

First information on the fiscal year 2004

## **Continued Growth at Geberit**

Geberit AG, 14 January 2005

**The Geberit Group's sales in the fiscal year 2004 increased to MCHF 1'906.8 (prior year MCHF 1'403.9). This corresponds to a growth of +35.8% (+35.2% after currency adjustments). The organic sales growth amounted to +9.5% or +8.9% in local currencies. Management expects a substantial increase in the results for the total fiscal year 2004. The 2004 financial statements and annual report will be published on the occasion of the analysts' and media conference in Zurich on 17 March 2005.**

### **Positive effect of the fourth quarter**

The strong 4th quarter of the prior year was even surpassed with a +4.2% organic growth (+6.4% after currency adjustments). Including the Mapress acquisition resulted an increase of +30.7% (+33.0% after currency adjustments) to MCHF 421.1.

The Geberit Group's sales for the entire fiscal year 2004 amounted to MCHF 1'906.8, an increase against the prior year of +35.8% (+35.2% after currency adjustments). After acquisition adjustments, a growth of +9.5% was recorded in Swiss Francs and of +8.9% in local currencies. The Mapress Group, which was acquired as of the beginning of 2004, contributed MCHF 369.6 to total sales.

### **Encouraging development of the markets<sup>1)</sup>**

All major European markets outperformed their prior year sales. Double-digit growth rates were recorded in Italy (+11.5%) and Switzerland (+11.2%). Belgium (+9.4%), the Netherlands (+8.7%), United Kingdom (+8.5%), Germany (+7.4%) and Austria (+5.6%) also generated a significant growth. At +1.0%, France only achieved a slight increase against the prior year. The countries of the „Rest of Europe“ region grew by +9.7%, America by +9.3% and Asia by +18.0%.

### **Sale of Blücher**

Blücher Metal ApS, for which Geberit entered into a sales contract with Danish investors already in December, contributed with Blücher products MCHF 63.1 to total sales. Without Blücher, the sales for 2004 amounted to MCHF 1'843.7 which corresponds to a +31.3% growth. The transaction is scheduled to be completed in the first quarter 2005 upon separation of the Danish and Swedish Mapress business.

1) after acquisition adjustments and in local currencies

**Substantial increase in results anticipated**

Based on sales growth, Management expects a substantial increase in operating results and earnings per share for the total fiscal year 2004.

The 2004 financial statements and complete annual report will be published on the occasion of the analysts' and media conference in Zurich on 17 March 2005.

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As European market leader, the Geberit Group is a global provider in the area of sanitary technology with sales of approximately CHF 1.9 billion and a staff of about 5,500 worldwide.