

Q3 2015 regional net sales development

Region	Net sales in million CHF		Variance to PY in CHF		Variance to PY ca. / org.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	1'972.6	665.1	21.8%	25.3%	2.1%	1.3%
Total Europe	1'796.1	606.0	21.8%	26.5%	1.3%	1.0%
Germany	620.9	208.1	7.2%	10.4%	2.4%	0.8%
Switzerland	211.6	69.9	0.4%	3.1%	-7.9%	-7.0%
Nordic Region	186.6	64.1	161.4%	173.0%	5.8%	1.5%
Central- / Eastern Europe	180.0	65.7	49.7%	47.6%	1.4%	-3.0%
Benelux	144.9	46.0	16.2%	29.4%	6.9%	14.6%
Italy	129.9	41.2	5.4%	16.2%	1.5%	9.1%
France	114.9	36.4	62.3%	78.1%	-1.3%	-1.9%
Austria	98.4	35.3	-7.3%	-8.3%	0.2%	-2.8%
UK / Ireland	96.3	34.9	70.1%	63.9%	8.8%	7.6%
Iberian Peninsula	12.6	4.5	5.7%	25.3%	8.0%	16.6%
Total America	68.5	23.3	18.5%	15.5%	9.9%	7.5%
Total Far East / Pacific	55.0	18.5	8.5%	-4.9%	1.8%	-10.0%
Total Middle East / Africa	53.0	17.3	46.4%	41.2%	23.5%	20.1%

Q3 2015 net sales development by product line / group

Product line	Net sales in million CHF		Variance to PY in CHF		Variance to PY ca. / org.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	1'972.6	665.1	21.8%	25.3%	2.1%	1.3%
Sanitary systems	880.0	281.1	-5.7%	-5.1%	4.0%	3.9%
Installation Systems	561.4	176.3	-6.8%	-5.5%	4.7%	5.3%
Cisterns and Mechanisms	167.6	52.9	-7.5%	-9.4%	1.4%	-1.5%
Faucets and Flushing Systems	88.9	31.0	5.7%	4.4%	6.2%	5.2%
Waste Fittings and Traps	62.1	20.9	-5.5%	-2.8%	2.5%	5.0%
Piping systems	611.7	207.7	-10.9%	-11.5%	-0.5%	-2.0%
Supply Systems	393.4	134.9	-13.4%	-13.8%	-2.4%	-4.0%
Building Drainage Systems	218.3	72.8	-5.9%	-6.9%	3.1%	2.0%
Ceramics and Complementary Products	480.9	176.3	na	na	na	na
Bathroom Ceramics	355.4	130.7	na	na	na	na
Ceramics Complementary Products	125.5	45.7	na	na	na	na