

# COMPAGNIE DE SAINT-GOBAIN

(incorporated in the Republic of France)

EUR 15,000,000,000

## MEDIUM TERM NOTE PROGRAMME

This document comprises the base prospectus (the “**Base Prospectus**”) for the issuance of fixed rate notes, floating rate notes (including constant maturity swap (“**CMS**”) linked notes), inflation linked notes, and zero coupon notes, (the “**Notes**”, each series a “**Series of Notes**”) under the €15,000,000,000 Medium Term Note Programme (the “**Programme**”) of Compagnie de Saint-Gobain (the “**Issuer**” or “**Saint-Gobain**”). The Issuer may, subject to compliance with all relevant laws, regulations and directives, from time to time, outside the Republic of France, issue Notes denominated in any currency (including Euro) agreed between the Issuer and the relevant Dealer (as defined below).

Notes may be issued in bearer or registered form (respectively “**Bearer Notes**” and “**Registered Notes**”). The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed €15,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement described herein), subject to increase as described herein. The minimum denomination for Notes issued under the Programme shall be €100,000 (or its equivalent in any other currency as at the date of issue of the Notes).

The Notes may be issued to one or more of the Dealers specified under “*Description of the Programme*” and any additional Dealer appointed under the Programme from time to time by the Issuer (each a “**Dealer**” and together the “**Dealers**”), which appointment may be for a specific issue or on an ongoing basis. References in this Base Prospectus to the “**relevant Dealer**” shall, in the case of an issue of Notes being (or intended to be) subscribed by more than one Dealer, be to all Dealers agreeing to subscribe such Notes.

**An investment in Notes issued under the Programme involves certain risks.** For a discussion of these risks see “*Risk Factors*”.

Application has been made to the Financial Conduct Authority in its capacity as competent authority under the Financial Services and Markets Act 2000 (the “**UK Listing Authority**”) for Notes issued under the Programme during the period of 12 months from the date of this Base Prospectus to be admitted to the official list of the UK Listing Authority (the “**Official List**”), and to the London Stock Exchange plc (the “**London Stock Exchange**”) for such Notes to be admitted to trading on the London Stock Exchange’s Regulated Market.

The Programme provides that Notes may also be listed or admitted to trading, as the case may be, on Euronext Paris as may be agreed between the Issuer and the relevant Dealer as described in “*Description of the Programme – Listing and admission to trading*”. References in this Base Prospectus to Notes being listed (and all related references) shall mean that such Notes have been admitted to trading on the London Stock Exchange’s Regulated Market and have been admitted to the Official List or on another stock exchange as aforesaid. Each of the London Stock Exchange’s Regulated Market and Euronext Paris is a regulated market for the purposes of Directive 2004/39/EC (the “**MiFID**”).

Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of Notes, the issue price of Notes and any other terms and conditions not contained herein which are applicable to each Tranche (as defined under “*Terms and Conditions of the Notes*”) of Notes will be set out in the relevant final terms (the “**Final Terms**”) which will be delivered to the UK Listing Authority and the London Stock Exchange.

The Programme also provides for the issue of Notes that will not be admitted to the Official List or to trading on the London Stock Exchange’s regulated market or that may be listed or admitted to trading on other stock exchanges or markets as may be agreed between the Issuer and the relevant Dealer(s) (such Notes being “**Exempt Notes**”). Notice of the aggregate nominal amount of, interest (if any) payable in respect of, the issue price of, and any other terms and conditions which are applicable to each Tranche of Exempt Notes will be set forth in a pricing supplement document (the “**Pricing Supplement**”).

**Information contained in this Base Prospectus relating to Exempt Notes has not been reviewed or approved by the UK Listing Authority and does not constitute part of the prospectus for the purposes of the Prospectus Directive (as defined herein).**

Holders of the Notes (the “**Noteholders**”) will be entitled, following a Change of Control, to request the Issuer to redeem, purchase or procure the purchase of their Notes at their principal amount together with any accrued interest as more fully described under “*Terms and Conditions of the Notes – Change of Control*”.

Series of Notes issued under the Programme may be rated or unrated. Where a Series of Notes is rated, such rating will not necessarily be the same as the rating(s) assigned to the Programme. The rating of certain Series of Notes to be issued under the Programme may be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). Whether or not each credit rating applied for in relation to relevant Series of Notes will be issued by a credit rating agency established in the European Union (“**EU**”) and registered under Regulation (EC) No. 1060/2009, as amended (the “**CRA Regulation**”) will be disclosed in the Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). In general, European regulated investors are restricted under the CRA Regulation from using credit ratings for regulatory purposes, unless such ratings are issued by a credit rating agency established in the European Union and registered under the CRA Regulation (and such registration has not been withdrawn or suspended), subject to transitional provisions that apply in certain circumstances whilst the registration application is pending. For more information on the ratings of the Programme, see “*Description of the Programme – Rating*”. A credit rating is not a recommendation to buy, sell or hold Notes and may be revised or withdrawn by the relevant rating agency at any time. Any such revision or withdrawal could adversely affect the market value of the Notes.

The Issuer may agree with any Dealer that Notes may be issued in a form not contemplated by the terms and conditions of the Notes under “*Terms and Conditions of the Notes*” (the “**Conditions**”), in which event a new prospectus, if appropriate, will be made available which will describe the effect of the agreement reached in relation to such Notes.

The Notes have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “**Securities Act**”), or any state securities laws and may not be offered or sold in the United States or to, or for the account or the benefit of, U.S. persons, as defined in Regulation S under the Securities Act unless the Notes are registered under the Securities Act or except pursuant to an exemption from, or in a transaction not subject to the registration requirements of the Securities Act and in compliance with any applicable state securities laws. See “*Notes in Global Form*” for a description of the manner in which Notes will be issued. Registered Notes are subject to certain restrictions on transfer; see “*Subscription and Sale and Transfer and Selling Restrictions*”.

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ARRANGER

NOMURA

DEALERS

BANCO BILBAO VIZCAYA ARGENTARIA, S.A.

BNP PARIBAS

CRÉDIT AGRICOLE CIB

CITIGROUP

GOLDMAN SACHS INTERNATIONAL

J.P. MORGAN

ING

NOMURA

MUFG

SOCIETE GENERALE CORPORATE & INVESTMENT BANKING

SANTANDER GLOBAL CORPORATE BANKING

THE ROYAL BANK OF SCOTLAND

The date of this Base Prospectus is July 27, 2016.

**This Base Prospectus has been approved by the UK Listing Authority, as competent authority under Directive 2003/71/EC (and amendments thereto, including Directive 2010/73/EU, to the extent implemented in the Relevant Member State) (the “Prospectus Directive”) and comprises a base prospectus in respect of all Notes other than Exempt Notes issued under the Programme for the purposes of Article 5.4 of the Prospectus Directive.**

**In this document references to the “Group” are to Saint-Gobain and its consolidated subsidiaries.**

**The Issuer accepts responsibility for the information contained in this Base Prospectus and for the information contained in the Final Terms for each issue of Notes under the Programme. To the best of the knowledge of the Issuer (having taken all reasonable care to ensure that such is the case) the information contained in this Base Prospectus is in accordance with the facts and does not omit anything likely to affect the import of such information.**

**This Base Prospectus and applicable Final Terms will be available on the website of the London Stock Exchange at**

**[www.londonstockexchange.com/exchange/news/market-news/market-newshome.html](http://www.londonstockexchange.com/exchange/news/market-news/market-newshome.html) . as well as, upon request, from the registered office of the Issuer and the specified office set out below of each of the Paying Agents (as defined below).**

**Following the publication of this Base Prospectus, a supplement may be prepared by the Issuer and approved by the UK Listing Authority in accordance with Article 16 of the Prospectus Directive. Statements contained in any such supplement (or contained in any document incorporated by reference therein) shall, to the extent applicable (whether expressly, by implication or otherwise), be deemed to modify or supersede statements contained in this Base Prospectus or in a document which is incorporated by reference in this Base Prospectus. Any statement so modified or superseded shall not, except as so modified or superseded, constitute a part of this Base Prospectus.**

**This Base Prospectus is to be read in conjunction with all documents that are deemed to be incorporated herein by reference (see “*Documents Incorporated by Reference*”). This Base Prospectus shall be read and construed on the basis that such documents are incorporated and form part of this Base Prospectus.**

**The Dealers have not independently verified the information contained herein. Accordingly, no representation, warranty or undertaking, express or implied, is made and no responsibility or liability is accepted by the Dealers as to the accuracy or completeness of the information contained or incorporated in this Base Prospectus or any other information provided by the Issuer in connection with the Programme. No Dealer accepts any liability in relation to the information contained or incorporated by reference in this Base Prospectus or any other information provided by the Issuer in connection with the Programme.**

**No person is or has been authorised by the Issuer to give any information or to make any representation not contained in this Base Prospectus and, if given or made, such information or representation must not be relied upon as having been authorised by the Issuer or any of the Dealers.**

**Neither this Base Prospectus nor any other information supplied in connection with the Programme or any Notes (a) is intended to provide the basis of any credit or other evaluation or (b) should be considered as a recommendation by the Issuer or any of the**

Dealers that any recipient of this Base Prospectus or any other information supplied in connection with the Programme or any Notes should purchase any Notes. Each investor contemplating purchasing any Notes should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer. Neither this Base Prospectus nor any other information supplied in connection with the Programme or the issue of any Notes constitutes an offer or invitation by or on behalf of the Issuer or any of the Dealers to any person to subscribe for or to purchase any Notes.

Neither the delivery of this Base Prospectus nor the offering, sale or delivery of any Notes shall in any circumstances imply that the information contained herein concerning the Issuer is correct at any time subsequent to the date hereof or that any other information supplied in connection with the Programme is correct as of any time subsequent to the date indicated in the document containing the same. The Dealers expressly do not undertake to review the financial condition or affairs of the Issuer during the life of the Programme or to advise any investor in the Notes of any information coming to their attention. Investors should review, *inter alia*, the most recently published documents incorporated by reference into this Base Prospectus when deciding whether or not to purchase any Notes.

The Notes in bearer form are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to United States persons, except in certain transactions permitted by U.S. tax regulations. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code and the regulations promulgated thereunder.

This Base Prospectus does not constitute an offer to sell or the solicitation of an offer to buy any Notes in any jurisdiction to any person to whom it is unlawful to make the offer or solicitation in such jurisdiction. The distribution of this Base Prospectus and the offer or sale of Notes may be restricted by law in certain jurisdictions. The Issuer and the Dealers do not represent that this Base Prospectus may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with any applicable registration or other requirements in any such jurisdiction, or pursuant to an exemption available thereunder, or assume any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by the Issuer or the Dealers which would permit a public offering of any Notes within or outside the UK or distribution of this Base Prospectus in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Base Prospectus nor any advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations. Persons into whose possession this Base Prospectus or any Notes may come must inform themselves about, and observe, any such restrictions on the distribution of this Base Prospectus and the offering and sale of Notes. In particular, there are restrictions on the distribution of this Base Prospectus and the offer or sale of Notes in the United States, the United Kingdom, France and Japan. (See “*Subscription and Sale and Transfer and Selling Restrictions*”.)

This document is only being distributed to and is only directed at (i) persons who are outside the United Kingdom or (ii) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Order”) or (iii) high net worth entities, and other persons to whom it may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order (all such persons

together being referred to as “relevant persons”). Any Notes will only be available to, and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such Notes will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this document or any of its contents.

The Notes may not be a suitable investment for all investors. Each potential investor in the Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor should:

- (i) have sufficient knowledge and experience to make a meaningful evaluation of the Notes, the merits and risks of investing in the Notes and the information contained or incorporated by reference in this Base Prospectus or any applicable supplement;
- (ii) have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the Notes and the impact the Notes will have on its overall investment portfolio;
- (iii) have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including Notes with principal or interest payable in one or more currencies, or where the currency for principal or interest payments is different from the potential investor’s currency;
- (iv) understand thoroughly the terms of the Notes and be familiar with the behaviour of any relevant indices and financial markets; and
- (v) be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks.

Some Notes are complex financial instruments. Sophisticated institutional investors generally do not purchase complex financial instruments as stand-alone investments. They purchase complex financial instruments as a way to reduce risk or enhance yield with an understood, measured, appropriate addition of risk to their overall portfolios. A potential investor should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential investor’s overall investment portfolio. None of the Dealers or the Issuer makes any representation to any investor in the Notes regarding the legality of the investor’s investment in the Notes under any laws applicable to such investor. In addition, the investment activities of certain investors are subject to legal investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult its legal advisers to determine whether and to what extent (i) Notes are legal investments for it, (ii) Notes can be used as collateral for various types of borrowing and (iii) other restrictions apply to its purchase or pledge of any Notes. Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of Notes under any applicable risk-based capital or similar rules.

All references in this document to U.S. dollars and U.S.\$ refer to United States dollars. In addition, all references to Yen, JPY and ¥ refer to currency of Japan, to Sterling, GBP and £ refer to pounds sterling and to Euro and € refer to the currency introduced at the start of the third stage of European economic and monetary union pursuant to the Treaty establishing the European Community, as amended.

## U.S. INFORMATION

**THE NOTES HAVE NOT BEEN AND WILL NOT BE REGISTERED WITH, RECOMMENDED BY OR APPROVED BY THE U.S. SECURITIES AND EXCHANGE COMMISSION (THE “SEC”), ANY STATE SECURITIES COMMISSION IN THE U.S. OR ANY OTHER SECURITIES COMMISSION OR REGULATORY AUTHORITY, IN THE U.S., NOR HAVE ANY OF THE FOREGOING AUTHORITIES PASSED UPON THE ACCURACY OR ADEQUACY OF THIS BASE PROSPECTUS. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENCE.**

**This Base Prospectus is being or may be circulated on a confidential basis in the United States to QIBs or Institutional Accredited Investors (each as defined under “*Notes in Global Form*”) for informational use solely in connection with the consideration of the purchase of the Notes being offered hereby. Its use for any other purpose in the United States is not authorised. It may not be copied or reproduced in whole or in part nor may it be distributed or any of its contents disclosed to anyone other than the prospective investors to whom it is originally submitted.**

**Registered Notes may be offered or sold within the United States only to QIBs or to Institutional Accredited Investors, in either case in transactions exempt from registration under the Securities Act. Each U.S. purchaser of Registered Notes is hereby notified that the offer and sale of any Registered Notes to it may be made in reliance upon the exemption from the registration requirements of the Securities Act provided by Rule 144A under the Securities Act (“Rule 144A”).**

**Purchasers of Definitive IAI Registered Notes will be required to execute and deliver an IAI Investment Letter (as defined under “*Terms and Conditions of the Notes*”). Each purchaser or holder of Definitive IAI Registered Notes, Notes represented by a Rule 144A Global Note or any Notes issued in registered form in exchange or substitution therefor (together “*Legended Notes*”) will be deemed, by its acceptance or purchase of any such Legended Notes, to have made certain representations and agreements intended to restrict the resale or other transfer of such Notes as set out in “*Subscription and Sale and Transfer and Selling Restrictions*”. Unless otherwise stated, terms used in this paragraph have the meanings given to them in “*Terms and Conditions of the Notes*”.**

## AVAILABLE INFORMATION

**To permit compliance with Rule 144A in connection with any resales or other transfers of Registered Notes that are “restricted securities” within the meaning of the Securities Act, the Issuer has undertaken in a deed poll dated July 27, 2016 to furnish, upon the request of a holder of such Notes or any beneficial interest therein, to such holder or to a prospective purchaser designated by him, the information required to be delivered under Rule 144A(d)(4) under the Securities Act if, at the time of the request, the Issuer is neither a reporting company under Section 13 or 15(d) of the U.S. Securities Exchange Act of 1934, as amended, (the “Exchange Act”), nor exempt from reporting pursuant to Rule 12g3-2(b) thereunder.**

## SERVICE OF PROCESS AND ENFORCEMENT OF CIVIL LIABILITIES

**The Issuer is a corporation organised under the laws of France. The majority of the officers and directors named herein reside outside the United States and all or a substantial portion of the assets of the Issuer and of such officers and directors are located outside the United States. As a result, it may not be possible for investors to**

effect service of process outside France upon the Issuer or such persons, or to enforce judgments against them obtained in courts outside France predicated upon civil liabilities of the Issuer or such directors and officers under laws other than French law, including any judgment predicated upon United States federal securities laws.

#### **PRESENTATION OF FINANCIAL AND OTHER INFORMATION**

The Issuer maintains its financial books and records and prepares its consolidated financial statements in Euros in accordance with International Financial Reporting Standards (“IFRS”) as adopted by the European Union which differ in certain important respects from generally accepted accounting principles in the United States (“U.S. GAAP”).

#### **EXCHANGE RATE INFORMATION**

This Base Prospectus contains conversions of certain amounts into Euro solely for the convenience of the reader. No representation is made that such amounts referred to in this Base Prospectus could have been or could be converted into Euro at any particular rate or at all.

#### **STABILISATION**

In connection with the issue of any Tranche of Notes, the Dealer or Dealers (if any) named as the Stabilising Manager(s) (or persons acting on behalf of any Stabilising Manager(s)) may over-allot Notes or effect transactions with a view to supporting the market price of the Notes at a level higher than that which might otherwise prevail. However, there is no assurance that the Stabilising Manager(s) (or persons acting on behalf of a Stabilising Manager) will undertake stabilisation action. Any stabilisation action may begin on or after the date on which adequate public disclosure of the terms of the offer of the relevant Tranche of Notes is made and, if begun, may be ended at any time, but it must end no later than the earlier of 30 days after the issue date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes. Any stabilisation action or over-allotment shall be conducted in accordance with all applicable laws and rules.

## **FORWARD-LOOKING STATEMENTS**

**This Base Prospectus contains “forward-looking statements” relating to the Issuer’s business and the sectors in which it operates. Forward-looking statements include all statements that are not historical facts, and can be identified by words such as “believes”, “anticipates”, “projects”, “intends”, “expects”, or the negatives of these terms or similar expressions. These statements appear in a number of places in this Base Prospectus. Any forward-looking statements contained in this Base Prospectus should not be relied upon as predictions of future events. No assurance can be given that the expectations expressed in these forward-looking statements will prove to be correct. Actual results could differ materially from expectations expressed in the forward-looking statements if one or more of the underlying assumptions or expectations proves to be inaccurate or is unrealised or if other factors affect the outcome. Some important factors that could cause actual results to differ materially from those in the forward-looking statements are, in certain instances, included with such forward-looking statements and in the section entitled “*Risk Factors*” in this Base Prospectus. The forward-looking statements included in this Base Prospectus are only made as of the date of this Base Prospectus and the Issuer does not undertake any obligation to publicly update any forward-looking statement to reflect subsequent events or circumstances.**

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## RISK FACTORS

*The Issuer believes that the following factors may affect its ability to fulfil its obligations under Notes issued under the Programme. Most of these factors are contingencies which may or may not occur and the Issuer is not in a position to express a view on the likelihood of any such contingency occurring.*

*In addition, factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme are also described below.*

*Although the factors described below represent certain risks inherent in investing in Notes issued under the Programme, the inability of the Issuer to pay interest, principal or other amounts on or in connection with any Notes may occur for other reasons and the Issuer does not represent that the statements below regarding the risks of holding any Notes are exhaustive. Prospective investors should also read the detailed information set out elsewhere in this Base Prospectus and reach their own views prior to making any investment decision.*

### **Factors that may affect the Issuer's ability to fulfil its obligations under Notes issued under the Programme**

#### ***Global economic downturn***

The Group's business is especially influenced by general economic conditions in France and other countries in Europe.

During the global economic crisis, in 2008 and 2009, refinancing costs of banks increased significantly, and the liquidity available in the interbank markets declined substantially. In Europe, countries such as Greece, Italy, Ireland, Portugal and Spain have been particularly affected by the macroeconomic and financial conditions since 2008. Although the risk of sovereign default continued to decline in 2015 due to the continuing actions of the European Central Bank and the EU and improving economic conditions, the risk of default and the possibility that the contagion effect spreads to other member states of the European Union ("**Member States**") remains. The impact a sovereign default could have on the Eurozone countries, including the potential that some countries could leave the Eurozone (either voluntarily or involuntarily), continues to raise concerns about the ongoing viability of the Euro currency and the European monetary union. If these conditions continue or there is further uncertainty over sovereign finances, this could lead to a material downturn of the economy including a decrease in the demand for the products and services offered by the Group, which could materially adversely affect the Group's results of operations and financial condition.

On June 23, 2016, the United Kingdom voted by referendum to leave the European Union. The result of the referendum is likely to necessitate a period of negotiations to determine the future terms of the relationship between the United Kingdom and the European Union. This could trigger a prolonged period of uncertainty and volatility in European and global markets, which could disproportionately affect the construction sector and accordingly weaken demand for the products and services offered by the Group. Any of these or other impacts of the referendum could materially adversely affect the Group's business, results of operations, financial condition and cash flows.

On September 18, 2015, Moody's downgraded France's government bond ratings from Aa1 to Aa2 as a result of continuing weakness in France's medium-term growth outlook and the challenges that low growth, coupled with institutional and political constraints, poses for the material reduction in the government's high debt burden. The bailout funds European

Financial Stability Facility and European Stability Mechanism have also been downgraded from the best possible credit rating AAA to Aa1. Risks and ongoing concerns related to the sovereign debt crisis in Europe could lead to further market volatility and could have a detrimental impact on global economic recovery.

If the economies in countries where the Group is active resume the deterioration experienced in the past, or if growth remains at low levels, the level of demand by the Group's individual customers for its products and services and the willingness of the Group's business customers to purchase the products of the Group may weaken. This could, in turn, negatively impact the Group's revenue development, including in the future growth areas on which it plans to focus, and jeopardise the attainment of the Group's growth targets.

### ***The Group's exposure to various financial risks***

As with any other international company, the Group is exposed to various types of financial risks, such as currency risk, interest risk, liquidity risk, and credit risk. The Group has a well-documented policy to handle such risks through various financial strategies.

### ***Macroeconomic and industry risks***

Most of the Group's markets are cyclical in nature. A significant portion of revenues depends on the level of investment in the construction market, which generally closely follows the cyclical nature of economic trends. Consequently, the Group's earnings are sensitive to the economic conditions of the geographic zones, both at regional and local levels, where the Group is active.

The recent global economic slowdown has negatively affected the construction industry and the Group's operations, particularly in Europe.

Further deterioration in the global economic environment and in financial market conditions could have a material adverse effect on the Group's sales, earnings, cash flow and prospects.

### ***Risks associated with the Group's international operations***

The Group is active worldwide, including outside Western Europe and North America. Specifically, it is active in Eastern Europe, Asia and emerging countries, particularly Brazil. In certain countries located in these regions, there is greater economic and political instability, as well as greater exposure to social disruption and infrastructure malfunctions than in the more mature markets. Thus the direct and indirect consequences of political instability, or of an unstable economic or regulatory environment in which the Group operates, in a country in which the Group is active or markets its products, could have a material adverse impact on investment levels in that country's construction sector, and consequently on the Group's businesses, financial position, earnings or prospects.

Moreover, legal or regulatory changes (involving, among other things, taxation, restrictions on capital transfers, customs duties, intellectual property and import and export licenses, the employment system or health, safety or the environment) could significantly increase the Group's costs in the various countries in which it is active, or limit its ability to freely transfer its capital, and consequently have a material adverse impact on its businesses, financial position, earnings and prospects.

### ***Risks related to Saint-Gobain's business operations***

Demand for and supply of the Group's products may be affected by numerous factors, some of which it cannot predict or control which could affect its financial condition, performance, strategies and prospects.

Numerous factors may affect the demand for and supply of the Group's products, including:

- the continuity of key raw material supply (including, in the case of gypsum based products, gypsum rock, synthetic gypsum and plasterboard liner in particular);
- the continuity of key plant productive capacity;
- the timing of industry investment, which can affect capacity utilization and the supply and demand balance, and therefore pricing and profit margins;
- the rationalisation of distribution channels; and
- the potential launch of a new product, for example, replacing plasterboard's functionality.

If any of these factors occur, the demand for and supply of the affected Group's products could suffer, which in turn could negatively affect its financial condition, performance, strategies and prospects.

### ***Risks associated with innovation***

The Group has made research and innovation the focus of its strategy and sustainable development policy in order to remain competitive and maintain a high level of performance and operational excellence. The emergence of new technologies and new markets is driving rapid change in some of the Group's markets. The Group has to keep pace with these changes and integrate the new technologies in its product offer in order to respond effectively to customers' needs.

This innovation policy requires spending on research and development, with no guaranteed impacts.

The Group's sales, operating margins and earnings could be affected if it fails to invest in appropriate technologies or to rapidly bring new products to market, or if competing products are introduced or the Group's new products do not adequately address customers' needs. This could in turn have a material adverse effect on the Group's financial position and results.

### ***Intellectual property risks***

Development of the Group's business relies on protecting manufacturing secrets, patents, trademarks and models and other intellectual property rights. If the Group is unable to obtain, protect and preserve its intellectual property rights, this could result in the loss of its exclusive right to use technologies and processes, with a material adverse effect on earnings.

Since the Group's activities are, in part, in countries where the protection of intellectual property rights is not as developed as in Western Europe or North America, the Group cannot guarantee the level of protection that will be accorded to its portfolio of patents and brands, and must address risks of counterfeiting of its products and the appropriation or illicit use of its intellectual property rights.

The Group may be forced to take legal action against third parties suspected of breaching its rights. Any such proceedings may give rise to significant costs and hamper growth in sales of

the products manufactured using the rights concerned, or force the Group to incur additional expenses to develop other technologies that do not use the disputed technology.

### ***Risks associated with the cost and supply of raw materials***

The Group's businesses, some of which are heavy consumers of energy, may be affected by a significant increase in prices and difficulties in obtaining a supply of raw materials and/or energy (such as natural gas). Its ability to pass on these cost increases to its customers depends to a large extent on market conditions and practices. If the Group's ability to immediately and/or fully pass on increases in raw materials and/or energy costs were limited, this could have a material adverse effect on its businesses, financial position or earnings.

### ***Industrial and environmental risks***

The Group could incur significant expenses and be exposed to environmental liabilities as a result of its operation of past, present or future industrial sites.

The Group's main industrial and environmental risks result from the storage of hazardous substances at certain sites. Thus, at December 31, 2015, four of its plants were classified under the EU Seveso II Directive. They are subject to specific legislation and close supervision by the relevant authorities and the Group's Environment, Health and Safety Division, with their storage facilities presenting "major technological risks" as defined by EU Directive No. 2010/75 on industrial emissions, known as the IED Directive.

Two of these plants are classified as "lower-tier" under the IED Directive: Conflans Sainte-Honorine (Abrasives) in France, which stores phenolic resin, and Balsta (Gypsum) in Sweden, which stores liquid natural gas. The other three are classified as "upper-tier": Bagneaux-sur-Loing (Flat Glass) in France, which stores arsenic ( $As_2O_3$ ), Neuburg (packaging in Germany), which stores liquefied petroleum gas (LPG), and Carrascal del Río (Flat Glass) in Spain, which stores, among other things, hydrofluoric acid (HF).

In France, under the Law of July 30, 2003 on the prevention of technological and natural risks and the remediation of contaminated sites, specific risk prevention and safety policies have been implemented at all of the French sites listed above (including at the "upper-tier" Seveso sites). After identifying accident risks and their potential impact on the environment, preventive measures were implemented at these plants, covering the design and construction of storage areas, as well as the manner in which they are used and maintained. Internal contingency plans have been developed to respond to incidents. Civil liability for personal injury and damage to property arising from plant operations is covered by the current Group civil liability insurance programme, except for the Bagneaux-sur-Loing plant which is insured under a specific policy subscribed by the joint venture operating the facility. In the event of a technological accident, compensation payments to victims would be organised jointly by the joint venture, the insurance broker and the insurer.

The Group also has to deal with risks relating to chronic pollution and could therefore be required to incur expenses to restore industrial sites or clean up the environment. 70 Group sites are classified as IED installations as defined by the aforementioned Directive, and are subject to integrated pollution prevention and control regulations.

Breach of these regulations could result in fines or other civil, administrative or criminal penalties, specifically the withdrawal of permits and licenses needed to continue the activities in question. Changes in these laws and regulations and their interpretation could cause the Group to incur significant expenses and/or investments.

### ***Risks associated with external growth***

The Group's strategy is based, in part, on external growth, in particular by acquiring businesses or assets, taking equity interests or establishing joint ventures in the Group's business lines and in geographic regions where the Group seeks to establish or strengthen itself. The Group may, however, not be able to identify attractive targets or enter into transactions at the optimal time and/or under satisfactory conditions. The expected benefits of these external growth operations depends, in part, on the realisation of expected synergies and integration of the activities of the acquired companies, and on relationships with other participants in the joint ventures. The Group gives no guarantees as to these objectives, which, if not fulfilled within the expected timeframes and at the expected levels, could affect the Group's financial position, results and prospects.

### ***Risks associated with information systems***

Daily management of the Group's activities, specifically the conduct of its commercial, industrial and accounting processes, particularly in its Distribution activities, requires the proper functioning of all technical infrastructure and computer applications. The risk of system malfunction or shutdown, which may be external or internal in origin (computer viruses or hacking, service providers defaults, blackouts or network shutdowns, natural disasters, human error, etc.) cannot be underestimated.

To minimise the impact of this type of malfunction, the Information Systems Department has set strict rules for information systems governance and security, relating to infrastructure and applications, data backups and business continuity plans, rolled out at the Group level and controlled by the Internal Audit and Control Department.

These malfunctions may adversely affect the Group's operations, the protection of its know-how and its financial position and results.

### ***Customer credit risk***

The Group's exposure to customer credit risk is limited due to its wide range of businesses, global presence and very large customer base. Past-due receivables are regularly analysed and provisions are booked whenever necessary. Nevertheless, changes in the economic situation may lead to an increase in customer credit risk which could have a material adverse effect on its financial position and results.

### ***Cost reduction and restructuring risks***

The Group has undertaken a variety of cost-cutting and restructuring initiatives. While further savings are planned, there is no guarantee that the reductions which have been forecast will be achieved or that the related restructuring costs will not be higher than originally budgeted. In particular, certain restructuring operations and other initiatives may cost more than expected, or the cost savings may be less than expected or take longer than expected to achieve. An increase in restructuring costs and/or the inability of the Group to achieve the expected savings could have a material adverse effect on the Group's earnings and prospects.

### ***Risks associated with the Group's pension commitments and similar commitments***

The Group makes significant accounting accruals to cover pension and other post-employment benefit plans, mainly in Western Europe (particularly France, Germany, the Netherlands and the United Kingdom) and in North America (United States and Canada). Most of these plans are closed to new entrants. At December 31, 2015, total commitments under pension and other post-employment benefit plans were €11.8 billion.

The provision for pension plans recognised in the consolidated balance sheet (€3.7 billion at December 31, 2015) may be affected by adverse changes in the actuarial assumptions used to calculate the projected benefit obligations, by a reduction in the discount rates used to measure future commitments, a change in life expectancy or higher inflation, or a fall in the market values of plan assets, consisting mainly of equities and bonds.

***Risks associated with goodwill and impairment of property, plant and equipment and intangible assets***

Brands and goodwill make up a significant proportion of the Group's intangible assets, representing €2.3 billion and €10.7 billion, respectively, as at December 31, 2015. In line with Group accounting policies, goodwill and certain other intangible assets with indefinite useful lives are tested for impairment periodically and whenever there is an indication that their carrying amount may not be fully recoverable. Goodwill and other identified intangible assets may become impaired as a result of worse-than-expected performance by the Group, unfavourable market conditions, unfavourable legal or regulatory changes or many other factors. The recognition of impairment losses on goodwill could have an adverse effect on consolidated net income. Property, plant and equipment (€11.6 billion as at December 31, 2015) represent roughly one-third of total assets and may become impaired in the event of unfavourable development of the business.

***Liquidity risk on financing***

In a crisis environment, the Group could be unable to raise the financing or refinancing needed to cover its investment plans on the credit market or the capital markets, or to obtain such financing or refinancing on acceptable terms.

The Group's overall exposure to liquidity risk on net debt is managed by the Treasury and Financing Department of Compagnie de Saint-Gobain. The subsidiaries conclude their short- or long-term financing arrangements, except where there are local obstacles to doing so, with Compagnie de Saint-Gobain or with the treasury pool of the regional Delegation.

The Group policy aims to ensure the timely renewal of its financings at an optimal cost. Long-term debt therefore systematically represents a high percentage of overall debt. Similarly, the long-term debt maturity schedule is set so that the financing raised through the markets when the debt is renewed is spread over several years.

The Group's main source of long-term financing is bond issues which generally are issued under the Medium-Term Note programme. In addition, it has recourse to perpetual bonds, participating securities, a long-term securitisation programme, bank borrowings and lease financing.

Short-term debt is composed of borrowings under a French Commercial Paper (*Billets de Trésorerie*) programme and, from time to time, under Euro Commercial Paper and US Commercial Paper programmes, but also under a receivables securitization programme and bank financing. Short-term financial assets comprise marketable securities and cash or cash equivalents.

To reinforce the availability of short-term financing, the Company has credit facilities in the form of syndicated loans.

If the Group is unable to meet its financing requirements because one or more sources of financing are not readily available, this could have a material adverse effect on its financial position and results.

### ***Liquidity risk on investments***

When the Group uses financial investments (whether in the form of short-term bank deposits, mutual funds or similar purchases), it favours monetary instruments and/or bonds to reduce the liquidity and volatility risks on these investments.

### ***Interest rate risk***

The Group's overall exposure to interest rate risk on net debt is managed by the Treasury and Financing Department of the Company. Where subsidiaries use derivatives to hedge interest rate risks, their counterparty is generally Saint-Gobain, the Group's parent company.

The Group's policy is aimed at securing the cost of medium-term debt against interest rate risk and, subject to this overriding objective, optimising its cost. According to Group policy, the derivative financial instruments used to hedge these risks comprise, among others, interest rate swaps, cross-currency swaps, options – including caps, floors and swaptions – and forward rate agreements.

There is no guarantee of the Group's ability to successfully manage the cost of the medium-term debt and to optimise annual borrowing costs. Should the Group not be able to manage the interest rate risk, this could have a material adverse effect on its financial position and results.

### ***Foreign exchange risk***

Foreign exchange risks are managed by hedging commercial transactions carried out by Group entities in currencies other than their functional currencies. Saint-Gobain and its subsidiaries use options and forward contracts to hedge exposures arising from current and future commercial transactions. The subsidiaries generally contract with the Group's parent company, Saint-Gobain, which then carries out corresponding exchange rate hedging operations; otherwise, the subsidiary would deal either with the cash pool of its relevant regional delegation, or, failing this, with one of the subsidiary's banks.

Most forward contracts have short maturities of around three months. However, forward contracts taken out with respect to certain commercial orders may have longer terms.

The Group monitors its exposure to foreign exchange risk using a monthly reporting system that captures the foreign exchange positions taken by subsidiaries. At December 31, 2015, 98% of the Group's foreign exchange exposure eligible for hedging was hedged. However, these currency hedging policies may prove inadequate to protect the Group against unexpected or sharper than expected fluctuations in exchange rates resulting from the deterioration in economic and financial market conditions, which could have a material adverse effect on its financial position and results.

### ***Energy and commodity risk***

The Group is exposed to changes in the price of the energy it consumes and the raw materials used in its activities. The energy and raw materials hedging programmes may be inadequate to protect the Group against significant or unforeseen price swings that could result from the prevailing financial and economic environment.

The Group may on occasion limit its exposure to energy price fluctuations by using swaps and options to hedge part of its fuel oil, natural gas and electricity purchases. The swaps and options are mainly contracted in the functional currency of the entities concerned. Hedges of natural gas and fuel oil purchases are managed by a steering committee comprising members

of the Group Finance Department, the Group Purchasing Department (“**Saint-Gobain Achats**”) and the relevant delegations.

Hedges of energy purchases (excluding fixed-price purchases negotiated directly with suppliers by the Saint-Gobain Achats) are generally arranged by the Group Treasury and Financing Department (or with the delegations’ treasury departments) in accordance with instructions received from Saint-Gobain Achats.

The Group may from time to time enter into contracts to hedge purchases of other commodities, in accordance with the same principles as those outlined above for energy purchases.

The energy hedging policies may be inadequate to protect the Group against significant or unforeseen price savings resulting from the current economic and financial market conditions. Further, there can be no guarantee that the unhedged raw materials will not be subject to sudden, considerable or unforeseen fluctuations. These factors may have an adverse effect on the Group’s financial position and results.

#### ***Saint Gobain share price risk***

The Group is exposed to fluctuations in the Saint-Gobain share price as a result of its performance units-based long-term incentive plan. To reduce its exposure to fluctuations in the share price, the Group uses hedging instruments such as equity swaps.

As a result, if the price of the Saint-Gobain share changes, any expense variation recorded in the income statement will be fully offset by the hedge(s) in place.

#### ***Financial counterparties credit risk***

The Group is exposed to the risk of default by the financial institutions that manage its cash or other financial instruments, since such default could lead to losses for the Group.

The Group limits its exposure to the risk of default by its counterparties by dealing solely with reputable financial institutions and regularly monitoring their credit ratings. However, the quality of credit of a financial counterparty can change rapidly, and a high credit rating cannot eliminate the risk of a rapid deterioration of its financial position. As a result, the Group’s policy in relation to the selection and monitoring of its counterparties is unable to entirely eliminate exposure to a risk of default. Any default by a counterparty could have a material adverse effect on the Group’s objectives, operating income and financial position.

To limit the Group’s exposure to credit risk, the Treasury and Financing Department deals primarily with counterparties with a long-term rating of A- or above from Standard & Poor’s or A3 or above from Moody’s. Concentrations of credit risk are closely monitored to ensure that they remain at reasonable levels, taking into account the relative Credit Default Swap (“CDS”) level of each counterparty.

#### ***Legal risks***

The Group is not subject to any specific regulations that could have an impact on its financial position, although the Group companies that operate industrial sites are generally required to comply with the specific national laws and regulations of the country where such sites are located. In France, for example, Group plants are subject to the laws and regulations applicable to classified sites.



Laws and regulations applicable to the Group and to the materials and products it uses in its activities may change in a manner that may be unfavourable to the Group. The introduction of stricter regulations or more diligent enforcement of existing regulations may affect the conditions under which the Group operates its businesses, which could increase its operating expenses, limit the scope of its activities or act as a brake on business growth. More generally, the Group cannot guarantee that there will be no rapid or significant regulatory changes in the future with a material adverse effect on its business, financial position or earnings.

The legal risks to which the Group is most exposed are risks of asbestos-related litigation in France and the United States and competition-related risks.

### **Asbestos-related litigation**

#### Asbestos-related litigation in France

In France, further individual lawsuits were filed in 2015 by former employees (or persons claiming through them) of Everite and Saint-Gobain PAM (“the employers”) – which in the past had carried out fiber-cement operations – for asbestos-related occupational diseases. As at December 31, 2015, a total of 796 such lawsuits had been issued against the two companies since 1996, with the aim of obtaining supplementary compensation over and above the amounts paid by the French Social Security authorities in this respect.

As of December 31, 2015, 736 of these 796 lawsuits had been completed in terms of both liability and quantum. In all of these cases, the employers were held liable on the grounds of “inexcusable fault.”

Compensation paid by Everite and Saint-Gobain PAM in settlement of these lawsuits totals approximately €1.5 million.

Concerning the 60 lawsuits outstanding against Everite and Saint-Gobain PAM at December 31, 2015, the merits of two have been decided but the compensation awards have not yet been made, pending Appeal Court rulings. A further 23 of these 60 lawsuits have been completed in terms of both liability and quantum, but liability for the payment of compensation has not yet been assigned.

Of the 35 remaining lawsuits, at December 31, 2015, the procedures relating to the merits of 34 cases were at different stages, with five in the process of being investigated by the French Social Security authorities and 29 pending before the Social Security courts. The remaining lawsuit has been cancelled but the plaintiff may request its restoration at any time within a two-year period.

In addition, as of December 31, 2015, 212 similar lawsuits had been filed since the outset by current or former employees of 13 other French companies in the Group (excluding lawsuits against companies that are no longer part of the Group), in particular by current or former employees who used equipment containing asbestos to protect themselves against heat from furnaces.

As of December 31, 2015, 152 lawsuits had been completed. In 79 of these cases, the employer was held liable for inexcusable fault. Compensation paid by the companies totalled approximately €1.33 million.

With regard to the 60 lawsuits outstanding at December 31, 2015, one case was still at the investigation stage by the French Social Security authorities, 41 were being investigated – including 28 pending before the Social Security courts, 12 before the Appeal Courts and one before the Court of Cassation. In addition, 13 lawsuits had been completed in terms of liability but are still pending with regard to the quantum or liability for paying the compensation, of which ten were pending before the Appeal Courts and two before the Court of Cassation. The five remaining lawsuits have been cancelled, but the plaintiffs may request their restoration at any time within a two-year period.

Eight of the Group's French subsidiaries, including six that operate or have operated facilities classified as presenting an asbestos hazard, are the subject of damages claims that are different from those described above.

“Facilities classified as containing asbestos” are defined as industrial facilities that have been closed or are still operating which previously manufactured materials containing asbestos or used asbestos protection and insulation equipment containing asbestos and are included by ministerial decree on the official list of facilities whose current or former employees are entitled to the early-retirement benefits paid to asbestos workers (“ACAATA”).

At December 31, 2015, a total of 822 lawsuits had been brought by current or former employees claiming compensation for various damages suffered as a result of their alleged exposure to asbestos. None of these plaintiffs were suffering from an asbestos-related disease and some of them were not receiving the ACAATA benefit. Of these 822 lawsuits, 499 have been terminated. Three plaintiffs had their claims dismissed, while 496 others were recognised as having been exposed to an asbestos risk, and their claims were accepted, leading to payment of total compensation of €5.4 million. Of the remaining 323 lawsuits, 61 are pending before the competent Appeal Courts, 129 before the competent labour tribunals, five are pending before the Court of Cassation and 119 have been cancelled but the plaintiffs may request their restoration at any time during a period of two years. Finally, six lawsuits have been dismissed by the competent labour tribunals and three plaintiffs have withdrawn the action they initiated. It should be clarified that these figures do not take into account lawsuits filed against companies that are no longer part of the Group.

#### Asbestos-related litigation in the United States

In the United States, several companies that once manufactured products containing asbestos such as asbestos-cement pipes, roofing products, specialised insulation or gaskets, are facing legal action from persons other than their employees or former employees. These claims for compensatory – and in many cases punitive – damages are based on alleged exposure to these products, although in many instances the claimants cannot demonstrate any specific exposure to one or more products, or any specific illness or physical disability. The vast majority of these claims are made simultaneously against many other non-Group entities that have been manufacturers, distributors, installers or users of products containing asbestos.

About 3,200 new claims were filed against CertainTeed in 2015, compared to about 4,000 in 2014 and 4,500 in 2013. Over the last few years the number of new claims has remained relatively stable.

Almost all of the claims against CertainTeed are settled out of court or dismissed. Approximately 4,600 of the pending claims were resolved in 2015, compared to 6,500 in 2014 and 4,500 in 2013. Taking into account the 37,000 outstanding claims at the end of 2014 and the new claims having arisen during the year, as well as claims settled, around 35,600 claims were outstanding at December 31, 2015. A large number of these pending

claims were filed more than five years ago by individuals without any significant asbestos-related impairment, and it is likely that many of these claims ultimately will be dismissed.

The Group recorded a €90 million charge in 2015 to cover future developments in relation to claims. This amount is similar to the amount recorded in 2014 and 2013. At December 31, 2015, the Group provision for asbestos-related claims against CertainTeed amounted to €533 million (U.S.\$581 million), compared to €470 million (U.S.\$571 million) at December 31, 2014, and €407 million (U.S.\$561 million) at December 31, 2013.

Compensation paid in respect of these claims against CertainTeed, including claims settled prior to 2015 but only paid out in 2015, and those fully resolved and paid in 2015, and compensation paid (net of insurance) in 2015 by other Group businesses in connection with asbestos-related litigation, amounted to €59 million (U.S.\$65 million), compared to €51 million (U.S.\$68 million) in 2014 and €66 million (U.S.\$88 million) in 2013.

#### Other asbestos-related litigation

In Brazil, former Group employees suffering from asbestos-related occupational illness linked to asbestos are offered, depending on the case, solely financial compensation or otherwise lifetime medical assistance combined with financial compensation. Only a small number of former employee litigants or their legal successors were outstanding at December 31, 2015, and they do not present a material risk for the subsidiaries concerned.

#### **Competition law and related proceedings**

Legal provisions covering competition apply to Group companies in countries in which the Group operates. The violation of competition laws exposes the Group to fines and, in certain countries, potential criminal sanctions on the Group and the employees involved. Any litigation filed by a competition authority could, in the event of conviction, give rise to the payment of fines and potentially damages, which is likely to have a significant impact on the Group's reputation, financial situation and operating results.

#### Investigation by the Swiss Fair Trading Commission in the sanitary products wholesale sector

In November 2011, the Swiss Anti-Trust Commission (*Commission Suisse de la Concurrence*) opened an investigation for anti-competitive practices in the sanitary products wholesale sector. In May 2014, the Commission Secretariat issued a notification of complaints against Sanitas Troesch and other wholesalers in the sector. According to the terms of this notification, the Secretariat requested that the Commission declare a fine of approximately CHF 117 million on Sanitas Troesch on grounds that Sanitas Troesch and some of its competitors had, among other things, agreed in 2005 and 2012 to lower gross prices.

The Commission stated in a press release dated July 3, 2015 that the total fine decided against all the companies involved will be CHF 80 million. For Sanitas Troesch, the fine will be CHF 28.5 million. Sanitas Troesch continues to firmly refute the claims made; however, a provision for litigation was recognised at December 31, 2015 for €27 million.

#### Investigation by the French Competition Authority in the building insulation products sector

On August 6, 2014, Saint-Gobain Isover received a notice of complaints from the French Competition Authority (*Autorité de la concurrence française*). The only complaint made was of having exchanged allegedly strategic and confidential information between March 2002 and March 2007, relating to a certification request lodged by Actis before the Versailles

Commercial Court for one of its products, and in relation to a dispute between Actis and the Mineral Wool Insulation Manufacturers association (“**FILMM**”), of which Saint-Gobain Isover was a member.

Saint-Gobain Isover and the Company are challenging this complaint and submitted its statement of defense on November 6, 2014. After receiving the report of the Competition Authority on August 10, 2015, the two companies issued their pleadings in response on October 29, 2015 and are now waiting for a hearing date before the board.

In the civil law area, in March 2013 Actis served a civil liability writ on Saint-Gobain Isover, the *Centre Scientifique et Technique du Bâtiment* and FILMM, before the Paris Supreme Court (*Tribunal de Grande Instance*), for the adverse consequences of facts forming the subject of investigation by the Competition Authority. In an order dated December 16, 2014, the pre-trial judge declared a stay of proceedings while waiting for the decision of the Competition Authority.

#### Investigation by the Antitrust Division of the United States Department of Justice in the United States drywall industry

In July 2015, the Antitrust division of the United States Department of Justice opened a criminal investigation into potential anti-competitive practices, specifically a price agreement, in the United States drywall industry. This investigation followed complaints filed in late 2012 in the form of class actions in the civil courts against eight drywall manufacturers in the sector, including CertainTeed, by some of their customers.

On the basis of testimony and documents submitted in the civil proceedings, CertainTeed and its attorneys have not identified any element that might create liability for CertainTeed, and as a result filed a motion for summary judgment in May 2015 in order to end the civil proceedings. This application was accepted on February 18, 2016 by the competent court.

#### **Risk relating to insurance coverage**

The Group transfers its risks to the insurance market when this is the most efficient solution. Default by one or more of the Group’s insurers could therefore lead to financial losses which could have a material adverse effect on the Group’s financial position and results.

The Group implements preventive programmes and purchases insurance cover to protect its assets and revenue. The policy is determined, coordinated and overseen by the Risks and Insurance Department based on conditions in the insurance market. It defines insurance criteria for the most significant risks, such as property and business interruption, as well as general and product liability.

For other types of cover, such as automobile fleet insurance, the Risks and Insurance Department advises the individual operating units on policy content, broker selection and which market to consult. These represent “high-frequency” risks, for which claims are monitored internally and appropriate action taken. The 2013-2014 policies were renewed as 2014-2015 policies. Companies acquired during the year have been integrated into existing insurance programmes.

#### Property and business interruption insurance

The Group’s non-excluded property and casualty risks and business interruption risks arising from accidental damage to insured assets are covered by a worldwide insurance plan. It does

not cover operations in Brazil, which are insured by a local programme. These insurance programmes come under the Risk and Insurance Department's supervision.

The plan meets the insurance criteria laid down by the Risks and Insurance Department since:

- all policies are "all risks" policies with named exclusions;
- claims limits of liability are based on worst-case scenarios where safety systems operate effectively; and
- deductibles are proportionate to the size of the site concerned and cannot be qualified as self-insurance.

These criteria take into account current insurance offerings, which exclude certain risks, such as computer viruses and their impact on operations, and cover natural disasters like floods, storms or earthquakes only up to a certain amount. In extreme scenarios, such events could have a substantial uninsured financial impact in terms of both reconstruction costs and lost production costs.

The Risks and Insurance Department's policy is based on the findings of the annual audits carried out by independent prevention experts recognised by the Group's insurers. These audits give a clear picture of the main sites' risk exposure in the event of a fire or other incident and provide an estimate of the financial consequences in a worst-case scenario.

Individual claims in excess of €12.5 million are transferred to the insurance market for all Group subsidiaries, excluding Brazil. Claims for up to this amount are self-insured through the Group's captive insurance company, which purchases reinsurance cover against increases in frequency and/or severity rates.

Should the Group not be able to recover losses resulting from property damage, casualty or business interruption under its insurance policies, this could have a material adverse effect on the Group's financial position and results.

#### Liability insurance

An insurance plan provides coverage for third-party personal injury and property damage claims for which the Group would be held legally liable. The plan comprises several programmes according to coverage.

The first programme covers all subsidiaries and has a coverage limit of €100 million. Subsidiaries situated in the geographical territory of the United States and Canada Delegation have a deductible of €50 million. The programme's exclusions are consistent with market practice and concern in particular potentially carcinogenic substances and gradual pollution.

In order to satisfy local regulatory requirements, a policy is taken out in each country in which the Group has a significant presence. Local policies are backed up by master policy issued in Paris, which can be activated when local coverage proves inadequate.

A second programme covers subsidiaries located in the geographic area covered by the United States and Canada Delegation and has a coverage limit of U.S.\$50 million. This programme is structured differently to deal with the specific nature of liability risks in the United States. It is divided into several lines of coverage, allowing it to be placed, if needed, on the London insurance market. Exclusions are in line with current market practice in the United States and primarily concern contractual liability, pollution and third party consequential loss.

In addition to the two above-described programmes, a number of supplementary programmes have been set up in order to bring the total coverage limit to a level considered compatible with the Group's businesses.

Within the operating units, action is taken to raise awareness of liability risks, and the units are motivated to control costs by assuming a deductible that does not, however, constitute self-insurance. Saint-Gobain also runs a risk prevention programme at its operating units with the support of the Environment, Health and Safety Department.

#### Operations under separate insurance coverage

Joint ventures and companies not controlled by the Group are excluded from the above programmes and purchase separate insurance coverage.

### **Factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme**

#### ***Risks related to the structure of a particular issue of Notes***

A wide range of Notes may be issued under the Programme. A number of these Notes may have features which contain particular risks for potential investors. Set out below is a description of the most common such features:

#### *Notes subject to optional redemption by the Issuer*

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period.

The Issuer may be expected to redeem Notes when its cost of borrowing is lower than the interest rate on the Notes. At those times, an investor generally would not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed and may only be able to do so at a significantly lower rate. Potential investors should consider reinvestment risk in light of other investments available at that time.

#### *Variable Rate Notes with a multiplier or other leverage factor*

Notes with variable interest rates can be volatile investments. If they are structured to include multipliers or other leverage factors, or caps or floors, or any combination of those features or other similar related features, their market values may be even more volatile than those for securities that do not include those features.

#### *Inverse Floating Rate Notes*

Inverse Floating Rate Notes have an interest rate equal to a fixed rate minus a rate based upon a reference rate such as LIBOR. The market values of those Notes typically are more volatile than market values of other conventional floating rate debt securities based on the same reference rate (and with otherwise comparable terms). Inverse Floating Rate Notes are more volatile because an increase in the reference rate not only decreases the interest rate of the Notes, but may also reflect an increase in prevailing interest rates, which further adversely affects the market value of these Notes.

### *Fixed/Floating Rate Notes*

Fixed/Floating Rate Notes may bear interest at a rate that converts from a fixed rate to a floating rate, or from a floating rate to a fixed rate. Where the Issuer has the right to effect such a conversion, this will affect the secondary market and the market value of the Notes since the Issuer may be expected to convert the rate when it is likely to produce a lower overall cost of borrowing. If the Issuer converts from a fixed rate to a floating rate in such circumstances, the spread on the Fixed/Floating Rate Notes may be less favourable than then prevailing spreads on comparable Floating Rate Notes tied to the same reference rate. In addition, the new floating rate at any time may be lower than the rates on other Notes. If the Issuer converts from a floating rate to a fixed rate in such circumstances, the fixed rate may be lower than then prevailing rates on its Notes.

### *Notes issued at a substantial discount or premium*

The market values of securities issued at a substantial discount or premium from their principal amount tend to fluctuate more in relation to general changes in interest rates than do prices for conventional interest-bearing securities. Generally, the longer the remaining term of the securities, the greater the price volatility as compared to conventional interest-bearing securities with comparable maturities.

### *Negative yield*

In cases where an investor purchases securities at an issue price that is higher than or equal to the sum of the redemption amount and any interest payments on the securities, potential investors may also face the risk of no yield or a negative yield in relation to such securities.

### *Range Accrual Notes*

Range Accrual Notes are securities which pay interest linked to the performance of the reference asset(s) that accrues only on days during a preset period on which the performance of the reference asset(s) is within a certain pre-determined range. Consequently, the interest payable will be lower where the performance of the reference asset(s) was trading outside the pre-determined range during such interest period (dependent on the amount of days the reference asset is outside the pre-determined range), and may be zero depending on the terms of the Notes. The market value of the Notes may be adversely affected by rising implied volatility of the reference asset(s) or movements in the performance of such reference asset(s) which indicate that the performance of the reference asset(s) will be outside the pre-determined range during a relevant period. The market value of the Notes may also be affected by the absolute amount of interest payable on the Notes.

### *Inflation Linked Notes*

Inflation indexes may go down as well as up. Where Notes in respect of which the amount of interest payable is subject to adjustment by reference to movements in an inflation index are issued, a decrease in such inflation index over the reference period will reduce the amount of interest payable in respect of such Notes. In a deflationary environment, the annual interest received may be lower than the rate of interest specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). Where the amount payable upon redemption of the Notes is subject to adjustment by reference to movements in an inflation index, a decrease in the specified inflation index over the reference period may reduce the amount to be repaid upon redemption of the Notes to less than the nominal amount of the Notes. Investors as a consequence may lose the value of their entire investment or part of it. The historical experience of the relevant inflation index should not be viewed as an

indication of future performance of that inflation index during the term of any Inflation Linked Notes.

*Conflicts may arise between the interests of the Calculation Agent and the interests of the Noteholders*

Potential conflicts of interest may exist between the Calculation Agent and Noteholders (including a Dealer acting as a Calculation Agent), including with respect to certain determinations and judgements that such Calculation Agent may make pursuant to the Terms and Conditions of the Notes that may influence the amounts receivable by the Noteholders during the term of the Notes and upon their redemption.

### ***Risks related to Notes generally***

Set out below is a brief description of certain risks relating to the Notes generally:

#### *Modification, waivers and substitution*

The conditions of the Notes contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders including Noteholders who did not attend and vote at the relevant meeting and Noteholders who voted in a manner contrary to the majority.

#### *Taxation*

A Noteholder's effective yield on the Notes may be diminished by the tax impact on that Noteholder of its investment in the Notes. Payments of interest on the Notes, or profits realised by the Noteholder upon the sale or repayment of the Notes, may be subject to taxation in the Noteholder's home jurisdiction or in other jurisdictions in which it is required to pay taxes. Certain French, UK and EU tax matters relating to an investment in the Notes are summarised under the "*Taxation*" section below; however, that section does not contain a comprehensive description of the tax impact of an investment in the Notes and the tax impact on an individual Noteholder may differ from the impact described in that section. The Issuer advises all investors to contact their own tax advisors for advice on the tax impact of an investment in the Notes.

### ***European financial transaction tax***

The European Commission has published a proposal (the "**Commission's Proposal**") for a Directive for a common financial transaction tax ( "**FTT**") in Austria, Belgium, Estonia, France, Germany, Greece, Italy, Portugal, Slovenia, Slovakia and Spain (the "**participating Member States**"). However, Estonia has since stated that it will not participate.

The Commission's Proposal has very broad scope and could, if introduced in its current form, impose a tax at generally not less than 0.1%, determined by reference to the amount of consideration paid, on certain dealings in Notes (including secondary market transactions) in certain circumstances.

Under current proposals, the FTT could apply in certain circumstances to persons both within and outside of the participating Member States. Generally, it would apply to certain dealings in Notes where at least one party is a financial institution, and at least one party is established in a participating Member State. A financial institution may be, or be deemed to be, "established" in a participating Member State in a broad range of circumstances, including (a) by transacting with a person established in a participating Member State, or (b) where the financial instrument which is subject to the dealings is issued in a participating Member State.

The FTT proposal remains subject to negotiation between the participating Member States and the legality of the proposal is uncertain. It may therefore be altered prior to any



implementation, the timing of which remains unclear. Additional Member States may decide to participate and/or certain of the participating Member States may decide to withdraw.

Prospective holders of Notes are advised to seek their own professional advice in relation to the consequences of the FTT.

#### *Change of law*

The conditions of the Notes are based on English law in effect as at the date of this Base Prospectus. No assurance can be given as to the impact of any possible judicial decision or change to English law or administrative practice after the date of this Base Prospectus.

#### *Trading in the clearing systems*

In relation to any issue of Notes which have a minimum denomination and are tradeable in the clearing systems in amounts above such minimum denomination which are smaller than it, should definitive Notes be required to be issued, a holder who does not have an integral multiple of the minimum denomination in his account with the relevant clearing system at the relevant time may not receive all of his entitlement in the form of definitive Notes unless and until such time as his holding becomes an integral multiple of the minimum denomination.

#### ***Risks related to the market generally***

Set out below is a brief description of the principal market risks, including liquidity risk, exchange rate risk, interest rate risk and credit risk:

#### *The secondary market generally*

Notes may have no established trading market when issued, and one may never develop. If a market does develop, it may not be very liquid. Therefore, investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed secondary market. This is particularly the case for Notes that are especially sensitive to interest rate, currency or market risks, are designed for specific investment objectives or strategies or have been structured to meet the investment requirements of limited categories of investors. These types of Notes generally would have a more limited secondary market and more price volatility than conventional debt securities. Illiquidity may have a severely adverse effect on the market value of Notes.

#### *Exchange rate risks and exchange controls*

The Issuer will pay principal and interest on the Notes in the currency specified in the applicable Final Terms (or, in the case of exempt Notes, in the applicable Pricing Supplement) (the “**Specified Currency**”). This presents certain risks relating to currency conversions if an investor’s financial activities are denominated principally in a currency or currency unit (the “**Investor’s Currency**”) other than the Specified Currency. These include the risk that exchange rates may significantly change (including changes due to devaluation of the Specified Currency or revaluation of the Investor’s Currency) and the risk that authorities with jurisdiction over the Investor’s Currency may impose or modify exchange controls. An appreciation in the value of the Investor’s Currency relative to the Specified Currency would decrease (1) the Investor’s Currency-equivalent yield on the Notes, (2) the Investor’s Currency-equivalent value of the principal payable on the Notes and (3) the Investor’s Currency-equivalent market value of the Notes.

Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate. As a result, investors may receive less interest or principal than expected, or no interest or principal.

### *Interest rate risks*

Investment in Fixed Rate Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of the Fixed Rate Notes.

### *Credit ratings may not reflect all risks*

One or more independent credit rating agencies may assign credit ratings to the Notes. There is no guarantee that such ratings will be assigned or maintained or that such credit ratings reflect the potential impact of all risks related to an investment in the Notes. Rating agencies may change their rating methodology making it more difficult to maintain a certain credit rating. Accordingly, a credit rating is not a recommendation to buy, sell or hold Notes and may be revised or withdrawn by the relevant rating agency at any time. Any such revision or withdrawal could adversely affect the market value of the Notes.

In general, European regulated investors are restricted under the CRA Regulation from using credit ratings for regulatory purposes unless such ratings are issued by a credit rating agency established in the European Union and registered under the CRA Regulation (and such registration has not been withdrawn or suspended), subject to transitional provisions that apply in certain circumstances whilst the registration application is pending. Such general restriction will also apply in the case of credit ratings issued by non-EU credit rating agencies, unless the relevant credit ratings are endorsed by an EU-registered credit rating agency or the relevant non-EU rating agency is certified in accordance with the CRA Regulation (and such endorsement action or certification, as the case may be, has not been withdrawn or suspended). Certain information with respect to the credit rating agencies and ratings will be disclosed in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

### *Change of control*

The change of control definition in Condition 10 (*Change of Control*) includes a reference, *inter alia*, to the *de facto* control resulting from the direct or indirect holding of a certain amount of voting rights which allow the holder thereof to determine in fact decisions taken at ordinary or extraordinary shareholders meetings. Such *de facto* control will depend on a number of factors which can only be determined at the relevant time taking into account all of the relevant surrounding circumstances arising and, accordingly, its precise application in any given set of circumstances would require determinations of questions of fact which in some cases may be complex and subject to dispute.

## DESCRIPTION OF THE PROGRAMME

Words and expressions defined in the section “*Terms and Conditions of the Notes*” shall have the same meanings in this overview.

<b>Issuer:</b>	Compagnie de Saint-Gobain, a French <i>société anonyme</i>
<b>Description:</b>	Medium Term Note Programme
<b>Arranger:</b>	Nomura International plc
<b>Dealers:</b>	Banco Bilbao Vizcaya Argentaria, S.A. Banco Santander, S.A. BNP Paribas Crédit Agricole Corporate and Investment Bank Citigroup Global Markets Limited Goldman Sachs International ING Bank N.V. Belgian Branch J.P. Morgan Securities plc MUFG Securities EMEA plc Nomura International plc Société Générale The Royal Bank of Scotland plc and any other Dealers appointed in accordance with the Programme Agreement.
<b>Certain Restrictions:</b>	Each issue of Notes denominated in a currency in respect of which particular laws, guidelines, regulations, restrictions or reporting requirements apply will only be issued in circumstances which comply with such laws, guidelines, regulations, restrictions or reporting requirements from time to time (see “ <i>Subscription and Sale and Transfer and Selling Restrictions</i> ”) including the following restrictions applicable at the date of this Base Prospectus.  <b>Notes having a maturity of less than one year</b>  Notes having a maturity of less than one year will, if the proceeds of the issue are accepted in the United Kingdom, constitute deposits for the purposes of the prohibition on accepting deposits contained in section 19 of the Financial Services and Markets Act 2000 unless they are issued to a limited class of professional investors and have a denomination of at least £100,000 or its equivalent, see “ <i>Subscription and Sale and Transfer and Selling Restrictions</i> ”.
<b>Issuing and Principal Paying Agent:</b>	Deutsche Bank AG, London Branch
<b>Programme Size:</b>	Up to €15,000,000,000 (or its equivalent in other

currencies calculated as described in the Programme Agreement) outstanding at any time. The Issuer may increase or decrease the amount of the Programme in accordance with the terms of the Programme Agreement.

**Distribution:**

Notes may be distributed by way of private or public placement and in each case on a syndicated or non-syndicated basis.

**Currencies:**

Notes may be denominated in Euro, Sterling, U.S. dollars, Yen and, subject to any applicable legal or regulatory restrictions, any other currency agreed between the Issuer and the relevant Dealer and provided for in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) (the “**Specified Currency**”).

**Maturities:**

Notes will have such maturities as may be agreed between the Issuer and the relevant Dealer, subject to such minimum or maximum maturities as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the Issuer or the relevant Specified Currency.

**Issue Price:**

Notes may be issued on a fully-paid basis and at an issue price which is at par or at a discount to, or premium over, par.

**Form of Notes:**

The Notes will be issued in bearer or registered form as described in “*Terms and Conditions of the Notes*”. Registered Notes will not be exchangeable for Bearer Notes and vice versa.

**Fixed Rate Notes:**

“**Fixed Rate Notes**” bear a fixed interest that will be payable on such date or dates as may be agreed between the Issuer and the relevant Dealer and on redemption and will be calculated on the basis of such Day Count Fraction under the Conditions as may be agreed between the Issuer and the relevant Dealer.

**Floating Rate Notes:**

“**Floating Rate Notes**” will bear interest, according to the Conditions, at a rate determined:

- (a) on the same basis as the floating rate under a notional interest rate swap transaction in the relevant Specified Currency governed by an agreement incorporating the 2006 ISDA Definitions (as published by the International Swaps and Derivatives Association, Inc., and as amended and updated as at the Issue Date of the first Tranche of the Notes of the

relevant Series);

- (b) on the basis of a reference rate appearing on the agreed screen page of a commercial quotation service; or
- (c) on the basis of a CMS reference rate (“**CMS Linked Notes**”).

The margin (if any) relating to such floating rate will be agreed between the Issuer and the relevant Dealer for each Series of Floating Rate Notes.

**Range Accrual Notes:**

The Rate of Interest for Fixed Rate Notes and Floating Rate Notes (including CMS Linked Notes) may be determined by multiplying the applicable Rate of Interest payable from time to time in respect of such Notes by a range accrual factor, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) (“**Range Accrual Notes**”).

**Inflation Linked Notes:**

Payments of principal and/or interest in respect of “**Inflation Linked Notes**” will be calculated by reference to an Inflation Factor, derived from either:

- (i) the UK Retail Price Index (all items) published by the Office of National Statistics (the “**RPI**”);
- (ii) the non-revised Harmonised Index of Consumer Prices excluding tobacco, or the relevant successor index, measuring the rate of inflation in the European Monetary Union excluding tobacco published by Eurostat (the “**HICP**”);
- (iii) the consumer price index (excluding tobacco) for all households in metropolitan France, as calculated and published monthly by the *Institut National de la Statistique et des Etudes Economiques* (the “**French CPI**”);
- (iv) the consumer price index (excluding tobacco) in Italy, (“Indice dei prezzi al consumo per famiglie di operai e impiegati (FOI) senza tabacchi”) published by *Istituto nazionale di statistica* (the “**Italian CPI**”); or
- (v) the All Items Consumer Price Index for All Urban Consumers (CPI-U) before seasonal adjustment published by the U.S. Bureau of Labor Statistic (the “**U.S. CPI**”).

**Other provisions in relation to Floating Rate Notes and Inflation Linked Notes:**

Floating Rate Notes (including CMS Linked Notes) and Inflation Linked Notes may also have a maximum interest rate, a minimum interest rate or both. Interest on Floating Rate Notes (including

CMS Linked Notes) and Inflation Linked Notes in respect of each Interest Period, as agreed prior to issue by the Issuer and the relevant Dealer, will be payable on such Interest Payment Dates, and will be calculated on the basis of such Day Count Fraction, as may be agreed between the Issuer and the relevant Dealer.

**Zero Coupon Notes:**

“**Zero Coupon Notes**” will be offered and sold at a discount to, or premium over, their nominal amount and will not bear interest.

**Redemption:**

The applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) will indicate either that the relevant Notes cannot be redeemed prior to their stated maturity (other than for taxation reasons or following an Event of Default or, in the case of Inflation Linked Notes only, for reasons linked to the relevant Index) or that such Notes will be redeemable at the option of the Issuer and/or the Noteholders upon giving notice to the Noteholders or the Issuer, as the case may be, on a date or dates specified prior to such stated maturity and at a price or prices and on other terms pursuant to the Conditions.

Notes having a maturity of less than one year may be subject to restrictions on their denomination and distribution, see “*Certain Restrictions–Notes having a maturity of less than one year*” above.

**Denomination of Notes:**

The Notes will be issued in such denominations as may be agreed between the Issuer and the relevant Dealer save that the minimum denomination of each Note will be such amount as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the relevant Specified Currency, see “*Certain Restrictions–Notes having a maturity of less than one year*” above and save that, if such allowed or required minimum denomination is below €100,000, the minimum denomination of each Note will be €100,000 (or, if the Notes are denominated in a currency other than Euro, the equivalent amount in such currency).

**Taxation:**

All payments in respect of the Notes and any related Coupons shall be made free and clear of, and without withholding or deduction for, or on account of, any present or future taxes, duties, assessments or governmental charges imposed or levied by or on behalf of the Republic of France, or any authority therein or thereof, having the power

to tax, unless the withholding or deduction of such taxes is required by law.

Notes issued on or after March 1, 2010 (except Notes that are issued on or after March 1, 2010 and which are to be consolidated (*assimilables* for the purpose of French law) and form a single series with Notes issued before March 1, 2010 having the benefit of Article 131 *quater* of the French General Tax Code) fall under the French withholding tax regime pursuant to Article 125 A III of the French General Tax Code. Payments of interest and other revenues made by the Issuer on such Notes are not subject to the withholding tax set out under Article 125 A III of the French General Tax Code unless such payments are made outside of France in a non-cooperative State or territory within the meaning of Article 238-0 A of the French General Tax Code (a “**Non-Cooperative State**”). If such payments under the Notes are made in a Non-Cooperative State, a 75% withholding tax is applicable (subject to exceptions, certain of which being set forth below, and to the more favourable provisions of any applicable double tax treaty) pursuant to Article 125 A III of the French General Tax Code. The 75% withholding tax is applicable irrespective of the tax residence of the Noteholder. The list of Non-Cooperative States is published by a ministerial executive order, which is updated on a yearly basis.

Furthermore, according to Article 238 A of the French General Tax Code, interest and other revenues will not be deductible from the Issuer's taxable income if they are paid or accrued to persons domiciled or established in a Non-Cooperative State or paid to a bank account opened in a financial institution located in such a Non-Cooperative State. Under certain conditions, any such non-deductible interest or other revenues may be recharacterised as constructive dividends pursuant to Articles 109 *et seq.* of the French General Tax Code, in which case such non-deductible interest and other revenues may be subject to the withholding tax set out under Article 119 *bis* 2 of the same Code, at a rate of 30% or 75% (subject to the more favourable provisions of any applicable double tax treaty).

Notwithstanding the foregoing, neither the 75% withholding tax provided by Article 125 A III of the French General Tax Code, the non-deductibility of the interest and revenues nor the withholding tax set

out under Article 119 *bis* 2 of the same Code that may be levied as a result of such non-deductibility, to the extent the relevant interest or other revenues relate to genuine transactions and is not in an abnormal or exaggerated amount, will apply in respect of a particular issue of Notes provided that the Issuer can prove that the main purpose and effect of such issue of Notes is not that of allowing the payments of interest or other revenues to be made in a Non-Cooperative State (the “**Exception**”).

In addition, under French tax administrative guidelines (BOI-INT-DG-20-50-20140211) dated February 11, 2014, an issue of Notes benefits from the Exception without the Issuer having to provide any evidence supporting the main purpose and effect of such issue of Notes, if such Notes are:

- (i) offered by means of a public offer within the meaning of Article L.411-1 of the French Monetary and Financial Code or pursuant to an equivalent offer in a State other than a Non-Cooperative State. For this purpose, an “equivalent offer” means any offer requiring the registration or submission of an offer document by or with a foreign securities market authority; or
- (ii) admitted to trading on a regulated market or on a French or foreign multilateral securities trading system provided that such market or system is not located in a Non-Cooperative State, and the operation of such market is carried out by a market operator or an investment services provider, or by such other similar foreign entity, provided further that such market operator, investment services provider or entity is not located in a Non-Cooperative State; or
- (iii) admitted, at the time of their issue, to the operations of a central depositary or of a securities clearing and delivery and payments systems operator within the meaning of Article L.561-2 of the French Monetary and Financial Code, or of one or more similar foreign depositaries or operators provided that such depositaries or operators are not located in a Non-Cooperative State.

Payments of interest and other revenues with respect to Notes which are consolidated (*assimilables* for the purpose of French law) and



form a single series with Notes issued (or deemed issued) outside France as provided under Article 131 *quater* of the French General Tax Code, before March 1, 2010, provided that their term has not been prorogued, will continue to be exempt from the withholding tax set out under Article 125 A III of the French General Tax Code.

In addition, interest and other revenues paid by the Issuer on Notes issued on or after March 1, 2010 and which are to be consolidated (*assimilables* for the purpose of French law) and form a single series with Notes issued before March 1, 2010 will not be subject to the withholding tax set out in Article 119 *bis* 2 of the French General Tax Code solely on account of their being paid on a bank account opened in a financial institution located in a Non-Cooperative State or accrued or paid to persons established or domiciled in a Non-Cooperative State.

**Negative Pledge:**

The terms of the Notes will contain a negative pledge provision as further described in Condition 4 (*Negative Pledge*).

**Cross Default:**

The terms of the Notes will contain a cross default provision as further described in Condition 13 (*Events of Default*).

**Rating:**

The Issuer's general long term debt ratings are (P)Baa2 by Moody's Deutschland GmbH and BBB by Standard & Poor's Credit Market Services Europe Limited.

The Programme has been rated (P)Baa2 by Moody's Deutschland GmbH and BBB by Standard & Poor's Credit Market Services Europe Ltd.

Moody's Deutschland GmbH is established in the European Union and registered under the CRA Regulation. Standard & Poor's Credit Market Services Europe Limited is established in the European Union and registered under the CRA Regulation. As such, Moody's Deutschland GmbH and Standard & Poor's Credit Market Services Europe Limited are included in the list of credit rating agencies published by the European Securities and Markets Authority ("ESMA") on its website in accordance with the CRA Regulation.

The rating of certain Series of Notes to be issued under the Programme may be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). Where

an issue of Notes is rated, its rating will not necessarily be the same as the rating applicable to the Programme or to the Issuer. A credit rating is not a recommendation to buy, sell or hold Notes and may be revised or withdrawn by the relevant rating agency at any time. Any such revision or withdrawal could adversely affect the market value of the Notes. Whether or not each credit rating applied for in relation to a relevant Series of Notes will be issued by a credit rating agency established in the European Union and registered under the CRA Regulation will be disclosed in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). In general, European regulated investors are restricted from using a rating for regulatory purposes if such rating is not issued by a credit rating agency established in the European Union and registered under the CRA Regulation unless the rating is provided by a credit rating agency operating in the European Union before June 7, 2010 which has submitted an application for registration in accordance with the CRA Regulation and such registration is not refused.

**Listing and admission to trading – Notes other than Exempt Notes:**

Application has been made to the UK Listing Authority for Notes issued under the Programme to be admitted to the Official List and to the London Stock Exchange for such Notes to be admitted to trading on the London Stock Exchange's Regulated Market.

Notes may also be listed or admitted to trading, as the case may be, on Euronext Paris, if agreed between the Issuer and the relevant Dealer in relation to the Series. Euronext Paris is a regulated market for the purposes of Directive 2004/39/EC (the "MiFID").

The applicable Final Terms will state on which stock exchanges and/or markets the relevant Notes are to be listed and/or admitted to trading.

**Exempt Notes:**

Exempt Notes are either (i) not admitted to the Official List or to trading on the London Stock Exchange's regulated market or (ii) listed or admitted to trading on other stock exchanges or markets, as may be agreed between the Issuer and the relevant Dealer(s).

**Passporting:**

Once this Prospectus has been approved by the Financial Conduct Authority in the United Kingdom, the Issuer will request the Financial

Conduct Authority to passport it to France by way of sending a certificate of approval to *Autorite des marches financiers*. after which the Prospectus can be used for the admission to trading of Notes in France.

**Governing Law:**

The Notes will be governed by, and construed in accordance with, English law.

**Selling Restrictions:**

There are restrictions on the offer, sale and transfer of the Notes in the United States, the European Economic Area (including the United Kingdom and France), Japan and such other restrictions as may be required in connection with the offering and sale of a particular Tranche of Notes, see “*Subscription and Sale and Transfer and Selling Restrictions*”.

## DOCUMENTS INCORPORATED BY REFERENCE

This Base Prospectus should be read and construed in conjunction with:

- the audited consolidated financial statements of the Issuer as at, and for the financial years ended, December 31, 2014 (the “**Financial Statements 2014**”) and as at, and for the financial years ended, December 31, 2015 (the “**Financial Statements 2015**”), together in each case with the audit report thereon which have been previously published and filed with the Financial Conduct Authority;
- terms and conditions of the Notes as set out on pages 62-121 of the base prospectus dated July 17, 2015;
- terms and conditions of the Notes as set out on pages 42-78 of the base prospectus dated July 17, 2014;
- terms and conditions of the Notes as set out on pages 41-77 of the base prospectus dated July 17, 2013;
- terms and conditions of the Notes as set out on pages 40-78 of the base prospectus dated September 19, 2012;
- terms and conditions of the Notes as set out on pages 40-69 of the base prospectus dated July 20, 2011;
- terms and conditions of the Notes as set out on pages 40-78 of the base prospectus dated December 16, 2009;
- terms and conditions of the Notes as set out on pages 39-75 of the base prospectus dated December 12, 2008;
- terms and conditions of the Notes as set out on pages 39-75 of the base prospectus dated December 14, 2007; and
- terms and conditions of the Notes as set out on pages 39-75 of the base prospectus dated October 13, 2006.

Any documents themselves incorporated by reference in the documents incorporated by reference in this Base Prospectus shall not form part of this Base Prospectus for the purposes of the Prospectus Directive.

Any statement contained in the Base Prospectus or in any of the documents incorporated by reference herein, and forming part of the Base Prospectus, shall be deemed to be modified or superseded for the purpose of this Base Prospectus to the extent that a statement contained in any supplement thereto or in any document subsequently incorporated by reference, including the documents incorporated by reference by this Base Prospectus, modifies or supersedes such earlier statement (whether expressly, by implication or otherwise). Any statement so modified or superseded shall not be deemed, except as so modified or superseded, to constitute a part of this Base Prospectus.

Certain information contained in the documents listed above has not been incorporated by reference in this Base Prospectus. Such information is either (i) not considered by the Issuer to be relevant for prospective investors in the Notes or (ii) is covered elsewhere in this Base Prospectus.

For ease of reference, the table below sets out the relevant page references for the English language translation of the audited consolidated annual financial statements of the Issuer as at and for the financial years ended December 31, 2014 and 2015 respectively, together with the

English language translation of the audit reports. These English language translations are free translations of the French language original versions of such documents. The non-incorporated parts of the documents incorporated by reference are either not relevant for investors or are covered elsewhere in this Base Prospectus.

### **Issuer's Audited Consolidated Financial Statements for the Year ended December 31, 2014 and Audit Report thereon**

Statutory Auditors' Report on the Consolidated Financial Statements.....	1 <sup>st</sup> -4 <sup>th</sup> unnumbered page of the Financial Statements 2014
Consolidated Balance Sheet .....	Page 1, Financial Statements 2014
Consolidated Income Statement .....	Page 2, Financial Statements 2014
Statement of Recognised Income and Expense .....	Page 3, Financial Statements 2014
Consolidated Cash Flow Statement .....	Page 4, Financial Statements 2014
Consolidated Statement of Changes in Equity.....	Page 5, Financial Statements 2014
Notes to the Consolidated Financial Statements.....	Pages 6-75, Financial Statements 2014

### **Issuer's Audited Consolidated Financial Statements for the Year ended December 31, 2015 and Audit Report thereon**

Statutory Auditors' Report on the Consolidated Financial Statements.....	2 <sup>nd</sup> -5 <sup>th</sup> unnumbered page of the Financial Statements 2015
Consolidated Balance Sheet .....	Page 3, Financial Statements 2015
Consolidated Income Statement .....	Page 4, Financial Statements 2015
Statement of Recognised Income and Expense .....	Page 5, Financial Statements 2015
Consolidated Cash Flow Statement .....	Page 6, Financial Statements 2015
Consolidated Statement of Changes in Equity.....	Page 7, Financial Statements 2015
Notes to the Consolidated Financial Statements.....	Pages 8-72, Financial Statements 2015

Copies of documents deemed to be incorporated by reference in this Base Prospectus may be obtained from (i) the website of the Issuer at <https://www.saint-gobain.com/en/finance>, (ii) the registered office of the Issuer, (iii) the website of the UK National Storage Mechanism, <http://www.hemscott.com/nsm.do>, or (iv) from the specified office of the Paying Agent for the time being in London.

### **Prospectus Supplements**

Following the publication of this Base Prospectus a supplement may be prepared by the Issuer and approved by the UK Listing Authority in accordance with Article 16 of the Prospectus Directive. Statements contained in any such supplement (or contained in any document incorporated by reference therein) shall, to the extent applicable (whether expressly, by implication or otherwise), be deemed to modify or supersede statements contained in this Base Prospectus or in a document which is incorporated by reference in this Base Prospectus. Any statement so modified or superseded shall not, except as so modified or superseded, constitute a part of this Base Prospectus.

The Issuer will, in the event of any significant new factor, material mistake or inaccuracy relating to information included in this Base Prospectus which is capable of affecting the assessment of any Notes, prepare a supplement to this Base Prospectus or publish a new prospectus for use in connection with any subsequent issue of Notes. The Issuer has undertaken to the Dealers in the Programme Agreement (as defined in "*Subscription and Sale and Transfer and Selling Restrictions*") that it will comply with section 87G of the Financial Services and Markets Act 2000, as amended.

## FORM OF FINAL TERMS

[Date]

Compagnie de Saint-Gobain

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]  
under the EUR 15,000,000,000  
Medium Term Note Programme

### PART A – CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions set forth in the Base Prospectus dated July 27, 2016 [and supplement(s) to it dated [●]] which [together] constitute(s) a base prospectus (the “**Base Prospectus**”) for the purposes of the Prospectus Directive (Directive 2003/71/EC) (the “**Prospectus Directive**”). This document constitutes the Final Terms of the Notes described herein for the purposes of Article 5.4 of the Prospectus Directive and must be read in conjunction with the Base Prospectus. The Base Prospectus and any supplement(s) thereto will be published electronically on the website of the London Stock Exchange plc at [www.londonstockexchange.com/exchange/news/market-news/market-newshome.html](http://www.londonstockexchange.com/exchange/news/market-news/market-newshome.html). Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Base Prospectus.

*The following alternative language applies if the first issue of a Series which is being increased was issued under a base prospectus with an earlier date.*

[Terms used in this document are deemed to be defined as such for the purposes of the Conditions set forth in the base prospectus dated [original date] [and the supplemental prospectus dated [date]] (the “**Conditions**”) and incorporated by reference into the Base Prospectus dated July 27, 2016 [and supplement(s) to it dated [●]]. This document constitutes the Final Terms of the Notes described in it for the purposes of Article 5.4 of Prospectus Directive (Directive 2003/71/EC) (the “**Prospectus Directive**”) and must be read in conjunction with the Prospectus dated July 27, 2016 [and supplement(s) to it dated [●]], which [together] constitute[s] a base prospectus for the purposes of the Prospectus Directive (the “**Base Prospectus**”), including the Conditions which are extracted from the base prospectus dated [original date] [and the supplement(s) to it dated [●]]. The Base Prospectus and any supplement(s) thereto will be published electronically on the website of the London Stock Exchange plc at [www.londonstockexchange.com/exchange/news/market-news/market-newshome.html](http://www.londonstockexchange.com/exchange/news/market-news/market-newshome.html). Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Base Prospectus.

1. (i) Series Number: [●]
- (ii) Tranche Number: [●]
2. Specified Currency: [●]
3. Aggregate Nominal Amount of Notes admitted to trading:
  - (i) Series: [●]
  - (ii) Tranche: [●]

4. Issue Price: [●]%, of the Aggregate Nominal Amount [plus accrued interest from [●]]
5. (i) Specified Denominations: [€100,000] [and higher integral multiples of €1,000 in excess thereof]
- (ii) Calculation Amount: [●]
6. (i) Issue Date: [●]
- (ii) Interest Commencement Date: [●]/[Issue Date]/[Not Applicable]
7. **Maturity Date:** [●]
8. Interest Basis: [[●]% Fixed Rate]/[*particular reference rate*] +/- [●]% Floating Rate]/[Inflation Linked interest]/[[●] years [*insert currency*] CMS Reference Rate]/[Zero Coupon]
- (further particulars specified below)
9. Redemption/Payment Basis: [Redemption at par]/[●]/[Inflation Linked Redemption]
10. Change of Interest Basis: [Applicable, on [●]]/[Not Applicable]
- (i) First Interest Basis: [●]
- (ii) Second Interest Basis: [●]
- (iii) Interest Basis Conversion Date: [●] [subject to adjustment in accordance with the Business Day Convention]/[subject to no adjustment]
11. Put/Call Options: [Investor Put] / [Issuer Call] / [Not Applicable] [(further particulars specified below)]
12. Date(s) of relevant corporate authorisations for issuance of Notes: [●] (Board Authorisation) and [●] (Decision to Issue)

#### **PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE**

13. Fixed Rate Note provisions [Applicable]/[Not Applicable]
- (i) Rate(s) of Interest: [●]%, per annum payable in arrear on each Interest Payment Date
- (ii) Interest Payment Date(s): [●] in each year

- (iii) Fixed Coupon Amount(s): ☐ per Calculation Amount
- (iv) Broken Amount(s): ☐ per Calculation Amount, payable on the Interest Payment Date falling ☐ ☐
- (v) Day Count Fraction: ☐/[30/360]/[Actual/Actual (ICMA)]
- (vi) Determination Date(s): ☐ in each year
- (vii) Range Accrual: ☐ (Applicable (further particulars specified below))/[Not Applicable]
- 14. Floating Rate Note provisions** ☐/[Applicable]/[Not Applicable]
- (i) Interest Period(s): ☐
- (ii) Specified Interest Payment Dates: ☐ in each year, subject to adjustment in accordance with the Business Day Convention set out in (iv) below]
- (iii) First Interest Payment Date: ☐
- (iv) Business Day Convention: ☐[Floating Rate Convention]/[Following Business Day Convention]/[Modified Following Business Day Convention]/[Preceding Business Day Convention]/[Not Applicable]
- (v) Business Centre(s): ☐
- (vi) Manner in which the Rate(s) of Interest is/are to be determined: ☐[Screen Rate Determination]/[ISDA Determination]/[CMS Rate]
- (vii) Party responsible for calculating the Rate(s) of Interest and/or Interest Amount (if not the Agent): ☐
- (viii) Screen Rate Determination: ☐/[Applicable]/[Not Applicable]
- Reference Rate: ☐[LIBOR]/[EURIBOR]/☐
  - Designated Maturity: ☐
  - Relevant Screen Page: ☐
  - Relevant Time: ☐[11.00 a.m. London time]/[11.00 a.m. Brussels time]/☐
- (ix) ISDA Determination: ☐/[Applicable]/[Not Applicable]



	• Floating Rate Option:	[●]
	• Designated Maturity:	[●]
	• Reset Date:	[●]
(x)	CMS Rate	[Applicable]/[Not Applicable]
	• Multiplier:	[●]
	• First Relevant Screen Page:	[●]
	• First Relevant Time:	[●]
	• First Reference Currency:	[●]
	• First Designated Maturity:	[●]
	• Second Relevant Screen Page:	[●]
	• Second Relevant Time:	[●]
	• Second Reference Currency:	[●]
	• Second Designated Maturity:	[●]
(xi)	Linear Interpolation:	[Not Applicable]/[Applicable: the Rate of Interest for the [long/short] [first/last] Interest Period shall be calculated using Linear Interpolation between [●] and [●] [●]]
(xii)	Margin(s):	[+/-] [●]% per annum
(xiii)	Minimum Rate of Interest:	[●]
(xiv)	Maximum Rate of Interest:	[●]
(xv)	Day Count Fraction:	[Actual/Actual]/[Actual/Actual (ISDA)]/[Actual/365(Fixed)]/[Actual/365 (Sterling)]/[Actual/360]/[30/360]/[360/360]/[Bond Basis]/[30E/360]/[Eurobond Basis]
(xvi)	Interest Determination Date(s):	[●]
(xvii)	Range Accrual:	[Applicable(further particulars specified below)]/[Not Applicable]
<b>15.</b>	<b>Range Accrual Notes</b>	[Applicable]/[Not Applicable]

- (i) Accrual Condition Type: [Single Rate Range Accrual]/[Spread Range Accrual]
- (ii) Range Accrual Floating Rate 1
- (A) Screen Rate Determination: [Applicable]/[Not Applicable]
- Reference Rate: [●]
  - Designated Maturity: [●]
  - Relevant Screen Page: [●]
  - Relevant Time: [●]
- (B) ISDA Determination: [Applicable]/[Not Applicable]
- Floating Rate Option: [●]
  - Designated Maturity: [●]
  - Reset Date: [●]
- (iii) Range Accrual Floating Rate 2 [Applicable]/[Not Applicable]  
(*only applicable to Spread Range Accrual*)
- (A) Screen Rate Determination: [Applicable]/[Not Applicable]
- Reference Rate: [●]
  - Designated Maturity: [●]
  - Relevant Screen Page: [●]
  - Relevant Time: [●]
- (B) ISDA Determination: [Applicable]/[Not Applicable]
- Floating Rate Option: [●]
  - Designated Maturity: [●]
  - Reset Date: [●]
- (iv) Lower Barrier: [●]/[Not Applicable]
- (v) Upper Barrier: [●]/[Not Applicable]
- (vi) Observation Period: [As specified in the Condition 6.2(d)]/[●]

<b>16.</b>	<b>Inflation Linked Notes provisions</b>	<b>[Applicable]/[Not Applicable]</b>
(i)	Index	[RPI]/[HICP]/[French CPI]/[Italian CPI]/[U.S. CPI]
(ii)	Interest Period(s)	[●]
(iii)	Specified Interest Payment Dates:	[[●] in each year, subject to adjustment in accordance with the Business Day Convention set out in (iv) below]
(iv)	Business Day Convention:	[Floating Rate Convention]/[Following Business Day Convention]/[Modified Following Business Day Convention]/[Preceding Business Day Convention]/[Not Applicable]
(v)	Business Centre(s):	[●]
(vi)	Interest Determination Date:	[●]
(vii)	Rate of Interest:	[Condition 7.1(b)]/[Condition 7.1(c)] applies
(viii)	Margin:	[●]% per annum, subject to adjustment in accordance with Condition 7, payable in arrear on each Interest Payment Date
(ix)	Inflation Factor:	[Option A]/[Option B]/[Option C] applies
(x)	Initial Valuation date:	[●]
(xi)	Reference Month:	(i) Initial Valuation Date: the calendar month falling [●] month[s] prior to the Initial Valuation Date  (ii) relevant Interest Payment Date: the calendar month falling [●] month[s] prior to the relevant Interest Payment Date
(xii)	Index Sponsor:	[●]
(xiii)	Delay in publication and rebasing:	[General Conditions 7.4(a)(i) and 7.4(c)(iv)(A) apply] / [Conditions 7.4(a)(ii) and 7.4(c)(iv)(B) specific to the French CPI apply]
(xiv)	Related Bond:	[●]/[Not applicable]

- (xv) Fallback Bond: [●]/[Not applicable]
- (xvi) Day Count Fraction: [Actual/Actual]/[Actual/Actual (ISDA)]/[Actual/365(Fixed)]/[Actual/365 (Sterling)]/[Actual/360]/[30/360]/[360/360]/[Bond Basis]/[30E/360]/[Eurobond Basis]
- (xvii) Minimum Rate of Interest: [[●]]/[Not Applicable]
- (xviii) Maximum Rate of Interest: [[●]]/[Not Applicable]
- (xix) Name and address of the Calculation Agent (if not the Agent): [●]
- 17. Zero Coupon Note provisions** [Applicable]/[Not Applicable]
- (i) Amortisation/Accrual Yield: [●]% per annum
- (ii) Reference Price: [●]

## PROVISIONS RELATING TO REDEMPTION

- 18. Call Option:** [Applicable]/[Not Applicable]
- (i) Optional Redemption Date(s): [●]
- (ii) Optional Redemption Amount of each Note: [At par]/[Make-whole Amount]
- (A) Reference Bond: [●]
- (B) Quotation Time: [●]
- (C) Redemption Margin: [●]%
- (D) Reference Dealers: [●]
- (iii) If redeemable in part:
- Minimum Redemption Amount: [●]
  - Maximum Redemption Amount: [●]
- 19. Put Option:** [Applicable]/[Not Applicable]
- (i) Optional Redemption Date(s): [●]
- (ii) Optional Redemption Amount: [At par]/[[●] per Calculation Amount]/
- 20. Final Redemption Amount**

- |      |   |  |
|------|---|--|
| (i)  | Fixed Rate Notes, Floating Rate Notes and Zero Coupon Notes:  | [At par]/[●] per Calculation Amount/[Not Applicable]   |
| (ii) | Inflation Linked Redemption:  | [Applicable]/[Not Applicable]  |
|      | (A) Index:  | [●]  |
|      | (B) Party responsible for calculating the Final Redemption Amount (if not the Agent):   | [●]  |
|      | (C) Initial Valuation date:   | [●]  |
|      | (D) Reference Month:  | <p>(i) Initial Valuation Date: the calendar month falling [●] month[s] prior to the Initial Valuation Date.</p> <p>(ii) Scheduled Redemption Date: the calendar month falling [●] month[s] prior to the Maturity Date.</p> |
|      | (E) Related Bond:   | [●]/[As specified in the conditions]   |
|      | (F) Final Redemption Floor:   | [Applicable]/[Not Applicable]  |
| 21.  | Early Redemption Amount of each Note payable on redemption for taxation reasons or on event of default or other early redemption: | [At par]/[●] per Calculation Amount]   |

## **GENERAL PROVISIONS APPLICABLE TO THE NOTES**

- |     |                |  |
|-----|----------------|--|
| 22. | Form of Notes: | <p>[Bearer Notes:]</p> <p>[Temporary Bearer Global Note exchangeable for a Permanent Bearer Global Note which is exchangeable for Definitive Notes only upon an Exchange Event]</p> <p>[Temporary Bearer Global Note exchangeable for Definitive Notes on [●] days' notice]</p> <p>[Permanent Bearer Global Note exchangeable for Definitive Notes only upon an Exchange Event]</p> <p>[Registered Notes:]</p> <p>[Regulation S Global Note (U.S.\$[●] nominal amount) registered in the name of a nominee for [DTC/a common depositary for Euroclear]</p> |
|-----|----------------|--|

and Clearstream, Luxembourg/a common safekeeper for Euroclear and Clearstream, Luxembourg (that is, held under the New Safekeeping Structure (“NSS”))]

[Rule 144A Global Note (U.S.\$[●] nominal amount registered in the name of a nominee for [DTC/ a common depositary for Euroclear and Clearstream, Luxembourg]/Definitive IAI Registered Notes/a common safekeeper for Euroclear and Clearstream, Luxembourg (that is, held under the New Safekeeping Structure (“NSS”))]

- |     |   |  |
|-----|---|--|
| 23. | New Global Note (“NGN”)   | [Yes]/[No]   |
| 24. | Financial Centre(s):  | [Not Applicable]/[●]                                   |
| 25. | Talons for future Coupons to be attached to Definitive Notes (and dates on which such Talons mature): | [Yes]/[No]   |
| 26. | Redenomination:   | [Not Applicable]/[The provisions in Condition 5 apply] |

### **Third Party Information**

[[●] has been extracted from [●].] The Issuer confirms that such information has been accurately reproduced and that, so far as it is aware and able to ascertain from information published by [●], no facts have been omitted which would render the reproduced information inaccurate or misleading.]

Signed on behalf of the Issuer:

By: \_\_\_\_\_

Duly authorised

## **PART B – OTHER INFORMATION**

### **1. LISTING AND ADMISSION TRADING**

- (i) Admission to trading: Application has been made by the Issuer (or on its behalf) for the Notes to be admitted to trading on [the London Stock Exchange]/ [Euronext Paris] with effect from [●]./[Application is expected to be made by the Issuer (or on its behalf) for the Notes to be admitted to trading on [the London Stock Exchange]/ [Euronext Paris] with effect from [●]./[The Notes under Tranche(s) [●] are already listed and admitted to trading on [the London Stock Exchange]/ [Euronext Paris]. Application [has been made]/[is expected to be made] by the Issuer (or on its behalf) for the Notes under this Tranche [●] to be admitted to trading on [the London Stock Exchange]/ [Euronext Paris] [on the Issue Date]/[with effect from [●]].
- (ii) Estimate of total expenses related to admission to trading: [●]

### **2. RATINGS**

Ratings: The Notes to be issued [have been/are expected to be] rated:  
[S & P: [●]]  
[Moody's: [●]]

### **3. INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE**

[●]/[Save as discussed in [“*Subscription and Sale and Transfer and Selling Restrictions*”], so far as the Issuer is aware, no person involved in the offer of the Notes has an interest material to the offer. The Dealers and their affiliates have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform other services for, the Issuer and its affiliates in the ordinary course of business.]

### **4. YIELD (Fixed Rate Notes only)**

Indication of yield:

[●]/[Not Applicable]

The yield is calculated at the Issue Date on the

basis of the Issue Price. It is not an indication of future yield.

## 5. PERFORMANCE OF INFLATION INDEX AND OTHER INFORMATION CONCERNING THE INFLATION INDEX (Inflation Linked Notes only)

- (i) Underlying Index: [RPI]/[HICP]/[French CPI]/[Italian CPI]/[U.S. CPI]
- (ii) Information about the Index, its volatility and past and future performance can be obtained from: [●]

## 6. OPERATIONAL INFORMATION

ISIN Code: [●]/  
[Until the Notes have been consolidated and form a single series with Tranche(s) [●], which is expected to be on or about [●], they will be assigned a Temporary ISIN Code as follows:

[●]

Thereafter, they will assume the same ISIN Code Tranche(s) [●] as follows:

[●]]

Common Code: [●]/  
[Until the Notes have been consolidated and form a single series with Tranche(s) [●], which is expected to be on or about [●], they will be assigned a Temporary Common Code as follows:

[●]

Thereafter, they will assume the same Common Code as Tranche(s) [●] as follows:

[●]]

Book-entry clearing systems [Euroclear Bank S.A./N.V.]/[Clearstream Banking, *société anonyme*]/[Depository Trust Company]

Delivery: Delivery [against/free of] payment

Names and addresses of additional Paying Agent(s) (if any): [●]/[Not Applicable]

Intended to be held in a manner which would allow Eurosystem [Yes. Note that the designation “yes” simply means that the Notes are intended upon issue



eligibility:

to be deposited with one of the International Central Securities Depositories (“**ICSDs**”) as common safekeeper, [and registered in the name of a nominee of one of the ICSDs acting as common safekeeper, that is held under the New Safekeeping Structure for registered global securities,] [*include this text for Registered Notes which are to be held under the NSS*] and does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intra-day credit operations by the Eurosystem either upon issue or at any or all times during their life. Such recognition will depend upon the ECB being satisfied that the Eurosystem eligibility criteria have been met.] /

[No. Whilst the designation is specified as “no” at the date of these Final Terms, should the Eurosystem eligibility criteria be amended in the future such that the Notes are capable of meeting them the Notes may then be deposited with one of the ICSDs as common safekeeper [and registered in the name of a nominee of one of the ICSDs acting as common safekeeper, that is held under the New Safekeeping Structure for registered global securities]. Note that this does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intra-day credit operations by the Eurosystem at any time during their life. Such recognition will depend upon the ECB being satisfied that the Eurosystem eligibility criteria have been met.]

## **7. U.S. SELLING RESTRICTIONS**

U.S. Selling Restrictions:

[TEFRA D]/[TEFRA C]/[TEFRA not Applicable]

## FORM OF PRICING SUPPLEMENT IN RELATION TO EXEMPT NOTES

[Date]

Compagnie de Saint-Gobain

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]  
under the EUR 15,000,000,000  
Medium Term Note Programme

### PART A – CONTRACTUAL TERMS

**Information contained in this Pricing Supplement has not been approved or reviewed by the UK Listing Authority and does not constitute part of the prospectus for the purposes of the Prospectus Directive.**

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions set forth in the Base Prospectus dated 27 July 2016 [and supplement(s) to it dated [●]] which [together] constitute(s) a base prospectus (the “**Base Prospectus**”). This document constitutes the Pricing Supplement of the Notes described herein and must be read in conjunction with the Base Prospectus. The Base Prospectus and any supplement(s) thereto will be published electronically on the website of the London Stock Exchange plc at [www.londonstockexchange.com/exchange/news/market-news/market-newshome.html](http://www.londonstockexchange.com/exchange/news/market-news/market-newshome.html). Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of this Pricing Supplement and the Base Prospectus.

*The following alternative language applies if the first issue of a Series which is being increased was issued under a base prospectus with an earlier date.*

[Terms used in this document are deemed to be defined as such for the purposes of the Conditions set forth in the base prospectus dated [original date] [and the supplemental prospectus dated [date]] (the “**Conditions**”) and incorporated by reference into the Base Prospectus dated 27 July 2016 [and supplement(s) to it dated [●]]. This document constitutes the Pricing Supplement of the Notes described in it and must be read in conjunction with the Prospectus dated 27 July 2016 [and supplement(s) to it dated [●]], which [together] constitute[s] a base prospectus (the “**Base Prospectus**”), including the Conditions which are extracted from the base prospectus dated [original date] [and the supplement(s) to it dated [●]]. The Base Prospectus and any supplement(s) thereto will be published electronically on the website of the London Stock Exchange plc at [www.londonstockexchange.com/exchange/news/market-news/market-newshome.html](http://www.londonstockexchange.com/exchange/news/market-news/market-newshome.html). Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of this Pricing Supplement and the Base Prospectus.

1. (i) Series Number: [●]
- (ii) Tranche Number: [●]
2. Specified Currency: [●]
3. Aggregate Nominal Amount of Notes admitted to trading:
  - (i) Series: [●]
  - (ii) Tranche: [●]

[The Notes will be consolidated and form a single series with Tranche(s) [●] on or about [date].]

*(If fungible with an existing Series, details of that Series, including the date on which the Exempt Notes become fungible)*

4. Issue Price: [●]%, of the Aggregate Nominal Amount [plus [●] accrued interest (representing [●] days of accrued interest) for the period from, and including, [add reference to the Interest Commencement Date] to, but excluding, the Issue Date.]
5. (i) Specified Denominations: [€100,000] [and higher integral multiples of €1,000 in excess thereof]  
(ii) Calculation Amount: [●]
6. (i) Issue Date: [●]  
(ii) Interest Commencement Date: [●]/[Issue Date]/[Not Applicable]
7. Maturity Date: [●]
8. Interest Basis: [[●]% Fixed Rate]/[particular reference rate] +/- [●]% Floating Rate]/[Inflation Linked interest]/[[●] years [insert currency] CMS Reference Rate]/[Zero Coupon]  
*(further particulars specified below)*
9. Redemption/Payment Basis: [Redemption at par]/[● (insert zero coupon redemption amount)]/[Inflation Linked Redemption]
10. Change of Interest Basis: [Applicable, on [●]]/[Not Applicable]  
(i) First Interest Basis: [●]  
(ii) Second Interest Basis: [●]  
(iii) Interest Basis Conversion Date: [●] [subject to adjustment in accordance with the Business Day Convention]/[subject to no adjustment]
11. Put/Call Options: [Investor Put] / [Issuer Call] / [Not Applicable]  
*[(further particulars specified below)]*

12. Date(s) of relevant corporate authorisations for issuance of Notes: [●] (Board Authorisation) and [●] (Decision to Issue)

## PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

13. Fixed Rate Note provisions [Applicable]/[Not Applicable]
- (i) Rate(s) of Interest: [●]%, per annum payable in arrear on each Interest Payment Date
- (ii) Interest Payment Date(s): [●] in each year
- (iii) Fixed Coupon Amount(s): [●] per Calculation Amount  
(Applicable to Exempt Notes in definitive form)
- (iv) Broken Amount(s): [●] per Calculation Amount, payable on the Interest Payment Date falling [in/on] [●]  
(Applicable to Exempt Notes in definitive form)
- (v) Day Count Fraction: [30/360]/[Actual/Actual (ICMA)]
- (vi) Determination Date(s): [●] in each year
- (vii) Range Accrual: [Applicable (further particulars specified below)]/[Not Applicable]
14. Floating Rate Note provisions [Applicable]/[Not Applicable]
- (i) Interest Period(s) [●]
- (ii) Specified Interest Payment Dates: [[●] in each year, subject to adjustment in accordance with the Business Day Convention set out in (iv) below]
- (iii) First Interest Payment Date: [●]
- (iv) Business Day Convention: [Floating Rate Convention]/[Following Business Day Convention]/[Modified Following Business Day Convention]/[Preceding Business Day Convention]/[Not Applicable]
- (v) Business Centre(s): [●]
- (vi) Manner in which the Rate(s) of Interest is/are to be determined: [Screen Rate Determination]/[ISDA Determination]/[CMS Rate]
- (vii) Party responsible for calculating the Rate(s) of Interest and/or [●]

Interest Amount (if not the Agent):

- (viii) Screen Rate Determination: [Applicable]/[Not Applicable]
- Reference Rate: [LIBOR]/[EURIBOR]/[●]
  - Designated Maturity: [●]
  - Relevant Screen Page: [●]
  - Relevant Time: [11.00 a.m. London time]/[11.00 a.m. Brussels time]/[●][*Include the Relevant Time of the business centre of the relevant floating rate if not LIBOR or EURIBOR*]
  - Relevant Screen Page: [●]
- (ix) ISDA Determination: [Applicable]/[Not Applicable]
- Floating Rate Option: [●]
  - Designated Maturity: [●]
  - Reset Date: [●]
- (x) CMS Rate [Applicable]/[Not Applicable]
- Multiplier: [●]
  - First Relevant Screen Page: [●]
  - First Relevant Time: [●]
  - First Relevant Currency: [●]
  - First Designated Maturity: [●]
  - Second Relevant Screen Page: [●]
  - Second Relevant Time: [●]
  - Second Relevant Currency: [●]
  - Second Designated Maturity: [●]
- (xi) Linear Interpolation: [Not Applicable]/[Applicable: the Rate of Interest for the [long/short] [first/last] Interest Period shall be calculated using Linear Interpolation between [*next shorter*] and [*next longer*] [*reference rate*]]

- |        |  |  |
|--------|--|--|
| (xii)  | Margin(s):   | [+/-] [●] % per annum  |
| (xiii) | Minimum Rate of Interest:  | [●]  |
| (xiv)  | Maximum Rate of Interest:  | [●]  |
| (xv)   | Day Count Fraction:  | [Actual/Actual]/[Actual/Actual (ISDA)]/[Actual/365(Fixed)]/[Actual/365 (Sterling)]/[Actual/360]/[30/360]/[360/360]/[Bond Basis]/[30E/360]/[Eurobond Basis] |
| (xvi)  | Interest Determination Date(s):  | [●]  |
| (xvii) | Range Accrual Notes:   | [Applicable (further particulars specified below)]/[Not Applicable]  |
| 15.    | Range Accrual Notes  | [Applicable]/[Not Applicable]  |
| (i)    | Accrual Condition Type:  | [Single Rate Range Accrual]/[Spread Range Accrual]   |
| (ii)   | Range Accrual Floating Rate 1  |  |
|        | (A) Screen Rate Determination:   | [Applicable]/[Not Applicable]  |
|        | • Reference Rate:  | [●]  |
|        | • Designated Maturity:   | [●]  |
|        | • Relevant Screen Page:  | [●]  |
|        | • Relevant Time:   | [●]  |
|        | (B) ISDA Determination:  | [Applicable]/[Not Applicable]  |
|        | • Floating Rate Option:  | [●]  |
|        | • Designated Maturity:   | [●]  |
|        | • Reset Date:  | [●]  |
| (iii)  | Range Accrual Floating Rate 2<br>(only applicable to Spread Range Accrual) | [Applicable]/[Not Applicable]  |
|        | (A) Screen Rate Determination:   | [Applicable]/[Not Applicable]  |
|        | • Reference Rate:  | [●]  |
|        | • Designated Maturity:   | [●]  |

- Relevant Screen Page: [●]
- Relevant Time: [●]
- (B) ISDA Determination: [Applicable]/[Not Applicable]
- Floating Rate Option: [●]
- Designated Maturity: [●]
- Reset Date: [●]
- (iv) Lower Barrier: [●]/[Not Applicable]
- (v) Upper Barrier: [●]/[Not Applicable]
- (vi) Observation Period: [As specified in the Condition 6.2(d)]/[●]
- 16. Inflation Linked Notes provisions** [Applicable]/[Not Applicable]
- (i) Index [RPI]/[HICP]/[French CPI]/[Italian CPI]/[U.S. CPI]
- (ii) Interest Period(s): [●]
- (iii) Specified Interest Payment Dates: [[●] in each year, subject to adjustment in accordance with the Business Day Convention set out in (iv) below]
- (iv) Business Day Convention: [Floating Rate Convention]/[Following Business Day Convention]/[Modified Following Business Day Convention]/[Preceding Business Day Convention]/[Not Applicable]
- (v) Business Centre(s): [●]
- (vi) Interest Determination Date: [●]/[As specified in Condition 7.2]
- (vii) Rate of Interest: [[Condition 7.1(b)]/[Condition 7.1(c)] applies]/[●]
- (viii) Margin: [●]% per annum, subject to adjustment in accordance with Condition 7, payable in arrear on each Interest Payment Date
- (ix) Inflation Factor: [[Option A]/[Option B]/[Option C] applies]/[●]
- (x) Initial Valuation date: [●]

- (xi) Reference Month: (i) Initial Valuation Date: the calendar month falling [●] month[s] prior to the Initial Valuation Date
- (ii) relevant Interest Payment Date: the calendar month falling [●] month[s] prior to the relevant Interest Payment Date
- (xii) Index Sponsor: [●]
- (xiii) Delay in publication and rebasing: [General Conditions 7.4(a)(i) and 7.4(c)(iv)(A) apply]  
/  
[Conditions 7.4(a)(ii) and 7.4(c)(iv)(B) specific to the French CPI apply]
- (xiv) Related Bond: [●]/[Not applicable]
- (xv) Fallback Bond: [●]/[Not applicable]
- (xvi) Day Count Fraction: [Actual/Actual]/[Actual/Actual (ISDA)]/[Actual/365(Fixed)]/[Actual/365 (Sterling)]/[Actual/360]/[30/360]/[360/360]/[Bond Basis]/[30E/360]/[Eurobond Basis]
- (xvii) Minimum Rate of Interest: [[●]]/[Not Applicable]
- (xviii) Maximum Rate of Interest: [[●]]/[Not Applicable]
- (xix) Name and address of the Calculation Agent (if not the Agent): [●]
17. Zero Coupon Note provisions [Applicable]/[Not Applicable]
- (i) Amortisation/Accrual Yield: [●]% per annum
- (ii) Reference Price: [●]

## PROVISIONS RELATING TO REDEMPTION

18. Call Option: [Applicable]/[Not Applicable]
- (i) Optional Redemption Date(s): [●]
- (ii) Optional Redemption Amount of each Note: [At par]/[Make-whole Amount]
- (A) Reference Bond: [●]
- (B) Quotation Time: [●]



- (C) Redemption Margin: [●]%
- (D) Reference Dealers: [●]
- (iii) If redeemable in part:
- Minimum Redemption Amount: [●]
  - Maximum Redemption Amount: [●]
- 19.** Put Option: [Applicable/Not Applicable]
- (i) Optional Redemption Date(s): [●]
- (ii) Optional Redemption Amount: [At par]/[●] per Calculation Amount]
- 20.** Final Redemption Amount:
- (i) Fixed Rate Notes, Floating Rate Notes and Zero Coupon Notes: [At par]/[●] per Calculation Amount]/[Not Applicable]
- (ii) Inflation Linked Redemption: [Applicable]/[Not Applicable]
- (A) Index: [●]
- (B) Party responsible for calculating the Final Redemption Amount (if not the Agent): [●]
- (C) Initial Valuation date: [●]
- (D) Reference Month:
- (i) Initial Valuation Date: the calendar month falling [●] month[s] prior to the Initial Valuation Date
  - (ii) Scheduled Redemption Date: the calendar month falling [●] month[s] prior to the Maturity Date
- (E) Related Bond: [●]/[As specified in the conditions]
- (F) Final Redemption Floor: [Applicable]/[Not Applicable]
- 21.** Early Redemption Amount of each Note payable on redemption for taxation reasons or on event of default or other early redemption: [At par]/[●] per Calculation Amount]

## GENERAL PROVISIONS APPLICABLE TO THE NOTES

22. Form of Notes: [Bearer Notes:]
- [Temporary Bearer Global Note exchangeable for a Permanent Bearer Global Note which is exchangeable for Definitive Notes only upon an Exchange Event]
- [Temporary Bearer Global Note exchangeable for Definitive Notes on [●] days' notice]
- [Permanent Bearer Global Note exchangeable for Definitive Notes only upon an Exchange Event]
- [Registered Notes:]
- [Regulation S Global Note (U.S.\$[●] nominal amount) registered in the name of a nominee for [DTC/a common depositary for Euroclear and Clearstream, Luxembourg/a common safekeeper for Euroclear and Clearstream, Luxembourg (that is, held under the NSS)]]
- [Rule 144A Global Note (U.S.\$[●] nominal amount registered in the name of a nominee for [DTC/ a common depositary for Euroclear and Clearstream, Luxembourg/a common safekeeper for Euroclear and Clearstream, Luxembourg (that is, held under the NSS)]/Definitive IAI Registered Notes]
23. New Global Note ("NGN") [Yes]/[No]
24. Financial Centre(s): [Not Applicable]/[●]
25. Talons for future Coupons to be attached to Definitive Notes (and dates on which such Talons mature): [Yes]/[No]
26. Redenomination: [Not Applicable]/[The provisions in Condition 5 apply]

### Third Party Information

[[●] has been extracted from [●].] The Issuer confirms that such information has been accurately reproduced and that, so far as it is aware and able to ascertain from information published by [●], no facts have been omitted which would render the reproduced information inaccurate or misleading.

Signed on behalf of the Issuer:

By: \_\_\_\_\_

Duly authorised

## **PART B – OTHER INFORMATION**

### **1. LISTING**

Listing: [Not Applicable]/[Application [has been made/is expected to be made] by the Issuer (or on its behalf) for the notes to be listed on [Specify market – note this should not be a regulated market] with effect from [●].]

### **2. RATINGS**

Ratings: The Notes to be issued [have been/are expected to be] rated:  
[S & P: [●]]  
[Moody's: [●]]

### **3. INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE**

[●]/[Save as discussed in [*“Subscription and Sale and Transfer and Selling Restrictions”*], so far as the Issuer is aware, no person involved in the offer of the Notes has an interest material to the offer. The Dealers and their affiliates have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform other services for, the Issuer and its affiliates in the ordinary course of business.]

### **4. YIELD (Fixed Rate Notes only)**

Indication of yield: [●]/[Not Applicable]  
The yield is calculated at the Issue Date on the basis of the Issue Price. It is not an indication of future yield.

### **5. PERFORMANCE OF INFLATION INDEX AND OTHER INFORMATION CONCERNING THE INFLATION INDEX (Inflation Linked Notes only)**

- (i) Underlying Index: [RPI]/[HICP]/[French CPI]/[Italian CPI]/[U.S. CPI]
- (ii) Information about the Index, its volatility and past and future performance can be obtained from: [●]

## 6. OPERATIONAL INFORMATION

ISIN Code:	[●]/
	[Until the Notes have been consolidated and form a single series with Tranches [●], which is expected to be on or about [●], they will be assigned a Temporary ISIN Code as follows: [●] Thereafter, they will assume the same ISIN Code as Tranches [●] as follows: [●]]
Common Code:	[●]/
	[Until the Notes have been consolidated and form a single series with Tranches [●], which is expected to be on or about [●], they will be assigned a Temporary Common Code as follows: [●] Thereafter, they will assume the same Common Code as Tranches [●] as follows: [●]]
Book-entry clearing systems	[Euroclear Bank S.A./N.V.]/[Clearstream Banking, <i>société anonyme</i> ]/[Depository Trust Company]
Delivery:	Delivery [against/free of] payment
Names and addresses of additional Paying Agent(s) (if any):	[●]/[Not Applicable]
Intended to be held in a manner which would allow Eurosystem eligibility:	[Yes. Note that the designation “yes” simply means that the Notes are intended upon issue to be deposited with one of the International Central Securities Depositories (“ <b>ICSDs</b> ”) as common safekeeper, [and registered in the name of a nominee of one of the ICSDs acting as common safekeeper, that is held under the New Safekeeping Structure for registered global securities,] <i>[include this text for Registered Notes which are to be held under the NSS]</i> and does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intra-day credit operations by the Eurosystem either upon issue or at any or all times during their life. Such recognition will depend upon

the ECB being satisfied that the Eurosystem eligibility criteria have been met.] /

[No. Whilst the designation is specified as “no” at the date of this Pricing Supplement, should the Eurosystem eligibility criteria be amended in the future such that the Notes are capable of meeting them the Notes may then be deposited with one of the ICSDs as common safekeeper [and registered in the name of a nominee of one of the ICSDs acting as common safekeeper, that is held under the New Safekeeping Structure for registered global securities]. Note that this does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intra-day credit operations by the Eurosystem at any time during their life. Such recognition will depend upon the ECB being satisfied that the Eurosystem eligibility criteria have been met.]

## **7. DISTRIBUTION**

U.S. Selling Restrictions:	TEFRA D)/[TEFRA C]/[TEFRA Not Applicable]
Method of distribution:	[Syndicated]/[Non-syndicated]
Name(s) of the Dealer(s):	[●]
Stabilisation Manager(s) (if any):	[Not Applicable]/[ <i>give name</i> ]
Additional selling restrictions:	[Not Applicable]/[ <i>give details</i> ]

## TERMS AND CONDITIONS OF THE NOTES

*The following are the Terms and Conditions of the Notes which will be incorporated by reference into each Global Note (as defined below) and each definitive Note, in the latter case only if permitted by the relevant stock exchange or other relevant authority (if any) and agreed by the Issuer and the relevant Dealer at the time of issue but, if not so permitted and agreed, such definitive Note will have endorsed thereon or attached thereto such Terms and Conditions.*

*The applicable Final Terms in respect of Notes (other than Exempt Notes) (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and definitive Note. Reference should be made to “Form of Final Terms” in respect of Notes (other than Exempt Notes) for a description of the content of Final Terms which will specify which of such terms are to apply in relation to the relevant Notes.*

*In relation to Exempt Notes, the applicable Pricing Supplement (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and Definitive Note. Reference should be made to “Form of Pricing Supplement in relation to Exempt Notes” for a description of the content of Pricing Supplement, which will include the definitions of certain terms used in the following Terms and Conditions or specify which of such terms are to apply in relation to the relevant Exempt Notes.*

***Information relating to Exempt Notes has not been approved or reviewed by the UK Listing Authority.***

References herein to the Notes shall be references to the Notes of this Series and shall mean:

- (a) in relation to any Notes represented by a global note (a “**Global Note**”), units of the lowest Specified Denomination in the Specified Currency;
- (b) any Global Note;
- (c) any definitive Notes in bearer form (Bearer Notes) issued in exchange for a Global Note in bearer form; and
- (d) any definitive Notes in registered form (Registered Notes) (whether or not issued in exchange for a Global Note in registered form).

The Notes and the Coupons (as defined below) have the benefit of the agency agreement (as amended and/or supplemented and/or restated from time to time, the “**Agency Agreement**”) dated October 13, 2006 and made between Compagnie de Saint-Gobain (the “**Issuer**”), Deutsche Bank AG, London Branch, as issuing and principal paying agent and agent bank (the “**Agent**”, which expression shall include any successor agent) and the other paying agents named therein (together with the Agent, the “**Paying Agents**”, which expression shall include any additional or successor paying agents); Deutsche Bank AG, London Branch, as exchange agent (the “**Exchange Agent**”, which expression shall include any successor exchange agent) and Deutsche Bank Luxembourg S.A. as registrar (the “**Registrar**”, which expression shall include any successor registrar) and Deutsche Bank AG, London Branch, as a transfer agent and the other transfer agents named therein (together with the Registrar, the “**Transfer Agents**”, which expression shall include any additional or successor transfer agents).

Interest-bearing definitive Bearer Notes have interest coupons (“**Coupons**”) and, if indicated in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), talons for further Coupons (“**Talons**”) attached on issue. Any reference herein

to Coupons or coupons shall, unless the context otherwise requires, be deemed to include a reference to Talons or talons. Registered and Global Notes do not have Coupons or Talons attached on issue.

The relevant final terms for each issue of the Notes (or the relevant provisions thereof) are set out in Part A of the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), which supplement these terms and conditions (the “**Conditions**”) and specify the applicable terms and conditions of the relevant Notes pursuant to the Conditions. References to the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) are references to Part A of the Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) (or the relevant provisions thereof).

Any reference to “**Noteholders**” or “**holders**” in relation to any Notes shall mean (in the case of Bearer Notes) the holders of the Notes and (in the case of Registered Notes) the persons in whose name the Notes are registered and shall, in relation to any Notes represented by a Global Note, be construed as provided below. Any reference herein to “**Couponholders**” shall mean the holders of the Coupons and shall, unless the context otherwise requires, include the holders of the Talons.

As used herein, “**Tranche**” means Notes which are identical in all respects (including as to listing and admission to trading) and “**Series**” means a Tranche of Notes together with any further Tranche or Tranches of Notes which are (a) expressed to be consolidated and form a single series and (b) identical in all respects (including as to listing and admission to trading) except for their respective Issue Dates, Interest Commencement Dates and/or Issue Prices.

The Noteholders and the Couponholders are entitled to the benefit of the Deed of Covenant (as amended and restated from time to time, the “**Deed of Covenant**”) dated July 17, 2015 and made by the Issuer. The original of the Deed of Covenant is held by the common depositary for Euroclear (as defined below) and Clearstream, Luxembourg (as defined below).

Copies of the Agency Agreement, a deed poll (as amended and/or supplemented and/or restated from time to time, the “**Deed Poll**”) dated July 27, 2016 and made by the Issuer and the Deed of Covenant are available for inspection during normal business hours at the specified office of each of the Agent, the Registrar and the other Paying Agents and Transfer Agents (such Agents and the Registrar being together referred to as the “**Agents**”). Copies of the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) may be obtained from Deutsche Bank AG, London Branch, Winchester House, 1 Great Winchester Street, London EC2N 2DB. If this Note is an Exempt Note, the applicable Pricing Supplement will only be obtainable by a Noteholder holding one or more Notes and such Noteholder must produce evidence satisfactory to the Issuer and the Agent as to its holding of such Notes and identity. The Noteholders and the Couponholders are deemed to have notice of, and are entitled to the benefit of, all the provisions of the Agency Agreement, the Deed of Covenant and the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) which are applicable to them. The statements in the Conditions include summaries of, and are subject to, the detailed provisions of the Agency Agreement.

Words and expressions defined in the Agency Agreement or used in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) shall have the same meanings where used in the Conditions unless the context otherwise requires or unless otherwise stated and provided that, in the event of inconsistency between the Agency Agreement and the applicable Final Terms (or, in the case of Exempt Notes, the applicable



Pricing Supplement), the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) will prevail.

The following legend will appear on all Bearer Notes which have an original maturity of more than 365 days and on all interest coupons relating to such Notes: “ANY UNITED STATES PERSON WHO HOLDS THIS OBLIGATION WILL BE SUBJECT TO LIMITATIONS UNDER THE UNITED STATES INCOME TAX LAWS, INCLUDING THE LIMITATIONS PROVIDED IN SECTIONS 165(j) AND 1287(a) OF THE INTERNAL REVENUE CODE”.

The sections referred to provide that United States holders, with certain exceptions, will not be entitled to deduct any loss on Bearer Notes or interest coupons and will not be entitled to capital gains treatment of any gain on any sale, disposition, redemption or payment of principal in respect of such Notes or interest coupons.

## **1. FORM, CURRENCY, DENOMINATION AND TITLE**

The Notes are in bearer form or in registered form as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) and, in the case of definitive Notes, serially numbered, in the Specified Currency and the Specified Denomination(s). Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination and Bearer Notes may not be exchanged for Registered Notes and *vice versa*.

The Notes may be Fixed Rate Notes, Floating Rate Notes (including CMS Linked Notes), Range Accrual Notes, Inflation Linked Notes, or Zero Coupon Notes, or a combination of any of the foregoing, depending upon the interest basis shown in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). The Specified Denomination of the Notes may be Euro, Sterling, U.S. dollar, Yen and, subject to any applicable legal or regulatory restrictions, any other currency agreed between the Issuer and the relevant Dealer and provided for in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

Definitive Bearer Notes are issued with Coupons attached, unless they are Zero Coupon Notes in which case references to Coupons and Couponholders in these Conditions are not applicable.

Subject as set out below, title to the Bearer Notes and Coupons will pass by delivery and title to the Registered Notes will pass upon registration of transfers in accordance with the provisions of the Agency Agreement. The Issuer and any Agent will (except as otherwise required by law) deem and treat the bearer of any Bearer Note or Coupon and the registered holder of any Registered Note as the absolute owner thereof (whether or not overdue and notwithstanding any notice of ownership or writing thereon or notice of any previous loss or theft thereof) for all purposes but, in the case of any Global Note, without prejudice to the provisions set out in the next succeeding paragraph.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear Bank S.A./N.V. as operator of the Euroclear System (“Euroclear”) and/or Clearstream Banking, *société anonyme* (“**Clearstream, Luxembourg**”), each person (other than Euroclear or Clearstream, Luxembourg who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error)

shall be treated by the Issuer and the Agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Bearer Global Note or the registered holder of the relevant Registered Global Note (as defined below) shall be treated by the Issuer and any Agent as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions “Noteholder” and “holder of Notes” and related expressions shall be construed accordingly.

For so long as the Depository Trust Company (“DTC”) or its nominee is the registered owner or holder of a Registered Global Note, DTC or such nominee, as the case may be, will be considered the sole owner or holder of the Notes represented by such Registered Global Note for all purposes under the Agency Agreement and the Notes except to the extent that in accordance with DTC’s published rules and procedures any ownership rights may be exercised by its participants or beneficial owners through participants.

Notes which are represented by a Global Note will be transferable only in accordance with the rules and procedures for the time being of DTC, Euroclear and Clearstream, Luxembourg, as the case may be. References to DTC, Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

The Registered Notes of each Tranche sold to Institutional Accredited Investors will be in definitive form, registered in the name of the holder thereof (“**Definitive IAI Registered Notes**”). Unless otherwise set forth in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), Definitive IAI Registered Notes will be issued only in minimum denominations of U.S.\$500,000 and integral multiples of U.S.\$1,000 in excess thereof (or the approximate equivalents in the applicable Specified Currency). Definitive IAI Registered Notes will be subject to the restrictions on transfer set forth therein and will bear the restrictive legend described under “*Subscription and Sale and Transfer and Selling Restrictions*”. Institutional Accredited Investors that hold Definitive IAI Registered Notes may not elect to hold such Notes through DTC, but transferees acquiring the Notes in transactions exempt from Securities Act registration pursuant to Regulation S or Rule 144 under the Securities Act (if available) may do so upon satisfaction of the requirements applicable to such transfer as described under “*Subscription and Sale and Transfer and Selling Restrictions*”. The Rule 144A Global Note (as defined below) and the Definitive IAI Registered Notes will be subject to certain restrictions on transfer set forth therein and will bear a legend regarding such restrictions.

## **2. TRANSFERS OF REGISTERED NOTES**

### **(a) Transfers of Interests in Registered Global Notes**

Transfers of beneficial interests in Registered Global Notes will be effected by DTC, Euroclear or Clearstream, Luxembourg, as the case may be, and, in turn, by other participants and, if appropriate, indirect participants in such clearing systems acting on behalf of beneficial transferors and transferees of such interests. A beneficial interest in a Registered Global Note will, subject to compliance with all applicable legal and regulatory restrictions, be transferable for Notes in definitive form or for a beneficial interest in another Registered Global Note only in the authorised denominations set out in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) and only in accordance with the rules and operating procedures for the time being of DTC, Euroclear or Clearstream,

Luxembourg, as the case may be, and in accordance with the terms and conditions specified in the Agency Agreement. Transfers of a Registered Global Note registered in the name of a nominee for DTC shall be limited to transfers of such Registered Global Note, in whole but not in part, to another nominee of DTC or to a successor of DTC or such successor's nominee.

(b) Transfers of Registered Notes in Definitive Form

Subject as provided in Condition (e)2(e), (f)(g) and (g) below, upon the terms and subject to the conditions set forth in the Agency Agreement, a Registered Note in definitive form may be transferred in whole or in part (in the authorised denominations set out in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)). In order to effect any such transfer (i) the holder or holders must (A) surrender the Registered Note for registration of the transfer of the Registered Note (or the relevant part of the Registered Note) at the specified office of the Registrar or any Transfer Agent, with the form of transfer thereon duly executed by the holder or holders thereof or his or their attorney or attorneys duly authorised in writing and (B) complete and deposit such other certifications as may be required by the Registrar or, as the case may be, the relevant Transfer Agent and (ii) the Registrar or, as the case may be, the relevant Transfer Agent must, after due and careful enquiry, be satisfied with the documents of title and the identity of the person making the request. Any such transfer will be subject to such reasonable regulations as the Issuer and the Registrar may from time to time prescribe (the initial such regulations being set out in Schedule 6 to the Programme Agreement). Subject as provided above, the Registrar or, as the case may be, the relevant Transfer Agent will, within three business days (being for this purpose a day on which banks are open for business in the city where the specified office of the Registrar or, as the case may be, the relevant Transfer Agent is located) of the request (or such longer period as may be required to comply with any applicable fiscal or other laws or regulations), authenticate and deliver, or procure the authentication and delivery of, at its specified office to the transferee or (at the risk of the transferee) send by uninsured mail, to such address as the transferee may request, a new Registered Note in definitive form of a like aggregate nominal amount to the Registered Note (or the relevant part of the Registered Note) transferred. In the case of the transfer of part only of a Registered Note in definitive form, a new Registered Note in definitive form in respect of the balance of the Registered Note not transferred will be so authenticated and delivered or (at the risk of the transferor) sent to the transferor.

(c) Registration of Transfer upon Partial Redemption

In the event of a partial redemption of Notes under Condition 9.5 (*Redemption and Purchase – Early Redemption Amounts*), the Issuer shall not be required to register the transfer of any Registered Note, or part of a Registered Note, called for partial redemption.

(d) Costs of Registration

Noteholders will not be required to bear the costs and expenses of effecting any registration of transfer as provided above, except for any costs or expenses of delivery other than by regular uninsured mail and except that the Issuer may require the

payment of a sum sufficient to cover any stamp duty, tax or other governmental charge that may be imposed in relation to the registration.

(e) Transfers of Interests in Regulation S Global Notes

Prior to expiry of the applicable Distribution Compliance Period, transfers by the holder of, or of a beneficial interest in, a Regulation S Global Note to a transferee in the United States or who is a U.S. person will only be made:

- (i) upon receipt by the Registrar of a written certification substantially in the form set out in the Agency Agreement, amended as appropriate (a “**Transfer Certificate**”), copies of which are available from the specified office of the Registrar or any Transfer Agent, from the transferor of the Note or beneficial interest therein to the effect that such transfer is being made:
  - (A) to a person whom the transferor reasonably believes is a QIB in a transaction meeting the requirements of Rule 144A; or
  - (B) to a person who is an Institutional Accredited Investor, together with, in the case of (B), a duly executed investment letter from the relevant transferee substantially in the form set out in the Agency Agreement (an “**IAI Investment Letter**”); or
- (ii) otherwise pursuant to an exemption from the Securities Act, subject to receipt by the Issuer of such satisfactory evidence as the Issuer may reasonably require, which may include an opinion of U.S. counsel, that such transfer qualifies for such an exemption and is in compliance with any applicable securities laws of any State of the United States,

and, in each case, in accordance with any applicable securities laws of any State of the United States or any other jurisdiction.

In the case of (A) above, such transferee may only take delivery through a Legended Note in global or definitive form and, in the case of (B) above, such transferee may take delivery only through a Legended Note in definitive form. After expiry of the applicable Distribution Compliance Period (i) beneficial interests in Regulation S Global Notes registered in the name of a nominee for DTC may be held through DTC directly, by a participant in DTC, or indirectly through a participant in DTC and (ii) such certification requirements will no longer apply to such transfers.

(f) Transfers of Interests in Legended Notes

Transfers of Legended Notes or beneficial interests therein may be made:

- (i) to a transferee who takes delivery of such interest through a Regulation S Global Note, upon receipt by the Registrar of a duly completed Transfer Certificate from the transferor to the effect that such transfer is being made in accordance with Regulation S and that in the case of a Regulation S Global Note registered in the name of a nominee for DTC, if such transfer is being made prior to expiry of the applicable Distribution Compliance Period, the interests in the Notes being

transferred will be held immediately thereafter through Euroclear and/or Clearstream, Luxembourg; or

- (ii) to a transferee who takes delivery of such interest through a Legended Note:
  - (A) where the transferee is a person whom the transferor reasonably believes is a QIB in a transaction meeting the requirements of Rule 144A, without certification (except as specified below, where the transferor is a holder of a Definitive IAI Registered Note); or
  - (B) where the transferee is an Institutional Accredited Investor, subject to delivery to the Registrar of a Transfer Certificate from the transferor to the effect that such transfer is being made to an Institutional Accredited Investor, together with a duly executed IAI Investment Letter from the relevant transferee; or
- (iii) otherwise pursuant to an exemption from the Securities Act, subject to receipt by the Issuer of such satisfactory evidence as the Issuer may reasonably require, which may include an opinion of U.S. counsel, that such transfer qualifies for such an exemption and is in compliance with any applicable securities laws of any State of the United States,

and, in each case, in accordance with (i) any applicable securities laws of any State of the United States or any other jurisdiction and (ii) when the transferor is a holder of a Definitive IAI Registered Note, the terms of the IAI Investment Letter executed by such transferor.

Notes transferred by Institutional Accredited Investors to QIBs pursuant to Rule 144A or outside the United States pursuant to Regulation S will be eligible to be held by such QIBs or non-U.S. investors through DTC, Euroclear or Clearstream, Luxembourg, as appropriate, and the Registrar will arrange for any Notes which are the subject of such a transfer to be represented by the appropriate Registered Global Note, where applicable.

Upon the transfer, exchange or replacement of Legended Notes, or upon specific request for removal of the legend, the Registrar shall deliver only Legended Notes or refuse to remove the legend, as the case may be, unless there is delivered to the Issuer such satisfactory evidence as may reasonably be required by the Issuer, which may include an opinion of U.S. counsel, that neither the legend nor the restrictions on transfer set forth therein are required to ensure compliance with the provisions of the Securities Act.

(g) Exchanges and Transfers of Registered Notes Generally

Holders of Registered Notes in definitive form, other than holders of Definitive IAI Registered Notes, may exchange such Notes for interests in a Registered Global Note of the same type at any time.

(h) Definitions

In this Condition, the following expressions shall have the following meanings:

**“Distribution Compliance Period”** means the period that ends 40 days after the completion of the distribution (for purposes of Regulation S) of each Tranche of Notes, as certified by the relevant Dealer (in the case of a non-syndicated issue) or the relevant Lead Manager (in the case of a syndicated issue);

**“Institutional Accredited Investor”** means accredited investors (as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act that are institutions;

**“Legended Note”** means Registered Notes in definitive form that are issued to Institutional Accredited Investors and Registered Notes (whether in definitive form or represented by a Registered Global Note) sold in private transactions to QIBs in accordance with the requirements of Rule 144A;

**“QIB”** means a qualified institutional buyer within the meaning of Rule 144A;

**“Registered Global Note”** means a Regulation S Global Note or a Rule 144A Global Note;

**“Regulation S”** means Regulation S under the Securities Act;

**“Regulation S Global Note”** means a global Registered Note representing Notes sold outside the United States in reliance on Regulation S;

**“Rule 144A”** means Rule 144A under the Securities Act;

**“Rule 144A Global Note”** means a global Registered Note representing Notes sold in private transactions to QIBs in accordance with the requirements of Rule 144A; and

**“Securities Act”** means the United States Securities Act of 1933, as amended.

**3. STATUS**

The Notes (including any relative Coupons) constitute direct, unconditional, unsubordinated and (subject to Condition 4 (*Negative Pledge*) and corresponding provisions in the Agency Agreement) unsecured obligations of the Issuer without any preference among themselves and will rank at least equally with all other unsubordinated and unsecured obligations of the Issuer (subject, in the event of insolvency, to the laws affecting creditors' rights generally and to such preferred exceptions as may from time to time be provided for by law).

**4. NEGATIVE PLEDGE**

- (a) So long as any Note remains Outstanding and unpaid, the Issuer will not, and will not permit any of its Consolidated Subsidiaries to, issue, assume or guarantee any Indebtedness (as defined below) secured by a Lien (as defined below) upon or with respect to any Principal Property, without making effective provision whereby all the Notes shall be directly secured equally and rateably with the Indebtedness secured by such Lien; *provided* that these

provisions shall not apply to the creation, incurrence, assumption or existence of: (i) any Lien created by its Consolidated Subsidiary in favour of the Issuer or any wholly owned Consolidated Subsidiary of the Issuer; (ii) Liens on any asset of a corporation existing at the time it becomes a Subsidiary of the Issuer, provided that such Lien was not created in contemplation of the acquisition of such corporation; (iii) any Lien created over any asset acquired by the Issuer, or such Consolidated Subsidiary after December 12, 2008, to secure Indebtedness incurred to finance the acquisition of such asset simultaneously with the creation of such Lien if the Indebtedness incurred does not exceed the price of the asset acquired; (iv) any Lien existing as of December 12, 2008; (v) any refinancing, extension, renewal or replacement of any of the Indebtedness secured by Liens referred to above, provided that the principal amount of the Indebtedness secured thereby is not increased and such Lien is not spread to cover any additional assets; and (vi) Indebtedness secured by Liens upon or with respect to any Principal Property, other than those permitted in Conditions (4)(a)(i) through (v) above, provided that immediately after the incurrence of any such Lien under this Condition 4(a)(vi), the aggregate outstanding amount of indebtedness secured by Liens under this Condition 4(a)(vi) plus the aggregate Attributable Debt (as defined below) in respect of the Sale and Leaseback Transactions (as defined below) permitted by the provisions of clause (b) below shall not exceed 15% of Consolidated Net Tangible Assets of the Issuer (as defined below). A certificate of the Auditors (PricewaterhouseCoopers Audit and KPMG Audit, a department of KPMG S.A.) (or such other firm of independent public accountants which may at the time be independent public accountants for the Issuer,) shall be conclusive evidence as to the amount, at the date specified in such certificate, of Consolidated Net Tangible Assets of the Issuer.

- (b) So long as any Note remains Outstanding and unpaid, the Issuer will not, and will not permit any of its Consolidated Subsidiaries to, enter into any arrangement with any Person (as defined below) providing for the leasing by it, or any of its Subsidiaries of any Principal Property which has been or is to be sold or transferred by it, or such Consolidated Subsidiary to such Person or to any other Person to whom funds have been or are to be advanced by such Person on the security of such Principal Property (a Sale and Leaseback Transaction). Each of the Issuer and any of its Consolidated Subsidiaries may enter into a Sale and Leaseback Transaction which would otherwise be prohibited by the foregoing sentence, if (A) within 90 days of the effective date of any such Sale and Leaseback Transaction, an amount equal to the fair value (as determined by the Board of Directors of the Issuer) of the Principal Property so leased is applied to the retirement of long-term Indebtedness of the Issuer, or (B) immediately after entering into such transaction the Attributable Debt in respect of such and other Sale and Leaseback Transactions plus the aggregate principal amount of Indebtedness secured by Liens on Principal Properties then outstanding do not at the time exceed 15% of Consolidated Net Tangible Assets. Attributable Debt means with respect to a Sale and Leaseback Transaction, as of any particular time, the present value (discounted at the Rate of Interest implicit in the terms of the lease involved in such Sale and Leaseback Transaction, as determined in good faith by the Issuer) of the obligation of the lessee thereunder for net rental payments (excluding, however, any amounts required to be paid by such lessee, whether or not

designated as rent or additional rent, on account of maintenance and repairs, services, insurance, taxes, assessments, water rates and similar charges or any amounts required to be paid by such lessee thereunder contingent upon monetary inflation or the amount of sales, maintenance and repairs, insurance, taxes, assessments, water rates or similar charges) during the remaining term of such lease (including any period for which such lease has been extended or may at the option of the lessor, be extended). A certificate of the Auditors (PricewaterhouseCoopers Audit and KPMG Audit, a department of KPMG S.A.) (or such other firm of independent public accountants as shall at the time be independent public accountants for the Issuer) shall be conclusive evidence as to the amount, at the date specified in such certificate of Attributable Debt.

- (c) Definitions – as used above, the following terms shall have the following meanings:

**“Consolidated Net Tangible Assets”** means the excess over current liabilities of all assets properly appearing on a consolidated balance sheet of the Issuer and its Consolidated Subsidiaries, less goodwill, trademarks, patents, deferred software costs, other like intangibles and the minority interests of others in Subsidiaries;

**“Consolidated Subsidiary”** means a Subsidiary of the Issuer, the accounts of which are consolidated with those of the Issuer in accordance with IFRS;

**“indebtedness”** means, with respect to any person, (A) any indebtedness for borrowed money or for the deferred purchase price of property or services and (B) all obligations which, under IFRS, are required to be recorded as capitalised leases on the consolidated balance sheet of the Issuer;

**“Lien”** means any mortgage, pledge, security interest, lien or other encumbrance;

**“Person”** means any individual, partnership, joint venture, firm, corporation, association, trust or other enterprise or any government or political subdivision or any agency, department or instrumentality thereof;

**“Principal Property”** means, as of any date, any building, structure or other facility together with the land upon which it is erected and fixtures comprising a part thereof used primarily for manufacturing, processing or production and owned or leased or to be owned or leased by the Issuer or any of its Consolidated Subsidiaries, and in each case the net book value of which as of such date exceeds 2% of the Consolidated Net Tangible Assets of the Issuer, as shown on its audited consolidated balance sheet contained in its latest annual report to shareholders, other than any such land, building, structure or other facility or portion thereof which, in the opinion of the Board of Directors of the Issuer, as applicable, is not of material importance to the business conducted by the Issuer and its Consolidated Subsidiaries, considered as one enterprise; and

**“Subsidiary”** means any corporation of which shares of stock of each class having ordinary voting power (other than, stock having such power only by reason of the happening of a contingency) to elect a majority of the board of



directors or other managers of such corporation are at the time owned by the Issuer or by one or more its Subsidiaries or by the Issuer and one or more of its Subsidiaries (a Subsidiary shall be deemed wholly owned by a person who owns all of the voting shares of such Subsidiary except for directors' qualifying shares).

## 5. REDENOMINATION

### 5.1 Redenomination

Where redenomination is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) as being applicable, the Issuer may, without the consent of the Noteholders and the Couponholders, on giving prior notice to the Agent, Euroclear and Clearstream, Luxembourg and at least 30 days' prior notice to the Noteholders in accordance with Condition 17 (*Notices*), elect that, with effect from the Redenomination Date specified in the notice, the Notes shall be redenominated in Euro.

The election will have effect as follows:

- (a) the Notes shall be deemed to be redenominated in Euro in the denomination of Euro 0.01 with a nominal amount for each Note equal to the nominal amount of that Note in the Specified Currency, converted into Euro at the Established Rate, provided (that, if the Issuer determines, with the agreement of the Agent, that the then market practice in respect of the redenomination in Euro of internationally offered securities is different from the provisions specified above, such provisions shall be deemed to be amended so as to comply with such market practice and the Issuer shall promptly notify the Noteholders, the stock exchange (if any) on which the Notes may be listed and the Paying Agents of such deemed amendments;
- (b) save to the extent that an Exchange Notice has been given in accordance with Condition 1.1(a) below, the amount of interest due in respect of the Notes will be calculated by reference to the aggregate nominal amount of Notes presented (or, as the case may be, in respect of which Coupons are presented) for payment by the relevant holder and the amount of such payment shall be rounded down to the nearest Euro 0.01;
- (c) if definitive Notes are required to be issued after the Redenomination Date, they shall be issued at the expense of the Issuer in the denominations of Euro 100,000 and higher integral multiples of Euro 1,000 in excess thereof;
- (d) if issued prior to the Redenomination Date, all unmatured Coupons denominated in the Specified Currency (whether or not attached to the Notes) will become void with effect from the date on which the Issuer gives notice (the "**Exchange Notice**") that replacement Euro-denominated Notes and Coupons are available for exchange (provided that such securities are so available) and no payments will be made in respect of them. The payment obligations contained in any Notes so issued will also become void on that date although those Notes will continue to constitute valid exchange obligations of the Issuer. New Euro-denominated Notes and Coupons will be issued in exchange for Notes and Coupons denominated in the Specified

Currency in such manner as the Agent may specify and as shall be notified to the Noteholders in the Exchange Notice. No Exchange Notice may be given less than 15 days prior to any date for payment of principal or interest on the Notes;

- (e) after the Redenomination Date, all payments in respect of the Notes and the Coupons, other than payments of interest in respect of periods commencing before the Redenomination Date, will be made solely in Euro as though references in the Notes to the Specified Currency were to Euro. Payments will be made in Euro by credit or transfer to a Euro account (or any other account to which Euro may be credited or transferred) specified by the payee or, at the option of the payee, by a Euro cheque;
- (f) if the Notes are Fixed Rate Notes and interest for any period ending on or after the Redenomination Date is required to be calculated for a period ending other than on an Interest Payment Date, it will be calculated by applying the Rate of Interest to each Specified Denomination, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention;
- (g) if the Notes are Floating Rate Notes or Inflation Linked Notes, the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) will specify any relevant changes to the provisions relating to interest; and
- (h) such other changes shall be made to this Condition as the Issuer may decide, after consultation with the Agent, and as may be specified in the notice, to conform it to conventions then applicable to instruments denominated in Euro.

## **5.2 Definitions**

In the Conditions, the following expressions have the following meanings:

“**Established Rate**” means the rate for the conversion of the Specified Currency (including compliance with rules relating to roundings in accordance with applicable European Community regulations) into Euro established by the Council of the European Union pursuant to Article 123 of the Treaty;

“**Euro**” means the currency introduced at the start of the third stage of European economic and monetary union pursuant to the Treaty;

“**Redenomination Date**” means (in the case of interest bearing Notes) any date for payment of interest under the Notes or (in the case of Zero Coupon Notes) any date, in each case specified by the Issuer in the notice given to the Noteholders pursuant to Condition 5.1 (*Redenomination – Redenomination*) above and which falls on or after the date on which the country of the Specified Currency first participates in the third stage of European economic and monetary union; and

“**Treaty**” means the Treaty establishing the European Community, as amended.

## 6. INTEREST

### 6.1 *Interest on Fixed Rate Notes*

Each Fixed Rate Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date at the rate(s) per annum equal to the Rate(s) of Interest. Interest will be payable in arrear on the Interest Payment Date(s) in each year up to the Maturity Date.

The amount of interest payable on each Interest Payment Date in respect of the Fixed Interest Period ending on (but excluding) such date will amount to the Fixed Coupon Amount. Payments of interest on any Interest Payment Date will, if so specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), amount to the Broken Amount so specified.

As used in the Conditions, “**Fixed Interest Period**” means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date.

If interest is required to be calculated for a period other than a Fixed Interest Period, such interest shall be calculated by applying the Rate of Interest to each Specified Denomination, multiplying such sum by the applicable Day Count Fraction, and rounding the resulting figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention.

“**Day Count Fraction**” means, in respect of the calculation of an amount of interest in accordance with this Condition 6.1:

- (a) if “Actual/Actual (ICMA)” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement):
  - (i) in the case of Notes where the number of days in the relevant period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (the “Accrual Period”) is equal to or shorter than the Determination Period during which the Accrual Period ends, the number of days in such Accrual Period divided by the product of (I) the number of days in such Determination Period and (II) the number of Determination Periods normally ending in any year (as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)); or
  - (ii) in the case of Notes where the Accrual Period is longer than the Determination Period during which the Accrual Period ends, the sum of:
    - (A) the number of days in such Accrual Period falling in the Determination Period in which the Accrual Period begins divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Periods normally ending in any year; and

- (B) the number of days in such Accrual Period falling in the next Determination Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Periods normally ending in any year; and
- (b) if “30/360” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the number of days in the period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (such number of days being calculated on the basis of a year of 360 days with twelve 30-day months) divided by 360.

In the Conditions:

“**Determination Period**” means each period from (and including) a Determination Date (as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)) to (but excluding) the next Determination Date (including, where either the Interest Commencement Date or the final Interest Payment Date is not a Determination Date, the period commencing on the first Determination Date prior to, and ending on the first Determination Date falling after, such date);

“**Determination Date**” means the date(s) specified as such in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or, if none is so specified, the Interest Payment Date(s); and

“**sub-unit**” means, with respect to any currency other than Euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to Euro, one cent.

## ***6.2 Interest on Floating Rate Notes and Inflation Linked Notes***

### **(a) Interest Payment Dates**

Each Floating Rate Note and Inflation Linked Note bears interest on its outstanding nominal amount from (and including) the Interest Commencement Date and such interest will be payable in arrear on either (each such date, together with each Specified Interest Payment Date, an “**Interest Payment Date**”):

- (i) the Specified Interest Payment Date(s) in each year specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement); or
- (ii) if no Specified Interest Payment Date(s) is/are specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), each date which falls the number of months or other period specified as the Specified Period in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

Such interest will be payable in respect of each “**Interest Period**” (which expression shall, in the Conditions, mean the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date).

If a Business Day Convention is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) and (x) if there is no numerically corresponding day in the calendar month in which an Interest Payment Date should occur or (y) if any Interest Payment Date would otherwise fall on a day which is not a Business Day, then, if the Business Day Convention specified is:

- (A) the Floating Rate Convention, such Interest Payment Date (a) in the case of (x) above, shall be the last day that is a Business Day in the relevant month and the provisions of (ii) below shall apply mutatis mutandis or (b) in the case of (y) above, shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event (i) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (ii) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the Specified Period after the preceding applicable Interest Payment Date occurred; or
- (B) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (C) the Modified Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day; or
- (D) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

In the Conditions, “**Business Day**” means a day which is both:

- (A) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in London and any additional Business Centre specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), and in the case of Notes in definitive form only, where they are also so open, in the relevant place of presentation; and
- (B) either (i) in relation to any sum payable in a Specified Currency other than Euro, a day on which commercial banks and foreign

exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than London and any additional Business Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Sydney and Auckland, respectively) or (ii) in relation to any sum payable in Euro, a day on which the Trans-European Automated Real-Time Gross Settlement Express Transfer (TARGET2) System (the “**TARGET2 System**”) is open.

(b) Rate of Interest for Floating Rate Notes (other than CMS Linked Notes)

The Rate of Interest payable from time to time in respect of Floating Rate Notes will be determined either according to ISDA Determination or Screen Rate Determination, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

“**Relevant Financial Centre**” means, with respect to any Floating Rate or CMS Rate to be determined on an Interest Determination Date (as defined below), the financial centre as may be specified as such in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement) or, if none is so specified, the financial centre with which the relevant Reference Rate or CMS Rate is most closely connected (which in the case of the Euro Inter-bank Offered Rate (“**EURIBOR**”) shall be the euro area) or, if none is so connected, London.

“**Relevant Screen Page**” means such page, section, caption, column or other part of a particular information service (including, but not limited to, the Reuters Money 3000 Service (“**Reuters**”)) as may be specified for the purpose of providing a Reference Rate or CMS Reference Rate, as the case may be, or such other page, section, caption, column or other part as may replace it on that information service or on such other information service, in each case as may be nominated by the person or organisation providing or sponsoring the information appearing there for the purpose of displaying rates or prices comparable to that Reference Rate or CMS Reference Rate, as the case may be.

“**Relevant Time**” (i) where Screen Date Determination is specified in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement) as the manner in which the Interest Rate is to be determined, means, with respect to any Interest Determination Date, the local time in the Relevant Financial Centre at which it is customary to determine bid and offered rates in respect of deposits in the Relevant Currency in the interbank market in the Relevant Financial Centre and, where the primary source for the Floating Rate is a Relevant Screen Page, the time as of which the Relevant Rate(s) appearing on such Relevant Screen Page is or are set and posted on such Relevant Screen Page and for this purpose “local time” means, with respect to Europe and the Eurozone as a Relevant Financial Centre, Central European Time or (ii) where CMS Rate is specified in the applicable Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement) as the manner in which the Interest Rate is to be determined, has the meaning specified in the Final Terms or Pricing Supplement.

(i) ISDA Determination

Where ISDA Determination is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will be the relevant ISDA Rate plus or minus (as indicated in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)) the Margin (if any). For the purposes of this Condition 6.2(b)(i), “**ISDA Rate**” for an Interest Period means a rate equal to the Floating Rate that would be determined by the Agent under an interest rate swap transaction if the Agent were acting as Calculation Agent for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as at the Issue Date of the first Tranche of the Notes (the “**ISDA Definitions**”) and under which:

- (A) the Floating Rate Option is as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement);
- (B) the Designated Maturity is a period specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement); and
- (C) the relevant Reset Date is either (a) if the applicable Floating Rate Option is based on the London interbank offered rate (“**LIBOR**”) or on EURIBOR, the first day of that Interest Period or (b) in any other case, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

For the purposes of this Condition 6.2(b)(i), “**Floating Rate**”, “**Calculation Agent**”, “**Floating Rate Option**”, “**Designated Maturity**” and “**Reset Date**” have the meanings given to those terms in the ISDA Definitions.

Unless otherwise stated in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the Minimum Rate of Interest shall be deemed to be zero.

If the specified ISDA Rate is not available, the applicable interest rate will be determined according to the fallback rules of the relevant Floating Rate Option under the ISDA Definitions.

(ii) Screen Rate Determination

Under Screen Rate Determination, the “**Reference Rate**” is either:

- (A) LIBOR;
- (B) EURIBOR; or

- (C) where for any currency in which notes may be issued under the Programme the main reference rate used in the main markets for raising financing in that currency is neither LIBOR nor EURIBOR, then such other rate set out in the ISDA Definitions that is used in such markets (the “**Market Rate**”),

with reference to the Designated Maturity as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

Where Screen Rate Determination is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will, subject as provided below, be either:

- (A) the offered quotation; or
- (B) the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the offered quotations,

(expressed as a percentage rate per annum) for the Reference Rate which appears or appear, as the case may be, on the Relevant Screen Page as at the Relevant Time (11.00 a.m. London time if the Reference Rate is LIBOR, 11.00 a.m. Brussels time if the Reference Rate is EURIBOR or as otherwise specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) (the “**Relevant Time**”) on the interest determination date as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) (the “**Interest Determination Date**”) in question plus or minus (as indicated in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)) the Margin (if any), all as determined by the Agent. If five or more of such offered quotations are available on the Relevant Screen Page, the highest (or, if there is more than one such highest quotation, one only of such quotations) and the lowest (or, if there is more than one such lowest quotation, one only of such quotations) shall be disregarded by the Agent for the purpose of determining the arithmetic mean (rounded as provided above) of such offered quotations.

In case of LIBOR or EURIBOR, if the Relevant Screen Page is not available or if, in the case of Condition 6.2(b)(ii)(A) immediately above, no offered quotation appears or, in the case of Condition 6.2(b)(ii)(B) immediately above, fewer than three offered quotations appear, in each case as at the Specified Time, the Agent shall request each of the Reference Banks to provide the Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Specified Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Agent with offered quotations, the Rate of Interest for the Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place with 0.000005 being rounded upwards) of the offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Agent.



If on any Interest Determination Date one only or none of the Reference Banks provides the Agent with an offered quotation as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be the rate per annum which the Agent determines as being the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the rates, as communicated to (and at the request of) the Agent by the Reference Banks or any two or more of them, at which such banks were offered, at approximately the Specified Time on the relevant Interest Determination Date, deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate by leading banks in the London inter-bank market (if the Reference Rate is LIBOR) or the Euro-zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) or, if fewer than two of the Reference Banks provide the Agent with offered rates, the offered rate for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, or the arithmetic mean (rounded as provided above) of the offered rates for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, at which, at approximately the Specified Time on the relevant Interest Determination Date, any one or more banks (which bank or banks is or are in the opinion of the Issuer suitable for the purpose) informs the Agent it is quoting to leading banks in the London inter-bank market (if the Reference Rate is LIBOR) or the Euro-zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any), provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period).

In case of the Market Rate, if the specified Market Rate is not available, the applicable Interest Rate will be determined according to the fall-back rules of the relevant Floating Rate Option under the ISDA Definitions.

(iii) Rate of Interest for CMS Linked Notes

Where CMS Rate is specified in the applicable Final Terms (or for Exempt Notes, the applicable Pricing Supplement) as the manner in which the Interest Rate is to be determined, the Interest Rate for each Interest Period will be:

$$\text{Margin} + \text{Multiplier} \times (\text{CMS Rate1} \pm \text{CMS Rate2})$$

where:

“**Margin**” has the meaning specified in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement);

“**Multiplier**” shall mean the value specified in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement);

“**CMS Rate1**” shall mean the CMS Reference Rate determined with reference to the First Reference Currency, the First Designated Maturity, the First Relevant Screen Page and the First Relevant Time; and

**“CMS Rate2”** shall mean the CMS Reference Rate determined with reference to the Second Reference Currency, the Second Designated Maturity, the Second Relevant Screen Page and the Second Relevant Time.

For the purposes of this Condition 6.2(b)(iii), the **“CMS Reference Rate”** for an Interest Period means the Relevant Swap Rate for swap transactions in the Reference Currency with a maturity of the Designated Maturity (as specified in the applicable Final Terms or, in the case of Exempt Notes the Pricing Supplement) commencing on the first day of the relevant Interest Period (expressed as a percentage rate per annum) which appears on the Relevant Screen Page (as specified in the applicable Final Terms or, in the case of Exempt Notes the Pricing Supplement) as at the Relevant Time (as specified in the applicable Final Terms or, in the case of Exempt Notes the Pricing Supplement) on the relevant Interest Determination Date, all as determined by the Agent or another calculation agent (as specified in the applicable Final Terms or, in the case of Exempt Notes the Pricing Supplement) (the **“Calculation Agent”**).

If the Relevant Screen Page is not available, the Calculation Agent shall request each of the CMS Reference Banks to provide the Calculation Agent with its quotation for the Relevant Swap Rate (expressed as a percentage rate per annum) at approximately the Relevant Time on the Interest Determination Date in question. If two or more of the CMS Reference Banks provide the Calculation Agent such quotations, the CMS Reference Rate for such Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the quotations, eliminating the highest quotation (or, in the event of equality, one of the highest) and the lowest quotation (or, in the event of equality, one of the lowest).

If on any Interest Determination Date one only or none of the Reference Banks provides the Calculation Agent with such quotations as provided in the preceding paragraph, the CMS Reference Rate shall be determined by the Calculation Agent in its sole and absolute discretion on a commercial basis as it shall consider appropriate and in accordance with standard market practice.

**“CMS Reference Banks”** means (i) where the Reference Currency is euro, the principal office of five leading swap dealers in the inter-bank market, (ii) where the Reference Currency is Sterling, the principal London office of five leading swap dealers in the London inter-bank market, (iii) where the Reference Currency is United States dollars, the principal New York City office of five leading swap dealers in the New York City inter-bank market, or (iv) in the case of any other Reference Currency, the principal Relevant Financial Centre office of five leading swap dealers in the Relevant Financial Centre inter-bank market, in each case as selected by the Calculation Agent.

**“Relevant Swap Rate”** means:

- (A) where the Reference Currency is euro, the mid-market annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the annual fixed leg, calculated on a 30/360 day count basis, of a fixed-for-floating euro interest rate swap transaction with a term equal to the CMS Maturity commencing on the first day of the relevant Interest Period and

in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/360 day count basis, is equivalent to EUR-EURIBOR-Reuters (as defined in the ISDA Definitions) with a designated maturity determined by the Calculation Agent by reference to standard market practice and/or the ISDA Definitions;

- (B) where the Reference Currency is Sterling, the mid-market semi-annual swap rate determined on the basis of the arithmetic mean of the bid and offered rates for the semi-annual fixed leg, calculated on an Actual/365 (Fixed) day count basis, of a fixed-for-floating Sterling interest rate swap transaction with a term equal to the CMS Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, in each case calculated on an Actual/365 (Fixed) day count basis, is equivalent (A) if the CMS Maturity is greater than one year, to GBP-LIBOR-BBA (as defined in the ISDA Definitions) with a designated maturity of six months or (B) if the CMS Maturity is one year or less, to GBP-LIBOR-BBA with a designated maturity of three months;
- (C) where the Reference Currency is United States dollars, the mid-market semi-annual swap rate determined on the basis of the mean of the bid and offered rates for the semi-annual fixed leg, calculated on a 30/360 day count basis, of a fixed-for-floating United States dollar interest rate swap transaction with a term equal to the CMS Maturity commencing on the first day of the relevant Interest Period and in a Representative Amount with an acknowledged dealer of good credit in the swap market, where the floating leg, calculated on an Actual/360 day count basis, is equivalent to USD-LIBOR-BBA (as defined in the ISDA Definitions) with a designated maturity of three months; and
- (D) where the Reference Currency is any other currency, the mid-market swap rate as determined by the Calculation Agent in its sole and absolute discretion on a commercial basis as it shall consider appropriate and in accordance with standard market practice.

(iv) Linear Interpolation

Where Linear Interpolation is specified hereon as applicable in respect of an Interest Period, the Rate of Interest for such Interest Period shall be calculated by the Calculation Agent by straight line linear interpolation by reference to two rates based on the relevant Reference Rate (where Screen Rate Determination is specified hereon as applicable) or the relevant Floating Rate Option (where ISDA Determination is specified hereon as applicable), one of which shall be determined as if the Applicable Maturity were the period of

time for which rates are available next shorter than the length of the relevant Interest Period and the other of which shall be determined as if the Applicable Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period provided however that if there is no rate available for the period of time next shorter or, as the case may be, next longer, then the Calculation Agent shall determine such rate at such time and by reference to such sources as it determines appropriate.

“**Applicable Maturity**” means (a) in relation to Screen Rate Determination, the period of time designated in the Reference Rate and (b) in relation to ISDA Determination, the Designated Maturity.

(c) Rate of Interest on Inflation Linked Notes

The Rate of Interest, the Margin and the Inflation Factor in respect of Inflation Linked Notes for each Interest Period will be as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). Amounts of interest payable in respect of Inflation Linked Notes shall be calculated in accordance with Condition 7.

(d) Rate of Interest on Range Accrual Notes

- (i) It may be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) of Notes that the relevant Notes are Range Accrual Notes, which pay fixed rate, floating rate, and/or CMS rate interest, that the amount of interest payable in respect of such Notes for any Interest Period to which such interest types apply will be multiplied by the applicable Range Accrual Factor, expressed formulaically as follows:

*Rate of Interest x Range Accrual Factor*

- (ii) The “**Range Accrual Factor**” for an Observation Period corresponding to an Interest Payment Date will be calculated as the quotient of (i)  $n$  divided by (ii)  $N$ , expressed formulaically as:

$$\frac{n}{N}$$

where:

“ $n$ ” in respect of an Observation Period corresponding to an Interest Payment Date is the number of Observation Dates within that Observation Period that the Accrual Condition is satisfied; and

“ $N$ ” in respect of an Observation Period corresponding to an Interest payment Date, is the number of Observation Dates within that Observation Period.

- (iii) The “**Accrual Condition**” in respect of an Observation Period corresponding to an Interest Payment Date will be satisfied on any Observation Date within that Observation Period where:

- (A) if “**Single Rate Range Accrual**” is specified as Accrual Condition Type in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement), the Range Accrual Floating Rate 1 on such Observation Date is greater than or equal to the Corresponding Lower Barrier and less than or equal to the Corresponding Upper Barrier; or
- (B) if “**Spread Range Accrual**” is specified as Accrual Condition Type in the Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), the Range Accrual Floating Rate 1 minus the Range Accrual Floating Rate 2, in each case on such Observation Date (the “**Range Accrual Spread**”) is greater than or equal to the Corresponding Lower Barrier and less than or equal to the Corresponding Upper Barrier,

in each case as determined by the Calculation Agent.

Where:

“**Corresponding Lower Barrier**” means, in respect of the determination of any Accrual Condition and any Range Accrual Floating Rate or Range Accrual Spread, the percentage rate specified as being ‘Lower Barrier’ applicable to such Range Accrual Floating Rate or Range Accrual Spread in the applicable Final Terms (or, in case of Exempt Notes, the applicable Pricing Supplement);

“**Corresponding Upper Barrier**” means, in respect of the determination of any Accrual Condition and Range Accrual Floating Rate or Range Accrual Spread, the percentage rate specified as being ‘Upper Barrier’ applicable to such Range Accrual Floating Rate or Range Accrual Spread in the applicable Final Terms (or, in case of Exempt Notes, the applicable Pricing Supplement);

“**Observation Date**” means each calendar day in the relevant Observation Period;

“**Observation Period**” means, unless otherwise specified in the relevant Issue Terms, each Interest Period;

“**Range Accrual Floating Rate**” means, in respect of any Observation Date in an Observation Period, the percentage rate of interest per annum for the relevant Observation Date calculated in accordance with Condition 6.2(d)(iv) below;

“**Range Accrual Floating Rate 1**” means, in respect of any Observation Date in an Observation Period, the Range Accrual Floating Rate determined in respect of (i) the Reference Rate (ii) the relevant Designated Maturity (if any) and (iii) the Relevant Screen Page specified as applicable to ‘Range Accrual Floating Rate 1’ in the applicable Final Terms (or, in case of Exempt Notes, the applicable Pricing Supplement); and

**“Range Accrual Floating Rate 2”** in respect of any Observation Date in an Observation Period, the Range Accrual Floating Rate determined in respect of (i) the Reference Rate (ii) the relevant Designated Maturity (if any) and (iii) the Relevant Screen Page specified as applicable to 'Range Accrual Floating Rate 2' in the Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement).

- (iv) If on any Observation Date the Relevant Screen Page specified in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement) to apply to a Range Accrual Floating Rate is not available, or no such offered quotation appears on such Relevant Screen Page as at the Relevant Screen Time specified in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement) to apply to such Range Accrual Floating Rate, subject to the next sentence, such Range Accrual Floating Rate shall be deemed to be the corresponding Range Accrual Floating Rate for the immediately preceding calendar day on which an offered quotation appears on such Relevant Screen Page as at such Relevant Screen Time.

If the Relevant Screen Page specified in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement) to apply to a Range Accrual Floating Rate is not available, or no such offered quotation appears on such Relevant Screen Page as at the Relevant Screen Time specified in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement) to apply to such Range Accrual Floating Rate for seven consecutive calendar days, the relevant fallback provisions applicable to either ISDA Determination or Screen Rate Determination as set out in Condition 6.2 apply.

(e) Exempt Notes

The rate or amount of interest payable in respect of Exempt Notes shall be determined in the manner specified in the applicable Pricing Supplement, provided that the Calculation Agent, if applicable, will notify the Agent of the Interest Rate or Interest Amount for the relevant Interest Period as soon as practicable after calculating the same.

(f) Minimum Rate of Interest and/or Maximum Rate of Interest

If the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) specifies a **“Minimum Rate of Interest”** for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of Condition 6.2(b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest (for clarity, following adjustment by an applicable Range Accrual Factor, if any).

If the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) specifies a **“Maximum Rate of Interest”** for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of Condition 6.2(b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such

Maximum Rate of Interest (for clarity, following adjustment by an applicable Range Accrual Factor, if any).

(g) Determination of Rate of Interest and Calculation of Interest Amounts

The Agent, in the case of Floating Rate Notes, and the Calculation Agent, in the case of Inflation Linked Notes, will at or as soon as practicable after each time at which the Rate of Interest is to be determined, determine the Rate of Interest for the relevant Interest Period. In the case of Inflation Linked Notes, the Calculation Agent will notify the Agent of the Rate of Interest for the relevant Interest Period as soon as practicable after calculating the same.

The Agent will calculate the amount of interest (the “**Interest Amount**”) payable on the Floating Rate Notes or the Inflation Linked Notes in respect of each Specified Denomination for the relevant Interest Period. Each Interest Amount shall be calculated by applying the Rate of Interest to each Specified Denomination, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention.

“**Day Count Fraction**” means, in respect of the calculation of an amount of interest in accordance with this Condition 6.2:

- (i) if “Actual/Actual” or “Actual/Actual (ISDA)” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the actual number of days in the Interest Period divided by 365 (or, if any portion of that Interest Period falls in a leap year, the sum of (I) the actual number of days in that portion of the Interest Period falling in a leap year divided by 366 and (II) the actual number of days in that portion of the Interest Period falling in a non-leap year divided by 365);
- (ii) if “Actual/365 (Fixed)” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the actual number of days in the Interest Period divided by 365;
- (iii) if “Actual/365 (Sterling)” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the actual number of days in the Interest Period divided by 365 or, in the case of an Interest Payment Date falling in a leap year, 366;
- (iv) if “Actual/360” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the actual number of days in the Interest Period divided by 360;
- (v) if “30/360”, “360/360” or “Bond Basis” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the number of days in the Interest Period divided by 360 (the number of days to be calculated on the basis of a year of 360 days with 12 30-day months (unless (I) the last day of the Interest Period is the 31st day of a month but the first day of the Interest Period is a day other than the 30th or 31st day of a month, in which case the month

that includes that last day shall not be considered to be shortened to a 30-day month, or (II) the last day of the Interest Period is the last day of the month of February, in which case the month of February shall not be considered to be lengthened to a 30-day month)); and

- (vi) if “30E/360” or “Eurobond Basis” is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the number of days in the Interest Period divided by 360 (the number of days to be calculated on the basis of a year of 360 days with 12 30-day months, without regard to the date of the first day or last day of the Interest Period unless, in the case of the final Interest Period, the Maturity Date is the last day of the month of February, in which case the month of February shall not be considered to be lengthened to a 30-day month).

(h) Notification of Rate of Interest and Interest Amounts

The Agent will cause the Rate of Interest and each Interest Amount for each Interest Period and the relevant Interest Payment Date to be notified to the Issuer, and any stock exchange on which the relevant Floating Rate Notes or Inflation Linked Notes are for the time being listed and notice thereof to be published in accordance with Condition 17 (*Notices*) as soon as possible after their determination but in no event later than the fourth London Business Day thereafter. Each Interest Amount and Interest Payment Date so notified may subsequently be amended (or appropriate alternative arrangements made by way of adjustment) without prior notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange on which the relevant Floating Rate Notes or Inflation Linked Notes are for the time being listed and to the Noteholders in accordance with Condition 17 (*Notices*). For the purposes of this paragraph, the expression “London Business Day” means a day (other than a Saturday or a Sunday) on which banks and foreign exchange markets are open for general business in London.

(i) Certificates to be Final

All certificates, communications, opinions, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 6.2 (*Interest – Interest on Floating Rate Notes and Inflation Linked Notes*), whether by the Agent or, if applicable, the Calculation Agent, shall (in the absence of wilful default, bad faith or manifest error or proven error) be binding on the Issuer, the Agent, the Calculation Agent (if applicable), the other Paying Agents and all Noteholders and Couponholders and (in the absence as aforesaid) no liability to the Issuer, the Noteholders or the Couponholders shall attach to the Agent or, if applicable, the Calculation Agent in connection with the exercise or non-exercise by it of its powers, duties and discretions pursuant to such provisions.

### **6.3 Accrual of Interest**

Each Note (or in the case of the redemption of part only of a Note, that part only of such Note) will cease to bear interest (if any) from the date for its redemption unless, upon due presentation thereof, payment of principal is improperly withheld or refused. In such event, interest will continue to accrue until whichever is the earlier of:



- (a) the date on which all amounts due in respect of such Note have been paid; and
- (b) five days after the date on which the full amount of the moneys payable in respect of such Note has been received by the Agent or the Registrar, as the case may be, and notice to that effect has been given to the Noteholders in accordance with Condition 17 (*Notices*).

## 7. INFLATION LINKED NOTES

This Condition 7 is applicable only if the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) specify the Notes as Inflation Linked Notes. The Rate of Interest for Inflation Linked Notes that are Exempt Notes can also be determined in any other manner specified in the relevant Pricing Supplement.

### 7.1 *Inflation Linked Interest*

- (a) The Interest Amount payable in respect of each Calculation Amount on each Interest Payment Date shall be calculated on the relevant Interest Determination Date by the Calculation Agent by multiplying the Interest Rate for such Interest Payment Date by the Calculation Amount and then further multiplying such amount by the applicable Day Count Fraction.
- (b) Subject to Condition 7.1(c) immediately below, the Interest Rate for a relevant Interest Period ending on or about a relevant Interest Payment Date will be calculated in accordance with Condition 7.1(b)(i) or Condition 7.1(b)(ii), as specified in the applicable Final Terms (or, in case of Exempt Notes, the applicable Pricing Supplement).
  - (i) If this Condition 7.1(b)(i) applies, the applicable Interest Rate is the sum of (x) a margin percentage rate specified as such in the Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) for such relevant Interest Payment Date (which rate may be negative) (the “**Margin**”) plus (y) the Inflation Factor determined for such relevant Interest Payment Date in accordance with Condition 7.2 below and rounded in accordance with Condition 6.2(g); which can also be expressed formulaically as:

$$\text{Margin} \pm \text{Inflation Factor}$$

- (ii) If this Condition 7.1(b)(ii) applies, the applicable Interest Rate is the total of (x) a margin percentage rate specified as such in the Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) for such relevant Interest Payment Date (which rate may be negative) (the “**Margin**”) multiplied by (y) the Inflation Factor determined for such relevant Interest Payment Date in accordance with Condition 7.2 below and rounded in accordance with Condition 6.2(g); which can also be expressed formulaically as:

$$\text{Margin} \times \text{Inflation Factor}$$

- (c) If the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) specifies a Minimum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of Condition 7.1(b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest.

If the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) specifies a Maximum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of Condition (b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such Maximum Rate of Interest.

## 7.2 *Inflation Factor*

- (a) Option A

Where Option A is specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Inflation Factor is determined by dividing:

- (i) the Inflation Index Level for the calendar month (“**Reference Month**”) specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as applicable to the relevant Interest Payment Date (“**Final Index**”); by
- (ii) the Inflation Index Level for the Reference Month specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as applicable to the Initial Valuation Date (“**Base Index**”).

The Inflation Factor of Option A can also be expressed formulaically as:

$$\frac{\text{Final Index}}{\text{Base Index}}$$

The following terms as used above have the following meanings:

“**Calculation Amount**” means a nominal amount of the Notes equal to the Specified Denomination (unless a different amount is specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), in which case, such amount).

“**Day Count Fraction**” means the fraction equal to the number of days of the Interest Period divided by the number of days of the year, in each case as determined by the applicable convention, which may be any of 'Actual/Actual(ICMA)', 'Act/Act(ICMA)', 'Actual/Actual', 'Actual/Actual (ISDA)', 'Actual/365 (Fixed)', 'Actual/360', '30/360', '360/360', 'Bond Basis', '30E/360', 'Eurobond Basis', '30E/360 (ISDA)' (each as defined in Condition 6.26.2(g)), as specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

“**Inflation Index**” means either the Index, as specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) and published by the relevant index sponsor (as specified in the relevant Final Terms or, in the case of Exempt Notes, the relevant Pricing Supplement) (the “**Index Sponsor**”).

“**Inflation Index Level**” means the level of the Inflation Index first published or announced for the relevant Reference Month, as determined by the Calculation Agent, subject to Condition 7.4.

“**Interest Determination Date**” means the date specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or, if no such date is specified, the date falling five Business Days prior to the relevant Interest Payment Date.

“**Interest Payment Date**” means the date or dates specified as such in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement).

“**Initial Valuation Date**” means the date specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement).

(b) Option B

Where Option B is specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Inflation Factor is determined by dividing:

- (i) the Inflation Index Level for the calendar month (“**Reference Month**”) specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as applicable to the relevant Interest Payment Date (“**Final Index**”); by
- (ii) the Inflation Index Level for the Reference Month specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as applicable to the Initial Valuation Date (“**Base Index**”)

and subtracting “one”.

The Inflation Factor of Option B can also be expressed formulaically as:

$$\frac{\text{Final Index}}{\text{Base Index}} - 1$$

The following terms as used above have the following meanings:

“**Calculation Amount**” means a nominal amount of the Notes equal to the Specified Denomination (unless a different amount is specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), in which case, such amount).

“**Day Count Fraction**” means the fraction equal to the number of days of the Interest Period divided by the number of days of the year, in each case as determined by the applicable convention, which may be any of 'Actual/Actual(ICMA)',

'Act/Act(ICMA)', 'Actual/Actual', 'Actual/Actual (ISDA)', 'Actual/365 (Fixed)', 'Actual/360', '30/360', '360/360', 'Bond Basis', '30E/360', 'Eurobond Basis', '30E/360 (ISDA)' (each as defined in Condition 6.2(g)), as specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

**“Inflation Index”** means either the RPI, the HICP, the French CPI, the Italian CPI or the U.S. CPI, as specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) and published by the relevant Index Sponsor.

**“Inflation Index Level”** means the level of the Inflation Index first published or announced for the relevant Reference Month, as determined by the Calculation Agent, subject to Condition 7.4.

**“Interest Determination Date”** means the date specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or, if no such date is specified, the date falling five Business Days prior to the relevant Interest Payment Date.

**“Interest Payment Date”** means the date or dates specified as such in the Final Terms (or, in the case of the Exempt Notes, the Pricing Supplement).

**“Initial Valuation Date”** means the date specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement).

(c) Option C

Where Option C is specified in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Inflation Factor is determined by the following formula as applicable to any day (“d”) in any month (“m”):

$$I_d = Index_{m-3} + \frac{nb d}{q_m} \times (Index_{m-2} - Index_{m-3})$$

where:

**“I<sub>d</sub>”** is the Index Level for the day d, subject to Condition 7.4;

**“Index<sub>m-2</sub>”** is the level of Inflation Index Level for month m-2;

**“Index<sub>m-3</sub>”** is the level of Inflation Index Level for month m-3;

**“Inflation Index”** means the Index, as specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) and published by the relevant Index Sponsor;

**“Inflation Index Level”** means the level of the Inflation Index first published or announced for the relevant Reference Month, as determined by the Calculation Agent, subject to Condition 7.4;

**“nbd”** is the actual number of days from and excluding the first day of month m to but including day d;

and

“ $q_m$ ” is the actual number of days in month  $m$ .

- (d) The first publication or announcement of the Inflation Index Level for a Reference Month shall be final and conclusive and later revisions to the level for such calculation month will not be used in any calculations.

### 7.3 Indices

- (a) United Kingdom Retail Price Index

Where RPI is specified as the Index in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Index for the relevant Inflation Linked Notes is the *UK Retail Price Index (for all items)* published by the Office for National Statistics (January 1987 = 100) or any comparable index which may replace the UK Retail Price Index for the purpose of calculating the amount payable on repayment of the Related Bond as defined in Condition 7.4 (the “**RPI**”). Information on the RPI may be found on the website of the Office for National Statistics at <http://ons.gov.uk/ons/taxonomy/index.html?nscl=Retail+Prices+Index#tab-data-tables> or at <http://www.bloomberg.com/quote/UKRPI:IND>.

- (b) Harmonised Index of Consumer Prices

Where HICP is specified as the Index in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Index for the relevant Inflation Linked Notes is the *non-revised Harmonised Index of Consumer Prices excluding tobacco* or relevant Successor Index as defined in Condition 7.4, measuring the rate of inflation in the European Monetary Union excluding tobacco, expressed as an index and published by Eurostat (the “**HICP**”). Information on the HICP may be found on the Eurostat website at <http://epp.eurostat.ec.europa.eu/portal/page/portal/hicp/introduction> or at <http://www.bloomberg.com/quote/CPEXEMUY:IND>.

- (c) French Consumer Price Index

Where the French CPI is specified as the Index in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Index for the relevant Inflation Linked Notes is the consumer price index excluding tobacco for all households in metropolitan France, as calculated and published by the *Institut National de la Statistique et des Etudes Economiques* (the “**INSEE**”) (the “**French CPI**”). Information on the French CPI may be found on the website [www.aft.gouv.fr](http://www.aft.gouv.fr) and on the Agence France Trésor Reuters page OATINFLATION01 or on Bloomberg TRÉSOR <GO>.

- (d) Italian Consumer Price Index

Where the Italian CPI is specified as the Index in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Index for the relevant Inflation Linked Notes is the consumer price index (excluding tobacco) in Italy, (“*Indice dei prezzi al consumo per famiglie di operai e impiegati (FOI) senza*

*tabacchi*”) published by *Istituto nazionale di statistica* (the “**Italian CPI**”). Information on the Italian CPI may be found on the Istat website at <http://www.istat.it/en/archive/CPI>.

(e) U.S. Consumer Price Index

Where the U.S. CPI is specified as the Index in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the applicable Index for the relevant Inflation Linked Notes is the *All Items Consumer Price Index for All Urban Consumers (CPI-U)* before seasonal adjustment (the “**U.S. CPI**”) published by the U.S. Bureau of Labor Statistics. Information on the U.S. CPI may be found on the website of the U.S. Bureau of Labor Statistics at <http://www.bls.gov/cpi/> or at <http://www.bloomberg.com/quote/CPURNSA:IND>.

#### **7.4 Index delay and disruption event provisions**

(a) Delay in Publication

(i) General

Where this Condition 7.4(a)(i) is specified as applicable in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the following provisions will apply to a delay in the publication of the Index.

If the Calculation Agent determines that any Index Level for a Reference Month which is relevant to the calculation of any payment or delivery under the Notes and/or any other determination in respect of the Notes (a “**Relevant Level**”) has not been published or announced by the related Cut-off Date, the Calculation Agent shall determine an alternative level in place of such Relevant Level (a “**Substitute Index Level**”) by using the following methodology:

- (A) if Related Bond is specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), the Calculation Agent shall take the same action to determine the Substitute Index Level for the applicable Payment/Delivery Date or date for determination, as applicable, as that taken pursuant to the terms and conditions of the relevant Related Bond; or
- (B) if (x) Related Bond is not specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), or (y) the Calculation Agent is not able to determine a Substitute Index Level pursuant to Condition 7.4(a)(i) above for any commercially appropriate reason, then the Calculation Agent shall determine the Substitute Index Level by reference to the following formula:

Substitute Index Level = Base Level x (Latest Level/Reference Level),

where:

**“Base Level”** means the Index Level (excluding any “flash” estimates) published or announced by the Index Sponsor in respect of the month that is 12 calendar months prior to the month for which the Substitute Index Level is being determined.

**“Latest Level”** means the latest Index Level (excluding any “flash estimates”) published or announced by the Index Sponsor prior to the month in respect of which the Substitute Index Level is being determined.

**“Reference Level”** means, in respect of an Index, the Index Level (excluding any “flash” estimates) published or announced by the relevant Index Sponsor in respect of the month that is 12 calendar months prior to the month referred to in “Latest Level” above.

If a Relevant Level is published or announced at any time on or after the Cut-off Date then such Relevant Level will not be used in any calculations. The Substitute Index Level so determined pursuant to Condition 7.4 will be the definitive level for that Reference Month.

The Issuer shall give notice to Noteholders in accordance with Condition 17 of any Substitute Index Level calculated pursuant to this Condition 7.4.

(ii) French CPI

Where this Condition 7.4(a)(ii) is specified as applicable in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the following provisions will apply to a delay in the publication of the Index.

The calculation method described below is based on the recommendation issued by the French Bond Association (*Comité de Normalisation Obligataire* — [www.cnofrance.org](http://www.cnofrance.org)) in its July 2011 Paper entitled “Inflation-linked bonds”.

If the relevant French CPI (**“CPI Monthly Reference Index”**) is not published in a timely manner, a substitute CPI Monthly Reference Index (the **“Substitute CPI Monthly Reference Index”**) shall be determined by the Calculation Agent in accordance with the following provisions:

If a provisional CPI Monthly Reference Index (*indice provisoire*) has already been published, such index shall be used as the Substitute CPI Monthly Reference Index. Such provisional CPI Monthly Reference Index would be published under the heading *indice de substitution*. Once the definitive CPI Monthly Reference Index is released, it would apply from the day following its release to all calculations taking place from this date.

If no provisional CPI Monthly Reference Index is available, a substitute index shall be calculated on the basis of the most recently published figure adjusted as set out in the following formula:

Substitute CPI Monthly Reference Index<sub>M</sub>=

$$\text{CPI Monthly Reference Index}_{M-1} \times \left[ \frac{\text{CPI Monthly Reference Index}_{M-1}}{\text{CPI Monthly Reference Index}_{M-13}} \right] \frac{1}{12}$$

(b) Cessation of Publication

If the Calculation Agent determines that the Index Level has not been published or announced by the relevant Index Sponsor for two consecutive months or the Index Sponsor announces that it will no longer continue to publish or announce such Index and/or the Index Sponsor cancels the Index, then the Calculation Agent shall determine a successor index in lieu of any previously applicable Index (a “**Successor Index**”) for the purposes of the relevant Notes by using the following methodology:

- (i) if Related Bond is specified in the applicable Final Terms or, in the case of Exempt Notes, the applicable Pricing Supplement, the Calculation Agent shall determine a Successor Index by reference to the corresponding successor index determined under the terms and conditions of the Related Bond;
- (ii) if (x) Related Bond is not specified in the applicable Final Terms or, in the case of Exempt Notes, the applicable Pricing Supplement, or (y) a Related Bond has been specified but a Related Bond Redemption Event has occurred, the Index Sponsor announces that it will no longer publish or announce the Index but that it will be superseded by a replacement Index specified by the Index Sponsor, and the Calculation Agent determines that such replacement index is calculated using the same or substantially similar formula or method of calculation as used in the calculation of the previously applicable Index, such replacement index shall be deemed the Successor Index for the purposes of the Notes from the date that such replacement Index comes into effect;
- (iii) if no Successor Index has been determined under Conditions 7.4(b)(i) or 7.4(b)(ii) above, the Calculation Agent shall ask five leading independent dealers to state what the replacement index for the index should be. If at least four responses are received, and of those four or five responses, three or more leading independent dealers state the same index, such index will be deemed the Successor Index. If three responses are received, and two or more leading independent dealers state the same index, such index will be deemed the Successor Index. If fewer than three responses are received by the Cut-off Date or no Successor Index is determined pursuant to this provision, the Calculation Agent will apply the provisions of Condition 7.4(b)(iv) below;
- (iv) if no Successor Index has been determined pursuant to Conditions 7.4(b)(i), (ii) or (iii) above, by the next occurring Cut-off Date, subject as provided below, the Calculation Agent, in agreement with the Issuer (failing which the Issuer shall redeem the Notes as under Condition 7.4(b)(v) immediately here below), will determine an



appropriate alternative index as of such Cut-off Date with the intention that the same should leave the Issuer and the Noteholders in no better and no worse position than they would have been had the Index not ceased to be published, and such index will be deemed the Successor Index for the purposes of the Notes;

- (v) if the Calculation Agent determines that there is no appropriate alternative index, then the Issuer shall give notice to the Noteholders in accordance with Condition 17 and redeem all (but not some only) of the Notes being redeemed at the Early Redemption Amount.

In relation to the determination of any Successor Index in accordance with this Condition 7.4, the Calculation Agent shall determine the date on which the Successor Index shall be deemed to replace the relevant Index for the purposes of the Notes. Notice of the determination of a Successor Index and the effective date of the Successor Index shall be given to Noteholders by the Issuer in accordance with Condition 17.

(c) Adjustments

(i) Successor Index

If a Successor Index is determined in accordance with Condition 7.4(b) above, the Calculation Agent may make any adjustment or adjustments (without limitation) to any amount payable under the Notes and/or any other relevant term of the Notes as the Calculation Agent deems necessary to account for this. The Issuer shall give notice to the Noteholders of any such adjustment in accordance with Condition 17.

(ii) Substitute Index Level

If the Calculation Agent determines a Substitute Index Level in accordance with Condition 7.4(a), the Issuer shall make any adjustment or adjustments (without limitation) to (x) the Substitute Index Level determined in accordance with Condition 7.4(a) above and/or (y) any amount payable under the Notes and/or any other relevant term of the Conditions as the Calculation Agent deems necessary, in agreement with the Issuer, that are necessary and consistent with the adjustments made to the Index and with the intention that the same should leave the Issuer and the Noteholders in no better and no worse position than they would have been had the initial Index continued to apply. The Issuer shall give notice to the Noteholders of any such adjustment in accordance with Condition 17.

(iii) Index Level Adjustment Correction

- (A) The first publication or announcement of the Relevant Level (excluding any “flash” or other estimates) by the Index Sponsor for any Reference Month shall be final and conclusive and, subject to Condition 7.4(c)(v)(B) below, later revisions

to the level for such Reference Month will not be used in any calculations. The Issuer shall give notice to the Noteholders of any valid revision in accordance with Condition 17.

- (B) If, within 30 days of publication or at any time prior to a Payment/Delivery Date or date of such other applicable determination under the Notes, as applicable, in respect of which a Relevant Level will be used in any calculation or determination in respect of the Notes, the Calculation Agent determines that the Index Sponsor has corrected the Relevant Level to correct a manifest error, the Calculation Agent shall make such adjustment to any amount payable under the Notes and/or any other relevant term of the Notes as the Calculation Agent has reasonably determined to give effect to that correction. The Issuer shall give notice to the Noteholders of any such adjustment and/or amount in accordance with Condition 17.
- (C) If a Relevant Level is published or announced at any time after any Cut-off Date in respect of a Payment/Delivery Date in respect of which a Substitute Index Level was determined, the Calculation Agent may either (x) determine that such Relevant Level shall not be used in any calculation or determination under the Notes and that the Substitute Index Level shall be deemed to be the definitive Relevant Level for the relevant Reference Month, or (y) request the Issuer to make any adjustment to any amount payable under the Notes and/or any other relevant term of the Notes as it deems, in agreement with the Issuer, appropriate, necessary and consistent with the adjustments made to the Index and with the intention that the same should leave the Issuer and the Noteholders in no better and no worse position than they would have been had the Relevant Level continued to apply, as a result of the announcement or publication of the Relevant Level and/or determine the amount (if any) that is payable as a result of such publication or announcement. The Issuer shall give notice to the Noteholders of any determination in respect of (x) or (y), together with any adjustment and/or amount in respect thereof, in accordance with Condition 17.

(iv) Rebasing

(A) General

Where this Condition 7.4(c)(iv)(A) is specified as applicable in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the following provisions will apply to the rebasing of the Index.

If the Calculation Agent determines that the Index has been or will be rebased at any time, the Index as so rebased (the “**Rebased Index**”)

will be used for purposes of determining the Index Level from the date of such rebasing (the “**Rebased Index Level**”). Notwithstanding the foregoing, the Calculation Agent may:

- (1) if Related Bond is specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), make any adjustments as are made pursuant to the terms and conditions of the Related Bond, if any, to the Rebased Index Levels so that the Rebased Index Levels reflect the same rate of inflation as the Index before the rebasing; and/or
- (2) if Related Bond is not specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement) or a Related Bond Redemption Event has occurred, the Calculation Agent shall make adjustments to the levels of the Rebased Index so that the Rebased Index Levels reflect the same rate of inflation as the Index before it was rebased,

and in each case the Issuer shall make any adjustments to any amount payable under the Notes and/or any other term of the Notes necessary and consistent with the Rebased Index. Notice of any such adjustment and the effective date thereof shall be given to Noteholders in accordance with Condition 17.

Any such rebasing will not affect any prior payments made under the Notes.

(B) The French CPI

Where this Condition 7.4(c)(iv)(B) is specified as applicable in the relevant Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the following provisions will apply to the rebasing of the Index.

In the event INSEE decides to proceed with one or more base changes for the purpose of calculating the CPI Monthly Reference Index, the two CPI Monthly Reference Indexes which have been calculated on a different basis will be chained on the basis of the December CPI Monthly Reference Index of the last year of joint publications, which corresponds to the CPI Daily Inflation Reference Index for 1st March of the following year.

Such chaining will be carried out in accordance with the following equation:

$$\text{Key} = \frac{\text{CPI Monthly Reference Index}^{\text{pertaining to December calculated on the new basis}}}{\text{CPI Monthly Reference Index}^{\text{pertaining to December calculated on the previous basis}}}$$

Such that:

$$\text{CPI Monthly Reference Index}_{\text{New Basis}}^{\text{Date D}} = \text{CPI Monthly Reference Index}_{\text{Previous Basis}}^{\text{Date D}} \times \text{Key}$$

(v) Index Modification

- (A) If on or prior to the Cut-off Date in respect of any Payment/Delivery Date, the Calculation Agent is informed that an Index Modification has occurred the Calculation Agent shall:
- (1) if Related Bond is specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), make any adjustments to the Index, any Relevant Level and/or any other relevant term of the Notes (including, without limitation, any amount payable under the Securities), consistent with any adjustments made to the Related Bond, or
  - (2) if Related Bond is not specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement) or a Related Bond Redemption Event has occurred, make only those adjustments to the Index, any Relevant Level and/or any other term of the Notes (including, without limitation, any amount payable under the Notes), as the Calculation Agent deems necessary for the modified Index to continue as the Index and to account for the economic effect of the Index Modification.
- (B) If the Calculation Agent is informed that an Index Modification has occurred at any time after the Cut-off Date in respect of any Payment/Delivery Date, the Calculation Agent may determine, in agreement with the Issuer, either to ignore such Index Modification for the purposes of any calculation or determination made by the Calculation Agent with respect to such Payment/Delivery Date, in which case the relevant Index Modification will be deemed to have occurred with respect to the immediately succeeding Payment/Delivery Date such that the provisions of Condition 7.4(c)(v)(A) above will apply, or, notwithstanding that the Index Modification has occurred following the Cut-off Date, to make any adjustments as the Calculation Agent deems fit in accordance with Condition 7.4(c)(v)(A) above.
- (C) Notice of any adjustment made in accordance with this Condition 7.4(c)(v) and the effective date thereof shall be given to Noteholders in accordance with Condition 17.

(vi) Rounding

For purposes of any calculations by the Calculation Agent in connection with the Index, all percentages resulting from such calculations will be rounded, if necessary, either:

- (A) if Related Bond is specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement), in accordance with the rounding conventions of the documentation governing the Related Bond; or
- (B) if Related Bond is not specified as applicable in the applicable Final Terms (or, in the case of the Exempt Notes, the applicable Pricing Supplement),
  - (1) (x) in respect of percentages determined through the use of interpolation by reference to two Index Levels, in accordance with the method set forth in subsection (y) below, but to the same degree of accuracy as the two rates used to make the calculation (except that such percentages will not be rounded to a lower degree of accuracy than the nearest one thousandth of a percentage point (0.001 per cent.)),
  - (2) (y) in all other cases, to the nearest one hundred-thousandth of a percentage point (e.g., 9.876541 per cent. (or.09876541) being rounded down to 9.87654 per cent. (or.0987654) and 9.876545 per cent. (or.09876545) being rounded up to 9.87655 per cent. (or.0987655)).

(d) Definitions

Defined terms in this Condition 7.4 shall have the following meaning:

**“Cut-off Date”** means the fifth Business Day prior to a relevant Payment/Delivery Date.

**“Fallback Bond”** means a bond selected by the Calculation Agent and issued by the government of the country to whose level of inflation the Index relates and which pays a coupon or redemption amount which is calculated by reference to the Index, with a maturity date which falls on (a) the same day as the Maturity Date, (b) a day that is the closest day to but following the Maturity Date if there is no such bond maturing on the Maturity Date, or (c) a day that is the closest to but preceding the Maturity Date if no bond defined in (a) or (b) is reasonably available for selection by the Calculation Agent. If the Index relates to the level of inflation across the European Monetary Union, the Calculation Agent will select an inflation linked bond that is a debt obligation of one of the governments (but not any government agency) of France, Italy, Germany or Spain and which pays a coupon or redemption amount which is calculated by reference to the level of inflation in the European Monetary Union. In

each case, the Calculation Agent will select the Fallback Bond from those inflation linked bonds issued on or before the Issue Date and, if there is more than one inflation linked bond maturing on the same date, the Fallback Bond shall be selected by the Calculation Agent from those bonds. If the Fallback Bond redeems the Calculation Agent will select a new Fallback Bond on the same basis, but selected from all eligible bonds in issue at the time the original Fallback Bond redeems (including any bond for which the redeemed bond is exchanged).

**“Index”** means the inflation index specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or any Successor Index as determined by the Calculation Agent pursuant to Condition 7.4(b).

**“Index Level”** means subject to the provisions of Condition 7.4(c), the first publication or announcement of a level of the Index for the relevant Reference Month.

**“Index Modification”** means the Index Sponsor announces a (in the opinion of the Calculation Agent) material change in the formula for or the method of calculating the Index or in any other way materially modifies the Index.

**“Index Sponsor”** means the entity that publishes or announces (directly or through an agent) the Index Level, which as of the Issue Date is the Index Sponsor specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

**“Payment/Delivery Date”** means a day on which a payment or delivery is scheduled to be made in respect of the Notes, the amount of which is to be determined by reference to an Index Level or any Substitute Index Level.

**“Reference Month”** means, as specified in the Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the relevant calendar month for which the Index Level is reported, regardless of when this information is published or announced. If the period for which the Index Level is reported is a period other than a month, the Reference Month is the period for which the Index Level is reported.

**“Related Bond”** means the bond (if any) specified as such in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), provided that, if no bond is specified as the Related Bond, the Related Bond shall be the Fallback Bond. If the Related Bond redeems or matures during the term of the relevant Notes, following such redemption or maturity, the Related Bond shall be the Fallback Bond.

**“Related Bond Redemption Event”** means at any time prior to the Maturity Date, (i) the Related Bond is redeemed, repurchased or cancelled; (ii) the Related Bond becomes repayable prior to its stated date of maturity for whatever reason; or (iii) the issuer of the Related Bond announces that the Related Bond will be redeemed, repurchased or cancelled prior to its stated date of maturity.

## **8. PAYMENTS**

### **8.1 Method of Payment**

Subject as provided below:

- (a) payments in a Specified Currency other than Euro will be made by credit or transfer to an account in the relevant Specified Currency (which, in the case of a payment in Japanese Yen to a non-resident of Japan, shall be a non-resident account) maintained by the payee with, or, at the option of the payee, by a cheque in such Specified Currency drawn on, a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland, respectively); and
- (b) payments in Euro will be made by credit or transfer to a Euro account (or any other account to which Euro may be credited or transferred) specified by the payee or, at the option of the payee, by a Euro cheque.

Payments will be subject in all cases to any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 11 (*Taxation*).

### **8.2 Presentation of Definitive Bearer Notes and Coupons**

Payments of principal in respect of definitive Bearer Notes will (subject as provided below) be made in the manner provided in Condition 8.1 (*Payments – Method of Payment*) above only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of definitive Bearer Notes, and payments of interest in respect of definitive Bearer Notes will (subject as provided below) be made as aforesaid only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of Coupons, in each case at the specified office of any Paying Agent outside the United States (which expression, as used herein, means the United States of America (including the States and the District of Columbia, its territories, its possessions and other areas subject to its jurisdiction)).

Fixed Rate Notes in definitive bearer form (other than Long Maturity Notes (as defined below) and Fixed Rate Notes which specify Interest Payment Date Adjustment as being applicable in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or Inflation Linked Notes) should be presented for payment together with all unmatured Coupons appertaining thereto (which expression shall for this purpose include Coupons falling to be issued on exchange of matured Talons), failing which the amount of any missing unmatured Coupon (or, in the case of payment not being made in full, the same proportion of the amount of such missing unmatured Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment. Each amount of principal so deducted will be paid in the manner mentioned above against surrender of the relative missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 11 (*Taxation*)) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 12 (*Prescription*)) or, if later, five years from the date on which such Coupon would otherwise have become due, but in no event thereafter.

Upon any Fixed Rate Note in definitive bearer form becoming due and repayable prior to its Maturity Date, all unmaturing Talons (if any) appertaining thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note, Long Maturity Note, Fixed Rate Note which specify Interest Payment Date Adjustment as being applicable in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) or Inflation Linked Note in definitive bearer form becomes due and repayable, unmaturing Coupons and Talons (if any) relating thereto (whether or not attached) shall become void and no payment or, as the case may be, exchange for further Coupons shall be made in respect thereof. A “**Long Maturity Note**” is a Fixed Rate Note (other than a Fixed Rate Note which on issue had a Talon attached) whose nominal amount on issue is less than the aggregate interest payable thereon provided that such Note shall cease to be a Long Maturity Note on the Interest Payment Date on which the aggregate amount of interest remaining to be paid after that date is less than the nominal amount of such Note.

If the due date for redemption of any definitive Bearer Note is not an Interest Payment Date, interest (if any) accrued in respect of such Note from (and including) the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against surrender of the relevant definitive Note.

### ***8.3 Payments in Respect of Bearer Global Notes***

Payments of principal and interest (if any) in respect of Notes represented by any Global Note in bearer form will (subject as provided below) be made in the manner specified above in relation to definitive Bearer Notes and otherwise in the manner specified in the relevant Global Note against presentation or surrender, as the case may be, of such Global Note at the specified office of any Paying Agent outside the United States. A record of each payment made against presentation or surrender of any Global Note in bearer form, distinguishing between any payment of principal and any payment of interest, will be made on such Global Note by the Paying Agent to which it was presented and such record shall be prima facie evidence that the payment in question has been made.

### ***8.4 Payments in Respect of Registered Notes***

Payments of principal in respect of each Registered Note (whether or not in global form) will be made against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the Registered Note at the specified office of the Registrar or any of the Paying Agents. Such payments will be made by transfer to the Designated Account (as defined below) of the holder (or the first named of joint holders) of the Registered Note appearing in the register of holders of the Registered Notes maintained by the Registrar (the “**Register**”) at the close of business on the third business day (being for this purpose a day on which banks are open for business in the city where the specified office of the Registrar is located) before the relevant due date. Notwithstanding the previous sentence, if (i) a holder does not have a Designated Account or (ii) the principal amount of the Notes held by a holder is less than U.S.\$250,000 (or its approximate equivalent in any other Specified Currency), payment will instead be made by a cheque in the Specified Currency drawn on a Designated Bank (as defined below). For these purposes, “Designated Account” means the account (which, in the case of a payment in Japanese Yen to a non-resident of Japan, shall be a non-resident account) maintained by the holder with a Designated



Bank and identified as such in the Register and “Designated Bank” means (in the case of payment in a Specified Currency other than Euro) a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney or Auckland, respectively) and (in the case of a payment in Euro) any bank which processes payments in Euro.

Payments of interest in respect of each Registered Note (whether or not in global form) will be made by a cheque in the Specified Currency drawn on a Designated Bank and mailed by uninsured mail on the business day in the city where the specified office of the Registrar is located immediately preceding the relevant due date to the holder (or the first named of joint holders) of the Registered Note appearing in the Register at the close of the business day prior to the relevant due date (the “**Record Date**”) at his address shown in the Register on the Record Date and at his risk. Upon application of the holder to the specified office of the Registrar not less than three business days in the city where the specified office of the Registrar is located before the due date for any payment of interest in respect of a Registered Note, the payment may be made by transfer on the due date in the manner provided in the preceding paragraph. Any such application for transfer shall be deemed to relate to all future payments of interest (other than interest due on redemption) in respect of the Registered Notes which become payable to the holder who has made the initial application until such time as the Registrar is notified in writing to the contrary by such holder. Payment of the interest due in respect of each Registered Note on redemption will be made in the same manner as payment of the principal amount of such Registered Note.

Holders of Registered Notes will not be entitled to any interest or other payment for any delay in receiving any amount due in respect of any Registered Note as a result of a cheque posted in accordance with this Condition 8.4 arriving after the due date for payment or being lost in the post. No commissions or expenses shall be charged to such holders by the Registrar in respect of any payments of principal or interest in respect of the Registered Notes.

All amounts payable to DTC or its nominee as registered holder of a Registered Global Note in respect of Notes denominated in a Specified Currency other than U.S. dollars shall be paid by transfer by the Registrar to an account in the relevant Specified Currency of the Exchange Agent on behalf of DTC or its nominee for conversion into and payment in U.S. dollars in accordance with the provisions of the Agency Agreement.

None of the Issuer, or the Agents will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

### ***8.5 General Provisions Applicable to payments***

The holder of a Global Note shall be the only person entitled to receive payments in respect of Notes represented by such Global Note and the Issuer will be discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid. Each of the persons shown in the records of Euroclear or Clearstream, Luxembourg or DTC as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to Euroclear or

Clearstream, Luxembourg or DTC, as the case may be, for his share of each payment so made by the Issuer to, or to the order of, the holder of such Global Note.

Notwithstanding the foregoing provisions of this Condition, if any amount of principal and/or interest in respect of Bearer Notes is payable in U.S. dollars, such U.S. dollar payments of principal and/or interest in respect of such Notes will be made at the specified office of a Paying Agent in the United States if:

- (i) the Issuer has appointed Paying Agents with specified offices outside the United States with the reasonable expectation that such Paying Agents would be able to make payment in U.S. dollars at such specified offices outside the United States of the full amount of principal and interest on the Bearer Notes in the manner provided above when due;
- (ii) payment of the full amount of such principal and interest at all such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (iii) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax or other consequences to the Issuer.

## **8.6 Payment Day**

If the date for payment of any amount in respect of any Note or Coupon is not a Payment Day, the holder thereof shall not be entitled to payment until the next following Payment Day in the relevant place and shall not be entitled to further interest or other payment in respect of such delay. For these purposes, Payment Day means any day which (subject to Condition 12 (*Prescription*)) is:

- (i) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in:
  - (A) in the case of Notes in definitive form only, the relevant place of presentation;
  - (B) in any Additional Financial Centre specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement); and
- (ii) either (A) in relation to any sum payable in a Specified Currency other than Euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than any additional Business Centre and which if the Specified Currency is Australian dollars or New Zealand dollars shall be Sydney and Auckland, respectively) or (B) in relation to any sum payable in Euro, a day on which the TARGET2 System is open; and

- (iii) in the case of any payment in respect of a Registered Global Note denominated in a Specified Currency other than U.S. dollars and registered in the name of DTC or its nominee and in respect of which an accountholder of DTC (with an interest in such Registered Global Note) has elected to receive any part of such payment in U.S. dollars, a day on which commercial banks are not authorised or required by law or regulation to be closed in New York City.

## 8.7 Interpretation of Principal and Interest

Any reference in the Conditions to principal in respect of the Notes shall be deemed to include, as applicable:

- (i) any additional amounts which may be payable with respect to principal under Condition 11 (Taxation);
- (ii) the Final Redemption Amount of the Notes;
- (iii) the Early Redemption Amount of the Notes;
- (iv) the Optional Redemption Amount(s) (if any) of the Notes;
- (v) in relation to Zero Coupon Notes, the Amortised Face Amount (as defined in Condition 9.5 (*Redemption and Purchase – Early Redemption Amounts*)), and
- (vi) any premium and any other amounts (other than interest) which may be payable by the Issuer under or in respect of the Notes.

Any reference in the Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable with respect to interest under Condition 11 (*Taxation*).

## 9. REDEMPTION AND PURCHASE

### 9.1 Redemption at Maturity

- (a) Unless previously redeemed or purchased and cancelled as specified below, each Note that is a Fixed Rate Note, a Floating Rate Note or an Inflation Linked Note where Inflation Linked Redemption is specified as Not Applicable in the relevant Final Terms (or, in the case of Exempt Notes, the relevant Pricing Supplement) will be redeemed by the Issuer at par or, for Zero Coupon Notes, at an amount specified in the relevant Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) (“**Final Redemption Amount**”) in the relevant Specified Currency on the Maturity Date.
- (b) Inflation Linked Redemption
  - (i) Unless previously redeemed or purchased and cancelled as specified below, each Note will be redeemed by the Issuer by payment on the Maturity Date of a cash amount (the “**Final Redemption Amount**”),

determined on the Final Valuation Date by the Calculation Amount, multiplied by the amount (the “**Final Inflation Factor**”) that is determined by dividing:

- (A) the Inflation Index Level for the calendar month (“**Reference Month**”) specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as corresponding to the Maturity Date (“**Inflation Index (final)**”); by
- (B) the Inflation Index Level for the Reference Month specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement) as corresponding to the Initial Valuation Date (“**Inflation Index (initial)**”).

The Final Inflation Factor calculation can also be expressed formulaically as:

$$\frac{\text{Inflation Index (final)}}{\text{Inflation Index (initial)}}$$

- (ii) If a final redemption floor is specified as Applicable in the relevant Final Terms (or, in the case of Exempt Notes, the relevant Pricing Supplement), the Final Inflation Factor shall be deemed to be equal to 1 if the calculation pursuant to the Condition 9.1(b)(i) immediately above would result in the Final Inflation Factor being less than 1 (“**Final Redemption Floor**”).

- (c) The following terms as used above have the following meanings:

“**Calculation Amount**” means a nominal amount of the Notes equal to the Specified Denomination (unless a different amount is specified in the Final Terms or, in the case of Exempt Notes, the Pricing Supplement, in which case, such amount).

“**Inflation Index**” means either the RPI, the HICP, the French CPI, the Italian CPI or the U.S. CPI, as specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement).

“**Inflation Index Level**” means the level of the Inflation Index first published or announced for the relevant Reference Month as specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement), as determined by the Calculation Agent, subject to Condition 7.4.

“**Initial Valuation Date**” means the date specified in the Final Terms (or in the case of Exempt Notes, the relevant Pricing Supplement).

“**Valuation Date**” means the Initial Valuation Date, the Final Valuation Date or any other date on which the Inflation Index Level is required to be determined.

## **9.2 Redemption for Tax Reasons**

The Notes may be redeemed at the option of the Issuer in whole, but not in part, at any time (if the Notes are Fixed Rate Notes, Inflation Linked Notes or Zero Coupon

Notes) or on any Interest Payment Date (if the Notes are Floating Rate Notes or Inflation Linked Notes) (the “**Early Redemption Date**”), on giving not less than 30 nor more than 60 days’ notice to the Agent and, in accordance with Condition 17 (*Notices*), the Noteholders (which notice shall be irrevocable), if:

- (i) on the occasion of the next payment due under the Notes, the Issuer has or will become obliged to pay additional amounts as provided or referred to in Condition 11 (*Taxation*) as a result of any change in, or amendment to, the laws or regulations of France or any change in the application or official interpretation of such laws or regulations, which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes; and
- (ii) such obligation cannot be avoided by the Issuer taking reasonable measures available to it, provided that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Issuer would be obliged to pay such additional amounts were a payment in respect of the Notes then due.

Prior to the publication of any notice of redemption pursuant to this Condition, the Issuer shall deliver to the Agent a certificate signed by the Finance Director of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred, and an opinion of independent legal advisers of recognised standing to the effect that the Issuer has or will become obliged to pay such additional amounts as a result of such change or amendment.

Notes redeemed pursuant to this Condition 9.2 (*Redemption and Purchase – Redemption for Tax Reasons*) will be redeemed at their Early Redemption Amount referred to in Condition 9.5 (*Redemptions and Purchase – Early Redemption Amounts*).

### **9.3 Redemption at the Option of the Issuer (Issuer Call)**

If Issuer Call is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), the Issuer may, having given:

- (i) not less than 15 nor more than 30 days’ notice to the Noteholders in accordance with Condition 17 (*Notices*); and
- (ii) not less than 15 days before the giving of the notice referred to in (a) above, notice to the Agent and, in the case of a redemption of Registered Notes, the Registrar;

(which notices shall be irrevocable and shall specify the date fixed for redemption) redeem all or some only of the Notes then outstanding on any optional redemption date (the “**Optional Redemption Date**”), as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), and at the Optional Redemption Amount(s) calculated in accordance with Condition 9.6. Any such redemption must be of a nominal amount not less than the Minimum Redemption Amount and not more than the Maximum Redemption Amount, in each case as may be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). In the case of a partial redemption of

Notes, the Notes to be redeemed (“**Redeemed Notes**”) will be selected individually by lot, in the case of Redeemed Notes represented by definitive Notes, and in accordance with the rules of Euroclear and/or Clearstream, Luxembourg and/or DTC, as applicable, in the case of Redeemed Notes represented by a Global Note, not more than 30 days prior to the date fixed for redemption (such date of selection being hereinafter called the “**Selection Date**”). In the case of Redeemed Notes represented by definitive Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 17 (*Notices*) not less than 15 days prior to the date fixed for redemption.

The aggregate nominal amount of Redeemed Notes represented by definitive Notes shall bear the same proportion to the aggregate nominal amount of all Redeemed Notes as the aggregate nominal amount of definitive Notes outstanding bears to the aggregate nominal amount of the Notes outstanding, in each case on the Selection Date, provided that such first mentioned nominal amount shall, if necessary, be rounded downwards to the nearest integral multiple of the Specified Denomination, and the aggregate nominal amount of Redeemed Notes represented by a Global Note shall be equal to the balance of the Redeemed Notes. No exchange of the relevant Global Note will be permitted during the period from (and including) the Selection Date to (and including) the date fixed for redemption pursuant to this Condition 9.3 and notice to that effect shall be given by the Issuer to the Noteholders in accordance with Condition 17 (*Notices*) at least five days prior to the Selection Date.

#### **9.4 Redemption at the Option of the Noteholders (Investor Put)**

If Investor Put is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), upon the holder of any Note giving to the Issuer in accordance with Condition 17 (*Notices*) not less than 15 nor more than 30 days’ notice, the Issuer will, upon the expiry of such notice, redeem such Note on the Optional Redemption Date, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), and at the Optional Redemption Amount calculated in accordance with Condition 9.6. Registered Notes may only be redeemed under this Condition 9.4 in any multiple of their lowest Specified Denomination.

To exercise the right to require redemption of the Notes the holder of the Notes must deliver, at the specified office of any Paying Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes) at any time during normal business hours of such Paying Agent or, as the case may be, the Registrar falling within the notice period, a duly completed and signed notice of exercise in the form (for the time being current) obtainable from any specified office of any Paying Agent or, as the case may be, the Registrar (a “**Put Notice**”) and in which the holder must specify a bank account (or, if payment is required to be made by cheque, an address) to which payment is to be made under this Condition 9.4 and, in the case of Registered Notes, the nominal amount thereof to be redeemed and, if less than the full nominal amount of the Registered Notes so surrendered is to be redeemed, an address to which a new Registered Note in respect of the balance of such Registered Notes is to be sent subject to and in accordance with the provisions of Condition 2(b) (*Transfers of Registered Notes—Transfers of Registered Notes in Definitive Form*). If the Notes are in definitive form, the Put Notice must be accompanied by the Notes or evidence satisfactory to the Paying Agent concerned that the Notes will, following delivery of the Put Notice, be held to its order or under its control.

Any Put Notice given by a holder of any Note pursuant to this paragraph shall be irrevocable except where, prior to the due date of redemption, an Event of Default shall have occurred and be continuing, in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this paragraph and instead to declare such Note forthwith due and payable pursuant to Condition 13 (*Events of Default*).

### **9.5 Early Redemption Amounts**

For the purpose of Condition 9.2 (*Redemption and Purchase—Redemption for Tax Reasons*) above and Condition 13 (*Events of Default*), each Note will be redeemed at its Early Redemption Amount as follows:

- (i) in case of Fixed Rate Notes or Floating Rate Notes, at par together with interest unpaid and accrued to (but excluding) the Early Redemption Date; or
- (ii) in the case of a Zero Coupon Note, at an amount (the “Amortised Face Amount”) calculated in accordance with the following formula:

$$\text{Early Redemption Amount} = \text{RP} \times (1 + \text{AY})^y$$

where:

RP means the Reference Price;

AY means the accrual yield expressed as a decimal; and

<sup>y</sup> is a fraction the numerator of which is equal to the number of days (calculated on the basis of a 360-day year consisting of 12 months of 30 days each) from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator of which is 360.

### **9.6 Optional Redemption Amounts**

For the purpose of Condition 9.3 (*Redemption at the Option of the Issuer (Issuer Call)*), each Fixed Rate Note and Floating Rate Note will be redeemed at its Optional Redemption Amount, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), calculated as follows:

- (i) at par together with interest unpaid and accrued to (but excluding) the relevant Optional Redemption Date; or
- (ii) at the make-whole amount (the “Make-whole Amount”) corresponding to the outstanding principal amount of the Notes and the Make-whole Premium (as defined below) together with interest unpaid and accrued to (but excluding) the relevant Optional Redemption Date.

The Make-whole Premium is the value of all required interest payments that would otherwise be due to be paid on the Notes during the period between the Optional Redemption Date and the Maturity Date, excluding accrued but unpaid interest at the Optional Redemption Date, calculated using a discount rate equal to the sum of

the applicable redemption margin (the “Redemption Margin”), as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), and the yield to maturity of the applicable Reference Bond quoted on the Quotation Date.

The Reference Bond will be a government bond commonly used as a point of reference in the relevant bond market with a maturity mostly nearly equal to the remaining life of the Notes that would be utilised, at the time of selection and in accordance with customary financial practice, in pricing new issues of denominated corporate debt securities in a principal amount approximately equal to the then outstanding principal amount of the relevant Notes, as selected by a reputable financial institution selected by the Issuer (the “Reference Dealer”), named in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

The Quotation Date for quoting the applicable yield of the Reference Bond will be the third day (other than a Saturday or Sunday) on which banks and foreign exchange markets are open for business generally in London preceding the Optional Redemption Date.

For the purpose of Condition 9.4 (*Redemption at the Option of the Noteholders (Investor Put)*), each Fixed Rate Note and Floating Rate Note will be redeemed at par together with interest unpaid and accrued to (but excluding) the relevant Optional Redemption Date.

Each Zero Coupon Note will be redeemed at the Amortised Face Amount pursuant to Condition 9.5.

### **9.7 Purchases**

The Issuer may at any time purchase Notes (provided that, in the case of definitive Bearer Notes, all unmatured Coupons and Talons appertaining thereto are purchased therewith) at any price in the open market or otherwise subject to the applicable laws and/or regulations. All Notes so purchased may be held and resold in accordance with Articles L.213-1-A and D.213-1-A of the French *Code monétaire et financier* for the purpose of enhancing the liquidity of the Notes, or cancelled.

### **9.8 Cancellation**

All Notes which are redeemed or purchased for cancellation by or on behalf of the Issuer will forthwith be cancelled (together with all unmatured Coupons and Talons attached thereto or surrendered therewith at the time of redemption). All Notes so cancelled or, where applicable, transferred or surrendered for cancellation (together with all unmatured Coupons and Talons cancelled, transferred or surrendered therewith) shall be forwarded to the Agent and cannot be reissued or resold.

### **9.9 Late payment on Zero Coupon Notes**

If the amount payable in respect of any Zero Coupon Note upon redemption of such Zero Coupon Note pursuant to Condition 9.1, 9.2, 9.3 or 9.4 above or upon its becoming due and repayable as provided in Condition 13 (*Events of Default*) is improperly withheld or refused, the amount due and repayable in respect of such Zero



Coupon Note shall be the amount calculated as provided in Condition 9.5(ii) above as though the references therein to the date fixed for the redemption or the date upon which such Zero Coupon Note becomes due and payable were replaced by references to the date which is the earlier of:

- (i) the date on which all amounts due in respect of such Zero Coupon Note have been paid; and
- (ii) five days after the date on which the full amount of the moneys payable in respect of such Zero Coupon Notes has been received by the Agent or the Registrar and notice to that effect has been given to the Noteholders in accordance with Condition 17 (*Notices*).

## 10. CHANGE OF CONTROL

If at any time while any Note remains outstanding there occurs (i) a Change of Control and within the Change of Control Period (if, at the start of the Change of Control Period the Notes are rated by any Rating Agency) a Rating Downgrade in respect of that Change of Control occurs; or (ii) a Change of Control (if at such time the Notes are not rated) (in either case, a **“Put Event”**), the holder of each Note will have the option (the **“Put Option”**) (unless, prior to the giving of the Put Event Notice (as defined below), the Issuer gives notice of its intention to redeem the Notes under Condition 0 (*Redemption and Purchase – Redemption for Tax Reasons*)) to require the Issuer to redeem or, at the Issuer’s option, to purchase or procure the purchase of that Note on the Change of Control Redemption Date (as defined below) at par together with (or, where purchased, together with an amount equal to) accrued interest to but excluding the Change of Control Redemption Date. A **“Change of Control”** shall be deemed to have occurred at each time (whether or not approved by the Board of Directors of the Issuer) that any person or persons acting in concert or any person or persons acting on behalf of any such person(s) (the **“Relevant Person(s)”**), at any time directly or indirectly come(s) to own or acquire(s) (A) more than 50% of the voting rights normally exercisable at a general meeting of the Issuer; or (B) otherwise the ability to determine in fact through voting rights held (directly or indirectly) by such Relevant Person(s) the decisions taken at ordinary or extraordinary general meetings of the Issuer.

**“Change of Control Period”** means the period commencing on the date that is the earlier of (1) the date of the first public announcement of the relevant Change of Control and (2) the date of the earliest Potential Change of Control Announcement (if any) and ending on the date which is 180 days after the date of the first public announcement of the relevant Change of Control (the **“Initial Longstop Date”**) provided that, unless any other Rating Agency has on or prior to the Initial Longstop Date effected a Rating Downgrade in respect of its rating of the Notes, if a Rating Agency publicly announces at any time on or after the date which is 60 days prior to the Initial Longstop Date up to and including the Initial Longstop Date that it has placed its rating of the Notes under consideration for rating review, the Change of Control Period shall be extended to the date which falls 60 days after the date of such public rating review consideration announcement;

**“Rating Agency”** means any of the following: (a) Standard & Poor’s Rating Services, a division of The McGraw-Hill Companies, Inc.; (b) Moody’s Investor Services; (c) any other rating agency of equivalent international standing specified from time to time by the Issuer – and, in each case, their respective successors or affiliates.

A **“Rating Downgrade”** shall be deemed to have occurred in respect of a Change of Control if within the Change of Control Period the rating previously assigned to the Notes by any

Rating Agency is (x) withdrawn or (y) changed from an investment grade rating (BBB-/Baa3, or their respective equivalents for the time being, or better) to a non-investment grade rating (BB-/Ba1, or their respective equivalents for the time being, or worse) or (z) if the rating previously assigned to the Notes by any Rating Agency was below an investment grade rating (as described above), lowered by at least one full rating notch (for example, from BB+ to BB or their respective equivalents), provided that a Rating Downgrade otherwise arising by virtue of a particular change in rating shall be deemed not to have occurred in respect of a particular Change of Control if the Rating Agency making the change in rating does not publicly announce or publicly confirm that the reduction was the result, in whole or part, of any event or circumstance comprised in or arising as a result of, or in respect of, the applicable Change of Control.

**“Potential Change of Control Announcement”** means that any public announcement or statement by the Issuer, any actual or potential bidder or any designated advisor thereto relating to any specific and near-term potential Change of Control (whereby “near-term” shall mean that such potential Change of Control is reasonably likely to occur, or is publicly stated by the Issuer, the actual or potential bidder or any such designated advisor to be intended to occur, within twelve months of the date of such announcement or statement).

Promptly upon the Issuer becoming aware that a Put Event has occurred, the Issuer shall give notice (a **“Put Event Notice”**) to the Noteholders in accordance with Condition 17 (*Notices*) specifying the nature of the Put Event and the circumstances giving rise to it and the procedure for exercising the Put Option contained in this Condition 10.

To exercise the Put Option to require redemption or, as the case may be, purchase of a Note under this Condition 10, the holder of that Note must transfer or cause to be transferred by its Account Holder its Notes to be so redeemed or purchased to the account of the Agent specified in the Put Option Notice for the account of the Issuer within the period (the **“Put Period”**) of 45 days after the Put Event Notice is given together with a duly signed and completed notice of exercise in the form (for the time being currently and in the form substantially set out in the Agency Agreement) obtainable from the specified office of any Paying Agent (a **“Put Option Notice”**) and in which the holder shall specify a bank account to which payment is to be made under this Condition 10.

The Issuer shall redeem or at the option of the Issuer purchase or procure the purchase of the Notes in respect of which the Put Option has been validly exercised as provided above, and subject to the transfer of such Notes to the account of the Paying Agent for the account of the Issuer as described above on the date which is the fifth Business Day following the end of the Put Period (the **“Change of Control Redemption Date”**). The provisions of the second paragraph of Condition 8.1 (*Payments – Method of Payment*) shall apply, mutatis mutandis, to such payments.

For the avoidance of doubt, the Issuer shall have no responsibility for any costs or loss of whatever kind (including breakage costs) which the Noteholder may incur as a result of or in connection with its exercise, or purported exercise, of, or otherwise in connection with, any Put Option – whether upon the occasion of any purchase or redemption arising therefrom or otherwise.

## **11. TAXATION**

- (a) All payments in respect of the Notes and any related Coupons shall be made free and clear of, and without withholding or deduction for, or on account of, any present or future taxes, duties, assessments or governmental charges imposed or levied by or on behalf of the Republic of France, or any authority

therein or thereof, having the power to tax, unless the withholding or deduction of such taxes is required by law.

- (b) Additional Amounts – If French law should require that payments of principal or interest in respect of any Note or Coupon be subject to withholding or deduction for or on account of any present or future taxes or duties of whatever nature imposed or levied by or on behalf of the Republic of France or any authority therein or thereof having the power to tax the Issuer will, to the fullest extent then permitted by law, pay such additional amounts as shall be necessary in order that the net amounts received by the holders of the Notes or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest which would otherwise have been receivable in respect of the Notes or Coupons, as the case may be, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note or Coupon, as the case may be:
- (i) to, or to a third party on behalf of, a holder who is liable for such taxes or duties in respect of such Note or Coupon by reason of his having some connection with the Republic of France other than the mere holding of such Note or Coupon; or
  - (ii) presented for payment more than 30 days after the Relevant Date (as defined below) except to the extent that the holder thereof would have been entitled to an additional amount on presenting the same for payment on such thirtieth day assuming that day to have been a Payment Day (as defined in Condition 8.6 (*Payments – Payment Day*)); or
  - (iii) presented for payment by or on behalf of a holder who would have been able to avoid such withholding or deduction by presenting the relevant Note or Coupon to another Paying Agent in a Member State of the European Union; or
  - (iv) if the Notes do not benefit from the ruling (*rescrit*) 2010/11 (FP and FE) of the French tax authorities dated February 22, 2010, as mentioned in the tax authorities' guidelines BOI-IR-DOMIC-10-20-20-60-20150320 dated March 20, 2015, when such withholding or deduction is required to be made pursuant to Articles 125 A III, 119 *bis*-2 or 238 A of the *Code Général des Impôts* by reason of that interest or Coupon being (x) paid to an account opened in a financial institution located in, or (y) paid or accrued to a person established or domiciled in, a non-cooperative State or territory (*Etat ou territoire non-coopératif*) as defined in Article 238-0 A of the same code.

As used herein, the Relevant Date means the date on which such payment first becomes due, except that, if the full amount of the moneys payable has not been duly received by the Agent or the Registrar, as the case may be, on or prior to such due date, it means the date on which, the full amount of such moneys having been so received, notice to that effect is duly given to the Noteholders in accordance with Condition 17 (*Notices*).:

## **12. PRESCRIPTION**

The Notes (whether in bearer or registered form) and Coupons will become void unless presented for payment within a period of 10 years (in the case of principal) and five years (in the case of interest) after the Relevant Date (as defined in Condition 11 (*Taxation*)) therefor.

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void pursuant to this Condition 12 or Condition 8.2 (*Payments – Presentation of Definitive Bearer Notes and Coupons*) or any Talon which would be void pursuant to Condition 8.2 (*Payments – Presentation of Definitive Bearer Notes and Coupons*).

## **13. EVENTS OF DEFAULT**

### **13.1 *Events of Default***

An Event of Default with respect to any Note shall mean any one or more of the following:

- (i) a default in the timely payment of the principal of (including premium, if any) any Note of the Series of which such Note is a part when due (whether at maturity, upon redemption or otherwise); or
- (ii) if default is made for a period of 15 days or more in the payment of any interest due in respect of any Note of the Series of which such Note is a part; or
- (iii) if the Issuer fails to perform or observe any of its other material obligations under the Agency Agreement or under the Notes of the Series of which such Note is a part and such failure continues for the period of 30 days after the date on which written notice of such failure requiring the same to be remedied shall have been given to the Issuer by the Holders of at least 25% in principal amount of the Outstanding (as defined under “Meetings of Noteholders, Modifications, Waivers and Substitution” below) Notes of the Series of which such Note is a part at the time; or
- (iv) if the Issuer or any Principal Subsidiary defaults in the payment, when and as the same shall become due and payable, of the principal or interest on any of its obligations, or in making any payment due under any guarantee and/or indemnity given by it in relation to obligations, in each case, in respect of borrowed monies where the amount of the default, individually or aggregated with defaults then outstanding, is in excess of €50 million (or its equivalent in any other currency or composite currency) if such default shall continue for more than the period of grace, if any, applicable thereto or if any such obligations in respect of borrowed monies of or assumed by the Issuer or such Principal Subsidiary (and of like amount) shall have become repayable before the due date thereof as a result of acceleration of maturity by reason of the occurrence of an event of default thereunder; or
- (v) if the Issuer or any Principal Subsidiary (i) shall commence any case or proceeding seeking to have an order for relief entered on its behalf as

debtor in a bankruptcy, insolvency, reorganisation, liquidation, dissolution, arrangement, composition, readjustment of debt or similar proceeding or to adjudicate it as bankrupt or insolvent or seeking reorganisation, liquidation, dissolution, winding up, arrangement, composition or readjustment of its debts or any other relief under any bankruptcy, insolvency, reorganisation, liquidation, dissolution, arrangement, composition, readjustment of debt or other similar act or law of any jurisdiction, domestic or foreign, now or hereafter existing; or (ii) shall apply for a receiver, custodian or trustee of it or for all or a substantial part of its property; or (iii) shall make a general assignment for the benefit of creditors; or (iv) shall be unable to, or shall admit in writing its inability to, pay its debts as they become due; or (v) shall take any corporate action in furtherance of any of the foregoing; or

- (vi) any case or proceeding against the Issuer or any Principal Subsidiary shall be commenced seeking to have an order for relief entered against it in a bankruptcy, insolvency, reorganisation, liquidation, dissolution, arrangement, composition, readjustment of debt or similar proceeding or to adjudicate it as a bankrupt or insolvent or seeking reorganisation, liquidation, dissolution, winding-up, arrangement, composition or readjustment of its debts or any relief under any bankruptcy, insolvency, reorganisation, liquidation, dissolution, arrangement, composition, readjustment of debt or other similar act or law of any jurisdiction, domestic or foreign, now or hereafter existing; or a receiver, custodian or trustee of the Issuer or any Principal Subsidiary or for all or a substantial part of its property shall be appointed in any such case or proceeding; and such case or proceeding (i) results in the entry of an order for relief or a similar order against it or (ii) shall continue unstayed and in effect for a period of 90 consecutive days.

## 13.2 Definitions

As used above, the following terms shall have the following meanings:

- (i) **“Principal Subsidiary”** means a Consolidated Subsidiary (as defined herein) of the Issuer the value of the Net Equity of which exceeds 5% of the Total Net Equity of the Issuer, or the Net Sales of which exceeds 5% of the Consolidated Net Sales of the Issuer.
- (ii) **“Total Net Equity”** and **“Consolidated Net Sales”**, as determined at any time in respect of any person, mean respectively, the amount set forth as “Total Equity” or as “Net Sales”, as the case may be, in the most recent audited consolidated financial statements of such person and its Consolidated Subsidiaries.
- (iii) **“Net Equity”** of any Subsidiary, as determined at any time, means that amount set forth in the financial statements of such Subsidiary as total net equity, as of the date of the most recent audited consolidated financial statements of the Issuer and its Consolidated Subsidiaries.

- (iv) “**Net Sales**” of any Subsidiary, as determined at any time, means that amount set forth in the financial statements for such Subsidiary as “Net Sales” for the period corresponding to the period to which the most recent audited consolidated financial statements of the Issuer and its Consolidated Subsidiaries relate.

If an Event of Default with respect to a Note shall have occurred and be continuing, then the Holder of such Note may exercise any right, power or remedy permitted to it by law, and shall have, in particular, without limiting the generality of the foregoing, the right to declare the entire principal of (including premium, if any), and all interest accrued, if any, on such Note to be, and such Note shall thereupon become, forthwith due and payable, without any presentment, demand, protest or other notice of any kind, all of which are hereby expressly waived.

#### **14. REPLACEMENT OF NOTES, COUPONS AND TALONS**

Should any Note, Coupon or Talon be lost, stolen, mutilated, defaced or destroyed, it may be replaced at the specified office of the Agent (in the case of Bearer Notes or Coupons) or the Registrar (in the case of Registered Notes) upon payment by the claimant of such costs and expenses as may be incurred in connection therewith and on such terms as to evidence and indemnity as the Issuer may reasonably require. Mutilated or defaced Notes, Coupons or Talons must be surrendered before replacements will be issued.

#### **15. AGENTS**

The names of the initial Agents and their initial specified offices are set out below.

The Issuer is entitled to vary or terminate the appointment of any Agent and/or appoint additional or other Agents and/or approve any change in the specified office through which any Agent acts, provided that;

- (i) there will at all times be an Agent and a Registrar;
- (ii) so long as the Notes are listed on any stock exchange or admitted to listing by any other relevant authority, there will at all times be a Paying Agent (in the case of Bearer Notes) and a Transfer Agent (in the case of Registered Notes) with a specified office in such place as may be required by the rules and regulations of the relevant stock exchange or any other relevant authority;
- (iii) so long as any of the Registered Global Notes payable in a Specified Currency other than U.S. dollars are held through DTC or its nominee, there will at all times be an Exchange Agent with a specified office in New York City; and
- (iv) there will at all times be a Paying Agent in a jurisdiction within continental Europe, other than the jurisdiction in which the Issuer is incorporated.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in Condition 8.5 (*Payments – General Provisions Applicable to Payments*). Any variation, termination, appointment or change shall only take effect (other than in the case of insolvency, when it shall be of immediate effect)

after not less than 30 nor more than 45 days' prior notice thereof shall have been given to the Noteholders in accordance with Condition 17 (*Notices*).

In acting under the Agency Agreement, the Paying Agents act solely as agents of the Issuer and do not assume any obligation to, or relationship of agency or trust with, any Noteholders or Couponholders. The Agency Agreement contains provisions permitting any entity into which any Paying Agent is merged or converted or with which it is consolidated or to which it transfers all or substantially all of its assets to become the successor paying agent.

## **16. EXCHANGE OF TALONS**

On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon (if any) forming part of such Coupon sheet may be surrendered at the specified office of the Agent or any other Paying Agent in exchange for a further Coupon sheet including (if such further Coupon sheet does not include Coupons to (and including) the final date for the payment of interest due in respect of the Note to which it appertains) a further Talon, subject to the provisions of Condition 12 (*Prescription*).

## **17. NOTICES**

All notices regarding the Bearer Notes will be deemed to be validly given if published in a leading English language daily newspaper of general circulation in London. It is expected that such publication will be made in the *Financial Times* in London. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules of any stock exchange or other relevant authority on which the Bearer Notes are for the time being listed or by which they have been admitted to trading. Any such notice will be deemed to have been given on the date of the first publication or, where required to be published in more than one newspaper, on the date of the first publication in all required newspapers.

All notices regarding the Registered Notes will be deemed to be validly given if sent by first class mail or (if posted to an address overseas) by airmail to the holders (or the first named of joint holders) at their respective addresses recorded in the Register and will be deemed to have been given on the fourth day after mailing and, in addition, for so long as any Registered Notes are listed on a stock exchange and the rules of that stock exchange (or any other relevant authority) so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules.

Until such time as any definitive Notes are issued, there may, so long as any Global Notes representing the Notes are held in their entirety on behalf of Euroclear and/or Clearstream, Luxembourg, and/or DTC be substituted for such publication in such newspaper(s) the delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg and/or DTC for communication by them to the holders of the Notes and, in addition, for so long as any Notes are listed on a stock exchange or are admitted to trading by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules. Any such notice shall be deemed to have been given to the holders of the Notes on the second day after the day on which the said notice was given to Euroclear and/or Clearstream, Luxembourg and/or DTC.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together (in the case of any Note in definitive form) with the relative Note or Notes, with the Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes). Whilst any of the Notes are represented by a Global Note, such notice may be given by any holder of a Note to the Agent or the Registrar through Euroclear and/or Clearstream, Luxembourg

and/or DTC, as the case may be, in such manner as the Agent, the Registrar and Euroclear and/or Clearstream, Luxembourg, and/or DTC as the case may be, may approve for this purpose.

## **18. MEETINGS OF NOTEHOLDERS, MODIFICATION, WAIVER AND SUBSTITUTION**

As the Notes are being issued outside of the Republic of France within the meaning of Article L.228-90 of the French *Code de commerce*, the provisions of the French *Code de commerce* relating to the *masse* will not apply to the Holders of the Notes.

The Agency Agreement contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the sanctioning by the Noteholders' extraordinary resolution of a modification of the Notes, the Coupons or any of the provisions of the Agency Agreement. Such a meeting may be convened by the Issuer and shall be convened by the Issuer if required in writing by Noteholders holding not less than 25% in nominal amount of the Notes for the time being remaining outstanding. The quorum at any such meeting for passing an extraordinary resolution of the Noteholders is one or more persons holding or representing not less than 50% in nominal amount of the Notes for the time being outstanding, or at any adjourned meeting one or more persons being or representing Noteholders whatever the nominal amount of the Notes so held or represented, except that at any meeting the business of which includes the modification of certain provisions of the Notes or the Coupons (including modifying the date of maturity of the Notes or any date for payment of interest thereon, reducing or cancelling the amount of principal or the rate of interest payable in respect of the Notes or altering the currency of payment of the Notes or the Coupons), the quorum shall be one or more persons holding or representing not less than two-thirds in nominal amount of the Notes for the time being outstanding, or at any adjourned such meeting one or more persons holding or representing not less than one-third in nominal amount of the Notes for the time being outstanding. An extraordinary resolution passed at any meeting of the Noteholders shall be binding on all the Noteholders, whether or not they are present at the meeting, and on all Couponholders.

The Agent and the Issuer may agree, without the consent of the Noteholders or Couponholders, to:

- (a) any modification (except as mentioned above) of the Notes, the Coupons or the Agency Agreement which is not prejudicial to the interests of the Noteholders; or
- (b) any modification of the Notes, the Coupons or the Agency Agreement which is of a formal, minor or technical nature or is made to correct a manifest or proven error or to comply with mandatory provisions of the law.

Any such modification shall be binding on the Noteholders and the Couponholders and any such modification shall be notified to the Noteholders in accordance with Condition 17 (*Notices*) as soon as practicable thereafter.

## **19. FURTHER ISSUES**

The Issuer shall be at liberty from time to time without the consent of the Noteholders or the Couponholders to create and issue further notes having terms and conditions the same as the Notes or the same in all respects save for the amount and date of the first payment of interest thereon and so that the same shall be consolidated and form a single Series with the



outstanding Notes. For the purpose of French law, such further notes shall be assimilated (“*assimilables*”) to the Notes as regards their financial service.

## **20. CONTRACTS (RIGHTS OF THIRD PARTIES) ACT 1999**

No person shall have any right to enforce any term or condition of the Notes under the Contracts (Rights of Third Parties) Act 1999, but this does not affect any right or remedy of any person which exists or is available apart from that Act.

## **21. GOVERNING LAW AND SUBMISSION TO JURISDICTION**

### **21.1 *Governing Law***

The Agency Agreement, the Deed of Covenant, the Deed Poll, the Notes and the Coupons and any non-contractual obligation arising out of or in connection with the Agency Agreement, the Deed of Covenant, the Deed Poll, the Notes and the Coupons are governed by, and shall be construed in accordance with, English law.

### **21.2 *Submission to Jurisdiction***

The Issuer, the Noteholders and the Couponholders irrevocably agree for their mutual benefit that the courts of England are to have exclusive jurisdiction to settle any disputes which may arise out of or in connection with the Notes and/or the Coupons and that accordingly any suit, action or proceedings (together referred to as “Proceedings”) arising out of or in connection with this Agreement shall be brought in such courts.

The Issuer, the Noteholders and the Couponholders waive any objection to the courts of England on the grounds that they are an inconvenient or inappropriate forum.

### **21.3 *Appointment of Process Agent***

The Issuer appoints Saint-Gobain Limited at its registered office at Saint-Gobain House, Binley Business Park, Coventry, CV3 2TT as its agent for service of process, and undertakes that, in the event of Saint-Gobain Limited ceasing so to act or ceasing to be registered in England, it will appoint another person as its agent for service of process in England in respect of any Proceedings. Nothing herein shall affect the right to serve proceedings in any other manner permitted by law.

### **21.4 *Waiver of Immunity***

The Issuer hereby irrevocably and unconditionally waives with respect to the Notes and the Coupons any right to claim sovereign or other immunity from jurisdiction or execution and any similar defence and irrevocably and unconditionally consents to the giving of any relief or the issue of any process, including without limitation, the making, enforcement or execution against any property whatsoever (irrespective of its use or intended use) of any order or judgment made or given in connection with any Proceedings.

### **21.5 *Other Documents***

The Issuer has in the Agency Agreement, the Deed of Covenant and the Deed Poll submitted to the jurisdiction of the English courts and appointed an agent for service of process in terms substantially similar to those set out above.

## NOTES IN GLOBAL FORM

The Notes of each Series will be either in bearer form, with or without interest coupons attached, or in registered form, without interest coupons attached. Bearer Notes will be sold by Dealers outside the United States in reliance on Regulation S under the Securities Act (“**Regulation S**”) and Registered Notes will be sold by Dealers both outside the United States in reliance on the exemption from registration provided by Regulation S and within the United States in reliance on Rule 144A or another exemption under the Securities Act, for offers and sales that do not involve a public offering.

### **Bearer Notes**

#### *Issue*

Each Tranche of Bearer Notes will be in bearer form and will be initially issued in the form of a temporary bearer global note (a “**Temporary Bearer Global Note**”) or, if so specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement), a permanent Global Note (a “**Permanent Bearer Global Note**” and, together with the Temporary Bearer Global Note, the “**Bearer Global Notes**”).

If the Bearer Global Notes are stated in the applicable Final Terms to be issued in new global note (“**NGN**”) form, the Global Notes will be delivered on or prior to the original issue date of the Tranche to a common safekeeper (the “**Common Safekeeper**”) for Euroclear Bank S.A./N.V. (“**Euroclear**”) and Clearstream Banking, société anonyme (“**Clearstream, Luxembourg**”). Global Notes which are not issued in NGN form (“**Classic Global Notes**” or “**CGNs**”) will be delivered on or prior to the original issue date of the Tranche to a common depository (the “**Common Depository**”) for Euroclear and Clearstream, Luxembourg.

Where the Bearer Global Notes issued in respect of any Tranche are in NGN form, the relevant clearing system(s) will be notified whether or not such Bearer Global Notes are intended to be held in a manner which would allow Eurosystem eligibility. Any indication that the Bearer Global Notes are to be so held does not necessarily mean that the Notes of the relevant Tranche will be recognised as eligible collateral for Eurosystem monetary policy and intra-day operations by the Eurosystem either upon issue or at any times during their life as such recognition depends on the satisfaction of the Eurosystem eligibility criteria. The Common Safekeeper for NGNs will either be Euroclear or Clearstream, Luxembourg or another entity approved by Euroclear and Clearstream, Luxembourg.

If the Bearer Global Note is a NGN, the principal amount of the Notes shall be the aggregate amount from time to time entered in the records of Euroclear or Clearstream, Luxembourg. The records of such clearing system shall be conclusive evidence of the principal amount of Notes represented by the Bearer Global Note and a statement issued by such clearing system at anytime shall be conclusive evidence of the records of the relevant clearing system at that time.

Whilst any Note is represented by a Temporary Bearer Global Note, payments of principal, interest (if any) and any other amount payable in respect of the Notes due prior to the Exchange Date (as defined below) will be made against presentation of the Temporary Bearer Global Note (if the Temporary Bearer Global Note is not intended to be issued in NGN form) only to the extent that certification (in a form to be provided) to the effect that the beneficial owners of interests in such Note are not U.S. persons or persons who have purchased for resale to any U.S. person, as required by U.S. Treasury regulations, has been received by Euroclear and/or Clearstream, Luxembourg and Euroclear and/or Clearstream, Luxembourg,

as applicable, has given a like certification (based on the certifications it has received) to the Agent.

### ***Exchange***

On and after the date (the Exchange Date) which is 40 days after a Temporary Bearer Global Note is issued, interests in such Temporary Bearer Global Note will be exchangeable (free of charge) upon a request as described therein either for (a) interests in a Permanent Global Note of the same Series or (b) for definitive Bearer Notes of the same Series with, where applicable, interest coupons and talons attached (as indicated in the applicable Final Terms and subject, in the case of definitive Notes, to such notice period as is specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement)), in each case against certification of beneficial ownership as described above unless such certification has already been given, provided that purchasers in the United States and certain other United States persons will not be able to receive definitive Bearer Notes. The holder of a Temporary Bearer Global Note will not be entitled to collect any payment of interest, principal or other amount due on or after the Exchange Date unless, upon due certification, exchange of the Temporary Bearer Global Note for an interest in a Permanent Bearer Global Note or for definitive Bearer Notes is improperly withheld or refused.

The applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement) will specify that a Permanent Bearer Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Notes with, where applicable, interest coupons and talons attached only upon the occurrence of an Exchange Event. For these purposes, “Exchange Event” means that (i) an Event of Default (as defined in Condition 13 (*Events of Default*)) has occurred and is continuing, or (ii) the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and no successor clearing system is available, or (iii) the Issuer has or will become subject to adverse tax consequences which would not be suffered were the Notes represented by this global Note in definitive form. The Issuer will promptly give notice to Noteholders in accordance with Condition 17 (*Notices*) if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Permanent Bearer Global Note) may give notice to the Agent requesting exchange. Any such exchange shall occur not later than 45 days after the date of receipt of the first relevant notice by the Agent.

### ***Transfers***

Notes which are represented by a Global Note will only be transferable in accordance with the rules and procedures for the time being of Euroclear or Clearstream, Luxembourg, as the case may be.

### ***Payments***

Payments of principal, interest (if any) or any other amounts on a Permanent Bearer Global Note will be made through Euroclear and/or Clearstream, Luxembourg against presentation or surrender (as the case may be) of the Permanent Bearer Global Note (if the Permanent Bearer Global Note is not intended to be issued in NGN form) without any requirement for certification.

## Registered Notes

### *Issue*

The Registered Notes of each Tranche offered and sold in reliance on Regulation S, which will be sold to non-U.S. persons outside the United States, will initially be represented by a global note in registered form (a “**Regulation S Global Note**”). Prior to expiry of the distribution compliance period (as defined in Regulation S) applicable to each Tranche of Notes, beneficial interests in a Regulation S Global Note may not be offered or sold to, or for the account or benefit of, a U.S. person save as otherwise provided in Condition 2 (*Transfers of Registered Notes*) and may not be held otherwise than through Euroclear or Clearstream, Luxembourg and such Regulation S Global Note will bear a legend regarding such restrictions on transfer.

The Registered Notes of each Tranche may only be offered and sold in the United States or to U.S. persons in private transactions (i) to “qualified institutional buyers” within the meaning of Rule 144A under the Securities Act (“**QIBs**”) or (ii) to “accredited investors” (as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act that are institutions (“**Institutional Accredited Investors**”) who agree to purchase the Notes for their own account and not with a view to the distribution thereof. The Registered Notes of each Tranche sold to QIBs and Institutional Accredited Investors will be represented by a global note in registered form (a “**Rule 144A Global Note**” and, together with a Regulation S Global Note, the “**Registered Global Notes**”)

Registered Global Notes will either (i) be deposited with a custodian for, and registered in the name of a nominee of, DTC for the accounts of its participants (including, Euroclear and Clearstream, Luxembourg, if relevant) or (ii) be deposited with a common depositary or (iii) if the Registered Global Notes are to be held under the new safekeeping structure (the “**NSS**”), be delivered to a common safekeeper for Euroclear and Clearstream, Luxembourg, and registered in the name of the nominee for the common depositary of, Euroclear and Clearstream, Luxembourg or in the name of a nominee of the common safekeeper, as specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement). Persons holding beneficial interests in Registered Global Notes will be entitled or required, as the case may be, under the circumstances described below, to receive physical delivery of definitive Notes in fully registered form.

Payments of principal, interest and any other amount in respect of the Registered Global Notes will, in the absence of provision to the contrary, be made to the person shown on the Register (as defined in Condition 8.4 (*Payments – Payments in Respect of Registered Notes*)) as the registered holder of the Registered Global Notes. None of the Issuer, any Paying Agent or the Registrar will have any responsibility or liability for any aspect of the records relating to or payments or deliveries made on account of beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

Where the Registered Global Notes issued in respect of any Tranche are intended to be held under the NSS, the applicable Final Terms will indicate whether or not such Registered Global Notes are intended to be held in a manner which would allow Eurosystem eligibility. Any indication that the Registered Global Notes are to be so held does not necessarily mean that the Notes of the relevant Tranche will be recognised as eligible collateral for Eurosystem monetary policy and intra-day credit operations by the Eurosystem either upon issue or at any time during their life as such recognition depends upon satisfaction of the Eurosystem eligibility criteria. The common safekeeper for a Registered Global Note held under the NSS

will either be Euroclear or Clearstream, Luxembourg or another entity approved by Euroclear and Clearstream, Luxembourg.

Payments of principal, interest or any other amount in respect of the Registered Notes in definitive form will, in the absence of provision to the contrary, be made to the persons shown on the Register on the relevant Record Date (as defined in Condition 8.4 (*Payments – Payments in Respect of Registered Notes*)) immediately preceding the due date for payment in the manner provided in that Condition.

### ***Exchange***

Interests in a Registered Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Registered Notes without interest coupons or talons attached only upon the occurrence of an Exchange Event. For these purposes, Exchange Event means that (i) an Event of Default has occurred and is continuing, (ii) in the case of Notes registered in the name of a nominee for DTC, either DTC has notified the Issuer that it is unwilling or unable to continue to act as depository for the Notes and no alternative clearing system is available or DTC has ceased to constitute a clearing agency registered under the Exchange Act, (iii) in the case of Notes registered in the name of a nominee for a common depository or common safekeeper for Euroclear and Clearstream, Luxembourg, the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and, in any such case, no successor clearing system is available or (iv) the Issuer has or will become subject to adverse tax consequences which would not be suffered were the Notes represented by the Registered Global Note in definitive form. The Issuer will promptly give notice to Noteholders in accordance with Condition 17 (*Notices*) if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, DTC, Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Registered Global Note) may give notice to the Registrar requesting exchange and, in the event of the occurrence of an Exchange Event as described in (iv) above, the Issuer may also give notice to the Registrar requesting exchange. Any such exchange shall occur not later than 10 days after the date of receipt of the first relevant notice by the Registrar.

### **Transfers**

Interests in a Registered Global Note may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such interest in another Registered Global Note or in the form of a Definitive IAI Registered Note and Definitive IAI Registered Notes may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such Notes in the form of an interest in a Registered Global Note. No beneficial owner of an interest in a Registered Global Note will be able to transfer such interest, except in accordance with the applicable procedures of DTC, Euroclear and Clearstream, Luxembourg, in each case to the extent applicable. **Registered Notes are also subject to the restrictions on transfer set forth therein and will bear a legend regarding such restrictions, see “Subscription and Sale and Transfer and Selling Restrictions”.**

### ***Payments***

Payments of principal, interest (if any) or any other amounts on a Registered Global Note will be made through DTC, Euroclear and/or Clearstream, Luxembourg, following which payment will be made to the registered holder.

## ***General***

Pursuant to the Agency Agreement (as defined under “*Terms and Conditions of the Notes*”), the Agent shall arrange that, where a further Tranche of Notes is issued which is intended to form a single Series with an existing Tranche of Notes, the Notes of such further Tranche shall be assigned a common code and ISIN and, where applicable, a CUSIP and CINS number which are different from the common code, ISIN, CUSIP and CINS assigned to Notes of any other Tranche of the same Series until at least the expiry of the distribution compliance period (as defined in Regulation S under the Securities Act) applicable to the Notes of such Tranche.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear and/or Clearstream, Luxembourg each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Issuer and its agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Bearer Global Note or the registered holder of the relevant Registered Global Note shall be treated by the Issuer and its agents as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions “Noteholder” and “holder of Notes” and related expressions shall be construed accordingly.

So long as DTC or its nominee is the registered owner or holder of a Registered Global Note, DTC or such nominee, as the case may be, will be considered the sole owner or holder of the Notes represented by such Registered Global Note for all purposes under the Agency Agreement and such Notes except to the extent that in accordance with DTC’s published rules and procedures any ownership rights may be exercised by its participants or beneficial owners through participants.

Any reference herein to Euroclear and/or Clearstream, Luxembourg and/or DTC shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

A Note may be accelerated by the holder thereof in certain circumstances described in Condition 13 (*Events of Default*). In such circumstances, where any Note is still represented by a Global Note and the Global Note (or any part thereof) has become due and repayable in accordance with the Conditions and payment in full of the amount due has not been made in accordance with the provisions of the Global Note then the Global Note will become void at 8.00 p.m. (London time) on such day. Holders of interests in such Global Note credited to their accounts with Euroclear and/or Clearstream, Luxembourg, and/or DTC as the case may be, will become entitled to proceed directly against the Issuer on the basis of statements of account provided by Euroclear, Clearstream, Luxembourg and/or DTC as the case may be, on and subject to the terms of a deed of covenant (the “Deed of Covenant”) dated July 17, 2015 and executed by the Issuer. In addition, holders of interests in such Global Note credited to their accounts with DTC may require DTC to deliver Definitive Notes in registered form in exchange for their interest in such Global Note in accordance with DTC’s standard operating procedures.

## **USE OF PROCEEDS**

The net proceeds from each issue of Notes will be applied by the Issuer for its general corporate purposes.

## INFORMATION ABOUT THE ISSUER

Saint-Gobain was incorporated on May 17, 1907 under the laws of the Republic of France and is the parent company of the Saint-Gobain group of companies. Saint-Gobain is a French *société anonyme* governed by Articles L. 210-1 et seq, of the French Commercial Code, with its head office at Les Miroirs, 18, avenue d'Alsace, 92400 Courbevoie, France (telephone number: +33(0)1 47 62 30 00). It is registered with the Nanterre Trade and Companies Registry under no. 542039532 (activity code APE 741J), Siret number 54203953200040.

Saint-Gobain is listed on the *Euronext Paris of NYSE Euronext* and maintains a listing on other principal European stock exchanges, including the London Stock Exchange.

The Group is a global manufacturer of engineered materials with a high technological content and a provider of associated services. In the year to December 31, 2015, it had consolidated net sales of €39.6 billion, which placed it among the largest French industrial groups. The Group has significant international operations.

The financial year of the Issuer is from January 1 to December 31. The Issuer's legal term will expire on December 31, 2040, unless the Issuer is dissolved prior to that date or an extension is obtained.

### Overview of the Business

#### *Business Sectors*

The Group has 350 years of experience in manufacturing. Its operations are organised into three sectors:

- the “**Innovative Materials Sector**” comprising the “**Flat Glass**” and “**High-Performance Materials**” divisions;
- the “**Construction Products Sector**” comprising:
  - “**Interior Solutions**” (“**Gypsum**”, “**Insulation**”)
  - “**Exterior Solutions**” (“**Exterior Products**”, “**Pipe Systems**” and “**Industrial Mortars**”); and
- the “**Building Distribution Sector**”.

The Group is now to a significant extent focused on construction products and building distribution, which for 2015 represented over three quarters of the Group's total net sales.



*Percentage of Consolidated Net Sales and Consolidated Operating Income by Sector<sup>1</sup>*

	Year ended December 31,			
	2015		2014 (restated) <sup>1</sup>	
	Net Sales	Operating Income	Net Sales	Operating Income
	(%)			
Innovative Materials Sector .....	24	38	24	34
Construction Products Sector .....	30	39	30	40
Building Distribution Sector .....	48	23	49	26
Other <sup>2</sup> .....	(2)	0	(2)	-
<b>Total</b> .....	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Total in € millions</b> .....	<b>39,623</b>	<b>2,636</b>	<b>38,349</b>	<b>2,522</b>

<sup>1</sup> Following the sale of the Packaging Sector operating under the Verallia brand name on October 29, 2015, the financial statements for the year ended December 31, 2014 have been restated. In accordance with IFRS 5 “Non-current assets held for sale and discontinued operations”, the net income from discontinued operations in the income statement include net income of the Packaging Sector until the date of sale and capital gains on disposals realised in respect of the Packaging Sector in 2015 and Verallia North America in 2014.

<sup>2</sup> “Other” corresponds to the elimination of intragroup transactions for internal sales.

***Geographical Reach***

In line with its search for new growth in promising segments, the Group is continuing to expand in emerging economies where the habitat and construction markets offer substantial growth potential due to the rapid pace of urban development and exponentially rising infrastructure needs.

*Percentage of Consolidated Net Sales by Geographical Market<sup>2</sup>*

Market	Year ended December 31,	
	2015	2014 (restated)
	(%)	
France .....	26	28
Other western European countries .....	44	43
North America .....	14	12
Emerging countries and Asia .....	21	21
Other <sup>1</sup> .....	(5)	(5)
<b>Total</b> .....	<b>100</b>	<b>100</b>

<sup>1</sup> “Other” corresponds to the elimination of intragroup transactions for internal sales.

***Segment Information<sup>3</sup>***

**Innovative Materials Sector**

*Flat Glass*

The Flat Glass division includes both the production and marketing of flat glass and the processing and distribution of glass solutions for the building market, the automotive industry and transport. It addresses the challenges of energy-efficiency, aesthetics, comfort,

<sup>1</sup> Source: the information has been extracted without material adjustment from the 2015 Financial Statements.

<sup>2</sup> Source: the information has been extracted without material adjustment from the 2015 Financial Statements.

<sup>3</sup> Unless otherwise indicated, numbers state the data as of December 31, 2015.

ergonomics and safety while anticipating future changes in regulatory obligations. Flat Glass uses the new opportunities afforded by digital technology to better serve its customers.

Through a powerful industrial network, the Company manufactures and supplies flat glass for the building and automotive industries. This glass may be clear, printed, laminated, coated or coloured. Through its internal **Glassolutions** brand network and its outside partners, the Company processes flat glass and distributes glass solutions covering a wide range of applications for residential and commercial construction: facings, major architectural projects, urban facilities, industrial worksites furniture, bathroom fixtures and interior decorating glass. These glass applications include reinforced thermal and acoustic insulation or solar control glass, decorative glass, safety glass and fireproof glass (Vetrotech®). SageGlass®, new variable-tint active glass and vitro-ceramic products with EuroKera (a joint venture with Corning SAS), a global co-leader in vitro-ceramic cookware, are also part of the Flat Glass division.

**Saint-Gobain Sekurit** manufactures and produces windshields, side windows, rear windows, glass sun roofs and pre-assembled modules for major global automotive manufacturers. These glass products contribute to reducing vehicle energy consumption and meet growing needs for user safety and comfort. The Group is also active in the transportation market, producing glass targeted at the aerospace and railroad sectors, shipping, industrial vehicles and armoured vehicles. Saint-Gobain Autover distributes replacement automotive glass in the independent market and, under its Glassdrive brand, has a network of specialised brands for repair and replacement.

In January 2016, Saint-Gobain Sekurit and Corning Incorporated announced a joint venture to develop, manufacture and sell lightweight automotive glazing solutions. The venture will enable Saint-Gobain to combine its expertise in processing automotive glass with Corning's ultra-thin Corning® Gorilla® Glass technology to offer thin, lightweight and tough automotive glazing solutions. The joint venture remains subject to competition approvals. See *“Recent Developments after the annual 2015 results—Other recent developments.”*

The Flat Glass division consists of numerous industrial assets widely distributed around the world (some 300 industrial sites across 33 countries).

Saint-Gobain manufactures flat glass essentially using the float procedure. Located most often at the end of the float line, magnetron lines (or coaters) produce thinly coated glass with thermal insulation, solar control or durability properties. The glass may also be laminated (security and acoustic glass) or silver-coated (mirrors). Saint-Gobain produces building and industry glass at its cutting workshops, using double- or triple-glazing and tempered (security glass) techniques, and has a great deal of expertise in many glass transformation, assembly and integration processes. Saint-Gobain Sekurit produces tempered, laminated, tinted and high-performance coated glass for the automotive and transport markets, and incorporates multiple compounds into the glass.

The Flat Glass division has extended its international reach in recent years. Adding to its long-standing presence in all of the major glazing markets in Western Europe, it has also made inroads into South America (Brazil, Argentina, Chile), as well as Eastern Europe, Mexico, Korea, and, more recently, China, India, Romania and Egypt. Sales offices have been set up in a number of countries, including Japan and the United States, in order to boost sales of flat glass products in these markets. In January 2016, Saint-Gobain announced its plan to invest around €135 million over the next two years to develop production capacity at its glass facility near Chennai, India. See *“—Recent Developments after the annual 2015 results—Other recent developments.”*

In 2015, the net sales in the Flat Glass division totalled €5.2 billion, an increase of 6.6% compared with 2014. Nippon Sheet Glass, Asahi, Guardian and Şişecam, as well as various Chinese glass manufacturers, are the Group's principal competitors in Flat Glass.

#### *High-Performance Materials division*

The High-Performance Materials division provides high value-added solutions for a wide range of high-tech applications in transport, health, construction and industry. The division has developed considerable expertise in a range of technologies, giving it the ability to design solutions tailored to its customers' specific needs. It has expertise in four families of materials: mineral ceramics (Ceramics, Grains and Powders, Crystals), abrasives, high-performance polymers (Performance Plastics) and fibreglass yarns (Saint-Gobain Adfors)

**The Ceramic Materials Activity** consists of businesses involved in the synthesis and transformation of raw materials (grains and powders) used in a wide variety of markets: abrasives, paper, petroleum extraction, etc., as well as refractories for metallurgy and all glass-related technologies.

The Grains and Powders business produces materials that are used for, *inter alia*, abrasives, refractories, ceramics and catalyst substrates for the petrochemicals industry. The Refractories business produces materials and parts with special thermal and mechanical properties characteristic of both traditional and advanced ceramics (resistance to very high temperatures, abrasion and corrosion). The Crystals division produces crystals, which are used in many modern technologies, including electroluminescent diodes (LEDs).

Our key competitors in the Ceramic Materials Activity are Imerys and Carbo Ceramics.

**The Abrasives Activity** offers a portfolio of products with complete solutions for each stage of the abrasion, cutting and polishing process. It serves a wide range of markets: construction and habitat (from rough cutting of concrete walls and floors to sanding of wooden floors and polishing for decorative finishes), heavy industry (steelworks and paper mills) and manufacturing and high-tech industries (automotive, aerospace, electronics). Saint-Gobain is a leader in the abrasives market, specifically through its expertise in ceramic grains. The main product lines of the Abrasives Activity include:

- Bonded abrasives for roughing, grinding and sharpening of materials and tools in aerospace, automotive, metal processing, steel and bearings industries.
- Thin grinding wheels for cutting and deburring, metal processing, maintenance, energy, steel, construction and DIY applications.
- Coated abrasives, made of abrasive granules bonded onto a paper, cloth or synthetic backing, for surface treatment and sanding applications in the aerospace, automotive, furniture, hand tools, steel, jewellery, watch-making and biomedical industries.
- Superabrasives for precision tools for the aerospace, automotive, bearings, cutting tools, electronics and composite materials industries, as well as glass cutting.
- Construction products for building materials, diamond saws and drills.

Our key competitors in the Abrasives Activity are 3M, Noritake and Tyrolit.

**The Performance Plastics Activity** has considerable technological expertise in high-performance polymer products that afford considerable scope for application in industry (automotive, aerospace, health) and construction. It produces composite materials (speciality films, foams, tapes, specialty adhesives and coated fabrics for the construction and industry

sectors), bearings and seals (particularly for the automotive and aerospace industries), and fluid systems (for the healthcare, food and beverage, aerospace and electronics industries).

In 2011, the division expanded into the United States by acquiring Solar Gard, a company specializing in the development, manufacture and distribution of coated films for the habitat and construction market, the automotive market and various industrial applications. In 2012, a new state-of-the-art plant was inaugurated in Qingdao, China to effectively meet Asia's growing demand for films for architectural glazing and automotive applications. The acquisition, in late 2012 and 2013, of three companies in the United States specializing in the manufacture of components for the biopharmaceutical industry and of Brazilian company Flex Polímeros Indústria e Comércio de Adesivos e Fitas LTDA, a supplier of foams and acrylic adhesive tape for automotive, habitat and construction as well as manufacturing applications, expanded Saint-Gobain's presence in the medical and high-performance adhesive tape markets. In 2015, Saint-Gobain acquired ZenPure, a company specializing in the development and manufacture of filtration products, mainly for the life sciences sector, to bolster the range of fluid systems made by Saint-Gobain's Performance Plastics Activity. In January 2016, the Company continued its expansion into emerging markets through acquiring SG Plásticos in Brazil, a leading player in Brazil's tubing market. See "*—Recent Developments after the annual 2015 results—Other recent developments.*"

Our key competitors in the Performance Plastics Activity are 3M and Trelleborg.

**Saint-Gobain Adfors** manufactures technical glass fibre fabrics for the construction and industrial markets. Its product lines include glass fibre mesh for exterior insulation systems, paving reinforcement grids, glass fibre, wall coverings, joint tapes, mosquito netting and reflective fabrics. The key competitors to Saint-Gobain Adfors are Johns Manville, Phifer and Vitruan.

#### *Construction Products Sector*

The Construction Products Sector designs and develops innovative solutions to improve the quality of living space and reduce the environmental impact of buildings, with unique offerings of products and services for all construction fields, tailored to local conditions. These solutions are aimed at improving building energy efficiency and user comfort, particularly acoustic, thermal, sanitary and visual aspects, while being environmentally friendly, specifically in accordance with a life cycle analysis of its products.

As the world leader in the interior and exterior home-improvement markets<sup>4</sup>, with very well-known brands, the sector meets user expectations for both comfort and ease of installation by contractors, and aims to lay the foundations for the features of future habitats. The Construction Products Sector's aim is to become the reference point for sustainable habitat and drinking water solutions. It is supported by five Activities, which provide dedicated systems and solutions for the interior and exterior home-improvement markets.

#### Interior Solutions

**The Gypsum Activity** extracts and processes gypsum into a wide range of plaster products used largely for partitions and facings for walls, ceilings and floors. These solutions meet high technical specifications in terms of fire and damp resistance and thermal and acoustic insulation. Easy to install, the products also meet growing customer demand for a comfortable and visually pleasing home environment.

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<sup>4</sup> Source: Saint-Gobain

The Gypsum Activity's aim is to offer solutions that do not merely comply with the highest technological standards but also promote their widespread adoption, and remain a step ahead of new regulations concerning, for example, the protection of interior air quality.

In 2012, a new plasterboard plant was brought on stream in Roxboro, North Carolina and construction of new manufacturing facilities continued in fast-growing countries, notably in Russia and China. In 2014, the Issuer inaugurated a new plasterboard plant near Jakarta to respond more effectively to local demand and pursue its development in the fast-growing Indonesian plasterboard market. The Gypsum Activity's presence in Southeast Asia was further strengthened in 2015 through the increase of the Issuer's shareholding in Vinh Tuong Industrial Corp, a leader both in the manufacture of wall solutions and in the distribution of plasterboard in the Vietnamese market. In December 2015, the Company announced a joint venture in Morocco between Moongypse, a company established in 2012 between Saint-Gobain and the local company Planchister, and Lafarge Plâtre Maroc in order to increase the share of its industrial assets outside Western Europe and to expand on the African market. See *"Recent Developments—Recent Developments after the annual 2015 results—Other Recent Developments."*

**The Insulation Activity** designs, develops and markets products and solutions for thermal and acoustic building insulation. The Insulation Activity's line of products made from mineral wool (glass wool and stone wool), polystyrene foam and polyurethane are mainly aimed at the residential and commercial building markets, where they are used for the insulation of roofs, walls and floors to reduce energy consumption and noise and to improve comfort. This product line is marketed worldwide under the ISOVER brand, in the United States under the CertainTeed brand and in Japan under the Mag-ISOVER brand.

In addition to these uses in the building industry, the Insulation Activity's products are also used in heating and air conditioning system insulation. Some products also afford technical solutions for some of the most complex industrial facilities, or niche sectors such as soil-less (hydroponic) cultivation.

In May 2016, the Company acquired Buitex, a company specialising in the manufacture of wood fiber insulation products for French and continental European markets under the Isonat® brand, in order to expand its range of multi-material insulation solutions. See *"Recent Developments after the annual 2015 results—Other recent developments."*

Our key competitors in Interior Solutions are USG, Knauf, Owens Corning, Armstrong, Rockwool, Kingspan, Technonicol and Siniat.

### Exterior Solutions

**The Exterior Products Activity** offers a complete range of products specific to North American homes: asphalt and composite shingles for roofs; PVC or polypropylene coverings for sidings; as well as gates, railings and deck installation solutions. Easy to maintain, these products are known for combining attractive appearance and durability.

**The Pipe Activity** offers complete solutions leveraging more than 150 years of experience in the water supply market to meet the highest expectations. It produces and markets ductile cast iron pipe systems, steel products for highways and roadways and wastewater and rainwater drainage systems for buildings. It is also active in the mining and manufacturing markets.

Products are sold in over 140 countries from manufacturing bases in France, Germany, Spain, the United Kingdom, Italy and Brazil as well as from more recently developed plants in China, the Czech Republic and South Africa.

In 2013, the Pipe Systems business signed a major contract in Kuwait and lent its expertise to a variety of international projects including the construction of football stadiums in Brazil for the 2014 World Cup and the international roll-out of Saint-Gobain's Blutop pipe solutions, now an integral part of the drinking water supply system of Guanambi, Bahia, Brazil.

In May 2013, the Issuer sold its U.S.-based PVC Pipe and Foundations business to North American Pipe Corporation, a subsidiary of Westlake Chemical Corporation of Houston, Texas, for a total price (enterprise value) of U.S.\$175 million (around €135 million). This divestiture enabled Saint-Gobain's Exterior Products Activity to contribute to Saint-Gobain's strategic refocus on the habitat market. CertainTeed, with its insulation, wallboard, roofing, siding and ceilings products designed specifically for North American homes and buildings, is fully focused on the construction market (especially residential), allowing it to fully benefit from the further upturn in this market.

**The Industrial Mortars Activity** comprises two main lines: (i) industrial mortars, marketed under the Weber global brand; and (ii) expanded clay aggregates, mainly sold under the Leca brand.

Weber offers a comprehensive range of exterior wall decoration, protection and insulation solutions for the residential, commercial and industrial building markets. Its tile products afford specific solutions that are safe and easy to install. Floor solutions cover a wide range of applications: new or renovated concrete tiles, screed to create a level base for other flooring and coloured mortars for a decorative effect. The line also includes technical products for high-traffic areas and underfloor heating systems. In all areas of construction, a line of technical mortars facilitates tile work in major construction or renovation projects. The Activity also produces expanded clay in the form of lightweight and insulated building blocks, or as balls. Lastly, a range of additives is marketed in the Middle East to meet growing construction industry demand for concrete with improved technical properties.

Commensurate with the Group's strategy to increase the share of its industrial assets located in the US and emerging countries, in January 2016 Saint-Gobain announced the acquisition of Industrial Potengy, a Brazilian company specialising in tile adhesives under the Fortcola brand, by Weber Quartzolit, Saint-Gobain's industrial mortars division in Brazil. In July 2016, Weber Quartzolit reinforced its presence in the Brazilian tile adhesives market by acquiring Jaspe Argamassas Ltda, a manufacturing company in the state of Mato Grosso do Sul in the Central-West region of the country.

Furthermore, in July 2016, Saint-Gobain announced the expansion of its mortars division through acquisitions in other fast-growing countries. Weber has reinforced its presence in Slovenia through the acquisition of Demit and gained a foothold in Albania through the acquisition of Italcol, a mortars manufacturer specialising in tile adhesives and technical mortars. See *"Recent Developments after the annual 2015 results—Other Recent Developments."*

Our main competitors in the Exterior Solutions business are GAF, Owens Corning, ParexLanko, Mapei, Sto, Ply Gem and XinXing.

### **Building Distribution Sector**

Within a highly competitive market, the Building Distribution Sector focuses on the profitable and sustainable internal growth of its brands. This is achieved by constantly enhancing its offering and speeding up its digital transformation. The sector aims to be the business reference point for customers and suppliers alike. To accomplish this, it has developed a network of strong and complementary brands, both generalist and specialist,

oriented towards trade professionals, private project owners and small, medium and large companies.

Since it was founded in 1996, the sector has expanded rapidly through a combination of organic and external growth. Currently, the Building Distribution Sector's products are distributed under major brands: Point.P, Lapeyre, Cedeo, Outiz, Lapeyre and La Plateforme du Bâtiment in France; Jewson, Graham and Priority Plumbing in the United Kingdom; Raab Karcher and Keramundo in Germany and the Netherlands; Distriplac, DP and La Plataforma in Spain; Telhanorte in Brazil; and Dahl and Optimera in Scandinavia. In addition to these brands are others, particularly specialist brands, which serve the sanitation-heating-plumbing, wood panelling, interior home improvement, roofing, civil engineering and tooling markets.

Anchored in its own local market, each brand has developed a positioning that addresses the specific needs of each type of customer and market, supported by the dynamism and expertise of the teams which make up its strength and success. In 2012, the Building Distribution Sector successfully integrated Build Centre in the United Kingdom and Brossette in France following their acquisition from Wolseley, which was announced in July 2011. Our key competitors in the markets served by this sector include Wolseley, CRH, BayWa, Travis Perkins, SIG, Grafton, Ahlsell, Chausson and Cordes & Graefe.

In France, the Building Distribution Sector launched a new brand dedicated to habitats accessible to all (families, seniors, the disabled, carers, etc.), with a first store in Paris. Saint-Gobain also launched the first mall in Europe dedicated to building trade professionals, based in France. With eight brands combined under a single roof, customers have a complete range of products available, saving time and benefiting from a number of complementary services. This sector has also enhanced its product offering by developing owned brands for the sanitary-heating, structural work and tooling markets.

In September 2015, Saint-Gobain announced the signing of an agreement to sell its distribution business operating under the Norandex brand in the United States to ABC Supply Co., Inc., a leading distributor of roofing and siding products. The divestment was in accordance with Saint-Gobain Building Distribution's strategy of optimising its portfolio by divesting non-core assets and focusing on bolstering its leading positions in Europe and Brazil.

### ***Research and Development of the Group***

Research and Development is an essential element of Saint-Gobain's strategy and pivotal to its competitive advantage.

The Innovative Materials Sector participates in Saint-Gobain's global cross-business research centres, as well as several centres of excellence dedicated to specific technologies and local teams near production sites and customers. Over 2,100 dedicated researchers work on over 500 research projects involving the design of new products and procedures, and contributing technical support to the sales and production teams. Some defining projects are long-term and are aimed at maintaining technological leadership in current markets, such as innovative processes for thin coatings, new generations of ceramic grains and abrasive products, more effective double and triple glazing and plastic films for automobiles and building. Other programmes target new markets: electrochrome glazing; ceramic cores for fuel cells; materials for energy storage; and single-use systems for the bio-pharmaceutical and life sciences industries.

Research and innovation are also critical elements of the Construction Products Sector's strategy. Some 70 patents were filed in 2015 by this sector. In 2015, the Construction Products Sector continued its development of projects for wellbeing in habitat by covering a

number of areas (acoustic insulation, air quality, visual appeal, environmental sustainability, recycling). Five new Multi-Comfort buildings, enhancing the value of the sector's innovations, were erected. The eco-innovation approval for products is also pursued through internal life cycle analysis tools. The sector's research and development centres contribute to improving industrial manufacturing processes, both by strengthening the sector's competitiveness and by optimising the environmental performance of the plants.

### ***Investments***

The discussion below reflects the situation as at December 31, 2015. Developments since that date are discussed under *“Information about the Issuer—Recent Developments after the annual 2015 results.”*

### **Capital expenditure and Divestments**

Capital expenditure of the Group increased by 10.1% to €1,346 million during 2015 (compared to €1,223 million in 2014). Currently the Group is pursuing a capital expenditure programme of under €1,400 million, focused on growth capex outside Western Europe.

The principal divestment of the Group in 2015 was the sale of Verallia, the Group's packaging business, to funds managed by affiliates of Apollo Global Management, LLC and BPI France for €2.9 billion. The sale was intended to complete the Group's strategic refocus on high-performance solutions for the habitat and industrial markets. For more information, see *“—Recent Developments after the annual 2015 results—Other Recent Developments.”*

In September 2015, Saint-Gobain announced the signing of an agreement to sell its distribution business operating under the Norandex brand in the United States to ABC Supply Co., Inc., a leading distributor of roofing and siding products. The divestment was in accordance with Saint-Gobain Building Distribution's strategy of optimising its portfolio by divesting non-core assets and focusing on bolstering its leading positions in Europe and Brazil.

The principal divestment of the Group in 2014 was the sale of Saint-Gobain Containers, Inc. (Verallia North America) to the Ardagh group at an enterprise value of U.S.\$1,694 million (€1,275 million), in accordance with the sale agreement entered into on January 17, 2013.

### ***Financing Activity***

#### ***Credit facilities***

Saint-Gobain has various confirmed syndicated lines of credit that are intended to provide a secure source of financing for the Group. They include:

- a €1.5 billion syndicated line of credit expiring in December 2017 that was obtained in December 2012. The facility was renegotiated in December 2013 and rolled over until December 2018 for €1.5 billion; and
- a €2.539 billion syndicated line of credit expiring in December 2018 with two one-year rollover options that was obtained in December 2013. As part of the first rollover option, this syndicated line of credit was extended in December 2014 by one additional year, bringing its maturity to December 2019. In the second rollover option, this syndicated line of credit was extended in December 2015 for an additional year, extending its maturity to December 2020.

#### ***Debt issuance***



On September 30, 2011, Saint-Gobain issued €1 billion worth of 3.50% notes due 2015 and €750 million worth of 4.50% notes due 2019 (the “**2019 Bond**”). On January 18 and 19, 2012, Saint-Gobain issued a further €200 million worth of notes in three tranches under the 2019 Bond. On January 13, 2012, Saint-Gobain issued JPY5 billion worth of 1.90% notes due 2017. On March 28, 2012, Saint-Gobain issued €750 million worth of 3.625% notes due 2022 (the “**2022 Bond**”). On May 16, 2012, Saint-Gobain issued a further €150 million worth of notes in two tranches under the 2022 Bond. On June 4, 2012, Saint-Gobain issued two 4.00% notes due 2032 for a total of €90 million. On June 15, 2012, Saint-Gobain issued €750 million worth of 3.625% notes due 2021. On June 28, 2012, Saint-Gobain issued €45 million worth of EUR 10 year CMS linked notes due 2024 and €50 million worth of EUR 10 year CMS linked notes due 2024. On October 8, 2012, Saint-Gobain issued two 4% 20 year notes issues due 2032, for €30 million and €20 million respectively. On October 9, 2012, Saint-Gobain issued a 17 year bond for an amount of GBP 250 million with an annual coupon of 4.625% due in 2029, swapped for euros at approximately 4.31%. On March 27, 2013, Saint-Gobain issued NOK750 million worth of 4.00% notes due 2018. On March 28, 2013, Saint-Gobain issued €100 million worth of 3.875% notes due 2033. On June 5, 2013, Saint-Gobain issued €164 million worth of 2.875% notes due 2023 (the “**2023 Bond**”). Saint-Gobain subsequently issued €70 million worth of notes on July 3, 2013. On September 25, 2013, Saint-Gobain issued €37 million worth of 4.18% notes due 2033. On September 27, 2013, Saint-Gobain issued €10 million worth of 4.16% notes due 2033. On October 21, 2013, Saint-Gobain issued €50 million and €16 million worth of 2.875% notes due 2023. Further, on November 26, 2013, Saint-Gobain issued €50.4 million and €11.6 million worth of 2.875% notes due 2023. On March 24, 2014 Saint-Gobain issued €100.0 million and €25.2 million worth of 3.875% notes due 2033. On May 27, 2014 Saint-Gobain issued €40.0 million worth of 3.625% notes due 2038. On September 5, 2014 Saint-Gobain issued €34.0 million worth of 3.00% notes due 2034. On December 23, 2014, Saint-Gobain issued €30.0 million worth of 3.00% notes due 2049. On March 13, 2015, Saint-Gobain issued €500.0 million worth of floating rate notes due 2016.

The Group has two receivables securitisation programmes, one through its French subsidiary GIE Point-P Finance, and the other through its US subsidiary, Saint-Gobain Receivables Corporation. The €600 million French programme was set up on December 2, 2013. At December 31, 2015, the funding amount was €578 million (December 31, 2014: €516 million). For the US programme, which was renewed on October 21, 2015, the funding amount was €178 million at December 31, 2015 (December 31, 2014: €107 million).

### ***Recent Developments after the annual 2015 results***

#### **Unaudited first-quarter sales – General**

On April 27, 2016, Saint-Gobain announced its unaudited first-quarter 2016 sales<sup>5</sup>. The Group posted €9,136 million in sales for the first quarter of 2016, down 1.9% on the same period in 2015 (€9,309 million), as restated following the disposal of the Group’s packaging business.

- Volumes increased by 2.3%, improving in all of the Group’s Business Sectors and major countries, except for Brazil;

<sup>5</sup> Source of data in this section: the information has been extracted without material adjustment from the press release published by Saint-Gobain on April 27, 2016 ([https://www.saint-gobain.com/sites/sg\\_master/files/cp\\_ca\\_t1\\_2016\\_va.pdf](https://www.saint-gobain.com/sites/sg_master/files/cp_ca_t1_2016_va.pdf))

- There was a negative 0.5% price impact amidst the more deflationary environment in terms of prices, raw materials and energy costs, particularly in construction markets in Europe and the US;
- There was a significant 3.0% negative currency impact, due chiefly to strong depreciation in Latin American currencies in 2015;
- There was also a negative 0.7% structure impact of disposals carried out to optimise the Group's Building Distribution portfolio.

The table below presents sales trends by Business Sector and major geographic area:

	Sales Q1 2015 (restated)	Sales Q1 2016	Change on an actual structure basis	Change on a comparable structure basis	Like-for- like change	Sales Q1 2015 (Published)
<b><u>BUSINESS SECTOR</u></b>						
<b>Innovative Materials <sup>(1)</sup></b>	<b>2,385</b>	<b>2,396</b>	<b>0.5%</b>	<b>0.1%</b>	<b>4.3%</b>	<b>2,385</b>
<i>Flat Glass</i>	<i>1,285</i>	<i>1,276</i>	<i>(0.7%)</i>	<i>-0.7%</i>	<i>4.9%</i>	<i>1,285</i>
<i>High- Performance Materials</i>	<i>1,104</i>	<i>1,123</i>	<i>1.7%</i>	<i>1.1%</i>	<i>3.6%</i>	<i>1,104</i>
<b>Construction Products <sup>(1)</sup></b>	<b>2,833</b>	<b>2,797</b>	<b>(1.3%)</b>	<b>(2.3%)</b>	<b>0.9%</b>	<b>2,833</b>
<i>Interior Solutions</i>	<i>1,541</i>	<i>1,609</i>	<i>4.4%</i>	<i>3.2%</i>	<i>5.8%</i>	<i>1,541</i>
<i>Exterior Solutions</i>	<i>1,307</i>	<i>1,208</i>	<i>(7.6%)</i>	<i>(8.3%)</i>	<i>(4.4%)</i>	<i>1,307</i>
<b>Building Distribution</b>	<b>4,315</b>	<b>4,170</b>	<b>(3.4%)</b>	<b>(0.7%)</b>	<b>(1.4%)</b>	<b>4,315</b>
<b>Packaging (Verallia)</b>	-----	-----	-----	-----	-----	550
<i>Internal sales and misc.</i>	<i>(224)</i>	<i>(227)</i>	-----	-----	-----	<i>(224)</i>
<b><u>GEOGRAPHIC AREA</u></b>						
France	2,539	2,514	(1.0%)	(0.2%)	(0.2%)	2,731
Other Western European countries	3,990	3,976	(0.4%)	0.2%	2.0%	4,275
North America	1,245	1,245	0.0%	4.7%	3.2%	1,245
Emerging countries and Asia	2,004	1,884	(6.0%)	(6.9%)	4.5%	2,087
<i>Internal sales</i>	<i>(469)</i>	<i>(483)</i>	-----	-----	-----	<i>(479)</i>
<b>GROUP</b>	<b>9,309</b>	<b>9,136</b>	<b>(1.9%)</b>	<b>(1.2%)</b>	<b>1.8%</b>	<b>9,859</b>

(1) Including inter-division eliminations.

### Unaudited First-quarter Sales – Results by Sector<sup>6</sup>

Innovative Materials sales increased by 4.3%.

- Flat Glass continued to report brisk growth, at 4.9%. Automotive glass enjoyed strong gains in all regions except Brazil. Construction activity returned to positive volumes in Western Europe and also benefited from a rise in float prices. Construction activity also remained bullish in Asia and emerging countries, except for Brazil.
- High-Performance Materials returned to a level of growth of 3.6%, in the absence of the strong negative impact of proppants that had affected performance in 2015. All High-Performance Materials businesses advanced.

Construction Products sales increased by 0.9%. Growth was hampered as expected by the ongoing sharp decline in the Pipe Activity.

- Interior Solutions advanced 5.8% following strong volume growth in all regions. Trading in Western Europe was lifted by a recovery in volumes, including in France and Germany, amidst a more deflationary economic environment. In North America, bullish construction markets drove volume growth, while prices remained under pressure. Asia and emerging countries confirmed their very strong performance.
- Exterior Solutions sales fell 4.4%, hard hit by the contraction in Pipe Activity in line with sales in the fourth quarter of 2015. The business was down in all regions, particularly due to the lack of major export contracts. Exterior Product volumes in the US advanced despite the absence of a winter promotional campaign as in 2015, while prices for the business were down, with asphalt prices declining sharply. Mortars reported strong growth, led by Asia and emerging countries, as well as an improved performance in France.

Building Distribution sales were up 1.4%, lifted as expected by the volume upturn in France and ongoing positive trends in Nordic countries, the UK and Germany. The price effect was less positive, due to a fall in the costs of goods sold. The wider economic slowdown in Brazil continued to take its toll on trading.

### Unaudited First-quarter Sales – Results by Geographic Area<sup>7</sup>

- Business in France stabilised (down 0.2%), hampered by the sharp decline in Pipe Activity. The Group's sales performance reflects the recovery in construction market indicators despite the pressure on prices in a more deflationary environment.
- In line with 2015 trends, other Western European countries confirmed their good growth levels (up 2.0%) in all of the Group's major markets including Germany.
- North America moved up 3.2%, powered mainly by construction, as industrial markets remained uncertain.

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<sup>6</sup> Source of data in this section: <http://www.saint-gobain.com/en/press/>

<sup>7</sup> Source of data in this section: <http://www.saint-gobain.com/en/press/>

- Asia and emerging countries delivered further sales growth, at 4.5%, despite the expected deterioration in Brazil and a downturn in business in China.

### *Other recent developments*

#### Acquisition of a controlling interest in Sika

On December 8, 2014, the Group announced its plan to acquire control of Sika, a global leader in construction chemicals based in Switzerland and listed on the Zurich stock exchange. Sika has a strong record of business expansion and financial performance; Saint-Gobain considers that significant synergies can be achieved by bringing the groups together to the benefit of both Saint-Gobain and Sika stakeholders. The Group intends to acquire the holding company Schenker Winkler Holding AG (“SWH”), which holds 16.9% of Sika’s share capital and 52.7% of its voting rights, from members of the Burkard family (of Sika’s founder). On December 7, 2015, Saint-Gobain confirmed the unconditional issuance of all pre-closing antitrust approvals for the transaction.

The Group is relying on the opt-out clause in Sika’s by-laws allowing the Group to purchase SWH and thereby acquire control of Sika without having to launch a mandatory takeover for all the shares in Sika. At the annual shareholders’ meeting of Sika on April 14, 2015, an attempt by certain shareholders to remove this opt-out clause from Sika’s by-laws was rejected. Saint-Gobain’s reliance on this clause has been upheld by the Swiss courts.

At the same shareholders’ meeting on April 14, 2015, SWH was prevented from electing new directors to Sika’s board due to a restriction placed by the board on its voting rights. SWH’s appeal against this restriction in June 2015 on an application for an injunction not to restrict such voting rights was (as on an earlier application on essentially the same issue by SWH) unsuccessful. SWH’s voting rights were again restricted at Sika’s annual shareholders’ meeting on April 12, 2016. An action has been commenced for a declaration to void the resolutions in relation to the election of the directors of Sika on the grounds that the restriction on the voting rights of SWH was contrary to law. The trial is expected to take place in the second half of 2016; there may well be an appeal from the judgement at trial. SWH by these and other actions is vigorously contesting the restriction on its voting rights in Sika. Pierre-André de Chalendar, Chairman and CEO of Saint-Gobain, has publicly stated that the Group remains determined to pursue the transaction.

#### Sale of Verallia

On October 29, 2015, the Group completed its divestment of Verallia, the Group’s former Packaging Sector, to funds managed by affiliates of Apollo Global Management, LLC and BPI France, which currently hold 90% and 10% of the share capital respectively. The sale was made on the basis of an enterprise value of €2,945 million. The sale completes the Group’s strategic refocus on high-performance solutions for the habitat and industrial markets, and follows the sale of Verallia North America (Saint-Gobain Containers, Inc. and subsidiaries) on April 11, 2014.

As a result of these divestments, the Financial Statements 2015 contain restated financial statements for the year ended December 31, 2014. In accordance with IFRS 5 “Non-current assets held for sale and discontinued operations”, the net income from discontinued operations includes net income of the Packaging Sector until the date of sale and capital gains on disposals realised in respect of the Packaging Sector in 2015 and Verallia North America in 2014.

#### Joint Venture in the Gypsum Activity in Morocco

In December 2015, Saint-Gobain announced the signing of an agreement to set up a joint venture between Moongypse, a Moroccan company established in 2012 between Saint-Gobain and a local entity Planchister, and Lafarge Plâtre Maroc. The joint venture is intended to benefit from Lafarge Plâtre Maroc's existing commercial presence and manufacturing capacity in Morocco, as well as Saint-Gobain's gypsum-based range of innovative products and solutions. The transaction is commensurate with the Group's strategy to increase the share of its industrial assets outside of Western Europe and to expand its presence in Africa. The joint venture agreement is subject to approval by the competent authorities in Morocco.

#### Expansion of Saint-Gobain's Mortars Division

In January 2016, Saint-Gobain announced the acquisition of Industrial Potengy, a Brazilian company specialising in tile adhesives under the Fortcola brand, by Weber Quartzolit, Saint-Gobain's industrial mortars division in Brazil. Weber aims to benefit from Industrial Potengy's local industrial and commercial infrastructure in North-East Brazil. In July 2016, Weber Quartzolit reinforced its presence in the Brazilian tile adhesives market by acquiring Jaspe Argamassas Ltda, a manufacturing company in the state of Mato Grosso do Sul in the Central-West region of the country.

In July 2016, Saint-Gobain also announced the continued expansion of its Industrial Mortars Activity in certain fast-growing countries. Weber has strengthened its market presence in Slovenia through the acquisition of the activities of Demit, a mortars specialist based in Laško. The acquisition is intended to improve Weber's ability to meet regional market demand for external thermal insulation systems. Weber also acquired the activities of Italcol, a mortars manufacturer based in Tirana, Albania, specialising in tile adhesives and technical mortars. The acquisition is intended to enable Weber to gain an industrial foothold in the East Adriatic region and strengthen its ability to meet local and regional demand for technical and innovative products.

These transactions are in line with Saint-Gobain's strategy to increase the share of its industrial assets located outside Western Europe and in emerging countries.

#### Strengthening of Saint-Gobain's Performance Plastics business in Brazil

In January 2016, the Group acquired SG Plasticos, a Brazilian company specialising in extruded tubing based in São Paulo. The company provides customised solutions relating to fluid transfers on demanding applications to a wide variety of markets, including the industrial, life sciences and automotive markets. The acquisition is in accordance with the Group's strategy to increase its share of industrial assets in High-Performance Materials and in the US and emerging countries. It is envisaged that the acquisition will add local manufacturing capabilities to strengthen the Group's presence in Brazil with a broader portfolio of applications.

#### Announcement of a joint venture with Corning Incorporated

In January 2016, Saint-Gobain Sekurit and Corning Incorporated announced a joint venture to develop, manufacture and sell lightweight automotive glazing solutions. The joint venture will enable Saint-Gobain to combine its expertise in processing automotive glass with Corning's ultra-thin Corning® Gorilla® Glass technology to offer thin, lightweight and tough automotive glazing solutions. The joint venture remains subject to competition approvals.

#### Increase to Saint-Gobain's flat glass production capacity in India

Saint-Gobain is to invest around €135 million over the next two years to develop production capacity at its glass factory near Chennai, India. A third glass production facility (the Group's fifth float in India) and a second coater for the construction market will be built on this site.

The plant will produce premium high-performance, energy efficient glass using cutting-edge technologies. This investment is aimed at bolstering Saint-Gobain's leading position in the fast-growing market for flat glass in India.

#### Expansion of Saint-Gobain's wood fibre insulation business

In May 2016, the Group acquired Buitex, a company specialising in the manufacture of wood fibre insulation products for French and continental European markets under the brand Isonat®, which has become the company's new name. The acquisition will allow the company to expand its range of multi-material insulation solutions while enabling Isonat to benefit from industrial and commercial synergies with the Group. The acquisition is consistent with the Group's strategy of developing fast-growing niche markets with innovative habitat solutions.

#### Share Buyback

In May 2016, Wendel announced the sale of 30 million Saint-Gobain shares, representing approximately 5.3% of the share capital of the Company, through an accelerated bookbuilding process. Saint-Gobain participated in the private placement by purchasing 10 million of its own shares (approximately 1.8% of its share capital). This order was placed as part of the share buyback programme authorised by Saint-Gobain's shareholders at the Annual General Meeting of June 4, 2015. All of the shares repurchased were cancelled. The Company participated in the private placement in order to move towards the Company's medium-term objective of decreasing the number of shares to 531 million.

#### ***Management of Saint-Gobain***

Saint-Gobain is managed by its Board of Directors. The Board is comprised of 18 Directors, 8 of whom are independent. It includes 1 Director representing employee shareholders and 2 Directors representing employees. The names, functions in Saint-Gobain, other principal activities and business addresses of the current members of the Board of Directors of Saint-Gobain are provided below.

##### **Pierre-André de Chalendar**

Pierre-André de Chalendar, 57, was appointed Chief Operating Officer of Compagnie de Saint-Gobain on May 3, 2005 and was elected to the Board of Directors on June 8, 2006, becoming Chief Executive Officer on June 7, 2007 and Chairman and Chief Executive Officer on June 3, 2010. He is also a Director of BNP Paribas. He was a Director of Veolia Environnement until April 2015. Within the Saint-Gobain Group, he is a Director of Saint-Gobain Corporation and GIE SGPM Recherche. He was Chairman of the Board of Directors of Verallia (the former Packaging Sector of the Group) from March 2011 to March 2014.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

##### **Isabelle Bouillot**

Isabelle Bouillot, 66, is the Chairman of CEL Partners Ltd and China Equity Links SAS. Ms. Bouillot is also a Director of Air France-KLM, Yafei Dentistry Limited, Crystal Orange Hotel Holdings Limited, and JD Holding, Inc., as well as a Managing Partner of IB Finance and a Member of the Supervisory Board of Gimar Finance. Until April 2015, Ms. Bouillot was a Director of Umicore.

Business address: 42, rue Henri Barbusse – 75005 Paris (France)

### **Alain Destrain**

Alain Destrain, 59, is a Safety Auditor within Saint-Gobain Interservices. At Group level he has been union representative (affiliated with the Confédération Générale du Travail - CGT), then titular member of the Central Enterprise Committee of SGE, Central Union Representative of Verallia, Secretary of the Saint-Gobain Group Committee, member of the European Convention for Social Dialog and member of the Select Committee. He does not hold any other directorships.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

### **Jean-Martin Folz**

Jean-Martin Folz, 69, is Chairman of the Group's Strategy and CSR Committee. He is also a Director of Axa. He was a Director of Alstom until June 2015, and a Director of Société Générale until May 2015.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

### **Bernard Gautier**

Bernard Gautier, 56, is a member of the Appointments, Compensation and Governance Committee. Mr. Gautier is also a member of the Management Board of Wendel as well as Chairman of Winvest International S.A. SICAR, Oranje-Nassau Développement S.A. SICAR, Expansion 17 S.A. SICAR, Global Performance 17 S.A. SICAR, Winvest Conseil S.A. and CSP Technologies Parent S.A. He is also Vice-Chairman of Constantia Flexibles GmbH, Chairman of Materis Luxembourg S.à r.l. and a Director of Constantia Lux Parent S.A., IHS Holding Ltd, Materis SAS, Sofisamc, Stahl Holdings BV, Stahl Group S.A., Stahl Lux2 S.A., Stichting Administratiekantoor II Stahl Groep II, Trief Corporation S.A., Wendel Japan KK and Winvest Part BV. Until 2015, Mr. Gautier was also Manager of Materis Parent S.à r.l., Vice-Chairman of Vigilant GP LLC, Vigilant Holdings LLP and Vigilant Merger Sub LLC, and a Manager of CSP Technologies S.à r.l.

Business address: 89, rue Taitbout – 75009 Paris (France)

### **Anne-Marie Idrac**

Anne-Marie Idrac, 64, was appointed in 1995 *Secrétaire d'Etat* for Transportation, a position she held until June 1997. She was elected member of Parliament for Yvelines in 1997 and 2002 and served on the Ile-de-France Regional Council from 1998 to 2002. Between 2002 and 2006, Ms. Idrac was Chairman and Chief Executive Officer of the Paris transportation authority (RATP) and, between 2006 and 2008, was Chairman of the French national railway (SNCF). In March 2008, she was appointed *Secrétaire d'Etat* for Foreign Trade, serving in that capacity until November 2010. In addition, Ms. Idrac was Chairman of European Movement-France from 1999 to 2005 and a member of the Economic and Social Council from 2004 to 2008. She is also Chairman of the Supervisory Board of Aéroport Toulouse-Blagnac and a Director of Total and Bouygues. Until 2015, Ms. Idrac was a member of the Supervisory Board of Vallourec.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

### **Sylvia Jay**



Lady Jay, 69, a British citizen, previously held various offices as a senior British public official in the Overseas Development Administration, and was also on secondment to the French Ministry of Cooperation, the French Treasury and the European Bank for Reconstruction and Development. Lady Jay is also a Director of Lazard Limited and the Casino Group.

Business address: 38 Markham Street – London SW3 3NR (United Kingdom)

### **Pamela Knapp**

Pamela Knapp, 58, a German national, is a member of the Supervisory Board and the Nomination, Remuneration and Governance Committee and the Finance and Audit Committee of Peugeot S.A., a member of the Board of Directors of Hostettler, Kramarsch & Partner Group AG and a Director and member of the Audit Committee of Panalpina World Transport (Holding) Ltd.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

### **Pascal Lai**

Pascal Lai, 53, is a full member of the Saint-Gobain Sekurit France Central Enterprise Committee. He has also held member positions on the Saint-Gobain Group Committee, as Group coordinator since 2011 and as full member of the Convention for European Social Dialog and as Environment, Health and Safety Officer at Saint-Gobain Sekurit France since December 1, 2014. He does not hold any other directorships.

Business address: 249, boulevard Drion – 59580 Aniche (France)

### **Agnès Lemarchand**

Agnès Lemarchand, 61, is Chairman of Orchad SAS as well as a director of CGG and Biomérieux. Until 2015, Ms. Lemarchand was a member of the Supervisory Board of Vivescia Industries (representing BPI France Participations) and a member of the Supervisory Board of Areva.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

### **Frédéric Lemoine**

Frédéric Lemoine, 50, is Chairman of the Management Board of Wendel as well as Chairman of the Supervisory Board of Oranje-Nassau Groep BV, Chairman of the Board of Directors of Trief Corporation, Chairman of the Supervisory Council of Constantia Flexibles and Chairman of the Board of Directors of Bureau Veritas.

Business address: 89, rue Taitbout – 75009 Paris (France)

### **Jacques Pestre**

Jacques Pestre, 59, is Senior Vice-President of Saint-Gobain Distribution Bâtiment France responsible for the Point.P brand and Chairman of the Supervisory Board of the Saint-Gobain PEG France corporate mutual fund, as well as holding the following positions within the Saint-Gobain Group: Chairman and Chief Executive Officer of BMSO, BMCE, SONEN and Docks de l'Oise, Chairman of the Board of Directors of Comasud, Chairman of BMRA

S.A.S., MBM S.A.S., Cibomat S.A.S., Boch Frères S.A.S., Dépôt Services Carrelages S.A.S. and Thuon S.A.S. He does not hold any other directorships.

Business address: Immeuble Le Mozart – 13/15 rue Germaine Tailleferre – 75940 Paris Cedex 19 (France)

### **Olivia Qiu**

Olivia Qui, 49, is Chief Strategy and Innovation Officer of Philips Lighting and Executive Vice-Chairman of Philips. She does not hold any other directorships.

Business address: Building HBT-11 – Amstelplein 2 –1096 BC Amsterdam (The Netherlands)

### **Denis Ranque**

Denis Ranque, 64, is Chairman of the Board of Directors of Airbus Group as well as a Director of CMA-CMG and Scilab Enterprises. Mr. Ranque is Chairman of the Board of Directors of the ParisTech Foundation, Chairman of the AFEP-MEDEF's High Committee on Corporate Governance (Haut Comité de Gouvernance d'Entreprise) and Chairman of the Ecole Polytechnique Foundation.

Business address: 12, rue Pasteur – BP76 92152 Suresnes Cedex (France)

### **Gilles Schnepf**

Gilles Schnepf, 57, is Chairman and Chief Executive Officer of Legrand, Chairman of the Board of Directors, President or a director or permanent representative or a corporate director of various Legrand Group subsidiaries, and Chairman of the Federation of Electrical, Electronic and Communications Industries.

Business address: 128, avenue du Maréchal de Tassigny – 87045 Limoges Cedex (France)

### **Jean-Dominique Senard**

Jean-Dominique Senard, 63, is Chairman of the Audit and Risk Committee. He is also Chief Executive Officer of Michelin. He does not hold any other directorships.

Business address: 23, place des Carmes Déchaux – 63040 Clermont-Ferrand Cedex 9 (France)

### **Philippe Varin**

Philippe Varin, 63, is Chairman of the Appointments, Compensation and Governance Committee. He is also Chairman of the Board of Directors of Areva S.A., a special representative of the Minister of Foreign Affairs and International Development for the ASEAN countries and Chairman of the Cercle de l'Industrie. Until May 2016, he was a Director of EDF.

Business address: 1, place Jean Miller – 92400 Courbevoie (France).

### **Iêda Gomes Yell**

Iêda Gomes Yell, 59, a British and Brazilian national, was Chief Executive Officer of Companhia de Gas de São Paulo from 1995 to 1998, and she has since held several management positions within the BP group and professional organisations. Mrs. Yell is a director and member of the Strategic Committee and Audit and Risk Committee of Bureau Veritas. She is also the founder of Energix Strategic Ltd and a director of Exterran Corporation and InterEnergy Holdings.

Business address: Les Miroirs, 18 Avenue d'Alsace – 92400 Courbevoie (France)

## ***Corporate Governance***

### **General**

Saint-Gobain complies with the principles of corporate governance set out in the AFEP-MEDEF corporate governance code for publicly listed companies in France.

The independent directors of the Board of Directors of Saint-Gobain are Anne-Marie Idrac, Sylvia Jay, Pamela Knapp, Agnès Lemarchand, Olivia Qiu, Jean-Dominique Senard, Philippe Varin and Iêda Gomes Yell. The representatives of Wendel, a major shareholder of Saint-Gobain, are Bernard Gautier, Frédéric Lemoine and Gilles Schnepf whilst the representatives of employees of Saint-Gobain are Alain Destrain and Pascal Lai and the representative of employee shareholders is Jacques Pestre.

There are no potential conflicts of interest between the duties owed to the Issuer by the Directors of the Issuer and their private interests and/or other duties.

A9.9.2

### **Board of Directors Committees**

#### ***Financial Statements Committee***

The members of the Financial Statements Committee of the Group are Jean-Dominique Senard (Chairman), Pamela Knapp, Agnès Lemarchand and Frédéric Lemoine.

The main responsibility of the Financial Statements Committee is to ensure the relevance and consistency of the accounting methods used to prepare the financial statements of the Group and to verify that the internal procedures used to gather and control the related data provide a guarantee of such relevance and consistency. To this end, the Committee:

- reviews the interim and annual consolidated financial statements and the annual financial statements of the Company as presented by senior management prior to their examination by the Board of Directors.
- reviews the scope of consolidation and the reasons why any companies have been excluded.
- reviews material risks and off-balance sheet commitments, based on an explanatory report drawn up by the Chief Financial Officer.
- receives updates from senior management on the organisation and operation of the risk management system.
- reviews the Group's internal control action plan and receives updates at least once a year on the plan's result.
- makes recommendations concerning the organisation of the internal audit function and receives a copy of the internal audit programme as well as executive summaries of the internal audit reports.

- reviews the external auditors' work plan and conclusions as well as the post-audit report prepared by the auditors concerning their main observations and the accounting options selected for the preparation of the financial statements.
- conducts the auditor selection process, issues an opinion on the proposed statutory audit fee budget, submits the results of the selection process to the Board and puts forward candidates to be appointed by the shareholders.
- reviews the advisory and other services that the auditors and the members of their network are authorised to provide to Saint-Gobain and other Group entities under auditor independence rules.
- obtains from the auditors the breakdown of the fees paid to them and to the members of their network by the Group over the past year, by category of service, and reports to the Board its opinion concerning the auditors' independence.

#### *Appointments, Compensation and Governance Committee*

The members of the Appointments, Compensation and Governance Committee of the Group are Philippe Varin (Chairman), Bernard Gautier, Sylvia Jay and Anne-Marie Idrac. The Appointments Committee performs the work of both the remuneration committee and the nomination committee, as provided for in the AFEP-MEDEF corporate governance code for listed companies.

The Committee's remit is to:

- make proposals to the Board in all cases where one or more seats on the Board fall vacant or the terms of one or more directors are due to expire. The Committee organises the procedure to select candidates for election as independent directors, based on the independence criteria set out in the AFEP-MEDEF corporate governance code for listed companies.
- review annually each director's situation in relation to the independence criteria set out in the AFEP-MEDEF code, and report its conclusions to the Board.
- through its Chairman, obtain assurance from the Chairman and Chief Executive Officer that a candidate has been identified for succession to his position in the event that it falls vacant for an unforeseen reason and that enough potential successors are available to step in when they might be needed.
- recommend candidates to the Board in the event that the position of Chief Executive Officer falls vacant for whatever reason.
- review, if appropriate, proposals by the Chief Executive Officer for the appointment of a Chief Executive Officer and/or one or more Chief Operating Officers, and report its conclusions to the Board.
- make recommendations to the Board concerning the Chief Executive Officer's compensation package, and the criteria to be applied to determine his variable compensation, as well as the other aspects of his position.
- discuss the Group's overall stock option and performance share policy and whether the options should be exercisable for new or existing shares, and review senior management's proposals concerning stock option and performance share plans for Group employees.

- review the proposals made by the Chief Executive Officer regarding the establishment of long-term compensation plans.
- make recommendations concerning stock option, performance share and long-term compensation grants to the Chief Executive Officer and the members of senior management.
- The Committee also makes presentations to support the Board's consideration of corporate governance issues and leads periodic assessments of the Board's organisation and practices.

#### *Strategy and Corporate Social Responsibility Committee*

The members of the Strategy and Corporate Social Responsibility Committee of the Group are Jean-Martin Folz (Chairman), Pierre-André de Chalendar and Frédéric Lemoine.

The Strategy and Corporate Social Responsibility Committee is responsible for examining and identifying improvements to the Group's business plan as well as reviewing any strategic issues proposed by its members and ensuring that CSR issues are taken into account in defining the Group's strategy.

#### *Shareholders and Share Capital*

In so far as Saint-Gobain is aware, it is not directly or indirectly owned or controlled by any person.

Wendel owns a significant holding in the shares of Saint-Gobain (6.4% of the share capital and 11.1% of voting rights, each as at June 30, 2016). Its position as a shareholder is the subject of the agreements signed with Wendel and announced on May 26, 2011, which were approved by the Company's annual general meeting held on June 7, 2012 in its fourth resolution concerning related party agreements. The commitments made under these arrangements will apply for a 10-year period as from the Company's annual general meeting held on June 9, 2011.

In May 2016, Wendel sold 30 million shares in the Company, representing approximately 5.3% of the Company's share capital, through an accelerated bookbuilding process. The Company purchased 10 million of the shares sold in this placement in accordance with the share buyback programme authorised by the Company's shareholders at the Annual General Meeting of June 4, 2015. See "*—Recent Developments after the annual 2015 results—Other Recent Developments.*"

The issued and fully paid share capital of Saint-Gobain as of July 25, 2016 was € 2,219,387,920 divided into:

<b>Class of Share</b>	<b>Nominal Value per share (€)</b>	<b>Number in Issue</b>
Ordinary.....	4	554,846,980

#### **Bylaws**

Saint-Gobain is a French public *société anonyme* governed by Articles L. 210-1 et seq. of the French Commercial Code, with its head office at Les Miroirs, 18 avenue d'Alsace, 92400 Courbevoie, France. It is registered in Nanterre under no. 542039532. Its APE business identifier code is 741J and its Siret code is 54203953200040.

Saint-Gobain's corporate purpose is to conduct and manage, in France and internationally, any and all industrial commercial, financial, securities and real estate transactions related to its manufacturing activities, through French or foreign subsidiaries or affiliates or otherwise (article 3 of the bylaws). The Issuer's fiscal year runs from January 1 to December 31. Its term will end on December 31, 2040, unless it is wound up before that date or its term is extended.

## BOOK-ENTRY CLEARANCE SYSTEMS

*The information set out below is subject to any change in or reinterpretation of the rules, regulations and procedures of DTC, Euroclear or Clearstream, Luxembourg (together, the “Clearing Systems”) currently in effect. The information in this section concerning the Clearing Systems has been obtained from sources that the Issuer believes to be reliable, but none of the Issuer nor any Dealer takes any responsibility for the accuracy thereof. Investors wishing to use the facilities of any of the Clearing Systems are advised to confirm the continued applicability of the rules, regulations and procedures of the relevant Clearing System. None of the Issuer nor any other party to the Agency Agreement will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Notes held through the facilities of any Clearing System or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.*

### Book-entry Systems

#### DTC

DTC has advised the Issuer that it is a limited purpose trust company organised under the New York Banking Law, a banking organisation within the meaning of the New York Banking Law, a member of the Federal Reserve System, a clearing corporation within the meaning of the New York Uniform Commercial Code and a clearing agency registered pursuant to Section 17A of the Exchange Act. DTC holds securities that its participants (“**Participants**”) deposit with DTC. DTC also facilitates the settlement among Participants of securities transactions, such as transfers and pledges, in deposited securities through electronic computerised book-entry changes in Participants’ accounts, thereby eliminating the need for physical movement of securities certificates. Direct Participants include securities brokers and dealers, banks, trust companies, clearing corporations and certain other organisations. DTC is a wholly-owned subsidiary of the Depository Trust & Clearing Corporation (“**DTCC**”). DTCC, in turn is owned by a number of Direct Participants of DTC and Members of the National Securities Clearing Corporation, Fixed Income Clearing Corporation, and Emerging Markets Clearing Corporation) NSCC, FICC, and EMCC, also subsidiaries of DTCC), as well as by the New York Stock Exchange, Inc., the American Stock Exchange, Inc. and the National Association of Securities Dealers, Inc. Access to the DTC System is also available to others such as securities brokers and dealers, banks and trust companies that clear through or maintain a custodial relationship with a Direct Participant, either directly or indirectly (“**Indirect Participants**”).

Under the rules, regulations and procedures creating and affecting DTC and its operations (the “**Rules**”), DTC makes book-entry transfers of Registered Notes among Direct Participants on whose behalf it acts with respect to Notes accepted into DTC’s book-entry settlement system (“**DTC Notes**”) as described below and receives and transmits distributions of principal and interest on DTC Notes. The Rules are on file with the Securities and Exchange Commission. Direct Participants and Indirect Participants with which beneficial owners of DTC Notes (“**Owners**”) have accounts with respect to the DTC Notes similarly are required to make book-entry transfers and receive and transmit such payments on behalf of their respective Owners. Accordingly, although Owners who hold DTC Notes through Direct Participants or Indirect Participants will not possess Registered Notes, the Rules, by virtue of the requirements described above, provide a mechanism by which Direct Participants will receive payments and will be able to transfer their interest in respect of the DTC Notes.

Purchases of DTC Notes under the DTC system must be made by or through Direct Participants, which will receive a credit for the DTC Notes on DTC's records. The ownership interest of each actual purchaser of each DTC Note ("**Beneficial Owner**") is in turn to be recorded on the Direct and Indirect Participant's records. Beneficial Owners will not receive written confirmation from DTC of their purchase, but Beneficial Owners are expected to receive written confirmations providing details of the transaction, as well as periodic statements of their holdings, from the Direct or Indirect Participant through which the Beneficial Owner entered into the transaction. Transfers of ownership interests in the DTC Notes are to be accomplished by entries made on the books of Participants acting on behalf of Beneficial Owners. Beneficial Owners will not receive certificates representing their ownership interests in DTC Notes, except in the event that use of the book-entry system for the DTC Notes is discontinued.

To facilitate subsequent transfers, all DTC Notes deposited by Participants with DTC are registered in the name of DTC's partnership nominee, Cede & Co or such other nominee as may be requested by an authorised representative. The deposit of DTC Notes with DTC and their registration in the name of Cede & Co. or such other nominee effect no change in beneficial ownership. DTC has no knowledge of the actual Beneficial Owners of the DTC Notes; DTC's records reflect only the identity of the Direct Participants to whose accounts such DTC Notes are credited, which may or may not be the Beneficial Owners. The Participants will remain responsible for keeping account of their holdings on behalf of their customers.

Conveyance of notices and other communications by DTC to Direct Participants, by Direct Participants to Indirect Participants, and by Direct Participants and Indirect Participants to Beneficial Owners will be governed by arrangements among them, subject to any statutory or regulatory requirements as may be in effect from time to time. Redemption notices shall be sent to DTC. If less than all of the DTC Notes within an issue are being redeemed, DTC's practice is to determine by lot the amount of the interest of each Direct Participant in such issue to be redeemed.

Neither DTC nor Cede & Co. (nor such other DTC nominee) will consent or vote with respect to DTC Notes. Under its usual procedures, DTC mails an Omnibus Proxy to the Issuer as soon as possible after the record date. The Omnibus Proxy assigns Cede & Co.'s consenting or voting rights to those Direct Participants to whose accounts the DTC Notes are credited on the record date (identified in a listing attached to the Omnibus Proxy).

Principal and interest payments on the DTC Notes will be made to Cede & Co., or such other nominee as may be requested by an authorised representative of DTC and credited to Direct Participants' accounts in accordance with DTC's customary practice. Payments by Participants to Beneficial Owners will be governed by standing instructions and customary practices, as is the case with securities held for the accounts of customers in bearer form or registered in "street name", and will be the responsibility of such Participant and not of DTC or the Issuer, subject to any statutory or regulatory requirements as may be in effect from time to time. Payment of principal and interest to DTC is the responsibility of the Issuer, disbursement of such payments to Direct Participants is the responsibility of DTC, and disbursement of such payments to the Beneficial Owners is the responsibility of Direct and Indirect Participants,

Under certain circumstances, including if there is an Event of Default under the Notes, DTC will exchange the DTC Notes for definitive Registered Notes, which it will distribute to its Participants in accordance with their proportionate entitlements and which, if representing



interests in a Rule 144A Global Note, will include the legend as set forth under “*Subscription and Sale and Transfer and Selling Restrictions*”.

Since DTC may only act on behalf of Direct Participants, who in turn act on behalf of Indirect Participants, any Owner desiring to pledge DTC Notes to persons or entities that do not participate in DTC, or otherwise take actions with respect to such DTC Notes, will be required to withdraw its Registered Notes from DTC as described below.

DTC’s address is Depository Trust Company, 55 Water Street, 15L, New York, NY 10041-0099, United States of America.

#### *Euroclear and Clearstream, Luxembourg*

Euroclear and Clearstream, Luxembourg each holds securities for its customers and facilitates the clearance and settlement of securities transactions by electronic book-entry transfer between their respective account holders. Euroclear and Clearstream, Luxembourg provide various services including safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream, Luxembourg also deal with domestic securities markets in several countries through established depository and custodial relationships. Euroclear and Clearstream, Luxembourg have established an electronic bridge between their two systems across which their respective participants may settle trades with each other.

Euroclear and Clearstream, Luxembourg customers are world-wide financial institutions, including underwriters, securities brokers and dealers, banks, trust companies and clearing corporations. Indirect access to Euroclear and Clearstream, Luxembourg is available to other institutions that clear through or maintain a custodial relationship with an account holder of either system.

Euroclear’s address is Euroclear Bank S.A./N.V., 1 Boulevard du Roi Albert II, 1210 Brussels, Belgium, and Clearstream, Luxembourg’s address is Clearstream Banking, *société anonyme*, 42, avenue John F. Kennedy, L-1855 Luxembourg.

#### **Book-entry Ownership of and Payments in respect of DTC Notes**

The Issuer may apply to DTC in order to have any Tranche of Notes represented by a Registered Global Note accepted in its book-entry settlement system. Upon the issue of any such Registered Global Note, DTC or its custodian will credit, on its internal book-entry system, the respective nominal amounts of the individual beneficial interests represented by such Registered Global Note to the accounts of persons who have accounts with DTC. Such accounts initially will be designated by or on behalf of the relevant Dealer. Ownership of beneficial interests in such a Registered Global Note will be limited to Direct Participants or Indirect Participants, including, in the case of any Regulation S Global Note, the respective depositories of Euroclear and Clearstream, Luxembourg. Ownership of beneficial interests in a Registered Global Note accepted by DTC will be shown on, and the transfer of such ownership will be effected only through, records maintained by DTC or its nominee (with respect to the interests of Direct Participants) and the records of Direct Participants (with respect to interests of Indirect Participants).

Payments in U.S. dollars of principal and interest in respect of a Registered Global Note accepted by DTC will be made to the order of DTC or its nominee as the registered holder of such Note. In the case of any payment in a currency other than U.S. dollars, payment will be made to the Exchange Agent on behalf of DTC or its nominee and the Exchange Agent will (in accordance with instructions received by it) remit all or a portion of such payment for credit directly to the beneficial holders of interests in the Registered Global Note in the

currency in which such payment was made and/or cause all or a portion of such payment to be converted into U.S. dollars and credited to the applicable Participants' account.

The Issuer expects DTC immediately to credit accounts of Direct Participants in accordance with and subject to DTC's customary practice. The Issuer also expects that payments by Participants to beneficial owners of Notes will be governed by standing instructions and customary practices, as is the case with securities held for the accounts of customers, and will be the responsibility of such Participant and not the responsibility of DTC, the Issuing and Principal Paying Agent, the Registrar or the Issuer. Payment of principal, premium, if any, and interest, if any, on Notes to DTC is the responsibility of the Issuer.

### **Transfers of Notes Represented by Registered Global Notes**

Transfers of any interests in Notes represented by a Registered Global Note within DTC, Euroclear and Clearstream, Luxembourg will be effected in accordance with the customary rules and operating procedures of the relevant clearing system. The laws in some States within the United States require that certain persons take physical delivery of securities in definitive form. Consequently, the ability to transfer Notes represented by a Registered Global Note to such persons may depend upon the ability to exchange such Notes for Notes in definitive form. Similarly, because DTC can only act on behalf of Direct Participants in the DTC system who in turn act on behalf of Indirect Participants, the ability of a person having an interest in Notes represented by a Registered Global Note accepted by DTC to pledge such Notes to persons or entities that do not participate in the DTC system or otherwise to take action in respect of such Notes may depend upon the ability to exchange such Notes for Notes in definitive form. The ability of any holder of Notes represented by a Registered Global Note accepted by DTC to resell, pledge or otherwise transfer such Notes may be impaired if the proposed transferee of such Notes is not eligible to hold such Notes through a direct or indirect participant in the DTC system.

Subject to compliance with the transfer restrictions applicable to the Registered Notes described under "*Subscription and Sale and Transfer and Selling Restrictions*", cross-market transfers between DTC, on the one hand, and directly or indirectly through Clearstream, Luxembourg or Euroclear accountholders, on the other, will be effected by the relevant clearing system in accordance with its rules and through action taken by the Registrar, the Fiscal Agent and any custodian ("**Custodian**") with whom the relevant Registered Global Notes have been deposited.

On the Issue Date for any Series, transfers of Notes of such Series to accountholders in Clearstream, Luxembourg and Euroclear and transfers of Notes of such Series between participants in DTC will generally have a settlement date three business days after the trade date (T+3). Following the implementation of the T+2 settlement cycle by Clearstream, Luxembourg and Euroclear in accordance with Regulation (EU) No 909/2014, transfers of Notes of such Series after the Issue Date between accountholders in Clearstream, Luxembourg and Euroclear will have a settlement date two business days after the trade date (T+2). The customary arrangements for delivery versus payment will apply to all such transfers.

Cross-market transfers between accountholders in Clearstream, Luxembourg or Euroclear and DTC participants will need to have an agreed settlement date between the parties to such transfer. Because there is no direct link between DTC, on the one hand, and Clearstream, Luxembourg and Euroclear, on the other, transfers of interests in the relevant Registered Global Notes will be effected through the Registrar, the Fiscal Agent and the Custodian receiving instructions (and, where appropriate, certification) from the transferor and

arranging for delivery of the interests being transferred to the credit of the designated account for the transferee. In the case of cross-market transfers, settlement between Euroclear or Clearstream, Luxembourg accountholders and DTC participants cannot be made on a delivery versus payment basis. The securities will be delivered on a free delivery basis and arrangements for payment must be made separately.

DTC, Clearstream, Luxembourg and Euroclear have each published rules and operating procedures designed to facilitate transfers of beneficial interests in Registered Global Notes among participants and accountholders of DTC, Clearstream, Luxembourg and Euroclear. However, they are under no obligation to perform or continue to perform such procedures, and such procedures may be discontinued or changed at any time. None of the Issuer, the Agents or any Dealer will be responsible for any performance by DTC, Clearstream, Luxembourg or Euroclear or their respective direct or indirect participants or accountholders of their respective obligations under the rules and procedures governing their operations and none of them will have any liability for any aspect of the records relating to or payments made on account of beneficial interests in the Notes represented by Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial interests.

## TAXATION

### UK Taxation

The comments below are of a general nature based on current United Kingdom (“UK”) tax law as applied in England and published practice of HM Revenue & Customs (“HMRC”), the UK tax authorities. Such law may be repealed, revoked or modified and such practice may not bind HMRC and/or may change (in each case, possibly with retrospective effect), resulting in UK tax consequences different from those discussed below. The comments below only discuss the withholding of UK income tax from interest on Notes, certain UK information reporting requirements and certain UK stamp duty and stamp duty reserve tax (“SDRT”) consequences of issuing and transferring Notes, and they are not exhaustive. The comments do not deal with other UK tax aspects of acquiring, holding or disposing of Notes. The comments relate only to the position of persons who are the absolute beneficial owners of their Notes, Receipts and Coupons and may not apply to certain classes of persons such as dealers. **Prospective holders of Notes who are in any doubt as to their own tax position or who may be subject to tax in a jurisdiction other than the United Kingdom should consult their professional advisers.**

The references to “interest” in this discussion mean “interest” as understood for UK withholding tax purposes under UK tax law. The comments below do not take account of any different definitions which may prevail under any other law or which may be created by the terms and conditions of the Notes or any related documentation.

Any redemption premium may be “interest” for UK tax purposes, although the position will depend on the particular terms and conditions of the Notes. If such amounts are not interest they should not be subject to withholding or deduction for or on account of UK income tax. For Notes issued at a discount, the difference between the face value and the issue price will not generally be regarded as “interest” for these purposes.

#### *UK Withholding Tax*

Payments of interest on the Notes may be made without withholding or deduction for or on account of UK income tax if the interest does not have a UK source.

Payments of interest may also be made without withholding or deduction for or on account of UK income tax if the Notes are and continue to be listed on a “recognised stock exchange”, as defined in section 1005 of the UK Income Tax Act 2007. The London Stock Exchange is such a recognised stock exchange, and the Notes will be treated as “listed” on the London Stock Exchange while they are admitted to the Official List by the UK Listing Authority and admitted to trading on the London Stock Exchange’s Regulated Market. Provided that the Notes remain so listed, payments of interest on the Notes will be payable without withholding or deduction for or on account of UK income tax even if the interest has a UK source.

In other cases, payments of interest on the Notes (if the interest has a UK source) will fall to be paid under deduction of UK income tax at the basic rate (currently 20%) subject to such relief as may be available under the provisions of any applicable double taxation treaty or to any other exemption that may apply. However, this withholding will not apply under current UK tax law if the relevant interest is paid on Notes with a maturity of less than one year and which are not issued under arrangements the effect of which is to render such Notes part of a borrowing with a total term of a year or more.

Where interest has been paid under deduction of UK income tax, Noteholders who are not resident in the United Kingdom may be able to recover all or part of the tax deducted if there is an appropriate provision in any applicable double taxation treaty.

### *Provision of Information*

Noteholders should note that information relating to the Notes may be required to be provided to HMRC in certain circumstances pursuant to certain domestic and international reporting and transparency regimes. This may include (but is not limited to) information relating to the value of the Notes, amounts paid or credited with respect to the Notes, details of the holders or beneficial owners of the Notes (or the persons for whom the Notes are held), details of the persons who exercise control over entities that are, or are treated as, holders of the Notes, details of the persons to whom payments derived from the Notes are or may be paid and information and documents in connection with transactions relating to the Notes. Information may be required to be provided by, amongst others, the Issuer, the holders of the Notes, persons by or through whom payments derived from the Notes are made or credited or who receive such payments (or who would be entitled to receive such payments if they were made), persons who effect or are a party to transactions relating to the Notes on behalf of others and certain registrars or administrators. Accordingly, in order to enable these requirements to be met, holders of the Notes may be required to provide information to the Issuer or to other persons. In certain circumstances, the information obtained by HMRC may be exchanged with tax authorities in other countries.

### *Stamp Duty and SDRT*

No stamp duty or SDRT will be payable in the United Kingdom in connection with (i) the issue and delivery into DTC, Euroclear or Clearstream, Luxembourg of Registered Notes or Bearer Notes that constitute loan capital for UK stamp duty purposes, or (ii) an electronic book-entry transfer of Notes in accordance with the rules and procedures of DTC, Euroclear or Clearstream, Luxembourg.

## **France Taxation**

*The descriptions below are intended as a basic summary of certain withholding tax consequences that may be relevant to holders of Notes who do not concurrently hold shares of the Issuer. Persons who are in any doubt as to their tax position should consult a professional tax adviser.*

The Savings Directive implemented pursuant to Article 242 *ter* of the French General Tax Code and Articles 49-I-*ter* to 49-I-*sexies* of Schedule III of the French General Tax Code imposes an obligation on paying agents to report to the French tax authorities certain information with respect to interest payments made to beneficial owners domiciled in another Member State, including, among other things, the identity and address of the beneficial owner and a detailed list of the different categories of interest paid to that beneficial owner.

*Notes issued by the Issuer other than those which are to be assimilated (assimilées) with Notes issued before March 1, 2010*

Pursuant to Article 125 A III of the French General Tax Code, payments of interest and other revenues made by the Issuer on such Notes are not subject to withholding tax unless such payments are made outside France in a non-cooperative State or territory within the meaning of Article 238-0 A of the French General Tax Code (a “**Non-Cooperative State**”), in which case a 75% withholding tax is applicable subject to exceptions, certain of which are set forth below, and to the more favourable provisions of any applicable double tax treaty. The 75% withholding tax is applicable irrespective of the tax residence of the Noteholder. The list of Non-Cooperative States is published by a ministerial executive order, which is updated on a yearly basis.

Furthermore, according to Article 238 A of the French General Tax Code, interest and other revenues will not be deductible from the Issuer's taxable income, if they are paid or accrued to persons domiciled or established in a Non-Cooperative State or paid to a bank account opened in a financial institution located in such a Non-Cooperative State. Under certain conditions, any such non-deductible interest or other revenues may be recharacterised as constructive dividends pursuant to Articles 109 *et seq.* of the French General Tax Code, in which case such non-deductible interest and other revenues may be subject to the withholding tax set out under Article 119 *bis* 2 of the same Code, at a rate of 30% or 75%, subject to the more favourable provisions of any applicable double tax treaty.

Notwithstanding the foregoing, neither the 75% withholding tax provided by Article 125 A III of the French General Tax Code, the non-deductibility of the interest and other revenues nor the withholding tax set out under Article 119 *bis* 2 of the same Code that may be levied as a result of such non-deductibility, to the extent the relevant interest or revenues relate to genuine transactions and is not in an abnormal or exaggerated amount, will apply in respect of a particular issue of Notes provided that the Issuer can prove that the main purpose and effect of such issue of Notes is not that of allowing the payments of interest or other revenues to be made in a Non-Cooperative State (the “**Exception**”).

In addition, under French tax administrative guidelines (BOI-INT-DG-20-50-20140211) dated February 11, 2014, an issue of Notes benefits from the Exception without the Issuer having to provide any evidence supporting the main purpose and effect of such issue of Notes, if such Notes are:

- (i) offered by means of a public offer within the meaning of Article L. 411-1 of the French Monetary and Financial Code or pursuant to an equivalent offer in a State other than a Non-Cooperative State. For this purpose, an “equivalent offer” means any offer requiring the registration or submission of an offer document by or with a foreign securities market authority; or
- (ii) admitted to trading on a regulated market or on a French or foreign multilateral securities trading system provided that such market or system is not located in a Non-Cooperative State, and the operation of such market is carried out by a market operator or an investment services provider, or by such other similar foreign entity, provided further that such market operator, investment services provider or entity is not located in a Non-Cooperative State; or
- (iii) admitted, at the time of their issue, to the operations of a central depository or of a securities clearing and delivery and payments systems operator within the meaning of Article L.561-2 of the French Monetary and Financial Code, or of one or more similar foreign depositories or operators provided that such depositories or operators are not located in a Non-Cooperative State.

*Notes which are consolidated (assimilables for the purpose of French law) with Notes issued before March 1, 2010*

Payments of interest and other revenues with respect to Notes which are consolidated (*assimilables* for the purpose of French law) and form a single series with Notes issued (or deemed issued) outside France as provided under Article 131 *quater* of the French General Tax Code, before March 1, 2010, provided that their term has not been prorogated, will continue to be exempt from the withholding tax set out under Article 125 A III of the French General Tax Code.

Notes issued before 1 March 2010 and whose term has not been prorogated, whether denominated in Euro or in any other currency, and constituting obligations under French law,

or titres de *créances négociables* within the meaning of the French tax administrative guidelines (BOI-RPPM-RCM-30-10-30-20140211), dated February 11, 2014, or other debt securities issued under French or foreign law and considered by the French tax authorities as falling into similar categories, are deemed to be issued outside the Republic of France for the purpose of Article 131 *quater* of the French General Tax Code, in accordance with the aforementioned administrative guidelines.

In addition, interest and other revenues paid by the Issuer on Notes issued on or after March 1, 2010 and which are to be consolidated (*assimilables* for the purpose of French law) and form a single series with Notes issued before March 1, 2010 will not be subject to the withholding tax set out in Article 119 *bis* 2 of the French General Tax Code solely on account of their being paid on a bank account opened in a financial institution located in a Non-Cooperative State or accrued or paid to persons established or domiciled in a Non-Cooperative State.

#### *Withholding tax applicable to French tax resident individuals*

Pursuant to Article 125A of the French General Tax Code (i.e. where the paying agent (*établissement payeur*) is located in France), subject to certain exceptions, interest received by French tax resident individuals is subject to a 24% levy withheld at source, which is deductible from their personal income tax liability in respect of the year in which the payment has been made. Social contributions (CSG, CRDS and other related contributions) are also levied by way of withholding tax at an aggregate rate of 15.5% on interest paid to French tax resident individuals. Holders of Notes who are French tax resident individuals are urged to consult with their usual tax advisor on the way the 24% levy and the 15.5% social security contributions are collected, where the paying agent is not located in France.

#### **US Taxation**

US persons considering the purchase of Notes should consult their own tax advisers concerning the application of US federal income tax laws to their particular situations as well as any consequences of the purchase, ownership and disposition of Notes arising under the laws of any other taxing jurisdiction.

## SUBSCRIPTION AND SALE AND TRANSFER AND SELLING RESTRICTIONS

The Dealers have, in a programme agreement (the “**Programme Agreement**”) dated October 13, 2006, amended as of December 14, 2007, and amended and restated as of December 12, 2008, as of July 20, 2011, as of July 17, 2013 and as of July 17, 2015, agreed with the Issuer a basis upon which they or any of them may from time to time agree to purchase Notes. Any such agreement will extend to those matters stated under “*Form of Final Terms*”, “*Form of Pricing Supplement in relation to Exempt Notes*” and “*Terms and Conditions of the Notes*”. In the Programme Agreement, the Issuer has agreed to reimburse the Dealers for certain of their expenses in connection with the establishment and any future update of the Programme and the issue of Notes under the Programme and to indemnify the Dealers against certain liabilities incurred by them in connection therewith.

In order to facilitate the offering of any Tranche of the Notes, certain persons participating in the offering of the Tranche may engage in transactions that stabilise, maintain or otherwise affect the market price of the relevant Notes during and after the offering of the Tranche. Specifically such persons may over-allot or create a short position in the Notes for their own account by selling more Notes than have been sold to them by the Issuer. Such persons may also elect to cover any such short position by purchasing Notes in the open market. In addition, such persons may stabilise or maintain the price of the Notes by bidding for or purchasing Notes in the open market and may impose penalty bids, under which selling concessions allowed to syndicate members or other broker-dealers participating in the offering of the Notes are reclaimed if Notes previously distributed in the offering are repurchased in connection with stabilisation transactions or otherwise. The effect of these transactions may be to stabilise or maintain the market price of the Notes at a level above that which might otherwise prevail in the open market. The imposition of a penalty bid may also affect the price of the Notes to the extent that it discourages resales thereof. No representation is made as to the magnitude or effect of any such stabilising or other transactions. Such transactions, if commenced, may be discontinued at any time. Under UK laws and regulations stabilising activities may only be carried on by the relevant Stabilising Manager(s) (or person(s) acting on behalf of any Stabilising Manager(s)) in accordance with all applicable laws and rules and such activities must end no later than the earlier of 30 days after the Issue Date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes.

### **Transfer Restrictions**

***As a result of the following restrictions, purchasers of Notes in the United States are advised to consult legal counsel prior to making any purchase, offer, sale, resale or other transfer of such Notes.***

Each purchaser of Registered Notes offered hereby or person wishing to transfer an interest from one Registered Global Note to another or from global to definitive form or *vice versa*, will be required (and in any event will be deemed) to acknowledge, represent and agree as follows (terms used in this paragraph that are defined in Rule 144A or in Regulation S are used herein as defined therein):

- (i) that either: (a) it is a QIB, purchasing (or holding) the Notes for its own account or for the account of one or more QIBs and it is aware that any sale to it is being made in reliance on Rule 144A or (b) it is an Institutional Accredited Investor which has delivered an IAI Investment Letter or (c) it is outside the United States and is not a U.S. person;



- (ii) that the Notes are being offered and sold in a transaction not involving a public offering in the United States within the meaning of the Securities Act, and that the Notes have not been and will not be registered under the Securities Act or any other applicable U.S. State securities laws and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except as set forth below;
- (iii) that, unless it holds an interest in a Regulation S Global Note and both is a person located outside the United States and is not a U.S. person, if in the future it decides to resell, pledge or otherwise transfer the Notes or any beneficial interests in the Notes, it will not do so within the later of (i) one year after the date of original issuance of the Notes and (ii) three months after it ceases to be an “affiliate” (as defined in Rule 144 under the Securities Act) of the Issuer (or such later date as may be required by applicable laws), unless such resale or transfer is made (a) to the Issuer or any affiliate thereof, (b) inside the United States to a person whom the seller reasonably believes is a QIB purchasing for its own account or for the account of a QIB in a transaction meeting the requirements of Rule 144A, (c) outside the United States in compliance with Rule 903 or Rule 904 as applicable under the Securities Act, (d) pursuant to the exemption from registration provided by Rule 144 under the Securities Act (if available), or (e) pursuant to an effective registration statement under the Securities Act, in each case in accordance with all applicable U.S. State securities laws;
- (iv) that it will, and will require each subsequent holder to, notify any purchaser of the Notes from it of the resale restrictions referred to in paragraph (iii) above, if then applicable;
- (v) that Notes initially offered in the United States to QIBs will be represented by one or more Rule 144A Global Notes, that Notes offered to Institutional Accredited Investors will be in the form of Definitive IAI Registered Notes and that Notes offered outside the United States in reliance on Regulation S will be represented by one or more Regulation S Global Notes;
- (vi) that the Notes, other than the Regulation S Global Notes, will bear a legend to the following effect unless otherwise agreed to by the Issuer:

“THIS SECURITY HAS NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR ANY OTHER APPLICABLE U.S. STATE SECURITIES LAWS AND, ACCORDINGLY, MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES OR TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS EXCEPT AS SET FORTH IN THE FOLLOWING SENTENCE. BY ITS ACQUISITION HEREOF, THE HOLDER (A) REPRESENTS THAT (1) IT IS A “QUALIFIED INSTITUTIONAL BUYER” (AS DEFINED IN RULE 144A UNDER THE SECURITIES ACT) PURCHASING THE SECURITIES FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF ONE OR MORE QUALIFIED INSTITUTIONAL BUYERS OR (2) IT IS AN INSTITUTIONAL “ACCREDITED INVESTOR” (AS DEFINED IN RULE 501(A)(1), (2), (3) OR (7) UNDER THE SECURITIES ACT) (AN “INSTITUTIONAL ACCREDITED INVESTOR”) 11; (B) AGREES THAT IT WILL NOT RESELL OR OTHERWISE TRANSFER THE SECURITIES EXCEPT IN ACCORDANCE WITH THE AGENCY AGREEMENT REFERRED TO HEREIN AND WILL NOT RESELL OR OTHERWISE TRANSFER THE SECURITIES PRIOR TO THE DATE WHICH IS ONE YEAR AFTER THE LATER OF THE DATE OF ORIGINAL ISSUANCE OF THIS SECURITY AND THREE MONTHS AFTER THE HOLDER HEREOF CEASES

TO BE AN “AFFILIATE” (AS DEFINED IN RULE 144 UNDER THE SECURITIES ACT) OF THE ISSUER (OR SUCH LATER DATE AS MAY BE REQUIRED BY APPLICABLE LAWS), UNLESS SUCH OFFER OR TRANSFER IS MADE (1) TO THE ISSUER OR ANY AFFILIATE THEREOF, (2) INSIDE THE UNITED STATES TO A PERSON WHOM THE SELLER REASONABLY BELIEVES IS A QUALIFIED INSTITUTIONAL BUYER WITHIN THE MEANING OF RULE 144A UNDER THE SECURITIES ACT PURCHASING FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF A QUALIFIED INSTITUTIONAL BUYER IN A TRANSACTION MEETING THE REQUIREMENTS OF RULE 144A, (3) OUTSIDE THE UNITED STATES IN COMPLIANCE WITH RULE 903 OR RULE 904 AS APPLICABLE UNDER THE SECURITIES ACT, (4) PURSUANT TO THE EXEMPTION FROM REGISTRATION PROVIDED BY RULE 144 UNDER THE SECURITIES ACT (IF AVAILABLE) OR (5) PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT, IN EACH CASE IN ACCORDANCE WITH ALL APPLICABLE SECURITIES LAWS OF THE STATES OF THE UNITED STATES AND ANY OTHER JURISDICTION; AND (C) IT AGREES THAT IT WILL DELIVER TO EACH PERSON TO WHOM THIS SECURITY IS TRANSFERRED A NOTICE SUBSTANTIALLY TO THE EFFECT OF THIS LEGEND.

THIS SECURITY AND RELATED DOCUMENTATION (INCLUDING, WITHOUT LIMITATION, THE AGENCY AGREEMENT REFERRED TO HEREIN) MAY BE AMENDED OR SUPPLEMENTED FROM TIME TO TIME, WITHOUT THE CONSENT OF, BUT UPON NOTICE TO, THE HOLDERS OF SUCH SECURITIES SENT TO THEIR REGISTERED ADDRESSES, TO MODIFY THE RESTRICTIONS ON AND PROCEDURES FOR REALES AND OTHER TRANSFERS OF THIS SECURITY TO REFLECT ANY CHANGE IN APPLICABLE LAW OR REGULATION (OR THE INTERPRETATION THEREOF) OR IN PRACTICES RELATING TO REALES OR OTHER TRANSFERS OF RESTRICTED SECURITIES GENERALLY. THE HOLDER OF THIS SECURITY SHALL BE DEEMED, BY ITS ACCEPTANCE OR PURCHASE HEREOF, TO HAVE AGREED TO ANY SUCH AMENDMENT OR SUPPLEMENT (EACH OF WHICH SHALL BE CONCLUSIVE AND BINDING ON THE HOLDER HEREOF AND ALL FUTURE HOLDERS OF THIS SECURITY AND ANY SECURITIES ISSUED IN EXCHANGE OR SUBSTITUTION THEREFOR, WHETHER OR NOT ANY NOTATION THEREOF IS MADE HEREON).”;

- (vii) if it is outside the United States and is not a U.S. person, that if it should resell or otherwise transfer the Notes prior to the expiration of the distribution compliance period (defined as 40 days after the later of the commencement of the offering and the completion of the distribution (for the purposes of Regulation S) of all of the Notes of the Tranche of which the Notes form a part), it will do so only (a)(i) outside the United States in compliance with Rule 903 or 904 as applicable under the Securities Act or (ii) to a QIB in compliance with Rule 144A and (b) in accordance with all applicable U.S. State securities laws; and it acknowledges that the Regulation S Global Notes will bear a legend to the following effect unless otherwise agreed to by the Issuer:

“THIS SECURITY HAS NOT BEEN AND WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES

ACT”), OR ANY OTHER APPLICABLE U.S. STATE SECURITIES LAWS AND, ACCORDINGLY, MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES OR TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS EXCEPT IN ACCORDANCE WITH THE AGENCY AGREEMENT AND PURSUANT TO AN EXEMPTION FROM REGISTRATION UNDER THE SECURITIES ACT OR PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT. THIS LEGEND SHALL CEASE TO APPLY UPON THE EXPIRY OF THE PERIOD OF 40 DAYS AFTER THE COMPLETION OF THE DISTRIBUTION (FOR THE PURPOSES OF REGULATION S) OF ALL THE NOTES OF THE TRANCHE OF WHICH THIS NOTE FORMS PART.”;

- (viii) that the Issuer and others will rely upon the truth and accuracy of the foregoing acknowledgements, representations and agreements and agrees that if any of such acknowledgements, representations or agreements made by it are no longer accurate, it shall promptly notify the Issuer; and if it is acquiring any Notes as a fiduciary or agent for one or more accounts it represents that it has sole investment discretion with respect to each such account and that it has full power to make the foregoing acknowledgements, representations and agreements on behalf of each such account; and
- (ix) that the foregoing restrictions apply to holders of beneficial interests in the Notes as well as to registered holders of the Notes.

Institutional Accredited Investors who purchase Registered Notes in definitive form offered and sold in the United States are required to execute and deliver to the Registrar an IAI Investment Letter. Upon execution and delivery of an IAI Investment Letter by an Institutional Accredited Investor, Notes will be issued in definitive registered form, see *“Terms and Conditions of the Notes”*.

The IAI Investment Letter will state, among other things, the following:

- (i) that the Institutional Accredited Investor has received a copy of the Base Prospectus and such other information as it deems necessary in order to make its investment decision;
- (ii) that the Institutional Accredited Investor understands that any subsequent transfer of the Notes is subject to certain restrictions and conditions set forth in the Base Prospectus and the Notes (including those set out above) and that it agrees to be bound by, and not to resell, pledge or otherwise transfer the Notes except in compliance with, such restrictions and conditions and the Securities Act;
- (iii) that, in the normal course of its business, the Institutional Accredited Investor invests in or purchases securities similar to the Notes;
- (iv) that the Institutional Accredited Investor is an institutional “accredited investor” within the meaning of Rule 501(a)(1), (2), (3) or (7) of Regulation D under the Securities Act and has such knowledge and experience in financial and business matters as to be capable of evaluating the merits and risks of its investment in the Notes, and it and any accounts for which it is acting are each able to bear the economic risk of its or any such accounts’ investment for an indefinite period of time;
- (v) that the Institutional Accredited Investor is acquiring the Notes purchased by it for its own account or for one or more accounts (each of which is an Institutional Accredited Investor) as to each of which it exercises sole investment discretion and not with a

view to any distribution of the Notes, subject, nevertheless, to the understanding that the disposition of its property shall at all times be and remain within its control; and

- (vi) that it is acquiring for (unless it is a bank fiduciary acting on behalf of others) its own account, and if it is a non-bank fiduciary acting on behalf of others it is acquiring for each other account for which it is purchasing Notes, Notes having a minimum purchase price of at least U.S.\$500,000 (or the approximate equivalent in another Specified Currency).

No sale of Legended Notes in the United States to any one purchaser will be for less than U.S.\$250,000 (or its foreign currency equivalent) principal amount or, in the case of sales to Institutional Accredited Investors, U.S.\$500,000 (or its foreign currency equivalent) principal amount and no Legended Note will be issued in connection with such a sale in a smaller principal amount. If the purchaser is a non-bank fiduciary acting on behalf of others, each person for whom it is acting must purchase at least U.S.\$250,000 (or its foreign currency equivalent) or, in the case of sales to Institutional Accredited Investors, U.S.\$500,000 (or its foreign currency equivalent) principal amount of Registered Notes.

## **Selling Restrictions**

### *United States*

The Notes have not been and will not be registered under the Securities Act, or any state securities laws, and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons, as defined in Regulation S, unless the Notes are registered under the Securities Act or except pursuant to an exemption from, or in a transactions not subject to, the registration requirements of the Securities Act and in compliance with any applicable state securities laws.

The Notes in bearer form are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to a United States person, except in certain transactions permitted by U.S. tax regulations. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code of 1986 and regulations thereunder.

In connection with any Notes which are offered or sold outside the United States in reliance on an exemption from the registration requirements of the Securities Act provided under Regulation S ("Regulation S Notes"), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it will not offer, sell or deliver such Regulation S Notes (i) as part of their distribution at any time or (ii) otherwise until 40 days after the completion of the distribution of all Notes of the Tranche of which such Notes are a part, as determined and certified by the relevant Dealer or, in the case of an issue of Notes on a syndicated basis, the relevant lead manager, of all Notes of the Tranche of which such Regulation S Notes are a part, within the United States or to, or for the account or benefit of, U.S. persons, as defined in Regulation S. Each Dealer has further agreed, and each further Dealer appointed under the Programme will be required to agree, that it will send to each dealer to which it sells any Regulation S Notes during the distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Regulation S Notes within the United States or to, or for the account or benefit of, U.S. persons, as defined in Regulation S.

In addition, until 40 days after the commencement of the offering of any Tranche of Notes, an offer or sale of such Notes of such Tranche within the United States, or to or for the account of a U.S. person, as defined in Regulation S, by any dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act if

such offer or sale is made otherwise than in accordance with an available exemption from registration under the Securities Act.

In connection with any Notes which are offered or sold within the United States pursuant to a private placement, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (i) offers, sales, resales and other transfers of Notes made in the United States made or approved by a Dealer (including offers, resales or other transfers made or approved by a Dealer in connection with secondary trading) shall be made with respect to Registered Notes only and shall be effected pursuant to an exemption from the registration requirements of the Securities Act;
- (ii) offers, sales, resales and other transfers of Notes made in the United States will be made only in private transactions to (1) a limited number of Institutional Accredited Investors that have executed and delivered to a Dealer an IAI Investment Letter, or (2) institutional investors that are reasonably believed to qualify as QIBs in compliance with Rule 144A;

the Notes will be offered in the United States only by approaching prospective purchasers on an individual basis and not in any manner involving a public offering within the meaning of Section 4(2) of the Securities Act. No general solicitation or general advertising within the meaning of Rule 502(c) under the Securities Act will be used in connection with the offering of the Notes in the United States; and

This Base Prospectus has been prepared by the Issuer for use in connection with the offer and sale of Notes outside the United States to non-U.S. persons in reliance on Regulation S and the offer and sale of Notes in the United States to persons reasonably believed to be QIBs in reliance upon the exemption from the registration requirements of the Securities Act provided by Rule 144A or certain Institutional Accredited Investors in reliance upon an exemption from the registration requirements of the Securities Act. The Issuer and the Dealers reserve the right to reject any offer to purchase, in whole or in part, for any reason, or to sell less than the number of Notes which may be offered pursuant to Rule 144A or to Institutional Accredited Investors. This Base Prospectus does not constitute an offer to any person in the United States or to any U.S. person other than any QIB or Institutional Accredited Investor to whom an offer has been made directly by one of the Dealers or an affiliate of one of the Dealers. Distribution of this Base Prospectus by any non-U.S. person outside the United States or by any QIB or Institutional Accredited Investor in the United States to any U.S. person or to any other person within the United States other than any QIB or Institutional Accredited Investor and those persons, if any, retained to advise such non-U.S. person or QIB or Institutional Accredited Investor with respect thereto, is unauthorised and any disclosure without the prior written consent of the Issuer of any of its contents to any such U.S. person or other person within the United States other than any QIB or Institutional Accredited Investor and those persons, if any, retained to advise such non-U.S. person or QIB or Institutional Accredited Investors, is prohibited.

Each issue of Inflation Linked Notes shall be subject to such additional U.S. selling restrictions as the Issuer and the relevant Dealer may agree as a term of the issue and purchase of such Notes, which additional selling restrictions shall be set out in the applicable Final Terms (or, in the case of Exempt Notes, the Pricing Supplement). Each relevant Dealer has agreed and each further Dealer appointed under the programme will be required to agree that it will offer, sell or deliver such Notes only in compliance with such additional U.S. selling restrictions.

### *European Economic Area*

In relation to each Member State of the European Economic Area which has implemented the Prospectus Directive (each, a “**Relevant Member State**”), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that with effect from and including the date on which the Prospectus Directive is implemented in that Relevant Member State (the “**Relevant Implementation Date**”) it has not made and will not make an offer of Notes which are the subject of the offering contemplated by this Base Prospectus as completed by the final terms in relation thereto to the public in that Relevant Member State (the “**Securities**”) except that it may, with effect from and including the Relevant Implementation Date, make an offer of such Securities to the public in that Relevant Member State:

- a) at any time to any legal entity which is a qualified investor as defined in the Base Prospectus Directive;
- b) at any time to fewer than 150 natural or legal persons (other than qualified investors as defined in the Prospectus Directive) subject to obtaining the prior consent of the relevant Dealer or Dealers nominated by the Issuer for any such offer; or
- c) at any time in any other circumstances falling within Article 3(2) of the Prospectus Directive,

provided that no such offer of Securities referred to in (a) to (c) above shall require the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or supplement a prospectus pursuant to Article 16 of the Prospectus Directive.

For the purposes of this provision, the expression an “offer to the public” in relation to any Securities in any Relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Securities to be offered so as to enable an investor to decide to purchase or subscribe the Securities, as the same may be varied in that Member State by any measure implementing the Prospectus Directive in that Member State and the expression “**Prospectus Directive**” means Directive 2003/71/EC (as amended, including Directive 2010/73/EU), and includes any relevant implementing measure in the Relevant Member State.

The EEA selling restriction is in addition to any other selling restrictions set out below.

### *United Kingdom*

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) in relation to any Notes which have a maturity of less than one year, (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business and (ii) it has not offered or sold and will not offer or sell any Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the Financial Services and Markets Act 2000, including any supplements and amendments thereto (“**FSMA**”) by the Issuer;

- (b) it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer; and
- (c) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

#### *Japan*

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan (Act No. 25 of 1948, as amended) (the “**FIEL**”) and each Dealer has agreed, and each further Dealer appointed under the Programme will be required to agree, that it will not offer or sell any Notes, directly or indirectly, in Japan or to, or for the benefit of, any resident of Japan (which term as used herein means any person resident in Japan, including any corporation or other entity organised under the laws of Japan), or to others for re-offering or resale, directly or indirectly, in Japan or to a resident of Japan, except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the FIEL and any other applicable laws, regulations and ministerial guidelines of Japan.

#### *France*

Each of the Dealers has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) it has not offered or sold and will not offer or sell, directly or indirectly, Notes to the public in France except to (a) providers of investment services relating to portfolio management for the account of third parties (*personnes fournissant le service d’investissement de gestion de portefeuille pour compte de tiers*) and/or (b) qualified investors (*investisseurs qualifiés*) acting for their own account, all as defined in, and in accordance with, Articles L.411-2, D.411-1, D.744-1, D.754-1, and D.764-1 of the French *Code monétaire et financier* (the “Code”) and applicable regulations thereunder, except that qualified investors shall not include individuals.
- (b) it has not distributed or caused to be distributed and will not distribute or cause to be distributed in France, the Base Prospectus or any other offering material relating to the Notes other than to those investors (if any) to whom offers and sales of the Notes in France may be made, as described above.
- (c) Investors should be informed that (A) no prospectus (including any amendment, supplement or replacement thereto) has been prepared in connection with the offering of the Notes that has been approved by the *Autorité des marchés financiers* (“**AMF**”) or by the competent authority of another State that is a contracting party to the Agreement on the European Economic Area and notified to the AMF and that (B) the direct or indirect distribution to the public in France of any Notes acquired by those investors to whom offers and sales of the Notes in France may be made as described above may be made only as provided by Articles L.411-1 to L. 411- 3, L.412-1 and L.621-8 to L.621-8-3 of the Code and applicable regulations thereunder.

If necessary these selling restrictions will be supplemented, amended or deleted in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

### *General*

Each Dealer has agreed and each further Dealer appointed under the Programme will be required to agree that it will comply with all applicable securities laws and regulations in force in any jurisdiction in which it purchases, offers, sells or delivers Notes or possesses or distributes this Base Prospectus and will obtain any consent, approval or permission required by it for the purchase, offer, sale or delivery by it of Notes or distribution of the prospectus under the laws and regulations in force in any jurisdiction to which it is subject or in which it makes such purchases, offers, sales or deliveries and neither the Issuer nor any of the other Dealers shall have any responsibility therefor.

None of the Issuer and the Dealers represents that Notes may at any time lawfully be sold in compliance with any applicable registration or other requirements in any jurisdiction, or pursuant to any exemption available thereunder, or assumes any responsibility for facilitating such sale.

With regard to each Tranche, the relevant Dealer will be required to comply with such other restrictions as the Issuer and the relevant Dealer shall agree.



## GENERAL INFORMATION

### Authorisation

The Programme and the issue of Notes have been duly authorised by resolutions of the Board of Directors of the Issuer dated February 20, 2013 (which included authorisation of the increase of the Programme to EUR15,000,000,000) and February 25, 2016, respectively. Each issue of Notes which constitute *obligations* under French law must be authorised by the Board of Directors. Each issue of Notes which do not constitute *obligations* under French law must be authorised by the decision of a *Directeur Général* of the Issuer.

### Listing of Notes

The admission of Notes to the Official List will be expressed as a percentage of their nominal amount (excluding accrued interest). It is expected that each Tranche of Notes which is to be admitted to the Official List and to trading on the London Stock Exchange's Regulated Market will be admitted separately as and when issued, subject only to the issue of a Global Note or Notes initially representing the Notes of such Tranche. Application has been made to the UK Listing Authority for Notes issued under the Programme to be admitted to the Official List and to the London Stock Exchange for such Notes to be admitted to trading on the London Stock Exchange's Regulated Market. The listing of the Programme in respect of Notes is expected to be granted on or before July 29, 2016.

### Documents Available

For the period of 12 months following the date of this Base Prospectus, copies of the following documents will, when published, be available from the registered office of the Issuer and from the specified office of the Paying Agent for the time being in London:

- the *Statuts* (with a direct and accurate English translation thereof) of the Issuer;
- the audited consolidated financial statements of the Issuer in respect of the financial years ended December 31, 2014 and 2015 together with the audit reports prepared in connection therewith. The Issuer currently prepares audited consolidated and non-consolidated accounts on an annual basis;
- the Agency Agreement;
- a copy of this Base Prospectus including any documents incorporated by reference herein; and
- any future prospectuses, information memoranda and supplements including Final Terms (save that Pricing Supplements will only be available for inspection by a holder of such Note and such holder must produce evidence satisfactory to the relevant Issuer and the Paying Agent as to its holding of Notes and identity) to this Base Prospectus and any other documents incorporated herein or therein by reference.

In addition, copies of this Base Prospectus, each Final Terms relating to listed Notes and each document incorporated by reference herein are available on the website of the London Stock Exchange at <http://www.londonstockexchange.com/exchange/news/market-news/market-news-home.html>.

### Clearing Systems

The Notes in bearer form have been accepted for clearance through Euroclear and Clearstream, Luxembourg. The appropriate Common Code and ISIN for each Tranche of Bearer Notes allocated by Euroclear and Clearstream, Luxembourg will be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

In addition, the Issuer may make an application for any Notes in registered form to be accepted for trading in book-entry form by DTC. The CUSIP and/or CINS numbers for each Tranche of Registered Notes, together with the relevant ISIN and common code, will be specified in the applicable Final Terms (or, in the case of Exempt Notes, the applicable Pricing Supplement).

The address of Euroclear is Euroclear Bank SA/NV, 1 Boulevard du Roi Albert II, B-1210 Brussels and the address of Clearstream, Luxembourg is Clearstream Banking, 42 Avenue JF Kennedy, L-1855 Luxembourg.

### **Conditions for determining price**

The price and amount of Notes to be issued under the Programme will be determined by the Issuer and the relevant Dealer at the time of issue in accordance with prevailing market conditions.

### **Significant or Material Change**

There has been no significant change in the financial or trading position of the Group since December 31, 2015, being the date of its last published consolidated annual financial statements.

There has been no material adverse change in the financial position or prospects of the Issuer since December 31, 2015, being the date of its last published consolidated annual financial statements.

### **Litigation**

Except as set out in “*Risk Factors—Legal Risks—Asbestos-related litigation in France*” on page 17; “*Risk Factors—Legal Risks—Asbestos-related litigation in the United States*” on page 18; and “*Risk Factors—Legal Risks—Other asbestos-related litigation*” on page 19 there are no governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the issuer is aware) during the previous 12 months which may have, or have had in the recent past, significant effects on the Issuer and/or the Group’s financial position or profitability.

### **Third-party Information**

Third-party information referred to in the sections entitled “*Information about the Issuer*” and “*Terms and Conditions of the Notes*” has been accurately reproduced and as far as the Issuer is aware and is able to ascertain from information published by that third party, no facts have been omitted which would render the reproduced information inaccurate or misleading. The source of such third party information is identified where used.

### **Auditors**

PricewaterhouseCoopers Audit of Crystal Park, 63, rue de Villiers, 92208 Neuilly-sur-Seine Cedex, France and KPMG Audit — Department of KPMG S.A. of Tour Egho, 2, avenue Gambetta, CS 60055, 92066 Paris La Défense, France, both of whom are members of the *Compagnie Regionale des Commissionnaires aux Comptes de Versailles*, have audited, and rendered unqualified audit reports on, the accounts of the Issuer for the financial years ended December 31, 2014 and December 31, 2015.

### **Post-issuance information**

The Issuer does not intend to provide any post-issuance information in relation to any issues of Note.

### **Dealers transacting with the Issuer**

Certain of the Dealers and their affiliates have engaged, and may in the future engage, in investment banking and/ or commercial banking transactions with, and may perform services to the Issuer and its affiliates in the ordinary course of business. Certain of the Dealers and their affiliates may have positions, deal or make markets in the Notes issued under the Programme, related derivatives and reference obligations, including (but not limited to) entering into hedging strategies on behalf of the Issuer and its affiliates, investor clients, or as principal in order to manage their exposure, their general market risk, or other trading activities.

In addition, in the ordinary course of their business activities, the Dealers and their affiliates may make or hold a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers. Such investments and securities activities may involve securities and/or instruments of the Issuer or the Issuer's affiliates. Certain of the Dealers or their affiliates that have a lending relationship with the Issuer routinely hedge their credit exposure to the Issuer consistent with their customary risk management policies. Typically, such Dealers and their affiliates would hedge such exposure by entering into transactions which consist of either the purchase of credit default swaps or the creation of short positions in securities, including potentially the Notes issued under the Programme. Any such positions could adversely affect future trading prices of Notes issued under the Programme. The Dealers and their affiliates may also make investment recommendations and/or publish or express independent research views in respect of such securities or financial instruments and may hold, or recommend to clients that they acquire, long and/or short positions in such securities and instruments.

## ISSUER

### Compagnie de Saint-Gobain

Les Miroirs  
18, avenue d'Alsace  
92400 Courbevoie  
France

## ISSUING AND PRINCIPAL PAYING AGENT

### Deutsche Bank AG, London Branch

Winchester House  
1 Great Winchester Street  
London EC2N 2DB  
United Kingdom

## REGISTRAR

### Deutsche Bank Luxembourg S.A.

2, boulevard Konrad Adenauer  
L- 1115 Luxembourg

## PAYING, TRANSFER AND EXCHANGE AGENT

### Deutsche Bank AG, London Branch

Winchester House  
1 Great Winchester Street  
London EC2N 2DB  
United Kingdom

## DEALERS

### Banco Bilbao Vizcaya Argentaria, S.A.

Ciudad BBVA  
Calle Saucedo 28, Edificio Asia  
Madrid 28050  
Spain

### Banco Santander, S.A.

Ciudad Grupo Santander  
Avenida de Cantabria s/n  
28660, Boadilla del Monte  
Madrid  
Spain

### BNP Paribas

10 Harewood Avenue  
London NW1 6AA  
United Kingdom

### Crédit Agricole Corporate and Investment Bank

12 place des Etats-Unis, CS 70052  
925447 Montrouge CEDEX  
France

### Citigroup Global Markets Limited

Citigroup Centre  
Canada Square  
Canary Wharf  
London E14 5LB  
United Kingdom

### Goldman Sachs International

Peterborough Court, 133 Fleet St  
London EC4A 2BB  
United Kingdom

### ING Bank N.V. Belgian Branch

Avenue Marnix, 24 – 1000 Brussels  
Belgium

### J.P. Morgan Securities plc

25 Bank Street  
Canary Wharf  
London, E14 5JP  
United Kingdom

### MUFG Securities EMEA plc

Ropemaker Place  
25 Ropemaker Street  
London EC2Y 9AJ  
United Kingdom

### Nomura International plc

1 Angel Lane  
London EC4R 3AB  
United Kingdom

### Société Générale

29 Boulevard Haussmann  
75009 Paris  
France

### The Royal Bank of Scotland plc

135 Bishopsgate  
London EC2M 3UR  
United Kingdom

## LEGAL ADVISERS

*To the Issuer as to French law*

### Legal Department Compagnie de Saint-Gobain

Les Miroirs  
18, avenue d'Alsace  
92400 Courbevoie  
France

*To the Dealers as to English, U.S. and French law*

### Cleary Gottlieb Steen & Hamilton LLP

City Place House  
55 Basinghall Street  
London EC2V 5EH  
United Kingdom

## ISSUER'S AUDITORS

### PricewaterhouseCoopers Audit

63, rue de Villiers  
92208 Neuilly-Sur-Seine Cedex  
France

### KPMG Audit, department of KPMG SA

Tour Egho  
2, avenue Gambetta  
CS 60055  
92066, Paris La Défense  
France

