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 2.3 billion Swiss francs in 2013.

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)
Felix R. Ehrat 1957 2)
Hartmut Reuter 1957 1) 2)
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 Nomination and Compensation Committee
2) Member of the Audit Committee
Global presence

Geberit achieves sales in over 109 countries and is represented by approximately 6,200 employees in 41 countries. The company operates 17 production sites in eight countries.
Geberit Group sales in 2013 increased by 4.7% to CHF 2,291.6 million, corresponding to currency-adjusted growth of 3.6%. Operating cashflow (EBITDA) rose by 10.5% to CHF 592.8 million. At 25.9%, the EBITDA margin was significantly higher than the previous year (24.5%) and also above the medium-term target range. Net income increased by 12.5% to CHF 435.8 million, which led to a return on sales of 19.0% (previous year 17.7%). As a percentage of sales, net income thus reached its highest value since going public in 1999.
### Key figures

<table>
<thead>
<tr>
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<th>2012¹</th>
<th>2013</th>
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<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>MCHF</td>
<td>2,187.8</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td>%</td>
<td>+3.1</td>
</tr>
<tr>
<td><strong>Operating cashflow (EBITDA)</strong></td>
<td>MCHF</td>
<td>536.6</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td>%</td>
<td></td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td>%</td>
<td>24.5</td>
</tr>
<tr>
<td><strong>Operating profit (EBIT)</strong></td>
<td>MCHF</td>
<td>456.5</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td>%</td>
<td></td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td>%</td>
<td>20.9</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>MCHF</td>
<td>387.5</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td>%</td>
<td></td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td>%</td>
<td>17.7</td>
</tr>
<tr>
<td><strong>Earnings per share</strong></td>
<td>CHF</td>
<td>10.16</td>
</tr>
<tr>
<td><strong>Change</strong></td>
<td>%</td>
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<tbody>
<tr>
<td><strong>Equity</strong></td>
<td>MCHF</td>
<td>1,431.3</td>
</tr>
<tr>
<td><strong>Equity ratio</strong></td>
<td>%</td>
<td>71.3</td>
</tr>
<tr>
<td><strong>Total debt</strong></td>
<td>MCHF</td>
<td>14.7</td>
</tr>
<tr>
<td><strong>Liquid funds and marketable</strong></td>
<td>MCHF</td>
<td>423.1</td>
</tr>
<tr>
<td><strong>securities</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>Number of employees</strong></td>
<td></td>
<td>31.12.</td>
</tr>
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</table>

¹ Restatement see -> www.geberit.com/annualreport > financial report, Note 1
Sales development 2004–2013
(in CHF million)

EBIT, EBITDA, Net income, Earnings per share (EPS) 2011–2013
(in CHF million)

1  EBIT       2  EBITDA      3  Net income      4  EPS

1  EBIT       2  EBITDA      3  Net income      4  EPS
Sales 2013 by markets/regions

1. Germany (36.8%)
2. Switzerland (12.7%)
3. Benelux (7.8%)
4. Italy (7.6%)
5. Central/Eastern Europe (6.8%)
6. Austria (6.7%)
7. Nordic Countries (5.1%)
8. France (4.4%)
9. United Kingdom/Ireland (3.0%)
10. Iberian Peninsula (0.7%)
11. America (3.5%)
12. Far East/Pacific (3.0%)
13. Middle East/Africa (1.9%)

Sales 2013 by product areas and products lines

Sanitary systems (56.6%)
1. Installation systems (36.2%)
2. Cisterns and mechanisms (10.9%)
3. Faucets and flushing systems (5.3%)
4. Waste fittings and traps (4.2%)

Piping systems (43.4%)
5. Building drainage systems (14.2%)
6. Supply systems (29.2%)
Innovations 2014

Elegant floor-standing model
Shower toilet Geberit
AquaClean Sela

With odor extraction unit and orientation light
Monolith Plus sanitary module
With patented servo technology
Actuator plate Sigma70

Better performance thanks to flow optimization
Sovent fitting

Also suitable for renovations thanks to its flat trap
Wall drain for showers

Fits into every room layout thanks to three installation heights
Flushing system Omega
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.