



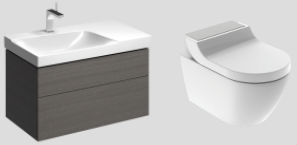
# First Info Sales 2020

January 14, 2021

# FY 2020 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>2'986</b>	<b>724</b>	<b>-3.1%</b>	<b>3.2%</b>	<b>1.3%</b>	<b>6.8%</b>
<b>Total Europe</b>	<b>2'732</b>	<b>654</b>	<b>-2.2%</b>	<b>3.3%</b>	<b>2.0%</b>	<b>6.4%</b>
Germany	956	207	3.1%	11.2%	7.3%	13.3%
Switzerland	306	76	4.1%	8.6%	4.1%	8.6%
Nordic Region	297	76	-2.0%	0.1%	2.9%	1.8%
Eastern Europe	286	68	-6.2%	-10.4%	3.2%	1.7%
Benelux	251	64	-3.9%	0.9%	0.0%	2.8%
Italy	187	48	-11.6%	-1.2%	-8.3%	0.6%
Austria	176	40	1.1%	4.0%	5.0%	5.9%
France	161	41	-10.3%	3.4%	-6.9%	5.3%
UK / Ireland	92	28	-19.6%	-3.6%	-15.7%	3.0%
Iberian Peninsula	21	6	-14.1%	-6.1%	-10.9%	-4.4%
<b>Total America</b>	<b>97</b>	<b>25</b>	<b>-4.1%</b>	<b>2.3%</b>	<b>1.7%</b>	<b>12.0%</b>
<b>Total Far East / Pacific</b>	<b>92</b>	<b>28</b>	<b>-12.8%</b>	<b>10.5%</b>	<b>-7.2%</b>	<b>16.1%</b>
<b>Total Middle East / Africa</b>	<b>64</b>	<b>17</b>	<b>-21.8%</b>	<b>-7.9%</b>	<b>-14.1%</b>	<b>1.4%</b>

# FY 2020 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>		1'115	265	-2.6%	6.0%	2.1%	10.1%
<b>Piping Systems</b>		903	217	-4.8%	-0.9%	-0.8%	1.9%
<b>Bathroom Systems</b>		967	242	-2.2%	4.0%	2.3%	7.9%