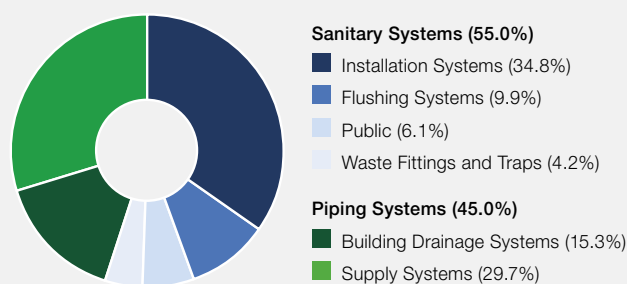


2007 sales by product areas and product lines



Above-average growth in Piping Systems

In the year 2007, sales of CHF 1,367.3 million were generated in the product area **Sanitary Systems**, corresponding to a 9.4% growth after currency adjustments. The contribution of Sanitary Systems to total sales fell slightly to 55.0% compared with 55.4% in the prior year.

Installation Systems, the largest product line within Sanitary Systems with a contribution to total sales of 34.8%, impressed with an increase of 11.2% in local currencies. Once again, this was primarily due to dry-wall elements and actuator plates. The pre-fabricated bathrooms used in project business also made an above-average contribution to growth. The **Flushing Systems** product line, which contributed 9.9% to Group sales, grew by 10.1%. The situation with filling and flushing valves was gratifying, as was that with Balena shower toilets where the increasing internationalization activities bore fruit. The continuing shift from exposed to concealed solutions (part of the product line Installation Systems) resulted in a decline in sales. Growth in the **Public** product line was just 4.7%, resulting in a contribution of 6.1% to total sales. As a consequence of the unsatisfactory situation in North America in prior years, the product range was streamlined with a corresponding effect on sales. Within this product line, however, sales of urinal flushing systems experienced above-average growth. The product line **Waste Fittings and Traps** was likewise unable to match the growth

rates of the other product lines. Growth of just 1.6% meant that the contribution to total sales fell to 4.2%. This product line also suffered as a result of the streamlining of the US product range already mentioned and, additionally, due to the weakness of the US residential construction sector. The only products in this product line with satisfactory results were traps and connection sleeves.

At 10.9%, the **Piping Systems** product area showed notably stronger growth than Sanitary Systems – adjusted by the sale of the PVC business in the UK, growth was even 13.9%. Sales amounted to CHF 1,119.5 million. Despite the disinvestment, the contribution to total sales increased from 44.6% in the prior year to 45.0%.

The product line **Building Drainage Systems** recorded a rise of 10.4% in local currencies and adjusted by the sale of the PVC business. The contribution to total sales was 15.3%. The growth was broadly supported by the entire product range. The highest growth of all product lines came from **Supply Systems** with an increase of 15.7%. Sales of the Mapress product range were outstanding. The multilayer piping system Mepla also showed a gratifying situation. The contribution to Group sales reached 29.7%.