

Detailed information of sales evolution – Region and markets

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	9M	Q3 2011	9M	Q3 2011	9M	Q3 2011
Geberit Group	1'651.9	533.3	-1.3%	-4.6%	10.4%	7.8%
Europe	1'516.8	487.5	-0.8%	-4.2%	10.4%	7.5%
America	58.4	18.7	-8.6%	-13.8%	11.1%	8.8%
Far East / Pacific	43.4	16.5	-2.0%	-1.8%	11.1%	12.5%
Middle East / Africa	33.3	10.6	-8.3%	-7.8%	7.4%	12.2%
Germany	573.2	191.2	0.0%	-3.0%	13.6%	10.9%
Italy	159.6	41.6	-7.8%	-16.3%	4.3%	-5.2%
Switzerland	229.2	73.2	1.0%	-8.2%	1.1%	-8.0%
Benelux	139.6	41.9	-1.0%	8.8%	12.2%	24.2%
Austria	107.2	38.8	-0.8%	-4.0%	12.9%	10.1%
Central- / Eastern Europe	108.2	37.3	-2.7%	-11.2%	9.8%	1.7%
UK / Ireland	41.7	14.8	12.1%	18.4%	29.8%	42.4%
Nordic Region	73.2	24.1	3.5%	5.7%	14.7%	18.9%
France	69.3	20.0	0.3%	1.5%	13.6%	15.2%
Iberian Peninsula	15.6	4.6	-19.2%	-27.0%	-8.3%	-17.5%

Detailed information of sales evolution – Product lines

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr.adj.)	
	9M	Q3 2011	9M	Q3 2011	9M	Q3 2011
TOTAL	1'651.9	533.3	-1.3%	-4.6%	10.4%	7.8%
Sanitary Systems	948.0	300.2	-4.1%	-7.5%	7.6%	4.7%
Piping Systems	703.9	233.1	2.7%	-0.5%	14.4%	12.0%
Installation Systems	608.1	192.4	-4.7%	-8.7%	7.1%	3.3%
Cisterns and Mechanisms	174.1	53.6	-1.5%	-2.7%	8.8%	8.5%
Faucets and Flushing Systems	93.0	30.8	-8.0%	-10.2%	8.0%	7.9%
Waste Fittings and Traps	72.8	23.4	-0.4%	-3.7%	7.7%	4.1%
Building Drainage Systems	239.7	76.3	3.8%	-6.4%	13.9%	3.7%
Supply Systems	464.2	156.8	2.2%	2.6%	14.7%	16.4%