



Press release HIESTAND HOLDING AG

Sales figures fiscal year 2005

ORGANIC GROWTH CONTINUES UNABATED; SALES LIFT TO CHF 450 MILLION

Lupfig, January 31, 2006 – Compared with the previous year, the HIESTAND GROUP lifted sales in 2005 by 13.1%, taking the total to CHF 449.6 million. If we eliminate the two companies in Singapore, which were sold as of 1 July 2005, growth actually totalled 13.9%. Currency effects came to 0.7%. Both HIESTAND regions contributed to sales growth: Sales in Europe rose 13.0% to CHF 423.0 million, while Asia without Singapore posted an increase of 18.4% to CHF 24.7 million.

In the fourth quarter of 2005, sales totalling CHF 117.5 million were generated, a 13.7% increase versus the same period a year ago. Currency factors amounted to 1.0% in the period in question. On a like-for-like basis, i.e. leaving out the Singapore operations, growth of 14.9% was achieved.

Effective January 1, 2006, the Board of Directors has decided on the following organizational changes: The successfully established Marketing and Sales Functions, currently managed centrally, are to be transferred to the national companies. As part of this strategic realignment, and upon completion of the responsibilities' transition, Luca Miggiano, the Group Executive Committee member responsible for this area, has decided to leave the company. Andrea Stegen was appointed to the Group Executive Committee as of January 1, 2006. Alongside his position as managing director of the German national company, he will also build up and manage further business with key international customers within the industry. Germany looks set to remain the most significant growth market for the Group in the foreseeable future.

The Executive Committee of the HIESTAND GROUP is now made up of Wolfgang Werlé (CEO), Urs Jordi (COO), Roland Straub (CFO) and Andrea Stegen in the function described above.



The «we@Hiestand» project got off to a very good start in 2005 and is proceeding according to plan. Based on five intra-Group processes, «we@Hiestand» will exploit synergies between the individual companies and optimize them at group level.

As in the prior financial year, the ambitious targets for 2005 were successfully met through double-digit organic growth.

The Board of Directors and the Group Executive Committee are very confident of having reached the earnings targets announced for 2005, namely an EBIT margin of 10% and a net profit margin of over 5%.

The HIESTAND GROUP is a leading international producer of deep-frozen and convenience bakery goods. In 2005 the Group generated sales of around CHF 450 million and employed a staff of around 2 050. Its innovative bakery goods and broad product range, complemented by comprehensive services in the area of active sales promotion, generate added value for B2B customers. A tight-knit logistics and distribution network ensures that customers are able to sell fresher-than-fresh products on a constant basis. HIESTAND uses only natural and unadulterated raw materials in its high-quality bakery produce. HIESTAND HOLDING AG is listed on SWX Swiss Exchange (Swiss security no. 718698).

Disclaimer

The expectations expressed in the present report are based on assumptions. The actual annual results may deviate from these assumptions. This report is published in English and German. The German version is legally binding.

Calendar

30 March 2006	Media and Analysts' Conference
10 May 2006	Annual Shareholders' Meeting
August 2006	Half-year result 2006

Further information

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