

9M / Q3 regional net sales development

Region	Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a. / org.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	2'172.4	692.6	10.1%	4.1%	6.5%	6.0%
Total Europe	1'994.7	630.7	11.1%	4.1%	7.1%	6.1%
Germany	682.7	212.4	9.9%	2.1%	5.1%	2.5%
Switzerland	222.8	73.9	5.3%	5.7%	7.7%	16.0%
Nordic Region	227.6	70.4	19.2%	7.3%	9.0%	6.5%
Central- / Eastern Europe	195.9	66.0	11.4%	2.9%	10.3%	4.5%
Benelux	166.9	51.8	15.3%	12.8%	9.7%	11.3%
Italy	140.7	40.5	8.3%	-1.6%	3.1%	-3.2%
France	133.5	38.5	16.1%	5.7%	6.9%	4.0%
Austria	114.3	40.7	16.2%	15.3%	12.9%	18.1%
UK / Ireland	96.3	32.3	0.0%	-7.5%	4.0%	7.9%
Iberian Peninsula	14.0	4.1	11.2%	-8.0%	7.8%	-9.5%
Total America	70.7	24.0	3.2%	3.0%	0.4%	1.9%
Total Far East / Pacific	55.2	20.6	0.4%	11.1%	1.0%	12.5%
Total Middle East / Africa	51.8	17.3	-2.4%	0.0%	1.0%	2.2%

Notes: Absolute net sales for 9M include 9 months Sanitec; c.a. / org. growth rate only 8 months (Feb - Sep)

Absolute net sales for 9M include only 6 months Koralle (none for Q3); prior year comparison includes 9 months in CHF variance

9M / Q3 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.	
	9M	Q3	9M	Q3	9M	Q3
Geberit Group	2'172.4	692.6	10.1%	4.1%	6.5%	6.0%
Sanitary systems	980.0	313.4	11.4%	11.5%	9.6%	10.9%
Installation Systems	614.0	187.9	9.4%	6.6%	7.6%	6.0%
Cisterns and Mechanisms	199.2	69.6	18.8%	31.6%	17.3%	31.3%
Faucets and Flushing Systems	93.9	32.3	5.6%	4.1%	3.3%	3.2%
Waste Fittings and Traps	72.9	23.6	17.4%	13.0%	15.7%	12.3%
Piping systems	633.9	210.9	3.6%	1.5%	2.3%	1.7%
Supply Systems	401.5	133.2	2.1%	-1.3%	0.7%	-0.9%
Building Drainage Systems	232.4	77.7	6.5%	6.8%	5.3%	6.4%
Ceramics and Complementary Products	558.5	168.3	16.1%	-4.6%	6.1% ¹⁾	3.2%
Bathroom Ceramics	430.0	134.4	21.0%	2.9%	7.7%	3.6%
Ceramics Complementary Products	128.5	33.9	2.4%	-25.9%	1.2%	1.4%

Notes: Absolute net sales for 9M include 9 months Sanitec; c.a. / org. growth rate only 8 months (Feb - Sep)

Absolute net sales for 9M include only 6 months Koralle (none for Q3); prior year comparison includes 9 months in CHF variance

1) C.a. for 9 months Jan - Sep: +4.1% excl. Koralle effect (i.e. difference to 6.1% is Jan 2015 of Sanitec)