



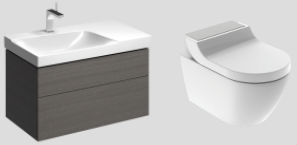
First Info Sales 2019

January 16, 2020

FY 2019 regional sales development

Region	Sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
	FY	Q4	FY	Q4	FY	Q4
Geberit Group	3'083	702	0.1%	-1.1%	3.4%	1.9%
Total Europe	2'794	633	-0.2%	-1.0%	3.4%	2.1%
Germany	928	186	-0.6%	-3.6%	3.2%	0.0%
Eastern Europe	305	76	-0.8%	6.4%	2.9%	7.9%
Nordic Region	303	76	-2.7%	-2.2%	2.6%	3.5%
Switzerland	294	70	3.9%	4.5%	3.9%	4.5%
Benelux	261	64	3.5%	-0.9%	7.4%	2.8%
Italy	211	48	-2.5%	3.6%	1.3%	7.4%
France	180	39	-4.0%	-9.2%	-0.4%	-5.9%
Austria	173	39	1.3%	-4.0%	5.2%	-0.5%
UK / Ireland	114	29	2.3%	-2.3%	5.3%	-1.2%
Iberian Peninsula	25	6	1.1%	0.7%	4.9%	4.4%
Total Far East / Pacific	106	25	6.5%	-4.2%	9.0%	-2.3%
Total America	102	24	2.1%	1.0%	0.5%	1.5%
Total Middle East / Africa	82	19	-2.1%	-3.9%	1.3%	-1.3%

FY 2019 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
Installation & Flushing Systems		1'145	250	1.1%	-2.7%	4.5%	0.2%
Piping Systems		949	219	2.2%	2.1%	5.8%	5.3%
Bathroom Systems		989	233	-3.0%	-2.3%	0.0%	0.5%