

## Appendix 1: Results by business sector and geographic area

<b>I. SALES</b>	2017 (in €m)	2018 (in €m)	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
<b>by sector and division:</b>					
<b>Innovative Materials<sup>1</sup></b>	<b>10,383</b>	<b>10,524</b>	<b>+1.4%</b>	<b>+0.9%</b>	<b>+4.8%</b>
Flat Glass	5,672	5,632	-0.7%	-0.7%	+2.8%
High-Performance Materials	4,738	4,920	+3.8%	+2.8%	+7.2%
<b>Construction Products<sup>1</sup></b>	<b>12,624</b>	<b>12,855</b>	<b>+1.8%</b>	<b>+1.4%</b>	<b>+5.6%</b>
Interior Solutions	6,884	7,167	+4.1%	+2.1%	+5.5%
Exterior Solutions	5,834	5,789	-0.8%	+0.7%	+5.7%
<b>Building Distribution</b>	<b>18,800</b>	<b>19,400</b>	<b>+3.2%</b>	<b>+2.2%</b>	<b>+3.6%</b>
Internal sales and misc.	(997)	(1,005)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>40,810</b>	<b>41,774</b>	<b>+2.4%</b>	<b>+1.5%</b>	<b>+4.4%</b>

<sup>1</sup> including inter-division eliminations.

<b>by geographic area:</b>					
France	10,600	10,935	+3.2%	+3.0%	+3.0%
Other Western European countries	17,611	18,265	+3.7%	+2.0%	+3.5%
North America	5,418	5,536	+2.2%	+1.5%	+6.2%
Emerging countries and Asia	9,166	9,127	-0.4%	-0.3%	+7.4%
Internal sales	(1,985)	(2,089)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>40,810</b>	<b>41,774</b>	<b>+2.4%</b>	<b>+1.5%</b>	<b>+4.4%</b>

<b>II. OPERATING INCOME</b>	2017 (in €m)	2018 (in €m)	Change on an actual structure basis	2017 (in % of sales)	2018 (in % of sales)
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>1,286</b>	<b>1,304</b>	<b>+1.4%</b>	<b>12.4%</b>	<b>12.4%</b>
Flat Glass	571	501	-12.3%	10.1%	8.9%
High-Performance Materials	715	803	+12.3%	15.1%	16.3%
<b>Construction Products</b>	<b>1,143</b>	<b>1,192</b>	<b>+4.3%</b>	<b>9.1%</b>	<b>9.3%</b>
Interior Solutions	652	756	+16.0%	9.5%	10.5%
Exterior Solutions	491	436	-11.2%	8.4%	7.5%
<b>Building Distribution</b>	<b>631</b>	<b>634</b>	<b>+0.5%</b>	<b>3.4%</b>	<b>3.3%</b>
Misc.	(32)	(8)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>3,028</b>	<b>3,122</b>	<b>+3.1%</b>	<b>7.4%</b>	<b>7.5%</b>

<b>by geographic area:</b>					
France	331	389	+17.5%	3.1%	3.6%
Other Western European countries	1,034	1,008	-2.5%	5.9%	5.5%
North America	611	659	+7.9%	11.3%	11.9%
Emerging countries and Asia	1,052	1,066	+1.3%	11.5%	11.7%
<b>Group Total</b>	<b>3,028</b>	<b>3,122</b>	<b>+3.1%</b>	<b>7.4%</b>	<b>7.5%</b>

<b>III. BUSINESS INCOME</b>	2017 (in €m)	2018 (in €m)	Change on an actual structure basis	2017 (in % of sales)	2018 (in % of sales)
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>1,188</b>	<b>884</b>	<b>-25.6%</b>	<b>11.4%</b>	<b>8.4%</b>
Flat Glass	580	320	-44.8%	10.2%	5.7%
High-Performance Materials	608	564	-7.2%	12.8%	11.5%
<b>Construction Products</b>	<b>950</b>	<b>650</b>	<b>-31.6%</b>	<b>7.5%</b>	<b>5.1%</b>
Interior Solutions	556	698	+25.5%	8.1%	9.7%
Exterior Solutions	394	(48)	n.s.	6.8%	-0.8%
<b>Building Distribution</b>	<b>493</b>	<b>(782)</b>	<b>n.s.</b>	<b>2.6%</b>	<b>-4.0%</b>
Misc. (a)	(120)	46	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>2,511</b>	<b>798</b>	<b>-68.2%</b>	<b>6.2%</b>	<b>1.9%</b>

<b>by geographic area:</b>					
France	187	(415)	n.s.	1.8%	-3.8%
Other Western European countries	865	(196)	n.s.	4.9%	-1.1%
North America (a)	388	446	+14.9%	7.2%	8.1%
Emerging countries and Asia	1,071	963	-10.1%	11.7%	10.6%
<b>Group Total</b>	<b>2,511</b>	<b>798</b>	<b>-68.2%</b>	<b>6.2%</b>	<b>1.9%</b>

(a) after asbestos-related charge (before tax) of €90m in 2017 and in 2018

<b>IV. CASH FLOW</b>	<b>2017 (in €m)</b>	<b>2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>2017 (in % of sales)</b>	<b>2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>1,188</b>	<b>1,186</b>	<b>-0.2%</b>	<b>11.4%</b>	<b>11.3%</b>
<i>Flat Glass</i>	583	494	-15.3%	10.3%	8.8%
<i>High-Performance Materials</i>	605	692	+14.4%	12.8%	14.1%
<b>Construction Products</b>	<b>1,015</b>	<b>1,030</b>	<b>+1.5%</b>	<b>8.0%</b>	<b>8.0%</b>
<b>Building Distribution</b>	<b>653</b>	<b>583</b>	<b>-10.7%</b>	<b>3.5%</b>	<b>3.0%</b>
Misc. <sup>(b)</sup>	164	224	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>3,020</b>	<b>3,023</b>	<b>+0.1%</b>	<b>7.4%</b>	<b>7.2%</b>
<b>by geographic area:</b>					
France	397	363	-8.6%	3.7%	3.3%
Other Western European countries	1,026	1,039	+1.3%	5.8%	5.7%
North America <sup>(b)</sup>	554	539	-2.7%	10.2%	9.7%
Emerging countries and Asia	1,043	1,082	+3.7%	11.4%	11.9%
<b>Group Total</b>	<b>3,020</b>	<b>3,023</b>	<b>+0.1%</b>	<b>7.4%</b>	<b>7.2%</b>

<sup>(b)</sup> after asbestos-related charge (after tax) of €55m in 2017 and €67m in 2018

<b>V. CAPITAL EXPENDITURE</b>	<b>2017 (in €m)</b>	<b>2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>2017 (in % of sales)</b>	<b>2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>660</b>	<b>713</b>	<b>+8.0%</b>	<b>6.4%</b>	<b>6.8%</b>
<i>Flat Glass</i>	468	486	+3.8%	8.3%	8.6%
<i>High-Performance Materials</i>	192	227	+18.2%	4.1%	4.6%
<b>Construction Products</b>	<b>582</b>	<b>621</b>	<b>+6.7%</b>	<b>4.6%</b>	<b>4.8%</b>
<i>Interior Solutions</i>	374	402	+7.5%	5.4%	5.6%
<i>Exterior Solutions</i>	208	219	+5.3%	3.6%	3.8%
<b>Building Distribution</b>	<b>251</b>	<b>263</b>	<b>+4.8%</b>	<b>1.3%</b>	<b>1.4%</b>
Misc.	45	69	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,538</b>	<b>1,666</b>	<b>+8.3%</b>	<b>3.8%</b>	<b>4.0%</b>
<b>by geographic area:</b>					
France	293	337	+15.0%	2.8%	3.1%
Other Western European countries	431	441	+2.3%	2.4%	2.4%
North America	201	213	+6.0%	3.7%	3.8%
Emerging countries and Asia	613	675	+10.1%	6.7%	7.4%
<b>Group Total</b>	<b>1,538</b>	<b>1,666</b>	<b>+8.3%</b>	<b>3.8%</b>	<b>4.0%</b>

<b>VI. EBITDA</b>	<b>2017 (in €m)</b>	<b>2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>2017 (in % of sales)</b>	<b>2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>1,733</b>	<b>1,742</b>	<b>+0.5%</b>	<b>16.7%</b>	<b>16.6%</b>
<i>Flat Glass</i>	851	772	-9.3%	15.0%	13.7%
<i>High-Performance Materials</i>	882	970	+10.0%	18.6%	19.7%
<b>Construction Products</b>	<b>1,609</b>	<b>1,649</b>	<b>+2.5%</b>	<b>12.7%</b>	<b>12.8%</b>
<i>Interior Solutions</i>	953	1,060	+11.2%	13.8%	14.8%
<i>Exterior Solutions</i>	656	589	-10.2%	11.2%	10.2%
<b>Building Distribution</b>	<b>892</b>	<b>902</b>	<b>+1.1%</b>	<b>4.7%</b>	<b>4.6%</b>
Misc.	0	31	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>4,234</b>	<b>4,324</b>	<b>+2.1%</b>	<b>10.4%</b>	<b>10.4%</b>
<b>by geographic area:</b>					
France	624	682	+9.3%	5.9%	6.2%
Other Western European countries	1,398	1,388	-0.7%	7.9%	7.6%
North America	777	822	+5.8%	14.3%	14.8%
Emerging countries and Asia	1,435	1,432	-0.2%	15.7%	15.7%
<b>Group Total</b>	<b>4,234</b>	<b>4,324</b>	<b>+2.1%</b>	<b>10.4%</b>	<b>10.4%</b>

## Appendix 2: Results by business sector and geographic area - 2<sup>nd</sup> Half

<b>I. SALES</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>Change on a comparable structure basis</b>	<b>Like-for-like change</b>
<b>by sector and division:</b>					
<b>Innovative Materials<sup>1</sup></b>	<b>5,141</b>	<b>5,242</b>	<b>+2.0%</b>	<b>+1.7%</b>	<b>+3.6%</b>
<i>Flat Glass</i>	2,807	2,780	-1.0%	-0.5%	+2.1%
<i>High-Performance Materials</i>	2,351	2,479	+5.4%	+4.3%	+5.2%
<b>Construction Products<sup>1</sup></b>	<b>6,295</b>	<b>6,379</b>	<b>+1.3%</b>	<b>+2.6%</b>	<b>+4.2%</b>
<i>Interior Solutions</i>	3,467	3,588	+3.5%	+2.1%	+3.9%
<i>Exterior Solutions</i>	2,876	2,842	-1.2%	+3.3%	+4.8%
<b>Building Distribution</b>	<b>9,456</b>	<b>9,850</b>	<b>+4.2%</b>	<b>+3.0%</b>	<b>+4.0%</b>
<i>Internal sales and misc.</i>	(491)	(484)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>20,401</b>	<b>20,987</b>	<b>+2.9%</b>	<b>+2.5%</b>	<b>+4.0%</b>

<sup>1</sup> including inter-division eliminations.

<b>by geographic area:</b>					
France	5,202	5,366	+3.2%	+2.9%	+2.9%
Other Western European countries	8,875	9,231	+4.0%	+2.5%	+3.3%
North America	2,594	2,752	+6.1%	+5.1%	+2.6%
Emerging countries and Asia	4,709	4,623	-1.8%	+0.4%	+6.7%
<i>Internal sales</i>	(979)	(985)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>20,401</b>	<b>20,987</b>	<b>+2.9%</b>	<b>+2.5%</b>	<b>+4.0%</b>

<b>II. OPERATING INCOME</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H2 2017 (in % of sales)</b>	<b>H2 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>643</b>	<b>653</b>	<b>+1.6%</b>	<b>12.5%</b>	<b>12.5%</b>
<i>Flat Glass</i>	287	272	-5.2%	10.2%	9.8%
<i>High-Performance Materials</i>	356	381	+7.0%	15.1%	15.4%
<b>Construction Products</b>	<b>557</b>	<b>632</b>	<b>+13.5%</b>	<b>8.8%</b>	<b>9.9%</b>
<i>Interior Solutions</i>	315	403	+27.9%	9.1%	11.2%
<i>Exterior Solutions</i>	242	229	-5.4%	8.4%	8.1%
<b>Building Distribution</b>	<b>383</b>	<b>380</b>	<b>-0.8%</b>	<b>4.1%</b>	<b>3.9%</b>
Misc.	(20)	(12)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,563</b>	<b>1,653</b>	<b>+5.8%</b>	<b>7.7%</b>	<b>7.9%</b>

<b>by geographic area:</b>					
France	198	204	+3.0%	3.8%	3.8%
Other Western European countries	513	521	+1.6%	5.8%	5.6%
North America	277	349	+26.0%	10.7%	12.7%
Emerging countries and Asia	575	579	+0.7%	12.2%	12.5%
<b>Group Total</b>	<b>1,563</b>	<b>1,653</b>	<b>+5.8%</b>	<b>7.7%</b>	<b>7.9%</b>

<b>III. BUSINESS INCOME</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H2 2017 (in % of sales)</b>	<b>H2 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>608</b>	<b>334</b>	<b>-45.1%</b>	<b>11.8%</b>	<b>6.4%</b>
<i>Flat Glass</i>	308	159	-48.4%	11.0%	5.7%
<i>High-Performance Materials</i>	300	175	-41.7%	12.8%	7.1%
<b>Construction Products</b>	<b>393</b>	<b>452</b>	<b>+15.0%</b>	<b>6.2%</b>	<b>7.1%</b>
<i>Interior Solutions</i>	235	381	+62.1%	6.8%	10.6%
<i>Exterior Solutions</i>	158	71	-55.1%	5.5%	2.5%
<b>Building Distribution</b>	<b>257</b>	<b>(1,023)</b>	<b>n.s.</b>	<b>2.7%</b>	<b>-10.4%</b>
Misc. <sup>(a)</sup>	(53)	(84)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,205</b>	<b>(321)</b>	<b>-126.6%</b>	<b>5.9%</b>	<b>-1.5%</b>

<b>by geographic area:</b>					
France	69	(436)	n.s.	1.3%	-8.1%
Other Western European countries	394	(789)	n.s.	4.4%	-8.5%
North America <sup>(a)</sup>	146	212	+45.2%	5.6%	7.7%
Emerging countries and Asia	596	692	+16.1%	12.7%	15.0%
<b>Group Total</b>	<b>1,205</b>	<b>(321)</b>	<b>-126.6%</b>	<b>5.9%</b>	<b>-1.5%</b>

<sup>(a)</sup> after asbestos-related charge (before tax) of €45m in H2-2017 and in H2-2018

<b>IV. CASH FLOW</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H2 2017 (in % of sales)</b>	<b>H2 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>596</b>	<b>589</b>	<b>-1.2%</b>	<b>11.6%</b>	<b>11.2%</b>
<i>Flat Glass</i>	259	255	-1.5%	9.2%	9.2%
<i>High-Performance Materials</i>	337	334	-0.9%	14.3%	13.5%
<b>Construction Products</b>	<b>509</b>	<b>529</b>	<b>+3.9%</b>	<b>8.1%</b>	<b>8.3%</b>
<b>Building Distribution</b>	<b>410</b>	<b>345</b>	<b>-15.9%</b>	<b>4.3%</b>	<b>3.5%</b>
Misc. <sup>(b)</sup>	98	150	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,613</b>	<b>1,613</b>	<b>+0.0%</b>	<b>7.9%</b>	<b>7.7%</b>
<b>by geographic area:</b>					
France	286	240	-16.1%	5.5%	4.5%
Other Western European countries	481	502	+4.4%	5.4%	5.4%
North America <sup>(b)</sup>	301	296	-1.7%	11.6%	10.8%
Emerging countries and Asia	545	575	+5.5%	11.6%	12.4%
<b>Group Total</b>	<b>1,613</b>	<b>1,613</b>	<b>+0.0%</b>	<b>7.9%</b>	<b>7.7%</b>

<sup>(b)</sup> after asbestos-related charge (after tax) of €28m in H2-2017 and €33m in H2-2018

<b>V. CAPITAL EXPENDITURE</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H2 2017 (in % of sales)</b>	<b>H2 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>499</b>	<b>472</b>	<b>-5.4%</b>	<b>9.7%</b>	<b>9.0%</b>
<i>Flat Glass</i>	366	321	-12.3%	13.0%	11.5%
<i>High-Performance Materials</i>	133	151	+13.5%	5.7%	6.1%
<b>Construction Products</b>	<b>425</b>	<b>426</b>	<b>+0.2%</b>	<b>6.8%</b>	<b>6.7%</b>
<i>Interior Solutions</i>	275	281	+2.2%	7.9%	7.8%
<i>Exterior Solutions</i>	150	145	-3.3%	5.2%	5.1%
<b>Building Distribution</b>	<b>159</b>	<b>163</b>	<b>+2.5%</b>	<b>1.7%</b>	<b>1.7%</b>
Misc.	28	44	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,111</b>	<b>1,105</b>	<b>-0.5%</b>	<b>5.4%</b>	<b>5.3%</b>
<b>by geographic area:</b>					
France	203	238	+17.2%	3.9%	4.4%
Other Western European countries	313	287	-8.3%	3.5%	3.1%
North America	136	138	+1.5%	5.2%	5.0%
Emerging countries and Asia	459	442	-3.7%	9.7%	9.6%
<b>Group Total</b>	<b>1,111</b>	<b>1,105</b>	<b>-0.5%</b>	<b>5.4%</b>	<b>5.3%</b>

<b>VI. EBITDA</b>	<b>H2 2017 (in €m)</b>	<b>H2 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H2 2017 (in % of sales)</b>	<b>H2 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>864</b>	<b>870</b>	<b>+0.7%</b>	<b>16.8%</b>	<b>16.6%</b>
<i>Flat Glass</i>	425	404	-4.9%	15.1%	14.5%
<i>High-Performance Materials</i>	439	466	+6.2%	18.7%	18.8%
<b>Construction Products</b>	<b>791</b>	<b>862</b>	<b>+9.0%</b>	<b>12.6%</b>	<b>13.5%</b>
<i>Interior Solutions</i>	465	557	+19.8%	13.4%	15.5%
<i>Exterior Solutions</i>	326	305	-6.4%	11.3%	10.7%
<b>Building Distribution</b>	<b>514</b>	<b>515</b>	<b>+0.2%</b>	<b>5.4%</b>	<b>5.2%</b>
Misc.	(6)	7	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>2,163</b>	<b>2,254</b>	<b>+4.2%</b>	<b>10.6%</b>	<b>10.7%</b>
<b>by geographic area:</b>					
France	345	348	+0.9%	6.6%	6.5%
Other Western European countries	694	711	+2.4%	7.8%	7.7%
North America	357	433	+21.3%	13.8%	15.7%
Emerging countries and Asia	767	762	-0.7%	16.3%	16.5%
<b>Group Total</b>	<b>2,163</b>	<b>2,254</b>	<b>+4.2%</b>	<b>10.6%</b>	<b>10.7%</b>

### Appendix 3: Sales by business sector and geographic area - 4<sup>th</sup> Quarter

<b>SALES</b>	<b>Q4 2017 (in €m)</b>	<b>Q4 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>Change on a comparable structure basis</b>	<b>Like-for-like change</b>
<b>by sector and division:</b>					
<b>Innovative Materials<sup>1</sup></b>	<b>2,596</b>	<b>2,665</b>	<b>+2.7%</b>	<b>+2.5%</b>	<b>+3.6%</b>
<i>Flat Glass</i>	1,425	1,403	-1.5%	-0.8%	+1.1%
<i>High-Performance Materials</i>	1,179	1,274	+8.1%	+6.7%	+7.0%
<b>Construction Products<sup>1</sup></b>	<b>3,112</b>	<b>3,187</b>	<b>+2.4%</b>	<b>+4.6%</b>	<b>+5.4%</b>
<i>Interior Solutions</i>	1,771	1,837	+3.7%	+3.1%	+4.3%
<i>Exterior Solutions</i>	1,366	1,377	+0.8%	+6.7%	+7.2%
<b>Building Distribution</b>	<b>4,781</b>	<b>5,035</b>	<b>+5.3%</b>	<b>+4.3%</b>	<b>+5.0%</b>
<i>Internal sales and misc.</i>	(249)	(243)	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
<b>Group Total</b>	<b>10,240</b>	<b>10,644</b>	<b>+3.9%</b>	<b>+3.9%</b>	<b>+4.8%</b>

<sup>1</sup> including inter-division eliminations.

<b>by geographic area:</b>					
France	2,725	2,807	+3.0%	+2.8%	+2.8%
Other Western European countries	4,395	4,633	+5.4%	+4.3%	+4.9%
North America	1,239	1,353	+9.2%	+7.9%	+4.1%
Emerging countries and Asia	2,375	2,333	-1.8%	+1.2%	+6.2%
<i>Internal sales</i>	(494)	(482)	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
<b>Group Total</b>	<b>10,240</b>	<b>10,644</b>	<b>+3.9%</b>	<b>+3.9%</b>	<b>+4.8%</b>

## Appendix 4: Consolidated balance sheet

<i>in € million</i>	<b>Dec. 31, 2017</b>	<b>Dec. 31, 2018</b>
<b>Assets</b>		
Goodwill	10,575	9,988
Other intangible assets	2,603	2,526
Property, plant and equipment	11,590	11,335
Investments in equity-accounted companies	379	412
Deferred tax assets	938	837
Other non-current assets	774	2,527
<b>Non-current assets</b>	<b>26,859</b>	<b>27,625</b>
Inventories	6,041	6,252
Trade accounts receivable	5,134	4,968
Current tax receivable	204	286
Other receivables	1,395	1,609
Assets held for sale - Discontinued operations	0	614
Cash and cash equivalents	3,284	2,688
<b>Current assets</b>	<b>16,058</b>	<b>16,417</b>
<b>Total assets</b>	<b>42,917</b>	<b>44,042</b>
<b>Equity and Liabilities</b>		
Capital stock	2,214	2,186
Additional paid-in capital and legal reserve	5,944	5,646
Retained earnings and consolidated net income	12,167	11,969
Cumulative translation adjustments	(1,756)	(1,640)
Fair value reserves	22	(124)
Treasury stock	(123)	(106)
<b>Shareholders' equity</b>	<b>18,468</b>	<b>17,931</b>
Minority interests	384	331
<b>Total equity</b>	<b>18,852</b>	<b>18,262</b>
Non-current portion of long-term debt	7,655	9,218
Provisions for pensions and other employee benefits	2,927	2,525
Deferred tax liabilities	427	472
Other non-current liabilities and provisions	1,053	1,036
<b>Non-current liabilities</b>	<b>12,062</b>	<b>13,251</b>
Current portion of long-term debt	1,064	1,184
Current portion of other liabilities and provisions	412	465
Trade accounts payable	6,027	6,116
Current tax liabilities	157	104
Other payables	3,823	3,859
Liabilities held for sale - Discontinued operations	0	322
Short-term debt and bank overdrafts	520	479
<b>Current liabilities</b>	<b>12,003</b>	<b>12,529</b>
<b>Total equity and liabilities</b>	<b>42,917</b>	<b>44,042</b>

## Appendix 5: Consolidated cash flow statement

(in € million)

	2017	2018
<b>Net income of operations attributable to equity holders of the parent</b>	<b>1,566</b>	<b>420</b>
Minority interests in net income	59	77
Share in net income of associates, net of dividends received	(13)	(19)
Depreciation, amortization and impairment of assets	1,442	3,205
Gains and losses on disposals of assets	(46)	(20)
Extraordinary net income SWH/Sika	0	(781)
Unrealized gains and losses arising from changes in fair value and share-based payments	16	23
Argentina hyperinflation restatement	0	(4)
Changes in inventories	(348)	(418)
Changes in trade accounts receivable and payable, and other accounts receivable and payable	139	98
Changes in tax receivable and payable	236	(133)
Changes in deferred taxes and provisions for other liabilities and charges	(286)	44
<b>Net cash from operating activities</b>	<b>2,765</b>	<b>2,492</b>
Purchases of property, plant and equipment [ 2017: (1,538), 2018: (1,666) ] and intangible assets	(1,722)	(1,855)
Acquisitions of property, plant and equipment under finance leases	(15)	(24)
Increase (decrease) in amounts due to suppliers of fixed assets	99	(19)
Acquisitions of shares in consolidated companies [ 2017: (553), 2018: (669) ], net of debt acquired	(588)	(698)
Acquisitions of other investments	(84)	(937)
Increase in investment-related liabilities	17	39
Decrease in investment-related liabilities	(42)	(25)
<b>Investments</b>	<b>(2,335)</b>	<b>(3,519)</b>
Disposals of property, plant and equipment and intangible assets	183	30
Disposals of shares in consolidated companies, net of net debt divested	4	187
Disposals of other investments and other divestments	1	3
(Increase) decrease in receivable on disposal of assets	0	(108)
<b>Divestments</b>	<b>188</b>	<b>112</b>
Increase in loans and deposits	(183)	(268)
Decrease in loans and deposits	186	155
<b>Net cash from (used in) investment and divestment activities</b>	<b>(2,144)</b>	<b>(3,520)</b>
Issues of capital stock	187	193
(Increase) decrease in treasury stock	(406)	(532)
Dividends paid	(693)	(707)
Minority interests' share in capital increases of subsidiaries	7	16
Change in investment-related liabilities (put on minority interests)	(36)	0
Acquisitions of minority interests without gain of control	(4)	(93)
Disposal of minority interests without loss of control	25	0
Dividends paid to minority shareholders of consolidated subsidiaries	(27)	(55)
Increase (decrease) in dividends payable	(11)	11
<b>Net cash from (used in) financing activities</b>	<b>(958)</b>	<b>(1,167)</b>
Net effect of IFRS 9 on net debt	0	(4)
Net effect of exchange rate changes on net debt	22	(36)
Net effect from changes in fair value on net debt	4	(17)
Net effect of exchange rate changes on net debt of discontinued operations	0	0
Net debt classified as assets and liabilities held for sale	0	14
<b>Increase (decrease) in net debt</b>	<b>(311)</b>	<b>(2,238)</b>
<b>Net debt at beginning of period</b>	<b>(5,644)</b>	<b>(5,955)</b>
<b>Net debt at end of period</b>	<b>(5,955)</b>	<b>(8,193)</b>

## Appendix 6: Debt at December 31, 2018

Amounts in €bn

Comments

### Amount and structure of net debt €bn

Gross debt	10.9	At at December 31, 2018 : 83% of gross debt was at <b>fixed interest rates</b> and the <b>average cost</b> of gross debt was 2.3%
Cash & cash equivalents	2.7	
Net debt	8.2	

### Breakdown of gross debt 10.9

<b>Bond debt and perpetual notes</b>	<b>9.5</b>	
September 2019	1.0	
March 2020	1.0	
June 2020	0.5	
June 2021	0.7	
March 2022	0.9	
October 2022	0.1	
September 2023	0.5	
December 2023	0.4	
After December 2023	4.4	
<b>Other long-term debt</b>	<b>0.7</b>	(including EUR 0.4bn long-term securitization)
<b>Short-term debt</b>	<b>0.7</b>	(excluding bonds)
Securitization	0.3	(EUR 0.2bn equivalent in USD + EUR 0.1bn)
Local debt and accrued interest	0.4	Frequent rollover; many different sources of financing

### Credit lines, cash & cash equivalents 6.7

Cash and cash equivalents	2.7	
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	Financial covenants
Syndicated line:	€2.5bn	December 2023	None
Syndicated line:	€1.5bn	December 2023	None



## **Appendix 7: External sales by business sector and geographic area**

FY 2018, in % of total

	<b>Innovative Materials</b>	<b>Construction Products</b>	<b>Building Distribution</b>	<b>Total</b>
France	2.6%	3.1%	19.2%	<b>24.9%</b>
Germany - Austria	2.4%	2.0%	4.6%	<b>9.0%</b>
United Kingdom - Ireland	0.7%	2.1%	7.4%	<b>10.2%</b>
Scandinavia and Finland	0.5%	2.3%	10.3%	<b>13.1%</b>
Other Western European countries	3.0%	3.2%	3.5%	<b>9.7%</b>
North America	4.7%	8.0%	-	<b>12.7%</b>
Latin America	3.5%	1.8%	0.9%	<b>6.2%</b>
Asia	4.8%	2.7%	-	<b>7.5%</b>
Eastern Europe	2.5%	2.0%	0.6%	<b>5.1%</b>
Middle East & Africa	0.2%	1.4%	-	<b>1.6%</b>
<b>Total</b>	<b>24.9%</b>	<b>28.6%</b>	<b>46.5%</b>	<b>100.0%</b>

**Appendix 8: New organization**  
**Sales by business and geographic area**

**Q1 2018**

in € million	Q1 2018 Sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
High Performance Solutions	1,784	-1.7%	-2.2%	+4.7%
Northern Europe	3,396	-2.9%	-4.6%	-1.9%
Southern Europe - Middle East - Africa	3,223	+2.3%	+1.9%	+2.6%
Americas	1,210	-8.3%	-10.7%	+4.1%
Asia-Pacific	442	-4.9%	-4.9%	+3.8%
<i>Internal sales and misc.</i>	-300	---	---	---
<b>by geographic area:</b>				
France	2,673	+1.4%	+1.3%	+1.3%
Other Western European countries	4,166	-1.8%	-3.4%	-1.1%
North America	1,275	-8.8%	-9.0%	+4.6%
Emerging countries and Asia	2,184	+0.5%	-2.0%	+6.8%
<i>Internal sales</i>	-543	---	---	---
<b>Group Total</b>	<b>9,755</b>	<b>-1.8%</b>	<b>-3.1%</b>	<b>+1.6%</b>

Europe				
Industry	2,409	+2.0%	-0.4%	+1.5%
Distribution	4,305	-1.8%	-2.2%	-0.6%

**H1 2018**

in € million	H1 2018 Sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
High Performance Solutions	3,706	+1.9%	+1.3%	+7.6%
Northern Europe	7,459	+2.4%	+0.6%	+3.1%
Southern Europe - Middle East - Africa	6,729	+4.0%	+3.4%	+4.1%
Americas	2,591	-2.5%	-4.2%	+9.8%
Asia-Pacific	912	-6.5%	-6.5%	+0.6%
<i>Internal sales and misc.</i>	-610	n.s.	n.s.	n.s.
<b>by geographic area:</b>				
France	5,569	+3.2%	+3.1%	+3.1%
Other Western European countries	9,034	+3.4%	+1.5%	+3.6%
North America	2,784	-1.4%	-1.9%	+9.4%
Emerging countries and Asia	4,504	+1.1%	-0.9%	+8.2%
<i>Internal sales</i>	-1,104	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>20,787</b>	<b>+1.9%</b>	<b>+0.5%</b>	<b>+4.9%</b>

Europe				
Industry	5,027	+4.5%	+2.2%	+4.4%
Distribution	9,367	+2.6%	+1.9%	+3.3%

## 9-month 2018

in € million	9-month 2018 Sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
High Performance Solutions	5,500	+2.1%	+1.5%	+6.4%
Northern Europe	11,414	+2.4%	+0.6%	+2.8%
Southern Europe - Middle East - Africa	9,836	+3.8%	+3.1%	+3.9%
Americas	3,900	-1.9%	-3.2%	+8.1%
Asia-Pacific	1,377	-8.0%	-4.9%	+0.7%
<i>Internal sales and misc.</i>	-897	---	---	---
<b>by geographic area:</b>				
France	8,128	+3.2%	+3.1%	+3.1%
Other Western European countries	13,632	+3.1%	+1.2%	+3.0%
North America	4,183	+0.1%	-0.5%	+6.8%
Emerging countries and Asia	6,794	+0.0%	-0.8%	+7.9%
<i>Internal sales</i>	-1,607	---	---	---
<b>Group Total</b>	<b>31,130</b>	<b>+1.8%</b>	<b>+0.7%</b>	<b>+4.3%</b>

Europe				
Industry	7,461	+3.6%	+1.7%	+3.8%
Distribution	14,096	+3.0%	+2.0%	+3.3%

## FY 2018

in € million	FY 2018 Sales	Change on an actual structure basis	Change on a comparable structure basis	Like-for-like change
High Performance Solutions	7,370	+2.7%	+2.0%	+5.9%
Northern Europe	15,297	+3.1%	+1.7%	+3.5%
Southern Europe - Middle East - Africa	13,237	+3.6%	+3.0%	+3.7%
Americas	5,174	-0.8%	-1.6%	+7.5%
Asia-Pacific	1,864	-8.0%	-2.9%	+1.8%
<i>Internal sales and misc.</i>	-1,168	n.s.	n.s.	n.s.
<b>by geographic area:</b>				
France	10,935	+3.2%	+3.0%	+3.0%
Other Western European countries	18,265	+3.7%	+2.0%	+3.5%
North America	5,536	+2.2%	+1.5%	+6.2%
Emerging countries and Asia	9,127	-0.4%	-0.3%	+7.4%
<i>Internal sales</i>	-2,089	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>41,774</b>	<b>+2.4%</b>	<b>+1.5%</b>	<b>+4.4%</b>

Europe				
Industry	9,923	+3.2%	+1.8%	+3.7%
Distribution	19,034	+3.6%	+2.7%	+3.7%

## Appendix 9: New organization

### External sales by business and geographic area

FY 2018, in % of total

	High Performance Solutions	Northern Europe	Southern Europe - Middle East - Africa	Americas	Asia-Pacific	Total
France	1.5%		23.4%			<b>24.9%</b>
Germany - Austria	1.5%	7.5%				<b>9.0%</b>
United Kingdom - Ireland	0.2%	10.0%				<b>10.2%</b>
Scandinavia and Baltic states	0.4%	12.7%				<b>13.1%</b>
Other Western European countries	1.8%	2.1%	5.8%			<b>9.7%</b>
Eastern Europe	1.8%	3.3%				<b>5.1%</b>
Middle East & Africa	0.1%		1.5%			<b>1.6%</b>
North America	4.6%			8.1%		<b>12.7%</b>
Latin America	2.2%			4.0%		<b>6.2%</b>
Asia-Pacific	3.3%				4.2%	<b>7.5%</b>
<b>Total</b>	<b>17.4%</b>	<b>35.6%</b>	<b>30.7%</b>	<b>12.1%</b>	<b>4.2%</b>	<b>100.0%</b>

### Sales and operating income by business and geographic area

FY 2018, in % of total

	Sales 2018	Operating income 2018*
High Performance Solutions	17%	32%
Northern Europe	36%	26%
Southern Europe - Middle East - Africa	31%	18%
Americas	12%	18%
Asia-Pacific	4%	6%
<b>by geographic area:</b>		
France	25%	13%
Other Western European countries	42%	32%
North America	13%	21%
Emerging countries and Asia	20%	34%
<b>Group Total</b>	<b>100%</b>	<b>100%</b>

Europe	Sales 2018	Operating income 2018*
Industry	31%	55%
Distribution	69%	45%

\*estimates