

## Appendix 1: Results by business sector and geographic area - First Half

<b>I. SALES</b>	H1 2017 (in €m)	H1 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>5,242</b>	<b>5,282</b>	<b>+0.8%</b>	<b>+0.1%</b>	<b>+6.0%</b>
Flat Glass	2,865	2,852	-0.5%	-0.8%	+3.5%
High-Performance Materials	2,387	2,441	+2.3%	+1.4%	+9.2%
<b>Construction Products<sup>1</sup></b>	<b>6,329</b>	<b>6,476</b>	<b>+2.3%</b>	<b>+0.2%</b>	<b>+6.8%</b>
Interior Solutions	3,417	3,579	+4.7%	+2.1%	+7.1%
Exterior Solutions	2,958	2,947	-0.4%	-1.7%	+6.6%
<b>Building Distribution</b>	<b>9,344</b>	<b>9,550</b>	<b>+2.2%</b>	<b>+1.3%</b>	<b>+3.1%</b>
Internal sales and misc.	(506)	(521)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>20,409</b>	<b>20,787</b>	<b>+1.9%</b>	<b>+0.5%</b>	<b>+4.9%</b>

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

<b>by geographic area:</b>					
France	5,398	5,569	+3.2%	+3.1%	+3.1%
Other Western European countries	8,736	9,034	+3.4%	+1.5%	+3.6%
North America	2,824	2,784	-1.4%	-1.9%	+9.4%
Emerging countries and Asia	4,457	4,504	+1.1%	-0.9%	+8.2%
Internal sales	(1,006)	(1,104)	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>20,409</b>	<b>20,787</b>	<b>+1.9%</b>	<b>+0.5%</b>	<b>+4.9%</b>

<b>II. OPERATING INCOME</b>	H1 2017 (in €m)	H1 2018 (in €m)	Change on an actual structure basis	H1 2017 (in % of sales)	H1 2018 (in % of sales)
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>643</b>	<b>651</b>	<b>+1.2%</b>	<b>12.3%</b>	<b>12.3%</b>
Flat Glass	284	229	-19.4%	9.9%	8.0%
High-Performance Materials	359	422	+17.5%	15.0%	17.3%
<b>Construction Products</b>	<b>586</b>	<b>560</b>	<b>-4.4%</b>	<b>9.3%</b>	<b>8.6%</b>
Interior Solutions	337	353	+4.7%	9.9%	9.9%
Exterior Solutions	249	207	-16.9%	8.4%	7.0%
<b>Building Distribution</b>	<b>248</b>	<b>254</b>	<b>+2.4%</b>	<b>2.7%</b>	<b>2.7%</b>
Misc.	(12)	4	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,465</b>	<b>1,469</b>	<b>+0.3%</b>	<b>7.2%</b>	<b>7.1%</b>

<b>by geographic area:</b>					
France	133	185	+39.1%	2.5%	3.3%
Other Western European countries	521	487	-6.5%	6.0%	5.4%
North America	334	310	-7.2%	11.8%	11.1%
Emerging countries and Asia	477	487	+2.1%	10.7%	10.8%
<b>Group Total</b>	<b>1,465</b>	<b>1,469</b>	<b>+0.3%</b>	<b>7.2%</b>	<b>7.1%</b>

<b>III. BUSINESS INCOME</b>	H1 2017 (in €m)	H1 2018 (in €m)	Change on an actual structure basis	H1 2017 (in % of sales)	H1 2018 (in % of sales)
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>580</b>	<b>550</b>	<b>-5.2%</b>	<b>11.1%</b>	<b>10.4%</b>
Flat Glass	272	161	-40.8%	9.5%	5.6%
High-Performance Materials	308	389	+26.3%	12.9%	15.9%
<b>Construction Products</b>	<b>557</b>	<b>198</b>	<b>-64.5%</b>	<b>8.8%</b>	<b>3.1%</b>
Interior Solutions	321	317	-1.2%	9.4%	8.9%
Exterior Solutions	236	(119)	-150.4%	8.0%	-4.0%
<b>Building Distribution</b>	<b>236</b>	<b>241</b>	<b>+2.1%</b>	<b>2.5%</b>	<b>2.5%</b>
Misc. <sup>(a)</sup>	(67)	130	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,306</b>	<b>1,119</b>	<b>-14.3%</b>	<b>6.4%</b>	<b>5.4%</b>

<b>by geographic area:</b>					
France	118	21	-82.2%	2.2%	0.4%
Other Western European countries	471	593	+25.9%	5.4%	6.6%
North America <sup>(a)</sup>	242	234	-3.3%	8.6%	8.4%
Emerging countries and Asia	475	271	-42.9%	10.7%	6.0%
<b>Group Total</b>	<b>1,306</b>	<b>1,119</b>	<b>-14.3%</b>	<b>6.4%</b>	<b>5.4%</b>

<sup>(a)</sup> after asbestos-related charge (before tax) of €45m in H1-2017 and in H1-2018

<b>IV. CASH FLOW</b>	<b>H1 2017 (in €m)</b>	<b>H1 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H1 2017 (in % of sales)</b>	<b>H1 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>592</b>	<b>597</b>	<b>+0.8%</b>	<b>11.3%</b>	<b>11.3%</b>
<i>Flat Glass</i>	324	239	-26.2%	11.3%	8.4%
<i>High-Performance Materials</i>	268	358	+33.6%	11.2%	14.7%
<b>Construction Products</b>	<b>506</b>	<b>501</b>	<b>-1.0%</b>	<b>8.0%</b>	<b>7.7%</b>
<b>Building Distribution</b>	<b>243</b>	<b>238</b>	<b>-2.1%</b>	<b>2.6%</b>	<b>2.5%</b>
Misc. <sup>(b)</sup>	66	74	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>1,407</b>	<b>1,410</b>	<b>+0.2%</b>	<b>6.9%</b>	<b>6.8%</b>
<b>by geographic area:</b>					
France	111	123	+10.8%	2.1%	2.2%
Other Western European countries	545	537	-1.5%	6.2%	5.9%
North America <sup>(b)</sup>	253	243	-4.0%	9.0%	8.7%
Emerging countries and Asia	498	507	+1.8%	11.2%	11.3%
<b>Group Total</b>	<b>1,407</b>	<b>1,410</b>	<b>+0.2%</b>	<b>6.9%</b>	<b>6.8%</b>

<sup>(b)</sup> after asbestos-related charge (after tax) of €28m in H1-2017 and €33m in H1-2018

<b>V. CAPITAL EXPENDITURE</b>	<b>H1 2017 (in €m)</b>	<b>H1 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H1 2017 (in % of sales)</b>	<b>H1 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>161</b>	<b>241</b>	<b>+49.7%</b>	<b>3.1%</b>	<b>4.6%</b>
<i>Flat Glass</i>	102	165	+61.8%	3.6%	5.8%
<i>High-Performance Materials</i>	59	76	+28.8%	2.5%	3.1%
<b>Construction Products</b>	<b>157</b>	<b>195</b>	<b>+24.2%</b>	<b>2.5%</b>	<b>3.0%</b>
<i>Interior Solutions</i>	99	121	+22.2%	2.9%	3.4%
<i>Exterior Solutions</i>	58	74	+27.6%	2.0%	2.5%
<b>Building Distribution</b>	<b>92</b>	<b>100</b>	<b>+8.7%</b>	<b>1.0%</b>	<b>1.0%</b>
Misc.	17	25	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>427</b>	<b>561</b>	<b>+31.4%</b>	<b>2.1%</b>	<b>2.7%</b>
<b>by geographic area:</b>					
France	90	99	+10.0%	1.7%	1.8%
Other Western European countries	118	154	+30.5%	1.4%	1.7%
North America	65	75	+15.4%	2.3%	2.7%
Emerging countries and Asia	154	233	+51.3%	3.5%	5.2%
<b>Group Total</b>	<b>427</b>	<b>561</b>	<b>+31.4%</b>	<b>2.1%</b>	<b>2.7%</b>

<b>VI. EBITDA</b>	<b>H1 2017 (in €m)</b>	<b>H1 2018 (in €m)</b>	<b>Change on an actual structure basis</b>	<b>H1 2017 (in % of sales)</b>	<b>H1 2018 (in % of sales)</b>
<b>by sector and division:</b>					
<b>Innovative Materials</b>	<b>869</b>	<b>872</b>	<b>+0.3%</b>	<b>16.6%</b>	<b>16.5%</b>
<i>Flat Glass</i>	426	368	-13.6%	14.9%	12.9%
<i>High-Performance Materials</i>	443	504	+13.8%	18.6%	20.6%
<b>Construction Products</b>	<b>818</b>	<b>787</b>	<b>-3.8%</b>	<b>12.9%</b>	<b>12.2%</b>
<i>Interior Solutions</i>	488	503	+3.1%	14.3%	14.1%
<i>Exterior Solutions</i>	330	284	-13.9%	11.2%	9.6%
<b>Building Distribution</b>	<b>378</b>	<b>387</b>	<b>+2.4%</b>	<b>4.0%</b>	<b>4.1%</b>
Misc.	6	24	n.s.	n.s.	n.s.
<b>Group Total</b>	<b>2,071</b>	<b>2,070</b>	<b>-0.0%</b>	<b>10.1%</b>	<b>10.0%</b>
<b>by geographic area:</b>					
France	279	334	+19.7%	5.2%	6.0%
Other Western European countries	704	677	-3.8%	8.1%	7.5%
North America	420	389	-7.4%	14.9%	14.0%
Emerging countries and Asia	668	670	+0.3%	15.0%	14.9%
<b>Group Total</b>	<b>2,071</b>	<b>2,070</b>	<b>-0.0%</b>	<b>10.1%</b>	<b>10.0%</b>

## Appendix 2: Sales by business sector and geographic area - Second Quarter

<b>SALES</b>	<b>Q2 2017 (in €m)</b>	<b>Q2 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>2,636</b>	<b>2,732</b>	<b>+3.6%</b>	<b>+2.9%</b>	<b>+8.4%</b>
<i>Flat Glass</i>	1,439	1,468	+2.0%	+1.5%	+6.0%
<i>High-Performance Materials</i>	1,203	1,268	+5.4%	+4.4%	+11.1%
<b>Construction Products<sup>1</sup></b>	<b>3,225</b>	<b>3,422</b>	<b>+6.1%</b>	<b>+4.3%</b>	<b>+10.4%</b>
<i>Interior Solutions</i>	1,710	1,831	+7.1%	+4.9%	+9.7%
<i>Exterior Solutions</i>	1,539	1,616	+5.0%	+3.7%	+11.2%
<b>Building Distribution</b>	<b>4,861</b>	<b>5,151</b>	<b>+6.0%</b>	<b>+5.1%</b>	<b>+6.7%</b>
<i>Internal sales and misc.</i>	(250)	(273)	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
<b>Group Total</b>	<b>10,472</b>	<b>11,032</b>	<b>+5.3%</b>	<b>+4.0%</b>	<b>+8.0%</b>

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

<b>by geographic area:</b>					
France	2,761	2,896	+4.9%	+4.8%	+4.8%
Other Western European countries	4,495	4,868	+8.3%	+6.2%	+8.1%
North America	1,426	1,509	+5.8%	+5.1%	+14.1%
Emerging countries and Asia	2,283	2,320	+1.6%	+0.2%	+9.7%
<i>Internal sales</i>	(493)	(561)	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
<b>Group Total</b>	<b>10,472</b>	<b>11,032</b>	<b>+5.3%</b>	<b>+4.0%</b>	<b>+8.0%</b>

### Appendix 3: Consolidated balance sheet

<i>in € million</i>	<b>Dec. 31, 2017</b>	<b>June 30, 2018</b>
<b>Assets</b>		
Goodwill	10,575	10,726
Other intangible assets	2,603	2,627
Property, plant and equipment	11,590	11,414
Investments in equity-accounted companies	379	393
Deferred tax assets	938	896
Other non-current assets	774	2,647
<b>Non-current assets</b>	<b>26,859</b>	<b>28,703</b>
Inventories	6,041	6,429
Trade accounts receivable	5,134	6,189
Current tax receivable	204	167
Other receivables	1,395	2,151
Assets held for sale - Discontinued operations	0	153
Cash and cash equivalents	3,284	2,241
<b>Current assets</b>	<b>16,058</b>	<b>17,330</b>
<b>Total assets</b>	<b>42,917</b>	<b>46,033</b>
<b>Equity and Liabilities</b>		
Capital stock	2,214	2,210
Additional paid-in capital and legal reserve	5,944	5,856
Retained earnings and consolidated net income	12,167	12,948
Cumulative translation adjustments	(1,756)	(1,923)
Fair value reserves	22	13
Treasury stock	(123)	(235)
<b>Shareholders' equity</b>	<b>18,468</b>	<b>18,869</b>
Minority interests	384	383
<b>Total equity</b>	<b>18,852</b>	<b>19,252</b>
Non-current portion of long-term debt	7,655	8,976
Provisions for pensions and other employee benefits	2,927	2,606
Deferred tax liabilities	427	446
Other non-current liabilities and provisions	1,053	1,070
<b>Non-current liabilities</b>	<b>12,062</b>	<b>13,098</b>
Current portion of long-term debt	1,064	1,011
Current portion of other liabilities and provisions	412	407
Trade accounts payable	6,027	6,213
Current tax liabilities	157	116
Other payables	3,823	4,254
Liabilities held for sale - Discontinued operations	0	134
Short-term debt and bank overdrafts	520	1,548
<b>Current liabilities</b>	<b>12,003</b>	<b>13,683</b>
<b>Total equity and liabilities</b>	<b>42,917</b>	<b>46,033</b>

## Appendix 4: Consolidated cash flow statement

(in € million)

	H1 2017	H1 2018
<b>Net income of operations attributable to equity holders of the parent</b>	<b>754</b>	<b>1,219</b>
Minority interests in net income	23	27
Share in net income of associates, net of dividends received	(3)	(13)
Depreciation, amortization and impairment of assets	639	863
Gains and losses on disposals of assets	(7)	11
Extraordinary net income SWH/Sika	0	(781)
Unrealized gains and losses arising from changes in fair value and share-based payments	3	3
Changes in inventories	(437)	(444)
Changes in trade accounts receivable and payable, and other accounts receivable and payable	(937)	(1,137)
Changes in tax receivable and payable	255	(7)
Changes in deferred taxes and provisions for other liabilities and charges	56	93
<b>Net cash from operating activities</b>	<b>346</b>	<b>(166)</b>
Purchases of property, plant and equipment [ in H1-2017: (427), in H1-2018: (561)] and intangible assets	(479)	(637)
Acquisitions of property, plant and equipment under finance leases	(9)	(9)
Increase (decrease) in amounts due to suppliers of fixed assets	(149)	(208)
Acquisitions of shares in consolidated companies [ in H1-2017: (52), in H1-2018: (285)], net of debt acquired	(114)	(295)
Acquisitions of other investments	(84)	(1,000)
Increase in investment-related liabilities	4	27
Decrease in investment-related liabilities	(38)	(9)
<b>Investments</b>	<b>(869)</b>	<b>(2,131)</b>
Disposals of property, plant and equipment and intangible assets	60	6
Disposals of shares in consolidated companies, net of net debt divested	28	27
<b>Divestments</b>	<b>88</b>	<b>33</b>
Increase in loans and deposits	(89)	(90)
Decrease in loans and deposits	38	23
<b>Net cash from (used in) investment and divestment activities</b>	<b>(832)</b>	<b>(2,165)</b>
Issues of capital stock	168	179
(Increase) decrease in treasury stock	(178)	(389)
Dividends paid	(694)	(707)
Minority interests' share in capital increases of subsidiaries	0	3
Acquisitions of minority interests without gain of control	0	(4)
Dividends paid to minority shareholders of consolidated subsidiaries	(21)	(38)
Increase (decrease) in dividends payable	(1)	(1)
<b>Net cash from (used in) financing activities</b>	<b>(726)</b>	<b>(957)</b>
Net effect of IFRS 9 on net debt	0	(4)
Net effect of exchange rate changes on net debt	35	(35)
Net effect from changes in fair value on net debt	5	(12)
<b>Increase (decrease) in net debt</b>	<b>(1,172)</b>	<b>(3,339)</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>(6,816)</b>	<b>(9,294)</b>

## Appendix 5: Debt at June 30, 2018

Amounts in €bn		Comments
<b>Amount and structure of net debt</b>		<b>€bn</b>
Gross debt	11.5	At end of June 2018: <b>75%</b> of gross debt was at <b>fixed interest rates</b> the <b>average cost</b> of gross debt was <b>2.5%</b>
Cash & cash equivalents	2.2	
Net debt	9.3	
<b>Breakdown of gross debt</b>		<b>11.5</b>
<b>Bond debt and perpetual notes</b>		<b>9.0</b>
October 2018	0.8	
September 2019	0.9	
March 2020	1.0	
June 2020	0.5	
June 2021	0.7	
March 2022	0.9	
October 2022	0.1	
After June 2023	4.1	
<b>Other long-term debt</b>	<b>0.7</b>	(including €0.4bn long-term securitization)
<b>Short-term debt</b>		<b>1.8</b>
<i>Negotiable European Commercial Paper (NEU CP)</i>		<i>(excluding bonds)</i>
Negotiable European Commercial Paper (NEU CP)	0.9	Maximum amount of issuance program: €3bn
Securitization	0.4	(€0.3bn equivalent in USD + €0.1bn)
Local debt and accrued interest	0.5	Frequent rollover; many different sources of financing
<b>Credit lines, cash &amp; cash equivalents</b>		<b>6.2</b>
Cash and cash equivalents	2.2	
Back-up credit-lines	4.0	See breakdown below
<b>Breakdown of back-up credit lines</b>		<b>4.0</b>
All lines are confirmed and <b>undrawn, with no Material Adverse Change (MAC) clause</b>		
		<b>Expiry</b>
Syndicated line:	€2.5bn	December 2022
Syndicated line:	€1.5bn	December 2022
		<b>Covenants</b>
		None
		None