

Second Quarter 2017 Results

Beat Hess, Chairman and Interim CEO

Roland Köhler, Interim COO and Regional Head of Europe, Australia/NZ & Trading

Ron Wirahadiraksa, CFO

July 26, 2017



LafargeHolcim



01 Overview of Q2 2017 Results

Beat Hess, Chairman and Interim CEO

Roland Köhler, Interim COO and regional head of Europe, Australia/NZ & Trading

Introduction

- ➔ **Continued earnings growth achieved in Q2 2017**
- ➔ **Strategy delivering on the basis of strengths of our balanced portfolio; Execution on track**
- ➔ **Guidance confirmed for 2017**
- ➔ **Group CEO Jan Jenisch to start September 1st, 2017**

Continued good performance in Q2

→ Further growth in earnings

- LFL net sales +3.6% supported by sustained pricing momentum and slight growth in cement volumes
- Operating EBITDA adj. up 10.1% LFL driven by double-digit growth in Latin America, North America and Middle East Africa; +150 bps margin improvement
- CHF 1bn cumulative synergies reached ahead of schedule
- Recurring EPS at CHF 1.16, compared to CHF 0.94, up 23.4%

→ Net debt reduction on track

- Net Debt of CHF 15.7bn in Q2 2017 vs. CHF 18.1bn in Q2 2016
- Operating Free Cash Flow improvement to CHF 174m in Q2 2017

On track to achieve our full year guidance

→ Q2 performance in key countries affirms our confidence in 2017 guidance

- US, Nigeria and Mexico delivering strong results
- India recovering post demonetization
- Slight earnings decline in Europe, positive underlying trends

→ Challenges in selected markets to continue, action plans progressing:

- Malaysia, Philippines and Indonesia facing challenges in diverse market conditions
- Margin pressure in Egypt following currency devaluation
- Initiatives in place to mitigate downside
- First benefits of turnaround captured in Brazil

→ Commercial strategy and ongoing costs savings to improve performance

Guidance confirmed for 2017

- ➔ **Cement demand in markets where we operate is expected to increase by 1 to 3%**
- ➔ **In 2017, we expect to deliver strong growth in Operating EBITDA adjusted and recurring EPS**
 - ➔ Double-digit LFL growth in Operating EBITDA adjusted over 2016
 - ➔ Significant growth in recurring EPS
- ➔ **In 2017, the Group is returning cash to shareholders**
 - ➔ CHF 2 dividend per share
 - ➔ Share buyback program
 - ➔ Strict capital allocation discipline consistent with our commitment to a solid investment grade rating



02 Regional results and Performance analysis

Ron Wirahadiraksa, Chief Financial Officer

Key financial figures

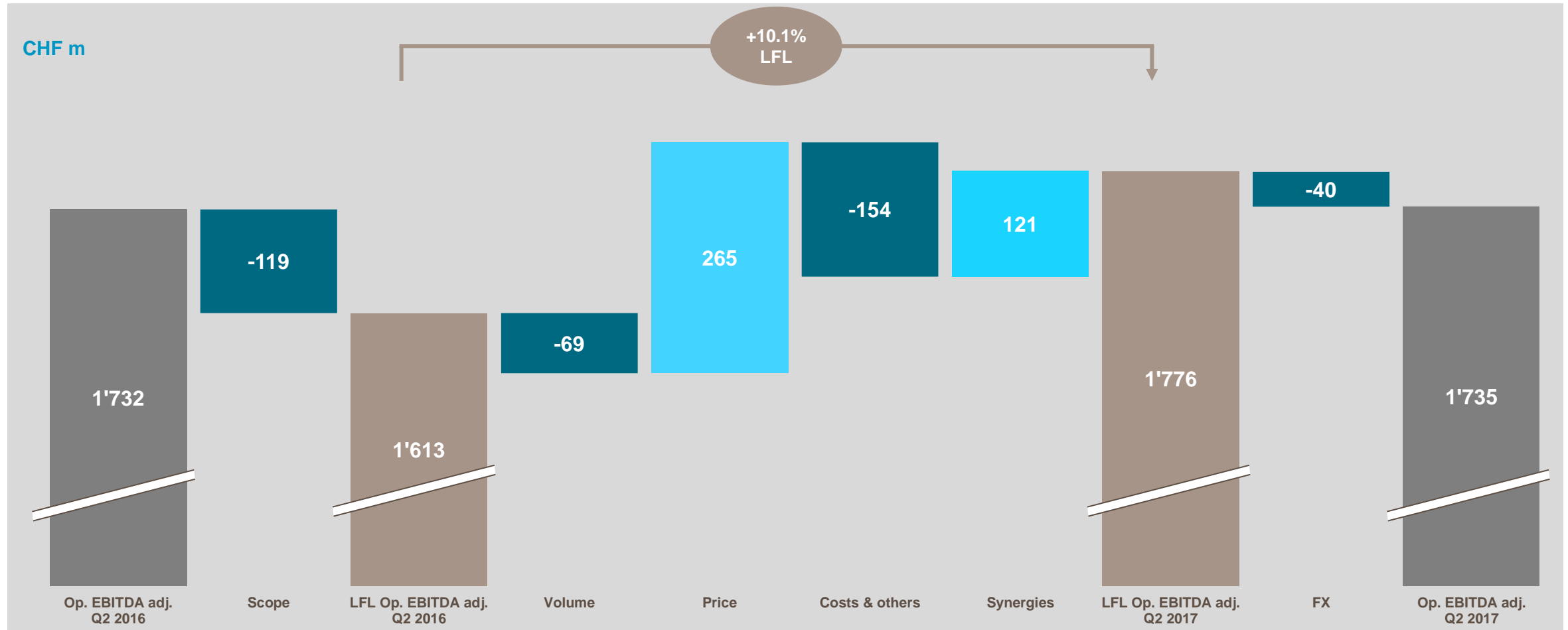
CHF m	Q2 2017	Q2 2016	±	Like-for-like	6M 2017	6M 2016	±	Like-for-like
Volumes								
Cement (Mt)	53.9	62.8	-14.1%	0.7%	102.0	119.3	-14.5%	0.4%
Aggregates (Mt)	76.3	78.6	-2.9%	-2.1%	128.0	130.2	-1.7%	0.2%
Ready-mix (Mm ³)	13.0	14.9	-13.2%	-6.9%	24.4	27.5	-11.5%	-4.6%
Net Sales	6'850	7'280	-5.9%	3.6%	12'480	13'342	-6.5%	4.4%
Operating EBITDA ¹⁾	1'793	1'606	11.6%	22.1%	2'497	2'397	4.2%	17.8%
Operating EBITDA adj. ¹⁾	1'735	1'732	0.1%	10.1%	2'536	2'573	-1.5%	11.5%
Operating EBITDA adj. margin	25.3%	23.8%	150bp	150bp	20.3%	19.3%	100bp	130bp
Net income	892	499	78.8%		1'154	452	155.2%	
Net income recurring Group share	700	570	22.7%		681	490	39.0%	
Operating Free Cash Flow	174	79	121.0%		-661	-539	-22.8%	
Capex Net	-205	-447	54.0%		-523	-800	34.6%	
Net Debt					15'745	18'141	-13.2%	
EPS recurring Group share (CHF)	1.16	0.94	23.4%		1.12	0.81	38.3%	

In Q2 2017, the scope perimeter was impacted by the deconsolidation of South Korea, Morocco and Ivory Coast in Q2 2016, Sri Lanka in Q3 2016, Lafarge India, Cameroon, Guinea and Benin in Q4 2016, Vietnam and a portion of China in Q1 2017

1) Including JV contribution of:

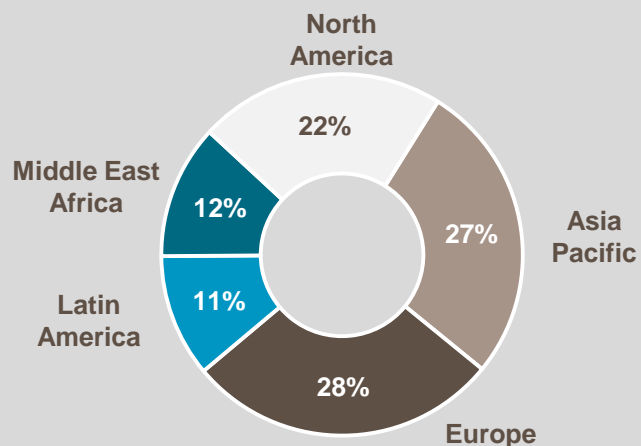
CHF 28m in Q2 2016 (which has been restated due to changes in presentation) and CHF 37m in Q2 2017, out of which a scope impact of CHF 7m
CHF 44m in 6M 2016 and CHF 66m in 6M 2017, out of which a scope impact of CHF 14m

Operating EBITDA adjusted Q2 2017

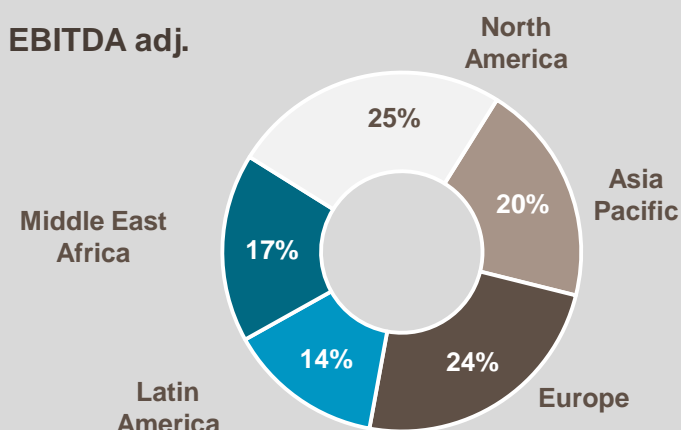


Net Sales and Operating EBITDA adjusted by Region – Q2 2017

Net Sales



Operating EBITDA adj.

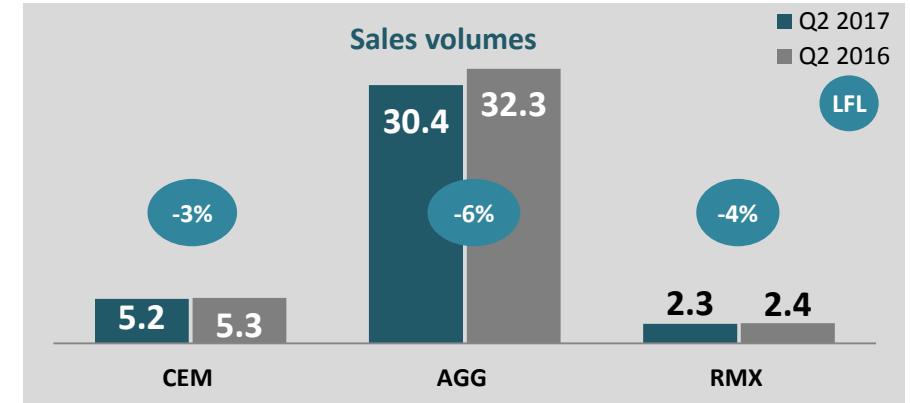


CHF m	Q2 2017	Q2 2016	±	Like-for-like
Asia Pacific	1'906	2'194	-13.1%	4.1%
Europe	1'925	1'968	-2.2%	0.8%
Latin America	766	684	12.0%	12.3%
Middle East Africa	869	1'081	-19.6%	5.2%
North America	1'497	1'538	-2.7%	-3.2%
Corporate / Eliminations	-113	-184		
Group	6'850	7'280	-5.9%	3.6%

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Asia Pacific	367	448	-18.1%	-5.0%
Europe	435	459	-5.2%	-2.1%
Latin America	262	211	24.5%	25.6%
Middle East Africa	317	345	-8.2%	20.3%
North America	465	394	18.0%	16.5%
Corporate	-111	-124	10.6%	9.7%
Group	1'735	1'732	0.1%	10.1%

North America

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Net Sales	1'497	1'538	-2.7%	-3.2%
Operating EBITDA adj.	465	394	18.0%	16.5%
Operating EBITDA adj. margin	31.0%	25.6%	540bp	520bp
Cash flow from Op activities	51	52	-1.2%	-7.1%
Capex Net	-69	-163	57.5%	

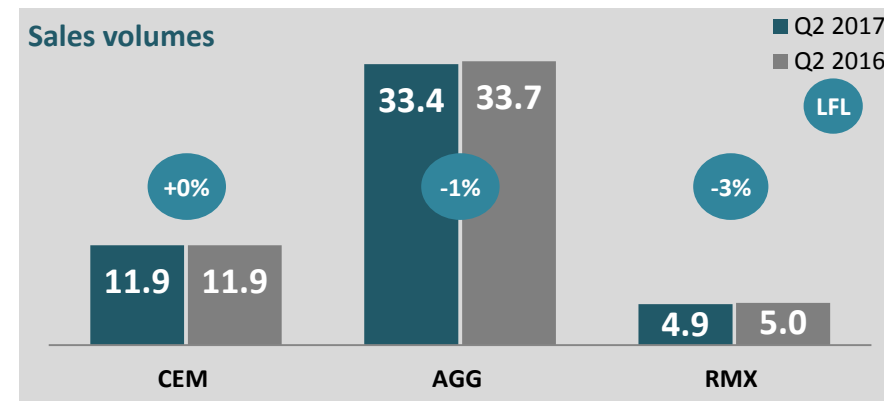


Strong growth in Operating EBITDA adj. in the quarter

- › Cement and aggregates volumes down in Q2 2017, impacted by unfavorable weather conditions in the US and Canada
- › US performance improvement driven by price dynamics and cost discipline in all product lines
- › Despite lower volumes, margin improvement in Canada on the back of cost benefits linked to new industrial set-up in the West

Europe

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Net Sales	1'925	1'968	-2.2%	0.8%
Operating EBITDA adj.	435	459	-5.2%	-2.1%
Operating EBITDA adj. margin	22.6%	23.3%	-70bp	-70bp
Cash flow from Op activities	284	337	-15.4%	-13.0%
Capex Net	-58	-59	1.4%	



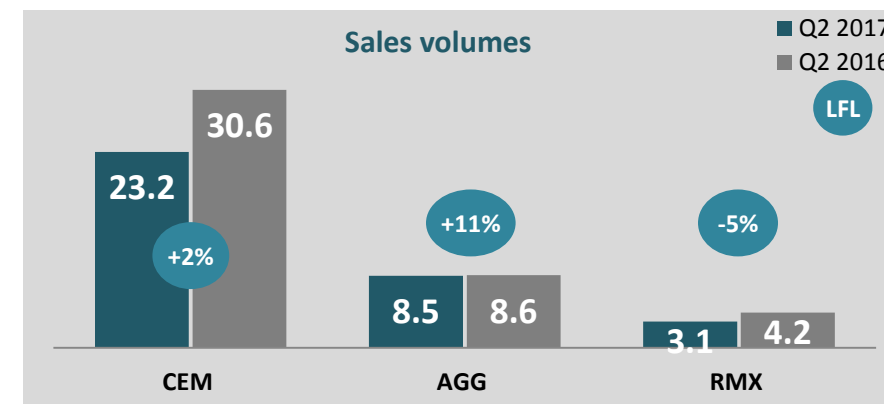
Slight earnings decline in the quarter, but positive underlying trends

- › Stronger contribution from Russia; resilient UK despite rising input costs impacted by weaker GBP
- › Additional temporary costs linked to the revision of our industrial network hindering growth in Operating EBITDA adj. in France
- › Belgium addressing challenges after operational interruption
- › Lower cement demand in Switzerland and completion of some large projects impacting the aggregates and RMX business

Asia Pacific

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Net Sales	1'906	2'194	-13.1%	4.1%
Operating EBITDA adj. ¹⁾	367	448	-18.1%	-5.0%
Operating EBITDA adj. margin	19.3%	20.4%	-120bp	-180bp
Cash flow from Op activities	197	368	-46.6%	-35.3%
Capex Net	-61	-96	36.3%	

1) Contribution from share of net income from JVs: CHF 17m in Q2 2017 vs. CHF 10m in Q2 2016

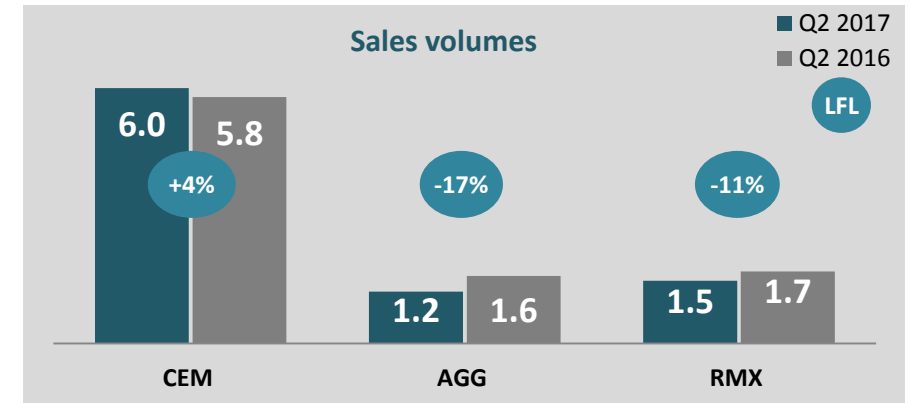


Strong performance in India partly offsets market pressure in Southeast Asia

- › Acceleration in volume growth, additional capacities combined with positive pricing momentum and cost savings in India
- › Persistently challenging environments in Indonesia and Malaysia leading to top line pressure
- › Soft cement demand on tough comparison in the prior year and imports pressure in the Philippines
- › Action plans in progress on cost reduction
- › Timing of Ramadan leading to volume volatility in the quarter in Indonesia and Malaysia

Latin America

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Net Sales	766	684	12.0%	12.3%
Operating EBITDA adj.	262	211	24.5%	25.6%
Operating EBITDA adj. margin	34.2%	30.8%	340bp	370bp
Cash flow from Op activities	79	8	939.0%	903.2%
Capex Net	-8	-28	72.8%	



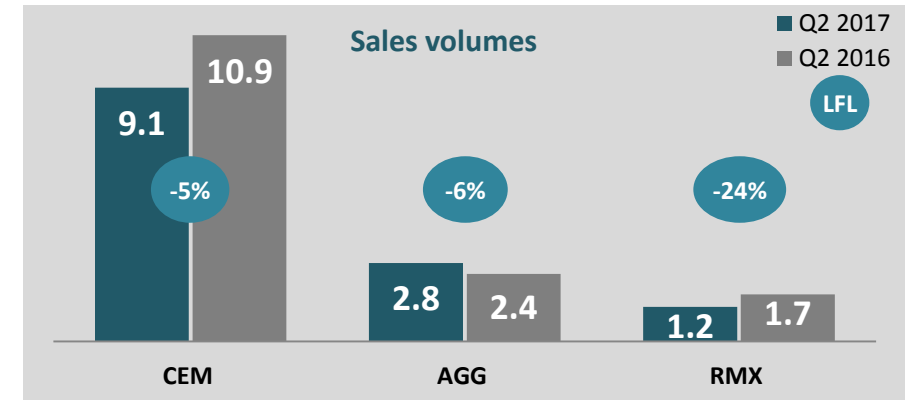
Acceleration in growth in Q2: Operating EBITDA adj. up 25.6% LFL and margin up 340 bps

- › Strong performance in Mexico supported by positive volumes, commercial dynamics and cost discipline; Launch of the Disensa franchise
- › Earnings in Argentina driven by commercial excellence initiatives
- › Market softness and competitive pressure continue to impact results in Colombia
- › Market conditions in Brazil remain difficult; Turnaround initiatives starting to drive results improvement

Middle East Africa

CHF m	Q2 2017	Q2 2016	±	Like-for-like
Net Sales	869	1'081	-19.6%	5.2%
Operating EBITDA adj. ¹⁾	317	345	-8.2%	20.3%
Operating EBITDA adj. margin	36.4%	31.9%	450bp	440bp
Cash flow from Op activities	-15	153	-110.0%	-143.0%
Capex Net	-12	-98	87.4%	

1) Contribution from share of net income from JVs: CHF 19m in Q1 2017 vs. CHF 16m in Q2 2016



Further contribution from the region with Operating EBITDA adj. strongly up

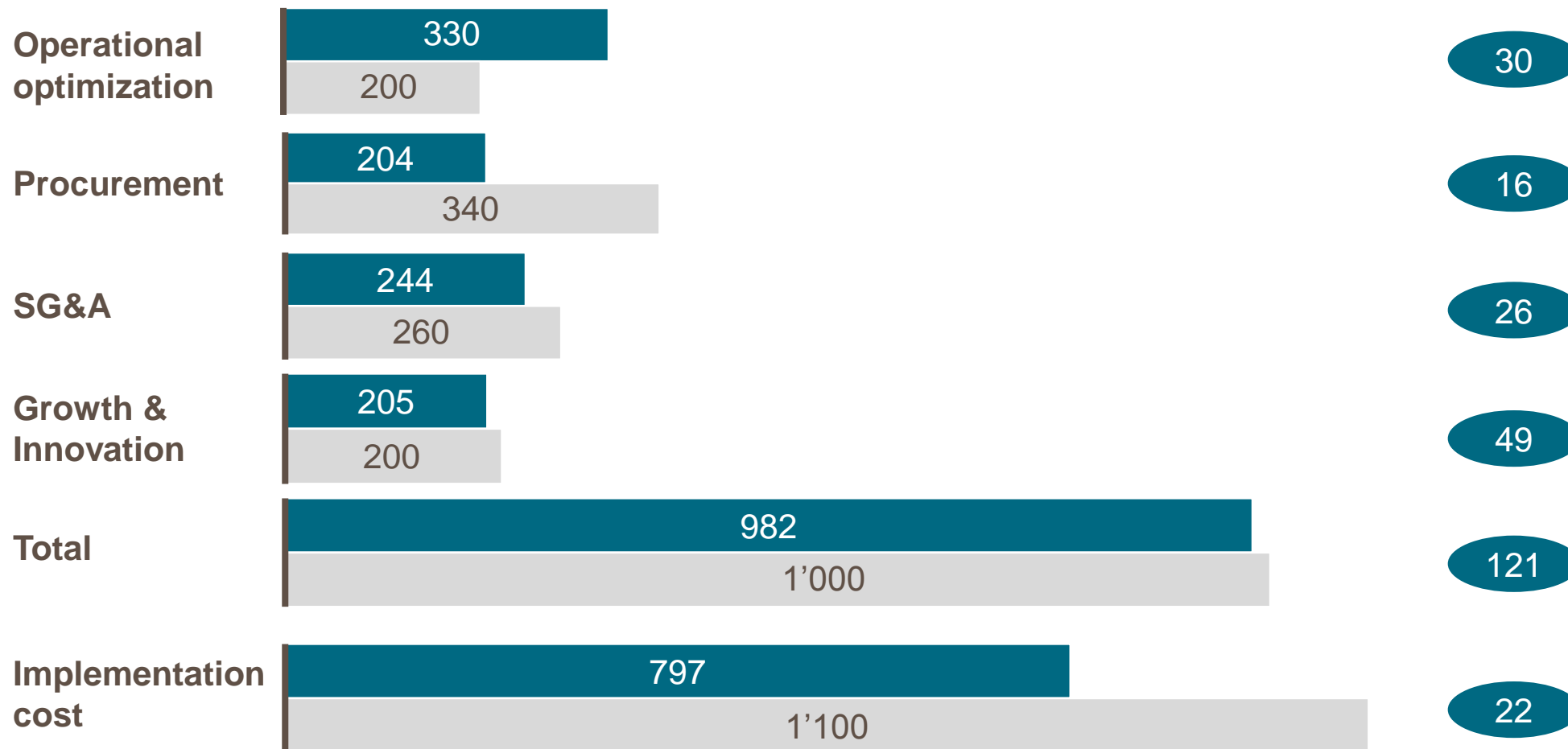
- › Strong results improvement in Nigeria despite lower market demand; favorable price dynamics and improved operational performance
- › Margin pressure in Egypt in challenging environment following currency devaluation
- › Continued good results in Algeria supported by increased volumes
- › Launch of Binastore banner across the region to strengthen retail strategy

Synergy delivery ahead of schedule

CHF m

■ Total synergies realized until Q2 2017
 ■ Target run rate 2017

x Q2 2017 realized synergies



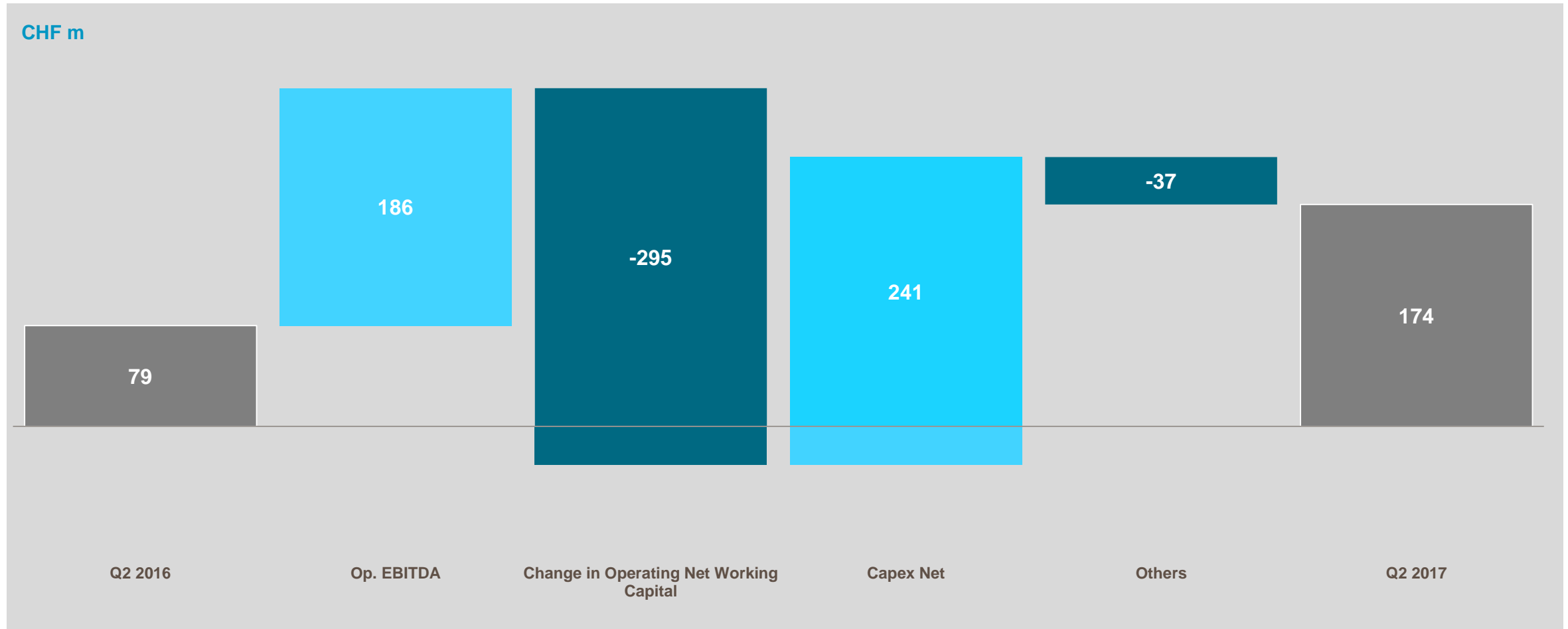
Operating EBITDA to Net Income

CHF m	Q2 2017	Q2 2016	±	6M 2017	6M 2016	±
Operating EBITDA adj.	1'735	1'732	0.1%	2'536	2'573	-1.5%
Merger, restructuring and other one-offs	58 ¹⁾	-126	145.6%	-38 ²⁾	-176	78.2%
Operating EBITDA	1'793	1'606	11.6%	2'497	2'397	4.2%
Depreciation & Amortization	-581	-591	1.7%	-1'130	-1'138	0.7%
Operating Profit	1'211	1'015	19.3%	1'367	1'258	8.7%
Other Income / expenses	80	22	263.6%	425	24	1670.8%
Share of profit of associates	55	20	175.0%	66	25	164.0%
Financial Income / expenses	-111	-199	44.2%	-282	-424	33.5%
Net Income Before Taxes	1'235	857	44.1%	1'576	882	78.7%
Income Taxes	-343	-374	8.3%	-422	-462	8.7%
Net income from discontinued operations		15			32	
Net Income	892	499	78.8%	1'154	452	155.2%
Net income - Non controlling interests	105	99	6.1%	141	159	-11.3%
Net income - Group share	787	400	96.5%	1'013	293	245.2%
Recurring net income - Group share ¹⁾	700	570	22.7%	681	490	39.0%

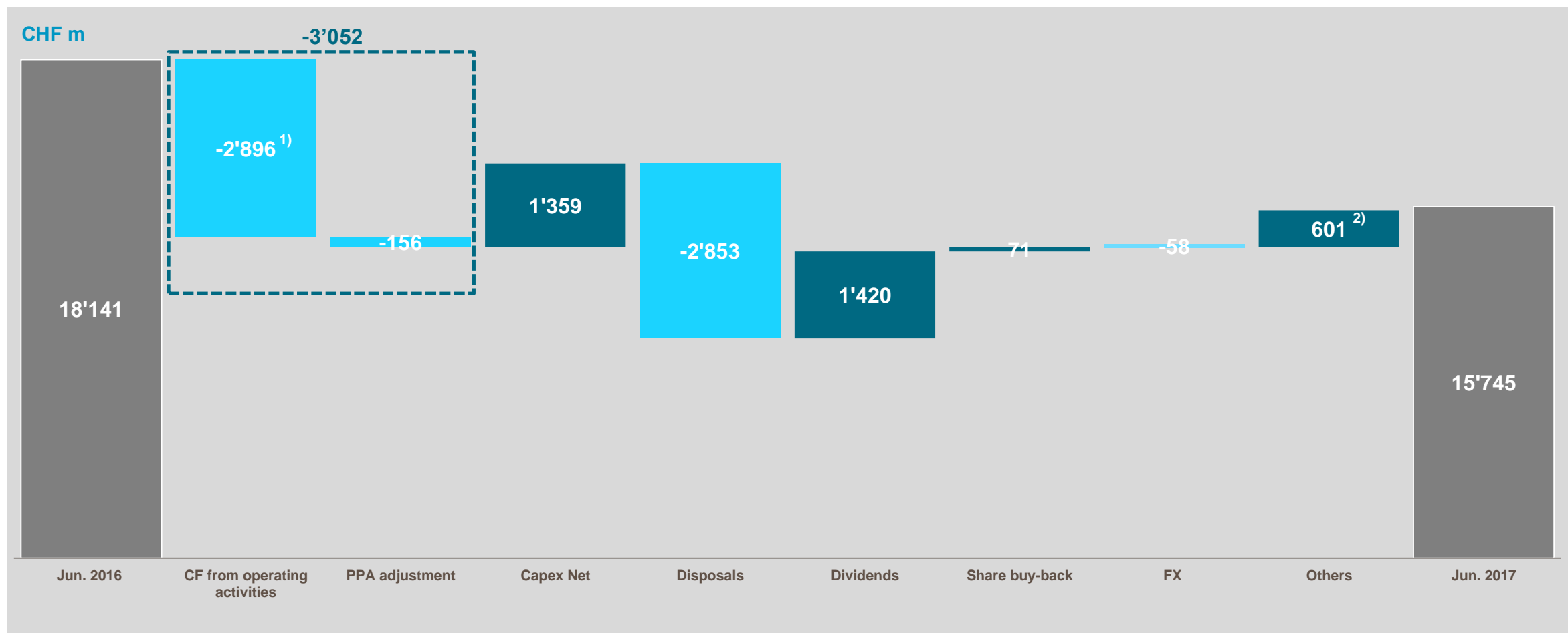
1) Merger, restructuring and other one-offs of CHF 58m (positive) include implementation costs of CHF-22m and restructuring and other one-offs not related to the merger of CHF 80m in Q2 2017

2) Merger, restructuring and other one-offs of CHF -38m (positive) include implementation costs of CHF-52m and restructuring and other one-offs not related to the merger of CHF 14m in H1 2017

Operating Free Cash Flow variance Q2 2017 vs. Q2 2016



Net Financial Debt June 2016 to June 2017



1) Includes CHF 22m cash premium paid on bonds buy-back

2) Includes CHF 325m of share purchase in India in Q4 2016

Financial ratios

	6M 2017 (LTM)	6M 2016 (LTM)	Outlook FY 2017
Net financial debt / Op. EBITDA adj.	2.7	3.2	Improving
Cash Flow from operating activities / Net financial debt	18.4%	13.4%	Improving

Guidance confirmed for 2017

- ➔ **Cement demand in markets where we operate is expected to increase by 1 to 3%**
- ➔ **In 2017, we expect to deliver strong growth in Operating EBITDA adj. and recurring EPS**
 - ➔ Double-digit LFL growth in Operating EBITDA adj. over 2016
 - ➔ Recurring EPS growing by more than 20%
 - ➔ Targeted net debt / Operating EBITDA adj. around 2.0x
- ➔ **In 2017, the Group will be returning cash to shareholders**
 - ➔ CHF 2 dividend per share
 - ➔ Share buyback program of up to CHF 1 billion over 2017-2018
 - ➔ Commitment to a solid investment grade rating

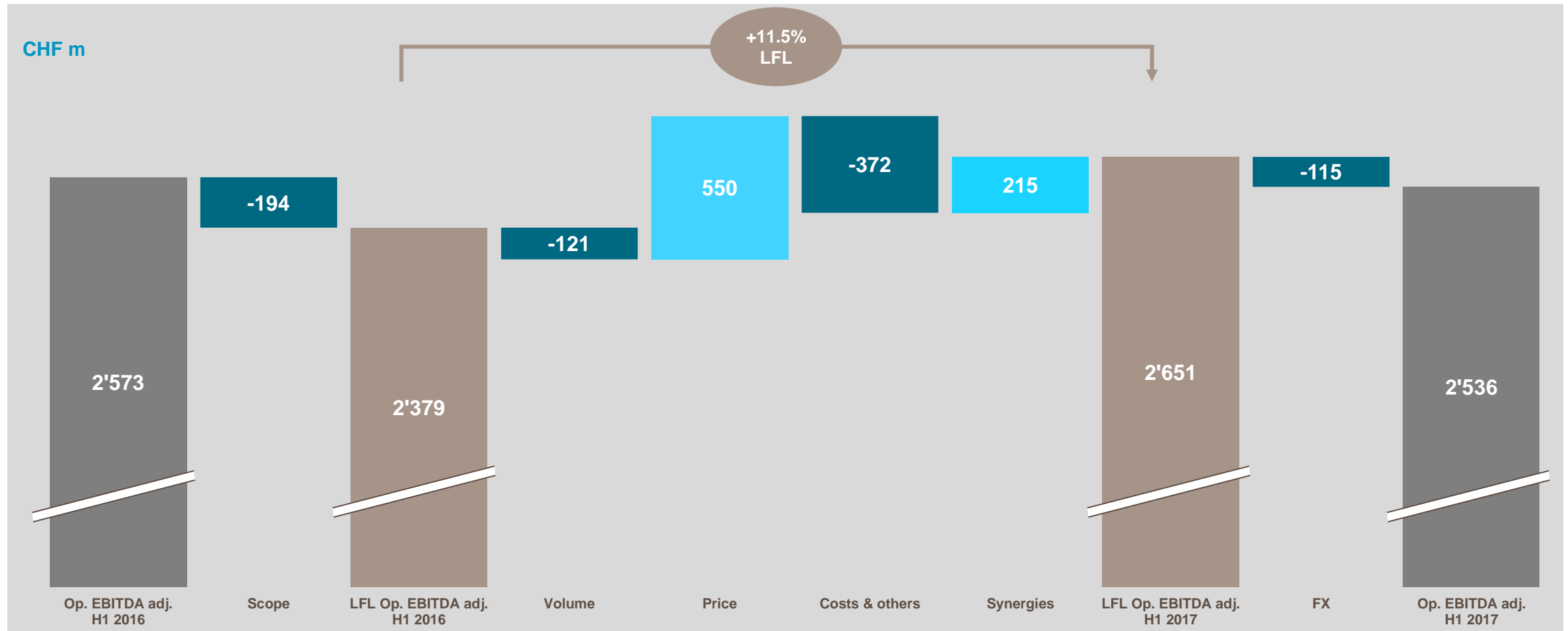


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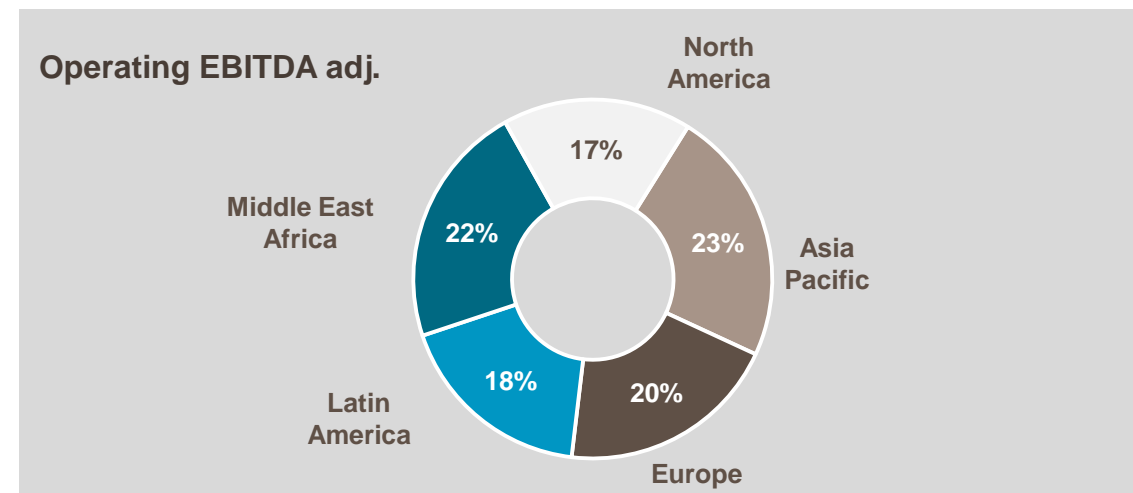
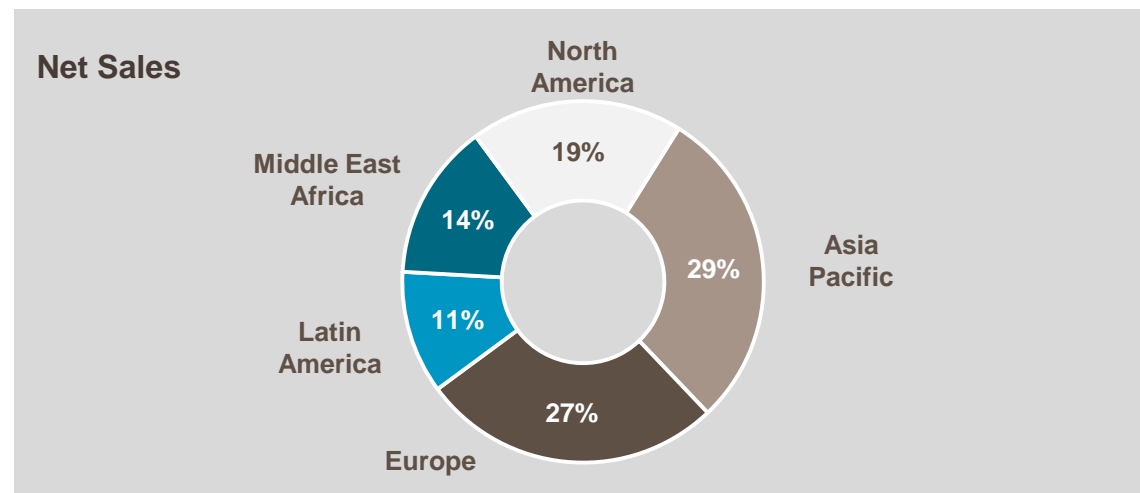


03 Appendix

Operating EBITDA adjusted H1 2017



Net Sales and Operating EBITDA adjusted by Region – H1 2017



CHF m	6M 2017	6M 2016	±	Like-for-like
Asia Pacific	3'696	4'341	-14.9%	1.9%
Europe	3'405	3'465	-1.7%	2.3%
Latin America	1'459	1'366	6.8%	7.6%
Middle East Africa	1'748	2'130	-17.9%	10.2%
North America	2'403	2'404	0.0%	-1.1%
Corporate / Eliminations	-231	-363		
Group	12'480	13'342	-6.5%	4.4%

CHF m	6M 2017	6M 2016	±	Like-for-like
Asia Pacific	646	804	-19.6%	-8.9%
Europe	550	576	-4.6%	0.1%
Latin America	497	421	17.9%	21.7%
Middle East Africa	592	607	-2.4%	32.3%
North America	473	396	19.3%	18.0%
Corporate	-222	-231	4.0%	2.9%
Group	2'536	2'573	-1.5%	11.5%

Cement and Aggregates sales volumes by region

Cement sales volumes

Mt	Q2 2017	Q2 2016	±	Scope	Like-for-like	6M 2017	6M 2016	±	Scope	Like-for-like
Asia Pacific	23.2	30.6	-24.1%	-7.9	2.2%	46.2	60.7	-23.8%	-15.0	1.1%
Europe	11.9	11.9	-0.1%	0.0	-0.2%	20.1	19.6	2.5%	0.0	2.4%
Latin America	6.0	5.8	3.7%	0.0	3.7%	11.9	11.8	0.0%	0.0	0.0%
Middle East Africa	9.1	10.9	-17.1%	-1.4	-4.9%	18.1	21.7	-16.6%	-2.8	-4.5%
North America	5.2	5.3	-2.6%	0.0	-2.6%	8.5	8.8	-3.3%	0.0	-3.3%
Eliminations	-1.4	-1.8				-2.7	-3.2			
Group	53.9	62.8	-14.1%	-9.2	0.7%	102.0	119.3	-14.5%	-17.7	0.4%

Aggregates sales volumes

Mt	Q2 2017	Q2 2016	±	Scope	Like-for-like	6M 2017	6M 2016	±	Scope	Like-for-like
Asia Pacific	8.5	8.6	-0.8%	-0.9	11.4%	15.6	15.9	-1.8%	-1.8	10.4%
Europe	33.4	33.7	-1.0%	-0.1	-0.6%	60.0	59.0	1.7%	-0.2	2.0%
Latin America	1.2	1.6	-23.3%	-0.1	-17.0%	2.3	3.3	-31.0%	-0.3	-25.4%
Middle East Africa	2.8	2.4	16.6%	0.6	-5.5%	5.3	6.0	-11.4%	-0.3	-7.0%
North America	30.4	32.3	-5.9%		-5.9%	44.8	46.0	-2.6%	0.0	-2.6%
Eliminations	-	-				-	-			
Group	76.3	78.6	-2.9%	-0.6	-2.1%	128.0	130.2	-1.7%	-2.5	0.2%

Net Sales and Operating EBITDA adjusted by region

Net Sales

CHF m	Q2 2017	Q2 2016	±	Scope	FX	Like-for-like	6M 2017	6M 2016	±	Scope	FX	Like-for-like
Asia Pacific	1'906	2'194	-13.1%	-395	34	4.1%	3'696	4'341	-14.9%	-766	53	1.9%
Europe	1'925	1'968	-2.2%	-11	-48	0.8%	3'405	3'465	-1.7%	-18	-121	2.3%
Latin America	766	684	12.0%	-5	4	12.3%	1'459	1'366	6.8%	-10	0	7.6%
Middle East Africa	869	1'081	-19.6%	-136	-125	5.2%	1'748	2'130	-17.9%	-266	-306	10.2%
North America	1'497	1'538	-2.7%	0	8	-3.2%	2'403	2'404	0.0%		27	-1.1%
Corporate / Eliminations	-113	-184					-231	-363				
Group	6'850	7'280	-5.9%	-547	-123	3.6%	12'480	13'342	-6.5%	-1'061	-336	4.4%

Operating EBITDA adjusted

CHF m	Q2 2017	Q2 2016	±	Scope	FX	Like-for-like	6M 2017	6M 2016	±	Scope	FX	Like-for-like
Asia Pacific	367	448	-18.1%	-69	7	-5.0%	646	804	-19.6%	-104	9	-8.9%
Europe	435	459	-5.2%	-2	-12	-2.1%	550	576	-4.6%	-4	-23	0.1%
Latin America	262	211	24.5%	0	-2	25.6%	497	421	17.9%	-1	-15	21.7%
Middle East Africa	317	345	-8.2%	-46	-41	20.3%	592	607	-2.4%	-85	-94	32.3%
North America	465	394	18.0%	0	6	16.5%	473	396	19.3%	0	5	18.0%
Corporate	-111	-124	10.6%	0	1	9.7%	-222	-231	4.0%		3	2.9%
Group	1'735	1'732	0.1%	-119	-40	10.1%	2'536	2'573	-1.5%	-194	-115	11.5%

Net Sales and Operating EBITDA adjusted by segment

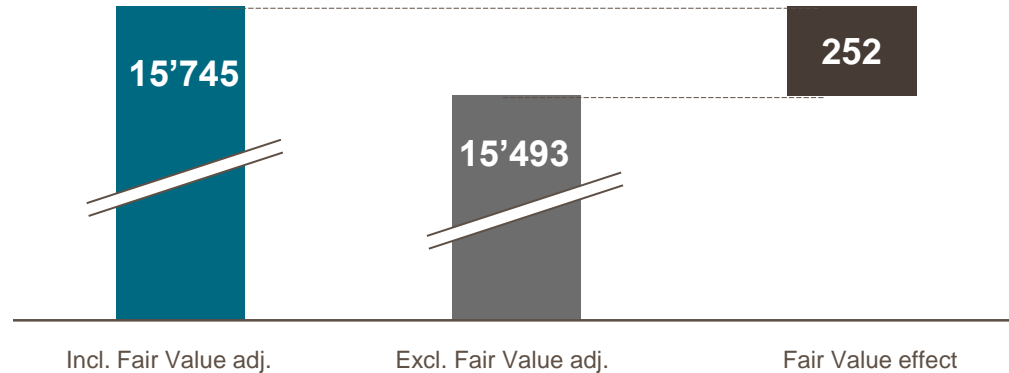
CHF m	Cement				Aggregates			
	2017		2016		2017		2016	
	Q1	Q2	Q1	Q2	Q1	Q2	Q1	Q2
Net Sales								
Asia Pacific	1'394	1'462	1'742	1'739	125	149	114	135
Europe	645	918	619	910	385	477	396	502
Latin America	601	672	582	580	9	10	12	11
Middle East Africa	778	769	937	951	26	30	26	31
North America	481	748	465	757	202	378	203	403
Corporate / Eliminations	-49	-55	-62	-71	-	-	-	-
Group	3'849	4'515	4'283	4'867	748	1'044	750	1'083
Operating EBITDA adj.								
Asia Pacific	254	301	339	401	17	40	13	27
Europe	69	275	67	284	31	98	42	110
Latin America	229	259	199	198	-1	-	-	-
Middle East Africa	270	299	253	329	1	5	1	4
North America	57	316	52	251	-23	111	-24	107
Corporate	-85	-93	-84	-83	-17	-18	-20	-19
Group	792	1'358	826	1'379	8	235	12	229

Operating Free Cash Flow

CHF m	Q2 2017	Q2 2016	±	6M 2017	6M 2016	±
Operating EBITDA	1'793	1'606	11.6%	2'497	2'397	4.2%
Total other non cash items	-77	89	-186.5%	-23	174	-113.2%
Change in net working capital	-763	-549	-39.0%	-1'651	-1'244	-32.7%
Share of profit of JVs	-37	-28	-32.1%	-66	-44	-50.0%
Dividends received	104	91	14.3%	154	113	36.3%
Financial expenses paid net	-264	-322	18.0%	-424	-554	23.5%
Income taxes paid	-308	-349	11.7%	-519	-586	11.4%
Other cash items	-67	-14	-378.6%	-107	5	
Cash flow from op. activities	380	525	-27.7%	-138	261	-152.8%
Capex to maintain net	-116	-243	52.4%	-350	-426	18.0%
Expansion capex	-90	-204	56.0%	-174	-373	53.5%
Operating free Cash Flow	174	79	121.0%	-661	-539	-22.8%

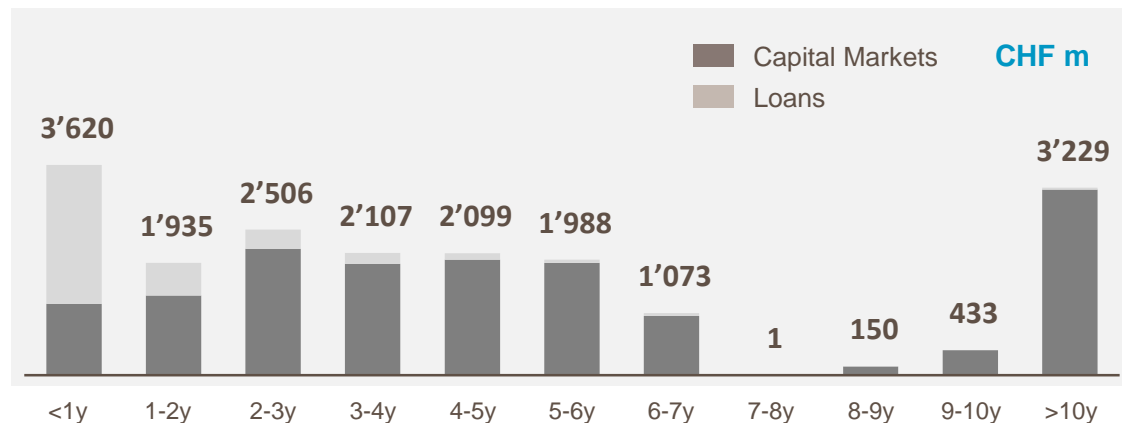
Net Financial Debt

Net Financial Debt (per June 30, 2017)



Fair value adjustment: Purchase Price Allocation (PPA) on debt CHF 252m

Maturity profile¹



¹ After risk-related adjustment of mCHF 1'272 from current financial liabilities to long term financial liabilities.

Liquidity summary

- › Cash + marketable securities: CHF 3'604m
- › Cash + marketable securities + unused committed credit lines: CHF 9'312m

Debt summary

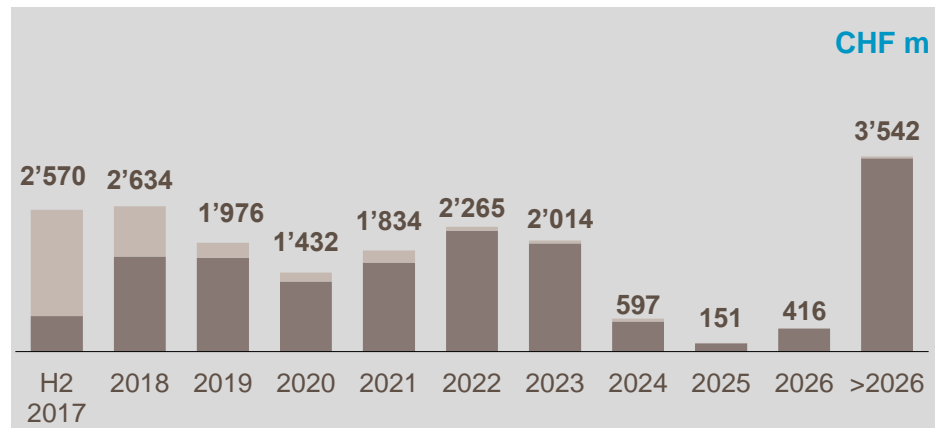
- › Current financial liabilities¹: CHF 3'620m
- › Fixed to floating ratio: 62% to 38%
- › Capital markets 81%; Loans 19%
- › Corporate vs. subsidiary debt: 80% to 20%
- › Average total maturity: 6.0 years
- › CP borrowings: CHF 1'272m
- › No financial covenants in Corporate credit lines

Net Financial Debt by currency (post swap view)

- › 42% EUR
- › 29% USD
- › 15% CHF
- › 14% other

Maturity profile and cost of debt

Jun. 30, 2017

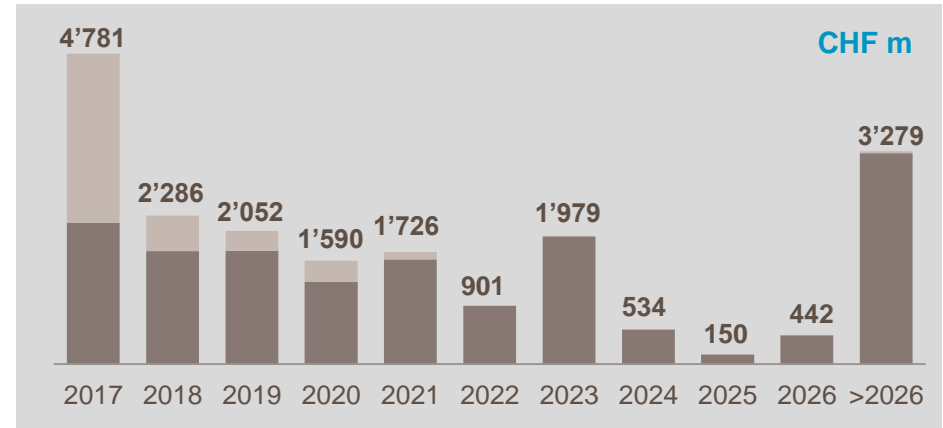


■ Capital Markets
■ Loans

Average maturity
6.0 y

Average cost of debt
4.3%

Dec. 31, 2016



Average maturity
5.9 y

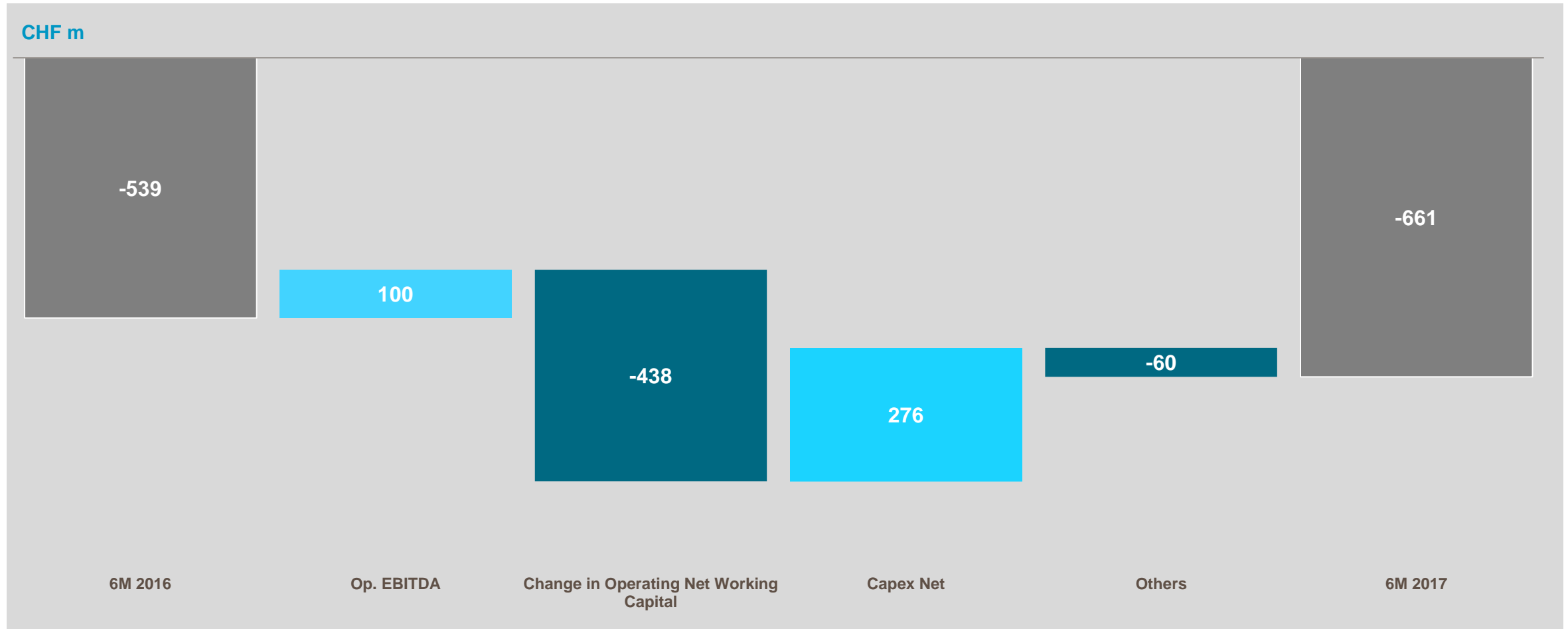
Average cost of debt
4.8%

Condensed Statement of Financial Position

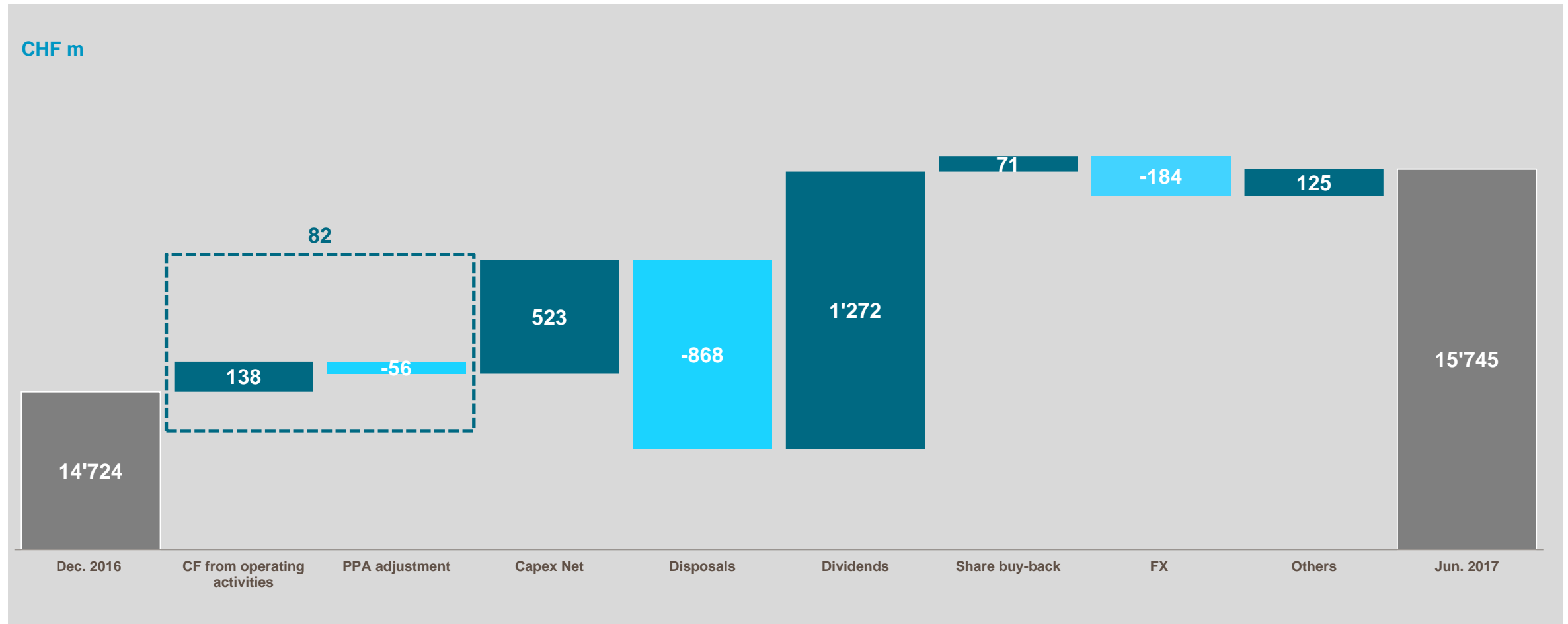
CHF m	Jun 30, 2017	Dec 31, 2016		Jun 30, 2017	Dec 31, 2016
Invested Capital	46'807	46'641	Equity	33'185	34'747
Out of which:			Out of which:		
Goodwill	15'884	16'247	Equity attributable to the LH shareholders	29'341	30'822
Prop, Plant & Equipment	30'843	32'052	Non controlling interest	3'845	3'925
Intangible assets	975	1'017			
Investments in JV and associates	3'245	3'241			
Net Working Capital ¹⁾	2'130	944			
Deferred taxes	-2'210	-2'327			
Provisions	-4'061	-4'534			
Financial assets, other LT assets	1'363	1'495			
Net assets held for sale	760	1'335	Net debt	15'745	14'724
Total	48'930	49'471	Total	48'930	49'471

1) 2016 was restated to reflect a more comprehensive net working capital excluding financial receivables (reclassified to financial assets) and provisions (net of pension assets)

Operating Free Cash Flow variance 6M 2017 vs. 6M 2016



Net Financial Debt December 2016 to June 2017



Volume and Price¹⁾ development Cement – 6M 2017 vs. 6M 2016

	Volume	Price & Other		Volume	Price & Other		Volume	Price & Other		Volume	Price & Other
Asia Pacific	1.1%	1.5%	Latin America	0.0%	6.7%	Europe	2.4%	2.3%	Middle East Africa	-4.5%	16.6%
China	4.4%	12.8%	Argentina ²⁾			Azerbaijan	11.8%	16.0%	Algeria	10.3%	6.1%
India	5.7%	5.6%	Brazil	-6.5%	-12.8%	Belgium	-2.5%	1.1%	Egypt	-16.8%	10.0%
Indonesia ²⁾			Colombia	-24.1%	-17.4%	France	0.6%	-0.4%	Iraq	5.5%	15.4%
Malaysia ²⁾			Ecuador ²⁾			Germany	7.6%	1.0%	Lebanon ²⁾		
Philippines	-12.3%	-5.7%	Mexico	4.0%	21.2%	Hungary	27.7%	4.9%	Nigeria	-19.4%	83.5%
						Italy	23.3%	-7.9%	South Africa	-37.7%	1.3%
			North America	-3.3%	5.4%	Poland	2.4%	-0.3%			
			Canada	2.1%	3.2%	Romania	0.0%	1.5%	Group ³⁾	0.4%	5.5%
			United States	-4.2%	5.9%	Russia	14.2%	8.7%			
						Spain	23.5%	-0.5%			
						Switzerland	-2.0%	-3.6%			

1) Country data only reflect domestic volume and price

2) Local results not yet published

3) Group price at constant FX and constant geomix

Volume and Price development Aggregates – 6M 2017 vs. 6M 2016

	Volume	Price & Other		Volume	Price & Other		Volume	Price & Other		Volume	Price & Other
Asia Pacific	10.4%	-1.7%	Latin America	-25.4%	17.9%	Europe	2.0%	-0.4%	Middle East Africa	-7.0%	7.8%
Australia	14.2%	-1.9%	Brazil	-39.1%	-6.4%	Belgium	7.9%	2.1%	South Africa	-5.8%	3.2%
						France	-3.6%	-1.9%	Egypt	-20.0%	36.6%
			North America	-2.6%	-2.7%	Germany	4.3%	2.1%			
			Canada	-5.4%	-7.3%	Poland	-2.2%	-0.4%	Group	0.2%	-0.1%
			United States	1.4%	0.2%	Switzerland	-24.1%	-3.3%			
						United Kingdom	5.3%	0.8%			

Other elements of guidance for 2017

- Exceeding CHF 1bn synergies target by end 2017
 - › Incremental synergies of CHF 400 million of operating EBITDA
- Capex below CHF 1.8bn
- Increase in energy prices by c.10%
- 3.2% to 3.4% cost inflation excl. energy
- Average nominal interest rate on gross debt at around 4.5%*
- Normative tax rate below 28%

*As a reminder gross debt at YE 2016 was CHF 19.5bn

2017 Outlook – Cement Market Overview by Region

	Volumes	Highlights
Asia Pacific ¹⁾	1% to 3%	Market growth supported by India post demonetization
Europe	0% to 2%	Overall positive sentiment in Europe driving confidence
Latin America	1% to 3%	Improvement expected in 2017 mainly driven by Argentina and growth in Mexico
Middle East Africa	-1% to 1%	Slight demand growth despite several countries impacted by currency devaluations and low oil and commodity prices
North America	1% to 3%	Steady market growth supported by positive trends in the US
Global ¹⁾	1% to 3%	Growth in most of our markets

Source: National statistics

1) Excluding China

2017 Outlook – Cement Market Overview by Selected Countries

	Market volumes %		Market volumes %		Market volumes %		Market volumes %
Asia Pacific ¹⁾	1 to 3%	Latin America	1 to 3%	Europe	0 to 2%	Middle East Africa	-1 to 1%
China ²⁾	0 to 2%	Argentina	6 to 8%	France	1 to 3%	Algeria	3 to 5%
India	4 to 6%	Brazil	-3 to -1%	Germany	0 to 2%	Egypt	-5 to -3%
Indonesia	0 to 2%	Colombia	-4 to -2%	Poland	1 to 3%	Iraq	7 to 9%
Malaysia	-7 to -5%	Ecuador	1 to 3%	Romania	0 to 2%	Kenya	2 to 4%
Philippines	-4 to -2%	Mexico	2 to 4%	Russia	1 to 3%	Lebanon	0 to 2%
				Spain	4 to 6%	Nigeria	-14 to -12%
		North America	1 to 3%	Switzerland	-2 to 0%		
		Canada	-1 to +1%				
		United States ²⁾	1 to 3%				
						Global ¹⁾	1 to 3%

1) Excluding China

2) Relevant LH markets

Contact information and event calendar

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Event calendar

October 27, 2017

Q3 2017 Results

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