Geberit abstains from printing in a full-length version of the annual report and makes the most of multimedia instead.

Detailed information – available anytime and anywhere – can be found online:
- interactive financial tables
- analysis tools
- videos and photo galleries

www.geberit.com/annualreport
## Key Figures

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>2,908.3</td>
</tr>
<tr>
<td>Change in %</td>
<td>+3.5</td>
</tr>
<tr>
<td><strong>Adjusted operating cashflow (EBITDA)</strong></td>
<td>820.7</td>
</tr>
<tr>
<td>Change in %</td>
<td>+3.2</td>
</tr>
<tr>
<td>Margin in % of net sales</td>
<td>28.2</td>
</tr>
<tr>
<td><strong>Adjusted operating profit (EBIT)</strong></td>
<td>706.1</td>
</tr>
<tr>
<td>Change in %</td>
<td>+2.9</td>
</tr>
<tr>
<td>Margin in % of net sales</td>
<td>24.3</td>
</tr>
<tr>
<td><strong>Adjusted net income</strong></td>
<td>604.2</td>
</tr>
<tr>
<td>Change in %</td>
<td>+3.5</td>
</tr>
<tr>
<td>Margin in % of net sales</td>
<td>20.8</td>
</tr>
<tr>
<td><strong>Adjusted earnings per share (CHF)</strong></td>
<td>16.43</td>
</tr>
<tr>
<td>Change in %</td>
<td>+3.7</td>
</tr>
<tr>
<td><strong>Free cashflow</strong></td>
<td>483.4</td>
</tr>
<tr>
<td>Change in %</td>
<td>-13.2</td>
</tr>
<tr>
<td><strong>Net debt</strong></td>
<td>482.5</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>1,837.2</td>
</tr>
<tr>
<td>Equity ratio in %</td>
<td>49.1</td>
</tr>
<tr>
<td><strong>Adjusted return on invested capital (ROIC) in %</strong></td>
<td>22.4</td>
</tr>
<tr>
<td><strong>Number of employees</strong></td>
<td>11,709</td>
</tr>
</tbody>
</table>
**MAIN DEVELOPMENTS IN 2017**

<table>
<thead>
<tr>
<th>NET SALES</th>
<th>ADJUSTED EARNINGS PER SHARE (IN CHF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>+3.5%</td>
<td>16.43</td>
</tr>
<tr>
<td>organic, currency-adjusted growth</td>
<td>+3.7% versus prior year</td>
</tr>
</tbody>
</table>

**COMPANY**
- Completion of the most important measures with regard to the integration of the ceramics business
- Opening of the logistics centre in Pfullendorf (DE) following capacity expansion
- Ground-breaking ceremony for the modernisation of the production site in Langenfeld (DE) and an ongoing project aimed at increasing capacity at the production site in Pfullendorf (DE)
- Share price with new all-time high of CHF 483.40

**PRODUCTS**
- Launch of innovative new products, including the floor-even shower surface Setaplano, the AquaClean Tuma Comfort shower toilet, a modular tap system and the comprehensive bathroom series Acanto

**FINANCE**
- Increase in net sales of 3.5% to CHF 2,908 million in organic, currency-adjusted terms
- Increase in adjusted operating cashflow (EBITDA) of 3.2% to CHF 821 million
- Increase in adjusted earnings per share of 3.7% to CHF 16.43
- Decrease in free cashflow of 13.2% to CHF 483 million
- Dividend increase of 4.0% to CHF 10.40 proposed
NET SALES DEVELOPMENT
2008–2017
(in CHF million)

EBIT, EBITDA, NET INCOME,
EARNINGS PER SHARE (EPS)
2015–2017
(in CHF million) (EPS: in CHF)

2017 NET SALES BY MARKETS/REGIONS

1 Germany (29.9%)
2 Nordic Countries (10.8%)
3 Switzerland (9.6%)
4 Central/Eastern Europe (9.6%)
5 Benelux (8.0%)
6 Italy (6.9%)
7 France (6.1%)
8 Austria (5.5%)
9 United Kingdom/Ireland (3.8%)
10 Iberian Peninsula (0.7%)
11 America (3.3%)
12 Far East/Pacific (3.0%)
13 Middle East/Africa (2.8%)

* Adjusted for costs in connection with the Sanitec acquisition and integration
A STRONG PARTNER

Geberit’s customers can rest assured that their orders will be delivered on time – all thanks to the company’s logistics.

A sophisticated and efficient logistics system is essential in order to ensure that the availability of the wide product range is in line with demand. Geberit therefore expanded its central logistics centre in the southern German town of Pfullendorf to 60,000 m² of usable floor space in 2017. Over 12,000 items are stored there. The project’s investment volume amounted to 40 million euros.

Every day, around 32,000 products are taken from the various storage areas, grouped together to form a consignment and transported to the shipping area, where the packed goods await collection. 120 trucks leave the logistics centre – which supplies over 7,000 customers in more than 100 countries – from this area each day. Coordinated processes and a perfect interplay between man and technology guarantee that logistics operations run smoothly, with 330 employees and automated workflows ensuring that the products are delivered to the right place at the right time.

You can read more here:
www.geberit.com/insights/everything-done-right.html
The 2017 financial year was shaped by a generally positive market environment as well as the achievement of the most important milestones regarding the integration of the ceramics business. Increased sales volumes, a positive product mix effect, and synergies from the Sanitec integration had a positive effect on the operating results. Three factors in particular – namely higher raw material prices, increased personnel expenses and depreciation – had a negative impact. Overall, good results were achieved and our position as the leading supplier of sanitary products in Europe was further consolidated.

MAINLY POSITIVE DEVELOPMENTS IN THE MARKETS
Consolidated net sales in 2017 increased by 3.5% to CHF 2,908.3 million. Total growth comprised organic growth in local currencies of 3.5%, a foreign currency effect of +1.2% and a divestment effect of -1.2%.

The following changes in net sales in the markets and product areas relate to currency-adjusted, organic developments.

Europe, the largest region, posted growth of 2.9%. The Iberian Peninsula (+11.9%), Austria (+9.0%), Central/Eastern Europe (+6.7%) and Italy (+6.6%) made strong gains, with the Benelux Countries (+4.0%), France (+3.9%), Switzerland (+3.7%), the Nordic Countries (+1.2%) and Germany (+0.7%) also recording increases. In Germany, capacity constraints of installers in the construction industry inhibited growth. Net sales were down in the United Kingdom/Ireland (-5.6%) in a declining market environment.

Middle East/Africa (+16.8%) and Far East/Pacific (+13.3%) posted double-digit growth. Net sales in America rose by +3.6%.

Net sales for the Sanitary Systems product area amounted to CHF 1,361.5 million, corresponding to growth of 6.6%. The Piping Systems product area increased its net sales by 3.8% to CHF 865.5 million. In contrast, the Sanitary Ceramics product area posted a 2.3% fall to CHF 681.3 million.

PROFITABILITY REMAINS AT A HIGH LEVEL
As in previous years, one-off costs related to the Sanitec acquisition and integration had an impact on the Geberit Group’s results in 2017. For better comparability, adjusted figures are shown and commented on.

The adjusted operating cashflow (adj. EBITDA) rose by 3.2% to CHF 820.7 million, its highest ever level in Geberit’s history. The adjusted EBITDA margin came to 28.2%, which was almost the same as the previous year’s figure of 28.3%. Increased sales volumes and a positive product mix effect had a positive impact on the operating results, as did synergies from the Sanitec integration. Higher raw material prices and increased personnel expenses were among the more adverse factors. Foreign currency developments did not have any material impact on the adjusted EBITDA margin.

The adjusted operating profit (adj. EBIT) rose by 2.9% to CHF 706.1 million, and the adjusted EBIT margin reached 24.3% (previous year 24.4%). Adjusted net income improved by
3.5% to CHF 604.2 million, which led to an adjusted return on sales of 20.8% – a figure that remained unchanged year-on-year. The adjusted earnings per share were up by 3.7% to CHF 16.43 (previous year CHF 15.85). This above-average increase when compared with the operating results is explained by a financial result on a par with the previous year, a lower tax rate as well as a slightly smaller number of shares.

The negative special effects arising from the Sanitec acquisition and integration amounted to CHF 49 million as regards EBITDA, CHF 84 million as regards EBIT, and CHF 77 million as regards net income. CHF 45 million in costs recorded in the second quarter of 2017 in relation to the closure of two ceramics production plants in France had a significant impact on these figures. The non-adjusted figures were CHF 772.0 million for EBITDA, CHF 621.7 million for EBIT, CHF 527.4 million for net income, and CHF 14.34 for earnings per share.

**DECLINE IN FREE CASHFLOW**

Unlike non-adjusted operating cashflow (EBITDA), net cashflow increased slightly despite higher cash tax payments. This is because a significant number of the costs included in EBITDA in relation to the closure of two ceramics plants in France are still to be paid. Higher investments in property, plant and equipment and negative effects of the change in net working capital resulted in a decline in free cashflow of 13.2% to CHF 483.4 million. Free cashflow was used to pay distributions of CHF 368.4 million to shareholders, to repay debts of net CHF 137.3 million and to buy back shares for CHF 91.8 million.

**SOUND FINANCIAL FOUNDATION**

Once again, the substantial contribution from free cashflow allowed the attractive dividend policy and the share buyback programme to be continued while also maintaining the very healthy financial foundation of the Group.

Total assets increased from CHF 3,601.1 million to CHF 3,742.8 million. Liquid funds decreased from CHF 509.7 million to CHF 412.7 million. In addition, the Group had access to undrawn operating credit lines for the operating business of CHF 591.4 million. Debts were reduced to CHF 895.2 million (previous year CHF 970.9 million). The changes in terms of liquid funds on the one hand and debt on the other resulted from lower free cashflow, the dividend payment to the shareholders, share buybacks and the repayment of debts. This resulted in a slight increase in net debt of CHF 21.3 million to CHF 482.5 million at the end of 2017. The equity ratio reached a very solid 49.1% (previous year 45.4%). Based on average equity, the adjusted return on equity (ROE) was 35.2% (previous year 38.3%). The adjusted return on invested capital (ROIC) was 22.4% (previous year 21.5%).

**AGAIN HIGHER DISTRIBUTION**

The Board of Directors will propose to the ordinary General Meeting of Geberit AG on 4 April 2018 an increase in the dividend of 4.0% to CHF 10.40 in line with the higher adjusted earnings per share. The payout ratio of 63.4% of adjusted net income is in the upper range of the defined 50% to 70% corridor.
HIGHER INVESTMENTS
In 2017, investments in property, plant and equipment and intangible assets amounted to CHF 159.0 million, CHF 19.9 million or 14.3% more than in the previous year. As a percentage of net sales, the investment ratio was 5.5% (previous year 5.0%). All larger investment projects were carried out as planned. The bulk of investments went toward machinery, building conversions and new building projects, and the procurement of tools and moulds for new products. The biggest individual undertaking was the conversion and new-build project at the site in Langenfeld (DE), with the ground-breaking ceremony taking place in September 2017. Most of the investments in expanding the logistics centre in Pfullendorf (DE) – a facility that commenced operations in the first quarter of 2017 – already date back to previous years.

INCREASED NUMBER OF EMPLOYEES
At the end of 2017, the Geberit Group employed 11,709 staff worldwide, which is 117 employees or 1.0% more than in the previous year. On the one hand, this is mainly due to more people being employed in the production plants in order to deal with greater sales volumes, and, on the other, to various sales companies expanding in connection with specific sales activities. However, divestments as well as synergies and efficiency-enhancing measures had a reducing effect on employee numbers. The closure of the two ceramics plants in France was completed in the reporting year, although most individual employment relationships will only be terminated in 2018 and were therefore not included in the calculation.

OUTLOOK 2018
The situation in the construction industry should be generally favourable in 2018. However, the individual regions/markets and construction sectors will perform differently. In Europe, the recovery should continue. However, despite healthy demand, growth potential in Germany is severely limited due to capacity constraints of installers. A favourable market environment is expected for Austria, France and the Benelux Countries. The construction industry in Switzerland should remain stable at a high level. In the Nordic Countries, the situation for the individual countries is expected to be mixed, with a simultaneous slackening of the growth dynamic. The Eastern European markets are also predicted to perform differently, with a positive environment expected in Poland and a stabilisation anticipated in Russia, for example. A slight easing of the market environment is expected in Italy, whereas a downward trend is foreseeable in the United Kingdom as a result of Brexit. In North America, a moderate recovery is predicted in the institutional construction industry – which is important to Geberit’s business in the USA – along with growth in residential construction. In the Far East/Pacific region, the Chinese residential construction sector has been performing better since the beginning of the second half of 2017. The construction industry in Australia is expected to stagnate and the business climate in India is likely to become more challenging. In terms of the Middle East/Africa region, the Gulf States should recover. However, the construction market in South Africa is likely to stagnate. Fluctuations in the Swiss franc compared to other important currencies used by the Geberit Group will continue
to affect sales and results. In the first half of 2018, raw material prices are likely to exceed their prior-year level – driven mainly by higher prices for industrial metals and for plastics.

In 2017, the most important milestones regarding the integration of the ceramics business were reached. From 2018, line managers will promote further activities as part of daily business, with the focus on continually optimising and harmonising shared processes and the IT systems, developing combined products, making ongoing improvements in ceramics manufacturing and promoting cultural integration. The objective is to perform strongly across the entire sanitary product business and in all markets and, as in previous years, to gain market shares. There will be concerted marketing of the new products that have been introduced in recent years. Markets in which Geberit products or technologies are still under-represented will be intensely cultivated, and the promising shower toilet business will be expanded further.

In line with the Geberit strategy, these measures shall be accompanied by efforts to continuously optimise business processes. The Board of Directors and the Group Executive Board are convinced that the company is very well equipped for the upcoming opportunities and challenges. The opportunities offered as a result of combining technical know-how in sanitary technology "behind the wall" and design expertise "in front of the wall" will be firmly seized. Experienced and highly motivated employees, a number of promising products that have been launched in recent years and product ideas for the more distant future, a lean and market-oriented organisation, an established cooperation based on trust with the market partners in both commerce and trade, and the Group’s continued solid financial foundation are vital to our future success.

THANK YOU
We owe the good results in the reporting year and the successful integration of the ceramics business to the great commitment, high degree of motivation and expertise of our employees. We wish to express our thanks and appreciation for their exemplary performance. Our customers in the commercial and trade sectors again deserve special thanks for their trust and constructive collaboration. Last but not least, we also wish to express our gratitude to you, esteemed shareholders, for your continued great commitment to our company.

Yours sincerely,

[Signatures]

Albert M. Baehny  Christian Buhl
Chairman  CEO
## CONSOLIDATED BALANCE SHEETS

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>509.7</td>
<td>412.7</td>
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<tr>
<td>Trade accounts receivable</td>
<td>174.4</td>
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<td>Other current assets and current financial assets</td>
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<td>122.3</td>
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<tr>
<td>Inventories</td>
<td>275.6</td>
<td>313.3</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>1,070.7</strong></td>
<td><strong>1,050.0</strong></td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>726.5</td>
<td>812.8</td>
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<tr>
<td>Deferred tax assets</td>
<td>96.7</td>
<td>96.1</td>
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<tr>
<td>Other non-current assets and non-current financial assets</td>
<td>26.1</td>
<td>35.0</td>
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<tr>
<td>Goodwill and intangible assets</td>
<td>1,681.1</td>
<td>1,748.9</td>
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<tr>
<td><strong>Total non-current assets</strong></td>
<td><strong>2,530.4</strong></td>
<td><strong>2,692.8</strong></td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>3,601.1</strong></td>
<td><strong>3,742.8</strong></td>
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<tr>
<td>--------------------------------</td>
<td>------------</td>
<td>------------</td>
</tr>
<tr>
<td><strong>Liabilities and equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
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<td></td>
</tr>
<tr>
<td>Short-term debt</td>
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<td>4.5</td>
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<td>Trade accounts payable</td>
<td>112.3</td>
<td>126.1</td>
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<tr>
<td>Tax liabilities and tax provisions</td>
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<td>101.8</td>
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<tr>
<td>Other current liabilities</td>
<td>263.5</td>
<td>286.4</td>
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<tr>
<td>Current provisions</td>
<td>37.7</td>
<td>52.7</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>537.7</strong></td>
<td><strong>571.5</strong></td>
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<tr>
<td><strong>Non-current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term debt</td>
<td>966.7</td>
<td>890.7</td>
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<tr>
<td>Accrued pension obligations</td>
<td>325.8</td>
<td>309.2</td>
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<tr>
<td>Deferred tax liabilities</td>
<td>89.7</td>
<td>76.5</td>
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<tr>
<td>Other non-current liabilities</td>
<td>11.2</td>
<td>9.6</td>
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<tr>
<td>Non-current provisions</td>
<td>34.8</td>
<td>48.1</td>
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<tr>
<td><strong>Total non-current liabilities</strong></td>
<td><strong>1,428.2</strong></td>
<td><strong>1,334.1</strong></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital stock</td>
<td>3.7</td>
<td>3.7</td>
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<tr>
<td>Reserves</td>
<td>2,084.9</td>
<td>2,194.7</td>
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<tr>
<td>Cumulative translation adjustments</td>
<td>-453.4</td>
<td>-361.2</td>
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<tr>
<td><strong>Total equity</strong></td>
<td><strong>1,635.2</strong></td>
<td><strong>1,837.2</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and equity</strong></td>
<td><strong>3,601.1</strong></td>
<td><strong>3,742.8</strong></td>
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</tbody>
</table>

**MCHF**
# CONSOLIDATED INCOME STATEMENTS

<table>
<thead>
<tr>
<th>MCHF</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>2,809.0</td>
<td>2,908.3</td>
</tr>
<tr>
<td><strong>Cost of materials</strong></td>
<td>774.9</td>
<td>829.8</td>
</tr>
<tr>
<td><strong>Personnel expenses</strong></td>
<td>702.0</td>
<td>746.8</td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>102.0</td>
<td>105.7</td>
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<tr>
<td><strong>Amortisation of intangible assets</strong></td>
<td>43.1</td>
<td>44.6</td>
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<tr>
<td><strong>Other operating expenses, net</strong></td>
<td>546.9</td>
<td>559.7</td>
</tr>
<tr>
<td><strong>Total operating expenses, net</strong></td>
<td>2,168.9</td>
<td>2,286.6</td>
</tr>
<tr>
<td><strong>Operating profit (EBIT)</strong></td>
<td>640.1</td>
<td>621.7</td>
</tr>
<tr>
<td><strong>Financial expenses</strong></td>
<td>-13.5</td>
<td>-13.0</td>
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<tr>
<td><strong>Financial income</strong></td>
<td>1.9</td>
<td>1.2</td>
</tr>
<tr>
<td><strong>Foreign exchange loss (-)/gain</strong></td>
<td>2.3</td>
<td>2.4</td>
</tr>
<tr>
<td><strong>Financial result, net</strong></td>
<td>-9.3</td>
<td>-9.4</td>
</tr>
<tr>
<td><strong>Profit before income tax expenses</strong></td>
<td>630.8</td>
<td>612.3</td>
</tr>
<tr>
<td><strong>Income tax expenses</strong></td>
<td>82.6</td>
<td>84.9</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>548.2</td>
<td>527.4</td>
</tr>
<tr>
<td>- Attributable to shareholders of Geberit AG</td>
<td>548.2</td>
<td>527.4</td>
</tr>
<tr>
<td><strong>EPS (CHF)</strong></td>
<td>14.88</td>
<td>14.34</td>
</tr>
<tr>
<td><strong>EPS diluted (CHF)</strong></td>
<td>14.85</td>
<td>14.31</td>
</tr>
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</table>
## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

<table>
<thead>
<tr>
<th>MCHF</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net income according to the income statement</strong></td>
<td><strong>548.2</strong></td>
<td><strong>527.4</strong></td>
</tr>
<tr>
<td><strong>Cumulative translation adjustments</strong></td>
<td>-19.0</td>
<td>92.0</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>-0.3</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>Cumulative translation adjustments, net of tax</strong></td>
<td><strong>-19.3</strong></td>
<td><strong>92.2</strong></td>
</tr>
<tr>
<td><strong>Total other comprehensive income to be reclassified to the income statement in subsequent periods, net of tax</strong></td>
<td><strong>-19.3</strong></td>
<td><strong>92.2</strong></td>
</tr>
<tr>
<td><strong>Remeasurements of pension plans</strong></td>
<td>-20.8</td>
<td>29.0</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>4.5</td>
<td>-4.3</td>
</tr>
<tr>
<td><strong>Remeasurements of pension plans, net of tax</strong></td>
<td><strong>-16.3</strong></td>
<td><strong>24.7</strong></td>
</tr>
<tr>
<td><strong>Total other comprehensive income not to be reclassified to the income statement in subsequent periods, net of tax</strong></td>
<td><strong>-16.3</strong></td>
<td><strong>24.7</strong></td>
</tr>
<tr>
<td><strong>Total other comprehensive income, net of tax</strong></td>
<td><strong>-35.6</strong></td>
<td><strong>116.9</strong></td>
</tr>
<tr>
<td><strong>Total comprehensive income</strong></td>
<td><strong>512.6</strong></td>
<td><strong>644.3</strong></td>
</tr>
<tr>
<td>- Attributable to shareholders of Geberit AG</td>
<td>512.6</td>
<td>644.3</td>
</tr>
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</table>
## CONSOLIDATED STATEMENTS OF CASHFLOWS

<table>
<thead>
<tr>
<th>MCHF</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash provided by operating activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>548.2</td>
<td>527.4</td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>145.1</td>
<td>150.3</td>
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<tr>
<td>Financial result, net</td>
<td>9.3</td>
<td>9.4</td>
</tr>
<tr>
<td>Income tax expenses</td>
<td>82.6</td>
<td>84.9</td>
</tr>
<tr>
<td>Other non-cash income and expenses</td>
<td>18.5</td>
<td>34.2</td>
</tr>
<tr>
<td><strong>Operating cashflow before changes in net working capital and taxes</strong></td>
<td>803.7</td>
<td>806.2</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>-98.6</td>
<td>-129.7</td>
</tr>
<tr>
<td>Changes in trade accounts receivable</td>
<td>-29.4</td>
<td>4.2</td>
</tr>
<tr>
<td>Changes in inventories</td>
<td>-2.6</td>
<td>-20.0</td>
</tr>
<tr>
<td>Changes in trade accounts payable</td>
<td>13.4</td>
<td>6.7</td>
</tr>
<tr>
<td>Changes in other positions of net working capital</td>
<td>28.7</td>
<td>-27.0</td>
</tr>
<tr>
<td><strong>Net cash from/used (-) in operating activities</strong></td>
<td><strong>715.2</strong></td>
<td><strong>640.4</strong></td>
</tr>
</tbody>
</table>

<p>| <strong>Cash from/used (-) in investing activities</strong> |            |            |
| Sales of subsidiaries          | 32.8       | 9.7        |
| Purchase of property, plant &amp; equipment and intangible assets | -139.1     | -159.0     |
| Proceeds from sale of property, plant &amp; equipment and intangible assets | 6.2        | 3.5        |
| Interest received              | 0.9        | 0.0        |
| Other, net                     | -0.5       | -2.0       |
| <strong>Net cash from/used (-) in investing activities</strong> | <strong>-99.7</strong>  | <strong>-147.8</strong> |</p>
<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash from/used (-) in financing activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Proceeds from borrowings</td>
<td>50.3</td>
<td>70.2</td>
</tr>
<tr>
<td>Repayments of borrowings</td>
<td>-223.1</td>
<td>-207.5</td>
</tr>
<tr>
<td>Interest paid</td>
<td>-6.2</td>
<td>-6.4</td>
</tr>
<tr>
<td>Distribution</td>
<td>-309.3</td>
<td>-368.4</td>
</tr>
<tr>
<td>Share buyback programme</td>
<td>-50.7</td>
<td>-88.3</td>
</tr>
<tr>
<td>Purchase (-)/Sale of treasury shares</td>
<td>-22.2</td>
<td>-2.1</td>
</tr>
<tr>
<td>Financing cost paid</td>
<td>-0.4</td>
<td>-1.5</td>
</tr>
<tr>
<td>Other, net</td>
<td>-1.3</td>
<td>-1.3</td>
</tr>
<tr>
<td><strong>Net cash from/used (-) in financing activities</strong></td>
<td><strong>-562.9</strong></td>
<td><strong>-605.3</strong></td>
</tr>
<tr>
<td>Effects of exchange rates on cash and cash equivalents</td>
<td>-2.5</td>
<td>15.7</td>
</tr>
<tr>
<td><strong>Net increase/decrease (-) in cash and cash equivalents</strong></td>
<td><strong>50.1</strong></td>
<td><strong>-97.0</strong></td>
</tr>
<tr>
<td>Cash and cash equivalents at beginning of year</td>
<td>459.6</td>
<td>509.7</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at end of year</strong></td>
<td><strong>509.7</strong></td>
<td><strong>412.7</strong></td>
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</tbody>
</table>
# CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

<table>
<thead>
<tr>
<th>MCHF</th>
<th>Attributable to shareholders of Geberit AG</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Ordinary shares</td>
</tr>
<tr>
<td>Balance at 31.12.2015</td>
<td>3.8</td>
</tr>
<tr>
<td>Net income</td>
<td>548.2</td>
</tr>
<tr>
<td>Other comprehensive income</td>
<td>-16.3</td>
</tr>
<tr>
<td>Distribution</td>
<td>-309.3</td>
</tr>
<tr>
<td>Share buyback programme</td>
<td>-42.9</td>
</tr>
<tr>
<td>Purchase (-)/Sale of treasury shares</td>
<td>7.0</td>
</tr>
<tr>
<td>Capital reduction</td>
<td>-0.1</td>
</tr>
<tr>
<td>Management option plans</td>
<td>-6.4</td>
</tr>
<tr>
<td>Balance at 31.12.2016</td>
<td>3.7</td>
</tr>
<tr>
<td>Net income</td>
<td>527.4</td>
</tr>
<tr>
<td>Other comprehensive income</td>
<td>24.7</td>
</tr>
<tr>
<td>Distribution</td>
<td>-368.4</td>
</tr>
<tr>
<td>Share buyback programme</td>
<td>-91.8</td>
</tr>
<tr>
<td>Purchase (-)/Sale of treasury shares</td>
<td>8.1</td>
</tr>
<tr>
<td>Management option plans</td>
<td>-5.0</td>
</tr>
<tr>
<td>Balance at 31.12.2017</td>
<td>3.7</td>
</tr>
<tr>
<td>----------------------</td>
<td>------------</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>0.0</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>22.0</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2.6</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>24.6</strong></td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
</tr>
<tr>
<td>Loan to group companies</td>
<td>300.0</td>
</tr>
<tr>
<td>Investments</td>
<td>996.9</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td><strong>1,296.9</strong></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>1,321.5</strong></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Current liabilities</td>
<td>7.0</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>7.0</strong></td>
</tr>
<tr>
<td>Bonds</td>
<td>300.0</td>
</tr>
<tr>
<td><strong>Total long term interest-bearing liabilities</strong></td>
<td><strong>300.0</strong></td>
</tr>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td></td>
</tr>
<tr>
<td>Capital stock</td>
<td>3.7</td>
</tr>
<tr>
<td>Legal reserves</td>
<td>105.9</td>
</tr>
<tr>
<td>Free reserves</td>
<td>511.3</td>
</tr>
<tr>
<td>Treasury shares</td>
<td>0.0</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>393.6</td>
</tr>
<tr>
<td><strong>Total shareholders’ equity</strong></td>
<td><strong>1,014.5</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and shareholders’ equity</strong></td>
<td><strong>1,321.5</strong></td>
</tr>
</tbody>
</table>
## INCOME STATEMENTS
### GEBERIT AG

<table>
<thead>
<tr>
<th></th>
<th>MCHF</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dividends from Group companies</td>
<td>388.1</td>
<td>501.1</td>
<td></td>
</tr>
<tr>
<td>Financial income and other operating income</td>
<td>7.4</td>
<td>6.6</td>
<td></td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td></td>
<td>395.5</td>
<td>507.7</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>3.8</td>
<td>3.9</td>
<td></td>
</tr>
<tr>
<td>Financial expenses</td>
<td>1.6</td>
<td>1.7</td>
<td></td>
</tr>
<tr>
<td>Direct tax expenses</td>
<td>0.3</td>
<td>0.1</td>
<td></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td></td>
<td>5.7</td>
<td>5.7</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>389.8</td>
<td>502.0</td>
<td></td>
</tr>
</tbody>
</table>
APPROPRIATION OF AVAILABLE EARNINGS OF GEBERIT AG

Proposal by the Board of Directors to the General Meeting:

<table>
<thead>
<tr>
<th>CHF</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Available earnings</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>389,770,714</td>
<td>501,972,181</td>
</tr>
<tr>
<td>Balance brought forward</td>
<td>3,812,822</td>
<td>3,169,266</td>
</tr>
<tr>
<td><strong>Total available earnings</strong></td>
<td><strong>393,583,536</strong></td>
<td><strong>505,141,447</strong></td>
</tr>
<tr>
<td>Transfer to free reserves</td>
<td>20,000,000</td>
<td>120,000,000</td>
</tr>
<tr>
<td>Proposed/paid dividend</td>
<td>370,414,270</td>
<td>383,096,241</td>
</tr>
<tr>
<td>Balance to be carried forward</td>
<td>3,169,266</td>
<td>2,045,206</td>
</tr>
<tr>
<td><strong>Total appropriation of available earnings</strong></td>
<td><strong>393,583,536</strong></td>
<td><strong>505,141,447</strong></td>
</tr>
</tbody>
</table>

**DISTRIBUTION**

The Board of Directors proposes a dividend of CHF 10.40 per share (PY: CHF 10.00). The dividend payment is subject to withholding tax.
## TIME SCHEDULE

### 2018

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ordinary General Meeting</td>
<td>4 April</td>
</tr>
<tr>
<td>Dividend payment</td>
<td>10 April</td>
</tr>
<tr>
<td>Interim report first quarter</td>
<td>3 May</td>
</tr>
<tr>
<td>Half-year report</td>
<td>14 August</td>
</tr>
<tr>
<td>Interim report third quarter</td>
<td>30 October</td>
</tr>
</tbody>
</table>

### 2019

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>First information 2018</td>
<td>17 January</td>
</tr>
<tr>
<td>Results full year 2018</td>
<td>12 March</td>
</tr>
<tr>
<td>Ordinary General Meeting</td>
<td>3 April</td>
</tr>
<tr>
<td>Dividend payment</td>
<td>9 April</td>
</tr>
<tr>
<td>Interim report first quarter</td>
<td>2 May</td>
</tr>
<tr>
<td>Half-year report</td>
<td>15 August</td>
</tr>
<tr>
<td>Interim report third quarter</td>
<td>31 October</td>
</tr>
</tbody>
</table>

Subject to minor changes
This summary report and the online annual report 2017 are published in English and German. The German online version of the annual report is binding.

The consolidated financial statements of the Geberit Group are created in accordance with the International Financial Reporting Standards (IFRS). Additional information is available at www.geberit.com/annualreport → financial report.

The statements in this review 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, regulatory rules, market conditions, the actions of competitors and other factors beyond the control of the company.

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 30 production facilities, of which 6 are located overseas. The Group is headquartered in Rapperswil-Jona, Switzerland. With around 12,000 employees in around 50 countries, Geberit generated net sales of CHF 2.9 billion in 2017. The Geberit shares are listed on the SIX Swiss Exchange and have been included in the SMI (Swiss Market Index) since 2012.