Market leader

Through innovative sanitary solutions, we aim to bring about sustainable improvements to quality of life standards.

The Geberit Group is the European market leader in sanitary technology with a global orientation. Since its formation in 1874, the company has been one of the pioneers in the industry and is constantly setting new trends with comprehensive system solutions. The company, headquartered in Rapperswil-Jona, has been listed on the Swiss stock exchange since 1999 and posted sales of 2.1 billion Swiss francs in 2011.

Sales emphasis is on the main European markets with strong growth opportunities in Central and Eastern Europe, France, the United Kingdom, the Nordic Countries, North America, China, India and Southeast Asia.

The product range was conceived both for new construction as well as for renovations and modernizations. It includes the product areas of sanitary systems and piping systems. Geberit branded products are innovative, durable and eco-efficient goods that create considerable benefit for trade customers and craftsmen, as well as for end-users.
Board of Directors
Albert M. Baehny 1952, Chairman
Robert F. Spoerry 1955, Vice Chairman and Lead Director 1) 2)
Randolf Hanslin 1942 2)
Robert Heberlein 1941 1)
Hartmut Reuter 1957 2)
Susanne Ruoff 1958 1)

Group Executive Board
Albert M. Baehny 1952, Chief Executive Officer (CEO)
Roland Iff 1961, Finance (CFO)
William J. Christensen 1973, Sales International
Michael Reinhard 1956, Products
Karl Spachmann 1958, Sales Europe

1) Member of the Personnel Committee
2) Member of the Audit Committee
Global presence
Geberit achieves sales in over 100 countries and is represented by approximately 6,000 employees in 41 countries. The company operates 16 production sites in seven countries.
The Geberit Group generated sales of CHF 2,122.6 million in 2011. After currency adjustments this corresponds to an increase of 9.5% compared to the previous year, as opposed to a loss in Swiss francs of 1.1%. Operating cashflow (EBITDA) was CHF 532.0 million; at 25.1%, the EBITDA margin again reached a high level. Most of the regions and markets closed the reporting year with sales increases in the local currency.
# Key figures

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
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</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>MCHF</td>
<td>2,122.6</td>
</tr>
<tr>
<td>Change</td>
<td>%</td>
<td>-1.1</td>
</tr>
<tr>
<td><strong>Operating cashflow (EBITDA)</strong></td>
<td>MCHF</td>
<td>532.0</td>
</tr>
<tr>
<td>Change</td>
<td>%</td>
<td>-7.3</td>
</tr>
<tr>
<td>Margin</td>
<td>%</td>
<td>25.1</td>
</tr>
<tr>
<td><strong>Operating profit (EBIT)</strong></td>
<td>MCHF</td>
<td>449.2</td>
</tr>
<tr>
<td>Change</td>
<td>%</td>
<td>-7.6</td>
</tr>
<tr>
<td>Margin</td>
<td>%</td>
<td>21.2</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>MCHF</td>
<td>384.0</td>
</tr>
<tr>
<td>Change</td>
<td>%</td>
<td>-5.6</td>
</tr>
<tr>
<td>Margin</td>
<td>%</td>
<td>18.1</td>
</tr>
<tr>
<td><strong>Earnings per share</strong></td>
<td>CHF</td>
<td>9.82</td>
</tr>
<tr>
<td>Change</td>
<td>%</td>
<td>-4.8</td>
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<tbody>
<tr>
<td><strong>Equity</strong></td>
<td>MCHF</td>
<td>1,419.5</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>%</td>
<td>66.9</td>
</tr>
<tr>
<td><strong>Total debt</strong></td>
<td>MCHF</td>
<td>75.6</td>
</tr>
<tr>
<td><strong>Liquid funds and marketable securities</strong></td>
<td>MCHF</td>
<td>542.0</td>
</tr>
<tr>
<td><strong>Number of employees</strong></td>
<td></td>
<td>31.12.</td>
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</tbody>
</table>
Sales development 2002–2011
(in CHF million)

EBIT, EBITDA, Net income 2009–2011
(in CHF million)
Sales 2011 by markets/regions

1 Germany (34.1%)
2 Switzerland (13.9%)
3 Italy (9.4%)
4 Benelux (8.5%)
5 Central/Eastern Europe (6.6%)
6 Austria (6.5%)
7 Nordic Countries (4.8%)
8 France (4.3%)
9 United Kingdom/Ireland (2.5%)
10 Iberian Peninsula (0.9%)
11 America (3.6%)
12 Far East/Pacific (2.9%)
13 Middle East/Africa (2.0%)

Sales 2011 by product areas and product lines

Sanitary systems (57.0%)
1 Installation systems (36.2%)
2 Cisterns and mechanisms (10.7%)
3 Faucets and flushing systems (5.7%)
4 Waste fittings and traps (4.4%)

Piping systems (43.0%)
5 Building drainage systems (14.5%)
6 Supply systems (28.5%)
Innovations 2012

The ideal product for India
The new Geberit Alpha concealed cistern

For the highest demands with respect to design, hygiene and convenience
The Geberit Sigma80 actuator plate

New edition of a classic
The Geberit Sigma01 actuator plate

The trend toward stainless steel
Geberit Sigma20 actuator plate for dual flush

The ideal product for India
The new Geberit Alpha concealed cistern
An intelligent micro power plant
Self-sustaining power supply for electronic faucets

A design solution for China
The Monolith sanitary module for WCs in China

New stylistic elements for the bathroom
The Geberit Monolith sanitary module for washbasins
The statements in this brochure relating to matters that are not historical facts are forward-looking statements that are not guarantees of future performance, and involve risks and uncertainties, including but not limited to: future global economic conditions, foreign exchange rates, statutory regulations, market conditions, the actions of competitors and other facts beyond the control of the company.

This Facts & Figures brochure is published in 8 languages and is also available on the Internet in PDF format.

The printed German version is binding.