

First information on 2018

Continued solid sales growth

Geberit AG, Rapperswil-Jona, 17 January 2019

The Geberit Group achieved solid sales growth in 2018. Sales grew by 5.9% to CHF 3081 million. After currency adjustment, this represents an increase of 3.1%. In terms of results, Management expects an operating cashflow margin of around 28 percent for the entire year. The financial statements and annual report for 2018 will be released on 12 March 2019.

Consolidated sales

In 2018, the Geberit Group's sales rose by 5.9% to CHF 3081 million. This increase includes positive currency effects of CHF 83 million. The increase in local currencies was 3.1%.

Sales for the fourth quarter improved by 0.5% to CHF 710 million, an increase of 3.0% in currency-adjusted terms despite the strong same quarter in the previous year.

Sales by market and product area

In 2018 as a whole, currency-adjusted sales in Europe rose by 2.8%. The Iberian Peninsula (+9.5%) and Central/Eastern Europe (+9.0%) made strong gains, with the Benelux Countries (+4.6%), Germany (+3.1%), Italy (+2.7%), Austria (+1.8%), France (+1.6%) and Switzerland (+1.5%) also recording increases. However, sales were down in the United Kingdom/Ireland (-1.7%) and in the Nordic Countries (-1.9%). Double-digit sales growth was achieved in the Far East/Pacific region (+13.9%). America (+3.5%) and Middle East/Africa (+1.4%) also recorded sales growth.

In the product areas, sales in local currencies increased by 4.9% in Installation and Flushing Systems and 4.3% in Piping Systems while remaining around the prior year's level (+0.1%) in Bathroom Systems.

Unchanged expectations with regard to operating margin

Higher sales volumes, price increases, the effects of the closure of two plants in France in the previous year, and continuous efficiency improvements are expected to have a positive impact on the operating results. Higher raw material prices as well as tariff-related increases in personnel expenses will have a negative impact. Management expects an operating cashflow margin (EBITDA margin) of around 28 percent for 2018 as a whole.

The complete financial statements and annual report for 2018 will be released at the analyst and media conference in Zurich on 12 March 2019.

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

For further information, please contact:

Geberit AG

Schachenstrasse 77, CH-8645 Jona

Christian Buhl, CEO

Tel. +41 (0)55 221 63 46

Roland Iff, CFO

Tel. +41 (0)55 221 66 39

Roman Sidler, Corporate Communications & IR

Tel. +41 (0)55 221 69 47

About Geberit

The globally operating Geberit Group is a European leader in the field of sanitary products. Geberit operates with a strong local presence in most European countries, providing unique added value when it comes to sanitary technology and bathroom ceramics. The production network encompasses 29 production facilities, of which six are located overseas. The Group is headquartered in Rapperswil-Jona, Switzerland. With around 12,000 employees in around 50 countries, Geberit generated sales of CHF 3.1 billion in 2018. The Geberit shares are listed on the SIX Swiss Exchange and have been included in the SMI (Swiss Market Index) since 2012.