

Regional sales development

Region	Sales in million CHF		Variance to PY in CHF		Variance to PY curr. adj.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	1'766.3	592.6	4.7%	9.0%	3.4%	8.1%
Total Europe	1'622.0	542.1	5.1%	9.6%	3.4%	8.0%
Germany	662.5	226.1	9.2%	14.4%	6.8%	11.5%
Switzerland	223.1	75.1	3.5%	-0.4%	3.5%	-0.4%
Benelux	135.6	40.1	0.5%	10.8%	-1.6%	8.6%
Italy	135.3	38.9	-4.9%	0.8%	-7.0%	-1.8%
Central- / Eastern Europe	117.6	42.2	3.2%	12.2%	1.9%	12.0%
Austria	117.1	44.5	0.9%	2.1%	-1.4%	-0.5%
Nordic Region	90.1	28.2	9.9%	8.9%	7.9%	10.0%
France	76.0	23.4	3.4%	15.3%	1.2%	12.3%
UK / Ireland	53.0	20.2	15.5%	28.7%	18.7%	35.7%
Iberian Peninsula	11.7	3.4	-1.7%	-5.6%	-4.2%	-8.3%
Total America	61.5	21.6	-2.4%	4.3%	-1.7%	8.2%
Total Far East / Pacific	48.7	18.0	-4.5%	1.7%	-3.5%	6.8%
Total Middle East / Africa	34.1	10.9	15.6%	3.8%	23.1%	15.2%

Sales development by product line / group

Region	Sales in million CHF		Variance to PY in CHF		Variance to PY curr. adj.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	1'766.3	592.6	4.7%	9.0%	3.4%	8.1%
Sanitary systems	1'003.8	321.6	4.6%	8.5%	3.3%	7.7%
Installation Systems	649.2	206.4	7.0%	12.5%	5.5%	11.3%
Cisterns and Mechanisms	188.1	58.1	1.6%	2.5%	0.4%	2.1%
Faucets and Flushing Systems	93.1	32.8	-3.6%	-0.3%	-3.8%	0.9%
Waste Fittings and Traps	73.4	24.3	2.5%	3.4%	1.4%	2.1%
Piping systems	762.5	271.0	5.0%	9.7%	3.5%	8.6%
Building Drainage Systems	247.8	87.7	4.8%	8.5%	3.6%	7.8%
Supply Systems	514.7	183.3	5.0%	10.3%	3.5%	9.0%