

Net sales 2012 Zehnder Group (unaudited figures)

(in MEUR, unaudited)	2011			2012			2012 vs. 2011			
	H1	H2	Total	H1	H2	Total	H1	H2	Total	FX/org. adj.
Radiator Europe	144.1	163.6	307.7	143.2	161.5	304.7	-1%	-1%	-1%	-2%
H2/H1		14%			13%					
Ventilation Europe	75.5	77.9	153.4	83.0	81.8	164.8	10%	5%	7%	6%
H2/H1		3%			-1%					
Total Europe	219.6	241.5	461.1	226.2	243.3	469.5	3%	1%	2%	1%
H2/H1		10%			8%					
Radiator US *)	10.5	10.3	20.8	12.7	14.6	27.2	21%	41%	31%	21%
H2/H1		-2%			15%					
Ventilation US *)	3.6	3.4	7	1.3	1.0	2.2	-65%	-71%	-68%	-71%
H2/H1		-6%			-23%					
Total US	14.1	13.7	27.8	13.9	15.5	29.4	-1%	13%	6%	-2%
H2/H1		-3%			12%					
Radiator CN	6.4	13.3	19.7	7.3	10.4	17.7	14%	-21%	-10%	-19%
H2/H1		108%			44%					
Ventilation CN	2.6	4.1	6.7	3.0	4.4	7.4	14%	8%	11%	-1%
H2/H1		58%			50%					
Total CN	9.1	17.4	26.5	10.2	14.9	25.1	13%	-14%	-5%	-14%
H2/H1		91%			45%					
Total Radiator	161.0	187.2	348.2	163.2	186.5	349.6	1%	0%	0%	-1%
H2/H1		16%			14%					
Total Ventilation	81.7	85.4	167.1	87.2	87.2	174.4	7%	2%	4%	3%
H2/H1		5%			0%					
Total Zehnder Group	242.8	272.6	515.4	250.4	273.7	524.1	3%	0%	2%	0%
H2/H1		12%			9%					

*) Reported figures include product reclassification between the segments.