



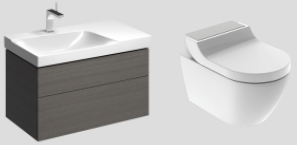
# First Info Sales 2018

January 17, 2019

# FY 2018 regional sales development

Region	Sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
	FY	Q4	FY	Q4	FY	Q4
<b>Geberit Group</b>	<b>3'081</b>	<b>710</b>	<b>5.9%</b>	<b>0.5%</b>	<b>3.1%</b>	<b>3.0%</b>
<b>Total Europe</b>	<b>2'798</b>	<b>639</b>	<b>5.9%</b>	<b>0.2%</b>	<b>2.8%</b>	<b>2.8%</b>
Germany	934	193	7.7%	-1.0%	3.1%	1.0%
Nordic Region	312	78	-0.7%	-3.0%	-1.9%	1.1%
Central- / Eastern Europe	307	71	9.7%	3.0%	9.0%	9.3%
Switzerland	283	67	1.5%	-1.6%	1.5%	-1.5%
Benelux	252	64	9.0%	7.7%	4.6%	10.0%
Italy	216	46	7.5%	-7.4%	2.7%	-5.4%
France	187	44	6.1%	4.7%	1.6%	6.9%
Austria	171	40	5.9%	2.6%	1.8%	4.6%
UK / Ireland	112	30	1.0%	3.0%	-1.7%	5.1%
Iberian Peninsula	24	6	14.3%	1.6%	9.5%	3.7%
<b>Total America</b>	<b>99</b>	<b>24</b>	<b>2.8%</b>	<b>1.3%</b>	<b>3.5%</b>	<b>0.4%</b>
<b>Total Far East / Pacific</b>	<b>100</b>	<b>27</b>	<b>13.4%</b>	<b>9.4%</b>	<b>13.9%</b>	<b>14.1%</b>
<b>Total Middle East / Africa</b>	<b>84</b>	<b>20</b>	<b>2.0%</b>	<b>-2.7%</b>	<b>1.4%</b>	<b>-0.8%</b>

# FY 2018 sales development by product line

		Sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
		FY	Q4	FY	Q4	FY	Q4
<b>Installation &amp; Flushing Systems</b>		1'133	257	8.0%	4.3%	4.9%	7.1%
<b>Piping Systems</b>		928	214	7.3%	1.3%	4.3%	3.7%
<b>Bathroom Systems</b>		1'020	239	2.5%	-4.0%	0.1%	-1.6%