

PRESS RELEASE

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Annex 5

PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area
2017 vs 2016

Area	Volume	Currency	Acquisitions	Total
Europe	5	1	18	24
North America	2	0	10	12
Latin America	-1	1	0	0
Asia	-3	-1	0	-4
Australia	1	3	6	10
Total	3	0	11	14

PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area
Q4 2017 vs Q4 2016

Area	Volume	Currency	Acquisitions	Total
Europe	8	8	29	45
North America	1	0	0	1
Latin America	4	0	0	4
Asia	-6	3	0	-3
Australia	0	4	0	4
Total	3	3	10	16