



Application of IFRS 11 on Joint Arrangements

Pro-forma Historical Information (Unaudited)

▪ December 10, 2013

Disclaimer

- *In the context of the new accounting standard on joint arrangements (IFRS 11) applicable as at January 1, 2014, Lafarge releases 2013 restated quarterly historical information (“unaudited pro-forma historical information”) that will be used as a comparison base in 2014, from the first quarter 2014 earnings.*
- *The unaudited pro-forma historical information (had the Group applied IFRS 11 for the period from January 1, 2013 to September 30, 2013) is to be read as a complement to the elements disclosed in the note 2.2 to the interim condensed consolidated financial statements as of September 30, 2013. These financial statements were released on November 6, 2013, as part of the Nine Month Financial Report for the period ended September 30, 2013.*
- *More comprehensive information about Lafarge may be obtained on its Internet website (www.lafarge.com), including under “Regulated Information” section.*
- *This document does not constitute an offer to sell, or a solicitation of an offer to buy Lafarge shares.*

Income Statement

€m	2013			
	Q1	Q2	Q3	9 Months
SALES	2,675	3,559	3,700	9,934
EBITDA	342	825	920	2,087
Depreciation	(214)	(214)	(210)	(638)
Current Operating Income	128	611	710	1,449
Other income (expenses)	4	(59)	(17)	(72)
Net financial costs	(243)	(245)	(263)	(751)
Income from associates	(25)	14	14	3
Income taxes	32	(92)	(120)	(180)
Income from discontinued operations	9	12	26	47
Non-controlling interests	(22)	(40)	(46)	(108)
Net income Group Share ⁽¹⁾	(117)	201	304	388

Statement of Financial position

€m	January 1, 2013	March 31, 2013	June 30, 2013	September 30, 2013	€m	January 1, 2013	March 31, 2013	June 30, 2013	September 30, 2013
Capital Employed	27,717	29,618	28,554	27,825	Equity	17,534	17,573	16,636	16,447
<i>Out of which:</i>					<i>Out of which:</i>				
<i>Goodwill</i>	11,953	12,015	11,642	11,184	<i>Equity attributable to the owners of the parent company</i>	15,666	15,758	14,861	14,639
<i>Property, plant and equipment</i>	13,441	13,384	12,872	12,273	<i>Non-Controlling interests</i>	1,868	1,815	1,775	1,808
<i>Intangible assets</i>	426	416	401	363					
<i>Investments in joint ventures and associates</i>	1,550	3,072	2,915	3,110					
<i>Working capital</i>	347	731	724	895					
Financial assets	727	710	741	734	Net debt	10,710	11,204	11,243	10,357
Net assets held for sale	1,895	417	411	-	Provisions	2,095	1,968	1,827	1,755
TOTAL	30,339	30,745	29,706	28,559	TOTAL	30,339	30,745	29,706	28,559

Cash Flow

€m	2013			9 Months
	Q1	Q2	Q3	
Cash flow from operations	31	388	577	996
Change in working capital	(248)	(170)	(44)	(462)
Sustaining capex	(48)	(67)	(83)	(198)
Free cash flow	(265)	151	450	336
Development investments ⁽¹⁾	(225)	(146)	(141)	(512)
Divestments ⁽²⁾	115	47	867	1,029
Cash flow after investments	(375)	52	1,176	853
Dividends	(72)	(58)	(331)	(461)
Equity issuance (repurchase)	-	2	1	3
Currency fluctuation impacts and other effects	(47)	(35)	40	(42)
Net debt reduction (increase)	(494)	(39)	886	353
Net debt at the beginning of period	10,710	11,204	11,243	10,710
Net debt at period end	11,204	11,243	10,357	10,357



- (1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
 (2) Including net debt disposed of, and the disposals of ownership interests with no loss of control.

Group Sales, EBITDA and COI by Region

Group Sales 2013

	Q1	Q2	Q3	9 Months
North America	435	794	1,088	2,317
Western Europe	479	622	571	1,672
Central and Eastern Europe	148	340	399	887
Middle East and Africa	838	962	917	2,717
Latin America	218	238	221	677
Asia	557	603	504	1,664
TOTAL	2,675	3,559	3,700	9,934

Group EBITDA 2013

	Q1	Q2	Q3	9 Months	Q1	Q2	Q3	9 Months
North America	(13)	139	286	412	(51)	99	248	296
Western Europe	7	112	76	195	(38)	68	32	62
Central and Eastern Europe	(35)	80	106	151	(56)	57	84	85
Middle East and Africa	217	270	278	765	148	203	211	562
Latin America	51	71	63	185	41	60	54	155
Asia	115	153	111	379	84	124	81	289
TOTAL	342	825	920	2,087	128	611	710	1,449

Group COI 2013

Volumes, Sales and EBITDA by Product Line

Volumes	2013			9 Months
	Q1	Q2	Q3	
Cement volumes (MT)	23.9	30.6	31.2	85.7
Pure aggregates volumes (MT)	26.4	44.3	52.5	123.2
Ready-mix concrete (Mm3)	5.8	7.2	7.2	20.2
Sales before eliminations				
Cement	1,986	2,531	2,532	7,049
Aggregates & Concrete	805	1,182	1,344	3,331
Holding and other	13	13	11	37
Eliminations	(129)	(167)	(187)	(483)
Sales after elimination	2,675	3 559	3,700	9,934
Cement	1,862	2,365	2,348	6,575
Aggregates & Concrete	802	1,179	1,340	3,321
Holding and other	11	15	12	38
EBITDA	342	825	920	2,087
Cement	369	705	748	1,822
Aggregates & Concrete	(23)	125	189	291
Holding and other	(4)	(5)	(17)	(26)

Appendix - Other Income (Expenses)

€m	2013			9 Months
	Q1	Q2	Q3	
Net gains (losses) on disposals	45	1	45	91
Impairment of assets	(12)	(10)	(28)	(50)
Restructuring	(17)	(40)	(23)	(80)
Others	(12)	(10)	(11)	(33)
Total	4	(59)	(17)	(72)

Appendix - Finance Costs

€m	2013			9 Months
	Q1	Q2	Q3	
Financial charges on net debt	(189)	(197)	(192)	(578)
Foreign exchange	(15)	(15)	(33)	(63)
Others	(39)	(33)	(38)	(110)
Total	(243)	(245)	(263)	(751)

Appendix - Investments and Divestments

€m	2013			9 Months
	Q1	Q2	Q3	
Sustaining capital expenditures	(48)	(67)	(83)	(198)
Development capital expenditures	(217)	(135)	(127)	(479)
Acquisitions ⁽¹⁾	(8)	(11)	(14)	(33)
Capital expenditures	(273)	(213)	(224)	(710)
Divestments ⁽²⁾	115	47	867	1,029



- (1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
 (2) Including net debt disposed of, and the disposals of ownership interests with no loss of control.