

# **Facts & Figures 2011**

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**What we are aiming for**  
A sustainable improvement  
in the quality of life brought  
about by innovative sanitary  
solutions.

# Market leader in the sanitary technology sector

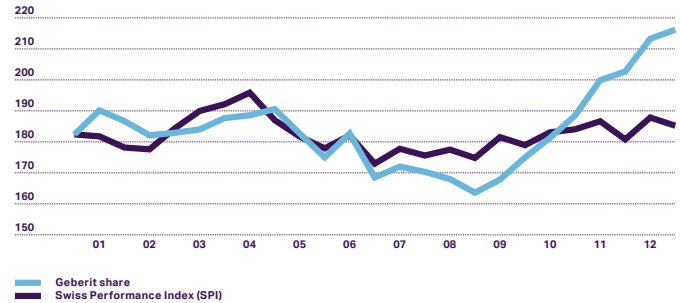
The Geberit Group is the European market leader in sanitary technology with global orientation. The company has been numbered among the pioneers in the industry since 1874 and has continuously set new trends with its innovative system solutions in the fields of sanitary and piping systems. Geberit branded products are noted for high quality, longevity and easy installation. They offer solutions for every sanitary technology application.

Each year, the company provides training in Geberit systems and software tools for around 30 000 plumbers and planners, as well as for architects, at the company's 25 own information centers in Europe and overseas. In addition, another approximately 50 000 customers come into contact with Geberit know-how and products at external events organized by the local sales companies in collaboration with partners.

Sustainability and social responsibility are important considerations. They influence the strategic focus and form the basis for numerous decisions. The company is emphasizing the need for product development to take greater account of such global developments as the increasing shortage of water, the need for clean drinking water and the ensuring of high standards of hygiene. Geberit demonstrates that economic success, environmentally friendly actions and social balance are not conflicting concepts.

Thanks to the economic success of the last years, a very solid financial base could be created. The Group employs some 5,800 employees around the world and is headquartered in Rapperswil-Jona (CH). Geberit shares are listed on the Swiss Stock Exchange SIX in Zurich (CH) since 1999.

Development of Share Price (January 1 to December 31, 2010)



Source: Bloomberg

## Healthy growth

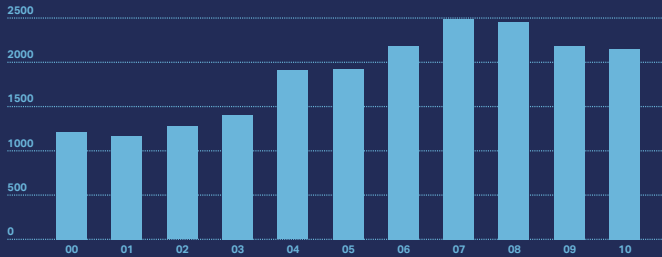
The Geberit Group generated sales of CHF 2,146.9 million in 2010. After currency adjustments, this corresponds to an increase of 5.0% over the prior year. Operating profit (EBIT) was CHF 573,7 million, and the EBIT margin again reached a high level of 26.7%. In contrast to 2009, most of the regions and markets finished the year with increases in sales.

## Geberit Key Figures

		2010	2009	2008
<b>Sales</b>	MCHF	2146,9	2181,2	2455,1
Change	%	-1,6	-11,2	-1,3
<b>Operating cashflow (EBITDA)</b>	MCHF	573,7	611,0	649,1
Change	%	-6,1	-5,9	+1,8
Margin	%	26,7	28,0	26,4
<b>Operating profit (EBIT)</b>	MCHF	486,2	526,7	563,4
Change	%	-7,7	-6,5	+1,7
Margin	%	22,6	24,1	22,9
<b>Net income</b>	MCHF	406,8	397,5	466,3
Change	%	+2,3	-14,8	+0,6
Margin	%	18,9	18,2	19,0
<b>Earnings per share</b>	CHF	10.32	10.18	11.90
Change	%	+1,4	-14,5	+2,0
		31.12.2010	31.12.2009	31.12.2008
<b>Equity</b>	MCHF	1520,9	1509,2	1311,9
Equity ratio	%	70,0	68,2	63,9
<b>Net debt</b>	MCHF	73,4	110,9	152,3
<b>Number of employees</b>	31.12.	5820	5608	5697

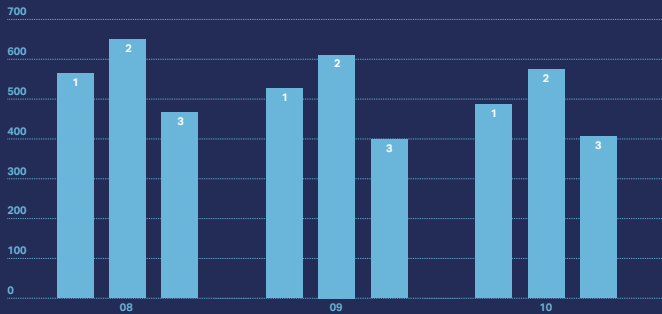
## Group sales development 2000–2010

(in CHF million)



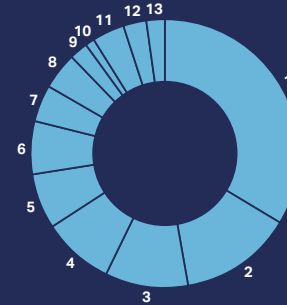
## EBIT, EBITDA, Net income 2008–2010

(in CHF million)



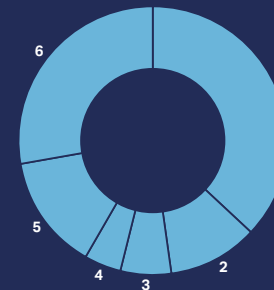
1 EBIT  
2 EBITDA  
3 Net income

## 2010 sales by markets/regions



1 Germany (33.7%) 2 Switzerland (13.6%) 3 Italy (10.1%) 4 Benelux (8.6%) 5 Central/Eastern Europe (6.7%) 6 Austria (6.3%) 7 Nordic Countries (4.6%) 8 France (4.2%) 9 United Kingdom/Ireland (2.3%) 10 Iberian Peninsula (1.1%) 11 USA (3.8%) 12 Far East/Pacific (2.8%) 13 Middle East/Africa (2.2%)

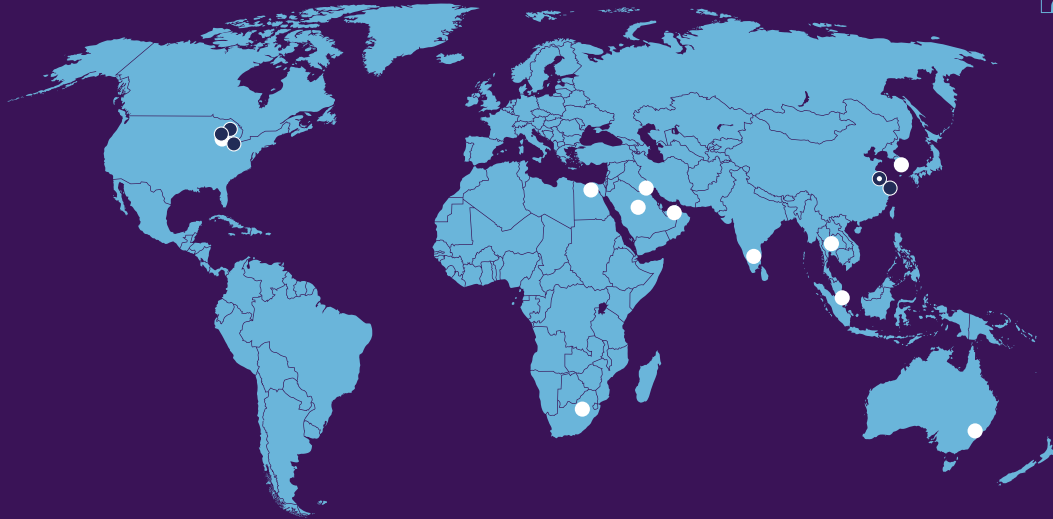
## 2010 sales by product areas and product lines



Sanitary systems (58.5%) 1 Installation systems (37.2%) 2 Cisterns & mechanisms (10.8%) 3 Faucets & flushing systems (6.1%) 4 Waste fittings & traps (4.4%)  
Piping systems (41.5%) 5 Building drainage systems (13.9%) 6 Supply systems (27.6%)

## Global Presence

Geberit achieves sales in over 100 countries and is represented by around 5,800 employees in 41 countries. The company operates 15 production sites in seven countries.



- Sales
- Production
- Sales & Production

# Management

## Board of Directors

**Günter F. Kelm** 1940, Chairman <sup>1)2)</sup>

**Hartmut Reuter** 1957, Vice Chairman <sup>2)</sup>

**Randolf Hanslin** 1942 <sup>2)</sup>

**Dr. Robert Heberlein** 1941 <sup>1)2)</sup>

**Hans Hess** 1955 <sup>1)2)</sup>

**Susanne Ruoff** 1958 <sup>1)2)</sup>

**Robert F. Spoerry** 1955 <sup>1)2)</sup>

## Group Executive Board

**Albert M. Baehny** 1952, Chief Executive (CEO)

**Roland Iff** 1961, Finance (CFO)

**William J. Christensen** 1973, Sales International

**Dr. Michael Reinhard** 1956, Products

**Hans Hess, Günter F. Kelm and Hartmut Reuter's terms of office will end with the General Meeting of April 19, 2011.**

**Hans Hess is not available for reelection due to numerous other duties. Having reached the age limit specified in the articles of incorporation, Günter F. Kelm's tenure as Chairman of the Board of Directors will end at the 2011 General Meeting after 25 years in the Management of the Geberit Group. Subject to the vote on his proposed election to the Board of Directors, current CEO Albert M. Baehny will succeed Günter F. Kelm on the Board. Hartmut Reuter is standing for reelection to another three year term.**

<sup>1)</sup> Member of the Personnel Committee <sup>2)</sup> Member of the Audit Committee

# How we work

## Business model and strategy

**The success of Geberit is based on a focused and proven business model. We offer innovative and integrated solutions in the field of sanitary technology, focussing on water systems in buildings while maintaining a limited presence in heating, ventilation, gas and industrial applications.**

**The Geberit business model is supported by four strategic pillars:**

<b>Focus on sanitary technology</b>	<b>Commitment to innovation</b>
<b>Selective geographical expansion</b>	<b>Continuous optimization of business processes</b>

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# Products

The product range was conceived both for new construction as well as for renovation and modernization. It includes six product lines in the product areas sanitary and piping systems. The sanitary systems product area comprises the four product lines installation systems, cisterns & mechanisms, faucets & flushing systems, as well as waste fittings & traps. The piping systems product area includes the two product lines building drainage systems and supply systems.



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**The German version is binding.**