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 2.2 billion Swiss francs in 2012.

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.
Management

**Board of Directors**
Albert M. Baehny 1952, Chairman
Robert F. Spoerry 1955, Vice Chairman and Lead Director ¹ ²
Hartmut Reuter 1957 ²
Susanne Ruoff 1958 ¹
Jeff Song 1946
Jørgen Tang-Jensen 1956 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 110 countries and is represented by approximately 6,100 employees in 41 countries. The company operates 16 production sites in seven countries.
Geberit Group sales reached CHF 2,187.8 million in 2012, corresponding to growth of 3.1% (or 4.5% in local currencies). Strongly diverging developments were seen in the individual markets. Operating cashflow (EBITDA) increased by 2.0% on the prior year to CHF 542.4 million. At 24.8%, the EBITDA margin was slightly lower than in the prior year. However, it nevertheless reached a value at the upper end of the medium-term target range. Net income increased by 2.2% to CHF 392.3 million, with a return on sales of 17.9% (prior year 18.1%).
## Key figures

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</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>31.12.</td>
<td>6,004</td>
</tr>
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</table>
Sales development 2003–2012
(in CHF million)

EBIT, EBITDA, Net income 2010–2012
(in CHF million)
Sales 2012 by markets/regions

1. Germany (35.2%)
2. Switzerland (12.9%)
3. Italy (8.2%)
4. Benelux (8.2%)
5. Austria (7.0%)
6. Central/Eastern Europe (6.8%)
7. Nordic Countries (5.1%)
8. France (4.4%)
9. United Kingdom/Ireland (2.7%)
10. Iberian Peninsula (0.7%)
11. America (3.8%)
12. Far East/Pacific (3.0%)
13. Middle East/Africa (2.0%)

Sales 2012 by product areas and product lines

Sanitary systems (56.8%)
1. Installation systems (35.6%)
2. Cisterns and mechanisms (11.1%)
3. Faucets and flushing systems (5.8%)
4. Waste fittings and traps (4.3%)

Piping systems (43.2%)
5. Building drainage systems (14.0%)
6. Supply systems (29.2%)
Innovations 2013

Clear lines, innovative technology and a high level of comfort and convenience

The new Geberit AquaClean Sela shower toilet (left in combination with the Geberit Monolith sanitary module for WCs)
For peace and quiet under the roof
Noise reduction for Geberit Pluvia roof outlet

Expanded range for China and Singapore
Color variety for the Geberit Monolith sanitary module

Elegant new version
Geberit Sigma50 actuator plate

Now with stop-and-go flush function
Geberit Sigma10 actuator plate
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.