

## Information on the first half 2001

### Geberit with improved Net Income

Jona, 7 August 2001. **In the first half 2001, the Geberit Group generated consolidated sales of CHF 626.4 million. Expressed in Swiss Francs, this was 3.2% below the strong first half 2000 while, in local currencies, sales almost remained at the prior year level (-0.3%). At CHF 105.0 million (prior year CHF 117.3 million) and a margin of 16.8%, the operating profit reached a high level. However, net income rose from CHF 61.4 million to CHF 64.2 million corresponding to a growth of 4.6% and a return on sales of 10.2%. Earnings per share increased by 6.9% to CHF 16.01. For 2001, the Company's management anticipates that sales, after a slight improvement in the second half of the year, will remain on the previous year's level, again with above-average earnings.**

In a continuing economic downturn, mainly in Germany, the Geberit Group generated sales of CHF 626.4 million in the first six months of the current fiscal year, against CHF 647.4 million in the first half 2000. This 3.2% decline is primarily due to a markedly stronger Swiss Franc against the Euro and Pound Sterling compared to the prior year period. In local currencies, the prior year sales figures were almost reached (-0.3%).

While in the first half 2001 sales after currency adjustments experienced a positive development in Italy (+4.4%), Switzerland (+4.3%), Belgium (+6.5%), France (+4.0%), USA (+5.3%) as well as in Spain, Central and Eastern Europe, Ireland and Denmark, they were below the prior year figures in Germany (-6.9%), Austria (-2.3%) and the United Kingdom (-0.8%).

The German contribution to Group sales was further reduced. While it still was 38.8% in 2000, it was 36.7% as of 30 June 2001. The sales contribution of the developing markets outside the eight Western European core markets, rose to 10.8% against 9.8% in the first half 2000. Currency adjusted growth in these markets was 8.0%. Outside Germany, Geberit sales after currency adjustments rose by 3.9%.

The operating cash flow (EBITDA) was CHF 156.4 million compared with CHF 173.7 million in the prior year. The EBITDA margin reached 25.0%

As a result of increased funding for the development of new markets and new products and because of the decline in sales as well as the strong Swiss Franc, operating income (EBIT), decreased to CHF 105.0 million (prior year: CHF 117,3 million). At 16.8%, the EBIT margin remained at a high level.

Due to a further reduction in financial expenses and taxes, net income rose by 4.6% to CHF 64.2 million. The return on sales was 10.2%. Earnings per share improved significantly by 6.9% from CHF 14.97 to CHF 16.01.

In the first half 2001, the Group's financial position again improved against 31 December 2000. Net financial debt decreased from CHF 495.7 million to CHF 481.7 million as of 30 June 2001. The equity ratio rose from 34.1% to 35.7%.

For the second half, the Company's management anticipates a positive base effect on sales and exchange rates. From today's point of view, sales may be expected to increase slightly in the second half and to reach the prior year level for the fiscal year as a whole with income remaining on a high level.

As European market leader, the Geberit Group is a global supplier of sanitary technology and employs a staff of approximately 4,200 worldwide.

*(See page 3 for a table of key figures)*

## Key Figures First Half of 2001

| CHF in millions                              | 1.1. – 30.6.2001 | 1.1. – 30.6.2000    |
|--|------------------|---------------------|
| Sales  | 626.4            | 647.4               |
| YoY in %                                     | -3.2             | 6.7                 |
| Operating income (EBIT)                      | 105.0            | 117.3               |
| YoY in %                                     | -10.5            | 16.4                |
| Margin                                       | 16.8             | 18.1                |
| Net income                                   | 64.2             | 61.4                |
| YoY in %                                     | 4.6              | 239.2               |
| Margin                                       | 10.2             | 9.5                 |
| Operating cashflow (EBITDA)                  | 156.4            | 173.7               |
| YoY in %                                     | -10.0            | 6.7                 |
| Margin                                       | 25.0             | 26.8                |
| Shareholders' equity                         | 519.9            | 492.5 <sup>1)</sup> |
| Equity ratio in %                            | 35.7             | 34.1 <sup>1)</sup>  |
| Earnings per share (CHF)                     | 16.01            | 14.97               |
| Earnings per share – adjusted (CHF)          | 20.31            | 20.10               |
| Number of employees<br>(semi annual average) | 4'203            | 4'279               |

<sup>1)</sup> as per 31 December 2000

The complete half-year report is available at [www.geberit.com](http://www.geberit.com) on the internet.