

First information on the year 2017

Accelerated growth in the fourth quarter

Geberit AG, Rapperswil-Jona, 18 January 2018

The Geberit Group achieved solid sales growth in 2017. Net sales increased by 3.5% to CHF 2908.3 million. Organic net sales in local currencies also rose by 3.5%. In terms of results, Management expects an adjusted operating cashflow margin of around 28 percent for the entire year. The financial statements and annual report for 2017 will be released at the analyst and media conference on 13 March 2018.

Consolidated net sales

In 2017, the Geberit Group's net sales increased by 3.5% to CHF 2908.3 million. This figure includes positive currency effects of CHF 34 million and the net sales-reducing divestment of Koralle and Varicor. The two effects offset each other, which is why net sales in local currencies and in organic* terms also increased by 3.5%. This development was negatively affected by the reduction in order backlogs in the shower toilet business in the previous year.

Net sales for the fourth quarter grew by 10.9% to CHF 706.0 million, an increase of 5.3% in currency-adjusted, organic terms. This gratifying development came about despite a strong same quarter in the previous year.

Net sales by market and product area

Europe, the largest region, posted organic growth of 2.9% in local currencies for 2017 as a whole. The Iberian Peninsula (+11.9%), Austria (+9.0%), Central/Eastern Europe (+6.7%) and Italy (+6.6%) made strong gains, with the Benelux Countries (+4.0%), France (+3.9%), Switzerland (+3.7%), the Nordic Countries (+1.2%) and Germany (+0.7%) also recording increases. In Germany, capacity constraints of installers in the construction industry continued to inhibit growth. Net sales were down in the United Kingdom/Ireland (-5.6%) in a declining market environment. Double-digit growth was posted in the Middle East/Africa (+16.8%) and Far East/Pacific (+13.3%) regions. Net sales in America rose by +3.6%.

In the product areas, Sanitary Systems achieved currency-adjusted organic growth of 6.6%. Piping Systems also increased its net sales by 3.8%. Net sales in the product area Sanitary Ceramics dropped by 2.3% as a result of the closure of two ceramics production plants in France and a weaker market environment in the Nordic Countries.

Unchanged expectations with regard to operating margin

As in previous years, one-off costs related to the Sanitec acquisition have an impact on the Geberit Group's results in 2017. For better comparability, adjusted figures are shown and commented on. The operating results will be negatively affected primarily by higher raw material prices, personnel expenses and depreciation. Increased sales volumes, a positive product mix effect and synergies

* Organic: adjusted for the net sales of the Koralle and Varicor units sold in mid-2016 and early 2017, respectively (CHF 32 million)

from the Sanitec integration will have positive effects. Management expects an adjusted operating cashflow margin (adj. EBITDA margin) of around 28 percent for 2017 as a whole.

The complete financial statements and annual report for 2017 will be released at the analyst and media conference in Zurich on 13 March 2018.

Please visit our website www.geberit.com for additional information.

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About Geberit

The globally operating Geberit Group is a European leader in the field of sanitary products. Geberit operates as an integrated group with a very strong local presence in most European countries, providing unique added value when it comes to sanitary technology and bathroom ceramics. The production network encompasses 30 production facilities, of which 6 are located overseas. The Group is headquartered in Rapperswil-Jona, Switzerland. With around 12,000 employees in around 50 countries, Geberit generated net sales of CHF 2.9 billion in 2017. The Geberit shares are listed on the SIX Swiss Exchange and have been included in the SMI (Swiss Market Index) since 2012.