

20th Ordinary General Meeting

of the shareholders of Geberit AG, held on 3 April 2019 at 4:30 p.m.

Location: Sporthalle Grünfeld, Rapperswil-Jona, Switzerland

Created: 4 April 2019

Participants: Albert M. Baehny (Chairman of the Board of Directors)
 Hartmut Reuter (Vice Chairman of the Board of Directors)
 Felix R. Ehrat (Board of Directors)
 Thomas M. Hübner (Board of Directors)
 Eunice Zehnder-Lai (Board of Directors)

Jørgen Tang-Jensen (Board of Directors), excused

Christian Buhl (CEO)
 Roland Iff (CFO)
 Martin Baumüller (Group Executive Board)
 Egon Renfordt-Sasse (Group Executive Board)
 Karl Spachmann (Group Executive Board)
 Ronald van Triest (Group Executive Board)
 Martin Ziegler (Group Executive Board)

Secretary: Roman Sidler

1,142	registered shareholders at the beginning of the General Meeting
121	external guests
94	internal assistants

I. Welcome and opening

In his capacity as chairman of the General Meeting, Chairman of the Board of Directors Albert M. Baehny opens the General Meeting and welcomes the shareholders and guests.

In addition to the members of the Board of Directors, members of the Group Executive Board, shareholders and guests, the following are also participating in the General Meeting:

- Roger Müller from the law firm hba Rechtsanwälte, Zurich, as the Independent Proxy;
- Beat Inauen and Martin Knöpfel from PricewaterhouseCoopers AG, Zurich, as representatives of the auditors;
- Patrick Schleiffer, Lenz & Staehelin;
- Martin Stöckling, Mayor of the Municipality of Rapperswil-Jona and the Rapperswil-Jona municipal councilmen Thomas Furrer and Thomas Rüegg;
- Representatives from the media; and
- Geberit apprentices based in Rapperswil-Jona who are in their final year of apprenticeship.

II. Notice of convocation, notice by means of official publication, opportunity to inspect documents

Before addressing the items on the agenda, the chairman makes the following formal introductory statements:

1. In a letter dated 12 March 2019, which included the agenda items and the proposals of the Board of Directors as well as the enclosed Summary Report on the business year 2018, the shareholders were invited to today's General Meeting in accordance with the provisions of the Articles of

Incorporation and in compliance with the advance notice of 20 days prescribed by law. The invitation was published in the Swiss Official Gazette of Commerce on 13 March 2019.

2. No proposals for the agenda were received from the shareholders.
3. The Annual Report for the year 2018, the Financial Statements and the Consolidated Financial Statements 2018 plus the Auditors' Reports were published on the Internet (www.geberit.com/annualreport) as an online version on 12 March 2019. Since this date, a hard-copy version thereof had been available for inspection by the shareholders at the Company's headquarters.
4. The minutes of the last ordinary General Meeting, which was held on 4 April 2018, were duly signed and available for inspection by the shareholders at the Company's headquarters. They were also published on the Internet.
5. As per the Articles of Incorporation, the General Meeting is chaired by the Chairman of the Board of Directors. In the interests of good corporate governance, the Vice Chairman of the Board of Directors Hartmut Reuter will conduct the votes on agenda item 4.1.1 (Re-election of Albert M. Baehny as a member of the Board of Directors and as Chairman of the Board of Directors) as well as agenda item 7 (Remuneration).
6. The secretary and the tellers are appointed by the chairman.
7. The secretary of the General Meeting is Roman Sidler, Head Corporate Communications & Investor Relations for the Geberit Group.
8. Rapperswil-Jona Head of Finance Administration Edi Alpiger and Rapperswil-Jona Municipal Clerk Hansjörg Goldener shall officiate as head tellers.

The chairman declares that the General Meeting has been convened, notice thereof by means of official publication has been provided and the related documents have been made available for inspection in a timely and proper manner in accordance with the law and the Articles of Incorporation and that the General Meeting is thereby duly constituted and constitutes a quorum.

III. Attendance

Immediately prior to the vote on the first agenda item, the number of shareholders present, votes represented, and capital represented is as follows: 19,019,051 registered voting shares, each with a par value of CHF 0.10 (a total par value of CHF 1,901,905.10), are represented at the General Meeting either directly or by proxy. This is equivalent to 51.3% of the total share capital of CHF 3,704,142.70.

In detail, the representation proportions are as follows:

- 1,142 shareholders/shareholders' representatives are present, representing 3,070,774 shares; and
- The independent proxy is representing 15,948,277 shares.

As per the Articles of Incorporation, the chairman may decide that votes and elections be carried out by electronic means. The chairman explains the electronic voting procedure that is implemented. The voting device allows several votes to be carried out in a single voting round. This option is being used at today's General Meeting for the elections to the Board of Directors and the Compensation Committee. The chairman also advises the shareholders in attendance of the possibility of expatiating on votes.

IV. Individual agenda items

Agenda item 1: Approval of the Operating and Financial Review, the Financial Statements and the Consolidated Financial Statements for 2018, acceptance of the Auditors' Reports

The chairman points out once again that the shareholders had been sent a Summary Report of the Annual Report 2018 together with the invitation to the General Meeting. The complete Annual Report was published on the Internet as an online version. A hard-copy version thereof was also on display at the Company's headquarters.

CEO Christian Buhl explains the business year 2018 in detail and provides an outlook for the business year 2019 (cf. enclosures). Subsequently, the chairman summarises the past business year and thanks the employees for their exemplary performance.

The Financial Statements and Consolidated Financial Statements for 2018 were audited by the auditors from PricewaterhouseCoopers AG and accepted without exception. The chairman states that the General Meeting has taken note of the Auditors' Reports and thanks the auditors for their work.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,951,835
Votes in favour:	18,948,318
Votes against:	3,517
Abstentions:	75,559

The proposal of the Board of Directors with respect to agenda item 1 is thereby approved.

Agenda item 2: Resolution on the appropriation of available earnings

The Board of Directors proposes to the General Meeting a distribution of CHF 10.80 per share as an ordinary dividend, which is subject to withholding tax. This corresponds to an increase of 3.8% compared with the previous year.

The proposal of the Board of Directors regarding the appropriation of available earnings at Geberit AG is detailed in the invitation to the General Meeting and the Annual Report. The shares held by the Company at the time of the dividend payment are not entitled to dividends. Since the invitation to the General Meeting, the dividend amount has dropped slightly. The exact wording of the proposal with the adjusted amounts is shown on the screen. The reading out of the proposal is therefore dispensed with.

The Board of Directors proposes that the available earnings:

Net income for the year 2018	CHF	480,166,127
Balance brought forward	CHF	2,563,126
Total available earnings	CHF	482,729,253
be appropriated as follows:		
Transfer to free reserves	CHF	80,000,000
Proposed dividend of CHF 10.80 per share	CHF	392,518,181
Balance to be carried forward	CHF	10,211,072
Total appropriation of available earnings	CHF	482,729,253

If the proposal is approved, the dividend will be paid out, less 35% withholding tax, on 9 April 2019. The auditors confirm in their report that this proposal regarding the appropriation of earnings is in accordance with the law and the Articles of Incorporation.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	19,003,643
Votes in favour:	18,904,254
Votes against:	99,389
Abstentions:	23,751

The proposal of the Board of Directors with respect to agenda item 2 is thereby approved.

Agenda item 3: Formal approval of the actions of the Board of Directors

According to the proposal, the actions of the members of the Board of Directors are to be formally approved for the business year 2018.

The vote on the formal approval of the actions of the Board of Directors shall be carried out for the Board of Directors as a whole (“en masse”). The chairman points out that, in compliance with the law, persons who have participated in any manner in the management of the Company’s business are not permitted to exercise their voting right for this agenda item.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,806,619
Votes in favour:	18,602,449
Votes against:	204,170
Abstentions:	82,948

The proposal of the Board of Directors with respect to agenda item 3 is thereby approved.

Agenda item 4: Elections to the Board of Directors, election of the Chairman of the Board of Directors and elections to the Compensation Committee

In accordance with the provisions of the Ordinance against Excessive Compensation with respect to Listed Companies (OaEC) the members and the Chairman of the Board of Directors are directly elected by the General Meeting on an individual basis. The CVs of all members of the Board of Directors standing for re-election can be found on the website.

A separate voting round is to take place for agenda items 4.1.1 and 4.1.6. A single voting round in which the members are re-elected on an individual basis is to take place for agenda items 4.1.2 to 4.1.5.

Jørgen Tang-Jensen, who is not present at the General Meeting, is not standing for re-election. The chairman expresses his sincere thanks to him for his contribution to the development of Geberit and wishes him all the best for the future.

Agenda item 4.1: Elections to the Board of Directors and election of the Chairman of the Board of Directors

Agenda item 4.1.1: Re-election of Albert M. Baehny as a member of the Board of Directors and as Chairman of the Board of Directors

The Board of Directors proposes that Albert M. Baehny be re-elected as a member of the Board of Directors and as Chairman of the Board of Directors until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,996,160
Votes in favour:	16,951,813
Votes against:	2,044,347
Abstentions:	31,234

Albert M. Baehny is thereby re-elected as a member of the Board of Directors and as Chairman of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.1.2: Re-election of Felix R. Ehrat

The Board of Directors proposes that Felix R. Ehrat be re-elected as a member of the Board of Directors until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,996,155
Votes in favour:	18,829,413
Votes against:	166,742
Abstentions:	31,239

Felix R. Ehrat is thereby re-elected as a member of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.1.3: Re-election of Thomas M. Hübner

The Board of Directors proposes that Thomas M. Hübner be re-elected as a member of the Board of Directors until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,996,366
Votes in favour:	18,900,887
Votes against:	95,479
Abstentions:	31,028

Thomas M. Hübner is thereby re-elected as a member of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.1.4: Re-election of Hartmut Reuter

The Board of Directors proposes that Hartmut Reuter be re-elected as a member of the Board of Directors until the closing of the following ordinary General Meeting.

Prior to today's General Meeting and subject to his re-election today, the Board of Directors decided to re-appoint Hartmut Reuter as Vice Chairman.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,995,092
Votes in favour:	18,803,018
Votes against:	192,074
Abstentions:	32,302

Hartmut Reuter is thereby re-elected as a member of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.1.5: Re-election of Eunice Zehnder-Lai

The Board of Directors proposes that Eunice Zehnder-Lai be re-elected as a member of the Board of Directors until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,977,116
Votes in favour:	18,927,201
Votes against:	49,915
Abstentions:	50,278

Eunice Zehnder-Lai is thereby re-elected as a member of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.1.6: Election of Bernadette Koch

Bernadette Koch has over 25 years of experience as an auditor and in financial reporting, which she acquired at EY Switzerland. As partner, she was responsible for the auditing mandates of national and international companies. Furthermore, she brings a wide range of experience as a member of the Management Committee at EY Switzerland's Auditing division. The Board of Directors is convinced that in Bernadette Koch, it has found an important new member for the Geberit Board of Directors.

The Board of Directors proposes that Bernadette Koch be elected as a member of the Board of Directors until the closing of the following ordinary General Meeting. This nomination is made within the context of succession planning, with Jørgen Tang-Jensen having stepped down from the Board of Directors as of today.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,303,564
Votes in favour:	18,239,226
Votes against:	64,338

Abstentions:	723,695
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Bernadette Koch is thereby elected as a member of the Board of Directors until the following ordinary General Meeting.

Agenda item 4.2: Elections to the Compensation Committee

In accordance with the OaEC, the members of the Compensation Committee are to be elected annually by the General Meeting. Only members of the Board of Directors are eligible, and the members of the Compensation Committee are to be elected on an individual basis.

The members of the Board of Directors proposed for election to the Compensation Committee are independent within the context of the Swiss Code of Best Practice for Corporate Governance. The existing Nomination and Compensation Committee is responsible for the preparation of all relevant decisions from the Board of Directors relating to the nomination of candidates for the Board of Directors and the Group Executive Board as well as the remuneration of the members of the Board of Directors and the Group Executive Board. Accordingly, when electing the members of the Compensation Committee, as is required by law, the General Meeting elects the members of the combined Nomination and Compensation Committee.

A single voting round in which the members are re-elected on an individual basis is to take place for agenda items 4.2.1 to 4.2.3.

Agenda item 4.2.1: Re-election of Hartmut Reuter

The Board of Directors proposes that Hartmut Reuter be re-elected as a member of the Compensation Committee until the closing of the following ordinary General Meeting.

Prior to today's General Meeting and subject to his re-election today, the Board of Directors also decided to re-appoint Hartmut Reuter as Chairman of the combined Nomination and Compensation Committee.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes:	18,981,522
Votes in favour:	18,623,802

Votes against: 357,720

Abstentions: 45,737

Hartmut Reuter is thereby re-elected as a member of the Compensation Committee until the following ordinary General Meeting.

Agenda item 4.2.2: Re-election of Eunice Zehnder-Lai

The Board of Directors proposes that Eunice Zehnder-Lai be re-elected as a member of the Compensation Committee until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes: 18,984,388

Votes in favour: 18,862,084

Votes against: 122,304

Abstentions: 42,871

Eunice Zehnder-Lai is thereby re-elected as a member of the Compensation Committee until the following ordinary General Meeting.

Agenda item 4.2.3: Election of Thomas M. Hübner

The Board of Directors proposes that Thomas M. Hübner be elected as a member of the Compensation Committee until the closing of the following ordinary General Meeting.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes: 18,976,837

Votes in favour: 18,754,208

Votes against: 222,629

Abstentions: 50,422

Thomas M. Hübner is thereby elected as a member of the Compensation Committee until the following ordinary General Meeting.

Agenda item 5: Re-election of the Independent Proxy

The Board of Directors proposes that the law firm hba Rechtsanwälte AG, Zurich, represented by Roger Müller, be re-elected as the Independent Proxy until the closing of the following ordinary General Meeting. As confirmed in advance, Roger Müller is happy to make himself available to serve in this function on behalf of hba Rechtsanwälte AG.

There were no requests to speak on this agenda item. The result of the election is as follows:

Valid votes: 18,995,631

Votes in favour: 18,972,413

Votes against: 23,218

Abstentions: 31,628

hba Rechtsanwälte AG, represented by Roger Müller, is therefore re-elected as Independent Proxy until the following ordinary General Meeting.

Agenda item 6: Re-election of the auditors

As per the Articles of Incorporation, the auditors are elected for one year at a time. According to the proposal, PricewaterhouseCoopers AG is to be re-elected as auditors for the business year 2019. The chairman explains that PricewaterhouseCoopers AG has made itself available for a further term of office. Lead auditor Beat Inauen has been in charge of the auditing mandate since 2015.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,734,241
Votes in favour:	17,020,302
Votes against:	1,713,939
Abstentions:	293,018

PricewaterhouseCoopers AG is thereby re-elected as auditors for 2019.

The chairman congratulates PricewaterhouseCoopers AG on its re-election and thanks Beat Inauen and his team for the good cooperation.

Agenda item 7: Remuneration

As member and Chairman of the Nomination and Compensation Committee, Hartmut Reuter informs the General Meeting of the remuneration and the remuneration system of the Board of Directors and the Group Executive Board. A consultative vote is conducted in this regard. He also conducts the agenda items on the maximum remuneration for the members of the Board of Directors and the Group Executive Board.

The transparency of the remuneration system has been continuously improved in recent years and a clearer link established between payment and performance. The basic structure of the remuneration systems for the Board of Directors and Group Executive Board has remained the same for a number of years. The structure of these remuneration systems and the detailed breakdown of remuneration can be found in the online Annual Report in the Remuneration Report section as well as in the Notes to the Financial Statements. The Chairman of the Nomination and Compensation Committee summarises the most important points.

Agenda item 7.1: Consultative vote on the Remuneration Report 2018

The Board of Directors proposes that the General Meeting take note of and endorse the Remuneration Report 2018 in a consultative vote.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,625,241
Votes in favour:	17,943,220
Votes against:	682,021
Abstentions:	402,228

The proposal of the Board of Directors with respect to agenda item 7.1 is thereby approved.

Agenda item 7.2: Approval of the maximum aggregate remuneration amount for the members of the Board of Directors for the period until the next ordinary General Meeting

The Board of Directors proposes that the General Meeting approve the maximum aggregate remuneration of CHF 2,350,000 for the six members of the Board of Directors for the period until the next ordinary General Meeting. The remuneration remains unchanged compared with the previous year.

There were no requests to speak on this agenda item. The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,927,271
Votes in favour:	18,263,625
Votes against:	663,646
Abstentions:	100,198

The proposal of the Board of Directors with respect to agenda item 7.2 is thereby approved.

Agenda item 7.3: Approval of the maximum aggregate remuneration amount for the members of the Group Executive Board for the 2020 business year

The Board of Directors proposes that the General Meeting approve CHF 11,500,000 as the maximum aggregate remuneration for the Group Executive Board, consisting of seven members, for the 2020 business year. This is slightly higher than the amount approved by last year's General Meeting for 2019.

The proposed maximum amount ensures that Geberit is able to meet its contractual obligations as an employer in all circumstances. This figure assumes – among other things – that both the individual objectives and the business goals are achieved in full. Hartmut Reuter points out that the maximum possible amount has never been paid out in previous years.

Georg Wüst, Wädenswil, former Head of Sustainability of the Geberit Group, thanks in his vote the Board of Directors for the responsible remuneration policy, which he greatly appreciates, and which fits in well with Geberit's down-to-earth culture.

The result of the vote on the proposal of the Board of Directors with respect to this agenda item is as follows:

Valid votes:	18,938,662
Votes in favour:	18,440,594
Votes against:	498,068
Abstentions:	88,507

The proposal of the Board of Directors with respect to agenda item 7.3 is thereby approved.

V. Conclusion of the General Meeting

The chairman notes that all of the announced agenda items have been duly addressed. He expresses his thanks and appreciation to all of the Geberit employees and other people involved for their dedicated and professional preparation and execution of this year's General Meeting.

The chairman advises that the next ordinary General Meeting will be held on 1 April 2020. He then declares the 20th ordinary General Meeting of Geberit AG closed.

Conclusion of the General Meeting:

5:32 p.m.

Chairman



Albert M. Baehny

Secretary



Roman Sidler

Enclosure:

Copies of the slides used by Christian Buhl in his commentaries (only available in German)



Agenda

Ergebnisse 2018

Bauindustrie – Ausblick

Geberit – Ausblick

Zusammenfassung

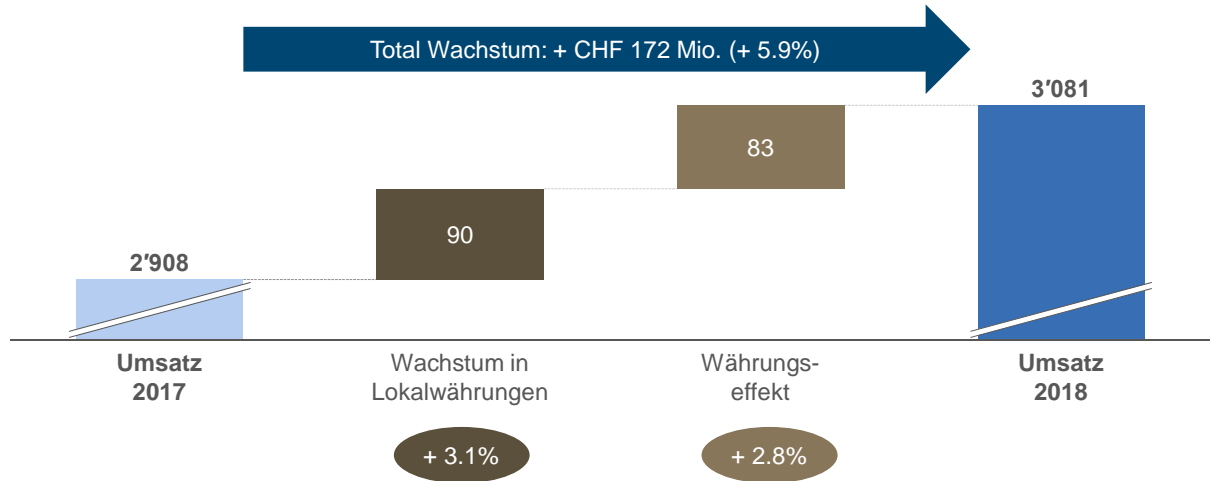


GESCHÄFTSJAHR 2018

■ GEBERIT

Umsatz 2018 – Wachstum von +5.9%

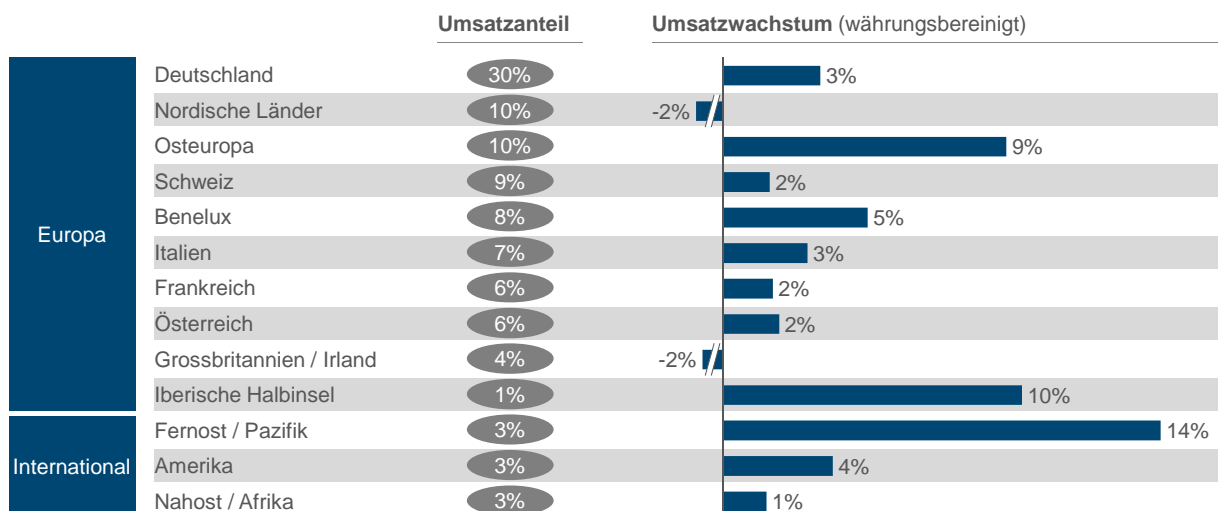
Umsatz, in CHF Mio.



GESCHÄFTSJAHR 2018

■ GEBERIT

Umsatz 2018 – Solides Wachstum



GESCHÄFTSJAHR 2018

■ GEBERIT

Wichtigste Kennzahlen 2018

CHF Mio.	2018	2017	% YoY
Umsatz	3'081	2'908	5.9%
Adj. EBITDA <i>Marge</i>	868 28.2%	821 28.2%	5.7%
Adj. EBIT <i>Marge</i>	744 24.2%	706 24.3%	5.4%
Adj. Nettoergebnis <i>Marge</i>	626 20.3%	604 20.8%	3.7%
Adj. EPS (CHF)	17.21	16.43	4.7%
Free Cashflow <i>Marge</i>	582 18.9%	476 16.4%	22.2%

- EBITDA Marge stabil auf industrieführendem Niveau
- Höhere Rohstoffpreise und Personaltarife kompensiert durch
 - Preiserhöhungen
 - Volumenwachstum
 - Schliessung von zwei französischen Keramikwerken
 - Kontinuierliche Effizienzsteigerungen
- Starke Erhöhung des Free Cashflow



GESCHÄFTSJAHR 2018

■ GEBERIT

Bilanz 2018

CHF Mio.	31.12.2018	31.12.2017
Bilanzsumme	3'502	3'743
Eigenkapital <i>Eigenkapitalquote</i>	1'745 49.8%	1'837 49.1%
Netto-Schulden <i>Gearing</i>	555 31.8%	483 26.3%



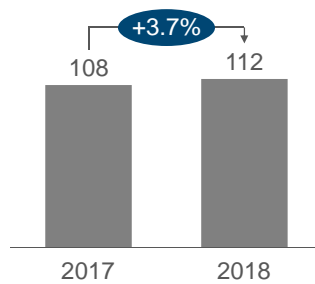
GESCHÄFTSJAHR 2018

■ GEBERIT

Kontinuierliche Investitionen in Kundenbeziehungen, Entwicklung und Anlagen

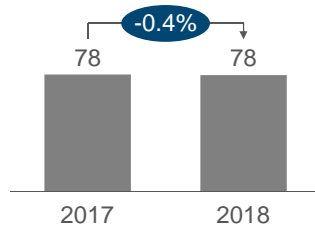
In CHF Mio.

Marketing Ausgaben



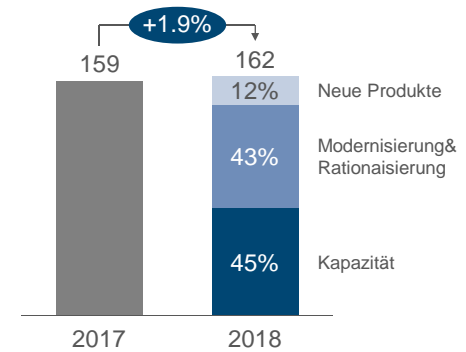
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F&E Ausgaben



“46 neue Patente”

Investitionen



“Kapazitätsaufbau”

GESCHÄFTSJAHR 2018

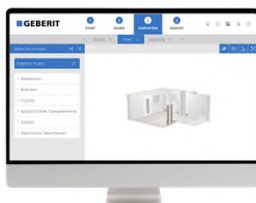
■ GEBERIT

Marketing 2018 – Beispiele von Digitalen Aktivitäten



Building Information Modelling (BIM) für professionelle Kunden

- Deziertes Team für Bereitstellung und den Unterhalt von BIM Daten
- Fast gesamtes relevantes Sortiment hinter der Wand verfügbar als BIM Daten
- Plug-ins für Autodesk BIM Software



3D Planungstools für Endkunden und Ausstellungen

- Web-basiertes 3D Badezimmer Planungs- und Konfigurationstool
- Generierung von Endkunden «Leads» und Erkenntnisse über Kundenverhalten

GESCHÄFTSJAHR 2018

■ GEBERIT

Investitionen 2018 – Wichtige Projekte



Komplette Erneuerung des Produktionswerkes in Langenfeld (DE)

- Komplette Erneuerung der Gebäudeinfrastruktur für die Produktion metallischer Rohrleitungssysteme
- 2 neue Gebäude: Produktionshalle (15'400m²) und Verwaltungsgebäude (5'500m²)
- Inbetriebnahme ab 2019
- CAPEX: EUR 35 Mio.



Gebäudeerweiterung in Ozorkow (PL)

- Gebäudeerweiterung für die Produktion von arbeitsintensiven Metall Fittingen; Verlagerung aus Langenfeld (DE)
- Inbetriebnahme in 2019
- Payback von 3 Jahren
- CAPEX: EUR 9 Mio.

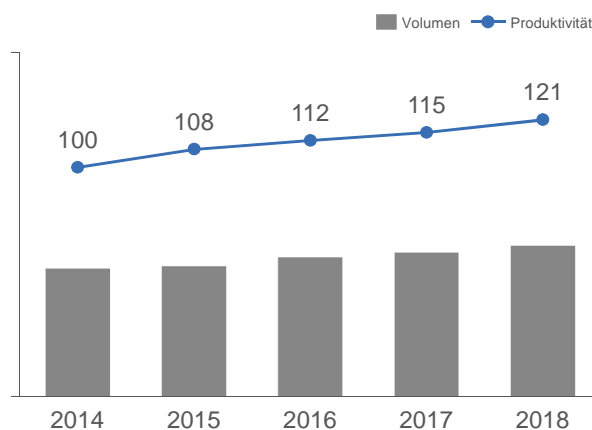


GESCHÄFTSJAHR 2018

 **GEBERIT**

Kontinuierliche Produktivitätssteigerung – Metall- und Kunststoffwerke

Produktionsvolumen und Produktivität¹



- Produktivitätssteigerung 2018: +4.8%
- Kontinuierliche Produktivitätssteigerung seit 2014: +5% pro Jahr
- Produktivitätsverbesserungen basierend auf
 - Prozessverbesserungen
 - Automatisierung

¹ Indexiert 2014 = 100

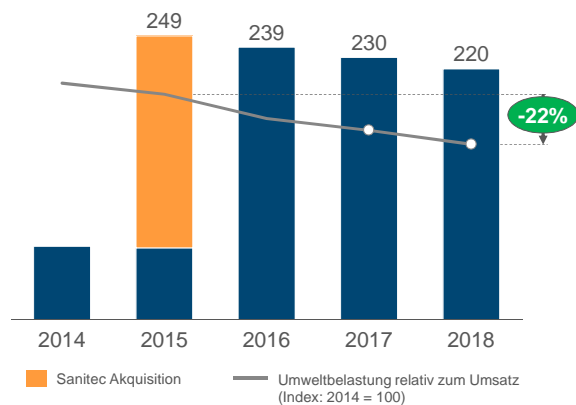


GESCHÄFTSJAHR 2018

 **GEBERIT**

Nachhaltigkeit – Relative Umweltbelastung um -22% reduziert seit 2015

Umweltbelastung¹



Umweltkennzahlen 2018

- Relative Umweltbelastung: -7.3%
- Relative CO₂-Emissionen: -7.5%

Umweltkennzahlen seit Sanitec Integration 2015

- Relative Umweltbelastung: -22%
- Relative CO₂-Emissionen: -21%



GESCHÄFTSJAHR 2018

■ GEBERIT

Soziale Verantwortung 2018



Sozialprojekt mit Geberit Lernenden in Marokko

- Renovation sanitärer Anlagen in mehreren Schulen in der Region Marrakesch
- Durchgeführt von Geberit Lernenden aus Deutschland, Österreich und Schweiz



Neue Skill-Sharing-Projekte in Mozambik und Nepal

- Technische Berater von Geberit schulen Berufsbildner in Mosambik
- Technische Berater von Geberit unterstützen Hersteller von Wasserfiltern in Nepal



Unterstützung von Menschen mit Behinderungen und Langzeitarbeitslosen

- Beschaffung von Dienstleistungen und Produkten aus Werkstätten für Behinderte und Langzeitarbeitslose
- Aufträge für Montage- und Verpackungsarbeiten in Höhe von rund CHF 8 Mio.



GESCHÄFTSJAHR 2018

■ GEBERIT

Agenda

Ergebnisse 2018

Bauindustrie – Ausblick

Geberit – Ausblick

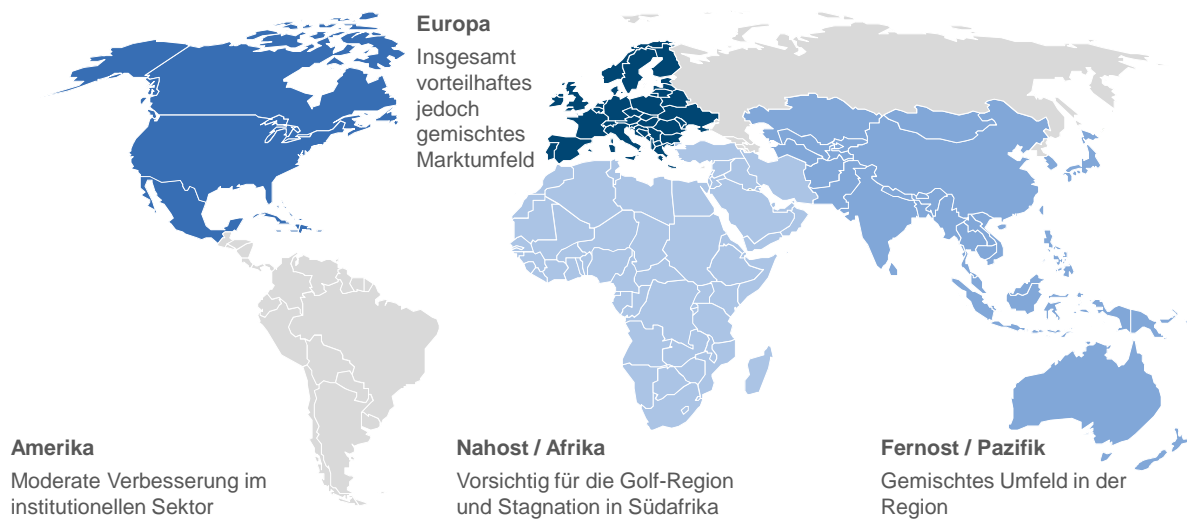
Zusammenfassung



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Produkteinführung 2019 – Neue Badezimmer Serie “Geberit ONE”



Beschreibung

- Neue Badezimmer Serie, welche Knowhow hinter der Wand und vor der Wand kombiniert

Nutzen für Endkunde

- Platzsparend: Siphon, Spiegelschrank und Duschlage in der Wand
- Reinigungsfreundlich: Spülrandloses WC, TurboFlush Spülung, einfach abnehmbarer WC-Sitz, Kammeinsatz bei Ablauf

Nutzen für Installateur

- Einfache, schnelle und sichere Installation
 - Integriert in Geberit Installationssystem
 - Neues WC Befestigungssystem
 - Höhenverstellbares WC



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Produkteinführung 2019 – Neues AquaClean Sela



Beschreibung

- Neues Mid-Level Dusch-WC mit Fokus auf Design und Hygiene

Nutzen für Endkunde

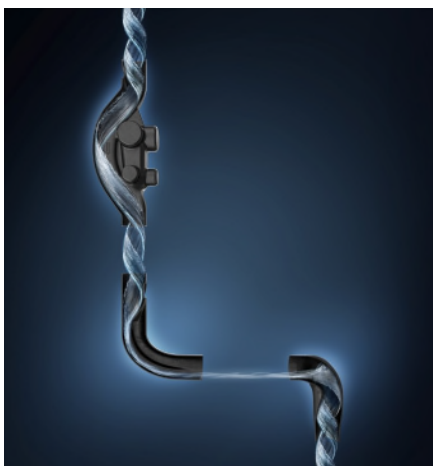
- Attraktives Design
- Atmosphärisches Orientierungslicht
- Hygienische und leise TurboFlush Spültechnik mit einer spülrandlosen WC-Keramik
- Steuerbar über Smartphone App
- Attraktiver Mid-Level Preis



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Produkteinführung 2019 – Geberit SuperTube



Beschreibung

- Strömungsoptimiertes Abwassersystem, welches eine durchgehende Luftsäule im Fallstrang sicherstellt

Nutzen für Planer, Installateur und Investor

- Keine Entlüftungsleitung und kleinere Rohrdurchmesser
- Raumgewinn in Hochhäusern
 - Mehr Nettowohnfläche (bis zu 20%¹ reduzierte Schachtgrösse)
 - Mehr Raumhöhe (bis zu 40%¹ Reduktion der abgehängten Decke)
- Einfachere Planung und schnellere Installation

¹ Im Vergleich zu konventionellem System d160 und zusätzlicher Entlüftungsleitung d90



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Marketing & Brands Ausblick 2019 – Vereinfachung des Markenportfolios



- Ersetzen von 4 Keramik Marken durch Marke Geberit ab 2019
- Hauptvorteile
 - Bessere Kundenbetreuung
 - Vereinfachung der Verkaufs
 - Reduzierte Komplexität in Produktion und Logistik
 - Mehr Kapazität für Entwicklung neuer Produkte
- Einmalige Marketingkosten von je CHF 10 Mio. in 2019 und 2020



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 **GEBERIT**

Geberit mit einem guten Jahr 2018

- Solides organisches Umsatzwachstum
- Stabile Profitabilität auf Rekordniveau trotz deutlich höheren Rohmaterialpreisen und Personaltarifen
- Weitere Verbesserung der Produktivität und hohe Kostendisziplin
- Starke Innovationspipeline mit Rekordanzahl neuer Patente
- Konsequente Investitionen in Kundenbeziehungen, Digitalisierung, Infrastruktur und Anlagen



GESCHÄFTSJAHR 2018

 **GEBERIT**

Solide Fundamentalwerte liefern industrieführende Ergebnisse

Fokussierte und stabile Strategie

Entscheidungs-trägerorientiertes Geschäftsmodell

Innovationsfokus

Kontinuierliche Investitionen

Funktionale und schlanke Organisation

Starke und bodenständige Kultur

Industrieführende Margen, Renditen und Cash Flow Generierung



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 **GEBERIT**