

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

I. SALES	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	Change on a comparable structure basis	Like-for like change
by sector and division:					
Innovative Materials¹	9,703	9,857	+1.6%	+1.4%	+4.5%
<i>Flat Glass</i>	5,217	5,364	+2.8%	+2.7%	+6.5%
<i>High-Performance Materials</i>	4,502	4,507	+0.1%	-0.2%	+2.2%
Construction Products¹	12,012	11,921	-0.8%	-1.4%	+1.4%
<i>Interior Solutions</i>	6,485	6,583	+1.5%	+0.7%	+3.7%
<i>Exterior Solutions</i>	5,599	5,423	-3.1%	-3.7%	-1.1%
Building Distribution	18,849	18,248	-3.2%	-0.1%	+2.7%
<i>Internal sales and misc.</i>	-941	-933	n.s.	n.s.	n.s.
Group Total	39,623	39,093	-1.3%	-0.3%	+2.6%

¹ including inter-division eliminations.

by geographic area:	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	Change on a comparable structure basis	Like-for like change
France	10,326	10,225	-1.0%	-0.1%	-0.1%
Other Western European countries	17,414	17,292	-0.7%	-0.2%	+3.6%
North America	5,366	5,198	-3.1%	+2.0%	+2.0%
Emerging countries and Asia	8,375	8,281	-1.1%	-0.8%	+6.1%
<i>Internal sales</i>	-1,858	-1,903	n.s.	n.s.	n.s.
Group Total	39,623	39,093	-1.3%	-0.3%	+2.6%

II. OPERATING INCOME	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
by sector and division:					
Innovative Materials	1,015	1,106	+9.0%	10.5%	11.2%
<i>Flat Glass</i>	413	490	+18.6%	7.9%	9.1%
<i>High-Performance Materials</i>	602	616	+2.3%	13.4%	13.7%
Construction Products	1,022	1,106	+8.2%	8.5%	9.3%
<i>Interior Solutions</i>	576	675	+17.2%	8.9%	10.3%
<i>Exterior Solutions</i>	446	431	-3.4%	8.0%	7.9%
Building Distribution	603	616	+2.2%	3.2%	3.4%
<i>Misc.</i>	-4	-10	n.s.	n.s.	n.s.
Group Total	2,636	2,818	+6.9%	6.7%	7.2%

by geographic area:	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
France	297	301	+1.3%	2.9%	2.9%
Other Western European countries	984	1,072	+8.9%	5.7%	6.2%
North America	490	544	+11.0%	9.1%	10.5%
Emerging countries and Asia	865	901	+4.2%	10.3%	10.9%
Group Total	2,636	2,818	+6.9%	6.7%	7.2%

III. BUSINESS INCOME	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
by sector and division:					
Innovative Materials	696	901	+29.5%	7.2%	9.1%
<i>Flat Glass</i>	217	426	+96.3%	4.2%	7.9%
<i>High-Performance Materials</i>	479	475	-0.8%	10.6%	10.5%
Construction Products	762	941	+23.5%	6.3%	7.9%
<i>Interior Solutions</i>	448	555	+23.9%	6.9%	8.4%
<i>Exterior Solutions</i>	314	386	+22.9%	5.6%	7.1%
Building Distribution	-46	552	n.s.	-0.2%	3.0%
<i>Misc. (a)</i>	-118	-90	n.s.	n.s.	n.s.
Group Total	1,294	2,304	+78.1%	3.3%	5.9%

by geographic area:	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
France	-317	252	+179.5%	-3.1%	2.5%
Other Western European countries	752	980	+30.3%	4.3%	5.7%
North America (a)	159	249	+56.6%	3.0%	4.8%
Emerging countries and Asia	700	823	+17.6%	8.4%	9.9%
Group Total	1,294	2,304	+78.1%	3.3%	5.9%

(a) after asbestos-related charge (before tax) of €90m in 2015 and in 2016

IV. CASH FLOW	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
by sector and division:					
Innovative Materials	931	1,031	+10.7%	9.6%	10.5%
<i>Flat Glass</i>	449	501	+11.6%	8.6%	9.3%
<i>High-Performance Materials</i>	482	530	+10.0%	10.7%	11.8%
Construction Products	790	899	+13.8%	6.6%	7.5%
Building Distribution	629	519	-17.5%	3.3%	2.8%
Misc. ^(b)	212	300	n.s.	n.s.	n.s.
Group Total	2,562	2,749	+7.3%	6.5%	7.0%

by geographic area:					
France	382	316	-17.3%	3.7%	3.1%
Other Western European countries	941	1,060	+12.6%	5.4%	6.1%
North America ^(b)	412	412	+0.0%	7.7%	7.9%
Emerging countries and Asia	827	961	+16.2%	9.9%	11.6%
Group Total	2,562	2,749	+7.3%	6.5%	7.0%

^(b) after asbestos-related charge (after tax) of €55m in 2015 and in 2016

V. CAPITAL EXPENDITURE	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
by sector and division:					
Innovative Materials	529	573	+8.3%	5.5%	5.8%
<i>Flat Glass</i>	311	375	+20.6%	6.0%	7.0%
<i>High-Performance Materials</i>	218	198	-9.2%	4.8%	4.4%
Construction Products	528	515	-2.5%	4.4%	4.3%
<i>Interior Solutions</i>	312	337	+8.0%	4.8%	5.1%
<i>Exterior Solutions</i>	216	178	-17.6%	3.9%	3.3%
Building Distribution	231	245	+6.1%	1.2%	1.3%
Misc.	58	37	n.s.	n.s.	n.s.
Group Total	1,346	1,370	+1.8%	3.4%	3.5%

by geographic area:					
France	269	262	-2.6%	2.6%	2.6%
Other Western European countries	335	387	+15.5%	1.9%	2.2%
North America	282	203	-28.0%	5.3%	3.9%
Emerging countries and Asia	460	518	+12.6%	5.5%	6.3%
Group Total	1,346	1,370	+1.8%	3.4%	3.5%

VI. EBITDA	2015 (in EUR m)	2016 (in EUR m)	Change on an actual structure basis	2015 (in % of sales)	2016 (in % of sales)
by sector and division:					
Innovative Materials	1,457	1,539	+5.6%	15.0%	15.6%
<i>Flat Glass</i>	701	762	+8.7%	13.4%	14.2%
<i>High-Performance Materials</i>	756	777	+2.8%	16.8%	17.2%
Construction Products	1,493	1,567	+5.0%	12.4%	13.1%
<i>Interior Solutions</i>	896	982	+9.6%	13.8%	14.9%
<i>Exterior Solutions</i>	597	585	-2.0%	10.7%	10.8%
Building Distribution	868	870	+0.2%	4.6%	4.8%
Misc.	26	22	n.s.	n.s.	n.s.
Group Total	3,844	3,998	+4.0%	9.7%	10.2%

by geographic area:					
France	595	587	-1.3%	5.8%	5.7%
Other Western European countries	1,361	1,438	+5.7%	7.8%	8.3%
North America	665	717	+7.8%	12.4%	13.8%
Emerging countries and Asia	1,223	1,256	+2.7%	14.6%	15.2%
Group Total	3,844	3,998	+4.0%	9.7%	10.2%

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

I. SALES	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
by sector and division:					
Innovative Materials¹	4,781	4,945	+3.4%	+3.2%	+4.6%
<i>Flat Glass</i>	2,584	2,708	+4.8%	+4.7%	+6.4%
<i>High-Performance Materials</i>	2,205	2,243	+1.7%	+1.4%	+2.4%
Construction Products¹	5,933	5,913	-0.3%	-0.8%	+1.1%
<i>Interior Solutions</i>	3,288	3,286	-0.1%	-0.5%	+2.2%
<i>Exterior Solutions</i>	2,686	2,670	-0.6%	-1.0%	-0.1%
Building Distribution	9,511	9,144	-3.9%	-0.8%	+2.2%
<i>Internal sales and misc.</i>	-462	-458	n.s.	n.s.	n.s.
Group Total	19,763	19,544	-1.1%	+0.0%	+2.3%

¹ including inter-division eliminations.

by geographic area:					
France	5,044	4,955	-1.8%	-0.7%	-0.7%
Other Western European countries	8,840	8,632	-2.4%	-1.9%	+2.9%
North America	2,628	2,524	-4.0%	+0.9%	+0.4%
Emerging countries and Asia	4,156	4,325	+4.1%	+5.1%	+7.3%
<i>Internal sales</i>	-905	-892	n.s.	n.s.	n.s.
Group Total	19,763	19,544	-1.1%	+0.0%	+2.3%

II. OPERATING INCOME	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	H2 2015 (in % of sales)	H2 2016 (in % of sales)
by sector and division:					
Innovative Materials	511	554	+8.4%	+10.7%	+11.2%
<i>Flat Glass</i>	219	256	+16.9%	+8.5%	+9.5%
<i>High-Performance Materials</i>	292	298	+2.1%	+13.2%	+13.3%
Construction Products	493	542	+9.9%	+8.3%	+9.2%
<i>Interior Solutions</i>	288	340	+18.1%	+8.8%	+10.3%
<i>Exterior Solutions</i>	205	202	-1.5%	+7.6%	+7.6%
Building Distribution	361	363	+0.6%	+3.8%	+4.0%
Misc.	-4	-9	n.s.	n.s.	n.s.
Group Total	1,361	1,450	+6.5%	+6.9%	+7.4%

by geographic area:					
France	161	177	+9.9%	+3.2%	+3.6%
Other Western European countries	524	559	+6.7%	+5.9%	+6.5%
North America	231	234	+1.3%	+8.8%	+9.3%
Emerging countries and Asia	445	480	+7.9%	+10.7%	+11.1%
Group Total	1,361	1,450	+6.5%	+6.9%	+7.4%

III. BUSINESS INCOME	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	H2 2015 (in % of sales)	H2 2016 (in % of sales)
by sector and division:					
Innovative Materials	233	439	+88.4%	+4.9%	+8.9%
<i>Flat Glass</i>	36	249	+591.7%	+1.4%	+9.2%
<i>High-Performance Materials</i>	197	190	-3.6%	+8.9%	+8.5%
Construction Products	287	413	+43.9%	+4.8%	+7.0%
<i>Interior Solutions</i>	190	236	+24.2%	+5.8%	+7.2%
<i>Exterior Solutions</i>	97	177	+82.5%	+3.6%	+6.6%
Building Distribution	-242	333	n.s.	-2.5%	+3.6%
Misc. ^(a)	-64	-37	n.s.	n.s.	n.s.
Group Total	214	1,148	+436.4%	+1.1%	+5.9%

by geographic area:					
France	-424	162	n.s.	-8.4%	+3.3%
Other Western European countries	359	515	+43.5%	+4.1%	+6.0%
North America ^(a)	-41	23	+156.1%	-1.6%	+0.9%
Emerging countries and Asia	320	448	+40.0%	+7.7%	+10.4%
Group Total	214	1,148	+436.4%	+1.1%	+5.9%

^(a) after asbestos-related charge (before tax) of €45m in H2-2015 and in H2-2016

IV. CASH FLOW	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	H2 2015 (in % of sales)	H2 2016 (in % of sales)
by sector and division:					
Innovative Materials	466	529	+13.5%	+9.7%	+10.7%
<i>Flat Glass</i>	228	247	+8.3%	+8.8%	+9.1%
<i>High-Performance Materials</i>	238	282	+18.5%	+10.8%	+12.6%
Construction Products	375	479	+27.7%	+6.3%	+8.1%
Building Distribution	441	328	-25.6%	+4.6%	+3.6%
Misc. ^(b)	85	153	n.s.	n.s.	n.s.
Group Total	1,367	1,489	+8.9%	+6.9%	+7.6%
by geographic area:					
France	292	227	-22.3%	+5.8%	+4.6%
Other Western European countries	471	555	+17.8%	+5.3%	+6.4%
North America ^(b)	212	201	-5.2%	+8.1%	+8.0%
Emerging countries and Asia	392	506	+29.1%	+9.4%	+11.7%
Group Total	1,367	1,489	+8.9%	+6.9%	+7.6%

^(b) after asbestos-related charge (after tax) of €28m in H2-2015 and in H2-2016

V. CAPITAL EXPENDITURE	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	H2 2015 (in % of sales)	H2 2016 (in % of sales)
by sector and division:					
Innovative Materials	364	397	+9.1%	+7.6%	+8.0%
<i>Flat Glass</i>	220	273	+24.1%	+8.5%	+10.1%
<i>High-Performance Materials</i>	144	124	-13.9%	+6.5%	+5.5%
Construction Products	345	351	+1.7%	+5.8%	+5.9%
<i>Interior Solutions</i>	202	226	+11.9%	+6.1%	+6.9%
<i>Exterior Solutions</i>	143	125	-12.6%	+5.3%	+4.7%
Building Distribution	149	176	+18.1%	+1.6%	+1.9%
Misc.	31	18	n.s.	n.s.	n.s.
Group Total	889	942	+6.0%	+4.5%	+4.8%
by geographic area:					
France	200	181	-9.5%	+4.0%	+3.7%
Other Western European countries	228	279	+22.4%	+2.6%	+3.2%
North America	163	122	-25.2%	+6.2%	+4.8%
Emerging countries and Asia	298	360	+20.8%	+7.2%	+8.3%
Group Total	889	942	+6.0%	+4.5%	+4.8%

VI. EBITDA	H2 2015 (in EUR m)	H2 2016 (in EUR m)	Change on an actual structure basis	H2 2015 (in % of sales)	H2 2016 (in % of sales)
by sector and division:					
Innovative Materials	726	771	+6.2%	+15.2%	+15.6%
<i>Flat Glass</i>	354	393	+11.0%	+13.7%	+14.5%
<i>High-Performance Materials</i>	372	378	+1.6%	+16.9%	+16.9%
Construction Products	728	772	+6.0%	+12.3%	+13.1%
<i>Interior Solutions</i>	448	491	+9.6%	+13.6%	+14.9%
<i>Exterior Solutions</i>	280	281	+0.4%	+10.4%	+10.5%
Building Distribution	494	490	-0.8%	+5.2%	+5.4%
Misc.	10	8	n.s.	n.s.	n.s.
Group Total	1,958	2,041	+4.2%	+9.9%	+10.4%
by geographic area:					
France	308	322	+4.5%	+6.1%	+6.5%
Other Western European countries	711	741	+4.2%	+8.0%	+8.6%
North America	316	318	+0.6%	+12.0%	+12.6%
Emerging countries and Asia	623	660	+5.9%	+15.0%	+15.3%
Group Total	1,958	2,041	+4.2%	+9.9%	+10.4%

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

SALES	Q4 2015 (in EUR m)	Q4 2016 (in EUR m)	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
by sector and division:					
Innovative Materials¹	2,403	2,506	+4.3%	+4.0%	+5.1%
<i>Flat Glass</i>	1,306	1,377	+5.4%	+5.4%	+7.0%
<i>High-Performance Materials</i>	1,103	1,132	+2.6%	+2.2%	+2.5%
Construction Products¹	2,896	2,886	-0.3%	-0.8%	+0.6%
<i>Interior Solutions</i>	1,651	1,646	-0.3%	-0.6%	+2.0%
<i>Exterior Solutions</i>	1,266	1,263	-0.2%	-1.0%	-1.0%
Building Distribution	4,725	4,625	-2.1%	-0.1%	+2.9%
<i>Internal sales and misc.</i>	-227	-230	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
Group Total	9,797	9,787	-0.1%	+0.6%	+2.6%

¹ including inter-division eliminations.

by geographic area:					
France	2,615	2,565	-1.9%	-0.9%	-0.9%
Other Western European countries	4,352	4,240	-2.6%	-2.3%	+2.6%
North America	1,214	1,224	+0.8%	+3.5%	+1.9%
Emerging countries and Asia	2,059	2,190	+6.4%	+7.3%	+8.3%
<i>Internal sales</i>	-443	-432	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
Group Total	9,797	9,787	-0.1%	+0.6%	+2.6%

Appendix 4: Consolidated balance sheet

<i>in € million</i>	Dec. 31, 2015	Dec. 31, 2016
Assets		
Goodwill	10,683	10,669
Other intangible assets	2,748	2,662
Property, plant and equipment	11,587	11,654
Investments in equity-accounted companies	319	376
Deferred tax assets	1,337	1,188
Other non-current assets	635	710
Non-current assets	27,309	27,259
Inventories	5,715	5,875
Trade accounts receivable	4,751	4,935
Current tax receivable	296	445
Other receivables	1,405	1,515
Cash and cash equivalents	5,380	3,738
Current assets	17,547	16,508
Total assets	44,856	43,767
Equity and Liabilities		
Capital stock	2,244	2,221
Additional paid-in capital and legal reserve	6,341	6,090
Retained earnings and consolidated net income	10,805	11,078
Cumulative translation adjustments	(528)	(743)
Fair value reserves	181	191
Treasury stock	(87)	(72)
Shareholders' equity	18,956	18,765
Minority interests	364	375
Total equity	19,320	19,140
Long-term debt	7,330	6,959
Provisions for pensions and other employee benefits	3,849	3,615
Deferred tax liabilities	466	363
Other non-current liabilities and provisions	1,276	1,242
Non-current liabilities	12,921	12,179
Current portion of long-term debt	2,231	1,835
Current portion of other liabilities and provisions	454	436
Trade accounts payable	5,716	5,805
Current tax liabilities	150	148
Other payables	3,448	3,636
Short-term debt and bank overdrafts	616	588
Current liabilities	12,615	12,448
Total equity and liabilities	44,856	43,767

Appendix 5: Consolidated cash flow statement

(in € million)

	2015	2016
Net income of continuing operations attributable to equity holders of the parent	374	1,311
Minority interests in net income	43	41
Share in net income of associates, net of dividends received	(29)	(20)
Depreciation, amortization and impairment of assets	2,085	1,369
Gains and losses on disposals of assets	70	2
Unrealized gains and losses arising from changes in fair value and share-based payments	(15)	42
Changes in inventories	26	(173)
Changes in trade accounts receivable and payable, and other accounts receivable and payable	192	72
Changes in tax receivable and payable	(134)	(135)
Changes in deferred taxes and provisions for other liabilities and charges	(143)	(544)
Net cash from operating activities of continuing operations	2,469	1,965
Net cash from operating activities of discontinued operations	140	0
Net cash from operating activities	2,609	1,965
Purchases of property, plant and equipment [in 2016: (1,370), in 2015: (1,346)] and intangible assets	(1,475)	(1,521)
Acquisitions of property, plant and equipment in finance leases	(17)	(21)
Increase (decrease) in amounts due to suppliers of fixed assets	8	24
Acquisitions of shares in consolidated companies [in 2016: (252), in 2015: (201)], net of debt acquired	(221)	(266)
Acquisitions of other investments	(26)	(110)
Increase in investment-related liabilities	14	15
Decrease in investment-related liabilities	(28)	(9)
Investments	(1,745)	(1,888)
Disposals of property, plant and equipment and intangible assets	122	85
Disposals of shares in consolidated companies, net of net debt divested	2,458	39
Disposals of other investments and other divestments	2	1
Divestments	2,582	125
Increase in loans and deposits	(136)	(144)
Decrease in loans and deposits	72	150
Net cash from (used in) investment and divestment activities of continuing operations	773	(1,757)
Net cash from (used in) investment and divestment activities of discontinued operations	(176)	0
Net cash from (used in) investment and divestment activities	597	(1,757)
Issues of capital stock	412	149
(Increase) decrease in treasury stock	(545)	(418)
Dividends paid	(695)	(680)
Minority interests' share in capital increases of subsidiaries	23	2
Increase (decrease) in investment-related liabilities (put on minority interests)	(8)	(13)
Dividends paid to minority shareholders of consolidated subsidiaries	(37)	(31)
Net cash from (used in) financing activities of continuing operations	(850)	(991)
Net cash from (used in) financing activities of discontinued operations	(1)	0
Net cash from (used in) financing activities	(851)	(991)
Net effect of exchange rate changes on net debt	13	25
Net effect from changes in fair value on net debt	45	(89)
Net effect of exchange rate changes on net debt of discontinued operations	11	0
Increase (decrease) in net debt	2,424	(847)
Net debt at beginning of period	(7,221)	(4,797)
Net debt at end of period	(4,797)	(5,644)

Appendix 6: Debt at December 31, 2016

Amounts in €bn

Comments

Amount and structure of net debt €bn

Gross debt	9.3	At end of December 2016, 84% of gross debt was at fixed interest rates and the average cost of gross debt was 3.4%
Cash & cash equivalents	3.7	
Net debt	5.6	

Breakdown of gross debt 9.3

Bond debt and perpetual notes	7.8	
April 2017	1.3	
June 2017	0.2	
March 2018	0.1	(NOK 0.8bn)
October 2018	0.7	
September 2019	0.9	
March 2020	1.0	
June 2021	0.8	
After 2021	2.8	
Other long-term debt	0.6	(including EUR 0.4bn long-term securitization)
Short-term debt	0.9	(excluding bonds)
Negotiable European Commercial Paper (NEU CP)	0.0	Maximum amount of bond issue: EUR 3bn
Securitization	0.3	(EUR 0.2bn equivalent in USD + EUR 0.1bn)
Local debt and accrued interest	0.6	Frequent rollover; many different sources of financing

Credit lines, cash & cash equivalents 7.7

Cash and cash equivalents	3.7	
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 2020	None
Syndicated line:	€1.5bn	December 2018	None

Appendix 7: External sales by business sector and geographic area

FY 2016, in % of total sales

	Innovative Materials	Construction Products	Building Distribution	Total
France	2.6%	3.3%	19.1%	25.0%
Germany - Austria	2.4%	2.2%	4.9%	9.5%
United Kingdom - Ireland	0.8%	2.3%	8.0%	11.1%
Scandinavia	0.7%	2.0%	9.9%	12.6%
Other Western European countries	2.9%	3.0%	3.5%	9.4%
North America	5.0%	7.8%	-	12.8%
Latin America	3.3%	1.9%	0.9%	6.1%
Asia	4.8%	2.7%	-	7.5%
Eastern Europe	2.2%	1.7%	0.4%	4.3%
Middle East & Africa	0.2%	1.5%	-	1.7%
Total	24.9%	28.4%	46.7%	100.0%