

Q1 2021 Results

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Key figures Q1 2021

Net sales growth (in CHF)

+14.0%

Net sales growth (currency adj.)

+13.0%

EBITDA margin

34.6%

+200 bps vs PY

Net income growth (in CHF)

+26.7%

EPS growth (in CHF)

+28.0%

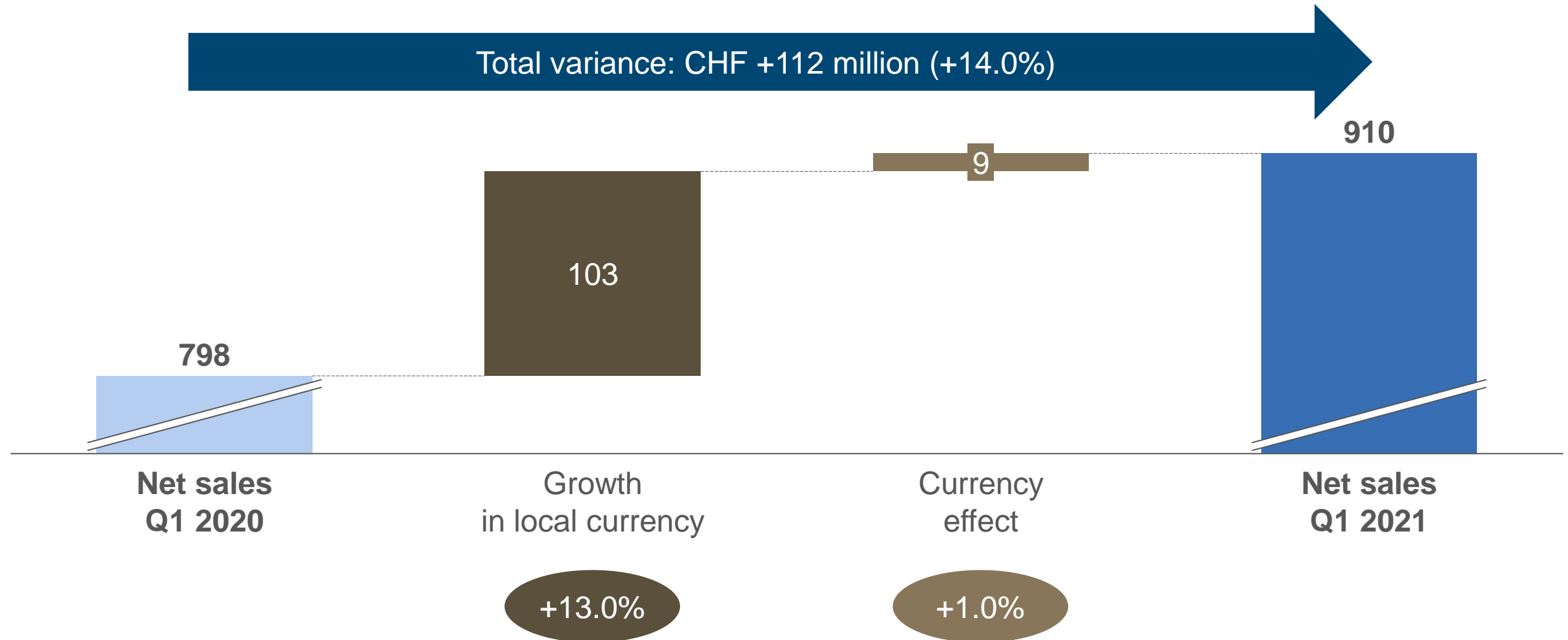
Share buyback (in CHF)

40 million

70,300 shares in Q1

Net sales Q1 2021 – Positive net sales growth in Q1 2021

In CHF million



Net sales Q1 2021

	Net sales in million CHF	Variance to PY in CHF	Variance to PY in c.a.
Geberit Group	910	+14.0%	+13.0%
By regions			
Europe	837	+13.3%	+11.8%
America	25	+0.1%	+6.7%
Far East / Pacific	24	+41.2%	+40.8%
Middle East / Africa	24	+40.7%	+43.8%
By product areas			
Installation & Flushing Systems	356	+13.7%	+13.1%
Piping Systems	267	+10.5%	+8.8%
Bathroom Systems	287	+17.9%	+16.9%

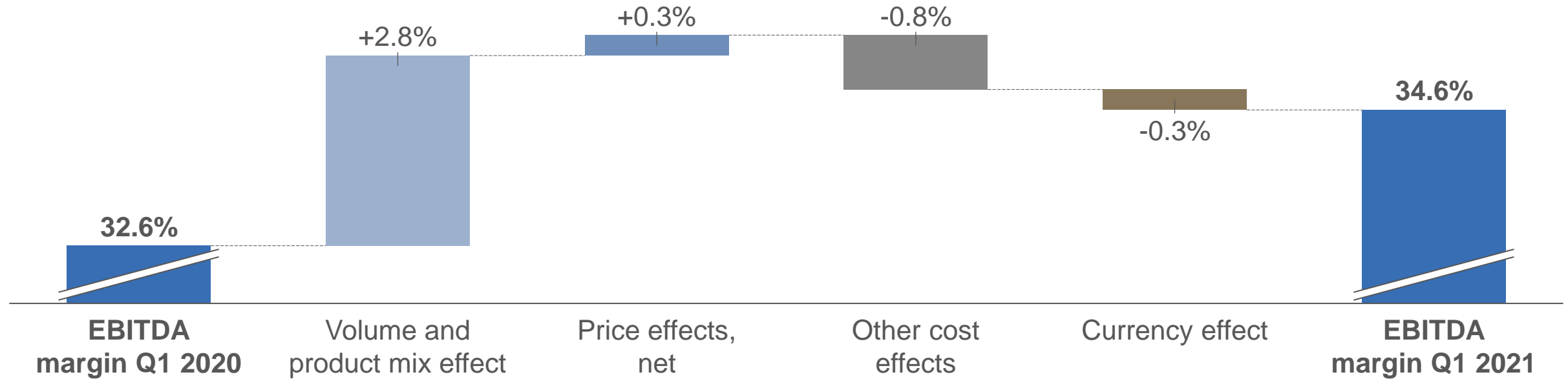
Key figures Q1 2021 – Strong profitability

CHF million	Q1 2021	Q1 2020	% YoY
Net sales	910	798	+14.0%
EBITDA	315	260	+21.1%
<i>Margin</i>	34.6%	32.6%	
EBIT	276	224	+23.6%
<i>Margin</i>	30.4%	28.0%	
Net income	233	184	+26.7%
<i>Margin</i>	25.6%	23.0%	
EPS (CHF)	6.53	5.10	+28.0%
Free cashflow	13.9	-7.1	+295.8%
<i>Margin</i>	1.5%	-0.9%	

- Further margin expansion
 - Volume effect
 - Sales price increases
 - COVID-19 related cost savings
 - No material negative impact of increased raw material prices yet



EBITDA margin Q1 2021 – Increase of margin by 200 bps

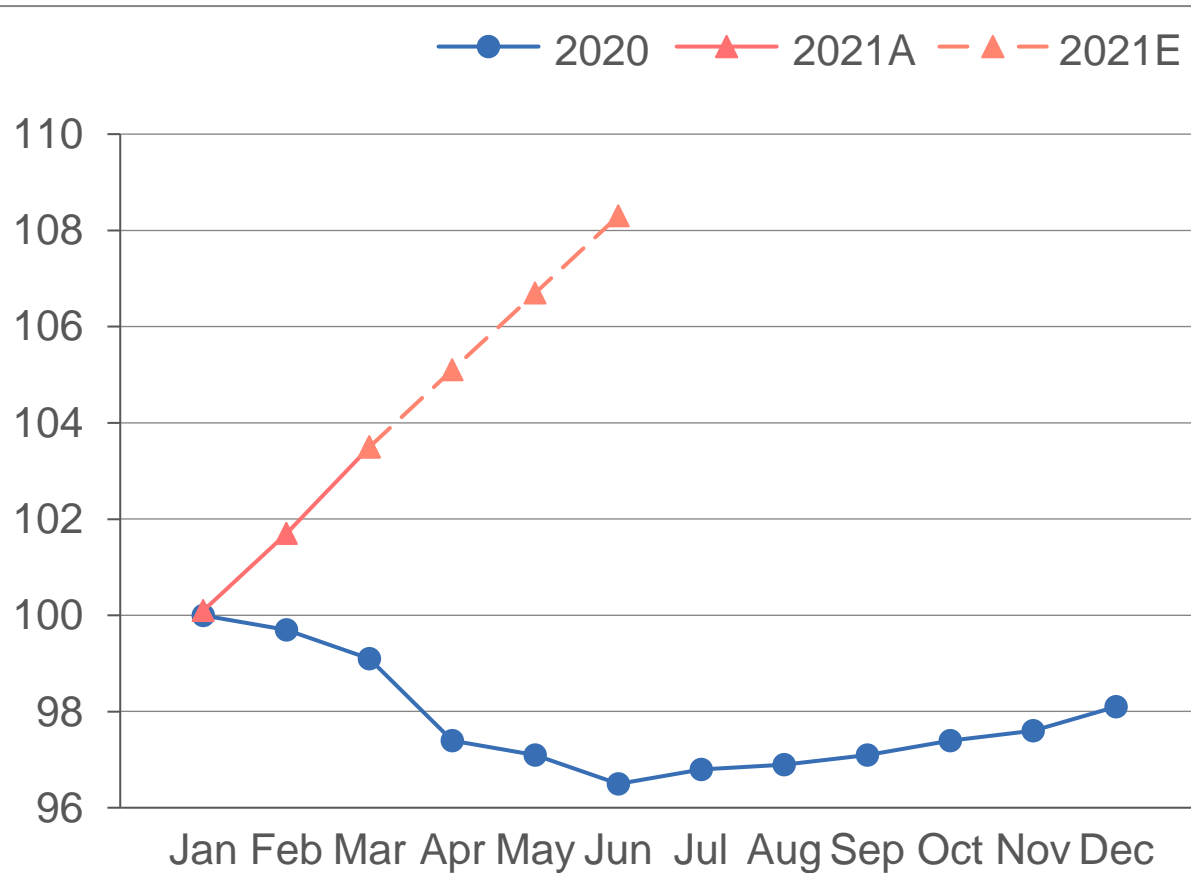


- Strong volume effect driving profitability
- Positive net price effects thanks to price increases and no material negative impact of increased raw material prices yet
- Negative other cost effects mainly driven by tariff increases of personnel costs partly mitigated by COVID-19 cost savings
- Slightly negative currency effect mainly due to devaluation of Russian Ruble and Turkish Lira

Raw material outlook – Significant increase of price levels since Dec 2020

Geberit: Monthly raw material prices

Index: Jan 2020 = 100



- Drop of raw material prices as of April 2020 due to COVID-19 crisis
- Significant increase of raw material prices since December 2020
- Expected raw material price increase of 4% to 5% in Q2 2021 vs. Q1 2021

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