

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	1'869.1	612.7	5.8%	3.4%	7.4%	5.1%
Total Europe	1'718.6	558.6	6.0%	3.1%	7.2%	4.7%
Germany	713.2	232.0	7.7%	2.7%	8.8%	4.6%
Switzerland	238.6	76.9	6.9%	2.5%	6.9%	2.5%
Benelux	138.6	39.6	2.2%	-1.5%	3.2%	0.4%
Italy	136.3	39.4	0.8%	1.2%	1.8%	3.2%
Central- / Eastern Europe	129.7	48.0	10.3%	13.9%	14.8%	18.2%
Austria	120.7	43.8	3.1%	-1.6%	4.2%	0.2%
Nordic Region	85.7	28.0	-4.8%	-0.7%	0.2%	3.8%
France	78.1	22.5	2.7%	-3.7%	3.8%	-1.9%
UK / Ireland	65.1	24.6	23.0%	21.9%	18.3%	15.4%
Iberian Peninsula	12.6	3.8	7.5%	10.4%	8.7%	12.4%
Total America	61.6	21.6	0.1%	-0.2%	4.2%	1.8%
Total Far East / Pacific	51.7	20.0	6.0%	10.4%	11.9%	12.2%
Total Middle East / Africa	37.2	12.5	9.1%	15.0%	17.9%	20.7%

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	1'869.1	612.7	5.8%	3.4%	7.4%	5.1%
Sanitary systems	1'057.5	335.3	5.4%	4.3%	7.1%	6.1%
Installation Systems	690.3	214.0	6.3%	3.7%	8.1%	5.6%
Cisterns and Mechanisms	201.3	64.5	7.0%	10.9%	8.6%	12.6%
Faucets and Flushing Systems	91.6	32.4	-1.6%	-1.0%	1.5%	1.0%
Waste Fittings and Traps	74.3	24.4	1.2%	0.4%	2.4%	1.7%
Piping systems	811.6	277.4	6.4%	2.4%	7.8%	4.0%
Building Drainage Systems	269.4	90.5	8.7%	3.2%	10.3%	4.9%
Supply Systems	542.2	186.9	5.3%	2.0%	6.6%	3.5%