

## Quarterly report as per 30 September 2003

### Strong third quarter for Geberit

Jona, 29 October 2003 – **The Geberit Group's positive development continued in the third quarter. At MCHF 1,081.8, consolidated sales in Swiss Francs as of 30 September 2003 increased by +9.6% over the comparable prior year period. In local currencies, the prior year figures were outperformed by +8.8%. After adjustments for acquisitions, the growth rate amounted to +4.4% in Swiss Francs and to +3.6% in local currencies. The operating profit (EBIT) rose by +10.1% to MCHF 188.6. Net income increased by +14.9% to MCHF 125.0. This corresponds to a return on sales of 11.6%. Management anticipates a significant rise in sales and results for the total fiscal year.**

The +9.8% increase in sales to MCHF 379.1 in the third quarter 2003 was almost completely due to internal growth. This resulted in sales of MCHF 1,081.8 as of the end of September against MCHF 986.6 in the comparable previous year period. The recorded +9.6% growth was slightly enhanced by currency effects. The impact of the strengthened Euro more than offset the weakening of the US-Dollar and Pound Sterling. In local currencies, sales rose by +8.8%. 5.2 percentage points of such growth were due to the acquisition of the Chicago Faucet Company/USA.

In the first nine months of the current fiscal year, sales after currency adjustments in almost all major European markets were above the prior year: France (+22.1%), United Kingdom (+4.8%), Switzerland (+3.2%), the Netherlands (+3.0%), Belgium (+2.9%), Austria (+2.4%) and Italy (+2.1%). With a decline of only –1.5%, Germany also recorded a positive development compared to the first half-year 2003 (-4.5%). The German contribution to Group sales further decreased to currently 31.2%.

The countries comprised in the „Rest of Europe“ region grew by +19.7%. The sales development in America was again influenced by the acquisition of Chicago Faucets. Excluding the effect of this acquisition, there was a slight decline of –1.4%. The Asian markets achieved a significant growth of +14.6%. The share of the major European markets in Group sales again fell slightly and amounted to 80.3% as of September 2003 compared to 83.2% as of the end of 2002. The internationalisation of the Geberit Group continues as planned.

The operating cashflow (EBITDA) rose by +8.0% to MCHF 270.8. Thus the EBITDA margin reached 25.0%. The operating profit (EBIT) improved by +10.1% from MCHF 171.3 to MCHF 188.6. At 17.4%, the EBIT margin remained unchanged against the prior year.

Net income grew by +14.9% to MCHF 125.0. The return on sales was 11.6%. Earnings per share increased by +14.6% to CHF 30.89.

The Group's financial position improved again over the prior year. In the first nine months 2003 net financial debt was reduced from MCHF 294.5 (balance as of 31 December 2002) to MCHF 217.9. The equity ratio rose from 42.0% as of the end of 2002 to 44.1%. As of 30 September 2003, the Geberit Group held 111,223 shares in treasury.

Experience has shown that a seasonal decline occurs in the fourth quarter. Compared to the prior year the management anticipates a significant rise in operating results and earnings per share for the total fiscal year.

As a European market leader, the Geberit Group is a global provider in the area of sanitary technology with sales of CHF 1.3 billion and approx. 4,400 employees worldwide.

Annex: Financial key figures as per 30 September 2003

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| Millions of CHF                   | 1/1 – 30/9/2003  | 1/1 – 30/9/2002   |
|-----------------------------------|------------------|-------------------|
| Sales                             | 1,081.8          | 986.6             |
| Change in %                       | 9.6              | 7.3               |
| Operating cashflow (EBITDA)       | 270.8            | 250.7             |
| Change in %                       | 8.0              | 10.7              |
| in % of sales                     | 25.0             | 25.4              |
| Operating profit (EBIT)           | 188.6            | 171.3             |
| Change in %                       | 10.1             | 14.3              |
| in % of sales                     | 17.4             | 17.4              |
| Net income                        | 125.0            | 108.8             |
| Change in %                       | 14.9             | 18.8              |
| in % of sales                     | 11.6             | 11.0              |
| Earnings per share (CHF)          | 30.89            | 26.95             |
| Adjusted earnings per share (CHF) | 37.49            | 33.44             |
| Average number of employees       | 4,415            | 4,264             |
|                                   | <b>30/9/2003</b> | <b>31/12/2002</b> |
| Shareholders' equity              | 695.1            | 630.2             |
| Equity ratio in %                 | 44.1             | 42.0              |
| Net financial debt                | 217.9            | 294.5             |