

# Calida

Country	Switzerland
Meeting date	Donnerstag, 21. April 2016 13:30
Meeting location	KKL Luzern, Luzernersaal, Europaplatz 1, 6005 Lucerne
Meeting type	Annual General Meeting
Securities	ISIN CH0126639464, Telekurs 12663946

# **General Meeting Highlights**

At this AGM, the board is proposing to re-elect all its members except the former CEO Felix Sulzberger and to newly elect two new nominees, Stefan Portmann and Jean-Paul Rigaudeau (ITEM 5.3). The second largest shareholder Micalux (Haas family, 16% of the capital) has reacted to the decision of the board not to propose Mr. Sulzberger for reelection, by tabling a resolution requesting shareholders to re-elect him to the board (ITEM 5.2.B).

The board considers that there is divergence of opinions with Mr. Sulzberger whose presence in the board would not allow to focus on the new priorities set for the company, in particular the development of the current brands.

After separate discussions with different board members as well as with Ch. Haas (Micalux) and F. Sulzberger, Ethos did not note any major differences in strategy. In light of Mr. Sulzberger's achievements as company CEO, that a new CEO has been appointed as well as the uncertainties regarding the potential sale of the stake of Calida's largest shareholder, the re-election of Mr. Sulzberger would allow a smooth transition and would ensure that minority shareholders' interests are represented at board level.

In conclusion, Ethos, in accordance with its voting guidelines, recommends voting for the re-election of the seven members of the board (including F. Sulzberger) as well as for the election of S. Portmann but opposes the election of J.-P. Rigaudeau (point 2.1.a of Ethos' voting guidelines).

## **Report Content**

- 1 Voting Positions
- 2 Proxy Analysis
- 3 Company Information
- 4 Remuneration Report
- 5 Remuneration Requested
- 6 Board of Directors
- 7 Glossary



# 1. General Meeting Overview

# 1.1 Voting positions at this general meeting

Item	Proposal	Eth	nos voting position	Board recommendation
1	Present financial statements and accounts		NON-VOTING	NON-VOTING
2	Present the reports of the statutory auditor		NON-VOTING	NON-VOTING
3.1	Approve annual report		FOR	FOR
3.2	Approve financial statements and consolidated accounts		FOR	FOR
3.3	Advisory vote on the remuneration report	٠	OPPOSE	FOR
3.4	Allocation of income		FOR	FOR
3.5	Reduce share capital via repayment of nominal value		FOR	FOR
3.6	Approve dividend distribution out of capital contribution reserves		FOR	FOR
4	Discharge board members and executive management		FOR	FOR
5	Elections to the board of directors			
5.1	Re-elect Dr. Thomas Lustenberger as board member and chairman of the board (single vote)		FOR	FOR
5.2.a.1	Re-elect Mr. Erich Kellenberger		FOR	FOR
5.2.a.2	Re-elect Mr. Beat Grüring		FOR	FOR
5.2.a.3	Re-elect Ms. Marianne Tesler		FOR	FOR
5.2.a.4	Re-elect Mr. Marco Gadola		FOR	FOR
5.2.a.5	Re-elect Mr. Hans-Kristian Hoejsgaard		FOR	FOR
5.2.b	Re-elect Mr. Felix Sulzberger	٠	FOR	OPPOSE
5.3.a	Elect Mr. Jean-Paul Rigaudeau	٠	OPPOSE	FOR
5.3.b	Elect Mr. Stefan Portmann		FOR	FOR
5.4	Elections to the remuneration committee			
5.4.a	Re-elect Mr. Beat Grüring to the remuneration committee		FOR	FOR
5.4.b	Elect Ms. Marianne Tesler to the remuneration committee		FOR	FOR
5.4.c	Elect Mr. Hans-Kristian Hoejsgaard to the remuneration committee		FOR	FOR
6	Election of the auditors		FOR	FOR
7	Election of the independent proxy		FOR	FOR
8	Binding votes on the remuneration of the board of directors and the executive management			
8.1	Binding prospective vote on the total remuneration of the board of directors		FOR	FOR

# **Voting Positions**



8.2	Binding prospective vote on the total remuneration of the executive management	•	OPPOSE	FOR
9	Miscellaneous	٠	ABSTAIN	

# 1.2 Voting results of the general meeting of Dienstag, 12. Mai 2015

ltem	Proposal	% For	Result		Ethos voting position	Board recommendation
1.	Present financial statements and accounts		-		NON-VOTING	NON-VOTING
2.	Present the reports of the statutory auditor		-		NON-VOTING	NON-VOTING
3.1	Approve annual report	100 %	Accepted		FOR	FOR
3.2	Approve financial statements and consolidated accounts	99 %	Accepted		FOR	FOR
3.3	Advisory vote on the remuneration report	85 %	Accepted	٠	OPPOSE	FOR
3.4	Allocation of income	98 %	Accepted		FOR	FOR
3.5	Approve dividend distribution out of capital contribution reserves	98 %	Accepted		FOR	FOR
4.	Discharge board members and executive management	100 %	Accepted		FOR	FOR
5.	Elections to the board of directors		-			
5.1	Re-elect Dr. Thomas Lustenberger as member and chairman of the board	97 %	Accepted		FOR	FOR
5.2.a	Re-elect Mr. Erich Kellenberger	78 %	Accepted		FOR	FOR
5.2.b	Re-elect Mr. Beat Grüring	100 %	Accepted		FOR	FOR
5.2.c	Re-elect Ms. Marianne Tesler	100 %	Accepted		FOR	FOR
5.2.d	Re-elect Mr. Marco Gadola	100 %	Accepted		FOR	FOR
5.2.e	Re-elect Mr. Felix Sulzberger	98 %	Accepted		FOR	FOR
5.2.f	Re-elect Mr. Christian Haas	100 %	Accepted		FOR	FOR
5.2.g	Re-elect Mr. Hans-Kristian Hoejsgaard	100 %	Accepted		FOR	FOR
5.3	Elections to the remuneration committee		-			
5.3.a	Re-elect Dr. Thomas Lustenberger to the remuneration committee	99 %	Accepted		FOR	FOR
5.3.b	Re-elect Mr. Beat Grüring to the remuneration committee	99 %	Accepted		FOR	FOR
6.	Election of the auditors	96 %	Accepted		FOR	FOR
7.	Election of the independent proxy	100 %	Accepted		FOR	FOR
8.1	Binding prospective vote on the total remuneration of the board of directors	99 %	Accepted		FOR	FOR
8.2	Binding prospective vote on the total (not share- based) remuneration of the executive management	99 %	Accepted		FOR	FOR
8.3	Binding prospective vote on the total share- based remuneration of the executive management	85 %	Accepted	•	OPPOSE	FOR
9.	Miscellaneous		-	٠	ABSTAIN	FOR

### Attendance details:

The attendance rate at the 2015 AGM was 78% of the voting shares. The votes were represented as follows:



- Independent proxy: 30%
- Shareholders in the room: 70%



# 2. Proxy Analysis

1	Present financial statements and accounts	NON-VOTING
	This item is the presentation of the annual report, as well as of the annual statu accounts. This is a non-voting item.	utory and consolidated
2	Present the reports of the statutory auditor	NON-VOTING
	This item is the presentation of the annual report, as well as of the annual statu accounts. This is a non-voting item.	utory and consolidated
3.1	Approve annual report	FOR
	The board of directors requests shareholder approval of the company's annual 2015. Company performance in 2015 (see detailed figures in section 3.3 of this re	
	- Total revenues variation in 2015	-12.9%
	- Total revenues variation (3-year annualised)	+20.3%
	- Operating margin 2015	6.0%
	- Operating margin 2014	6.6%
	- Net income variation	-27.7%
	- Return on equity 2015	10.8%
	- Return on equity 2014	15.3%
	- Total Shareholder Return (TSR)	-12.9%
	- 3-year TSR	32.4%
	2015 Company milestones	
	<ul> <li>During the year under review, Calida sales declined by 13% mainly due to declined by 2.7% in local currency). The remaining decline in sales is explain a generally weak demand environment in Europe, in particular in France.</li> <li>The EBIT margin and net income also fell by 0.6 percentage point to 6% in effect.</li> </ul>	ined by Calida as a result of
	<ul> <li>Also, in 2015, there were rumours in the market on a potential sale of the 3 Kellenberger Family, the anchor shareholder of Calida. The company subse family had effectively given a mandate to an investment bank to look for a stake. According to the board, the family's goal is to preserve the independ stake to another family or anchor shareholder. The company announced in Kellenberger family was committed to stay for a minimum of 3 additional y capital.</li> </ul>	equently announced that the potential acquirer of the dence of Calida by selling its January that the

 In 2015, the company announced a change of CEO with the retirement of Mr. Sulzberger and the appointment of Mr. Pichler as of 1 of April 2016 (see also ITEM 5). The board has also reviewed the company strategy and intends to concentrate on organic growth with the development of the current brands rather than seeking to acquire new brands. Ethos notes that Calida still needs to finalise the acquisition of Lafuma by purchasing the remaining stake of approx. 28.45%.

Ethos has no special concerns regarding the accuracy of the company's financial statements and accounts. As required by the Swiss Code of Obligations, the auditors confirmed that an internal control system designed for the preparation of financial statements exists as of 31 December 2015. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

### 3.2 Approve financial statements and consolidated accounts

The board of directors requests shareholder approval of the company's annual and consolidated accounts for the fiscal year 2015.

Ethos has no special concerns regarding the accuracy of the company's financial statements and accounts. As required by the Swiss Code of Obligations, the auditors confirmed that an internal control system designed for the preparation of financial statements exists as of 31 December 2015. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

### 3.3 Advisory vote on the remuneration report

The board of directors requests an advisory vote on the remuneration report included in the annual report. While the vote is not binding, it allows shareholders to send a message to the board that could help shape executive remuneration. The remuneration report describes the remuneration policy and discloses the remuneration paid to both non-executive board members and members of the executive board. Section 4 of this report includes the description and detailed figures of the 2015 remuneration of the board of directors and of the members of the executive management of the company.

### A) Changes implemented

In 2015, the company has been more transparent regarding the phantom stock plan (cash settled) of the former CEO, Mr. Sulzberger. The company also explains the new phantom stock plan reserved for the new company CEO, Mr. Pichler, which is similar to the one of M. Sulzberger but has longer term features. The phantom stock plan for Mr. Pichler provides a cash payment of CHF 200'000 for each CHF 2.50 increase in the share price of Calida for a "sustainable period". Out of the CHF 200'000, a first payment of CHF 100'000 becomes due when the share price exceeds a certain threshold for at least 90 days (which shall not be consecutive) within a period of 180 days. The first threshold is the average share price of the first quarter 2016 (CHF 31.00) + CHF 2.50. A second payment of CHF 100'000 will be made if the share price is still above the threshold two years after the date at which it was first exceeded. At that time, if the share price is below the threshold, the bonus can still be earned if the share price subsequently exceeds the threshold again for a "sustainable period" as defined above. The plan provides that every incremental increase of CHF 2.50 entitles to the same payment (CHF 200'000 paid in two tranches).

Ethos notes that the new CEO took office on the 1st of April 2016. At this date, the share price was already CHF 35.50 meaning that the CHF 33.50 threshold had already been exceeded (the share price still needs to stay at this level during 90 days within the next 180 days). Ethos therefore considers this potential CHF 200'000 payment (settled in two tranches) as undeserved by the new CEO who was not in office at the time of crossing. Ethos also notes that the second threshold of CHF 36.00 is also very close at the date of writing this report.

### B) Ethos' appraisal of the remuneration system

### B.1) Disclosure

### Concerns

- The performance conditions pertaining to the annual bonus of the members of management are not precisely disclosed preventing shareholders from assessing whether the remuneration policy adequately aligns the interests of the members of the executive management to those of the shareholders and the company's long-term strategy.
- The company operates an option plan for the members of the management other than the CEO. The basis underlying the grant of options is not disclosed in the remuneration report.



FOR



### B.2) Remuneration structure: Board members

During the year under review, the chairman of the board, Mr. Lustenberger, received CHF 138'000 (unchanged), while the other members of the board received on average CHF 73'400 (+5%). The chairman's remuneration is 1.9 times the average remuneration of the other members of the board.

### Concerns

Ethos regrets that the board fees are entirely paid in cash, especially since several directors hold no shares in the company. Non-executive directors should gradually build up a portfolio of the company's shares that should be kept for at least 3 years, in order to ensure that their interests are aligned with those of the shareholders.

### B.3) Remuneration structure: Executive management

Members of the executive management, including the CEO, have a base salary and can receive variable remuneration under 2 incentive plans, which are described in detail under section 4.5 of this report. For the year under review, the company former CEO, Mr. Sulzberger, received a total remuneration of CHF 2'341'000 (-5.5%), of which 59% is variable. His total variable remuneration at grant represents 2.31 times his base salary. CHF 750'000 of his total remuneration is due to the former phantom stock plan. In 2015, the share price of Calida exceeded two thresholds which entitled Mr. Sulzberger to two payments of CHF 375'000 (CHF 37.50 and CHF 40.00). However, Ethos notes that the share price closed at year-end 2015 at CHF 32.00. The other members of the management received on average CHF 508'200 (+0.9%), of which 39% is variable. Their total variable remuneration at grant represents 100% times their average base salary.

#### Pay-for-performance connection

In order to assess the pay-for-performance connection, and thus the relevance of the level of bonus paid, Ethos reviews the performance of the company compared to 27 companies active in the same industry as Calida (based on the Global Industry Classification Standard (GICS) level 3). Ethos considers that the sales growth, the evolution of EBITDA (relative to the sales at the beginning of the period) and the total shareholder return (TSR) give a good overview of the performance of the company.

For the 2015 financial year, the company ranks at the following percentiles (100 is best) for each of the indicators:

Sales growth	4th
Evolution of EBITDA	24th
TSB	49th

TSR

Based on the three indicators, the company ranks at the 25th percentile. Therefore, Ethos considers that the payment of a bonus slightly below target would be appropriate. Calida however does not disclose the level of target bonus of the executive management but only the maximum value.

### Concerns

- Over the past years, Ethos has expressed significant concerns regarding the phantom stock plan reserved for the company CEO considering that it was rewarding short term share price appreciation in cash. Ethos notes that a subsequent drop in the share price as was the case in 2015, does not affect the remuneration already paid. As a result, Mr. Sulzberger's remuneration for 2015 of CHF 2.3 million appears excessive in Ethos' view.
- Regarding the phantom stock plan, Ethos welcomes the mention of the "sustainable period" during which the share price has to be exceeded for the first time in 2015 remuneration report and that the conditions that will apply to the new CEO are more stringent and more long-term oriented than they were for Mr. Sulzberger. However, Ethos considers that a phantom stock plan settled in cash is not a good alignment with the long term interests of shareholders. Ethos believes that part of the CEO's remuneration should be settled in shares so that subsequent drops in the share price also impact the CEO which is not the case with the current plan. Ethos has conveyed its concerns to the board of directors many times over the past years. Ethos therefore regrets that the board did not take the occasion of the change in CEO to establish a different share plan.
- Ethos strongly regrets that the vesting of options is not linked to the achievement of performance conditions. While Ethos appreciates that part of the variable remuneration is deferred thereby retaining key talent, it considers that the long-term incentive should reward the creation of sustained growth in shareholder value. Furthermore, the way options are granted to the members of the management is not explained in the remuneration report and seems to be at the full discretion of the board.



FOR

### C) Ethos' recommendation

In view of the above concerns, Ethos, in accordance with point 4.1.b of its voting guidelines, recommends to OPPOSE.

#### 3.4 Allocation of income

The board of directors proposes that the amount at the disposal of the AGM be allocated as follows:

Available earnings brought forward	CHF	98'608'000
2015 Income of the parent company	CHF	25'934'000
At the disposal of the AGM	CHF	124'542'000
Payment of dividend	CHF	0
Allocation to reserves	CHF	0
Carry forward to statutory accounts	CHF	124'542'000

The board proposes to pay a dividend of CHF 0.80 via a repayment of nominal value of CHF 0.40 per share (ITEM 3.5) and CHF 0.40 per share via a dividend out of capital contribution reserves (ITEM 3.6).

Ethos, in accordance with its voting guidelines, recommends to vote FOR.

### 3.5 Reduce share capital via repayment of nominal value FOR

The board of directors proposes to reduce the company's share capital by 16'183'696 via the repayment of CHF 0.40 nominal value per share to the shareholders and the transfer of CHF 1.60 from nominal value to the reserves from capital contributions. This corresponds to a 95% reduction of the issued share capital. The new share capital shall amount to CHF 809'184.80 divided into 8'091'848 registered shares with a nominal value of CHF 0.10. As opposed to the payment of a cash dividend, the reimbursement of nominal value is fiscally advantageous as it is not subject to the 35% federal withholding tax; nor is it subject to Swiss income tax for private investors domiciled in Switzerland.

Together with the CHF 0.40 dividend per share proposed under ITEM 3.6, the total dividend amounts to CHF 0.80 per share or a payout ratio of 40% on the 2015 consolidated net income (see also ITEM 3.6).

If adopted, this proposal will have a substantial impact on the shareholders' ability to add resolutions on the agenda of general meetings. Article 12 of the company's articles of association specifies that a shareholder or a group of shareholders may submit resolutions if they own at least CHF 1 million nominal value of the company's share capital. Currently, this corresponds to 476'191 shares or 5.91% of the share capital.

Since the new share capital will be below CHF 1 million, the right to table shareholder resolutions will increase to 10% of the share capital which corresponds to the legal threshold to call an EGM. The board of directors does not propose to adapt this requirement which will reduce the capacity of shareholders to exercise their rights. Ethos contacted the company that reacted positively by committing to restore the threshold at its current level next year.

While ethos appreciates the board's commitment to restore the threshold at its current level, it regrets that the board did not seize the occasion to lower the threshold to an acceptable level such as 0.25% of the share capital which is the % foreseen in the preliminary draft regarding the amendment of the Swiss Code of Obligations.

Since the board has committed to adapt the threshold next year, the proposal can be accepted. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 3.6 Approve dividend distribution out of capital contribution reserves

FOR

For the fiscal year under review, the board proposes to pay a dividend of CHF 0.40 per share out of the capital contributions reserves in addition to the repayement of nominal value of CHF 2.00 per share proposed above. This procedure allows shareholders, whether subject to Swiss taxes or not, not to pay the withholding tax on dividend. In order to proceed with the dividend payment, the company needs to transfer the amount of the dividend to be paid from the reserves from capital contributions to free reserves:



Closing balance of capital contributions reserves	CHF	17'578'000
Transfer to free reserves for dividend payment	CHF	3'237'000
Capital contributions reserves available for future tax-free distributions	CHF	14'341'000
Key indicators		
Consolidated net income	CHF	16'989'000
Free cash flow (Cash flow from operating activities - Capital expenditures)	CHF	1'500'000
Dividend per share	CHF	0.80 (2014: 0.80)
Payout ratio		40
Dividend yield (based on the share price at year-end)		2.4%
Net cash (Cash and cash equivalents + Marketable securities - Current and non-current debt)	CHF	32'400'000

Subject to shareholder approval of ITEMs 3.5 and 3.6, the dividend will be paid on 28.04.2016.

Together with the CHF 0.40 dividend per share proposed under ITEM 3.6, the total dividend amounts to CHF 0.80 per share or a payout ratio of 40% on the 2015 consolidated net income (see also ITEM 3.6). Since the board has committed to adapt the threshold next year, the proposal can be accepted. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 4 Discharge board members and executive management

The board of directors requests shareholders to discharge its members as well as those of the executive management of their responsibilities for their management of the company for the fiscal year 2015.

In line with the Swiss Code of Obligations, shareholders are requested to release the members of the board of directors from liability for their activities during the fiscal year under review. Shareholders that grant the discharge lose their right to file claims against the members of the board of directors for activities carried out during the year relating to facts that have been disclosed to shareholders. Nevertheless, all shareholders maintain their rights to file claims for facts that have not been disclosed to shareholders when the discharge was granted.

The auditor's reports are not qualified and Ethos is not aware of any revealed facts that would give reason to oppose the discharge. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

### 5 Elections to the board of directors

The board of directors proposes to re-elect all his members with the exception of Mr. Sulzberger and proposes to appoint two new nominees. Micalux, shareholder of Calida with 16% of the share capital, has tabled a shareholder resolution requesting that Mr. Sulzberger be re-elected to the board of directors (ITEM 5.2.b).

# Main features of board composition after the AGM assuming the election of all candidates (for more details, see section 6 of this report)

Board size	9
Combination of the functions of Chairman and CEO	No
% independent directors	66.7 %
% representatives of Kellenberger Family	11.1%
% executive directors	0.0 %
% women directors	11.1 %
Average age of directors	59.9
Average board tenure	9.1 years

FOR

\* Kellenberger Family holds 35% of the capital and voting rights. Mr. Kellenberger sits on the board as representative of the family.

Felix Sulzberger has decided to quit his function as CEO after 14 years at the head of Calida having reached the age of 65. He is nonetheless ready to continue as member of the board (in which he has been sitting since 2008) if he is re-elected at the annual general meeting of Calida on 21 April 2016. The board always praised the achievements of F. Sulzberger who succeeded in transforming Calida, a company that was in a very difficult situation, into a leader in its industry. However, the board has decided not to support Mr. Sulzberger's re-election justifying its decision by a disagreement on the company strategy. The board has decided that Calida needs to focus on its current brand rather than looking for further acquisition.

A new CEO external to the group, Reiner Pichler, will take over on 1 April 2016. The retained strategy will concentrate both on the completion of the integration of Lafuma and the organic growth of the different brands, while at the same time analysing opportunities for acquisitions of companies. After separate discussions with different board members as well as with Ch. Haas (Micalux) and F. Sulzberger, Ethos did not note any fundamental differences in strategy. On the contrary, Ethos is convinced that the presence of F. Sulzberger on the board will constitute an important added value during this development phase of Calida for the following three reasons:

- F. Sulzberger personifies Calida's success. Dismissing him would constitute a considerable source of unease for many shareholders. Ethos received assurance from F. Sulzberger that in case he is reelected he will in no way assume neither operational tasks nor tasks intended for the chairman Th. Lustenberger.
- The finalisation of the complete acquisition and the integration of Lafuma initiated by F. Sulzberger are ongoing. Ethos considers it primordial that the new CEO coming from outside of the group, R. Pichler, can benefit from the experience of F. Sulzberger to ensure an optimal takeover of functions. His presence on the board will allow Calida to continue to benefit from his vast experience in the textile sector.
- The historical and main shareholder of Calida (Kellenberger family, 35% of the capital) recently wished to sell its stake before retracting and announcing that it would remain invested at least for the coming three years. These changes of mind by the Kellenberger family can upset certain shareholders with a long-term view and create differences of interests within the board. In this context, the presence of F. Sulzberger reassures by ensuring continuity.

Finally, the board also proposes the election of Stefan Portmann and Jean-Paul Rigaudeau. Ethos supports S. Portmann whose vast experience in Calida's area of activity will certainly be an advantage. The profile of J.-P. Rigaudeau however does not seem optimal; Ethos is of the opinion that given the sector in which Calida is active, it is indispensable that the board is completed by adding a woman, especially as the current female member (M. Tesler) will reach the age limit next year.

# 5.1 Re-elect Dr. Thomas Lustenberger as board member and chairman of the board (single vote)

The board proposes to re-elect Dr. iur. Thomas Lustenberger (Swiss, 65) for a further 1-year term. He has been board member and chairman of the board since 2000. He is considered affiliated due to his long tenure and the fact that Mr. Lustenberger law firm receives annual fees from Calida for consultancy services.

However, the board is sufficiently independent. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

### 5.2.a.1 Re-elect Mr. Erich Kellenberger

The board proposes to re-elect Mr. Erich Kellenberger (Swiss, 68) for a further 1-year term. He has been board member since 1986. He is considered affiliated as he is important shareholder of the company with a 35% stake and he has been sitting on the board for more than 12 years.

As mentioned above, the Kellenberger family has tried to sell its stake before deciding to stay in the capital for a minimum of 3 years. Ethos considers that important shareholders are entitled to have an adequate representation at board level and therefore, in accordance with its voting guidelines, recommends to vote FOR.

FOR

FOR



AGM 21.04.2016 Calida

The board proposes to re-elect Mr. Beat Grüring (Swiss, 55) for a further 1-year term. He has been board member since 2005 and is currently member of the nomination and remuneration committee. He is considered independent.

Mr. Grüring is CEO and co-owner of Tally Weijl a clothing retailer and as such a specialist of the retail and textile industry. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 5.2.a.3 Re-elect Ms. Marianne Tesler

The board proposes to re-elect Ms. Marianne Tesler (French, 70) for a further 1-year term. She has been board member since 2006 and is currently member of the nomination and remuneration committee. She is considered independent.

Ethos notes that Ms Tesler is the only woman in the board. She will have to step down next year due to the age limit. Ethos regrets that the board has not appointed any new women. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 5.2.a.4 Re-elect Mr. Marco Gadola

The board proposes to re-elect Mr. Marco Gadola (Swiss, 53) for a further 1-year term. He has been board member since 2011 and is currently member of the audit committee (chairman). He is considered independent. Mr. Gadola also acts as vice chairman of the board.

Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 5.2.a.5 Re-elect Mr. Hans-Kristian Hoejsgaard

The board proposes to re-elect Mr. Hans-Kristian Hoejsgaard (Danish, 58) for a further 1-year term. He has been board member since 2014 and is currently member of the audit committee and ihnomination and remuneration committee. He is considered independent.

Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 5.2.b Re-elect Mr. Felix Sulzberger

Micalux SA, Luxembourg, holding 16% of the share capital controlled by Mr. Haas, board member of Calida until the end of July 2015, has tabled a shareholder resolution requesting the re-election of Mr. Felix Sulzberger (CEO from 2001 until end of March 2016) to the board of directors for a one-year term. As explained under ITEM 5, the board unanimously (except Mr. Sulzberger) rejects Micalux's proposal to reelect Mr. Sulzberger. Mr. Sulzberger cannot be considered independent as he is the former CEO of Calida and his election is proposed by an important shareholder of Calida.

The board explains a divergence of opinion between the board members and Mr. Sulzberger regarding the priorities set for Calida. The board wants the new CEO to concentrate on the development of the current brands and not on further acquisitions. For the reasons explained under ITEM 5, Ethos, in accordance with its voting guidelines, recommends to vote FOR.

#### 5.3.a Elect Mr. Jean-Paul Rigaudeau

The board proposes to newly appoint Mr. Jean-Paul Rigaudeau (French, 57) for a 1-year term. He is considered independent. Mr. Rigaudeau is not a specialist of the textile industry having worked in the consumer goods and pharmaceutical industry. The board explains that Mr. Rigaudeau is a French citizen which is an important market for Calida and its brands.

While Ethos acknowledges that Mr. Rigaudeau has good competences in the consumer goods industry, he has no background in the textile industry. Furthermore, Ethos supports the election of Mr. Sulzberger. Ethos would have preferred that the board appoint one or two women in the perspective of the retirement of Ms. Tesler for age reason at the 2017 AGM. Ethos, in accordance with point 2.1.a of its voting guidelines, recommends to OPPOSE.

# **Proxy Analysis**

5.2.a.2



FOR

FOR

FOR

**OPPOSE** 

# **Proxy Analysis**

- - -

5.3.b	Elect Mr. Stefan Portmann	FOR
	The board proposes to newly appoint Mr. Stefan Portmann (Swiss, 48) for a 1-year term. He is cons independent. Mr. Portmann is a specialist of the retail and textile industry as a former partner of Sch frranchiser of the underwear brands Intimissimi and Calzedonia.	
	Ethos, in accordance with its voting guidelines, recommends to vote FOR.	
5.4	Elections to the remuneration committee	
	The board of directors proposes that Mr. Grüring, Ms Tesler and Mr. Hoejsgaard be (re)-elected to the remuneration committee to serve for another 1-year term.	ne
	Main features of the remuneration committee composition after the AGM	
	Committee size	3
	Number of independent members	3
	Number of executive members	0
	Number of members with executive functions within other listed companies	0
	The composition of the committee being in line with Ethos' guidelines, the election of the proposed nominees can be approved.	
5.4.a	Re-elect Mr. Beat Grüring to the remuneration committee	FOR
	The board proposes to elect Mr. Beat Grüring to the remuneration committee for a 1-year term.	
	Ethos, in accordance with its voting guidelines, recommends to vote FOR.	
5.4.b	Elect Ms. Marianne Tesler to the remuneration committee	FOR
	The board proposes to elect Ms. Marianne Tesler to the remuneration committee for a 1-year term.	
	Ethos, in accordance with its voting guidelines, recommends to vote FOR.	
5.4.c	Elect Mr. Hans-Kristian Hoejsgaard to the remuneration committee	FOR
	The board proposes to elect Mr. Hans-Kristian Hoejsgaard to the remuneration committee for a 1-ye term.	ar
	Ethos, in accordance with its voting guidelines, recommends to vote FOR.	
6	Election of the auditors	FOR
	The board of directors recommends that shareholders ratify the re-appointment of Ernst & Young as company's external auditors for a further 1-year term. Audit versus non-audit fees	the
	Non-audit fees / Audit fees (2015)	4.6 %
	Non-audit fees / Audit fees (3-year aggregate)	13.0 %
	The non-audit fees being an acceptable level in 2015 and over the past three years, Ethos, in accord with its voting guidelines, recommends to vote FOR.	ance
7	Election of the independent proxy	FOR
	The Minder ordinance requires that the independent proxy be elected by the shareholders. The boar directors therefore proposes the appointment of Grossenbacher Rechtsanwälte as independent pro	

1-year term.



Ethos is not aware of any potential conflict of interests and, in accordance with its voting guidelines, recommends to vote FOR.

### 8

# Binding votes on the remuneration of the board of directors and the executive management

In accordance with the Minder ordinance, the amounts of remuneration of the board of directors and the executive management are submitted to shareholder approval (binding separate votes). Consistent with the provision of the articles of association, the board requests 2 separate votes as follows:

- Prospective vote on the total remuneration of the board of directors (ITEM 8.1)
- Prospective vote on the total remuneration of the executive management in a single vote (ITEM 8.2)

Ethos regrets that the board only proposes a single vote for the remuneration of the executive management while it proposed two separate votes last year (one for the cash remuneration and one for the share-based remuneration).

#### 8.1 Binding prospective vote on the total remuneration of the board of directors

FOR

The board of directors requests shareholder approval of the total maximum remuneration to be paid to the board of directors for the year 2017.

### A) Board proposal

The board requests a maximum total amount of CHF 800'000 (see section 5 of this report for details). In the meeting agenda, the amount is not broken down. Ethos notes that Calida is one of the few company to request the board remuneration for the next financial year. Most companies request the remuneration for the board of directors for the period from one AGM to the other AGM.

#### B) Comparison to company peers

In 2014 (most recent figures available), the total remuneration paid to the members of the board of directors of companies similar to Calida (peers) was the following:

Median remuneration of chairmen	CHF	274'000
Median remuneration of other board members	CHF	94'146

NB: Ethos' peer group consists of 21 companies (excluding companies active in financial services) listed in Switzerland, including Calida, that are comparable to Calida in terms of market capitalisation, number of employees, and total revenues.

In 2015, CHF 536'000 were paid to the 7 non-executive board members. For 2017, it is not yet clear how many members the board will include.

The 2015 remuneration were as follows:

Chairman	CHF	138'000
Other board members (average)	CHF	73'400

Assuming a constant remuneration of the chairman of the board (CHF 138'000) and the election of all 8 other board members listed above, the requested remuneration budget shall not allow any significant increase in the remuneration of the board members. The requested amount shall allow to pay remuneration below the median of the peer group.

### C) Ethos' recommendation

While Ethos regrets that the fees are entirely paid in cash, that several board members do not hold any shares and that the amount requested for the board is not requested from an AGM to an other but based on the 2017 fiscal year, the remuneration of the board members can be accepted as it remains below the average remuneration of the peer group. Ethos, in accordance with its voting guidelines, recommends to vote FOR.

8.2

9



### Binding prospective vote on the total remuneration of the executive management

OPPOSE

The board of directors requests shareholder approval of the total maximum remuneration to be paid to the executive management for the 2017 financial year (prospective vote).

#### A) Board proposal

The board requests a maximum amount of CHF 5.3 million to be paid to the 6 members of the executive management, including the CEO (see section 5 of this report for details). The company has not broken down the amount between fixed, variable and share-based remuneration. In addition, as opposed to last year, the board requests this year the remuneration of the executive management under a single vote.

### B) Ethos' recommendation

Last year, Ethos supported the cash remuneration but opposed the long term plan for the reasons explained under ITEM 3.3. This year, the company has made a step backward by proposing only one vote on the total amount. Ethos regrets this step backward which leaves shareholder with an all or nothing choice. In light of Ethos concerns regarding the long term plan of the new CEO (phantom stock in cash) and of the other members of the management (discretionary amount of options with no performance conditions), Ethos cannot accept the proposed remuneration budget. Ethos urges the board to introduce a share plan to encourage the long term shareholders. In light of the lack of transparency in the invitation package with the long term interest of the shareholders. In light of the lack of transparency in the invitation and Ethos' concerns regarding the long term plan operated by Calida, Ethos, in accordance with point 4.5.d of its voting guidelines, recommends to OPPOSE.

### Miscellaneous

ABSTAIN

Ethos recommends to oppose any unannounced additional proposals made during the AGM either by the board or by a shareholder. The formal meeting agenda does not include this proposal, which is only included in the proxy card with no precise item number. Ethos, in accordance with point 9.1 of its voting guidelines, recommends to ABSTAIN.



# 3. Company Information

Before the General Meeting of 21 April 2016

## 3.1 General Information

Headquarters	Oberkirch (LU), Switzerland
Activities	Calida is a manufacturer of high-quality lingerie, underwear and nightwear. Over the years, with the acquisition of brands that include Millet, Eider, Lafuma and Oxbow, the company has entered into outdoor equipment developing products for alpinists, mountaineers, hikers and excursionists as well as gardeners.
	Through these different brands the Group is divided into five operating divisions:
	- Calida (35.9% of total net sales in 2015) - Aubade (16.0%) - Millet Mountain (29.7%) : combines the brands Millet, Eider and Lafuma Outdoor - Furniture (10.6%): Lafuma Mobilier, expert in outdoor gear - Oxbow (7.8%)
Employees	Total number on 31.12.2015: 2953
Chairman	Dr. iur. Thomas Lustenberger (since 2000), Swiss, aged 65
CEO	Reiner Pichler (since 2016), German, aged 53
	On 17 December 2015, the company announced that due to differences of opinion with the board of directors and the main shareholder, the CEO, Mr. Felix Sulzberger, had resigned and Mr. Reiner Pichler would take over in April 2016 to ensure a continuity of operations.
Listing	SIX Swiss Exchange
	Berlin



# 3.2 Capital

Issued Capital	In CHF	Number	Nominal Value	Issued Capita			
	Registered shares	8'053'437	2.10	16'912'218			
	Total issued capital			16'912'218			
	On 24 February 2016, the board decided to increase the share capital by 38'411 registered shares via the conditional capital. Therefore, the share capital consists of 8'091'848 registered shares representing CHF 16'992'880.8 nominal.						
	Under ITEM 3.5 of the 2016 CHF 0.1. Therefore, the sha representing CHF 809'184.8	re capital would consis		nal value from CHF 2.1 to d shares of CHF 0.1 nominal,			
Authorisation to issue shares	In CHF	Equity	Туре	Number % of Issued Capita			
without guaranteed pre- emptive rights	Conditional capital for emplo participation	oyee Registe	ered shares	268'152 3.3 %			
omptivo rigitto	Total authorisation			3.3 %			
Conditions to file a shareholder resolution	registered shares of CHF 0. The company has no outsta Date 31.12.2015		-	uired 1'000'00 uired 15'285'73			
Restriction on re- gistration of shares or voting rights	The company does not acce	ept any nominee regis	trations.				
Important shareholders	On 21 March 2016:						
	<ul> <li>Shareholder group of the Kellenberger family: 34.5%</li> <li>Micalux SA (Luxemburg): 16.3%</li> <li>Vontobel Fonds Services AG: 7.5% (of which 5.7% represented by a shareholder group composed of Foundation Ethos, Pictet Funds SA and Vontobel Fonds Services AG pooled by an agreement regarding the exercise of voting rights)</li> </ul>						
	At year-end 2015, Calida als without voting rights.	so holds 2'200 treasur	y shares (0.03% of the co	ompany share capital)			

# **Company Information**



# 3.3 Financials and Key Figures

Year end	31. December
rour ona	01. 0000111001

Reporting standard IFRS

		2015	2014	2013
Net revenues	CHF	358.98 million	412.38 million	206.39 million
EBIT	CHF	21.54 million	27.21 million	21.02 million
Net income attributable to shareholders (without minority interests)	CHF	15.92 million	22.00 million	10.86 million
Shareholders' equity	CHF	147.45 million	147.67 million	139.32 million
Market capitalisation at year-end	CHF	259.70 million	296.77 million	225.07 million
Earnings per registered share (basic)	CHF	1.97	2.74	1.36
Dividend per registered share	CHF	0.40	0.80	0.80
Repayment of nominal value per registered share	CHF	0.40	0.00	0.00
Payout ratio (on group net income)		40.00 %	29.20 %	58.82 %
Market value per registered share at year end	CHF	32.10	36.85	28.15



## 3.4 External Auditor





Comments

The lead auditor, Mr. Christoph Michel, has been in charge since 2014.

In 2015, non-audit fees were related to advisory services.



# 4. Remuneration Report

# 4.1 Evolution of the Aggregate Remuneration

### A Members of the Executive Management



### B Board Members (Outside Executive Management)





# 4.2 Global Remuneration Figures

### A Members of the Executive Management

		2015 Number	2015 CHF	2014 Number	2014 CHF	Var.
Total numb	per of persons (FTE)	6.0		5.8		
Cash	Fixed		1'582'000		1'608'000	-1.6%
	Variable		1'818'000		1'979'000	-8.1%
Shares	Fixed	0	0	0	0	0.0%
	Variable	0	0	0	0	0.0%
Options	Variable	54'000	543'000	48'000	353'000	53.8%
Other			939'000		935'000	0.4%
Total			4'882'000		4'875'000	0.1%
Highest pai	d executive		2'341'000		2'477'000	-5.5%
Average oth	ner executives		508'200		503'782	0.9%

### B Board Members (Outside Executive Management)

		2015 Number	2015 CHF	2014 Number	2014 CHF	Var.
Total numb	per of persons (FTE)	6.0		6.3		
Cash	Fixed		445'000		448'000	-0.7%
	Variable		0		0	0.0%
Shares	Fixed	0	0	0	0	0.0%
	Variable	0	0	0	0	0.0%
Options	Variable	0	0	0	0	0.0%
Other			60'000		58'000	3.4%
Total			505'000		506'000	-0.2%
Highest pai	d non-executive		138'000		138'000	0.0%
Average oth	ner non-executives		73'400		69'918	5.0%



### Comments

Members of the executive management

The executive remuneration includes the following elements:

- Base salary
- Annual bonus paid in cash (see section 4.5.B of this report)
- Long-term incentive plan paid in options (see section 4.5.C of this report)
- Pensions
- Benefits in kind

The CEO does not receive options. However, he receives a special cash payment related to the share price increase (see section 4.5.B of this report).

The highest paid executive was Mr. Felix Sulzberger (CEO until April 2016) both in 2014 and 2015.

Non-executive board members

Non-executive board members receive a fixed fee paid in cash. In addition, they may also receive variable compensation or options. However, no options were granted since 2013.

The highest paid non-executive board member was Dr. Thomas Lustenberger (chairman) in both 2014 and 2015.



# 4.3 Individual Remuneration Figures

Individual figures for 2015 (CHF)

### A Members of the Executive Management

Name, Function	Cash Fixed	Cash Variable	Shares Fixed	Shares Variable	Options Variable	Other	Total
F. Sulzberger, CEO	595'000	1'377'000	0	0	0	369'000	2'341'000
Average other executives	197'400	88'200	0	0	108'600	114'000	508'200

### B Board Members (Outside Executive Management)

Name, Function	Cash Fixed	Cash Variable	Shares Fixed	Shares Variable	Options Variable	Other	Total
T. Lustenberger, Ch	120'000	0	0	0	0	18'000	138'000
M. Gadola, VCh	81'000	0	0	0	0	12'000	93'000
B. Grüring, Mbr	71'000	0	0	0	0	11'000	82'000
H. Hoejsgaard, Mbr	71'000	0	0	0	0	11'000	82'000
E. Kellenberger, Mbr	51'000	0	0	0	0	4'000	55'000
M. Tesler, Mbr	51'000	0	0	0	0	4'000	55'000



## 4.4 Best Practice Checklist

### A Members of the Executive Management

Company practice	Each member's remuneration disclosed separately	-
	All pay components disclosed separately (salary, bonus, LTI, pension)	Ok
	Peer group's companies disclosed	-
	Accrual principle applied	Ok
	Performance criteria for short-term incentive adequately disclosed	Ok
	% of annual bonus depending on individual criteria disclosed	-
	Ex-post explanation of the level of achievement of the performance objectives for the short-term incentive	-
	Performance criteria for the vesting of long-term incentive adequately disclosed	Not relevant
	Precise performance objectives for the vesting of the long-term incentive disclosed	Not relevant
	Level of vesting of the long-term incentive (in % of the initial grant) disclosed	Not relevant
	Value realised upon vesting of the long-term incentive disclosed	-
	Shares granted valued at fair market value	Not relevant
	Options granted valued at fair market value	Ok

### B Board Members (Outside Executive Management)

Company practice	Non-executive directors' fees partly paid in shares	-
	Non-executive directors do not receive options	Ok
	Non-executive directors do not receive performance based remuneration	Ok
	Minimum share ownership requirements exist for non-executive board members	-

## 4.5 Remuneration Structure (Executives)

### A Remuneration Breakdown

Breakdown	Base salary	Short-term incentives	Long-term incentives	Pensions / Other
Of highest paid executive	25.4%	58.8%	0.0%	15.8%
Of other executives	38.8%	17.4%	21.4%	22.4%

### **B** Short-term Incentives

Short-term incentives in % of base salary	On target	Maximum	Actual
Of highest paid executive	NA	134.5%	231.5%
Of other executives	NA	52.0%	44.7%

Performance criterion	Туре	Weighting (highest paid)	Weighting (other executives)
Operational EBIT	Absolute	100.0%	100.0%

Calida has two short-term remuneration plans, the second plan is exclusively awarded to the CEO.

1) Cash Bonus: the annual bonus for the CEO (not including the special bonus linked to the share price growth) is capped at CHF 800'000, corresponding to 134% of his current base salary. No bonus is paid in case of under-achievement of targets. The annual bonus is capped at 52% of the base salary for the other executives and no bonus is paid in case of under-achievement of targets.

2) The CEO, Mr. Felix Sulzberger, receives a special cash payment (phantom stock plan) of CHF 375'000 for each CHF 2.50 increase in the share price of the company: CHF 37.50, CHF 40.00, CHF 42.50, etc. This award will continue until 31 December 2016. Should the share price fall below a threshold and then rise again, no second payment is due. In order to receive the payment, the threshold must be exceeded at least 45 days over a period of 120 days following the first day it is reached.

The annual bonus (based on operational EBIT) received by the CEO, Mr. Sulzberger, represents 105% of his base salary. The 231.48% actual achievement compared to base salary includes his special cash payment under the phantom stock plan (as outlined above).

In 2015, the operational EBIT targets were achieved at 120% by the CEO and 118% on average for the other executives.

### Change as of 2016:

The new CEO, Mr. Reiner Pichler, will have a similar option plan to Mr. Felix Sulzberger when he joins the company in 2016. He will also receive a special cash payment (phantom stock plan) of CHF 200'000 for each CHF 2.50 increase in the share price of the company. The first treshold is the Q1 2016 average share price plus CHF 2.50. A first payment of CHF 100'000 is due when the share price sustainably exceeds the treshold. A second payment of CHF 100'000 is due when the share price at that time be below the threshold two years after the date at which it was sustainably exceeded. Should the share price at that time be below the threshold, the bonus can still be achieved if the share price sustainably exceeded on 90 days, which do not have to be consecutive. Should the share price fall below a threshold and then rise again, no second payment is due.



### C Long-term Incentives

Incentive	Plan 1	Plan 2	Plan 3
Type of awards	Options	-	-
Fair value at grant date disclosed	Yes		
Vesting period for time-vesting awards	1-4 years		
Performance period	None		
Sale restriction after performance/vesting period	Not relevant		
Absolute performance criteria for vesting	None		
Relative performance criteria for vesting	None		
Initial grant for the highest paid (in % of the base salary)	Discretionary		
Minimum final grant (in % of initial grant)	100%		
Maximum final grant (in % of initial grant)	100%		
Maximum payout (valued at date of grant, in % of the base salary)	NR		

### Comments

### Plan 1

Options are granted on a discretionary basis to executive management.

Each option gives the right to one share. 54'000 options were granted in 2015 (48'000 in 2014). Options have no performance conditions and are valued according to the Binomial model.

The weighted average fair value of the options granted in 2015 was CHF 10.33 (2014: CHF 7.47) per option. Options vest over a period of 4 years.



# 4.6 Remuneration and Financial Performance

## A Change in Remuneration 2014-2015

Highest paid executive	-5.5%
Average other executives	0.9%
Highest paid non-executive	0.0%
Average other non-executives	5.0%

### B Change in Financial Performance 2014-2015

Sales	-12.9%
Operating income	-20.8%
Net income	-27.7%
Total shareholder return	-10.7%



# 4.7 Share and Option Holdings

### A Members of the Executive Management

Name	Function	31.12.2015 Shares	31.12.2015 Options	31.12.2014 Shares	31.12.2014 Options
F. Sulzberger	CEO	75'084	0	138'780	0
Total other executives	OE	4'000	141'432	4'000	117'243
Total		79'084	141'432	142'780	117'243

### B Board Members (Outside Executive Management)

Name	Function	31.12.2015 Shares	31.12.2015 Options	31.12.2014 Shares	31.12.2014 Options
T. Lustenberger	Ch	74'680	0	74'680	0
M. Gadola	VCh	0	0	0	0
B. Grüring	Mbr	34'174	0	21'174	0
H. Hoejsgaard	Mbr	0	0	0	0
E. Kellenberger	Mbr	2'776'245	0	2'772'170	0
M. Tesler	Mbr	0	0	0	0
Total		2'885'099	0	2'868'024	0

### Comments

The shares indicated for Mr. Kellenberg are held by the shareholder group of the Kellenberg family.



# 5. Remuneration Requested

### **Executive Management**

ltem	Component	Туре	Amount requested (CHF)	Nb. of pers. (FTE)	Modality
8.2	Fixed and variable remuneration (short-term and long-term)	Cash, options	5'300'000	6.0	Prospective

Total remuneration requested for the executive management: 5'300'000

### **Board of Directors**

ltem	Component	reque	nount lested Nb. of pers. (CHF) (FTE)	Modality
8.1	Fixed remuneration	Cash 800	00'000 7.0	Prospective

Total remuneration requested for the board of directors:

800'000

### Comments

Board members may also receive variable compensation or options. However, no options were granted since 2013.

## Composition after the General Meeting of 21 April 2016

Committee	Executive	Affiliated non-executive	Independent non-executive	Total
Board of Directors	0	3	6	9
Audit committee	0	0	2	2
Nomination and remuneration committee	0	0	3	3

Election procedure for directors	Individual
Mandate duration	1 year
Maximum term of office	None
Mandatory age limit	70 years
Single signature	No
Number of board meetings during the past year	5 (duration between 0.5 and 1.5 day)
Number of audit committee meetings during the past year	3 (duration not disclosed)
Number of nomination and remuneration committee meetings during the past year	2 (duration not disclosed)
Attendance rate at board meetings not disclosed	

NB: The above figures are based on the assumption that all nominees will be re-elected, i.e. including Felix Sulzberger, who is proposed by Micalux S.A. under ITEM 5.2.b.

Out of the 5 board meetings, one was held via telephone conference. In addition, 2 extraordinary telephone conferences and 2 extraordinary meetings were held.

Ms. Marianne Tesler will turn 70 years old in 2016. Therefore, she should not stand for re-election at the 2017 AGM according to the mandatory age limit set by Calida.



### Dr. iur. Thomas Lustenberger

Affiliated	Chairman	Up for Re-election
Nationality	Swiss	
Age	65	
Director since / term ends	2000 / 2017	
Committee memberships	none	
Affiliation	<ul> <li>Board membership exceeding time limit for independence</li> <li>Consultancy fees</li> </ul>	
	Partner of Meyerlustenberger Lachenal, which invoiced Calida for fees a 88'000 in 2015 for various consultancy services. (222'000 in 2014 and 1	0
Main activity	– Meyerlustenberger Lachenal AG, Law Firm, Switzerland - Partner & Cha	irman
Directorships	– Nordisk Gold und Silber Design AG, Switzerland - Chairman – Altium Capital AG, Switzerland - Member	
Other relevant mandates	– Golfclub Reuss Hünenberg, Switzerland - Chairman	

Marco Gadola		
Independent	Vice Chairman	Up for Re-election
Nationality	Swiss	
Age	53	
Director since / term ends	2011 / 2017	
Committee memberships	– Audit committee, Chairman	
Main activity	– Straumann (listed), Switzerland - CEO	
Directorships	– MCH Group AG (listed), Switzerland - Member	
Other relevant mandates	– ITI Foundation (International Team for Implantology), Switzerland - Memb	er
Comments	CEO Asia Pacific of Panalpina (2012-2013). CFO of Panalpina (2008-2012). CFO and COO of Straumann (2005-2008). CFO of Hero (2001-2005).	



### Beat Grüring

Independent	Member	Up for Re-election
Nationality	Swiss	
Age	55	
Director since / term ends	2005 / 2017	
Committee memberships	<ul> <li>Nomination and remuneration committee</li> </ul>	
Main activity	– Tally Weijl, Switzerland - CEO and Co-Owner	

Hans-Kristian Hoejsg	aard	
Independent	Member	Up for Re-election
Nationality	Danish	
Nationality	Danish	
Age	58	
Director since / term ends	2014 / 2017	
Committee memberships	<ul> <li>Audit committee</li> <li>Nomination and remuneration committee</li> </ul>	
Main activity	– Oettinger Davidoff AG, Switzerland - CEO and board member	
Other relevant mandates	– Pension Fund Oettinger Davidoff AG, Switzerland - Chairman	
Comments	President & CEO of Timex Group, USA (2008-2009). President & CEO of Georg Jensen, Denmark (2003-2007).	

ethos
-------

Erich Kellenberger		
Affiliated	Member	Up for Re-election
Nationality	Swiss	
Age	68	
Director since / term ends	1986 / 2017	
Committee memberships	none	
Affiliation	<ul> <li>Important shareholder or its representative</li> <li>Business relationship</li> <li>Board membership exceeding time limit for independence</li> <li>Representative of the founding family, holding 34.5% of the shares. Chairman of Blue Lemon, from which the company generated CHF 353'0 2015 (CHF 415'000 in 2014 and CHF 465'000 in 2013).</li> </ul>	000 of revenues in
Main activity	none	
Directorships	– Dama AG, Switzerland - Chairman & Co-Owner – Blue Lemon AG, Switzerland - Chairman & Co-Owner – Habene AG, Handel & Consulting, Switzerland - Chairman – Dreiländerfunk AG, Switzerland - Member – Smike AG, Switzerland - Member	
Comments	CEO of Calida Holding AG until 2001.	

Stefan Portmann		
Independent	Member	New Nominee
Nationality	Swiss	
Age	48	
Director since / term ends	2016 / 2017	
Committee memberships	none	
Main activity	– Retail Fashion Partners AG, Switzerland - Chairman and co-owner	
Directorships	– Flaschenpost Services AG, Switzerland - Vice Chairman – Stöckli Swiss Sports AG, Switzerland - Member – RealLook AG, Switzerland - Member – Staff Finder Holding AG, Switzerland - Member	
Other relevant mandates	– pro juventute, Switzerland - Member	
Comments	Former franchiser of the brands "Intimissimi" and "Calzedonia". Former partner of Schild, until its sale to Globus in 2014.	



Jean-Paul Rigaudeau		
Independent	Member	New Nominee
Nationality	French	
Age	57	
Director since / term ends	2016 / 2017	
Committee memberships	none	
Main activity	– Implantica AG, Switzerland - co-CEO	
Directorships	– Fairtrade International, Germany - Member	
Other relevant mandates	– Rainbows4children Stiftung, Switzerland - Member	
Comments	CEO of Unilabs (2009-2013). Executive positions (2004-2007) and President Europe (2008) at Kraft Foods. Managing director at Johnson&Johnson (2000-2004).	

Felix Sulzberger		
Affiliated	Member	Up for Re-election
Nationality	Swiss	
Age	65	
Director since / term ends	2008 / 2017	
Committee memberships	none	
Affiliation	– Former executive	
	CEO of Calida from 2001 to April 2016.	
Main activity	none	
Other relevant mandates	– Finatem Beteiligungs GmbH, Germany - Member, Advisory Board – Foundation BEST Art Collection Luzern, Switzerland - Member	
Comments	CEO of Calida, Switzerland (2001-April 2016). Senior Vice President and General Manager Europe of Reebook (2000-200	1).



Marianne Tesler		
Independent	Member	Up for Re-election
Nationality	French	
Age	70	
Director since / term ends	2006 / 2017	
Committee memberships	<ul> <li>Nomination and remuneration committee</li> </ul>	
Main activity	– Consultant - Fashion	
Other relevant mandates	– International House, USA - Member	
Comments	CEO of Art Partners Inc, USA (2008-2015). CEO of Damon Dash Enterprises, USA (2006-2008). International Development of multi-brand concept for Antichi Pelletieri, Italy CEO of Givenchy Haute-Couture & Ready-to-Wear, France (1999-2004).	(2004-2006).



# 7. Glossary

English	Deutsch	Français
A		
Activities	Aktivitäten	Activités
Affiliated	Affiliiert	Affilié
AGM (Annual General Meeting)	Ordentliche Generalversammlung	Assemblée générale ordinaire
Annual bonus	Jahresbonus	Bonus annuel
Attendance rate	Teilnahmequote	Taux de présence
Audit committee	Prüfungsausschuss	Comité d'audit
Audit fees	Honorare für Revisionsdienstleistungen	Honoraires de révision
Audit-related fees	Honorare für revisionsnahe Dienstleistungen	Honoraires pour les services liés à la révision
Autorised capital	Genehmigtes Kapital	Capital autorisé
Average	Mittelwert	Moyenne
В		
Base salary	Grundgehalt	Salaire de base
Bearer share	Inhaberaktie	Action au porteur
Board meeting	Verwaltungsratssitzung	Séance du conseil d'administration
Board members	Verwaltungsratsmitglieder	Membres du conseil d'administration
Board of directors	Verwaltungsrat	Conseil d'administration
Breakdown	Detaillierte Offenlegung	Répartition détaillée
С		
Capital	Kapital	Capital
Capital contribution reserves	Reserven aus Kapitaleinlagen	Réserves issues d'apports en capital
CEO (Chief Executive Officer)	Geschäftsleiter	Président de la direction générale
Chairman	Verwaltungsratspräsident	Président du conseil d'administration
Chairman's committee	Ausschuss des Verwaltungsratspräsidenten	Comité du président du conseil d'administration
Comments	Kommentare	Commentaires
Committee meeting	Ausschusssitzung	Séance du comité
Conditional capital	Bedingtes Kapital	Capital conditionnel
Corporate governance committee	Ausschuss für Corporate Governance	Comité de gouvernance d'entreprise
D		
Dividend	Dividende	Dividende
Dividend rights certificates	Partizipationsscheine	Bons de participation
E		
Earnings per share	Gewinn pro Aktie	Bénéfice par action

# Glossary



English	Deutsch	Français
E		
EGM (Extraordinary General Meeting)	Ausserordentliche Generalversammlung	Assemblée générale extraordinaire
Election	Neuwahl	Election
Election procedure for directors	Wahlverfahren für Verwaltungsräte	Procédure d'élection des administrateurs
Employees	Personalbestand	Employés
Executive management	Geschäftsleitung	Direction générale
External auditor	Externe Revisionsstelle	Auditeur externe
F		
Fair value	Beizulegender Zeitwert	Juste valeur
Fees	Gebühren	Honoraires
Financial performance	Finanzergebnis	Performance financière
Financial reporting	Finanzberichterstattung	Information financière
Financials	Finanzergebnis	Données financières
G		
General information	Allgemeine Informationen	Informations générales
Global remuneration figures	Allgemeine Vergütungsangaben	Rémunérations agrégées
н		
Headquarters	Hauptsitz	Siège social
Highest paid executive	Höchstbezahltes Mitglied der Konzernleitung	Membre le mieux rémunéré de la direction générale
I		
Important shareholders	Bedeutende Aktionäre	Actionnaires importants
Independent	Unabhängig	Indépendant
Individual remuneration figures	Individuelle Vergütungsangaben	Rémunérations individuelles
Internal Control	Internes Kontrollsystem	Contrôle interne
К		
Key figures	Kennzahlen	Chiffres clés
L		
Listing	Kotierung	Cotation
LTIP (Long-term incentive plan)	Langfristige Beteiligungspläne	Plan de participation à long terme
Μ		
Mandate duration	Mandatsdauer	Durée du mandat
Mandatory age limit	Obligatorische Altersgrenze	Limite d'âge statutaire
Market capitalisation	Marktkapitalisierung	Capitalisation boursière
Market value	Marktwert	Valeur boursière
Ν		
NA (Not available)	Nicht verfügbar	Pas disponible
ND (Not disclosed)	Nicht offengelegt	Pas publié
Net income	Reingewinn	Bénéfice net

# Glossary



English	Deutsch	Français
Ν		
Net revenues	Nettoerträge	Revenus nets
New nominee	Neuer Kanditat / Neue Kandidatin	Nouveau candidat
Nomination and remuneration committee	Nominations- und Vergütungsausschuss	Comité de nomination et de rémunération
Nomination committee	Nominationsausschuss	Comité de nomination
Non-audit fees	Honorare für nicht revisionsbezogene Dienstleistungen	Honoraires non liés à la révision
Non-voting equity securities	Genussscheine	Bons de jouissance
Notice period	Kündigungsfrist	Délai de préavis
NR (Not relevant)	Irrelevant	Pas pertinent
0		
Operating income	Betriebsergebnis	Résultat d'exploitation
Operating margin	Operative Marge	Marge opérationnelle
P		
Payout ratio	Gewinnausschüttungsquote	Taux de distribution du bénéfice
Peer group	Vergleichsgruppe	Groupe de référence
Pensions	Altersvorsorge	Contributions de retraite
Performance criteria	Leistungskriterien	Critères de performance
R		
Re-election	Wiederwahl	Réélection
Registered share	Namensaktie	Action nominative
Remuneration	Vergütung	Rémunération
Remuneration committee	Vergütungsausschuss	Comité de rémunération
Reporting standard	Rechnungslegungsstandard	Norme comptable
Restriction on registration of shares or voting rights	Beschränkungen der Übertragbarkeit der Aktien und des Stimmrechts	Restrictions relatives à l'inscription des actions ou aux droits de vote
Return on equity	Eigenkapitalrendite	Rendement des capitaux propres
Risk committee	Risiko-Ausschuss	Comité des risques
S		
Share and option holdings	Aktien- und Optionenbesitz	Détention d'actions et d'options
Share capital	Aktienkapital	Capital-actions
Shareholder resolution	Aktionärsantrag	Résolution d'actionnaire
Shareholders' equity	Eigenkapital	Capitaux propres
Short-term incentives	Kurzfristige variable Vergütung	Rémunération à court-terme
Stock ownership requirements	Aktienbesitz Anforderungen	Exigences en matière de détention d'actions
Strategy committee	Strategie-Ausschuss	Comité de stratégie
Structure	Struktur	Structure
Sustainability committee	Ausschuss für Nachhaltigkeit	Comité de développement durable

# Glossary

English	Deutsch	Français
Т		
Total revenues	Betriebsertrag	Revenus totaux
Total shareholder return	Gesamte Aktienrendite	Rentabilité de l'action
U		
Up for re-election	Zur Wiederwahl	A réélection
Y		
Year end	Jahresende	Fin de l'année



### Report issued:

07 April 2016

### Analyst:

Romain Perruchoud

### About Ethos

The Ethos Foundation aims at promoting socially responsible investment as well as a stable and prosperous socio-economic environment. Ethos is composed of more than 210 Swiss pension funds and other tax-exempt institutions. Its subsidiary Ethos Services is an acknowledged provider of consulting services comprising socially responsible investment (SRI) funds, shareholder meeting analyses and an investor engagement and dialogue programme. For further information: www.ethosfund.ch.

#### Frequently used abbreviations

AGM EGM NA	Annual General Meeting Extraordinary General Meeting Not available
CEO	Chief Executive Officer
CFO	Chief Financial Officer
COO	Chief Operating Officer
OE	Other Executive Function
Ex-	Former



info@ethosfund.ch www.ethosfund.ch

Place Cornavin 2 PO Box CH - 1211 Geneva 1 T +41 (0)22 716 15 55 F +41 (0)22 716 15 56

Zurich Office: Gessnerallee 32 CH - 8001 Zurich T +41 (0)44 421 41 11 F +41 (0)44 421 41 12

#### Disclaimer

Ethos' analyses are based on information gathered from sources available to investors and the general public, e.g. company reports, websites and direct contacts with company officers. Ethos processes the information received and formulates its own voting recommendations in accordance with its voting guidelines (www.ethosfund.ch). Despite multiple verifications, the information provided cannot be guaranteed accurate. The analyses are intended to help investors (members or clients of Ethos or any other potential users) make informed decisions at companies' general meetings but cannot, in any way, be considered as a portfolio investment tool or advice for investing in securities.

© Ethos. All rights reserved. Unauthorised reproduction, lending, hiring, transmission or distribution of any data is prohibited.