

€m	9-month 2015 sales	9-month 2016 sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
<b><u>BUSINESS SECTOR</u></b>					
<b>Innovative Materials<sup>a</sup></b>	<b>7,300</b>	<b>7,351</b>	<b>0.7%</b>	<b>0.5%</b>	<b>4.3%</b>
<i>Flat Glass</i>	3,911	3,987	1.9%	1.8%	6.3%
<i>High-Performance Materials</i>	3,399	3,375	-0.7%	-1.0%	2.1%
<b>Construction Products<sup>a</sup></b>	<b>9,116</b>	<b>9,035</b>	<b>-0.9%</b>	<b>-1.6%</b>	<b>1.6%</b>
<i>Interior Solutions</i>	4,834	4,937	2.1%	1.2%	4.3%
<i>Exterior Solutions</i>	4,333	4,160	-4.0%	-4.5%	-1.1%
<b>Building Distribution</b>	<b>14,124</b>	<b>13,623</b>	<b>-3.5%</b>	<b>-0.1%</b>	<b>2.6%</b>
<i>Internal sales and misc.</i>	(714)	(703)	---	---	---
<b><u>REGION</u></b>					
France	7,711	7,660	-0.7%	0.2%	0.2%
Other Western European countries	13,062	13,052	-0.1%	0.5%	3.9%
North America	4,152	3,974	-4.3%	1.6%	2.1%
Emerging countries and Asia	6,316	6,091	-3.6%	-3.4%	5.4%
<i>Internal sales</i>	(1,415)	(1,471)	---	---	---
<b>GROUP</b>	<b>29,826</b>	<b>29,306</b>	<b>-1.7%</b>	<b>-0.6%</b>	<b>2.6%</b>

€m	Q3 2015 sales	Q3 2016 sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
<b><u>BUSINESS SECTOR</u></b>					
<b>Innovative Materials<sup>a</sup></b>	<b>2,378</b>	<b>2,439</b>	<b>2.6%</b>	<b>2.3%</b>	<b>4.2%</b>
<i>Flat Glass</i>	1,278	1,331	4.1%	3.9%	5.9%
<i>High-Performance Materials</i>	1,102	1,111	0.8%	0.5%	2.2%
<b>Construction Products<sup>a</sup></b>	<b>3,037</b>	<b>3,027</b>	<b>-0.3%</b>	<b>-0.7%</b>	<b>1.6%</b>
<i>Interior Solutions</i>	1,637	1,640	0.2%	-0.3%	2.5%
<i>Exterior Solutions</i>	1,420	1,407	-0.9%	-1.1%	0.6%
<b>Building Distribution</b>	<b>4,786</b>	<b>4,519</b>	<b>-5.6%</b>	<b>-1.6%</b>	<b>1.6%</b>
<i>Internal sales and misc.</i>	(235)	(228)	---	---	---
<b><u>REGION</u></b>					
France	2,429	2,390	-1.6%	-0.5%	-0.5%
Other Western European countries	4,488	4,392	-2.1%	-1.6%	3.2%
North America	1,414	1,300	-8.1%	-1.4%	-1.0%
Emerging countries and Asia	2,097	2,135	1.8%	3.0%	6.1%
<i>Internal sales</i>	(462)	(460)	---	---	---
<b>GROUP</b>	<b>9,966</b>	<b>9,757</b>	<b>-2.1%</b>	<b>-0.5%</b>	<b>2.1%</b>

<sup>a</sup> Including inter-division eliminations.