

## Information on the First Half 2002

### Geberit rises Sales and Results

Jona, 31 July 2002. **The Geberit Group has grown in the first six months of the current fiscal year. At CHF 641.3 million, consolidated sales in Swiss Francs rose by 2.4% over the first half 2001. In local currencies, the prior year level was outperformed by 6.1%. The operating profit (EBIT) increased by 7.4% to CHF 112.8 million (prior year: CHF 105.0 m). Net income rose by 11.7% to CHF 71.7 million, which corresponds to a return on sales of 11.2%. Earnings per share increased by 11.5% to CHF 17.85. After a good start in the first half and the U.S. acquisition completed in early July, management expects a significant growth of sales and net income for the total fiscal year 2002.**

In the first six months 2002, the Geberit Group generated sales of CHF 641.3 million against CHF 626.4 million in the comparative prior year period. The 2.4% growth was dampened by the significantly stronger Swiss Franc compared to the Euro, Pound Sterling and U.S. Dollar as against the previous year. In local currencies, the Group grew by 6.1%. 1.2 percentage points of this growth relate to the acquisition of Huter Vorfertigungs GmbH, Matrei/Austria, as of 1 January 2002.

In the first six months of the current fiscal year, sales in local currencies rose over the prior year in all European core markets: Austria (+26.0%), the Netherlands (+12.4%), Italy (+7.3%), United Kingdom (+3.2%), Belgium (+3.0%), France (+2.0%), Switzerland (+1.4%) and Germany (+0.2%). The high growth rate in Austria was partially due to the acquisition of Huter. The organic growth in Austria amounted to 6.0%.

The slight 0.2% increase in sales in Germany was achieved despite the still difficult economic situation. It was the result of the very successful launch of new installation systems and the Group's strong position in renovations. The German contribution to Group sales decreased in the first half-year and amounted to 34.5% (prior year: 36.7%).

With a 22.2% growth, the development outside the core markets was again very satisfactory. The contribution of these developing markets rose substantially to 12.3% (prior year: 10.8%).

The operating cashflow (EBITDA) rose by 5.4% to CHF 164.9 million. The EBITDA margin reached 25.7%. The operating result (EBIT) increased to CHF 112.8 million (prior year: CHF 105.0 m). The EBIT margin improved from 16.8% in the first half 2001 to 17.6%. Thanks to underproportionally rising costs and a further decline of financial expenses, net income rose by 11.7% to CHF 71.7 million. The return on sales was 11.2%.

Earnings per share also rose markedly by 11.5% from CHF 16.01 to CHF 17.85.

In the first half 2002, the Group's financial situation further improved against 31 December 2001. Net financial debt was reduced from CHF 403.8 million to CHF 395.5 million in the first half-year. Taking into account the repayment of par value on 15 July 2002, the equity ratio remained almost unchanged at 37.7%.

For the second half 2002, management anticipates a continuation of the organic growth. With the acquisition of 100% of the shares in the U.S.-based Chicago Faucet Company in July 2002 the market position of Geberit in the U.S.A. improved abruptly, making the U.S.A. the Group's fourth largest market.

Both acquisitions will contribute an external growth of approximately 5% to the current year's sales.

In view of the sales growth and the cost reduction measures initiated, management expects a significant increase in the operating results and earnings per share for the total fiscal year.

As European market leader, the Geberit Group is a global provider in the area of sanitary technology with sales of CHF 1.2 billion employing a staff of approximately 4,550 worldwide.

Annex: Financial information as of 30 June 2002