

Facts & Figures 2017



Water, cleverly used.

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Outlook

Important dates in 2017

5 April:
General Meeting

11 April:
Dividend payment

2 May:
Interim report first quarter

17 August:
Half-year report

31 October:
Interim report third quarter



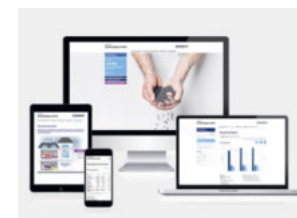
Christian Buhl, CEO

Dear readers

The integration of the ceramics business will continue to accompany the Geberit Group in the 2017 financial year. It is of particular importance to us that the sales teams in the countries grow together even more. Central tasks will also include the ongoing harmonisation of systems and processes, the further development of the product range and continuous improvements in the ceramics manufacturing.

Just as important will be the focus on our daily business. Our objective is to perform strongly in all markets and, as in previous years, gain market shares. We will pay particular attention to certain aspects here: Marketing of the new products launched in the past few years will be intensified, the markets in which Geberit products or technologies are still under-represented will receive more attention, and the promising shower toilet business will be expanded further. In line with the Geberit strategy, these measures shall be accompanied by efforts to continuously optimise business processes.

The combination of technology “behind the wall” and design expertise “in front of the wall” offers opportunities that we shall also seize resolutely in 2017. I am convinced that we are ready for these and all other challenges. ←



Geberit publications

You can also read our annual report and other publications on any Internet-capable device. Visit us at → www.geberit.com

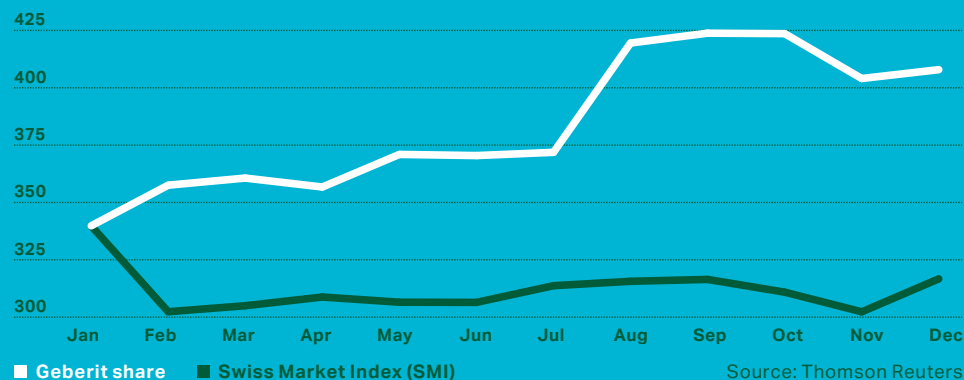
Leader in the field of sanitary products

The globally operating Geberit Group is a European leader in the field of sanitary products. Geberit offers a unique range of products and solutions both in the sanitary technology sector and in the area of bathroom ceramics.

Key figures		2015	2016
Net sales	MCHF	2,593.7	2,809.0
Operating cashflow (EBITDA)	MCHF	693.5*	794.9*
Margin in % of net sales	%	26.7*	28.3*
Operating profit (EBIT)	MCHF	590.9*	686.5*
Margin in % of net sales	%	22.8*	24.4*
Net income	MCHF	493.1*	584.0*
Margin in % of net sales	%	19.0*	20.8*
Earnings per share	CHF	13.23*	15.85*
Equity ratio	%	41.7	45.4
Number of employees		12,126	11,592

* Adjusted for acquisition, divestment and integration costs and income relating to the Sanitec transaction.

Share price development 1 January until 31 December 2016



Management (as of 1 January 2017)

Group Executive Board



Christian Buhl,
Chief Executive Officer (CEO)



Roland Iff,
Finance (CFO)



Karl Spachmann,
Sales Europe



Ronald van Triest,
Sales International



Martin Baumüller,
Marketing & Brands



Michael Reinhard,
Operations



Egon Renfordt-Sasse,
Product Management
& Innovation

Board of Directors

Albert M. Baehny, Chairman
Hartmut Reuter, Vice Chairman
Regi Aalstad
Felix R. Ehrat
Thomas M. Hübner
Jørgen Tang-Jensen

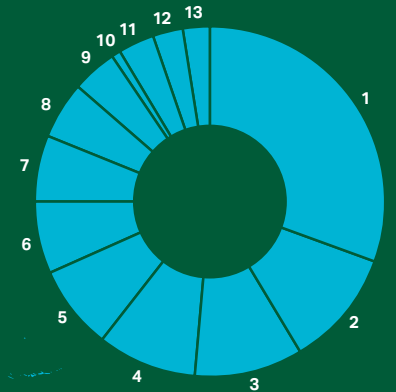
Global presence

Geberit generates sales in more than 120 countries and has employees in around 50 countries. The Group has more than 30 production facilities, the majority of which are located in Europe.



- Sales
- Production
- Sales and Production

Net sales by markets/
regions 2016



- 1 Germany (30.7%)
- 2 Nordic Countries (10.9%)
- 3 Switzerland (10.0%)
- 4 Central/Eastern Europe (9.1%)
- 5 Benelux (7.8%)
- 6 Italy (6.6%)
- 7 France (6.1%)
- 8 Austria (5.2%)
- 9 United Kingdom/Ireland (4.4%)
- 10 Iberian Peninsula (0.7%)
- 11 America (3.3%)
- 12 Far East/Pacific (2.8%)
- 13 Middle East/Africa (2.4%)

Comprehensive product range

The product range comprises the entire sanitary technology behind the wall – from supply and discharge pipes to flushing systems and installation technology – as well as a broad range of sanitary products in front of the wall, such as bathroom ceramics, bathroom furniture, showers and bathtubs. Geberit's innovative and eco-efficient branded products are used in new buildings as well as in renovation and modernisation projects.



Product areas and product lines

Sanitary Systems (45.0%)*

Installation Systems (28.1%)*



Cisterns and Mechanisms (9.1%)*



Faucets and Flushing Systems (4.4%)*



Waste Fittings and Traps (3.4%)*



Piping Systems (29.3%)*

Building Drainage Systems (10.7%)*



Sanitary Ceramics (25.7%)*

Bathroom Ceramics (20.0%)*



Supply Systems (18.6%)*



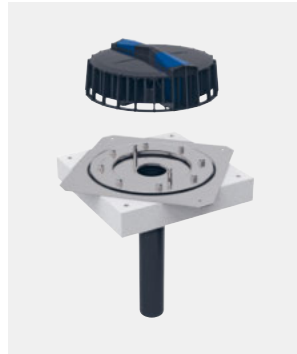
Ceramics Complementary Products (5.7%)*



* In % of net sales 2016

For today and for tomorrow

Every year, Geberit invests more than two per cent of its net sales in the development and improvement of processes, products and technologies. In the 2016 financial year, these investments totalled CHF 72.3 million. The product developments always go through an established innovation process that ensures that the Group's resources are used to the optimum extent and that new products focus on the needs of the market. Customer benefits and a systematic approach are of central importance here. The development projects of the acquired sanitary ceramics business area also follow this process.



↑ Geberit Pluvia is suitable for the reliable drainage of large and extremely large roof areas.

Roof drainage system

Geberit has completely redesigned the two most widely installed Pluvia roof outlets in Europe, namely those with a discharge rate of 12 and 25 litres/second. They now have a more compact design and are easier to install. The entire Pluvia range has also been streamlined.

- Outlet grating with easy-to-use rotating lock bar
- Suitable outlet for almost every roof structure

The roof drainage system has proved itself for decades and works according to the principle of negative pressure. It requires fewer outlets, pipes with smaller dimensions and fewer stacks than a conventional roof drainage system.



↑ The elegant shower toilet also fits into small bathrooms or guest toilets.

→ The AquaClean Tuma has an elegant remote control with intuitive operation.



↑ As an enhancement solution, the AquaClean Tuma can be used to easily upgrade the toilet facilities in rental apartments.

A compact all-rounder

The Geberit AquaClean Tuma shower toilet is sold as a complete solution with a rimless WC ceramic appliance. The compact yet timeless and elegant system has a range of familiar functions from other Geberit shower toilets:

- WhirlSpray shower technology for optimum hygiene
- Ergonomically designed, heatable WC seat
- Odour extraction unit and warm-air dryer

The shower toilet is also available as a compact WC enhancement solution that can be combined with already installed ceramic appliances.



↑ Because the drain on the shower surface Setaplano is positioned to one side, nothing gets in the way of the perfect showering experience.



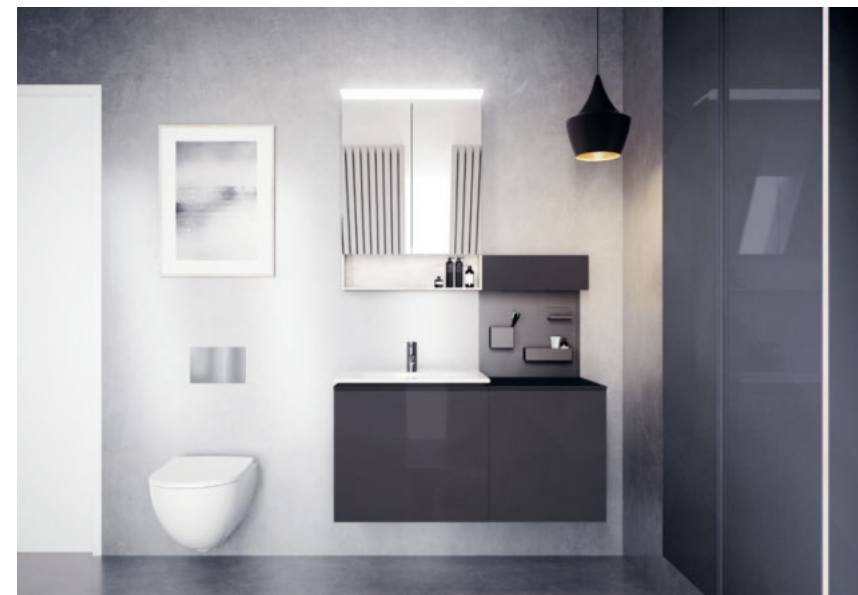
↑ The pre-assembly work done at the factory simplifies the work on the construction site.

Easy-care shower surface

The Geberit Setaplano shower surface is made of a high-quality solid surface material which has a smooth and warm feel and is non-slip even when wet. As many components are pre-assembled at the factory, the time required for installation is reduced considerably.

- Pre-applied foil for reliable sealing
- Easy-to-clean drain area where no dirt deposits can build up

This shower surface is suitable for both new buildings and renovations.



↑ Acanto combination with vanity basin in Slim Rim design, magnet board, two-door mirror cabinet and WC ceramic appliance with completely hidden connections.



↑ The Acanto washbasins impress thanks to their soft organic shapes in combination with straight lines. They are also available with particularly thin walls and with hidden overflows.

Versatile bathroom series

The Acanto bathroom series comprises everything that a modern bathroom has to offer nowadays in terms of solutions: washbasins in different sizes, rimless WC ceramic appliances, acrylic bathtubs as well as mirror cabinets, tall cabinets, washbasin cabinets and much more.

- Made from moisture-resistant materials such as glass, metal and high-compressed three-layer chipboard
- Top-quality accessories such as drawer inserts, floating shelves and magnet boards

The furniture elements can be individually combined. They are highly functional and offer a lot of storage space.



↑ The press connections are reliable and leakproof, and make it possible to work efficiently on the construction site.



↑ The transparent plastic rings on the Volex press fittings make it easy to check the correct insertion depth.

Smart supply system

The Geberit Volex supply system is based on multilayer pipes and press connections, two technologies that have proved to be reliable, efficient and reasonably priced. Volex offers clever improvements and is suitable for drinking water supply systems as well as radiator and underfloor heating systems.

- Multilayer, stable and corrosion-resistant metal pipes (aluminium core coated with plastic on both sides)
- Solid brass fittings with stainless steel pressing sleeves
- Transparent, robust plastic ring for checking the insertion depth

In addition to the multilayer pipes, Geberit also offers flexible single-layer pipes made from plastic.



↑ It is now possible to install a wall-mounted tap perfectly at the first attempt. An X-ray view through the prewall shows that the tap is firmly anchored to a Geberit installation element.



↑ The electronic Geberit Brenta (left) and Piave (right) washbasin taps are available as deck-mounted or wall-mounted models.

Clever tap system

Electronic washbasin taps for public sanitary facilities can be slim and elegant, yet still robust and safe to use. With the exception of the infrared sensor, all the electronic components as well as the mixer, valves and power supply are housed in a function box that is installed in the prewall in an easily accessible position.

- Sophisticated installation technology facilitates an error-free installation at the first attempt
- Wall-mounted and deck-mounted tap housing models in two different designs
- Choice between connection to mains supply, battery operation or self-sustaining power supply system

The modular tap system impresses thanks to its attractive price-performance ratio.

Knowledge in ten core areas

These skills make the difference

Every sanitary product designed by Geberit is based on the know-how of many different disciplines. In essence, qualified specialists work every day on finding better solutions for customers and partners in ten different technological areas.

Where everything flows

Water should flow reliably wherever it is used in buildings. However, the situation for a single family house differs radically from skyscrapers and industrial buildings. In order to meet all possible requirements, practical tests are carried out in a waste water tower that is 24 metres high.



Hydraulics



Materials technology

Approval testing

Choosing the best product material is crucial if a product is expected to work reliably for decades. Geberit therefore carefully investigates every material and uses state-of-the-art methods to analyse its chemical, mechanical and thermal properties. Only then is it – in an ideal situation – ready for series production.

Peace and quiet

With all due respect for design and functionality, sanitary products first and foremost have to do their job quietly. This is why Geberit has a unique acoustics laboratory, which has been built so that virtually any construction situation can be copied and acoustically analysed with the help of high-precision measurement technology.



Sound insulation



Statics

To the limit and beyond

According to the EU standard, a WC has to be able to bear a weight of 400 kg – the weight of a Harley-Davidson! Countless statics tests are carried out on the computer and afterwards in Geberit's building technology and acoustics laboratory to see how products react to different loads.

Perfectly sealed off

Heaven help us if fire and smoke should escape into neighbouring rooms through the points at which pipes pass through walls and ceilings. To delay this horror scenario as much as possible, Geberit uses a fire protection sleeve. The requirements are strict and products have to be able to withstand many tests at temperatures of more than 1,000 degrees Celsius before the requisite certificates can be issued.



Fire protection



Hygiene

Clean solutions

It goes without saying that maximum hygiene is of central importance where WCs, urinals and taps are often used. But this is also the case when pipes go unused for a longer time. Innovative solutions are needed here, such as the sanitary flush, which prevents germs from forming in water supply lines.

High-tech in the bathroom

The sanitary demands are high when it comes to electronics – and so too are the benefits. Equipped with sensors and more and more electronic intelligence, Geberit’s products offer maximum comfort and fulfil the most exacting demands in terms of design and function.



Electronics

More than just a pretty face

Where, if not in the bathroom, do look and feel come into their own? The surfaces of all Geberit products are constantly optimised to ensure that dirt and limescale deposits can be removed easily. The bathroom ceramics are coated with a glaze so they continue to shine for many years to come.



Surface technology

From the idea to the product

Geberit approves a product for series production at the earliest when it knows in detail how and with what tools the production process can be managed best. This economic and sustainable approach has no expiry date: Geberit is always looking for ways in which to further improve its product quality and make production even more efficient and ecologically sound.



Process engineering

Virtually checked

In specialised simulation programs, virtual water is flushed through virtual installations. The flow and turbulence as well as the pressure and velocity distribution of the water are monitored, as is the development of noise. Only after an intense analysis is a prototype for a new product built. Thanks to the procedures shown on screen, this is already optimised in terms of its mechanical, hydraulic and acoustic properties.



Virtual engineering

Find out more about our know-how: → www.geberit.com/know-how

In action for a good cause
Apprentices at work



← In 2016, ten Geberit apprentices helped renovate the sanitary facilities at a school in Poland.

Since 2008, more than 100 apprentices have worked around the world on a Geberit social project. These projects always focus on the core topic of water and sanitary installations. Geberit not only donates money or materials – its contribution of know-how and, above all, the services of its apprentices on the ground are supporting pillars of these annual projects. ←

Video featuring our apprentices: → www.geberit.com/socialproject2016

Partnership in action
Employees roll up their sleeves

→ Many hands make light work. The ditches have been dug and the water reservoir built.

Geberit has been supporting the Swiss development organisation Helvetas and its water projects for many years. To make this partnership tangible, a group of 17 employees travelled to Nepal in autumn 2016. Together with the local people, they installed a drinking water supply for a village in the west of Nepal. ←



Video featuring our employees in Nepal:  www.geberit.com/nepal2016 (only available in German)

A brilliant achievement

The history of Mera ceramic appliances



← The ceramic appliance of the AquaClean Mera shower toilet is measured repeatedly during the production process.

→ The glaze is applied to the pan and trap.



The Geberit AquaClean Mera shower toilet was first presented officially in 2015. The enthusiasm that welcomed this flagship shower toilet was followed by record orders. It soon became clear: In addition to an external supplier, added production capacities were needed in order to meet the great demand.

Since March 2016, a Geberit ceramics factory in Wesel (DE) near Düsseldorf has therefore been producing the ceramic appliances for the AquaClean Mera shower toilet. Before arriving at this point, the team of CAD developers, model builders, plastic mould builders and mechanical engineers joined forces with the engineers from company headquarters in Rapperswil-Jona (CH) to accomplish a truly brilliant feat. Not only did they have to develop a manufacturing process for a highly complex ceramic appliance, they also had to do so in the shortest possible time. Less than twelve months later, the team had pulled it off: The first Mera ceramic appliances were sent to Jona, where the shower toilets were then completed.

→



↑ The special design of the AquaClean Mera means that a lot of manual work is required.

Precision work

The manufacture of ceramic sanitary appliances is a complex task, particularly at a plant such as Wesel that specialises in traditional production – the exact opposite of high-pressure casting. This is particularly true for a product such as the AquaClean Mera, where much of the work involves painstaking detail. For example, the model builders and equipment builders have to build the model exactly twelve per cent larger than the end product. This is because the slip – a mixture of quartz, kaolin, clay and feldspar – contains a lot of water that is lost during the drying process and causes the product to shrink accordingly.

A sought-after product

In Wesel, three production lines have since commenced operation. Efforts will continue to improve productivity and the processes for manufacturing the Mera ceramic appliances. After all, the top-of-the-range shower toilet is in great demand – it can be found not only in many private households, but now also in renowned buildings such as the Baur au Lac luxury hotel in Zurich (CH). ←

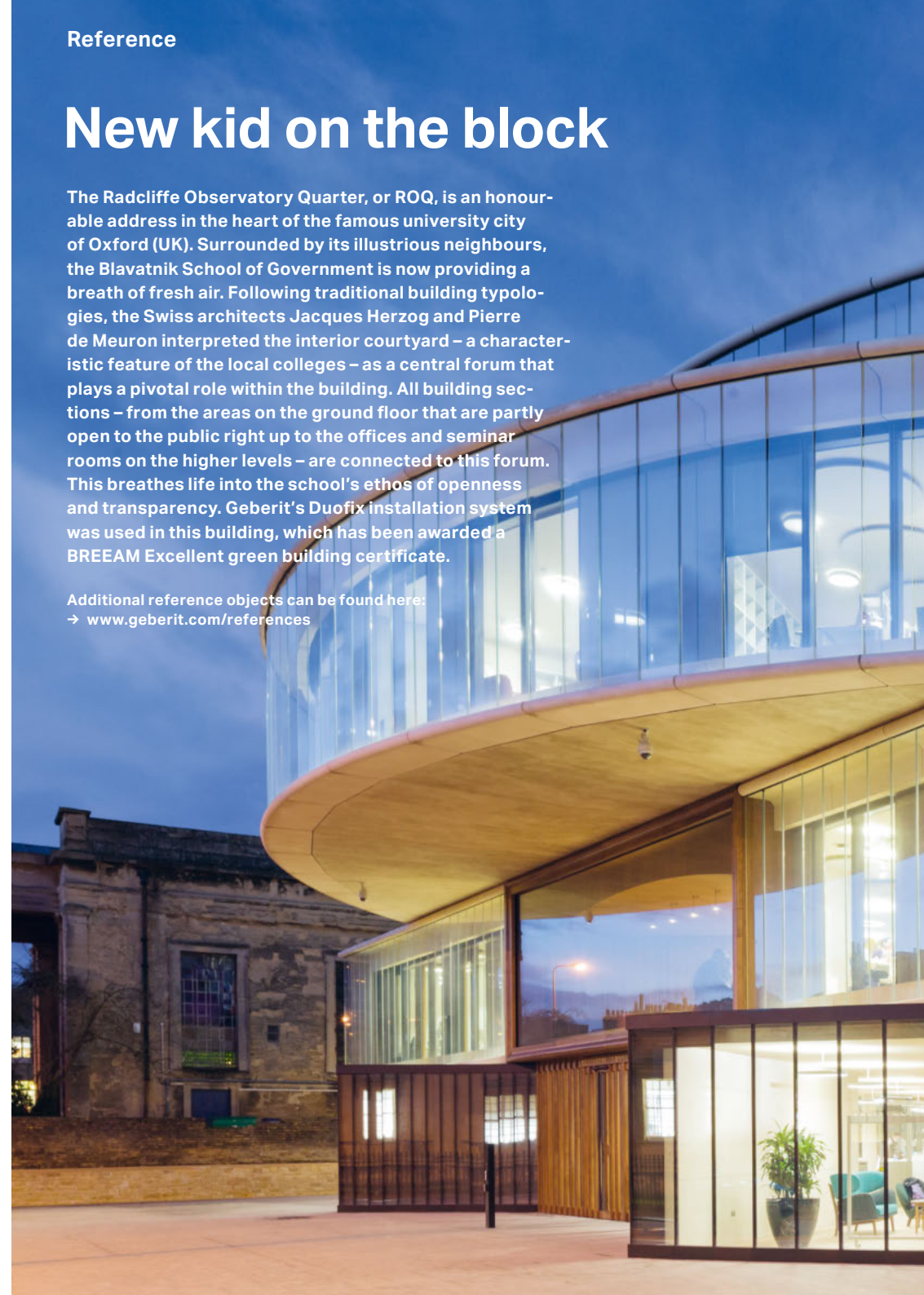
For more information, please visit:

→ www.geberit.com/ceramicsproduction

New kid on the block

The Radcliffe Observatory Quarter, or ROQ, is an honourable address in the heart of the famous university city of Oxford (UK). Surrounded by its illustrious neighbours, the Blavatnik School of Government is now providing a breath of fresh air. Following traditional building typologies, the Swiss architects Jacques Herzog and Pierre de Meuron interpreted the interior courtyard – a characteristic feature of the local colleges – as a central forum that plays a pivotal role within the building. All building sections – from the areas on the ground floor that are partly open to the public right up to the offices and seminar rooms on the higher levels – are connected to this forum. This breathes life into the school's ethos of openness and transparency. Geberit's Duofix installation system was used in this building, which has been awarded a BREEAM Excellent green building certificate.

Additional reference objects can be found here:
→ www.geberit.com/references



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