

FY 2016 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	2'809.0	636.6	8.3%	2.5%	6.4%	6.3%
Total Europe	2'570.1	575.4	8.9%	2.0%	6.8%	6.1%
Germany	861.0	178.3	7.9%	0.6%	4.7%	3.2%
Nordic Region	306.3	78.7	18.2%	15.2%	11.1%	17.0%
Switzerland	281.0	58.2	1.9%	-9.3%	6.4%	1.8%
Central- / Eastern Europe	256.8	60.9	10.6%	7.8%	10.4%	10.6%
Benelux	219.0	52.1	11.8%	2.1%	7.9%	2.6%
Italy	185.9	45.2	7.7%	5.7%	3.9%	6.2%
France	170.8	37.3	11.6%	-2.2%	4.8%	-1.7%
Austria	147.3	33.0	13.5%	5.1%	12.3%	10.5%
UK / Ireland	123.2	26.9	-2.3%	-9.6%	5.4%	9.8%
Iberian Peninsula	18.8	4.8	8.8%	2.4%	6.5%	2.9%
Total America	93.6	22.9	2.5%	0.4%	0.2%	-0.4%
Total Far East / Pacific	77.4	22.2	3.1%	10.4%	4.3%	13.4%
Total Middle East / Africa	67.9	16.1	0.9%	12.8%	3.5%	12.9%

Notes: Sanitec: Absolute net sales for FY include 12 months Sanitec; c.a. / org. growth rate only 11 months (Feb - Dec)

Koralle: Absolute net sales for FY include only 6 months Koralle (none for H2); prior year comparison includes 11 months in CHF variance (Feb - Dec)

FY 2016 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	2'809.0	636.6	8.3%	2.5%	6.4%	6.3%
Sanitary Systems	1'263.5	283.5	10.3%	6.6%	9.2%	7.8%
Installation Systems	789.9	175.9	9.1%	8.2%	8.0%	9.5%
Cisterns and Mechanisms	254.7	55.5	15.1%	3.5%	14.3%	4.8%
Faucets and Flushing Systems	123.4	29.5	4.7%	1.9%	3.0%	1.8%
Waste Fittings and Traps	95.5	22.6	15.4%	9.4%	14.3%	10.0%
Piping Systems	823.8	189.9	3.1%	1.5%	2.5%	3.0%
Supply Systems	523.2	121.7	2.1%	2.0%	1.4%	3.9%
Building Drainage Systems	300.6	68.2	5.1%	0.5%	4.4%	1.5%
Sanitary Ceramics	721.7	163.2	11.2%	-2.9%	6.5%¹⁾	7.6%
Bathroom Ceramics	561.5	131.5	17.4%	7.2%	8.3%	10.0%
Ceramics Complementary Products	160.2	31.7	-6.2%	-30.2%	0.7%	-0.9%

Notes: Sanitec: Absolute net sales for FY include 12 months Sanitec; c.a. / org. growth rate only 11 months (Feb - Dec)

Koralle: Absolute net sales for FY include only 6 months Koralle (none for H2); prior year comparison includes 11 months in CHF variance (Feb - Dec)

1) C.a. for 12 months Jan - Dec 2016: +4.9% excl. Koralle divestment effect but including Jan 2015 of Sanitec