

# First Info Sales 2017

January 18, 2018

# FY 2017 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
<b>Geberit Group</b>	<b>2'908.3</b>	<b>706.0</b>	<b>3.5%</b>	<b>10.9%</b>	<b>3.5%</b>	<b>5.3%</b>
<b>Total Europe</b>	<b>2'641.9</b>	<b>638.0</b>	<b>2.8%</b>	<b>10.9%</b>	<b>2.9%</b>	<b>4.7%</b>
Germany	867.3	195.5	0.7%	9.6%	0.7%	2.7%
Nordic Region	313.7	80.5	2.4%	2.3%	1.2%	-3.8%
Central- / Eastern Europe	280.1	68.9	9.0%	13.1%	6.7%	6.7%
Switzerland	278.6	67.7	-0.8%	16.5%	3.7%	16.4%
Benelux	231.6	59.5	5.8%	14.4%	4.0%	6.4%
Italy	201.2	50.2	8.3%	11.2%	6.6%	3.4%
France	176.3	41.5	3.3%	11.3%	3.9%	5.6%
Austria	161.2	39.3	9.4%	18.9%	9.0%	10.9%
UK / Ireland	110.5	29.1	-10.4%	7.9%	-5.6%	2.4%
Iberian Peninsula	21.4	5.8	13.8%	20.2%	11.9%	11.7%
<b>Total America</b>	<b>96.7</b>	<b>23.8</b>	<b>3.4%</b>	<b>4.1%</b>	<b>3.6%</b>	<b>6.3%</b>
<b>Total Far East / Pacific</b>	<b>87.8</b>	<b>24.0</b>	<b>13.5%</b>	<b>8.2%</b>	<b>13.3%</b>	<b>6.5%</b>
<b>Total Middle East / Africa</b>	<b>81.9</b>	<b>20.2</b>	<b>20.6%</b>	<b>25.7%</b>	<b>16.8%</b>	<b>24.0%</b>

Notes: Prior year comparison in CHF includes 6 months of sales from Koralle and 12 months from Varicor – neither Koralle nor Varicor contributed to sales in 2017

# FY 2017 net sales development by product line / group

Product area / line	Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a. / org.	
	FY	Q4	FY	Q4	FY	Q4
<b>Geberit Group</b>	<b>2'908.3</b>	<b>706.0</b>	<b>3.5%</b>	<b>10.9%</b>	<b>3.5%</b>	<b>5.3%</b>
<b>Sanitary Systems</b>	<b>1'361.5</b>	<b>324.0</b>	<b>7.8%</b>	<b>14.3%</b>	<b>6.6%</b>	<b>8.8%</b>
Installation Systems	871.3	204.6	10.3%	16.3%	8.9%	9.8%
Cisterns and Mechanisms	252.5	61.3	-0.9%	10.6%	-1.7%	5.7%
Faucets and Flushing Systems	129.2	31.6	4.6%	6.8%	4.3%	5.8%
Waste Fittings and Traps	108.5	26.5	13.7%	17.8%	12.4%	12.6%
<b>Piping Systems</b>	<b>865.5</b>	<b>211.3</b>	<b>5.1%</b>	<b>11.3%</b>	<b>3.8%</b>	<b>5.3%</b>
Supply Systems	535.6	130.8	2.4%	7.5%	1.0%	0.9%
Building Drainage Systems	329.9	80.5	9.8%	18.1%	8.6%	13.1%
<b>Sanitary Ceramics</b>	<b>681.3</b>	<b>170.7</b>	<b>-5.6%</b>	<b>4.6%</b>	<b>-2.3%</b>	<b>-0.6%</b>
Bathroom Ceramics	546.8	136.4	-3.2%	4.4%	-2.1%	-0.5%
Ceramics Complementary Products	134.5	34.3	-14.1%	8.2%	-3.2%	1.5%

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