

Appendix : Sales by business sector and geographic area - Third Quarter

SALES	Q3 2010 (in EUR m)	Q3 2011 (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)	2,383	2,402	+0.8%	+2.4%	+4.9%
Flat Glass	1,317	1,356	+3.0%	+2.1%	+3.4%
High-Performance Materials	1,068	1,051	-1.6%	+2.9%	+7.1%
Construction Products (1)	2,847	2,990	+5.0%	+4.0%	+6.9%
Interior Solutions	1,337	1,401	+4.8%	+3.8%	+5.9%
Exterior Solutions	1,521	1,603	+5.4%	+4.4%	+7.9%
Building Distribution	4,570	4,720	+3.3%	+2.8%	+3.0%
Packaging (Verallia)	923	900	-2.5%	-3.4%	+0.0%
Internal sales and misc.	-245	-258	n.m.	n.m.	n.m.
Group Total	10,478	10,754	+2.6%	+2.4%	+4.1%

(1) including intra-sector eliminations

By geographic area:					
France	2,734	2,784	+1.8%	+1.6%	+1.6%
Other Western European countries	4,563	4,669	+2.3%	+2.1%	+1.8%
North America	1,441	1,441	+0.0%	+1.8%	+11.0%
Emerging countries and Asia	2,200	2,318	+5.4%	+4.2%	+7.2%
Internal sales	-460	-458	n.m.	n.m.	n.m.
Group Total	10,478	10,754	+2.6%	+2.4%	+4.1%