## Valora shares

Valora shares underperformed the overall market during 2007. The shares started the year at CHF 338.50, before rising in response to speculative demand to reach a high for the year of CHF 416.00. The share price declined thereafter, closing at CHF 347.00, near its low for the day, when the 2006 full-year results were announced. A modest recovery to CHF 357.75 on April 23, 2007 was followed by lower prices in the wake of the general worsening of equity market valuations during the summer. Following the Group's announcement of an anticipated fall in first-half 2007 earnings on August 24, the share price slid to a low of CHF 239.00 before recovering to CHF 254.50 at the close that day. Interim 2007 results were reported on August 28 as was an assessment of the current business outlook and a description of new measures to improve future results. That day saw the shares tumble to an intra-day low of CHF 230.00. Subsequent weakness took the price to a low for the year of CHF 206.10 on September 4, retracing some of its losses that same day to close at CHF 218.60. Thereafter, the shares gained ground more or less continuously, principally driven by news that a group of investors acting in concert had assembled behind the Golden Peaks investment fund managed by Adriano Agosti. Valora shares closed the year at CHF 274.75.

The shares declined $18 \%$ during 2007, having risen $31 \%$ in 2006. This was well below the 2007 performance of the broad SPI index, which eased $1 \%$ on the year, having gained $21 \%$ in 2006.

Valora share price trend 2007



Valora share price trend 2003-2007


Month highs/lows in 2007


Shareholder returns

| Share price |  | 2007 | 2006 | 2005 | 2004 | 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year end | CHF | 274.75 | 334.75 | 254.75 | 280.00 | 308.00 |
| Distributions to shareholders |  |  |  |  |  |  |
| Dividends/Reimbursements of nominal value | CHF | ${ }^{1)} 9$ | 9 | 9 | 2) 9 | 9 |
| Dividend yield | \% | 3.3 | 2.7 | 3.5 | 3.2 | 2.9 |
| Annual returns |  |  |  |  |  |  |
| excluding dividends | \% | - 17.9 | 31.4 | - 9.0 | - 9.1 | 16.2 |
| including dividends | \% | - 15.2 | 34.9 | - 5.8 | - 6.2 | 19.6 |
| Average return |  | $\begin{array}{r} 2003-2007 \\ 5 \text { Years } \end{array}$ | $\begin{array}{r} \text { 2003-2006 } \\ 4 \text { Years } \end{array}$ | $\begin{array}{r} \text { 2003-2005 } \\ 3 \text { Years } \end{array}$ | $\begin{array}{r} \text { 2003-2004 } \\ 2 \text { Years } \end{array}$ | $\begin{gathered} 2003 \\ 1 \text { Year } \end{gathered}$ |
| excluding dividends | \% | 0.7 | 6.0 | -1.3 | 2.8 | 16.2 |
| including dividends | \% | 4.1 | 9.1 | 2.1 | 6.1 | 19.6 |

${ }^{1)}$ Proposed
${ }^{2)}$ Reimbursement of nominal value

## Key share ratios

|  |  | 2007 | 2006 | 2005 | 2004 | 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating profit per share ${ }^{1)}$ | CHF | ${ }^{3)} 17.45$ | ${ }^{3)} 20.80$ | 2) 8.45 | 2) 46.76 | - 26.95 |
| Free cash flow per share ${ }^{1)^{4)}}$ | CHF | ${ }^{\text {3) }} 22.06$ | ${ }^{\text {3) }} 18.28$ | 2) 17.41 | 2) 87.95 | 18.68 |
| Earnings per share ${ }^{1)}$ | CHF | ${ }^{\text {3) }} 13.09$ | 3) 16.89 | 2) 1.17 | 2) 41.66 | - 27.00 |
| Equity per share ${ }^{1)}$ | CHF | 183.66 | 175.42 | 160.68 | 170.27 | 196.70 |
| P/E Ratio ${ }^{1)}$ | 31.12 | ${ }^{\text {3) }} 21.0$ | ${ }^{3)} 19.8$ | ${ }^{2)} 217.9$ | 2) 6.7 | n/a |

${ }^{1)}$ Based on average number of shares outstanding
${ }^{2)}$ Continuing operations (without Fotolabo Group)
${ }^{3)}$ Continuing operations (without Fotolabo Group and Own Brands)
${ }^{4}$ ) Free cash flow: net cash provided by operating activities less net cash used in investing activities

## Shareholder data and capital structure

| Structure of registered shareholders | At $\mathbf{3 1 . 1 2 . 2 0 0 7}$ | At 31.12 .2006 |  |
| :--- | :--- | :--- | :--- |
| Structure | Significant shareholders $>5 \%$ | $6.64 \%$ of shares | $5.73 \%$ of shares |
|  | 10 largest shareholders | $37.0 \%$ of shares | $29.8 \%$ of shares |
| Origin | 100 largest shareholders | $55.0 \%$ of shares | $47.6 \%$ of shares |
|  | Switzerland |  |  |

Valora Holding AG's share capital of CHF 3.3 million comprises 3.3 million registered shares with a nominal value of CHF 1.00 each.

Conditional capital amounting to a maximum of CHF 84000 , comprising 84000 registered shares of CHF 1.00 nominal value each, was approved by the Annual General Meeting of May 11, 2000. These shares can be used at any time by the Board of Directors to cover the exercising of options granted to employees of the company or Group companies within the overall framework laid down by the Board. Existing shareholders have no subscription rights for such shares. No time limits apply. None of this conditional capital had been issued by December 31, 2007.

The Articles of Incorporation limit the voting rights which may be held by individual shareholders or groups of shareholders to $5 \%$. The Board of Directors may allow exceptions to this rule. No such exceptions were granted in 2007. Non-Swiss shareholders are registered in the share register in the same way as Swiss shareholders. The company has made uninterrupted dividend payments or nominal value reimbursements since 1920.

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## Share capital



Tax values

|  | Securities no. | At 31.12.2007 | At 31.12.2006 | At 31.12.2005 | At 31.12.2004 | At 31.12.2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Registered shares of CHF 1.00 / CHF 10.00 | 208897 | 274.75 | 334.75 | 254.75 | 280.00 | 308.00 |
| 2.875\% bond 2005-2012 | 2189351 | 93.70\% | 98.80\% | 98.90\% | - | - |

## Five-year summary

|  |  | 20072) | 20062) | 20051) | 20041) | 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenues | CHF million | 2821.8 | 2749.3 | 2846.4 | 2858.5 | 3021.4 |
| Change | \% | 2.6 | - 3.4 | -0.4 | - 5.4 | - 1.8 |
| Operating profit | CHF million | 55.9 | 66.5 | 27.0 | 171.3 | - 106.0 |
| in \% of net revenues | \% | 2.0 | 2.4 | 0.9 | 6.0 | n/a |
| Net profit (net loss) | CHF million | 42.8 | 54.7 | 4.7 | 153.7 | - 106.3 |
| Change | \% | -21.7 | + 1055.5 | -96.9 | n/a | n/a |
| in \% of net revenues | \% | 1.5 | 2.0 | 0.2 | 5.4 | n/a |
| in \% of equity | \% | 7.3 | 9.8 | 0.9 | 24.6 | n/a |
| Net cash provided by (used in) |  |  |  |  |  |  |
| Operating activities | CHF million | 93.6 | 84.8 | 96.4 | 173.3 | 137.3 |
| Investing activities | CHF million | - 23.0 | - 26.4 | -40.7 | 148.9 | -63.8 |
| Free cash flow | CHF million | 70.6 | 58.4 | 55.7 | 322.2 | 73.5 |
| Financing activities | CHF million | - 126.8 | -83.0 | - 123.7 | - 232.2 | - 108.1 |
| Earnings (loss) per share | CHF | 13.09 | 16.89 | 1.17 | 41.66 | - 27.00 |
| Change | \% | -22.5 | + 1343.6 | -97.2 | n/a | n/a |
| Free cash flow per share | CHF | 22.06 | 18.28 | 17.41 | 87.95 | 18.68 |
| Change | \% | + 20.7 | + 5.0 | -80.2 | + 370.8 | - 12.9 |
| Cash and cash equivalents | CHF million | 153.4 | 222.1 | 219.7 | 291.6 | 209.9 |
| Equity | CHF million | 587.9 | 560.9 | 513.6 | 623.9 | 744.0 |
| Balance sheet equity ratio | \% | 45.0 | 42.3 | 37.8 | 41.4 | 45.3 |
| Average number of employees |  | 6495 | 6707 | 7454 | 7903 | 8995 |
| Change | \% | - 3.2 | - 10.0 | - 5.7 | - 12.1 | - 5.9 |
| Net revenues per employee | CHF 000 | 434 | 410 | 382 | 362 | 336 |
| Change | \% | + 5.9 | + 7.3 | + 5.5 | + 7.7 | + 4.3 |
| Number of sales outlets at December 31 |  | 1404 | 1414 | 1464 | 1531 | 1615 |
| Net sales per sales outlet ${ }^{3)}$ | CHF 000 | 1186 | 1155 | 1153 | 1099 | 925 |

All totals and percentages are based on unrounded figures from the consolidated financial statements.
${ }^{1)}$ From continuing operations (without Fotolabo Group)
${ }^{2)}$ From continuing operations (without Fotolabo Group and Own Brands)
${ }^{3)}$ Net sales of Valora Retail only

