

A large, stylized letter 'G' in a lighter shade of blue, positioned on the left side of the slide. It has a thick, rounded top and a vertical stem on the right side.

First Info Sales 2023

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Agenda

- **Q4 2023**
- **FY 2023**






Net sales Q4 2023 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	694	+4.1%	+8.3%
Central Europe			
– Germany	178	+0.9%	+3.7%
– Switzerland	76	+2.3%	+2.3%
– Benelux	63	+1.8%	+4.7%
– Italy	53	+11.9%	+14.9%
– Austria	38	+8.5%	+11.3%
Western Europe ¹	72	+4.4%	+7.2%
Northern Europe	68	-7.1%	-0.8%
Eastern Europe	62	+32.2%	+33.0%
Middle East / Africa ²	29	+13.3%	+41.3%
Far East / Pacific	29	-9.7%	-1.1%
America	25	+2.4%	+11.3%

- Net sales growth in local currencies
 - Volume/mix effect: around +6%
 - Price effect: around +2%
- Growth in Europe due to base effect and strong performance in challenging market environment
- Strong growth in Middle East / Africa and America
- Decline in Far East / Pacific driven by China, partially offset by India

Net sales Q4 2023 – By product area

CHF million	Net sales	Variance to PY		
		% CHF	% c.a.	
Installation & Flushing Systems 	244	35%	+6.8%	+11.3%
Piping Systems 	235	34%	+6.7%	+10.6%
Bathroom Systems 	215	31%	-1.6%	+2.8%

- Net sales growth in local currencies in all product areas
- Strong base effect in Installation & Flushing Systems due to destocking in Q4 2022
- Growth in Piping Systems driven by Geberit FlowFit
- Lower growth in Bathroom Systems due to softer sanitary demand

Agenda

- Q4 2023
- **FY 2023**






Net sales FY 2023 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	3'084	-9.1%	-4.8%
Central Europe			
– Germany	880	-13.4%	-10.5%
– Switzerland	329	-4.1%	-4.0%
– Benelux	265	-5.2%	-1.9%
– Italy	247	-1.5%	+1.9%
– Austria	181	-11.3%	-8.4%
Western Europe ¹	313	-3.7%	+0.4%
Northern Europe	277	-13.1%	-6.0%
Eastern Europe	244	-12.6%	-9.4%
Middle East / Africa ²	134	-3.3%	+17.1%
Far East / Pacific	113	-13.3%	-3.8%
America	102	-4.5%	+1.5%

- Net sales decline in local currencies
 - Volume/mix effect: around -13%
 - Price effect: around +8%
- Decline in Europe due to
 - Wholesaler destocking
 - Declining building construction market
 - Shift from sanitary to heating and pull-forward during COVID-19
- Strong result in Middle East / Africa
- Decline in Far East / Pacific due to China and Australia

Net sales FY 2023 – By product area

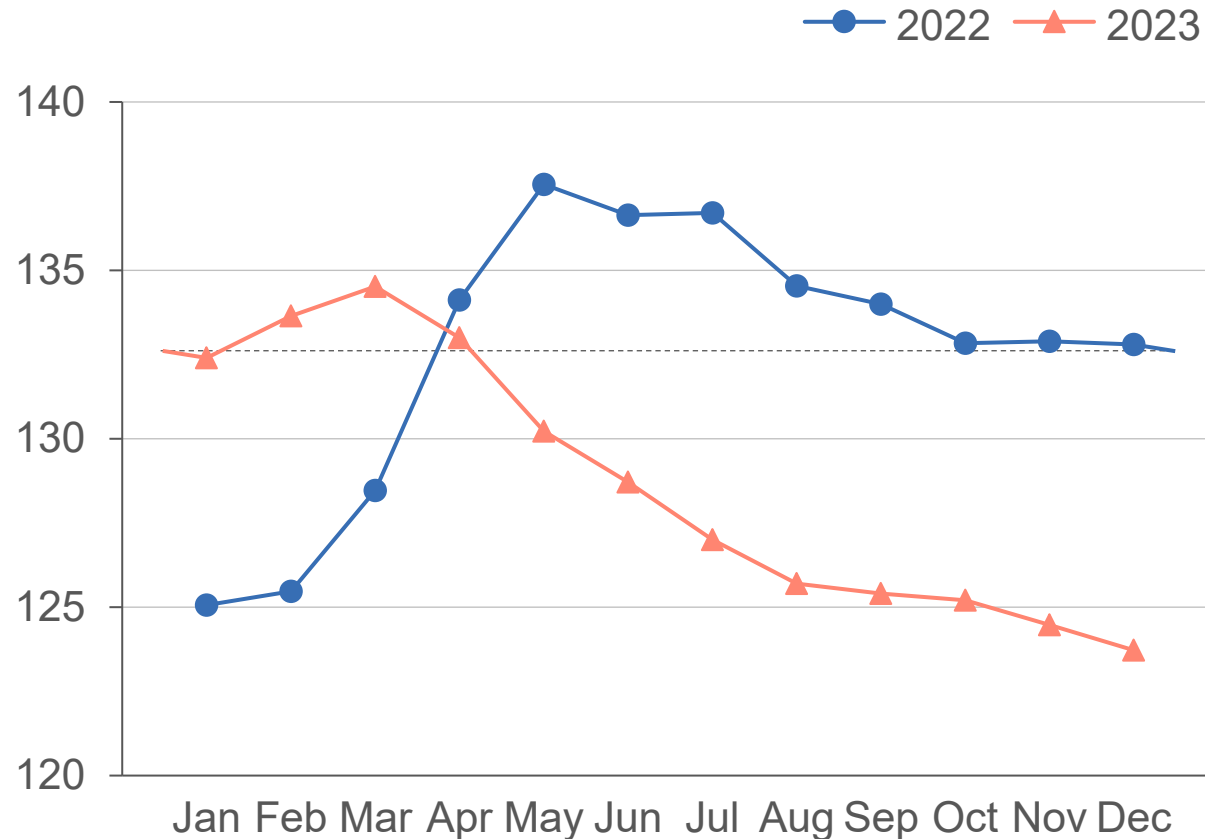
CHF million	Net sales	Variance to PY		
		% CHF	% c.a.	
Installation & Flushing Systems 	1'125	37%	-10.6%	-6.2%
Piping Systems 	1'027	33%	-6.2%	-2.2%
Bathroom Systems 	932	30%	-10.3%	-5.7%

- Net sales decline across all product areas
- Relatively better performance of Piping Systems due to strong growth of Geberit FlowFit

Raw material prices – 2023 raw material prices below previous year's level

Geberit: Monthly raw material prices¹ (currency adj.)

Index: Jan 2021 = 100



- Raw material prices in FY 2023 -3% vs. FY 2022
- Decreasing raw material prices in Q4 2023
 - -1% vs. Q3 2023
 - -6% vs. Q4 2022
- Expected raw material prices in Q1 2024 slightly below Q4 2023

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