First Info Sales 2024

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Agenda

- **Q4 2024**
- **FY 2024**
- **Operations footprint**

GEBERIT

Net sales Q4 2024 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	**685**	**-1.3%**	**+0.7%**
Central Europe			
– Germany	180	+0.7%	+2.8%
– Switzerland	77	+0.9%	+1.0%
– Benelux	65	+2.7%	+4.8%
– Italy	55	+3.9%	+6.2%
– Austria	38	-2.1%	-0.1%
Western Europe[1]	67	-7.3%	-6.8%
Northern Europe	64	-5.8%	-3.8%[2]
Eastern Europe	59	-4.4%	-1.1%
Middle East / Africa	30	+2.4%	+9.9%
Far East / Pacific	26	-9.9%	-8.6%
America	25	+0.6%	+2.2%

- Net sales growth in local currencies
  - Volume/mix effect: around +1%
  - Price effect: around +0%
- Strong business performance in Central Europe
- Decline in Western Europe driven by France and UK/Ireland
- Growth in Middle East / Africa driven by the UAE
- Decline in Far East / Pacific driven by China, partially offset by India

1 UK/Ireland, France, Iberian Peninsula
2 -2.3% c.a./org.

Net sales Q4 2024 – By product area

CHF million		Net sales		Variance to PY % CHF	Variance to PY % c.a.
Installation & Flushing Systems	 	**247**	**36%**	+1.3%	+3.7%
Piping Systems	 	**229**	**33%**	-2.6%	-1.0%
Bathroom Systems	 	**209**	**31%**	-2.7%	-0.8%

- Piping Systems affected by higher exposure to new built sector
- Bathroom Systems affected by divestment of Nordic shower business per end of 2023

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Net sales FY 2024 – By region

CHF million	Net sales	Variance to PY	
		% CHF	% c.a.
Geberit Group	**3’085**	**+0.1%**	**+2.5%**
Central Europe			
– Germany	889	+1.0%	+3.2%
– Switzerland	328	-0.1%	-0.1%
– Benelux	269	+1.6%	+3.8%
– Italy	256	+4.0%	+6.2%
– Austria	178	-1.7%	+0.3%
Western Europe[1]	301	-3.8%	-2.6%
Northern Europe	259	-6.4%	-4.2%[2]
Eastern Europe	254	+4.4%	+7.1%
Middle East / Africa	137	+2.0%	+17.1%
Far East / Pacific	110	-2.8%	+0.2%
America	103	+0.8%	+3.0%

- Net sales growth in local currencies
  - Volume/mix effect: around +2%
  - Price effect: around +0%
- Growth in Europe in strongly declining market due to
  - Stocking effects of wholesalers in H1
  - Strengthening of market position
  - Strong sales with new products
- Growth in Middle East / Africa driven by Gulf
- Far East / Pacific with strong growth in India offset by decline in China

1 UK/Ireland, France, Iberian Peninsula
2 -2.3% c.a./org.

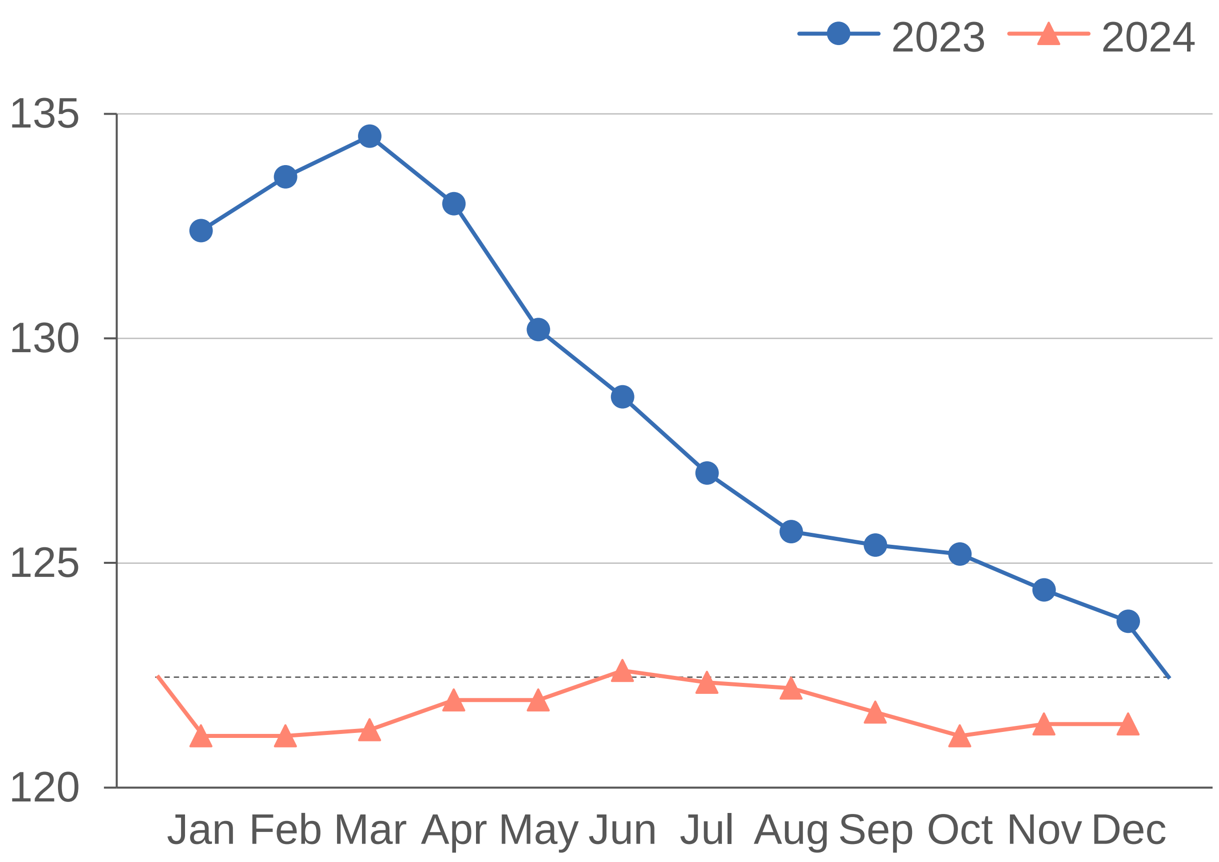
Net sales FY 2024 – By product area

CHF million		Net sales		Variance to PY	
				% CHF	% c.a.
Installation & Flushing Systems		**1’145**	**37%**	+1.8%	+4.8%
Piping Systems		**1’020**	**33%**	-0.7%	+1.3%
Bathroom Systems		**921**	**30%**	-1.2%	+1.1%

- Net sales increase in local currencies across all product areas
- Installation & Flushing Systems benefitting more from stocking effects vs. other two product areas
- Piping Systems negatively affected by strong decline of new built sector
- Bathroom Systems negatively affected by divestment of Nordic shower business per end of 2023

Direct material prices[1] – Tailwind from lower raw material prices

Geberit: Monthly direct material prices[1] (currency adj.)
Index: Jan 2021 = 100



- Direct material prices in FY 2024 -5% vs. FY 2023
- Decreasing direct material prices in Q4 2024
  - -1% vs. Q3 2024
  - -2% vs. Q4 2023
- Expected direct material prices in Q1 2025 on level of Q4 2024

1 “Direct material” corresponding to the previously used term “raw material”

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Operations footprint update

Closure ceramics plant Wesel

- Rationale:
  - Fading need for current plant competences in specialized ceramics network
  - Old infrastructure with restricted growth potential
  - Network specialization and process optimizations allow absorption of volume of subscale plant
- Personnel: ~300 employees affected
- Timeline: Closure by end of 2026
- Financial implications:
  - Closure cost estimate: EUR 40 million, thereof EUR 15 million write-off
  - Expected savings: EUR 10 million p.a.

Additional logistics center Ibbenbüren

- Rationale: Long-term capacity expansion and risk mitigation
- Personnel: >100 employees
- Timeline: Go-live in 2029/30

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