

Appendix 1: Contribution of price and volumes to organic sales growth by Segment

9-month 2019	Like-for-like change	Price effect	Volume effect
High Performance Solutions	+0.9%	+1.9%	-1.0%
Northern Europe	+3.0%	+1.8%	+1.2%
Southern Europe - ME & Africa	+4.2%	+1.9%	+2.3%
Americas	+3.8%	+3.5%	+0.3%
Asia-Pacific	+5.8%	-0.2%	+6.0%
Group Total	+3.4%	+2.0%	+1.4%

Appendix 2: Breakdown of organic sales growth and external sales

9-month 2019	Like-for-like change	% Group
High Performance Solutions	+0.9%	17%
<i>Mobility</i>	+0.6%	7%
<i>Other industries</i>	+1.2%	10%
Northern Europe	+3.0%	35%
<i>Nordics</i>	+5.4%	12%
<i>UK</i>	+0.7%	10%
<i>Germany</i>	+2.0%	8%
Southern Europe - ME & Africa	+4.2%	31%
<i>France</i>	+3.9%	23%
<i>Spain-Italy</i>	+9.4%	4%
Americas	+3.8%	13%
<i>North America</i>	+2.6%	9%
<i>Latin America</i>	+6.2%	4%
Asia-Pacific	+5.8%	4%
Group Total	+3.4%	100%

Appendix 3: Industry and Distribution Europe

€m	9-month 2018 sales	9-month 2019 sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
Industry Europe	7,461	7,664	+2.7%	+2.9%	+3.1%
Distribution Europe	14,096	14,675	+4.1%	+3.7%	+4.0%