





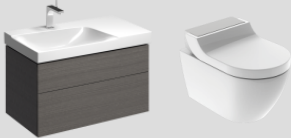
# First Info Sales 2021

January 13, 2022

# FY 2021 regional sales development

Region	Sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
	FY	Q4	FY	Q4	FY	Q4
<b>Geberit Group</b>	<b>3'460</b>	<b>773</b>	<b>15.9%</b>	<b>6.7%</b>	<b>14.7%</b>	<b>7.7%</b>
<b>Total Europe</b>	<b>3'156</b>	<b>696</b>	<b>15.5%</b>	<b>6.5%</b>	<b>14.3%</b>	<b>7.9%</b>
Germany	1'084	232	13.3%	12.1%	11.9%	14.2%
Eastern Europe	350	81	22.4%	19.1%	25.4%	21.5%
Nordic Region	331	80	11.4%	4.9%	7.9%	5.1%
Switzerland	329	77	7.5%	2.4%	7.5%	2.4%
Benelux	290	65	15.3%	1.7%	14.0%	3.7%
Italy	237	50	27.1%	5.4%	25.4%	7.4%
Austria	214	39	21.8%	-3.7%	19.9%	-2.1%
France	187	41	16.3%	0.4%	14.9%	2.4%
UK / Ireland	108	24	18.1%	-16.2%	13.0%	-19.8%
Iberian Peninsula	27	7	26.5%	21.7%	25.1%	24.0%
<b>Total Far East / Pacific</b>	<b>123</b>	<b>32</b>	<b>32.6%</b>	<b>16.0%</b>	<b>28.8%</b>	<b>11.8%</b>
<b>Total America</b>	<b>100</b>	<b>25</b>	<b>2.4%</b>	<b>-0.1%</b>	<b>5.1%</b>	<b>-2.0%</b>
<b>Total Middle East / Africa</b>	<b>82</b>	<b>19</b>	<b>28.3%</b>	<b>10.9%</b>	<b>25.7%</b>	<b>8.4%</b>

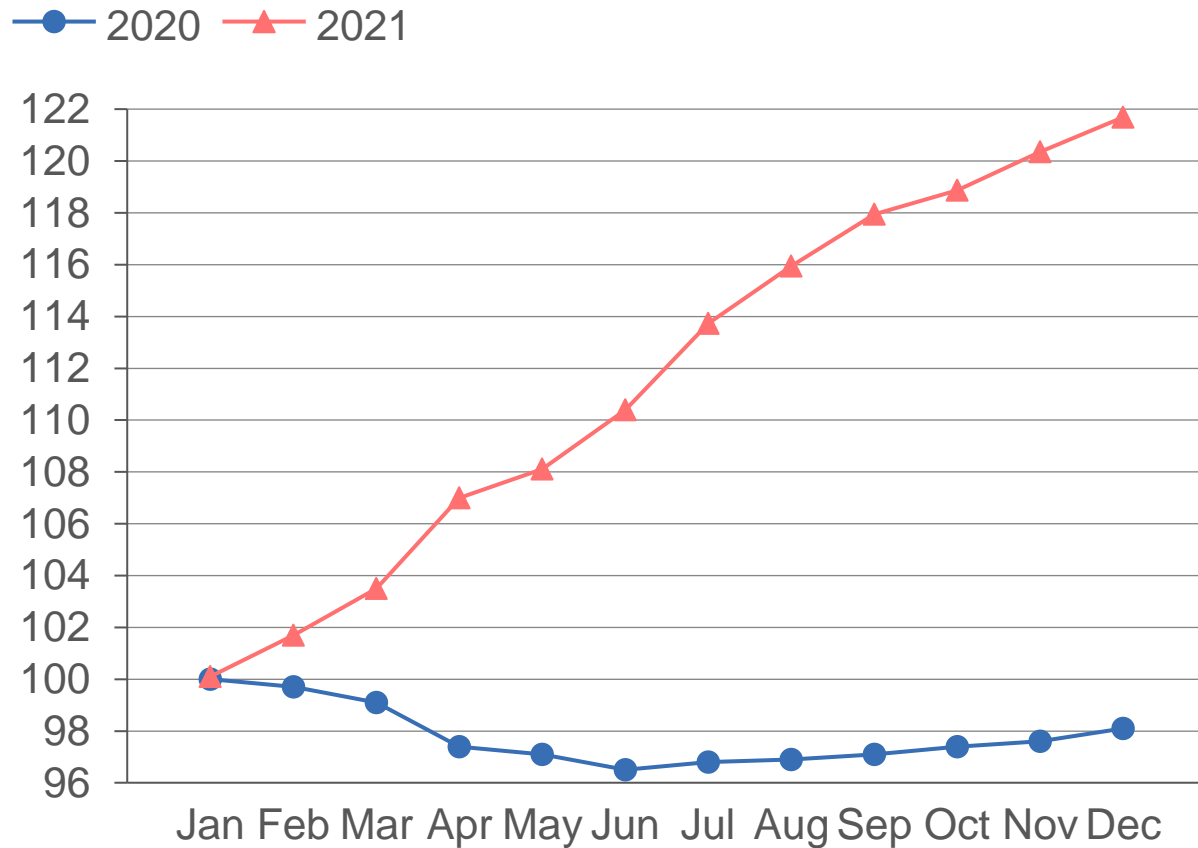
# FY 2021 sales development by product line

		Sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
		FY	Q4	FY	Q4	FY	Q4
Installation & Flushing Systems		1'324	293	18.9%	11.0%	18.0%	12.3%
Piping Systems		1'055	234	16.8%	8.0%	15.3%	9.1%
Bathroom Systems		1'081	245	11.6%	1.0%	10.4%	1.4%

# Raw material prices – Historical increase in 2021

**Geberit: Monthly raw material prices** (currency adjusted)

Index: Jan 2020 = 100



- Significant increase of raw material prices by +13.3% in FY 2021 vs. FY 2020
- Raw material prices in Q4 2021
  - +3.9% vs. Q3 2021
  - +23.2% vs. Q4 2020
- Sales price increases to mitigate raw material impact
  - April 2021: regular
  - July 2021: extraordinary
  - January 2022: extraordinary