and airports all around the world solutions for all areas of winter maintenance.

### Refuse equipment

Bucher Municipal is the leading provider of equipment to the Australian and New Zealand waste industry. Powered by features such as electric refuse vehicles and state-of-the-art safety systems, the refuse range includes truck mounted side, rear and front loader equipment, as well as static compactor and bin-lifting equipment to suit all waste streams from general waste to recycling and commercial applications.

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“We are aware of our responsibility to society and the environment for ensuring roads and public spaces are kept clean and safe, and we live up to it by focusing on functional engineering, environmental integrity and driving comfort.”

Aurelio Lemos  
Bucher Municipal division president



# Bucher Hydraulics

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Bucher Hydraulics offers a comprehensive portfolio of electronic and hydraulic components and is a leading international manufacturer of advanced electrohydraulic systems. In-depth application expertise and close collaboration with customers enable Bucher Hydraulics to develop premium solutions tailored to customers' particular requirements. These solutions are used in many machines worldwide and fulfil the highest standards of engineering, safety and quality.

Sales  
in CHF million

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540

Employees

---

2'500

Production  
sites

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14



[bucherhydraulics.com](https://www.bucherhydraulics.com)



### Pumps and motors

Bucher Hydraulics offers a wide range of hydraulic pumps and motors, including external and internal gear units and special axial piston units. They are durable, have a long service life and are used in almost all mobile applications, including construction equipment, agricultural machinery and special-purpose vehicles, and in stationary applications in the industry.

### Valves and manifold block solutions

The valves offered by Bucher Hydraulics cover the entire spectrum of hydraulic functions: pressure and flow regulation, flow prevention and check functions, and directional spool and directional seat functions. Valve applications are found everywhere where large forces have to be positioned dynamically and with millimetre precision using hydraulics, as is the case with heavy duty cranes, cold milling machines and sweepers, for example.

### Cylinders

Bucher Hydraulics is specialised in cylinders designed for use under the toughest of operating conditions in construction and special-purpose machinery. Cylinders are used for stabilisation, axle blocking, suspension and levelling purposes, wherever maximum safety is required. They are also used in stationary industrial applications for counterbalancing robotics equipment and machine tools.

### Power units

Power units are compact assemblies comprising an electric motor, pump, valve technology and oil tank. The wide variety of configurations, quick availability and simplicity of installation have made them highly popular worldwide, particularly in the automotive engineering and materials handling segments. They are predominantly used for lifting, lowering and drive functions, as required for logistics lift trucks, aerial platforms and tow winches.

### Power Electronics

Bucher Hydraulics offers a modular line of power electronics designed for mobile applications. The compact product platform consists of single- and multi-inverters and DC/DC converters. With these products, new and extensive opportunities for future-oriented, ecological and economical concepts for electric and hybrid vehicles open up.

### System solutions

System solutions are coordinated combinations of components incorporating hydraulics, electronics and electric drive technology. They have their own drive electronics and electronic control systems as well as the required valve technology and actuators in the form of a hydraulic cylinder or hydraulic motor and can therefore be integrated as self-contained units in machinery. They are commonly used in hydraulic lifts, electrohydraulic systems for electric-powered, mobile machinery, electrohydraulic linear axes, ergonomic work tables and high-voltage switch gear systems.

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“We achieve our objective only if our customers achieve success with their products and our electrohydraulic solutions. The basis for our success is an intensive working relationship with customers, from development to production.”

Daniel Waller  
Bucher Hydraulics division president



# Bucher Emhart Glass

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Bucher Emhart Glass is the world's leading supplier of advanced technologies for the manufacturing and inspection of glass containers. The equipment and automation technology offerings are supplemented by a broad range of advice and support services – care, empower and academy – to help customers operate and optimise their equipment.

Sales  
in CHF million

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420

Employees

---

1'600

Production  
sites

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6



[bucheremhartglass.com](https://www.bucheremhartglass.com)



### Equipment

Container forming is the heart of the production process, where the gob is formed and pressed and blown into its final form. Here at the hot end, Bucher Emhart Glass is the world's leading supplier. At the cold end, the inspection equipment verifies container quality and integrity at the highest levels. And now Bucher Emhart Glass continues to lead the industry by bringing both processes across the hot and the cold end together.

### Automation

Through the innovative automation systems and associated technology of Bucher Emhart Glass, glass plants will be able to read, analyse and automatically react to glass container inspection data, enabling them to achieve greater performance, reliability and profitability. With full traceability through the entire production process, all production information and inspection results can be attached to an individual glass container.

### “End to End” support

Bucher Emhart Glass's support consists of three pillars: care, empower and academy. Care is what keeps the machines running: original parts, a comprehensive package of service programs and repair. To empower the customer, experienced glass production personnel provide specific operational support for the production teams and help them to optimise the machines. With the academy, Bucher Emhart Glass lives up to its mission to share knowledge in glass production and inspection, so that the next generation takes the experience and expertise and adds to it.

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“In terms of quality, health and environmental compatibility, glass containers are the ideal packaging. For over 100 years, we have been equipping production lines for customers who make glass bottles – more than 40% of total world output.”

Matthias Kümmerle  
Bucher Emhart Glass division president



# Bucher Specials

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Bucher Specials comprises four business units. One focus is on equipment for the production of wine, fruit juice, beer and instant products. The division also includes the Swiss distributorship for tractors and specialised agricultural machinery as well as automation solutions.

Sales  
in CHF million

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270

Employees

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900

Production  
sites

---

10



[buchervaslin.com](http://buchervaslin.com)  
[bucherunipektin.com](http://bucherunipektin.com)  
[bucherlandtechnik.ch](http://bucherlandtechnik.ch)  
[jetter.de](http://jetter.de)



### Bucher Vaslin

Bucher Vaslin develops and produces equipment destined exclusively for winemaking, from grape processing through to the most excellent quality wines. Thanks to gentle handling of the fruit, versatile adaptation to different grape varieties and specialised filtration systems, the wines develop optimum aroma, colour and tannins.

### Bucher Unipektin

Bucher Unipektin is a trusted partner, manufacturer and supplier of machines and systems for the beverage and food industry. The fruit and vegetable juices, dried instant products and filtered beers produced in the machinery are of the highest quality, flavour and aroma.

### Bucher Landtechnik

Bucher Landtechnik distributes machines geared to the specific requirements of Swiss farmers: tractors, harvesting technology, machinery and equipment from the Group's products as well as from leading international suppliers.

### Jetter

Jetter develops and manufactures control systems for machinery and systems engineering and process technology. They are used in the industrial and mobile automation segments.

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“With more than 100 years of experience in fruit and grape presses, we are the preferred partner of our customers.”

Stefan Düring  
Bucher Specials division president



# Future-oriented, for generations

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Our long-term view has been integral to our corporate strategy and our success for more than 200 years. Our sustainability strategy rests on four thematic pillars and is an expression and extension of Bucher Industries' long-term view in its core business.



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### Customers

We systematically align our activities with our customers' needs. Our customers benefit from high-performance and innovative products and solutions of the highest quality, along with outstanding service. We prioritise protecting customer health and safety, right from product development through to product manufacture, use and final disposal.



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### Employees

To be successful in mechanical and vehicle engineering, you need highly qualified and dedicated employees. We offer attractive working conditions and development opportunities with individualised further training. Our culture is characterised by appreciation, mutual respect and expertise.



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### Environment

We develop and manufacture economical, state-of-the-art and environmentally sustainable machinery and systems that enable our customers to reduce their environmental footprint. We also seek to continually decrease resource consumption and emissions within our manufacturing.



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### Compliance

Our compliance with all applicable laws and regulations is the foundation of our business success. Our employees are duty bound to adhere to every aspect of the relevant laws and conduct business in accordance with the practices of fair competition.

## Group management



**Jacques Sanche**  
CEO

**Manuela Suter**  
CFO



**Thierry Krier**  
Kuhn Group

**Aurelio Lemos**  
Bucher Municipal

**Daniel Waller**  
Bucher Hydraulics



**Matthias Kümmerle**  
Bucher Emhart Glass

**Stefan Düring**  
Bucher Specials

## Board of directors

Philip Mosimann, chairman  
Anita Hauser, deputy chairman  
Michael Hauser  
Martin Hirzel  
Heinrich Spoerry  
Valentin Vogt

## Organisation

### **Bucher Industries: a stock-listed company**

Bucher Industries shares are registered on the main board of the SIX Swiss Exchange. Descendants of the founding family, organised under a shareholders' agreement, hold a total of 35.2% of the voting rights.

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**Publisher**

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**Production**

NeidhartSchön AG, Zurich, Switzerland

**Printing and finishing**

Neidhart + Schön Print AG, Zurich, Switzerland

May 2021

## Corporate Profile 2021

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