



JUNGFRAUBAHN HOLDING AG

# ANNUAL REPORT 2017

Part 2: Financial Report



Official Version

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# FINANCIAL REPORT

*Financial Report***JUNGFRAU RAILWAY GROUP****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

With an annual profit of CHF 41.6 million, the Jungfrau Railway Group achieved the best result in its history in 2017.

The Jungfrau Railway Group generated a total operating income of CHF 193.8 million, which corresponds to an increase of CHF 24.7 million. The most important source of income is still transport, which amounted to CHF 143.8 million in the reporting year, which is 14.1% over the previous year and 7.3% above the previous record year of 2015. Operating expenses increased by CHF 8.1 million. Accordingly, EBITDA rose by 23.4% to CHF 87.7 million and cash flow by 14.7% to CHF 63.6 million. Depreciation and amortisation remained unchanged at CHF 34.7 million. At CHF 53.0 million, for the first time EBIT exceeded the threshold of CHF 50 million, which corresponds to an EBIT margin of 27.4%. After a virtually balanced financial result and taxes, the annual accounts show an annual profit of CHF 41.6 million, 34.4% above the previous year.

Investments of CHF 29.8 million made during the reporting year 2017 were fully financed from cash flow, except for CHF 4.2 million in interest-free infrastructure loans from the public authorities for the Lauterbrunnen-Wengen route.

Investment focus points were on the new soft-adventure offer First-Glider, the expansion of the Harder Kulm restaurant, the conversion of the track and platform systems at Lauterbrunnen, the replacement of tracks and the safety system on the Lauterbrunnen-Wengen line, various upgradings of the power grid and the railway power supply, the completion of the goods transfer hall of the Mürren Railway, extensions of the web platform and the planning of the V-Cableway project.

As at 31 December 2017, the consolidated balance sheet shows a solidly funded company with an equity ratio of 81.6%. It has no interest-bearing liabilities and has cash and cash equivalents of CHF 82.3 million.

The Jungfrau Railway Group is therefore well prepared for the realization of the core elements of the V-Cableway project. To date, the company has invested CHF 108 million in this generational project. In addition to the already completed rolling stock renewals of the Wengernalp and Jungfrau Railway of CHF 93.5 million and the renewal of the corresponding power supply of CHF 3.4 million, planning costs of CHF 10 million were accrued for the sub-projects Eiger-Express, Terminal and Grund car park.



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### INFORMATION ON THE BUSINESS SEGMENTS

The most important segment **Jungfrauoch – Top of Europe** generated a net income of CHF 128.7 million. The increased demand is based on the broad diversification of the markets and, in particular, significantly stronger demand from Asia compared to 2016. The best results in its history were achieved, both in terms of visitor numbers and transport income. With 1,041,500 visitors, more than a million guests travelled to the Jungfrauoch – Top of Europe in the reporting year, for the second time since 2015. The transport income segment increased by 14.8% to CHF 107.2 million. The high number of visitors had a positive effect on the Top of Europe shops, which also achieved a new record with sales of CHF 7.5 million. After a slower previous year, it paid off for Jungfrau Railways to once again intensify its active involvement in Asian markets, in order to improve customer satisfaction through quality measures and to further strengthen the "Jungfrau – Top of Europe" brand. Earnings before interest, tax, depreciation and amortisation (EBITDA) amounted to CHF 66.6 million, accounting for 75.9% of Group EBITDA.

Slightly better than the previous year, but still at a low level, was business development in **winter sports**. Business performance was below average from the beginning of 2017 until the end of the season in spring 2017. Thanks to a pleasing start to the season, the result improved from mid-November. The number of skier visits across the Jungfrau Ski Region rose by 3% year-on-year to 936,500, and the Group's share of the transport business revenue rose by 6.5% to CHF 20.7 million. With net sales of CHF 26.1 million, the segment achieved an EBITDA of CHF 0.3 million. The winter sports segment continues to make a significant contribution to the other divisions.

The **Experience Mountains** continued to develop very positively. All participating railways – the Harder Railway, First Railway and the Lauterbrunnen-Mürren Mountain Railway – achieved new records in transport revenue. Overall, this increased by 21.1% to CHF 15.9 million. The extension of the seasonal opening times and the independent positioning of all Experience Mountains are paying off. In this context, the sales increase of 45% to CHF 2.4 million in the adventure offers in the Grindelwald-First area and the increase in traffic revenue by 39.5% to nearly CHF 4 million at the Harder Railway are noteworthy. Overall, segment sales for the Experience Mountains increased by 19.2% to CHF 22.0 million and led to an EBITDA increase of 34.3% to CHF 10.2 million.

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### STRATEGIC FINANCIAL TARGETS

The strategic financial objectives of the Jungfrau Railway Group reflect the orientation towards long-term goals and the policy of a value-oriented company (value stock). The profit and free cash flow targets also determine the financial planning of the Group.

Key figure	Target value
Return on sales	≥ 12%
EBIT margin	≥ 15%
Investments / cash flow	< 50%
Payout ratio	33% – 50%
Cumulative free cash flow 2014–2023	≥ CHF 150 Mio.
Equity ratio	> 70%

In order to meet the objectives of self-financing and investment in relation to cash flow, the long-term average applies when it comes to the assessment. Due to the high investment requirements of the V-Cableway project, the investment / cash flow objective cannot be met temporarily.

In 2017, the Jungfrau Railway Group exceeded all targets. The return on sales amounted to 21.5%, the EBIT margin reached 27.4%. With the proposed dividend increase to CHF 2.40 per share (previous year CHF 2.10), the payout ratio at 33.9% is at the lowest end of the defined target range. Capital expenditures accounted for 37.9% of cash flow during the year, but only due to delays in realizing the key elements of the V-Cableway project. For 2017, this resulted in an unexpectedly high free cash flow of CHF 33.8 million. The accumulated free cash flow for the 2014-2023 target period at the end of 2017 therefore amounts to CHF 57.2 million. At the end of the reporting year, the level of self-financing was 81.6%.

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### RISK MANAGEMENT AND ICS

In the context of risk management, Jungfrau Railways deals with possible events that could jeopardise the achievement of strategic and financial objectives. Both opportunities and risks are identified. These are discussed regularly as part of the update of the SWOT analysis (see in the management report: "Message from the company management / Opportunities and risks").

Jungfrau Railways has an internal control system (ICS) that meets legal requirements. This tool is used in the particularly sensitive area of finance to ensure the correctness and reliability of the reporting.

The IT security policy of Jungfrau Railways pursues a best-practice approach. The rules are defined in the IT security policy, the IT security guidelines for employees, and the IT password guidelines / user authorisation concept. In addition, special service levels are defined for all business-relevant applications and the change process is monitored by a specialist group in a risk-based manner.

The risk management process is embedded in the existing process landscape. Process organisation regulates responsibilities and ensures that the relevant measures are planned and implemented. The risk index (risk catalogue) forms the central basis for the formal risk process.

The risks are assessed according to financial impact and probability of occurrence and positioned based on their importance for the company (risk profile). The risk catalogue of Jungfrau Railways provides an overview of the operational risks and is revised annually. The Board discusses and supplements the strategic risks when necessary, but at least once a year. The external and internal audit activities are closely linked to risk management. In addition to internal audits, which are used by the Executive Board to check certain areas, Jungfrau Railways is regularly externally audited by the Swiss Federal Office of Transport, SUVA and the certification body for the ISO 9001/2015 quality management certificate.

While climate change makes the Jungfrau Railway's offer, especially the ascent into a world of ice and snow, ever more exclusive, the challenges arising from the dynamic weather conditions and thawing of the permafrost are increasing. To counter this, Jungfrau Railways has a long and proven tradition. Experiences are correspondingly vast and the precautions taken extensive. A constant assessment and documentation of the current risk situation by responsible and trained staff forms the basis of our safety arrangements. In the context of a paper in July 2017 by Dr Matthias Huss from the Research Institute for Hydraulic Engineering, Hydrology and Glaciology, ETH Zurich, and Daniel Tobler, from Geotest, the Management Board received a report on the latest research, ice measurements, climate and glacier models. The Management Board wanted to know what lessons can be drawn from these general research results, measurements and calculations for Jungfrauoch ski resorts and the Jungfrauoch ski area. The two experts were able to confirm the symptoms of long-term climate change. Furthermore, rock stability, snow cover, ice thickness in maintaining the facilities and the planning of longer-term investments will require the utmost attention. On the other hand, the specialists were also able to calm fears, especially for the Jungfrauoch. The speed of upheavals in nature is not comparable to the feverish nature of economic cycles. The models also show in the most pessimistic scenarios that ice cover will still be found on the Jungfrauoch in the year 2100. In the slowness of change, however, there is the risk of overlooking and ignoring the problem. In order to align the orientation of the company with the circumstances of nature, the experts recommend that protective measures be continued and developed as required. When planning renewal

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of facilities, for example, the permafrost development must always be taken into account as a long-term framework for the entire service life. Critical situations at trouble spots can occur unexpectedly, so that the willingness to intervene in a quick and situation-appropriate way must be upheld. This requirement must be taken into account in the provision of resources (emergency power, intervention vehicles etc.), training and during organisation. The experts place special emphasis on the documentation of the change by means of measuring points, photogrammetric methods and the daily monitoring with automatic cameras, hot water drilling in the glacier, detailed modelling of exposed areas. The recommendations of the experts encouraged the Management Board in its previous approach. The latest findings on local climatic and glaciological developments were incorporated into the specific risk portfolio.

An entirely different important topic was the challenges of digitisation. The Management Board discussed these with the internal specialists. These showed that due to digitisation, a whole series of projects are already in progress and many innovations have already been introduced. One focus is on digitising the processing of the markets that are particularly relevant to Jungfrau Railways. In addition to the "normal" online booking, developments in B2B partner management as well as the provision of flexible reservation and boarding systems are particularly in focus here. For the new V-Cableway, which brings together different customer segments with different requirements in one terminal in Grindelwald Grund, the boarding and the customer guidance must be based entirely on digitised or digitisable processes. In the development of new business models, computer science is integrated into an iterative process with feedback in order to tap the benefits of technological developments. In the intensive exchange between those responsible for the development of business strategies and the IT specialists lies the key to the gateway to the digital world. In this sense, digitisation is not just a matter of IT. Jungfrau Railways is tackling the challenges of digitisation with organisational IT upgrading (into its own department) and the integration of IT in innovation and marketing processes.



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### CONSOLIDATED BALANCE SHEET

#### At 31 December

CHF (thousands)	Note	2017	%	2016	%
<b>Assets</b>					
Current assets					
Liquid funds		82,284		58,841	
Receivables from deliveries and services	1	9,579		7,705	
Other current receivables	2	15,796		4,517	
Inventories		1,953		1,373	
Accrued income	3	6,775		7,177	
<b>Total current assets</b>		<b>116,387</b>	<b>17.7%</b>	<b>79,613</b>	<b>12.7%</b>
Fixed assets					
Financial assets	4	6,709		9,464	
Tangible assets	5	524,926		527,609	
Intangible assets	6	8,737		8,618	
<b>Total fixed assets</b>		<b>540,372</b>	<b>82.3%</b>	<b>545,691</b>	<b>87.3%</b>
<b>Total Assets</b>		<b>656,759</b>	<b>100.0%</b>	<b>625,304</b>	<b>100.0%</b>
<b>Liabilities</b>					
Outside capital					
Liabilities from deliveries and services	7	18,025		23,766	
Current financial liabilities	8	740		740	
Other current liabilities	9	4,952		4,683	
Current provisions	10	1,975		1,299	
Deferred income	11	16,631		12,633	
<b>Total current borrowed capital</b>		<b>42,323</b>	<b>6.4%</b>	<b>43,121</b>	<b>6.9%</b>
Non-current financial liabilities	8	36,431		33,003	
Non-current provisions	10	42,094		43,063	
<b>Total non-current borrowed capital</b>		<b>78,525</b>	<b>12.0%</b>	<b>76,066</b>	<b>12.2%</b>
<b>Total borrowed capital</b>		<b>120,848</b>	<b>18.4%</b>	<b>119,187</b>	<b>19.1%</b>
Equity					
Share capital	23	8,753		8,753	
Capital reserves		-1,417		-1,850	
Treasury shares	23	-399		-442	
Retained earnings [1]		524,588		495,540	
<b>Equity shareholders of Jungfraubahn Holding AG</b>		<b>531,525</b>		<b>502,001</b>	
Minority interests		4,386		4,116	
<b>Total equity</b>		<b>535,911</b>	<b>81.6%</b>	<b>506,117</b>	<b>80.9%</b>
<b>Total liabilities</b>		<b>656,759</b>	<b>100.0%</b>	<b>625,304</b>	<b>100.0%</b>

[1] Due to a change in the presentation, the profit for the year is no longer shown on a separate line but included in retained earnings. The previous year has been adjusted accordingly.

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### CONSOLIDATED INCOME STATEMENT

#### 1 January to 31 December

CHF (thousands)	Note	2017	2016
<b>Operating income</b>			
Transportation revenues	12	143,799	125,984
Compensation	13	10,152	9,060
Sale of energy		9,768	9,528
Souvenir shops		7,549	5,981
Dining and accommodation		488	65
Service income		6,549	5,779
Rental income	14	7,857	6,538
Other income	15	7,608	6,095
<b>Total operating income</b>		<b>193,770</b>	<b>169,030</b>
<b>Operating expenses</b>			
Cost of goods	16	-3,634	-2,733
Purchase of energy		-2,967	-3,040
Personnel expenses	17	-55,276	-53,402
Other operating expenses	20	-44,150	-38,776
<b>Total operating expenses</b>		<b>-106,027</b>	<b>-97,951</b>
<b>EBITDA</b>		<b>87,743</b>	<b>71,079</b>
<b>Depreciation and amortisation</b>			
Depreciation of tangible assets	5	-33,399	-33,833
Amortisation of intangible assets	6	-1,306	-914
<b>Total depreciation and amortisation</b>		<b>-34,705</b>	<b>-34,747</b>
<b>EBIT</b>		<b>53,038</b>	<b>36,332</b>
<b>Financial result</b>			
Financial expenses		-533	-174
Results from associated companies		-2	-3
Financial income	21	464	2,722
<b>Total financial result</b>		<b>-71</b>	<b>2,545</b>
<b>Profit before tax</b>		<b>52,967</b>	<b>38,877</b>
Income taxes	22	-11,366	-7,913
<b>Annual profit</b>		<b>41,601</b>	<b>30,964</b>
Shareholders of Jungfraubahn Holding AG		41,292	30,902
Minority interests		309	62
<b>Result per share</b>			
Shares issued		5,835,000	5,835,000
Average balance of time-weighted treasury shares		-9,541	-10,736
Average number of time-weighted outstanding shares		5,825,459	5,824,264
<b>Undiluted and diluted result per share</b>	<b>CHF</b>	<b>7.09</b>	<b>5.31</b>

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### CONSOLIDATED CASH FLOW STATEMENT

#### 1 January to 31 December

CHF (thousands)	Note	2017	2016
Annual profit		41,601	30,964
Depreciation of tangible assets	5	33,399	33,833
Amortisation of intangible assets	6	1,306	914
Change of provisions	10	-293	269
Book profits from the sale of fixed assets		-11	-28
Results from associated companies		2	3
Badwill from the acquisition of subsidiary shares	21	-9	-2,440
Value adjustment of financial assets	4	319	3
Other non-cash items [1]		2,024	1,289
<b>Cash flow before change in net current assets</b>		<b>78,338</b>	<b>64,807</b>
Increase / decrease in receivables from deliveries and services		-1,874	1,444
Increase in other current receivables	2	-11,279	-2,129
Increase in inventories [2]		-520	-14
Increase / decrease in accrued income		402	920
Increase / decrease in liabilities from deliveries and services		-5,741	8,462
Increase / decrease in other short-term liabilities		269	1,253
Decrease/increase in deferred income		3,998	-6,224
<b>Cash flow from operating activities</b>		<b>63,593</b>	<b>68,519</b>
Investments in tangible assets [3]	5	-31,196	-44,610
Investments in financial assets	4	-3	-3,980
Acquisition of subsidiaries less cash [2] [3]		-335	0
Investments in intangible assets	6	-1,425	-3,303
Divestment of tangible assets		766	642
Divestment of financial assets		2,437	843
<b>Cash flow from investing activities</b>		<b>-29,756</b>	<b>-50,408</b>
<b>Free cash flow</b>		<b>33,837</b>	<b>18,111</b>
Increase in financial liabilities	8	4,168	5,509
Repayment of financial liabilities	8	-740	-740
Founding of Grindelwald Grund Infrastruktur AG		0	40
Purchase of minority shares		-6	-418
Investment in own shares incl. transaction costs		-2,244	-1,954
Divestment of own shares		697	886
Transaction costs for divestment of own shares		-2	-4
Profit distribution to minority interests		-23	-23
Profit distribution to Jungfraubahn Holding AG		-12,244	-11,654
<b>Cash flow from financing activities</b>		<b>-10,394</b>	<b>-8,358</b>
<b>Change in liquid assets</b>		<b>23,443</b>	<b>9,753</b>
Liquid funds 1 January		58,841	49,088
Liquid funds 31 December		82,284	58,841
Change in liquid assets		23,443	9,753

[1] Equity compensation programme for administration board, management and employees [2] Increase in inventories due to acquisition of Jungfrau Gastronomie AG kCHF 60 [3] Increase in tangible assets due to acquisition of Jungfrau Gastronomie AG kCHF 275

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### CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

At 31 December

CHF (thousands)	Note	Share capital	Capital reserves	Treasury shares	Retained earnings	Equity shareholders of Jungfraubahn Holding AG	Minority shares	Total equity
<b>Equity at 01/01/2016</b>		<b>8,753</b>	<b>-1,797</b>	<b>-1,380</b>	<b>476,292</b>	<b>481,868</b>	<b>5,603</b>	<b>487,471</b>
Acquisition of own shares	23		-11	-1,943		-1,954		-1,954
Sale of treasury shares	23		-42	2,881		2,839		2,839
Annual profit					30,902	30,902	62	30,964
Dividends					-11,654	-11,654	-23	-11,677
Purchase of subsidiary shares	24					0	-3,526	-3,526
Founding of Grindelwald Grund Infrastruktur AG	24					0	2,000	2,000
<b>Equity at 31/12/2016</b>		<b>8,753</b>	<b>-1,850</b>	<b>-442</b>	<b>495,540</b>	<b>502,001</b>	<b>4,116</b>	<b>506,117</b>
Acquisition of own shares	23		-6	-2,238		-2,244		-2,244
Sale of treasury shares	23		439	2,281		2,720		2,720
Annual profit					41,292	41,292	309	41,601
Dividends					-12,244	-12,244	-23	-12,267
Purchase of subsidiary shares	24					0	-16	-16
<b>Equity at 31/12/2017</b>		<b>8,753</b>	<b>-1,417</b>	<b>-399</b>	<b>524,588</b>	<b>531,525</b>	<b>4,386</b>	<b>535,911</b>

*Financial Report***ANNEXES TO THE CONSOLIDATED FINANCIAL STATEMENTS****ACCOUNTING PRINCIPLES****General information**

The consolidated financial statements are prepared on the basis of commercial operating values and in accordance with accounting recommendations (Swiss GAAP FER) and the Swiss Stock Corporation Act. They provide a true and fair view of the Group's net assets, financial position and results of operations. Consolidation is based on audited and unified financial statements prepared by the Group companies.

The financial statements of Jungfraubahn Holding AG and the consolidated financial statements of the Jungfraubahn Group were approved by the Board of Directors on 29 March 2018.

**Closing date**

The uniform closing date for all companies included in the consolidation is 31 December. The associated company Skilift Bumps AG is an exception to this rule (30 June). As in previous years, Skilift Bumps AG due to the lesser importance of the company does not have to prepare interim financial statements as at 31 December.

**Scope of consolidation**

The consolidated financial statements include the financial statements of Jungfraubahn Holding AG and its holdings. The holdings of the Group can be seen in the comment «0 Scope of consolidation» below. The holdings are broken down as follows:

*Group companies*

Group companies are companies in which Jungfraubahn Holding AG has a direct or indirect share of more than 50 per cent.

*Associated companies*

Associated companies are companies in which Jungfraubahn Holding AG holds 20 to 50 per cent.

*Non-consolidated holdings*

Non-consolidated holdings (up to 20 per cent) are reported under «financial assets».

**Consolidation method***Group companies*

Assets and liabilities, as well as expenses and income, are 100 per cent accounted for according to the full consolidation method. Capital consolidation is carried out according to the Anglo-Saxon method (purchase method). Goodwill paid in connection with a share acquisition is usually depreciated over 5 years, in justified cases over 20 years. A passive difference (badwill) is credited to the income statement in the financial year.

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The minority interests in equity and income are shown separately on the balance sheet and the income statement. Receivables, liabilities as well as deliveries and services between group companies, including resulting profits, are eliminated.

### *Associated companies*

These companies are included in the consolidated financial statements using the equity method less value adjustments necessary for economic reasons.

### *Non-consolidated holdings*

The non-consolidated participations reported in the «financial investments» are valued at the acquisition cost less value adjustments necessary for economic reasons.

## **Valuation principles**

Balance sheet items are valued according to uniform guidelines. The valuation is based on the acquisition or production costs (principle of historical costs). The most important rules for the various items are set out below:

### *Foreign currencies*

The conversion of positions in foreign currencies is carried out according to the closing rate method. The effects from foreign currency adjustments are recorded in the period result.

### *Receivables*

Receivables are stated at the nominal value less value adjustments necessary for economic reasons.

### *Inventories*

In particular, articles sold in souvenir shops and inventories of restaurants are included in this item. The valuation is carried out at acquisition cost or - if this is lower - at the realisable disposal value. Any discounts are recorded as a reduction in acquisition costs. Consumables and operating materials are reported as «deferred accruals» in the sense of prepaid expenses.

### *Tangible assets*

Property, plant and equipment and spare parts are recognised at acquisition or production values and amortised using the straight-line method over the estimated period of their use (spare parts corresponding to the period of the related property, plant and equipment). Land is not amortised. The planned useful lives for:



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Investment item	Years
Railway stations	50
Depots and workshops	50
Railway substructure and superstructure	25 – 80
Gondola lift, chairlift and ski lift stations	20 – 50
Ski slopes and fixed snowmaking equipment	10 – 25
Hiking trails and climbing routes	20 – 30
Power plant and technical water buildings	50 – 80
Restaurants and accommodation	10 – 50
Car parks and parking spaces	20 – 40
Residential buildings	50
Administration buildings	50
Other buildings	50
Railway installations	15 – 40
Gondola lifts	30
Chairlifts and ski lifts	10 – 30
Snowmakers	6 – 10
Power plant and technical water facilities	10 – 40
Other facilities	4 – 20
Rail vehicles	30
Slope vehicles	6
Cars	4 – 10
Other vehicles	4 – 10
Office equipment	5 – 8
Devices and tools	5 – 10
IT equipment	5 – 20
Communication equipment	5 – 20

### Impairment

On each balance sheet date, an assessment is made as to whether there are any signs of impairment of the book values of the Jungfraubahn Group's assets. If there are any signs, the recoverable value of the assets is determined. An impairment loss is recognised in profit or loss.

### Financial assets

Financial assets are stated at acquisition costs, less value adjustments necessary for economic reasons.

### Intangible assets

Intangible assets (software, concessions and rights as well as goodwill) are recognised at cost and depreciated over the estimated or contractually determined useful lives. The planned useful lives for:

Investment item	Years
Software	5 – 10
Concessions and rights	15 – 100
Goodwill	5

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### Liabilities

Liabilities are stated at their nominal value.

### Provisions

Provisions are probable obligations that are based on events in the past, the amount and / or maturity of which is uncertain but can be estimated. The valuation is based on uniform business management criteria.

### Sales realisation

The revenues of the Jungfraubahn Group stem mainly from the sale of travel tickets (transport income), other important sources of income are the compensation received from government and energy sales. Transport income is realised with the completion of the sales transaction in the sales system and posted in the corresponding period. Proceeds from long-term travel tickets are deferred on a monthly basis and are settled over the entire duration of the travel tickets.

### Taxes

Current taxes on profits are deferred on the basis of the business results reported in the reporting year according to the principle of current-year measurement.

For deferred taxes, all differences between tax rates and group values are measured at full tax rates and reported in the balance sheet (comprehensive liability method). In deviation from previous years, the currently applicable tax rate for each company is used for the calculation of the deferred tax burden (previously: expected future tax rate at the time of dissolution). Deferred tax assets on tax-deductible losses carried forward are not capitalised but shown in the Notes.

### Employee pension funds

The employees of the Jungfraubahn Group except the Jungfrau Gastronomie AG are insured by the legally independent personnel pension fund of Jungfrau Railways. The employees of the Jungfrau Gastronomie AG are insured by the GastroSocial pension fund. The purpose of both funds is to insure the employees against the economic consequences of age, death and disability. All workers aged over 17 are insured.

The assets of both foundation are not included in the consolidated financial statements. In the statement of income, the contributions demarcated for the period are presented as personnel expenses. The balance sheet includes the corresponding deferred tax assets or liabilities as well as liabilities arising from contractual, regulatory or legal principles. It is assessed annually whether there is an economic benefit or an economic obligation from the organisation's perspective. The annual accounts of the pension funds, which are prepared in Switzerland in accordance with Swiss GAAP FER 26, and other calculations which represent the financial situation, the existing excess cover or shortfall under the actual circumstances, serve as a basis.

### Transactions with related parties

Business relationships with related parties are settled under market conditions. This applies in particular to business transactions with BEKB | BCBE, Gebäudeversicherung Bern, Garaventa AG, Graf AG, Hoch- & Tiefbau, Holzbau, as well as with associated companies and personnel services.

## Financial Report

### SEGMENT INFORMATION

CHF (thousands)	2017	2016	Change	in %
<b>Segment sales</b>				
Net sales Jungfrauoch - Top of Europe	128,699	110,855	17,844	16.1%
Net sales Adventure mountains	21,963	18,431	3,532	19.2%
Net sales Winter sports	26,114	24,187	1,927	8.0%
Net sales other segments [1]	45,982	42,130	3,852	9.1%
Elimination group-internal sales	-28,988	-26,573	-2,415	9.1%
<b>Total operating income according to profit and loss account</b>	<b>193,770</b>	<b>169,030</b>	<b>24,740</b>	<b>14.6%</b>
<b>Segment results EBITDA</b>				
EBITDA Jungfrauoch – Top of Europe	66,631	54,169	12,462	23.0%
EBITDA Adventure mountains	10,243	7,627	2,616	34.3%
EBITDA Winter sports	329	-202	531	-262.9%
EBITDA other segments [1]	10,544	9,483	1,061	11.2%
Group eliminations	-4	2	-6	-300.0%
<b>Total EBITDA according to the income statement</b>	<b>87,743</b>	<b>71,079</b>	<b>16,664</b>	<b>23.4%</b>

[1] Other segments include, in particular, the Jungfraubahn power station, Jungfraubahnen Management AG and the Lauterbrunnen car park

### COMMENTS

#### 0 Scope of consolidation

In the reporting year, the new acquired Jungfrau Gastronomie AG (100% holding) was included in the scope of consolidation on 1 November 2017. It was recognised in the consolidated financial statements using the fully consolidated method. The balance sheet at the time of acquisition included cash, inventories and tangible assets.

The following companies are included in the scope of consolidation as of 31 December 2017:

Company	participation	Consolidation method
Jungfraubahn Holding AG, Interlaken	parent company	full consolidation
Jungfraubahn AG, Interlaken	100.0%	full consolidation
Wengernalpbahn AG, Interlaken	100.0%	full consolidation
Firstbahn AG, Grindelwald	100.0%	full consolidation
Parkhaus Lauterbrunnen AG, Lauterbrunnen	100.0%	full consolidation
Mürrenbahn AG, Lauterbrunnen	100.0%	full consolidation
Jungfrau Gastronomie AG, Interlaken	100.0%	full consolidation
Bergbahn Lauterbrunnen-Mürren AG, Interlaken	94.1%	full consolidation
Harderbahn AG, Interlaken	88.4%	full consolidation
Grindelwald Grund Infrastruktur AG, Grindelwald	80.0%	full consolidation
Jungfraubahnen Management AG, Interlaken	67.0%	full consolidation
Sphinx AG Jungfrauoch, Fieschertal VS	57.1%	full consolidation
Gondelbahn Grindelwald-Männlichen AG, Grindelwald	35.5%	equity method
Skilift Bumps AG, Wengen	22.7%	equity method

## Financial Report

### 1 Receivables from deliveries and services

CHF (thousands)	2017	2016
Receivables from third parties	9,528	7,582
Receivables from associated companies	141	172
Value adjustments	-90	-49
<b>Net value</b>	<b>9,579</b>	<b>7,705</b>
Change	1,874	

### 2 Other current receivables

CHF (thousands)	2017	2016
Short-term financial assets 4-12 months	15,000	0
Various current receivables	796	4,517
<b>Total</b>	<b>15,796</b>	<b>4,517</b>
Change	11,279	

### 3 Accrued income

CHF (thousands)	2017	2016
Operating material and consumables, printed matter, service clothing	2,396	2,309
Credit refund of tax payments	57	1,255
Credit from energy supplies	916	687
Prepaid insurance premiums	1,349	1,337
Miscellaneous	2,057	1,589
<b>Total</b>	<b>6,775</b>	<b>7,177</b>
Change	-402	

### 4 Financial investments

Acquisition values	CHF (thousands)	Balance sheet value 01/01/2017	Inventory 01/01/2017	Additions	Disposals	Inventory 31/12/2017
Associated companies		5,483	6,423		-2	6,421
Non-consolidated holdings		526	576			576
Loans		831	831		-412	419
Securities		599	1,295	3		1,298
Fixed deposits		2,025	2,025		-2,025	0
<b>Total acquisition values</b>		<b>9,464</b>	<b>11,150</b>	<b>3</b>	<b>-2,439</b>	<b>8,714</b>

## Financial Report

Depreciation and amortisations	CHF (thousands)	Inventory 01/01/2017	Additions	Disposals	Inventory 31/12/2017	Balance sheet value 31/12/2017
Associated companies		940			940	5,481
Non-consolidated holdings		50			50	526
Loans		0			0	419
Securities		696	319		1,015	283
Fixed deposits		0			0	0
<b>Total depreciation and amortisations</b>		<b>1,686</b>	<b>319</b>	<b>0</b>	<b>2,005</b>	<b>6,709</b>

## Financial Report

### 5 Tangible assets - acquisition values 2017

Investment item	CHF (thousands)	Balance sheet value 01/01/2017	Inventory 01/01/2017	Additions	Reclassification	Disposals	Inventory 31/12/2017
<b>Undeveloped land</b>		<b>1,484</b>	<b>1,945</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,945</b>
Developed land		11,523	12,667	51	50		12,768
Railway stations		27,397	54,436	1,113	1,624	-10	57,163
Depots and workshops		13,132	23,257	35		-315	22,977
Railway substructure and superstructure		77,257	105,925	3,695	1,629	-497	110,752
Gondola lift, chair lift and ski lift stations		17,424	36,355	630			36,985
Ski slopes and fixed snowmaking equipment		17,521	33,297				33,297
Hiking trails / climbing routes		567	1,127				1,127
Power station		13,656	19,031	56	87		19,174
Restaurants and accommodation		14,798	29,847	2,090	871		32,808
Car parks and parking spaces		2,527	15,892	88		-45	15,935
Residential buildings		3,501	5,252				5,252
Administration buildings		1,147	2,497				2,497
Other buildings		52,808	101,181	810	292	-16	102,267
<b>Total land and buildings</b>		<b>253,258</b>	<b>440,764</b>	<b>8,568</b>	<b>4,553</b>	<b>-883</b>	<b>453,002</b>
Railway installations		35,262	84,114	3,046	1,567	-258	88,469
Gondola lifts		12,453	27,870				27,870
Chairlifts and ski lifts		22,354	52,942	283	622		53,847
Snowmaking equipment		1,638	4,571	65	40		4,676
Power stations		22,367	36,100	2,740	101	-628	38,313
Other facilities		9,465	18,395	1,468	74	-395	19,542
<b>Total facilities</b>		<b>103,539</b>	<b>223,992</b>	<b>7,602</b>	<b>2,404</b>	<b>-1,281</b>	<b>232,717</b>
Rail vehicles		132,691	233,894	4,555	1,161	-3,970	235,640
Slope vehicles		2,654	8,237	455		-76	8,616
Cars		516	1,151	155		-67	1,239
Other vehicles		426	1,274	20		0	1,294
<b>Total vehicles</b>		<b>136,287</b>	<b>244,556</b>	<b>5,185</b>	<b>1,161</b>	<b>-4,113</b>	<b>246,789</b>
Office equipment		0	1,393			0	1,393
Devices and tools		2,896	9,630	198		-159	9,669
IT equipment		1,235	2,929	18		-37	2,910
Communication equipment		225	336			0	336
<b>Total other property, plant and equipment</b>		<b>4,356</b>	<b>14,288</b>	<b>216</b>	<b>0</b>	<b>-196</b>	<b>14,308</b>
<b>Installations under construction</b>		<b>21,963</b>	<b>21,963</b>	<b>9,078</b>	<b>-8,118</b>	<b>0</b>	<b>22,923</b>
<b>Spare parts / material supplies</b>		<b>6,722</b>	<b>13,507</b>	<b>822</b>	<b>0</b>	<b>-755</b>	<b>13,574</b>
<b>Total</b>		<b>527,609</b>	<b>961,015</b>	<b>31,471</b>	<b>0</b>	<b>-7,228</b>	<b>985,258</b>



## Financial Report

### 5 Property, plant and equipment - depreciation and impairments 2017

Investment item	CHF (thousands)	Inventory 01/01/2017	Additions	Reclassification	Disposals	Inventory 31/12/2017	Balance sheet value 31/12/2017
<b>Undeveloped land</b>		<b>461</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>461</b>	<b>1,484</b>
Developed land		1,144				1,144	11,624
Railway stations		27,039	1,044		-10	28,073	29,090
Depots and workshops		10,125	609		-315	10,419	12,558
Railway substructure and superstructure		28,668	2,547		-497	30,718	80,034
Gondola lift, chair lift and ski lift stations		18,931	1,242			20,173	16,812
Ski slopes and fixed snowmaking equipment		15,776	1,444			17,220	16,077
Hiking trails / climbing routes		560	127			687	440
Power station		5,375	463			5,838	13,336
Restaurants and accommodation		15,049	593			15,642	17,166
Car parks and parking spaces		13,365	476		-45	13,796	2,139
Residential buildings		1,751	313			2,064	3,188
Administration buildings		1,350	43			1,393	1,104
Other buildings		48,373	2,170		-16	50,527	51,740
<b>Total land and buildings</b>		<b>187,506</b>	<b>11,071</b>	<b>0</b>	<b>-883</b>	<b>197,694</b>	<b>255,308</b>
Railway installations		48,852	3,465		-258	52,059	36,410
Gondola lifts		15,417	1,202			16,619	11,251
Chairlifts and ski lifts		30,588	2,077			32,665	21,182
Snowmaking equipment		2,933	365			3,298	1,378
Power stations		13,733	1,361		-628	14,466	23,847
Other facilities		8,930	1,638		-395	10,173	9,369
<b>Total facilities</b>		<b>120,453</b>	<b>10,108</b>	<b>0</b>	<b>-1,281</b>	<b>129,280</b>	<b>103,437</b>
Rail vehicles		101,203	9,567		-3,970	106,800	128,840
Slope vehicles		5,583	916		-76	6,423	2,193
Cars		635	100		-67	668	571
Other vehicles		848	85			933	361
<b>Total vehicles</b>		<b>108,269</b>	<b>10,668</b>	<b>0</b>	<b>-4,113</b>	<b>114,824</b>	<b>131,965</b>
Office equipment		1,393				1,393	0
Devices and tools		6,734	459		-159	7,034	2,635
IT equipment		1,694	244		-37	1,901	1,009
Communication equipment		111	38			149	187
<b>Total other property, plant and equipment</b>		<b>9,932</b>	<b>741</b>	<b>0</b>	<b>-196</b>	<b>10,477</b>	<b>3,831</b>
<b>Installations under construction</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>22,923</b>
<b>Spare parts / material supplies</b>		<b>6,785</b>	<b>811</b>	<b>0</b>	<b>0</b>	<b>7,596</b>	<b>5,978</b>
<b>Total</b>		<b>433,406</b>	<b>33,399</b>	<b>0</b>	<b>-6,473</b>	<b>460,332</b>	<b>524,926</b>

## Financial Report

### 5 Tangible assets - acquisition values 2016

Investment item	CHF (thousands)	Balance sheet value 01/01/2016	Inventory 01/01/2016	Additions	Reclassification	Disposals	Inventory 31/12/2016
<b>Undeveloped land</b>		<b>1,484</b>	<b>1,945</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,945</b>
Developed land		9,185	10,342	1,960	673	-308	12,667
Railway stations		27,309	53,281	1,154	1		54,436
Depots and workshops		13,573	23,257				23,257
Railway substructure and superstructure		75,881	103,202	4,001	687	-1,965	105,925
Gondola lift, chair lift and ski lift stations		18,657	36,355				36,355
Ski slopes and fixed snowmaking equipment		19,034	33,352		-44	-11	33,297
Hiking trails / climbing routes		484	940	187			1,127
Power station		13,272	18,242	789			19,031
Restaurants and accommodation		15,350	29,847				29,847
Car parks and parking spaces		3,283	16,519	95	-673	-49	15,892
Residential buildings		3,699	5,287			-35	5,252
Administration buildings		1,190	2,497				2,497
Other buildings		54,930	101,155	41	1	-16	101,181
<b>Total land and buildings</b>		<b>255,847</b>	<b>434,276</b>	<b>8,227</b>	<b>645</b>	<b>-2,384</b>	<b>440,764</b>
Railway installations		34,552	80,753	4,043	34	-716	84,114
Gondola lifts		14,412	27,802	1	67		27,870
Chairlifts and ski lifts		24,158	52,710	232			52,942
Snowmaking equipment		1,801	4,760	197		-386	4,571
Power stations		20,860	33,075	2,765	276	-16	36,100
Other facilities		10,281	17,882	689	10	-186	18,395
<b>Total facilities</b>		<b>106,064</b>	<b>216,982</b>	<b>7,927</b>	<b>387</b>	<b>-1,304</b>	<b>223,992</b>
Rail vehicles		108,623	207,684	12,953	19,642	-6,385	233,894
Slope vehicles		3,713	8,202	54		-19	8,237
Cars		355	955	240		-44	1,151
Other vehicles		393	1,161	113			1,274
<b>Total vehicles</b>		<b>113,084</b>	<b>218,002</b>	<b>13,360</b>	<b>19,642</b>	<b>-6,448</b>	<b>244,556</b>
Office equipment		0	1,403			-10	1,393
Devices and tools		2,105	8,610	1,179	3	-162	9,630
IT equipment		1,511	2,981	15		-67	2,929
Communication equipment		262	336				336
<b>Total other property, plant and equipment</b>		<b>3,878</b>	<b>13,330</b>	<b>1,194</b>	<b>3</b>	<b>-239</b>	<b>14,288</b>
<b>Installations under construction</b>		<b>27,767</b>	<b>27,767</b>	<b>14,873</b>	<b>-20,677</b>	<b>0</b>	<b>21,963</b>
<b>Spare parts / material supplies</b>		<b>7,362</b>	<b>13,169</b>	<b>989</b>	<b>0</b>	<b>-651</b>	<b>13,507</b>
<b>Total</b>		<b>515,486</b>	<b>925,471</b>	<b>46,570</b>	<b>0</b>	<b>-11,026</b>	<b>961,015</b>

## Financial Report

### 5 Property, plant and equipment - depreciation and impairments 2016

Investment item	CHF (thousands)	Inventory 01/01/2016	Additions	Reclassification	Disposals	Inventory 31/12/2016	Balance sheet value 31/12/2016
<b>Undeveloped land</b>		<b>461</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>461</b>	<b>1,484</b>
Developed land		1,157		295	-308	1,144	11,523
Railway stations		25,972	1,067			27,039	27,397
Depots and workshops		9,684	441			10,125	13,132
Railway substructure and superstructure		27,321	3,312		-1,965	28,668	77,257
Gondola lift, chair lift and ski lift stations		17,698	1,233			18,931	17,424
Ski slopes and fixed snowmaking equipment		14,318	1,469		-11	15,776	17,521
Hiking trails / climbing routes		456	104			560	567
Power station		4,970	405			5,375	13,656
Restaurants and accommodation		14,497	552			15,049	14,798
Car parks and parking spaces		13,236	472	-295	-48	13,365	2,527
Residential buildings		1,588	198		-35	1,751	3,501
Administration buildings		1,307	43			1,350	1,147
Other buildings		46,225	2,164		-16	48,373	52,808
<b>Total land and buildings</b>		<b>178,429</b>	<b>11,460</b>	<b>0</b>	<b>-2,383</b>	<b>187,506</b>	<b>253,258</b>
Railway installations		46,201	3,457	-90	-716	48,852	35,262
Gondola lifts		13,390	2,027			15,417	12,453
Chairlifts and ski lifts		28,552	2,036			30,588	22,354
Snowmaking equipment		2,959	360		-386	2,933	1,638
Power stations		12,215	1,444	90	-16	13,733	22,367
Other facilities		7,601	1,515		-186	8,930	9,465
<b>Total facilities</b>		<b>110,918</b>	<b>10,839</b>	<b>0</b>	<b>-1,304</b>	<b>120,453</b>	<b>103,539</b>
Rail vehicles		99,061	8,527		-6,385	101,203	132,691
Slope vehicles		4,489	1,113		-19	5,583	2,654
Cars		600	79		-44	635	516
Other vehicles		768	80			848	426
<b>Total vehicles</b>		<b>104,918</b>	<b>9,799</b>	<b>0</b>	<b>-6,448</b>	<b>108,269</b>	<b>136,287</b>
Office equipment		1,403			-10	1,393	0
Devices and tools		6,505	391		-162	6,734	2,896
IT equipment		1,470	291		-67	1,694	1,235
Communication equipment		74	37			111	225
<b>Total other property, plant and equipment</b>		<b>9,452</b>	<b>719</b>	<b>0</b>	<b>-239</b>	<b>9,932</b>	<b>4,356</b>
<b>Installations under construction</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>21,963</b>
<b>Spare parts / material supplies</b>		<b>5,807</b>	<b>1,016</b>	<b>0</b>	<b>-38</b>	<b>6,785</b>	<b>6,722</b>
<b>Total</b>		<b>409,985</b>	<b>33,833</b>	<b>0</b>	<b>-10,412</b>	<b>433,406</b>	<b>527,609</b>

## Financial Report

### 6 Intangible assets

Acquisition values	CHF (thousands)	Balance sheet value 01/01/2017	Inventory 01/01/2017	Additions	Reclassification	Disposals	Inventory 31/12/2017
Concessions and rights		2,558	4,700				4,700
Software		6,060	9,553	1,425		-408	10,570
Goodwill		0	428				428
<b>Total acquisition values</b>		<b>8,618</b>	<b>14,681</b>	<b>1,425</b>	<b>0</b>	<b>-408</b>	<b>15,698</b>

Depreciation and impairments	CHF (thousands)	Inventory 01/01/2017	Additions	Reclassification	Disposals	Inventory 31/12/2017	Balance sheet value 31/12/2017
Concessions and rights		2,142	130			2,272	2,428
Software		3,493	1,176		-408	4,261	6,309
Goodwill		428				428	0
<b>Total depreciation and impairments</b>		<b>6,063</b>	<b>1,306</b>	<b>0</b>	<b>-408</b>	<b>6,961</b>	<b>8,737</b>

### 7 Liabilities from deliveries and services

CHF (thousands)	2017	2016
Liabilities from deliveries and services owed to third parties	17,927	23,666
Liabilities from deliveries and services owed to related parties	41	38
Liabilities from deliveries and services owed to associated companies	57	62
<b>Total</b>	<b>18,025</b>	<b>23,766</b>
Change	-5,741	

### 8 Financial liabilities / net financial assets

CHF (thousands)	2017	Maturity less than 1 year	Maturity more than 1 year	Conditionally repayable	Unused limits	2016
Confederation and canton loan under Art. 56 Railway Conveyance Act (non-interest-bearing)	37,171	740		36,431		33,743
Bank liabilities	0				95,000	
<b>Total financial liabilities</b>	<b>37,171</b>	<b>740</b>	<b>0</b>	<b>36,431</b>	<b>95,000</b>	<b>33,743</b>
Liquid funds	82,284					58,841
<b>Net financial assets</b>	<b>45,113</b>					<b>25,098</b>
Change on previous year	20,015					

## Financial Report

### 9 Other current liabilities

CHF (thousands)	2017	2016
VAT	1,392	764
Direct tax	2,375	2,868
Social security liabilities	22	724
Clearing balance Jungfrau Ski Region and SBB	383	105
Various other liabilities	613	56
Liabilities to shareholders [1]	167	166
<b>Total</b>	<b>4,952</b>	<b>4,683</b>
Change	269	

[1] Liabilities to shareholders include dividends not yet paid out.

### 10 Provisions

CHF (thousands)	Holidays / overtime	Various	Demolition Ostgrat building	Deferred taxes	Total provisions
Book value at 01/01/2016	1,113	0	0	42,980	44,093
Formation	235		950	9	1,194
Dissolution	-49			-876	-925
<b>Book value at 31/12/2016</b>	<b>1,299</b>	<b>0</b>	<b>950</b>	<b>42,113</b>	<b>44,362</b>
of which short-term	1,299	0	0	0	1,299
Book value at 01/01/2017	1,299	0	950	42,113	44,362
Formation	590	100		116	806
Dissolution	-14			-1,085	-1,099
<b>Book value at 31/12/2017</b>	<b>1,875</b>	<b>100</b>	<b>950</b>	<b>41,144</b>	<b>44,069</b>
of which short-term	1,875	100	0	0	1,975

### 11 Deferred income

CHF (thousands)	2017	2016
Demarcation of transport income from subscriptions	5,936	4,606
Direct tax	6,508	2,999
Profit sharing	809	651
Other demarcations	3,378	4,377
<b>Total</b>	<b>16,631</b>	<b>12,633</b>
Change	3,998	

## Financial Report

### 12 Transport income

CHF (thousands)	2017	2016
Jungfrauoch – Top of Europe	114,369	100,274
Adventure mountains	16,209	13,281
Winter sports	20,934	19,591
<b>Gross transport earnings</b>	<b>151,512</b>	<b>133,146</b>
Reductions in revenue	-7,713	-7,162
<b>Total</b>	<b>143,799</b>	<b>125,984</b>
Change	17,815	

### 13 Compensation received from government

CHF (thousands)	2017	2016
Lauterbrunnen–Wengen infrastructure	4,638	3,511
Regional passenger transport Lauterbrunnen–Wengen	1,455	1,488
Freight transport Lauterbrunnen–Wengen	1,920	1,810
Regional passenger transport Lauterbrunnen–Mürren	2,139	2,251
<b>Total</b>	<b>10,152</b>	<b>9,060</b>
Change	1,092	

The uncovered costs of the transport service ordered by the public authorities (Federation and Canton of Bern) on the routes Lauterbrunnen–Mürren and Lauterbrunnen–Wengen are paid by the purchaser. The corresponding compensation must be negotiated in advance.

### 14 Rental income

CHF (thousands)	2017	2016
Catering rental rates	2,189	2,076
Renting of parking spaces	2,256	2,120
Renting of residential and commercial spaces	1,028	1,039
Other renting	2,384	1,303
<b>Total</b>	<b>7,857</b>	<b>6,538</b>
Change	1,319	

### 15 Other income

CHF (thousands)	2017	2016
Experience offers	2,440	1,700
Events	2,002	1,161
Income from package offers	114	232
Various income	1,917	1,837
Capitalised costs	1,124	1,137
Income from sales of assets	11	28
<b>Total</b>	<b>7,608</b>	<b>6,095</b>
Change	1,513	



## Financial Report

### 16 Cost of goods

CHF (thousands)	2017	2016
Souvenir shops	-3,395	-2,673
Dining and accommodation	-239	-60
<b>Total</b>	<b>-3,634</b>	<b>-2,733</b>
Change	-901	

### 17 Personnel expenses

CHF (thousands)	2017	2016
Salaries and wages	-39,812	-39,652
Allowances, uniforms and other benefits	-6,256	-5,105
Social expenditure	-8,305	-7,667
remaining personnel expenses	-1,372	-1,354
Insurance payments	469	376
<b>Total</b>	<b>-55,276</b>	<b>-53,402</b>
Change	-1,874	
<b>Employees (full-time positions)</b>	<b>542</b>	<b>536</b>
Change	6	

The compensation paid to the Management booked under personnel expenses is shown in the remuneration report of Jungfraubahn Holding AG.

### 18 Employee benefit plans

Number of people	2017	2016
Active insured persons	615	562
Pensioners	250	241
<b>Total persons</b>	<b>865</b>	<b>803</b>
Change	62	
<b>Expenditure for employee benefit plans in thousands of CHF (included in social expenses)</b>	<b>-4,028</b>	<b>-3,375</b>
Change	-653	

## Financial Report

### 19 Pension plans

Economic benefit / economic commitment	Tausend CHF	Surplus cover / shortfall at 31/12/2016	Surplus cover / shortfall at 31/12/2015	Economic part of the organisation at 31/12/2016	Economic part of the organisation at 31/12/2015
Pension plan with surplus cover					
Jungfrau Railways pension fund [1]		0	704	0	0
GastroSocial pension fund [2]		–	–	–	–
<b>Total</b>		<b>0</b>	<b>704</b>	<b>0</b>	<b>0</b>
Change		-704		0	

[1] The degree of coverage of the Jungfrau Railways pension fund amounts to 116.0% as of 31/12/2016 in the last published financial statements. [2] The staff of Jungfrau Gastronomie AG, which was acquired on 1/11/2017, is insured with the GastroSocial Pension Fund. As at 31/12/2016, this shows a degree of coverage of 117.1%.

Pension expenses in personnel expenses	CHF (thousands)	2017	2016
Jungfrau Railways pension fund		-3,866	-3,165
GastroSocial pension fund		-12	0
<b>Total</b>		<b>-3,878</b>	<b>-3,165</b>
Change		-713	

Management insurance is maintained for members of management and extended management. Expenses for the companies amounted to kCHF 150 in 2017 and kCHF 210 in 2016.

### 20 Other operating expenses

CHF (thousands)	2017	2016
Costs for services	-8,988	-7,896
Rent expenses	-424	-413
Maintenance, renovation and demolition	-10,845	-9,049
Insurance and compensation	-1,655	-1,604
Energy and consumables	-2,326	-2,407
General expenses	-8,656	-8,041
IT	-3,888	-2,781
Marketing	-5,392	-5,571
Events	-1,976	-1,014
<b>Total</b>	<b>-44,150</b>	<b>-38,776</b>
Change	-5,374	

General expenses mainly include administrative costs, fees and duties as well as various sponsorship and cost contributions. The compensation paid to Board members as a general expense is disclosed in the remuneration report of Jungfraubahn Holding AG.

### 21 Finanzertrag

Financial income for 2017 includes a badwill of kCHF 9, which resulted from the purchase of shares in

## Financial Report

subsidiaries. There was a badwill of kCHF 2,440 in 2016.

### 22 Taxes on profits

CHF (thousands)	2017	2016
Distribution by tax type		
Income taxes	-12,335	-8,780
Deferred taxes on profits	969	867
<b>Total</b>	<b>-11,366</b>	<b>-7,913</b>
Change	-3,453	
Analysis of taxes on profits		
Ordinary earnings before taxes on profits	52,967	38,877
Average applicable tax rate before taking account of losses carried forward	21.7%	21.1%
Expected taxes on profits related to the ordinary result	-11,918	-8,203
Effect of changes in non-capitalised losses carried forward	429	220
Effect of tax-free results	192	37
Other effects	-69	33
<b>Total</b>	<b>-11,366</b>	<b>-7,913</b>
Effective tax rate	21.5%	20.4%

The Group's average income tax rate is based on the weighted average tax rate resulting from the profit or loss before tax as well as the tax rate of each individual company.

With the companies Firstbahn AG, Bergbahn Lauterbrunnen-Mürren AG, Grindelwald Grund Infrastruktur AG, Jungfrau Gastronomie AG as well as Mürrenbahn AG there are tax-deductible losses carried forward totalling kCHF 2,657 (previous year kCHF 4,583). The resulting non-capitalised deferred tax claim is kCHF 583 (previous year kCHF 1,013).

### 23 Equity

#### Share capital

The share capital of Jungfraubahn Holding AG is fully paid up, amounting to CHF 8,752,500 at 31 December 2017 and is divided into 5,835,000 registered shares with a nominal value of CHF 1.50. Rights and restrictions related to the shares are explained in Section 6 of the Corporate Governance report.

#### Treasury shares

At 31 December 2017, the company held 3,593 registered treasury shares with a nominal value of CHF 1.50 each (previous year 4,704 registered treasury shares).

In the reporting year, 20,005 (previous year: 20,476) of the Company's registered treasury shares were purchased at an average price of CHF 111.86 (previous year: CHF 94.89) and 21,116 (previous year 30,509) registered treasury shares were sold at an average price of CHF 128.94 (previous year CHF 93.15).

Since 2005, the employees of the Jungfrau Railway Group as well as the administrative boards of Jungfraubahn Holding AG have been given the option of voluntarily purchasing a limited number of registered shares of

## Financial Report

Jungfraubahn Holding AG at a preferential price. In the reporting year, this price was CHF 33.00 per registered share (previous year CHF 32.00). The difference between the preferential price and the exchange rate, determined according to circular no. 37 of the Federal Tax Administration, was recognised in the income statement under personnel expenses. In this way 20,975 registered treasury shares were sold in the reporting year (previous year 20,970).

The share ownership of the Board members and management is shown in the annexe to the financial statements of Jungfraubahn Holding AG.

### Reserves

The non-distributable, statutory or legal reserves amounted to kCHF 24,917 at 31 December 2017 (previous year kCHF 24,392).

### 24 Significant non-cash transactions

CHF (thousands)	2017	2016
Sale of treasury shares from acquisition of shares in Bergbahn Lauterbrunnen-Mürren AG and Harderbahn AG (2017: 26 shares; 2016: 7,364 shares)	2	667
Contribution in kind by third-party shareholder upon founding of Grindelwald Grundinfrastruktur AG (land)	0	1,960
<b>Total</b>	<b>2</b>	<b>2,627</b>
Change	-2,625	

### 25 Other information

CHF (thousands)	2017	2016
<b>Investment obligations</b>	<b>16,881</b>	<b>14,363</b>
<b>Sureties, guarantees and pledges in favour of third parties</b>		
Assets pledged to secure building lease charges	51	51
Guarantee obligations	41	26
Joint guarantee Verein Int. Lauberhornrennen Wengen	500	0
Joint and several liability for all value-added tax liabilities of the Jungfraubahn Group (including Berner Oberland-Bahnen AG)	p.m.	p.m.
Joint and several liability for the obligations of the simple partnership Jungfrau Ski Region	p.m.	p.m.
<b>Other obligations not to be recognised</b>		
Lease obligations from long-term leases	11,681	12,143
• of which due within 1 year	475	454
• of which due in 1-5 years	1,232	1,437
• of which due in more than 5 years	9,974	10,252

### 26 Events after the balance sheet date

Since the balance sheet date of 31 December 2017, no events have occurred which affect the meaningfulness of the consolidated financial statements for 2017.

*Financial Report***AUDITOR'S REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS**

The object of the official annual report of Jungfraubahn Holding AG is the management report (with segment reporting) and the financial report, which contains the consolidated financial statements for 2017 and the financial statements for 2017 of the holding company. The auditor's reports are also included in this part of the annual report. The printout of the annual report in German, available at the registered offices of the company during the invitation period to the General Meeting of Jungfraubahn Holding AG, is binding and has been audited. Thus no audit reports were drawn up in English. You can download a PDF document with the same content from the online annual report Download Centre. The accompanying report and the download file also contain the 2017 remuneration report and corporate governance information.

## Financial Report

# DEVELOPMENT

## KEY FIGURES 2013 TO 2017

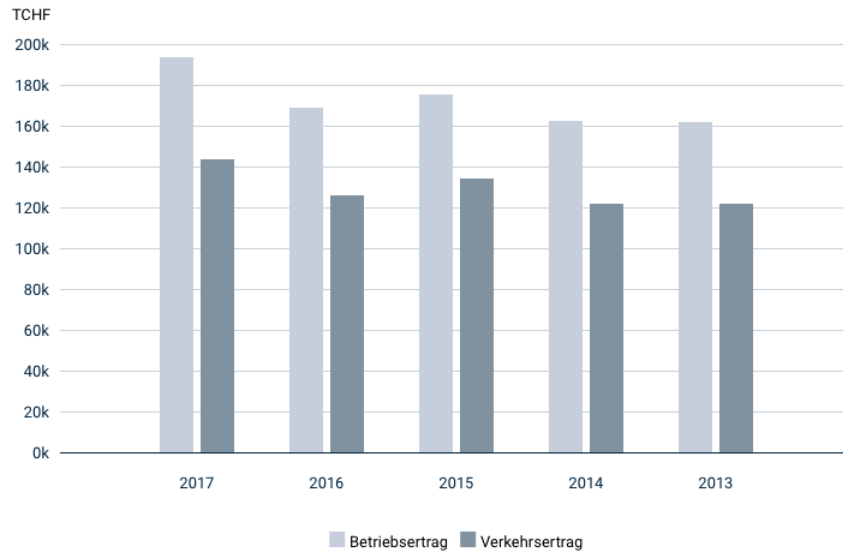
CHF (thousands)	2017	2016	2015	2014	2013
<b>Balance sheet</b>					
Current assets	116,387	79,613	70,081	66,857	77,876
Fixed assets	540,372	545,691	528,048	502,603	474,188
Outside capital	120,848	119,187	110,658	108,635	111,789
Equity	535,911	506,117	487,471	460,825	440,275
Balance sheet total	656,759	625,304	598,129	569,460	552,064
<b>Income statement</b>					
Operating income	193,770	169,030	175,488	162,491	161,732
Transportation revenues	143,799	125,984	133,969	121,497	121,547
Operating expenses	106,027	97,951	96,093	94,968	95,228
Personnel expenses	55,276	53,402	53,440	52,045	51,740
EBITDA	87,743	71,079	79,395	67,523	66,504
Depreciation and amortisation	34,705	34,747	32,395	28,889	28,128
EBIT (operating profit)	53,038	36,332	47,000	38,634	38,376
Annual profit	41,601	30,964	36,485	30,597	30,335
<b>Cash flow statement</b>					
Cash flow from operating activities	63,593	68,519	63,256	56,696	64,892
Cash flow from investing activities	-29,756	-50,408	-57,813	-56,931	-29,314
Cash flow from financing activities	-10,394	-8,358	-6,052	-8,736	-14,844
Free cash flow	33,837	18,111	5,443	-235	35,578
<b>Key figures</b>					
Equity ratio	81.6%	80.9%	81.5%	80.9%	79.7%
EBITDA in relation to operating income	45.3%	42.1%	45.2%	41.6%	41.1%
EBIT in relation to operating income	27.4%	21.5%	26.8%	23.8%	23.7%
Return on sales (ROS)	21.5%	18.3%	20.8%	18.8%	18.8%
Number of personnel	542	536	525	519	510
Earnings per employee	358	315	334	313	317
Personnel expenses in relation to operating income	28.5%	31.6%	30.5%	32.0%	32.0%



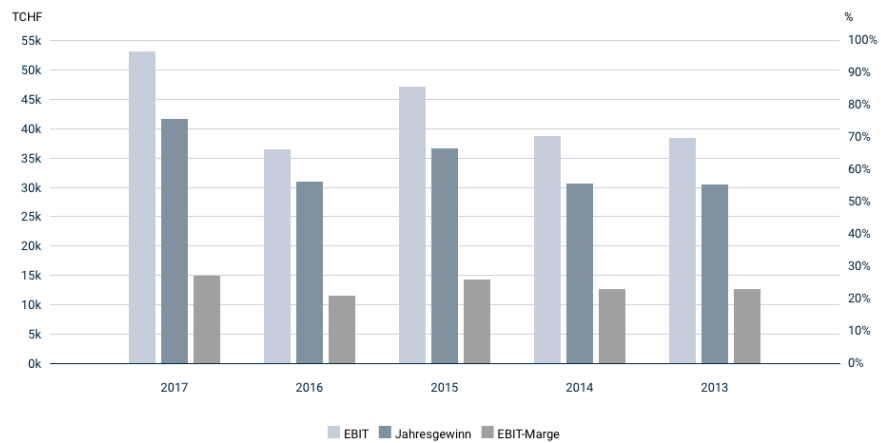
## Financial Report

### CHARTS 2013 TO 2017

#### Operating income



#### Ergebnisse

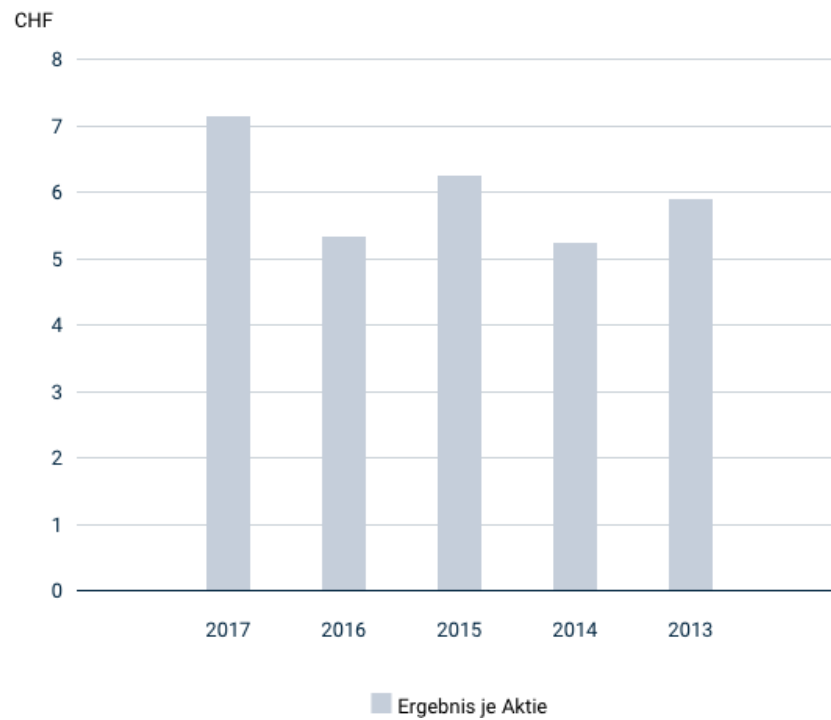


## Financial Report

### Free Cashflow



### Result per share



## Financial Report

### INFORMATION FOR SHAREHOLDERS

Information per share [1] in CHF	2017	2016	2015	2014	2013
Nominal value	1.50	1.50	1.50	1.50	1.50
Voting rights	1	1	1	1	1
Net profit	7.08	5.30	6.21	5.20	5.17
Dividends (2016: proposal) [2]	2.40	2.10	2.00	1.80	1.80
Equity	91.84	86.74	83.54	78.98	75.45

#### Stock market price

High	134.70	110.50	100.80	82.80	69.15
Low	95.10	88.80	70.70	65.65	61.00
Year-end price	127.20	97.50	94.85	75.50	65.20

#### Key data [1]

Price/earnings ratio	17.97	18.41	15.27	14.51	12.61
Price/equity	138.5%	112.4%	113.5%	95.6%	86.4%
Payout ratio	33.9%	39.7%	32.2%	34.6%	34.8%
Dividend yield [2]	1.9%	2.2%	2.1%	2.4%	2.8%
Stock return [2]	32.3%	4.9%	27.7%	18.2%	6.0%

[1] Based on year-end prices, calculated from the total portfolio of 5,835,000 issued shares. [2] Basis of updated appropriation of retained earnings.

#### Share price (closing price) Jungfraubahn Holding AG, January to December 2017

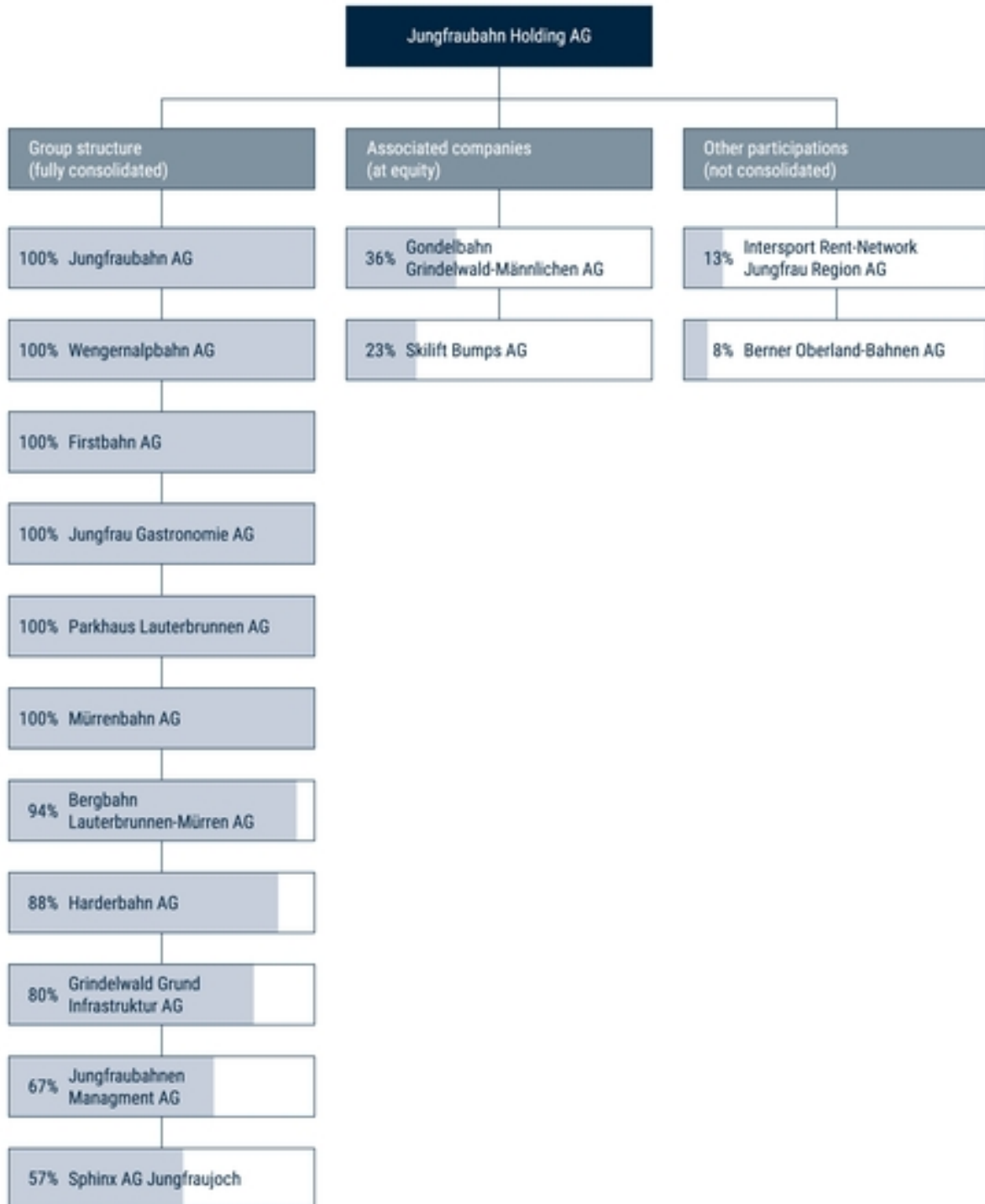


## Financial Report

## GROUP STRUCTURE

## GROUP STRUCTURE

(As of 31.12.2017)



## Financial Report

## JUNGFRAUBAHN HOLDING AG

## BALANCE SHEET

## At 31 December

CHF (thousands)	2017	%	2016	%
<b>Assets</b>				
Current assets				
Liquid funds	47,819		34,048	
Other receivables from third parties	15,377		151	
Other receivables from participating interests	5,187		6,424	
Accrued income	14		40	
<b>Total current assets</b>	<b>68,397</b>	<b>38.4%</b>	<b>40,663</b>	<b>24.8%</b>
Fixed assets				
Financial assets	0		2,025	
Loans to group companies	85,580		100,790	
Participating interests	24,329		20,136	
<b>Total fixed assets</b>	<b>109,909</b>	<b>61.6%</b>	<b>122,951</b>	<b>75.2%</b>
<b>Total Assets</b>	<b>178,306</b>	<b>100.0%</b>	<b>163,614</b>	<b>100.0%</b>
<b>Liabilities</b>				
Outside capital				
Current interest-bearing liabilities owed to third parties	383		464	
Current interest-bearing liabilities for participating interests	22,566		11,825	
Other current liabilities owed to third parties	10		4	
Other current liabilities owed to shareholders	167		166	
Deferred income	397		456	
Current provisions	100		0	
<b>Total current borrowed capital</b>	<b>23,623</b>		<b>12,915</b>	
<b>Total non-current borrowed capital</b>	<b>0</b>		<b>0</b>	
<b>Total borrowed capital</b>	<b>23,623</b>	<b>13.2%</b>	<b>12,915</b>	<b>7.9%</b>
Equity				
Share capital	8,753		8,753	
Statutory retained earnings	25,612		25,612	
• Profit carried forward	71,612		67,964	
• Statutory and final reserves	32,920		32,920	
Voluntary retained earnings	104,532		100,884	
Own capital shares	-399		-442	
Annual result	16,185		15,892	
<b>Total equity</b>	<b>154,683</b>	<b>86.8%</b>	<b>150,699</b>	<b>92.1%</b>
<b>Total liabilities</b>	<b>178,306</b>	<b>100.0%</b>	<b>163,614</b>	<b>100.0%</b>

*Financial Report***INCOME STATEMENT****1 January to 31 December**

Tausend CHF	2017	2016
Betriebsertrag		
Dienstleistungsertrag	834	795
<b>Total Betriebsertrag</b>	<b>834</b>	<b>795</b>
Betriebsaufwand		
Verwaltungsaufwand	-1,716	-1,470
<b>Total Betriebsaufwand</b>	<b>-1,716</b>	<b>-1,470</b>
Finanzergebnis		
Finanzaufwand	-225	-273
Beteiligungsertrag	15,647	15,447
Übriger Finanzertrag	1,740	1,481
<b>Total Finanzergebnis</b>	<b>17,162</b>	<b>16,655</b>
Direkte Steuern	-95	-88
<b>Jahresgewinn</b>	<b>16,185</b>	<b>15,892</b>

## Financial Report

### PROFIT SHARING

#### Application concerning the use of balance sheet profits

	CHF	CHF
<b>Annual profit 2017</b>		<b>16,184,959</b>
Profit balance carried forward according to AGM resolution of 22 May 2017	71,602,548	
Undistributed dividends from own shares	9,858	
Profit balance carried forward according to annual financial statement	71,612,406	71,612,406
<b>Balance sheet profit available to the AGM</b>		<b>87,797,365</b>
<b>Executive Board proposal:</b>		
Distribution of a dividend of CHF 2.40 per share on 5,835,000 registered shares. CHF 1.50		-14,004,000
Amount to be carried forward		73,793,365

## Financial Report

### NOTES TO THE FINANCIAL STATEMENTS

#### Basis

The 2017 annual accounts of Jungfraubahn Holding AG, Interlaken, have been prepared in accordance with the provisions of Swiss Accounting Law (Section 32 of the Swiss Code of Obligations).

#### Various information

Jungfraubahn Holding AG did not employ any staff in the reporting year nor in the previous year. Since the balance sheet date of 31 As of December 2017, no events have occurred which affect the validity of the 2017 annual accounts of Jungfraubahn Holding AG.

#### Treasury shares

CHF (thousands)		2017	2016
<b>Inventory on 1st January</b>	<b>(2017: 4,704 shares, 2016: 14,737 shares)</b>	<b>442</b>	<b>1,379</b>
Purchases	(2017: 20,005 shares, 2016: 20,476 shares)	2,238	1,943
Sales	(2017: 21,116 shares, 2016: 30,509 shares)	-2,723	-2,842
Success		442	-38
<b>Inventory on 31st December</b>	<b>(2017: 3,593 shares, 2016: 4,704 shares)</b>	<b>399</b>	<b>442</b>
Average price of purchased treasury shares (CHF)		111.86	94.89
Average price of treasury shares sold (CHF)		128.94	93.15



## Financial Report

### Holdings / voting rights in per cent

	Share capital CHF (thousands)	2017	2016
<b>Group companies</b>			
Jungfraubahn AG, Interlaken; operation of a rack railway from Kleine Scheidegg to Jungfrauoch	10,000	100.0%	100.0%
Wengernalpbahn AG, Interlaken; operation of a rack railway, chair lifts and ski lifts	10,000	100.0%	100.0%
Firstbahn AG, Grindelwald; operation of the First Railway as well as chairlifts and ski lifts, hotels and restaurants	10,000	100.0%	100.0%
Parkhaus Lauterbrunnen AG, Lauterbrunnen; construction and operation of Lauterbrunnen car park	1,000	100.0%	100.0%
Mürrenbahn AG, Lauterbrunnen; operation of cable car and narrow gauge railway from Lauterbrunnen to Mürren	100	100.0%	100.0%
Jungfrau Gastronomie AG, Interlaken; operation of hotels and restaurants [1]	100	100.0%	0.0%
Bergbahn Lauterbrunnen-Mürren AG; operation of cable car and narrow gauge railway from Lauterbrunnen to Mürren	1,800	94.1%	94.0%
Harderbahn AG, Interlaken; Interlaken-Harder cable car and Harder Kulm restaurant	705	88.4%	88.2%
Grindelwald Grund Infrastruktur AG, Grindelwald; creating, maintaining and managing the infrastructure of railway stations, terminal, car park	10,000	80.0%	80.0%
JungfrauBahnen Management AG, Interlaken; management / company consultancy, provision of services	100	67.0%	67.0%
Sphinx AG Jungfrauoch, Fieschertal VS; ownership and management of Sphinx buildings, Jungfrauoch	53	57.1%	57.1%
<b>Associated companies</b>			
Gondelbahn Grindelwald-Männlichen AG, Grindelwald; operation of gondola lift and ski lifts in the Männlichen area	11,000	35.5%	35.5%
Skilift Bumps AG, Wengen; creation, operation and maintenance of a ski lift on the Wickibort	220	22.7%	22.7%
<b>Deviating voting rights in holdings as a percentage</b>			
Gondelbahn Grindelwald-Männlichen AG, Grindelwald		34.8%	34.8%
<b>Other significant holdings</b>			
Intersport Rent-Network Jungfrau Region AG, Grindelwald	400	12.5%	12.5%
Berner Oberland-Bahnen AG, Interlaken	12,341	8.1%	8.1%

[1] Company acquired in 2017

### Shareholder structure

	2017	2016
<b>Significant shareholders</b>		
BEKB   BCBE (Berner Kantonalbank), Bern	14.3%	14.3%
Gebäudeversicherung Bern, Bern	7.7%	7.7%
Securitas Investment AG, Zollikofen	4.7%	4.7%
Erwin Reinhardt, Muri b. Bern [1]	4.4%	4.4%
Martin Haefner, Horw	4.0%	4.0%

[1] Participation directly and as beneficial owner of Montalto Holding AG, Zug, and Epicea Holding AG, Zug

## Financial Report

### Further information

CHF (thousands)	2017	2016
<b>Sureties, guarantees and pledges in favour of third parties</b>		
Joint and several liability for all value-added tax liabilities of the Jungfraubahn Group (including Berner Oberland-Bahnen AG)	p.m.	p.m.
<b>Net release of silent reserves</b>	<b>306</b>	<b>0</b>

### Holding relationships of directors and management board members

Disclosure under Art. 663c OR	Number of shares 2017	Number of shares 2016	Voting rights share 2017
<b>Board of Directors</b>			
Prof. Thomas Bieger, Board Chairman	10,000	9,450	0.17%
Ueli Winzenried, Board Vice-Chairman	4,500	4,500	0.08%
Peter Baumann, Board of Directors	5,700	4,950	0.10%
Nils Graf, Board of Directors	4,913	4,163	0.08%
Bruno Hofweber, Board of Directors	5,340	5,340	0.09%
Dr. Jürg Rieben, former Board Vice-Chairman [1]		8,554	
Hanspeter Rüfenacht, Board of Directors [2]	850		0.01%
<b>Total Board of Directors</b>	<b>31,303</b>	<b>36,957</b>	<b>0.54%</b>
<b>Company Management</b>			
Urs Kessler, Chairman of the Executive Board	32,000	30,000	0.55%
Jürg Lauper, Head of Infrastructure [3]		9,197	
Christoph Schläppi, Head of Corporate Services	8,895	8,849	0.15%
Christoph Seiler, Head of Finances and Controlling	16,808	16,608	0.29%
<b>Total management</b>	<b>57,703</b>	<b>64,654</b>	<b>0.99%</b>

[1] on the Board of Directors until 22.05.2017 [2] Election to the Board of Directors on 22.05.2017 [3] Resigned on 31.05.2017

The relationships between the largest shareholders and individual members of the Board of Directors are disclosed in Figure 3.1 of the Corporate Governance Report. This connection is classified as "not related". There is no attribution of the shareholding held by the major shareholders to individual Board members.

*Financial Report***AUDITOR'S REPORT**

The object of the official annual report of Jungfraubahn Holding AG is the management report (with segment reporting) and the financial report, which contains the consolidated financial statements for 2017 and the financial statements for 2017 of the holding company. The auditor's reports are also included in this part of the annual report. The printout of the annual report in German, available at the registered offices of the company during the invitation period to the General Meeting of Jungfraubahn Holding AG, is binding and has been audited. Thus no audit reports were drawn up in English. You can download a PDF document with the same content from the online annual report Download Centre. The accompanying report and the download file also contain the 2017 remuneration report and corporate governance information.

## Financial Report

# SUBSIDIARIES

## JUNGFRAUBAHN AG

From Kleine Scheidegg, the Jungfrau Railway opens up the world-famous excursion destination of Jungfrauoch - Top of Europe. Every year, the Jungfrau Railway transports guests from all over the world to Europe's highest railway station in eternal snow and ice. On the Jungfrauoch and on the Eigergletscher, guests are catered for in various, leased gastronomic establishments. In the Top of Europe Shops, on the Jungfrauoch, Kleine Scheidegg, on First and in Interlaken, the company sells typical Swiss souvenirs, clothing and accessories. Since its founding, Jungfraubahn AG has been producing electricity in its own hydroelectric power plant in Lütschental and provides services in energy supplies.

### Company data

Route	Route length (all rack)	9.3 km
	Length of tunnel	7.6 km
	Altitude difference	1,393 m
Most important rolling stock	Double carriage	8
	Low-floor control cars	4
Conveying capacity per hour	Seats	1,060
Jungfrauoch catering (leased)	Restaurant (elevated)	1
	Bar	1
	Self-service	1
	Group restaurants	2
	Total seats	730
Eigergletscher catering (leased)	Restaurant	1
	Ski bar	1
	Seats	320
Shopping area Top of Europe Shops	Jungfrauoch	140 m2
	Kleine Scheidegg	40 m2
	First	60 m2
	Interlaken	90 m2

## Financial Report

### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	140	147
• of which learners	4	4
Holdings of Jungfraubahn Holding AG	100.0%	100.0%
Operating income	92,361	80,639
Transportation revenues	66,556	57,718
Goods income from shops	7,563	5,987
Goods expenditure shops	-3,394	-2,673
Sale of energy	14,713	14,346
Purchase of energy	-2,968	-3,041
EBIT	38,902	30,297
Annual profit	30,337	23,543

## Financial Report

### WENGERNALPBAHN AG

The Wengernalp Railway, with the longest racked railway in the world, opens up the excursion and winter sports area of Kleine Scheidegg and serves as a feeder to the world-famous destination of Jungfrauoch - Top of Europe. In the area of public transport, Wengernalpbahn AG supplies the car-free residential and holiday resort of Wengen. Wengernalpbahn AG also owns the winter sports facilities around Kleine Scheidegg with a total of 8 chairlifts. In addition, the company leases catering facilities at Kleine Scheidegg (to the sister company Jungfrau Gastronomie AG) and Grindelwald Grund.

#### Company data

Route	Route length (all rack)	19.2 km
	Stations	10
Most important rolling stock	Panorama trains	10
	Double carriage	4
	Railcars	18
	Articulated driving units	7
	Passenger cars and control cars	13
	Freight cars	47
	Freight locomotives	7
Conveying capacity per hour	Lauterbrunnen (seats/standing places)	1,076 / 444
	Grindelwald (seating / standing)	784 / 420
	Total	2,866
Winter sports	Chairlifts	8
	Slope vehicles	11
Catering, accommodation (leased)	2 restaurants (number of seats)	550
	Dormitory (number of beds)	90

#### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	220	220
• of which learners	4	4
Holdings of Jungfraubahn Holding AG	100.0%	100.0%
Operating income	68,861	61,730
Transportation revenues	55,865	49,655
Compensation	8,012	6,809
EBIT	8,719	4,676
Annual profit	6,264	3,121

## Financial Report

### FIRSTBAHN AG

On the Grindelwald-First - Top of Adventure excursion mountain you can take a trip into the mountains with a spectacular tour on the "First Cliff Walk by Tissot", a fast-paced ride with the First Flyer (Tyrolienne) and the First Glider, an adventurous ride in the "Mountain Cart" and a downhill ride with the Trottibike scooter. The sunniest ski area of the Jungfrau Region, with its five service facilities, half-pipe and the "Snowpark Grindelwald-Firs", is popular in winter with locals, freestylers and holidaymakers from all over the world. First Railway leases the Berghaus on First with a dormitory.

#### Company data

Gondola lift	Gondola lift (sections)	1 (3)
	Gondola lift carrying capacity	1,200 p/h
	Carrying capacity 3rd section	1,800 p/h
Winter sports	Chairlifts	3
	Ski lifts	2
	Carrying capacity chairlifts and ski lifts	8,190 p/h
	Slope vehicles	7
Experience offers	First Flyer (Tyroliennes)	4
	First Glider (number of seats)	4
	Mountain Carts (vehicles)	100
	Trotti-Bikes (vehicles)	120
Catering, accommodation (leased)	2 restaurants (number of seats)	790
	Dormitory (number of beds)	90

#### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	57	52
• of which learners	7	5
Holdings of Jungfraubahn Holding AG	100.0%	100.0%
Operating income	16,544	14,416
Transportation revenues	12,997	11,746
EBIT	2,650	1,523
Annual profit	2,423	1,298

## Financial Report

### BERGBAHN LAUTERBRUNNEN-MÜRREN AG

The Mürren Railway is part of the public transport network financed by the canton of Bern. It connects the car-free health resort of Mürren, the "Winteregg - Top of Family" excursion destination and the Mürren-Schilthorn winter sports area. On Winteregg, the company leases the restaurant of the same name.

#### Company data

Lauterbrunnen-Grütschalp funicular	Track length	1,432 m
	Altitude difference	686 m
	Cable car cabins (number of persons / tonnes of goods)	100 / 6
Grütschalp-Mürren adhesion railway	Track length	4.3 km
	Railcars	5
Catering (leased)	Restaurant Winteregg (number of seats)	430

#### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	30	31
Holdings of Jungfraubahn Holding AG	94.1%	94.0%
Operating income	7,015	6,754
Transportation revenues	4,493	4,073
Compensation	2,139	2,251
EBIT	616	-784
Annual result	617	-756



## Financial Report

### HARDERBAHN AG

With "Harder Kulm - Top of Interlaken", the funicular is positioned as an excursion to Interlaken's own mountain. The short journey, the breathtaking view from an exposed viewing platform on Lake Brienz and Lake Thun as well as the three peaks of the Eiger, Mönch and Jungfrau contribute to the special experience. A wide range of dishes in the leased "Harder Kulm" restaurant rounds off the offer.

#### Company data

Funicular	Track length	1,449 m
	Altitude difference	754 m
	Carrying capacity	500 p/h
Catering (leased)	Restaurant Harder Kulm (seats)	560

#### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	5	4
Holdings of Jungfraubahn Holding AG	88.4%	88.2%
Operating income	4,704	3,328
Transportation revenues	3,951	2,832
EBIT	2,687	1,309
Annual profit	2,099	1,030

*Financial Report***PARKHAUS LAUTERBRUNNEN AG**

The Lauterbrunnen car park with its 940 parking spaces and bus terminal is the central transfer point between private transport and the car-free resorts of Mürren and Wengen.

**Key figures**

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	4	4
Holdings of Jungfraubahn Holding AG	100.0%	100.0%
Operating income	2,096	1,963
EBIT	775	703
Annual profit	609	553

## Financial Report

### GRINDELWALD GRUND INFRASTRUKTUR AG

The company was founded in 2016 as the central element of the V-Cableway project, with the aim of providing the Grindelwald-Männlichen valley stations, the multifunctional terminal and connected car park with more than 1,000 parking spaces and a bus terminal.

#### Key figures

Operating values, in thousands of CHF	2017	2016
Staff	0	0
Holdings of Jungfraubahn Holding AG	80.0%	80.0%
Operating income	22	1
EBIT	-85	-259
Annual result	-86	-253

## Financial Report

### JUNGFRAU GASTRONOMIE AG

The Jungfrau Gastronomie AG was acquired on 1 November 2017. The purpose of this new company is the operation of catering establishments along the main traffic axis to the Jungfrauoch Top of Europe. As the first operation branch, the "Bergrestaurant Kleine Scheidegg" was opened on 1 December at Kleine Scheidegg.

#### Key figures

Operating values, in thousands of CHF	2017
Employees (full-time positions on 31/12/2017)	36
Holdings of Jungfraubahn Holding AG	100.0%
Operating income	458
EBIT	-546
Annual result	-614

## Financial Report

### JUNGFRAUBAHNEN MANAGEMENT AG

The main activity of Jungfraubahnen Management AG is the provision of IT infrastructure and the performance of central, group-wide services for the companies of the Jungfrau Railway Group and Berner Oberland-Bahnen AG.

#### Key figures

Operating values, in thousands of CHF	2017	2016
Employees (full-time positions)	80	78
• of which learners	12	12
Holdings of Jungfraubahn Holding AG	67.0%	67.0%
Operating income	27,609	24,744
Income from management services	20,914	19,413
EBIT	234	217
Annual profit	139	109

## RESPONSIBLE PUBLISHER

Jungfraubahn Holding AG  
Harderstrasse 14  
CH-3800 Interlaken  
Schweiz

## CONTACT

### Media

Patrizia Bickel  
[patrizia.bickel@jungfrau.ch](mailto:patrizia.bickel@jungfrau.ch)

### Investor Relations

Christoph Seiler  
[christoph.seiler@jungfrau.ch](mailto:christoph.seiler@jungfrau.ch)

### Tourist Information

Rail Info  
[info@jungfrau.ch](mailto:info@jungfrau.ch)

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