

€m	9-month 2016 sales	9-month 2017 sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
Sector and division					
Innovative Materials^a	7,351	7,787	5.9%	5.0%	4.8%
<i>Flat Glass</i>	3,987	4,247	6.5%	5.5%	5.3%
<i>High-Performance Materials</i>	3,375	3,559	5.5%	4.7%	4.5%
Construction Products^a	9,035	9,512	5.3%	4.5%	5.0%
<i>Interior Solutions</i>	4,937	5,113	3.6%	3.6%	4.8%
<i>Exterior Solutions</i>	4,160	4,468	7.4%	5.7%	5.2%
Building Distribution	13,623	14,019	2.9%	2.3%	3.5%
<i>Internal sales and misc.</i>	-703	-748	---	---	---
Geographic area					
France	7,660	7,875	2.8%	2.6%	2.6%
Other Western European countries	13,052	13,216	1.3%	0.7%	2.9%
North America	3,974	4,179	5.2%	5.1%	4.7%
Emerging countries and Asia	6,091	6,791	11.5%	9.2%	8.2%
<i>Internal sales</i>	-1,471	-1,491	---	---	---
Group	29,306	30,570	4.3%	3.5%	4.2%

€m	Q3 2016 sales	Q3 2017 sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
Sector and division					
Innovative Materials^a	2,439	2,545	4.3%	3.3%	6.1%
<i>Flat Glass</i>	1,331	1,382	3.8%	2.6%	4.6%
<i>High-Performance Materials</i>	1,111	1,172	5.5%	4.6%	8.7%
Construction Products^a	3,027	3,183	5.2%	4.2%	7.4%
<i>Interior Solutions</i>	1,640	1,696	3.4%	3.3%	6.4%
<i>Exterior Solutions</i>	1,407	1,510	7.3%	5.3%	8.7%
Building Distribution	4,519	4,675	3.5%	3.0%	4.1%
<i>Internal sales and misc.</i>	-228	-242	---	---	---
Geographic area					
France	2,390	2,477	3.6%	3.4%	3.4%
Other Western European countries	4,392	4,480	2.0%	1.7%	3.3%
North America	1,300	1,355	4.2%	4.0%	9.3%
Emerging countries and Asia	2,135	2,334	9.3%	6.8%	10.8%
<i>Internal sales</i>	-460	-485	---	---	---
Group	9,757	10,161	4.1%	3.4%	5.6%

^a Including inter-division eliminations.