

A market leader with a focus

- Uninterrupted growth trend with high profitability
- Processes and infrastructure on a high level
- Geberit shares popular amongst sustainability-conscious investors

The Geberit Group has been experiencing pleasing growth for many years, primarily as a result of organic growth, additionally, however, through selective acquisitions. Sales have increased by an average of 9.2% p.a. over the past ten years (CAGR). At the same time, operative profitability has continued to rise further. Each year, the company generates a substantial amount of free liquid funds. These are used for further investments in the future of Geberit. Nevertheless, these funds are also available for the repayment of debts, for dividend payments, the repurchase of shares or for acquisitions. Thanks to the healthy financial situation, Geberit is a dependable employer as well as a reliable partner for customers, suppliers and the interested public. The shareholders participate in the success through a permanent increase in the value of the company and increased dividend payments.

A decisive factor in the success of Geberit so far is a clear strategy, combined with resolute and consistent implementation. The strategy with the four elements set out below forms the basis for future success:

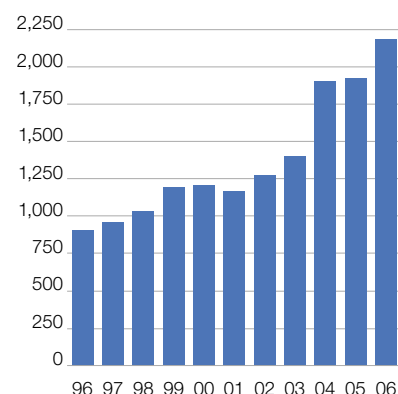
1. Focus on plumbing technology

Geberit is focusing on plumbing technology. The company has long and profound expertise in this area. The main focus of attention is on the transport of water in buildings. Here, integrated plumbing technology of superior quality is offered.

2. Commitment to innovation

For Geberit, the ongoing optimization and extension of the product range is decisive for future success. In addition to meeting customer requirements, the product range must satisfy the highest environmental standards. At 2.0% of sales, our investment in research and development is above the standard level for our industry. Around 100 patents have been applied for over the past five years to protect the innovations.

Sales development 1996–2006
(in CHF million)



Net income 2004–2006

	2006	2005	2004
EBIT	482.2	366.9	305.5
EBITDA	569.1	455.9	453.4
Net result	355.0	262.5	194.4