

Facts & Figures 2016



Water is our element.

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Content

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Content



↑ Behind the wall: Innovative, sophisticated and high-quality sanitary technology from Geberit has ensured trouble-free operation and a high quality of life for decades.

↓ In front of the wall: Thanks to the acquisition of Sanitec, Geberit is now also able to offer comprehensive fittings and design solutions for bathrooms of all sizes and comfort classes.



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Leader in the sanitary industry

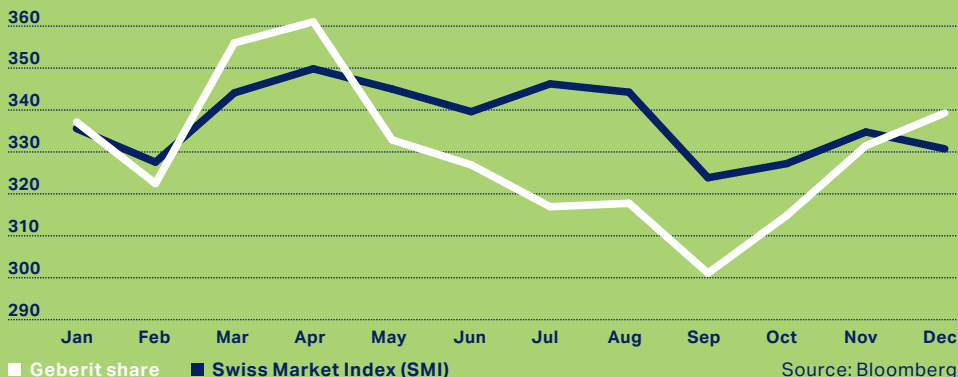
Geberit has a very strong local presence in most European countries, providing unique added value when it comes to sanitary technology and ceramics. The company is headquartered in Rapperswil-Jona and listed on the Swiss Stock Exchange. Since 2012, the Geberit share has been included in the SMI (Swiss Market Index).

Key figures 2015

Net sales	MCHF	2,593.7
Operating cashflow (EBITDA)	MCHF	693.5 ¹
Operating profit (EBIT)	MCHF	590.9 ¹
Net income	MCHF	493.1 ¹
Earnings per share	CHF	13.23 ¹
Equity ratio	%	41.7
Number of employees		12,126

¹ Adjusted for costs in connection with the Sanitec acquisition (transaction, integration and one-off financing costs as well as the amortisation of intangible assets and one-off costs resulting from the inventory revaluation).

Share price development 1 January until 31 December 2015



Management (as of January 1, 2016)

Board of Directors



Albert M. Baehny,
Chairman



Robert F. Spoerry,
Vice Chairman



Felix R. Ehrat



Hartmut Reuter



Jørgen Tang-Jensen



Thomas M. Hübner

Group Executive Board



Christian Buhl,
Chief Executive Officer (CEO)



Roland Iff,
Finance (CFO)



Michael Reinhard,
Products



Egon Renfordt-Sasse,
Marketing & Brands



Karl Spachmann,
Sales Europe



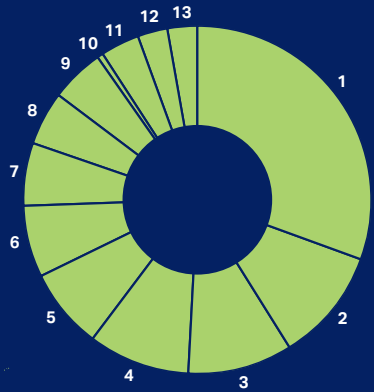
Ronald van Triest,
Sales International

Global presence

Geberit generates sales in more than 100 countries and has employees in over 40 countries. The Group has 35 production facilities, of which 29 are located in Europe.



Net sales in 2015 by markets/regions



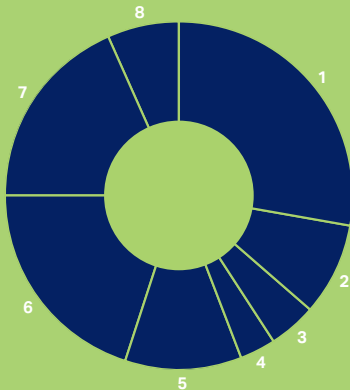
- 1 Germany (30.7%)
- 2 Switzerland (10.6%)
- 3 Nordic Countries (9.8%)
- 4 Central/Eastern Europe (9.2%)
- 5 Benelux (7.5%)
- 6 Italy (6.7%)
- 7 France (5.9%)
- 8 Austria (5.0%)
- 9 United Kingdom/Ireland (4.9%)
- 10 Iberian Peninsula (0.7%)
- 11 America (3.5%)
- 12 Far East/Pacific (2.9%)
- 13 Middle East/Africa (2.6%)

- Sales
- Production
- ◐ Sales and Production

Comprehensive product range

The product range includes sanitary and piping systems as well as ceramic appliances, bathroom furniture, showers and bathtubs. Geberit branded products are used in new buildings as well as in renovation and modernisation projects. They are innovative, durable and eco-efficient and create considerable benefit for trade customers, craftsmen and end users.

Geberit product areas and product lines (% of 2015 net sales)



Sanitary Systems (44.2%)

- 1 Installation Systems (28.0%)
- 2 Cisterns and Mechanisms (8.5%)
- 3 Faucets and Flushing Systems (4.5%)
- 4 Waste Fittings and Traps (3.2%)

Piping Systems (30.8%)

- 5 Building Drainage Systems (11.0%)
- 6 Supply Systems (19.8%)

Ceramics (25.0%)

- 7 Bathroom Ceramics (18.4%)
- 8 Ceramics Complementary Products (6.6%)

Sanitary Systems

Installation Systems



Cisterns and Mechanisms



Faucets and Flushing Systems



Waste Fittings and Traps



Piping Systems

Building Drainage Systems

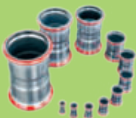


Ceramics

Bathroom Ceramics



Supply Systems



Ceramics Complementary Products



Keep calm

Sound insulation in sanitary facilities

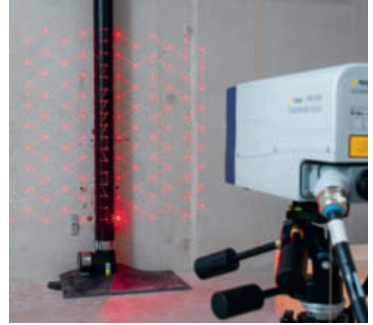
↑ Given the current state of technology in the sanitary industry, there is no longer any reason to have your sleep disturbed by loud flushing sounds and waste water noise.

Whether in a modern hotel or in a renovated apartment in the old town, sanitary noises that rob you of sleep are tolerated less and less nowadays. Geberit goes to great lengths to ensure that building owners, architects and sanitary engineers pay due attention to sound insulation.

Highly sound-insulating discharge pipes, low-noise toilet flushes, installation systems that are decoupled from the building structure – products and solutions that eliminate irritating sanitary noises are already available. What is missing among construction professionals in many places, however, is the awareness that peace and quiet is not a luxury, but a right that is increasingly better protected from a legal perspective. Geberit is therefore stepping up its efforts in many countries at informing building owners, architects, sanitary engineers and plumbers about effective sound insulation in sanitary facilities.



When developing and testing sound insulating drainage systems, Geberit uses state-of-the-art technology – including highly sensitive microphones, motion sensors and even laser light.



Further training for architects

For example, the Geberit sales company in the United Kingdom has developed a training module on the topic of sound insulation that has been assessed and certified by the relevant expert committees. As a result, Geberit can now invite architects to an attractive further training course. Attractive not least because architects in the United Kingdom are urged to engage in continuous learning. By visiting Geberit's certified seminar on sound insulation, they comply with this requirement.

Perfectly explained without words

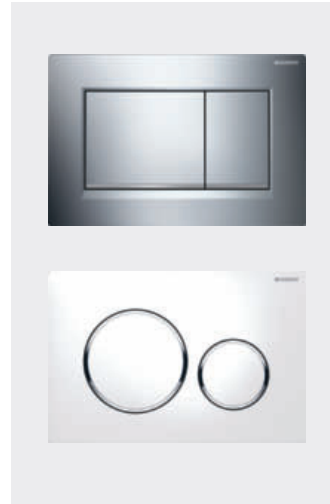
In 2015, the German sales company hosted a waste water specialist forum for plumbers and sanitary engineers. In addition to dealing with pipe layout and dimensioning issues, this very

successful event also examined and discussed many aspects of sound insulation. Geberit also carried out a range of sound-insulation events for sanitary engineers and architects in the Adriatic region and compiled comprehensive documents.

Furthermore, when launching Silent-Pro – a building drainage system with plug-in connections – Geberit produced a series of short films. These films show in an original and easy-to-understand way that waste water noise can be significantly reduced by using highly sound-insulating drainage systems. Additional information is available at: www.geberit.com/annualreport → **Business report** → **Values by which Geberit lives.**

On the pulse of the time

Its distinct innovative strength is a trademark of Geberit. It is founded on the Group's own, wide-ranging research and development activities. All new product developments go through a structured innovation and development process. It ensures that the Group's potential is used to the optimum and that new products focus on the needs of the market. Customer benefits and a system approach are of central importance here.



- ↑ Above: The uncompromisingly puristic actuator plate Sigma30 for water-saving dual flush.
- ↑ Below: The Sigma20 impresses thanks to its harmonious proportions and timeless elegance.

New actuator plates

More and more customers are attaching importance to having bathrooms where designs, colours and materials are in harmony with one another. Geberit therefore offers a wide range of attractive actuator plates, including the new addition – the uncompromisingly puristic Sigma30, which is available in two designs:

- One with just one button for stop-and-go flush. This version is available in four different colours.
- One with two buttons for dual flush. This version is available in six different colours.

The Sigma20 actuator plate has been given a design overhaul, with its two round, slightly domed buttons now considerably larger than before.



↑ The new Geberit urinal Preda: A product that features clear lines and can be used in a wide range of settings.



↑ An easily accessible, integrated control unit facilitates maintenance.

The flexible Geberit urinal system

Be it the urinal facilities for a stadium or a modern hotel, such infrastructures can be optimally adapted to the respective needs with the new Geberit urinal system. Here, one can choose from between a conventional water-saving flush, individual programming of the flush or operation entirely without water.

- A comprehensive product range simplifies planning and installation.
- Rimless ceramic appliance and unobstructed access to all connections simplify cleaning and reduce maintenance costs.



← The furniture from the Glow bathroom range appears light and pleasantly simple.



↑ The Glow bathroom range features gentle, harmonious designs that give the bathroom a personal touch.

The Glow bathroom range

The ceramic appliances from the Glow range stand out due to their harmonious designs and soft curves. "I was inspired by the wintry, snow-covered landscapes of Scandinavia", explains Scott Derbyshire, the man who designed this range. The bathroom range, which is sold in Northern Europe under the Ido and Porsgrund brands, comprises

- Washbasins, WCs and bidets
- Bathroom furniture with a decorative strip made of brushed aluminium



↑ The plug-in building drainage system Geberit Silent-Pro will be available in all common pipe dimensions and has a wide range of fittings.

Highly sound-insulating drainage plug-in system

Geberit Silent-Pro represents the state of the art for building drainage: a proven high level of sound insulation, varied fire protection solutions, simple installation, high-quality product materials, proverbial quality. The sound insulation is largely achieved by a low-resonance product material and a consistent decoupling from the building structure.

- Compact fittings that are well thought out down to the last detail facilitate the work on the building site.
- The system fits perfectly into the world of Geberit installation technology.



↑ Professionals can immediately feel and hear the high quality of the new drainage system Geberit Silent-Pro.

Design

Beautiful and good

Trends in the bathroom



← Everything here is refined to the absolute essentials. Thanks to the floor-even shower with Geberit CleanLine shower channel, the room is also easy to clean.

→ Familiar contours, warm colours – you feel safe and at home in this bathroom.



The range of ceramic appliances, furniture, showers, bathtubs and other furnishings for the bathroom is enough to make a layman's head spin. Among the variety of designs and styles on offer, there are, however, three main trends – with functional added value a key aspect in each case.

Focus on the essentials

Having never entirely disappeared from the scene and been gaining in popularity for quite some time, clear designs that are refined to the absolute essentials are now very much in vogue. While the geometries of the almost invariably bright white washbasins or bathtubs are precise, they appear smooth and soft thanks to round edges. The colours of the matching wall-mounted furniture are subdued and the structures calm. A barrier-free room

with a floor-even shower and wall-hung WC appears light and harmonious.

Although mostly only between six and eight square metres in size, a bathroom equipped with such features is an oasis of relaxation – and is very practical and easy to clean.

Creating familiarity

This trend is about the familiar, nature, a feeling of security, gentle shapes and occasionally also a soupçon of retro. Modern interpretations of impressions and images that you feel you have known your whole life give the bathroom a personal touch. Here it is often about details and close observation. A hint of irony and stereotypes are both allowed. The bathroom becomes a place where you simply feel at home.

Sustainability is an integral part of this trend and forms a bridge to the things with which we are familiar and lived personal responsibility.

→



↑ Innovative sanitary products as far as the eye can see: Many of the appliances and installations fitted in this room – such as the Geberit AquaClean Mera shower toilet or the remote flush actuator type 70 – have only recently become available on the market.

Passion for innovation

Innovations often come about by radically questioning existing products and technologies and re-inventing them, so to speak, using fresh approaches. What requirements does a certain product have to fulfil? Have these requirements changed? Are there new technical possibilities that could meet these requirements in a more sophisticated, simpler or better way?

Thanks to the great advances in science and technology, designers, draughtsmen and technicians now have means and possibilities at their disposal that did not exist just a few years ago. As a result, the bathroom is also repeatedly being conquered by major and minor innovations. After all, there is nothing that can't be improved upon. ←

Important dates in 2016

- 6 April:
General Meeting
- 28 April:
Interim report first quarter
- 16 August:
Half-year report
- 28 October:
Interim report third quarter



Christian Buhl, CEO

Dear readers

The Geberit Group's 2016 business year will continue to be dominated by the integration of Sanitec's activities. Since 1 January 2016, marketing and sales has been operating as a single entity in all markets. Attention will now be focused on further harmonising the systems and processes and realising the first synergies.

The focus will also be on the day-to-day business, which is expected to be a challenging undertaking once again owing to the situation in the European construction markets. The objective is to provide a convincing performance in all markets with the newly unified sales force and to continue to gain market shares as in previous years. To achieve this goal, we will concentrate on the intensified marketing of the new products introduced in recent years, a more intense penetration of markets where Geberit products or technologies are still under-represented as well as on the very promising shower toilet business.

We will firmly seize the opportunities offered as a result of combining technical know-how in sanitary technology "behind the wall" and design expertise "in front of the wall". The first projects in this regard are already under way, and others will follow. I am convinced that we are very well equipped for the upcoming tasks. ←



Geberit publications

You can now read our annual report and other publications on any Internet-capable device. Visit us at our newly designed website: www.geberit.com

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