

First Info Sales 2025

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Agenda

Q4 2025

FY 2025






Net sales Q4 2025 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	715	+4.4%	+6.4%
Central Europe			
– Germany	188	+4.7%	+5.4%
– Switzerland	79	+3.5%	+3.5%
– Benelux	72	+10.5%	+11.3%
– Italy	57	+2.7%	+3.4%
– Austria	38	+2.0%	+2.8%
Western Europe ¹	68	+1.6%	+4.2%
Northern Europe	69	+8.4%	+7.5%
Eastern Europe	59	-1.4%	-1.2%
Middle East / Africa	36	+19.5%	+36.2%
Far East / Pacific	27	+4.8%	+16.6%
America	22	-11.0%	-2.5%

- Net sales growth in local currencies
 - Volume/mix effect: around +5.5%
 - Price effect: around +1%
- Europe: Strong business performance driven by
 - Growth in almost all markets
 - Strong support from new products
- Middle East / Africa: Strong project business in the Gulf region
- Far East / Pacific: Strong sales in India and North / Southeast Asia offsetting decline in China
- America: Negatively affected by US government shutdown



Net sales Q4 2025 – By product area

CHF million		Net sales		Variance to PY	
				% CHF	% c.a.
Installation & Flushing Systems		261	36%	+5.3%	+7.6%
Piping Systems		230	32%	+0.5%	+2.1%
Bathroom Systems		225	31%	+7.6%	+9.8%

- Strong growth of Bathroom Systems and Installation & Flushing Systems
- Piping Systems affected by higher exposure to weak new built sector

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Net sales FY 2025 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	3'163	+2.5%	+4.8%
Central Europe			
– Germany	924	+3.9%	+5.6%
– Switzerland	332	+1.0%	+1.0%
– Benelux	284	+5.6%	+7.3%
– Italy	256	-0.2%	+1.6%
– Austria	190	+6.6%	+8.5%
Western Europe ¹	295	-2.0%	+0.1%
Northern Europe	266	+2.7%	+3.5%
Eastern Europe	260	+2.3%	+4.3%
Middle East / Africa	154	+12.3%	+24.8%
Far East / Pacific	101	-8.0%	-0.6%
America	101	-1.8%	+3.9%

- Net sales growth in local currencies almost fully driven by volumes and a slight positive sales price effect
- Europe: Growth in flat market due to
 - Growth in almost all major countries
 - Strong sales with new products
- Middle East / Africa: Strong growth across whole region
- Far East / Pacific: Strong growth in India and Vietnam offset by market decline in China
- America: Strong growth of US faucet business



Net sales FY 2025 – By product area

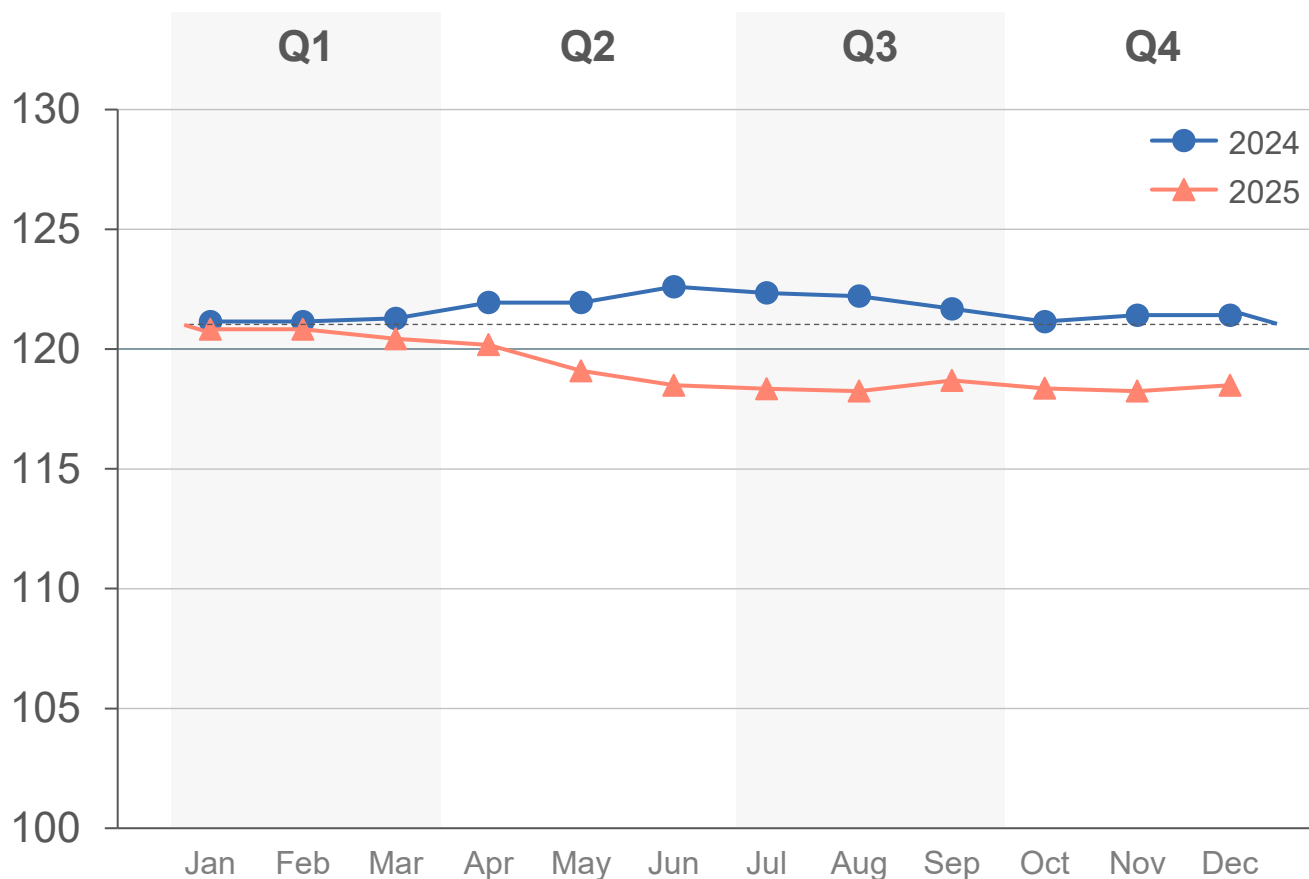
CHF million		Net sales		Variance to PY	
				% CHF	% c.a.
Installation & Flushing Systems		1'179	37%	+2.9%	+5.5%
Piping Systems		1'030	33%	+1.0%	+3.0%
Bathroom Systems		954	30%	+3.7%	+6.1%

- Net sales growth in Swiss Franc and local currencies in all three product areas
- Piping Systems affected by higher exposure to declining new built sector

Direct material prices

Geberit: Monthly direct material prices (currency adj.)

Index: Jan 2021 = 100



- Direct material prices in FY2025 -2% vs. FY2024
- Stable direct material prices in Q4 2025
 - -2% vs. Q4 2024
 - Flat vs. Q3 2025
- Expected direct material prices in Q1 2026
 - Slightly above level of Q4 2025
 - Below level of Q1 2025

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