

First Information for the Fiscal Year 2003

Two-digit sales growth at Geberit

Jona, 20 January 2004 – **In 2003, the Geberit Group generated consolidated sales of MCHF 1'404 (prior year: MCHF 1'273). This corresponds to a growth rate of +10.3% comprising 6.2% of organic and 4.1% of acquisition-related growth. The growth rate in local currencies was +9.0%. Due to this satisfactory business development, management expects a marked increase in results over the prior year. The financial statements and the annual report 2003 will be published at the financial media conference on 18 March 2004.**

Strong 4th Quarter

The growth of the Geberit Group again accelerated in the 4th quarter 2003. Quarterly sales of MCHF 322.1 exceeded the comparable prior year period by +12.5%. After currency adjustments, the growth rate for the last three months amounted to +9.5%.

This development had a positive impact on the sales of the total fiscal year which amounted to MCHF 1'403.9. This corresponds to an increase of +10.3% (+9.0% currency adjusted). After acquisition adjustments, 2003 sales rose by +6.2% in Swiss Francs and by +4.8% in local currencies.

Encouraging Development of the Markets ¹⁾

All major European markets outperformed their prior year sales. High sales growth was recorded in France (+18.6%), Belgium (+7.3%), Switzerland (+6.7%) and the United Kingdom (+5.0%). In the Austrian market, sales rose by +4.9%, in Italy by +3.1% and in the Netherlands by +1.0%. In Germany, the strong second half of the year more than offset the negative development in the first six months (-4.5% as of 30 June), while a positive +0.9% growth was generated for the total fiscal year.

In the countries of the „Rest of Europe“ region, the positive development continued with a +19.9% growth against the prior year period. The +70.3% sales growth in America was affected by the Chicago Faucets acquisition in the first half-year. Acquisition adjusted, a decline in sales of -2.3% was recorded. Sales in the Asia region rose by +6.1%.

The contribution to Group sales outside the eight major European markets increased to 19.8% (prior year 16.8%). Thus the Group's internationalization continued as planned.

1) figures in local currencies

Results expected to increase markedly

Based on the strong sales growth, management expects a two-digit increase in results and earnings per share for the total fiscal year 2003.

The financial statements and the annual report 2003 will be published at the financial media conference on 18 March 2004 in Zurich.

Mapress Acquisition close to Completion

The completion of the acquisition of the German Mapress Group announced in December 2003 is progressing according to plan. The competition authorities did not raise objections against the transaction. Thus the acquisition is expected to be completed within the next two weeks as per 1 January 2004.

As a European market leader, the Geberit Group is a global provider in the area of sanitary technology with sales of CHF 1.4 billion and approx. 4'500 employees worldwide.

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