

Appendix 1: Results by business sector and geographic area - Full Year

I. SALES	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	change on a comparable structure basis	change on a comparable structure and currency basis
by sector and division:					
Innovative Materials (1)	9,596	9,485	-1.2%	-2.7%	-4.4%
Flat Glass	5,460	5,130	-6.0%	-6.3%	-6.6%
High-Performance Materials	4,163	4,376	+5.1%	+1.9%	-1.7%
Construction Products (1)	11,426	11,709	+2.5%	+1.0%	-1.3%
Interior Solutions	5,511	5,847	+6.1%	+3.7%	+1.3%
Exterior Solutions	5,967	5,915	-0.9%	-1.4%	-3.7%
Building Distribution	18,492	19,233	+4.0%	-0.6%	-2.0%
Packaging (Verallia)	3,628	3,792	+4.5%	+5.9%	+3.5%
<i>Internal sales and misc.</i>	<i>-1,026</i>	<i>-1,021</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
Group Total	42,116	43,198	+2.6%	-0.1%	-1.9%

(1) including intra-sector eliminations

by geographic area:	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	change on a comparable structure basis	change on a comparable structure and currency basis
France	11,802	12,044	+2.1%	-2.5%	-2.5%
Other Western European countries	18,049	18,014	-0.2%	-2.3%	-4.3%
North America	5,505	6,179	+12.2%	+10.7%	+2.3%
Emerging countries and Asia	8,643	8,709	+0.8%	-0.7%	-0.1%
<i>Internal sales</i>	<i>-1,883</i>	<i>-1,748</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
Group Total	42,116	43,198	+2.6%	-0.1%	-1.9%

II. OPERATING INCOME	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
by sector and division:					
Innovative Materials	1,130	726	-35.8%	11.8%	7.7%
Flat Glass	478	104	-78.2%	8.8%	2.0%
High-Performance Materials	652	622	-4.6%	15.7%	14.2%
Construction Products	1,086	974	-10.3%	9.5%	8.3%
Interior Solutions	450	484	+7.6%	8.2%	8.3%
Exterior Solutions	636	490	-23.0%	10.7%	8.3%
Building Distribution	768	761	-0.9%	4.2%	4.0%
Packaging (Verallia)	448	414	-7.6%	12.3%	10.9%
Misc.	9	6	n.m.	n.m.	n.m.
Group Total	3,441	2,881	-16.3%	8.2%	6.7%

by geographic area:	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
France	781	648	-17.0%	6.6%	5.4%
Other Western European countries	1,205	955	-20.7%	6.7%	5.3%
North America	574	683	+19.0%	10.4%	11.1%
Emerging countries and Asia	881	595	-32.5%	10.2%	6.8%
Group Total	3,441	2,881	-16.3%	8.2%	6.7%

III. BUSINESS INCOME	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
by sector and division:					
Innovative Materials	928	261	-71.9%	9.7%	2.8%
Flat Glass	340	-274	-180.6%	6.2%	-5.3%
High-Performance Materials	588	535	-9.0%	14.1%	12.2%
Construction Products	752	794	+5.6%	6.6%	6.8%
Interior Solutions	211	408	+93.4%	3.8%	7.0%
Exterior Solutions	541	386	-28.7%	9.1%	6.5%
Building Distribution	598	613	+2.5%	3.2%	3.2%
Packaging (Verallia)	437	387	-11.4%	12.0%	10.2%
Misc.	-69 (a)	-71 (a)	n.m.	n.m.	n.m.
Group Total	2,646	1,984	-25.0%	+6.3%	+4.6%

by geographic area:	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
France	707	589	-16.7%	6.0%	4.9%
Other Western European countries	926	431	-53.5%	5.1%	2.4%
North America	173 (a)	524 (a)	+202.9%	3.1%	8.5%
Emerging countries and Asia	840	440	-47.6%	9.7%	5.1%
Group Total	2,646	1,984	-25.0%	+6.3%	+4.6%

(a) after asbestos-related charge (before tax) of €90m in 2011 and €90m in 2012

IV. CASH FLOW

	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
by sector and division:					
Innovative Materials	1,102	730	-33.8%	11.5%	7.7%
Flat Glass	521	221	-57.6%	9.5%	4.3%
High-Performance Materials	581	509	-12.4%	14.0%	11.6%
Construction Products	888	641	-27.8%	7.8%	5.5%
Building Distribution	566	555	-1.9%	3.1%	2.9%
Packaging (Verallia)	512	506	-1.2%	14.1%	13.3%
Misc.	353 (a)	359 (a)	n.m.	n.m.	n.m.
Group Total	3,421	2,791	-18.4%	+8.1%	+6.5%

by geographic area:					
France	568	387	-31.9%	4.8%	3.2%
Other Western European countries	1,314	1,149	-12.6%	7.3%	6.4%
North America	594 (a)	610 (a)	+2.7%	10.8%	9.9%
Emerging countries and Asia	945	645	-31.7%	10.9%	7.4%
Group Total	3,421	2,791	-18.4%	+8.1%	+6.5%

(a) after asbestos-related charge (after tax) of €55m in 2011 versus €55m in 2012

V. CAPITAL EXPENDITURE

	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
by sector and division:					
Innovative Materials	880	695	-21.0%	9.2%	7.3%
Flat Glass	682	459	-32.7%	12.5%	8.9%
High-Performance Materials	198	236	+19.2%	4.8%	5.4%
Construction Products	553	535	-3.3%	4.8%	4.6%
Interior Solutions	330	339	+2.7%	6.0%	5.8%
Exterior Solutions	223	196	-12.1%	3.7%	3.3%
Building Distribution	210	233	+11.0%	1.1%	1.2%
Packaging (Verallia)	267	282	+5.6%	7.4%	7.4%
Misc.	26	28	n.m.	n.m.	n.m.
Group Total	1,936	1,773	-8.4%	+4.6%	+4.1%

by geographic area:					
France	313	300	-4.2%	2.7%	2.5%
Other Western European countries	547	435	-20.5%	3.0%	2.4%
North America	295	314	+6.4%	5.4%	5.1%
Emerging countries and Asia	781	724	-7.3%	9.0%	8.3%
Group Total	1,936	1,773	-8.4%	+4.6%	+4.1%

VI. EBITDA

	2011 (in EUR m)	2012 (in EUR m)	change on an actual structure basis	2011 (in % of sales)	2012 (in % of sales)
by sector and division:					
Innovative Materials	1,605	1,226	-23.6%	16.7%	12.9%
Flat Glass	793	437	-44.9%	14.5%	8.5%
High-Performance Materials	812	789	-2.8%	19.5%	18.0%
Construction Products	1,590	1,481	-6.9%	13.9%	12.6%
Interior Solutions	769	805	+4.7%	14.0%	13.8%
Exterior Solutions	821	676	-17.7%	13.8%	11.4%
Building Distribution	1,041	1,035	-0.6%	5.6%	5.4%
Packaging (Verallia)	685	657	-4.1%	18.9%	17.3%
Misc.	31	32	n.m.	n.m.	n.m.
Group Total	4,952	4,431	-10.5%	+11.8%	+10.3%

by geographic area:					
France	1,143	1,014	-11.3%	9.7%	8.4%
Other Western European countries	1,743	1,500	-13.9%	9.7%	8.3%
North America	797	909	+14.1%	14.5%	14.7%
Emerging countries and Asia	1,269	1,008	-20.6%	14.7%	11.6%
Group Total	4,952	4,431	-10.5%	+11.8%	+10.3%

Appendix 2: Results by business sector and geographic area - Second Half

I. SALES	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	change on a comparable structure and currency basis	change on a comparable structure and currency basis
by sector and division:					
Innovative Materials (1)	4,769	4,632	-2.9%	-3.8%	-5.7%
Flat Glass	2,696	2,533	-6.0%	-5.9%	-6.7%
High-Performance Materials	2,081	2,104	+1.1%	-1.3%	-4.9%
Construction Products (1)	5,713	5,806	+1.6%	+0.2%	-2.3%
Interior Solutions	2,790	3,001	+7.6%	+5.0%	+1.9%
Exterior Solutions	2,950	2,831	-4.0%	-4.4%	-6.3%
Building Distribution	9,449	9,777	+3.5%	-1.5%	-3.2%
Packaging (Verallia)	1,810	1,883	+4.0%	+6.3%	+3.9%
Internal sales and misc.	-500	-490	n.m.	n.m.	n.m.
Group Total	21,241	21,608	+1.7%	-0.9%	-2.9%

(1) including intra-sector eliminations

by geographic area:	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	change on a comparable structure and currency basis	change on a comparable structure and currency basis
France	5,664	5,896	+4.1%	-2.1%	-2.1%
Other Western European countries	9,221	9,113	-1.2%	-2.9%	-5.4%
North America	2,733	2,987	+9.3%	+8.2%	-0.2%
Emerging countries and Asia	4,494	4,446	-1.1%	-1.5%	-1.1%
Internal sales	-871	-834	n.m.	n.m.	n.m.
Group Total	21,241	21,608	+1.7%	-0.9%	-2.9%

II. OPERATING INCOME	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
by sector and division:					
Innovative Materials	528	318	-39.8%	11.1%	6.9%
Flat Glass	217	50	-77.0%	8.0%	2.0%
High-Performance Materials	311	268	-13.8%	14.9%	12.7%
Construction Products	534	454	-15.0%	9.3%	7.8%
Interior Solutions	234	237	+1.3%	8.4%	7.9%
Exterior Solutions	300	217	-27.7%	10.2%	7.7%
Building Distribution	441	391	-11.3%	4.7%	4.0%
Packaging (Verallia)	222	207	-6.8%	12.3%	11.0%
Misc.	-4	-1	n.m.	n.m.	n.m.
Group Total	1,721	1,369	-20.5%	8.1%	6.3%

by geographic area:	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
France	339	299	-11.8%	6.0%	5.1%
Other Western European countries	654	421	-35.6%	7.1%	4.6%
North America	264	313	+18.6%	9.7%	10.5%
Emerging countries and Asia	464	336	-27.6%	10.3%	7.6%
Group Total	1,721	1,369	-20.5%	8.1%	6.3%

III. BUSINESS INCOME	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
by sector and division:					
Innovative Materials	453	-4	-100.9%	9.5%	-0.1%
Flat Glass	151	-198	-231.1%	5.6%	-7.8%
High-Performance Materials	302	194	-35.8%	14.5%	9.2%
Construction Products	248	342	+37.9%	4.3%	5.9%
Interior Solutions	16	203	+1168.8%	0.6%	6.8%
Exterior Solutions	232	139	-40.1%	7.9%	4.9%
Building Distribution	331	338	+2.1%	3.5%	3.5%
Packaging (Verallia)	217	186	-14.3%	12.0%	9.9%
Misc.	-59 (a)	-31 (a)	n.m.	n.m.	n.m.
Group Total	1,190	831	-30.2%	5.6%	3.8%

by geographic area:	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
France	289	260	-10.0%	5.1%	4.4%
Other Western European countries	494	111	-77.5%	5.4%	1.2%
North America	-35 (a)	216 (a)	n.m.	n.m.	7.2%
Emerging countries and Asia	442	244	-44.8%	9.8%	5.5%
Group Total	1,190	831	-30.2%	5.6%	3.8%

(a) after asbestos-related charge (before tax) of €41.5m in H2-2011 and €45m in H2-2012

IV. CASH FLOW

	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
by sector and division:					
Innovative Materials	502	338	-32.7%	10.5%	7.3%
Flat Glass	236	119	-49.6%	8.8%	4.7%
High-Performance Materials	266	219	-17.7%	12.8%	10.4%
Construction Products	464	264	-43.1%	8.1%	4.5%
Building Distribution	314	300	-4.5%	3.3%	3.1%
Packaging (Verallia)	251	258	+2.8%	13.9%	13.7%
Misc.	169 (a)	169 (a)	n.m.	n.m.	n.m.
Group Total	1,700	1,329	-21.8%	8.0%	6.2%

by geographic area:					
France	235	168	-28.5%	4.1%	2.8%
Other Western European countries	669	515	-23.0%	7.3%	5.7%
North America	303 (a)	289 (a)	-4.6%	11.1%	9.7%
Emerging countries and Asia	493	357	-27.6%	11.0%	8.0%
Group Total	1,700	1,329	-21.8%	8.0%	6.2%

(a) after asbestos-related charge (after tax) of €25m in H2-2011 versus €28m in H2-2012

V. CAPITAL EXPENDITURE

	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
by sector and division:					
Innovative Materials	557	370	-33.6%	11.7%	8.0%
Flat Glass	431	214	-50.3%	16.0%	8.4%
High-Performance Materials	126	156	+23.8%	6.1%	7.4%
Construction Products	406	332	-18.2%	7.1%	5.7%
Interior Solutions	242	218	-9.9%	8.7%	7.3%
Exterior Solutions	164	114	-30.5%	5.6%	4.0%
Building Distribution	141	136	-3.5%	1.5%	1.4%
Packaging (Verallia)	175	166	-5.1%	9.7%	8.8%
Misc.	16	15	n.m.	n.m.	n.m.
Group Total	1,295	1,019	-21.3%	6.1%	4.7%

by geographic area:					
France	235	181	-23.0%	4.1%	3.1%
Other Western European countries	356	261	-26.7%	3.9%	2.9%
North America	182	181	-0.5%	6.7%	6.1%
Emerging countries and Asia	522	396	-24.1%	11.6%	8.9%
Group Total	1,295	1,019	-21.3%	6.1%	4.7%

VI. EBITDA

	H2 2011 (in EUR m)	H2 2012 (in EUR m)	change on an actual structure basis	H2 2011 (in % of sales)	H2 2012 (in % of sales)
by sector and division:					
Innovative Materials	763	575	-24.6%	16.0%	12.4%
Flat Glass	372	223	-40.1%	13.8%	8.8%
High-Performance Materials	391	352	-10.0%	18.8%	16.7%
Construction Products	787	706	-10.3%	13.8%	12.2%
Interior Solutions	395	398	+0.8%	14.2%	13.3%
Exterior Solutions	392	308	-21.4%	13.3%	10.9%
Building Distribution	579	530	-8.5%	6.1%	5.4%
Packaging (Verallia)	338	324	-4.1%	18.7%	17.2%
Misc.	6	12	n.m.	n.m.	n.m.
Group Total	2,473	2,147	-13.2%	11.6%	9.9%

by geographic area:					
France	521	484	-7.1%	9.2%	8.2%
Other Western European countries	924	695	-24.8%	10.0%	7.6%
North America	372	424	+14.0%	13.6%	14.2%
Emerging countries and Asia	656	544	-17.1%	14.6%	12.2%
Group Total	2,473	2,147	-13.2%	11.6%	9.9%

Appendix 3: Sales by business sector and geographic area - Fourth Quarter

I. SALES	Q4 2011 (in EUR m)	Q4 2012 (in EUR m)	change on an actual structure basis	change on a comparable structure basis	change on a comparable structure and currency basis
by sector and division:					
Innovative Materials (1)	2,366	2,303	-2.7%	-2.9%	-4.2%
Flat Glass	1,339	1,270	-5.2%	-5.1%	-6.0%
High-Performance Materials	1,030	1,036	+0.6%	-0.1%	-1.8%
Construction Products (1)	2,723	2,805	+3.0%	+1.2%	+0.1%
Interior Solutions	1,389	1,513	+8.9%	+5.7%	+3.6%
Exterior Solutions	1,347	1,306	-3.0%	-3.5%	-3.5%
Building Distribution	4,729	4,854	+2.6%	-2.1%	-3.5%
Packaging (Verallia)	910	937	+3.0%	+5.3%	+4.7%
Internal sales and misc.	-241	-242	n.m.	n.m.	n.m.
Group Total	10,487	10,657	+1.6%	-0.9%	-2.1%

(1) including intra-sector eliminations

by geographic area:					
France	2,880	3,020	+4.9%	-1.9%	-1.9%
Other Western European countries	4,552	4,472	-1.8%	-3.0%	-5.1%
North America	1,291	1,397	+8.2%	+8.2%	+4.4%
Emerging countries and Asia	2,177	2,185	+0.4%	+0.1%	+0.6%
<i>Internal sales</i>	<i>-413</i>	<i>-417</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
Group Total	10,487	10,657	+1.6%	-0.9%	-2.1%

Appendix 4: Consolidated balance sheet

in EUR million

	Dec 31, 2011	Dec 31, 2012
ASSETS		
Goodwill	11,041	10,936
Other intangible assets	3,148	3,196
Property, plant and equipment	14,225	13,696
Investments in associates	167	206
Deferred tax assets	949	1,236
Other non-current assets	347	359
Non-current assets	29,877	29,629
Inventories	6,477	6,133
Trade accounts receivable	5,341	5,017
Current tax receivable	182	204
Other accounts receivable	1,408	1,425
Assets held for sale - Discontinued operations	0	936
Cash and cash equivalents	2,949	4,179
Current assets	16,357	17,894
Total assets	46,234	47,523
Liabilities and Shareholders' equity		
Capital stock	2,142	2,125
Additional paid-in capital and legal reserve	5,920	5,699
Retained earnings and net income for the year	10,654	10,334
Cumulative translation adjustments	(476)	(523)
Fair value reserves	(22)	(15)
Treasury stock	(403)	(181)
Shareholders' equity	17,815	17,439
Minority interests	403	412
Total equity	18,218	17,851
Long-term debt	8,326	9,588
Provisions for pensions and other employee benefits	3,458	3,465
Deferred tax liabilities	893	792
Provisions for other liabilities and charges	2,143	2,171
Non-current liabilities	14,820	16,016
Current portion of long-term debt	1,656	1,732
Current portion of provisions for other liabilities and charges	733	457
Trade accounts payable	6,018	6,143
Current tax liabilities	165	70
Other accounts payable	3,562	3,408
Liabilities held for sale - Discontinued operations	0	497
Short-term debt and bank overdrafts	1,062	1,349
Current liabilities	13,196	13,656
Total equity and liabilities	46,234	47,523

Appendix 5: Consolidated cash flow statement

(in € million)

	2011	2012
Net income attributable to equity holders of the parent	1,284	766
Minority interests in net income	76	30
Share in net income of associates, net of dividends received	(1)	(6)
Depreciation, amortization and impairment of assets	1,892	1,988
Gains and losses on disposals of assets	(1)	(60)
Unrealized gains and losses arising from changes in fair value and share-based payments	48	(23)
Changes in inventories	(551)	252
Changes in trade accounts receivable and payable, and other accounts receivable and payable	18	429
Changes in tax receivable and payable	(6)	(118)
Changes in deferred taxes and provisions for other liabilities and charges	(374)	(696)
Net cash from operating activities	2,385	2,562
Purchases of property, plant and equipment [2011: (1,936), 2012: (1,773)] and intangible assets	(2,028)	(1,883)
Purchases of property, plant and equipment in finance lease	(18)	(18)
Increase (decrease) in amounts due to suppliers of fixed assets	18	(67)
Acquisitions of shares in consolidated companies [2011: (688), 2012: (338)], net of debt acquired	(710)	(366)
Acquisitions of other investments	(8)	(15)
Increase in investment-related liabilities	0	46
Decrease in investment-related liabilities	(17)	(8)
Investments	(2,763)	(2,311)
Disposals of property, plant and equipment and intangible assets	90	83
Disposals of shares in consolidated companies, net of cash divested	9	98
Disposals of other investments and other divestments	2	1
Divestments	101	182
Increase in loans and deposits	(38)	(85)
Decrease in loans and deposits	53	58
Net cash used in investing activities / divestments	(2,647)	(2,156)
Issues of capital stock	158	127
Minority interests' share in capital increases of subsidiaries	4	13
Acquisitions of minority interests	(6)	4
Changes in investment related liabilities following the exercise of put options of minority	(20)	(69)
(Increase) decrease in treasury stock	(186)	(162)
Dividends paid	(603)	(646)
Dividends paid to minority shareholders of consolidated subsidiaries and increase (decrease) in dividends payable	(20)	(55)
Cash flows from (used in) financing activities	(673)	(788)
Increase (decrease) in net debt	(935)	(382)
Net effect of exchange rate changes on net debt	(24)	(4)
Net effect from changes in fair value on net debt	32	(8)
Cash and cash equivalents classified as assets held for sale	0	(1)
Net debt at beginning of year	(7,168)	(8,095)
Net debt at end of year	(8,095)	(8,490)

Appendix 6: Debt at December 31, 2012

Amounts in €bn

Comments

Amount and structure of net debt €bn

Gross debt	12.7	At December 31, 84% of gross debt was at fixed interest rates and the average cost of gross debt was 4.7%
Cash & cash equivalents	4.2	
Net debt	8.5	

Breakdown of gross debt 12.7

Bond debt and perpetual notes	10.5	Amounts and maturities below
May 2013	0.6	
September 2013	0.6	
April 2014	0.5	
July 2014	0.7	
September 2015	1.0	
May 2016	0.7	
December 2016	0.4	(GBP 0.3bn)
April 2017	1.3	
June 2017	0.2	
After 2017	4.5	
Other long-term debt	0.3	
Short-term debt	1.9	<i>(excluding bonds)</i>
Commercial paper (< 3 months)	0.7	Maximum amount of bond issue: €3bn
Securitization	0.1	(USD 0.1bn)
Local debt and accrued interest	1.1	Annual rollover; several hundreds of different sources of financing

Credit lines, cash & cash equivalents 8.2

Cash and cash equivalents	4.2	
Back-up credit-lines	4.0	See breakdown below

Breakdown of back-up credit lines 4.0

All lines are confirmed and **undrawn, with no Material Adverse Change (MAC) clause**

		Expiry	Covenants
Syndicated line:	€2.5bn	December 2015	None
Syndicated line:	€1.5bn	December 2017	None