

Detailed information of sales evolution – Region and markets

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	12M	Q4 2011	12M	Q4 2011	12M	Q4 2011
Geberit Group	2'122.6	470.7	-1.1%	-0.4%	9.5%	6.5%
Europe	1'942.9	426.1	-0.8%	-0.5%	9.5%	6.5%
America	76.1	17.7	-6.7%	0.0%	10.2%	6.8%
Far East / Pacific	60.7	17.3	-0.3%	4.2%	10.0%	7.2%
Middle East / Africa	42.9	9.6	-7.5%	-5.0%	7.5%	7.9%
Germany	723.1	149.9	-0.2%	-0.8%	12.3%	7.3%
Italy	198.9	39.3	-8.3%	-10.3%	2.9%	-2.7%
Switzerland	295.4	66.2	1.3%	2.5%	1.4%	2.5%
Benelux	181.4	41.8	-1.7%	-3.9%	10.2%	3.7%
Austria	138.4	31.2	2.4%	15.6%	15.3%	25.2%
Central- / Eastern Europe	140.0	31.8	-2.2%	-0.3%	10.3%	11.9%
UK / Ireland	54.1	12.4	10.6%	6.0%	26.2%	14.5%
Nordic Region	101.1	27.9	2.0%	-1.8%	11.6%	3.9%
France	91.0	21.7	0.6%	1.4%	12.6%	9.3%
Iberian Peninsula	19.5	3.9	-19.4%	-20.4%	-9.5%	-14.3%

Detailed information of sales evolution – Product lines

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	12M	Q4 2011	12M	Q4 2011	12M	Q4 2011
TOTAL	2'122.6	470.7	-1.1%	-0.4%	9.5%	6.5%
Sanitary Systems	1'209.0	261.0	-3.7%	-2.2%	7.0%	4.8%
Piping Systems	913.6	209.7	2.5%	1.9%	13.1%	8.8%
Installation Systems	767.7	159.6	-4.0%	-1.6%	6.9%	6.1%
Cisterns and Mechanisms	226.9	52.8	-1.9%	-3.3%	7.3%	2.4%
Faucets and Flushing Systems	121.0	28.0	-6.9%	-2.8%	7.2%	4.2%
Waste Fittings and Traps	93.4	20.6	-1.1%	-3.3%	6.4%	1.9%
Building Drainage Systems	308.6	68.9	3.5%	2.4%	12.6%	8.3%
Supply Systems	605.0	140.8	2.0%	1.7%	13.4%	9.0%