

Detailed information of sales evolution – Region and markets

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	FY 2010	Q4 2010	FY 2010	Q4 2010	FY 2010	Q4 2010
Geberit Group	2'146.9	472.7	-1.6%	-5.7%	5.0%	3.9%
Europe	1'958.0	428.3	-2.4%	-6.5%	4.6%	3.6%
America	81.6	17.7	2.6%	-1.7%	6.8%	2.8%
Far East / Pacific	60.9	16.6	22.8%	15.3%	22.2%	16.7%
Middle East / Africa	46.4	10.1	0.2%	-7.3%	1.7%	-2.8%
Germany	724.2	151.1	-2.0%	-6.1%	6.9%	6.3%
Italy	216.9	43.8	-4.4%	-10.6%	3.9%	1.2%
Switzerland	291.5	64.6	3.2%	-2.9%	3.2%	-3.0%
Benelux	184.5	43.5	-9.6%	-15.7%	-1.6%	-4.3%
Austria	135.1	27.0	-3.2%	-12.6%	5.9%	-0.6%
Central- / Eastern Europe	143.1	31.9	-3.5%	-5.9%	2.8%	5.3%
UK / Ireland	48.9	11.7	4.7%	14.7%	10.3%	24.5%
Nordic Region	99.1	28.4	3.4%	13.1%	7.2%	23.5%
France	90.5	21.4	-4.1%	-8.5%	4.4%	4.3%
Iberian Peninsula	24.2	4.9	-16.0%	-23.4%	-8.3%	-14.1%

Detailed information of sales evolution – Product lines

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	FY 2010	Q4 2010	FY 2010	Q4 2010	FY 2010	Q4 2010
TOTAL	2'146.9	472.7	-1.6%	-5.7%	5.0%	3.9%
Sanitary Systems	1'255.7	266.9	0.4%	-7.0%	7.1%	2.2%
Piping Systems	891.2	205.8	-4.3%	-3.9%	2.2%	6.0%
Installation Systems	800.0	162.2	-0.3%	-10.6%	7.0%	-0.5%
Cisterns and Mechanisms	231.4	54.6	3.3%	0.9%	9.2%	9.4%
Faucets and Flushing Systems	129.9	28.8	-1.3%	-5.6%	4.0%	1.3%
Waste Fittings and Traps	94.4	21.3	2.1%	1.4%	7.0%	8.6%
Building Drainage Systems	298.3	67.3	-4.6%	-2.5%	0.6%	5.7%
Supply Systems	592.9	138.5	-4.1%	-4.5%	3.0%	6.2%