

Sales development in Europe varied

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	12M	Q4 2012	12M	Q4 2012	12M	Q4 2012
Geberit Group	2'187.8	501.4	3.1%	6.5%	4.5%	7.3%
Total Europe	1'994.9	452.0	2.7%	6.1%	4.7%	7.1%
Germany	768.1	161.4	6.2%	7.7%	8.9%	9.8%
Switzerland	282.4	66.8	-4.4%	0.9%	-4.4%	0.9%
Italy	180.2	37.9	-9.4%	-3.6%	-6.6%	-2.0%
Benelux	178.5	43.6	-1.6%	4.3%	1.2%	6.2%
Austria	152.6	36.5	10.3%	17.0%	12.6%	19.2%
Central/Eastern Europe	149.0	35.0	6.4%	10.1%	10.2%	8.8%
Nordic Region	111.9	29.9	10.7%	7.2%	10.8%	5.7%
France	96.9	23.4	6.5%	7.8%	9.5%	10.1%
UK/Ireland	60.0	14.1	10.9%	13.7%	5.9%	8.1%
Iberian Peninsula	15.3	3.4	-21.5%	-12.8%	-19.5%	-10.3%
Total America	82.5	19.5	8.4%	10.2%	2.6%	7.9%
Total Far East / Pacific	65.7	20.3	8.2%	17.3%	1.5%	13.9%
Total Middle East / Africa	44.7	9.6	4.2%	0.0%	5.6%	2.1%

Sanitary Systems with over-proportional growth in Q4

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	12M	Q4 2012	12M	Q4 2012	12M	Q4 2012
Total	2'187.8	501.4	3.1%	6.5%	4.5%	7.3%
Sanitary Systems	1'242.8	282.9	2.8%	8.4%	4.3%	9.2%
Installation Systems	780.0	173.5	1.6%	8.7%	3.9%	9.8%
Cisterns and Mechanisms	243.5	58.3	7.3%	10.4%	8.6%	11.0%
Faucets and Flushing Systems	125.9	29.3	4.0%	4.6%	1.5%	3.9%
Waste Fittings and Traps	93.4	21.8	0.0%	5.8%	1.0%	6.8%
Piping Systems	945.0	218.5	3.4%	4.2%	4.8%	4.9%
Building Drainage Systems	306.3	69.8	-0.7%	1.3%	0.2%	1.7%
Supply Systems	638.7	148.7	5.6%	5.6%	7.2%	6.5%