

## Sales development in Europe varied

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	9M	Q3 2012	9M	Q3 2012	9M	Q3 2012
<b>Geberit Group</b>	<b>1'686.4</b>	<b>543.5</b>	<b>2.1%</b>	<b>1.9%</b>	<b>3.8%</b>	<b>-2.0%</b>
<b>Total Europe</b>	<b>1'542.9</b>	<b>494.6</b>	<b>1.7%</b>	<b>1.5%</b>	<b>4.0%</b>	<b>-1.6%</b>
Germany	606.7	197.7	5.8%	3.4%	8.7%	0.2%
Switzerland	215.6	75.4	-5.9%	3.0%	-5.9%	3.0%
Italy	142.3	38.6	-10.8%	-7.2%	-7.7%	-9.1%
Benelux	134.9	36.2	-3.4%	-13.6%	-0.4%	-16.0%
Austria	116.1	43.6	8.3%	12.4%	10.6%	8.5%
Central/Eastern Europe	114.0	37.6	5.4%	0.8%	10.6%	-2.1%
Nordic Region	82.0	25.9	12.0%	7.5%	12.7%	0.8%
France	73.5	20.3	6.1%	1.5%	9.2%	-2.0%
UK/Ireland	45.9	15.7	10.1%	6.1%	5.3%	-7.4%
Iberian Peninsula	11.9	3.6	-23.7%	-21.7%	-21.8%	-26.1%
<b>Total America</b>	<b>63.0</b>	<b>20.7</b>	<b>7.9%</b>	<b>10.7%</b>	<b>1.0%</b>	<b>-5.3%</b>
<b>Total Far East / Pacific</b>	<b>45.4</b>	<b>15.8</b>	<b>4.6%</b>	<b>-4.2%</b>	<b>-3.5%</b>	<b>-17.0%</b>
<b>Total Middle East / Africa</b>	<b>35.1</b>	<b>12.4</b>	<b>5.4%</b>	<b>17.0%</b>	<b>6.6%</b>	<b>10.4%</b>

## Piping Systems with over-proportional growth

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	9M	Q3 2012	9M	Q3 2012	9M	Q3 2012
<b>Total</b>	<b>1'686.4</b>	<b>543.5</b>	<b>2.1%</b>	<b>1.9%</b>	<b>3.8%</b>	<b>-2.0%</b>
<b>Sanitary Systems</b>	<b>959.9</b>	<b>296.5</b>	<b>1.3%</b>	<b>-1.2%</b>	<b>3.0%</b>	<b>-5.2%</b>
Installation Systems	606.5	183.4	-0.3%	-4.7%	2.3%	-7.7%
Cisterns and Mechanisms	185.2	56.7	6.4%	5.8%	7.9%	1.9%
Faucets and Flushing Systems	96.6	32.9	3.9%	6.8%	0.8%	-3.9%
Waste Fittings and Traps	71.6	23.5	-1.6%	0.4%	-0.7%	-2.6%
<b>Piping Systems</b>	<b>726.5</b>	<b>247.0</b>	<b>3.2%</b>	<b>6.0%</b>	<b>4.8%</b>	<b>2.1%</b>
Building Drainage Systems	236.5	80.8	-1.3%	5.9%	-0.3%	2.5%
Supply Systems	490.0	166.2	5.6%	6.0%	7.5%	2.0%