

FY 2015 regional net sales development

Region	Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a. / org.	
	FY	Q4	FY	Q4	FY	Q4
Geberit Group	2'593.7	621.1	24.2%	32.4%	2.7%	5.0%
Total Europe	2'360.1	564.0	25.1%	37.0%	2.5%	6.8%
Germany	798.2	177.3	11.2%	28.1%	4.7%	14.5%
Switzerland	275.7	64.1	0.8%	2.2%	-8.3%	-9.5%
Nordic Region	253.3	66.7	164.8%	174.8%	5.5%	4.5%
Central- / Eastern Europe	238.2	58.2	53.2%	65.5%	2.7%	7.0%
Benelux	195.8	50.9	18.4%	25.0%	7.5%	9.4%
Italy	172.6	42.7	7.8%	15.7%	2.0%	3.3%
France	153.1	38.2	65.7%	77.0%	0.2%	5.3%
Austria	129.8	31.4	-4.8%	3.9%	1.4%	5.7%
UK / Ireland	126.1	29.8	69.0%	65.3%	8.3%	6.6%
Iberian Peninsula	17.3	4.7	10.7%	26.8%	14.2%	33.9%
Total America	91.2	22.7	14.6%	4.3%	7.1%	-0.5%
Total Far East / Pacific	75.1	20.1	1.2%	-14.7%	-4.1%	-16.7%
Total Middle East / Africa	67.3	14.3	39.2%	17.6%	16.2%	-5.6%

FY 2015 net sales development by product line / group

Product line	Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a. / org.	
	FY	Q4	FY	Q4	FY	Q4
Geberit Group	2'593.7	621.1	24.2%	32.4%	2.7%	5.0%
Sanitary systems	1'145.9	265.9	-5.1%	-3.1%	4.2%	4.9%
Installation Systems	724.1	162.7	-5.8%	-2.2%	5.3%	7.4%
Cisterns and Mechanisms	221.2	53.6	-7.8%	-8.8%	0.6%	-1.9%
Faucets and Flushing Systems	117.9	29.0	4.3%	0.3%	5.1%	1.9%
Waste Fittings and Traps	82.7	20.6	-3.9%	1.6%	3.9%	8.8%
Piping systems	798.8	187.1	-9.3%	-4.0%	0.7%	5.0%
Supply Systems	512.7	119.3	-11.6%	-5.2%	-0.9%	4.3%
Building Drainage Systems	286.1	67.8	-5.0%	-1.7%	3.9%	6.3%
Ceramics and Complementary Products	649.0	168.1	na	na	na	na
Bathroom Ceramics	478.1	122.7	na	na	na	na
Ceramics Complementary Products	170.9	45.4	na	na	na	na