

## Media release

Financial year 2007/2008 as at 30 June 2008

### **Kaba impresses with good results and positive outlook**

Rümlang, 17 September 2008 – **Kaba Group's net sales for the 2007/2008 financial year (as at 30 June 2008) were 5.6% higher than the previous year at CHF 1.3 billion. The Access + Data Systems Segment made the biggest contribution to this increase. EBIT rose even faster, by 14.1% to CHF 164 million, pushing the EBIT margin up from last year's 11.5% to 12.6%. Consolidated net profit rose 14.5% to CHF 97.1 million.**

Kaba Group can report a very good performance for the 2007/2008 financial year. Acquisition- and currency-adjusted, net sales increased by 5.6% to CHF 1303.7 million. This increase of CHF 69.6 million was driven primarily by the successful sales performance of Access + Data Systems, the Group's most important segment by far. In contrast to the 2006/2007 financial year, when the acquisition of the Chinese Wah Yuet Group (consolidated from 10 August 2006) and the US company CSS (consolidated from 1 October 2006) contributed significantly to the higher sales, the effect of acquisitions was small during the year under review at +1.4%. Currency influences, especially the weakness of the US dollar, reduced the sales figure by 2.6%.

The Group's EBIT (operating earnings before interest and taxes) went up by a overproportionally large 14.1%, or CHF 20.3 million, to CHF 164 million. This significant rise in EBIT and the impressive EBIT margin of 12.6% (11.5%) both resulted primarily from efficiency gains in production, distribution and marketing. "The figures show that Kaba Group's growth strategy and the efforts we have made over the last two years are paying off," says CEO Rudolf Weber. Consolidated net profit went up 14.5% to CHF 97.1 million during the year under review.

#### **Most segments perform very well**

The Door Systems Segment saw sales grow 1.2% to CHF 275.4 million, though its EBIT fell 24.2% to CHF 17.8 million. As a consequence the EBIT margin declined from 8.6% to 6.5%. The fall in EBIT was caused mainly by the unexpectedly high costs associated with the reorganization and restructuring of Kaba Gilgen AG's sales operation in Schwarzenburg.

The Access + Data Systems Segment increased sales by 9.9% to CHF 749.0 million. About half of this CHF 67.4 million rise was driven by acquisitions. Acquisition- and currency-adjusted, the increase was 8.1%. There was an overproportionally large improvement in the EBIT margin from 17.0% to 18.5%.

In the EMEA (Europe, Middle East and Africa) market region, sales went up 9.1% to CHF 405.7 million. In America, sales by the Access + Data Systems Segment rose 7.5% to CHF 251.7 million. The EBIT margin increased again thanks to synergies generated by the October 2006 acquisition of CSS (electronic hotel and security locks). Sales in the Asia Pacific region went up by a substantial 18.0% to CHF 124.7 million.



The Key + Ident Systems Segment was able to push through further price increases, so although sales remained the same as last year, the EBIT margin improved from 9.4% to 10.2%.

### **Dividend raised again, authorized capital extended**

The Board of Directors is proposing to the Annual General Meeting on 21 October 2008 that the dividend be increased by CHF 1.30 to CHF 7.80 per share. Since the current authorized capital expires on 24 October 2008, the Board is also proposing that new authorized capital of 380,000 shares be created. In addition, the Board proposes that Ulrich Graf, Klaus Schmidt and Riet Cadonau be re-elected.

### **Equipped for further growth**

Kaba is sticking to its medium-term goals (up to 2011) of 5% average organic growth a year and an increase in the EBIT margin to 15%. Kaba expects the business to perform well in the coming financial year with an organic growth above market average.

### **Key figures for the Kaba Group as per 30 June 2008**

in CHF million	1.7.2007 – 30.6.2008	1.7.2006 – 30.6.2007
Consolidated net sales	1303.7	1248.7
Operating profit before depreciation (EBITDA)	206.6	186.5
in % of sales	15.9	15.0
Operating profit (EBIT)	164.0	143.7
in % of sales	12.6	11.5
Consolidated net profit	97.1	84.8
in % of sales	7.5	6.8
Earnings per share in CHF	25.6	22.6
Total assets	1077.9	1162.7
Net working capital	254.5	272.8
Net debt	412.7	491.6
Shareholders' equity	237.6	215.1
as % of total assets	22.0	18.5
Number of employees (average)	9151	8585

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information access points. Kaba is also the world market's no. 1 provider of key blanks, key cutting and coding machines, transponder keys, and high security locks. It is a leading provider of electronic access systems, locks, master key systems, hotel locking systems, security doors, and automatic doors. For more information please visit [www.kaba.com](http://www.kaba.com)

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