

Detailed information of sales evolution – Regions and markets

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	9M 2010	Q3 2010	9M 2010	Q3 2010	9M 2010	Q3 2010
Geberit Group	1'674.2	558.8	-0.3%	-3.8%	5.3%	6.4%
Europe	1'529.7	508.8	-1.2%	-4.7%	4.8%	6.2%
America	63.9	21.7	3.9%	6.4%	8.0%	9.3%
Far East / Pacific	44.3	16.8	25.9%	16.7%	24.4%	17.4%
Middle East / Africa	36.3	11.5	2.5%	-6.5%	3.1%	-3.3%
Germany	573.1	197.2	-0.8%	-5.7%	7.1%	7.6%
Italy	173.1	49.7	-2.6%	-8.1%	4.6%	5.0%
Switzerland	226.9	79.7	5.0%	3.5%	5.0%	3.5%
Benelux	141.0	38.5	-7.5%	-16.5%	-0.7%	-4.6%
Austria	108.1	40.4	-0.6%	-2.2%	7.8%	11.6%
Central- / Eastern Europe	111.2	42.0	-2.8%	3.7%	2.1%	16.8%
UK / Ireland	37.2	12.5	1.9%	-6.7%	6.3%	1.5%
Nordic Region	70.7	22.8	0%	-2.1%	1.4%	5.6%
France	69.1	19.7	-2.7%	-9.6%	4.5%	3.2%
Iberian Peninsula	19.3	6.3	-13.8%	-12.5%	-6.7%	1.4%

Detailed information of sales evolution – Product lines

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	9M 2010	Q3 2010	9M 2010	Q3 2010	9M 2010	Q3 2010
TOTAL	1'674.2	558.8	-0.3%	-3.8%	5.3%	6.4%
Sanitary Systems	988.8	324.5	2.7%	0.3%	8.5%	10.9%
Piping Systems	685.4	234.3	-4.4%	-8.9%	1.0%	0.6%
Installation Systems	637.8	210.8	2.8%	1.1%	9.2%	13.1%
Cisterns and Mechanisms	176.8	55.1	4.1%	-1.1%	9.1%	8.6%
Faucets and Flushing Systems	101.1	34.3	0%	-1.7%	4.7%	4.6%
Waste Fittings and Traps	73.1	24.3	2.2%	-0.4%	6.6%	7.0%
Building Drainage Systems	231.0	81.5	-5.2%	-7.0%	-0.9%	0.6%
Supply Systems	454.4	152.8	-4.0%	-10.0%	2.0%	0.6%