

## Sales development varied

Region	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	12M	Q4 2013	12M	Q4 2013	12M	Q4 2013
<b>Geberit Group</b>	<b>2'291.6</b>	<b>525.3</b>	<b>4.7%</b>	<b>4.8%</b>	<b>3.6%</b>	<b>4.4%</b>
<b>Total Europe</b>	<b>2'098.8</b>	<b>476.8</b>	<b>5.2%</b>	<b>5.5%</b>	<b>3.7%</b>	<b>4.5%</b>
Germany	842.0	179.5	9.6%	11.2%	7.4%	9.3%
Switzerland	290.5	67.4	2.9%	0.9%	2.9%	0.9%
Benelux	179.2	43.6	0.4%	0.0%	-1.7%	-2.1%
Italy	174.9	39.6	-2.9%	4.5%	-5.0%	2.6%
Central/Eastern Europe	156.0	38.4	4.7%	9.7%	4.1%	11.1%
Austria	153.1	36.0	0.3%	-1.4%	-1.8%	-3.3%
Nordic Region	117.7	27.6	5.2%	-7.7%	4.5%	-5.0%
France	100.0	24.0	3.2%	2.6%	1.0%	0.4%
UK/Ireland	69.1	16.1	15.2%	14.2%	18.3%	17.0%
Iberian Peninsula	16.3	4.6	6.5%	35.3%	3.9%	32.4%
<b>Total America</b>	<b>80.8</b>	<b>19.3</b>	<b>-2.1%</b>	<b>-1.0%</b>	<b>-0.8%</b>	<b>2.1%</b>
<b>Total Far East / Pacific</b>	<b>68.7</b>	<b>20.0</b>	<b>-5.9%</b>	<b>-9.1%</b>	<b>-3.8%</b>	<b>-4.5%</b>
<b>Total Middle East / Africa</b>	<b>43.3</b>	<b>9.2</b>	<b>15.8%</b>	<b>16.5%</b>	<b>23.8%</b>	<b>26.6%</b>

## Solid development in both product groups

Product lines	Sales in Mio. CHF		Variance to PY (in CHF)		Variance to PY (curr. adj.)	
	12M	Q4 2013	12M	Q4 2013	12M	Q4 2013
<b>Total</b>	<b>2'291.6</b>	<b>525.3</b>	<b>4.7%</b>	<b>4.8%</b>	<b>3.6%</b>	<b>4.4%</b>
<b>Sanitary Systems</b>	<b>1'297.6</b>	<b>293.8</b>	<b>4.4%</b>	<b>3.9%</b>	<b>3.3%</b>	<b>3.6%</b>
Installation Systems	830.5	181.3	6.5%	4.5%	5.2%	4.0%
Cisterns and Mechanisms	251.1	63.0	3.1%	8.1%	2.1%	7.5%
Faucets and Flushing Systems	120.6	27.5	-4.2%	-6.1%	-3.9%	-4.1%
Waste Fittings and Traps	95.4	22.0	2.1%	0.9%	1.2%	0.5%
<b>Piping Systems</b>	<b>994.0</b>	<b>231.5</b>	<b>5.2%</b>	<b>5.9%</b>	<b>4.0%</b>	<b>5.4%</b>
Supply Systems	669.2	154.5	4.8%	3.9%	3.4%	3.2%
Building Drainage Systems	324.8	77.0	6.0%	10.3%	5.1%	10.0%