



2015 First Quarter Results

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France, Marseille – Mucem (Museum of European & Mediterranean Civilizations)

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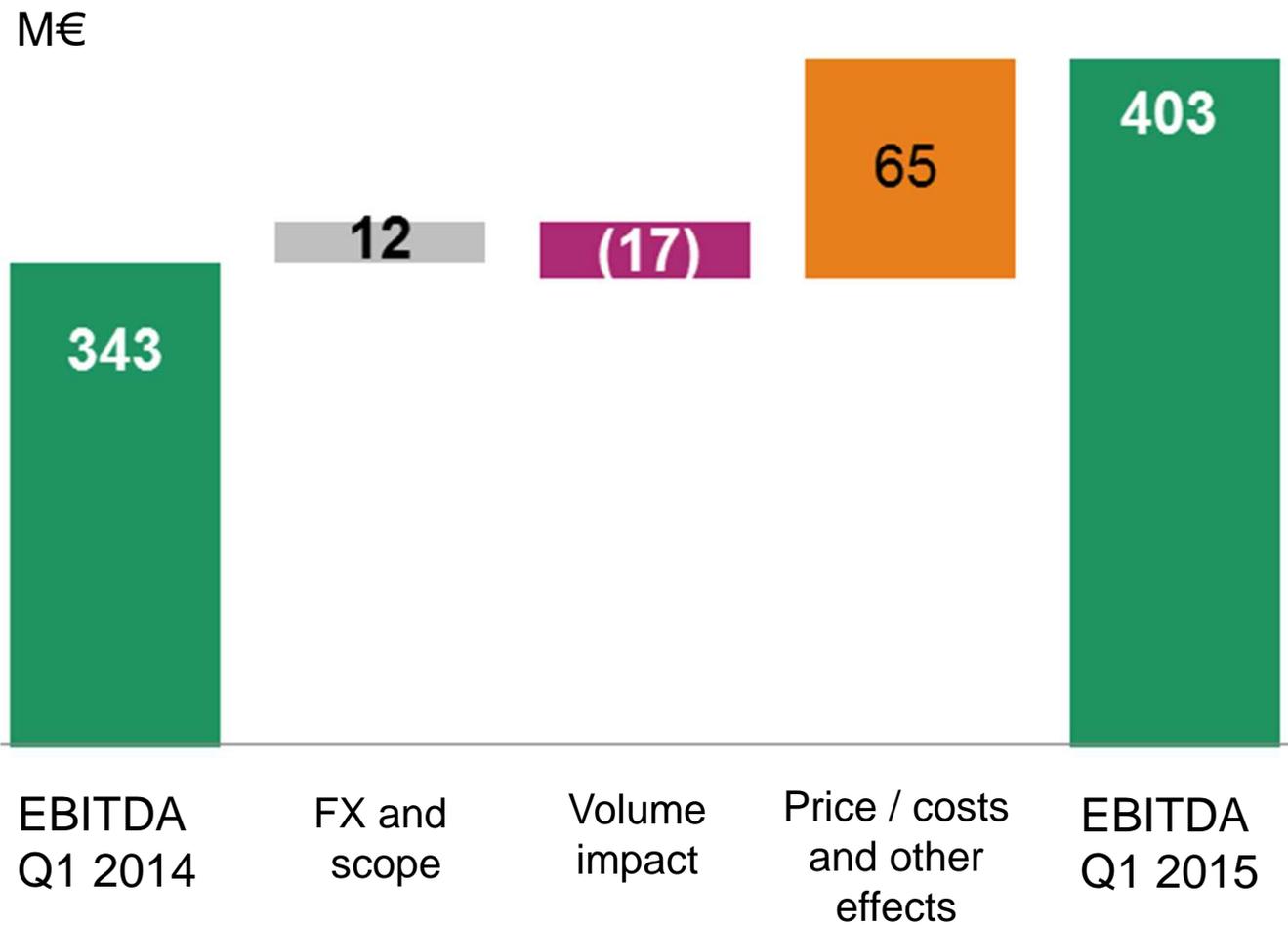
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Q1 Highlights

- **Solid start of the year with EBITDA up 17% supported by cost reduction, pricing and innovation actions**
 - Cost-saving and Innovation measures delivered €125M in Q1, on track with plan, and supported the solid improvement in margins
 - Cement prices up 0.6% versus last year and up 2.7% compared to Q4
 - Like for like, EBITDA is up 14% and EBITDA margin is up 180 basis points
- **Markets are developing in line with our expectations and we confirm our target to generate an EBITDA of between €3 and €3.2 billion¹**
- **Net debt is down versus the first quarter 2014; net debt to be reduced to between €8.5 and €9 billion by year-end**
 - It increases compared to the year-end level, in line with seasonality effects and including adverse FX effect
- **Our project to create LafargeHolcim enters its final phase with completion expected in July 2015, as announced**

Significant Organic Growth

Positive Impact on EBITDA of Cost Cutting and Innovation Measures



Key Figures

| | 1 st Quarter | | | |
|---------------------------------------|-------------------------|---------------|------------|--------------------|
| | 2015 | 2014 | Variation | lfl ⁽²⁾ |
| Volumes | | | | |
| Cement (MT) | 25.0 | 25.9 | -4% | -3% |
| Pure aggregates (MT) | 26.5 | 26.9 | -2% | - |
| Ready-Mix Concrete (Mm ³) | 5.5 | 5.7 | -5% | -5% |
| Sales | | | | |
| | 2,779 | 2,633 | 6% | -1% |
| EBITDA | 403 | 343 | 17% | 14% |
| <i>EBITDA Margin</i> | 14.5% | 13.0% | 150bps | 180bps |
| Current Operating Income | | | | |
| | 205 | 146 | 40% | 41% |
| Net income Group share ⁽¹⁾ | (96) | (135) | 29% | |
| Earnings per share (in €) | | | | |
| | (0.33) | (0.47) | 29% | |
| Net debt | | | | |
| | 9,803 | 9,951 | -1% | |



Operational Review

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M. Kadri - CAPA Pictures

Algeria, City of Algiers – Building better cities - Notre-Dame d'Afrique cable car

North America

Earnings Growth Supported by Pricing Gains and Lower Costs

| Volumes | 2015 | 2014 | Variation | lfl |
|---------------------------------------|-------------|-------------|------------|-----------|
| Cement (MT) | 1.5 | 1.5 | 1% | 1% |
| Pure aggregates (MT) | 10.6 | 10.3 | 3% | 9% |
| Ready-Mix Concrete (Mm ³) | 0.8 | 0.8 | -4% | -1% |
| Sales | 435 | 376 | 16% | 6% |
| EBITDA | (44) | (62) | nm | nm |
| <i>EBITDA Margin</i> | <i>nm</i> | <i>nm</i> | | |
| Current Operating Income | (79) | (94) | nm | nm |

- Sales rose 6% like-for-like, with price gains progressively implemented across all product lines while volume growth was limited by adverse weather in our regions in the United States.
 - **In the United States**, the construction sector was affected by particularly adverse weather in the North-East region in February and beginning of March. Our aggregates volumes grew 7%, benefiting from geographies less impacted by harsh weather.
 - **In Canada**, cement volumes were up 5%, with positive trends in the East, while the West slightly contracted. Aggregates volumes rose 10% versus last year, benefitting from several projects. Our RMX volumes increased 3% thanks to large projects in the West.
- EBITDA reflects the usual seasonality in this region in the first quarter. EBITDA improved €18m, mainly reflecting the combined effect of successful price increases to offset cost inflation, lower energy costs and on-going action on costs.

Western Europe

Significant Cost Reduction Driving Solid Earnings Improvement

1st Quarter

| Volumes | 2015 | 2014 | Variation | IfI ⁽¹⁾ |
|---------------------------------------|------------|------------|------------|--------------------|
| Cement (MT) | 2.4 | 2.6 | -8% | -8% |
| Pure aggregates (MT) | 7.1 | 8.2 | -14% | -14% |
| Ready-Mix Concrete (Mm ³) | 1.6 | 1.8 | -12% | -12% |
| Sales | 457 | 503 | -9% | -10% |
| EBITDA | 57 | 39 | 46% | 4% |
| <i>EBITDA Margin</i> | 12.5% | 7.8% | 470bps | 130bps |
| Current Operating Income | 27 | (4) | nm | nm |

- Sales decreased 10% like-for-like, mostly reflecting lower volumes in France and a particularly high 2014 basis helped by unseasonably mild weather.
 - **In France**, our volumes were down in all product lines and compared with a high 2014 comparison basis notably for Aggregates.
 - **In Spain**, the construction sector was positively oriented, confirming the progressive improvement started in 2014. In this context, domestic grey cement volumes were up versus last year, with prices positively oriented.
 - Activity in **Greece** was impacted by the elections and rising economic uncertainties. Domestic cement volumes decreased versus a high comparison basis.
- Excluding the €15m of carbon credits sold in Q1 2015, EBITDA increased 4% like-for-like, as effective cost reductions and decreasing fuel costs more than offset the impact of lower volumes.

Central and Eastern Europe

Higher Volumes and Cost Containment

| Volumes | 1 st Quarter | | | |
|---------------------------------------|-------------------------|-------------|-------------|-----------|
| | 2015 | 2014 | Variation | lfl |
| Cement (MT) | 1.8 | 1.9 | -3% | 5% |
| Pure aggregates (MT) | 3.6 | 3.3 | 10% | 10% |
| Ready-Mix Concrete (Mm ³) | 0.4 | 0.4 | 6% | -3% |
| Sales | 156 | 173 | -10% | - |
| EBITDA | (10) | (17) | nm | nm |
| <i>EBITDA Margin</i> | <i>nm</i> | <i>nm</i> | | |
| Current Operating Income | (30) | (38) | nm | nm |

- Sales were stable like for like despite a high comparison basis in 2014 that was supported by mild weather in most countries.
 - **In Poland**, cement volumes contracted compared to a particularly strong Q1 2014 in a competitive environment.
 - **In Romania**, cement volumes strongly increased, supported by several projects started earlier in the year and good weather conditions.
 - **In Russia**, the successful ramp-up of our new 2 MT plant located in the south of the Moscow region supported strong volume growth in a challenging construction sector.
- EBITDA reflects the usual first quarter seasonality in this region. It improved by €7 million, under the combined effect of higher volumes and cost saving measures.

Middle East and Africa

Solid Market Trends Overall and Self-Help Measures

| Volumes | 1 st Quarter | | | |
|---------------------------------------|-------------------------|--------------|----------------|--------------------|
| | 2015 | 2014 | Variation | IfI ⁽¹⁾ |
| Cement (MT) | 9.9 | 10.5 | -6% | 3% ⁽²⁾ |
| Pure aggregates (MT) | 2.4 | 2.4 | 1% | 1% |
| Ready-Mix Concrete (Mm ³) | 1.3 | 1.3 | -3% | -3% |
| Sales | 972 | 893 | 9% | 2% |
| EBITDA | 259 | 250 | 4% | 3% |
| <i>EBITDA Margin</i> | <i>26.6%</i> | <i>28.0%</i> | <i>-140bps</i> | <i>20bps</i> |
| Current Operating Income | 191 | 186 | 3% | 5% |

- The region benefited from solid market trends overall.
- Excluding the volume impact of transport limitations **in Iraq**, sales increased 2% versus a strong first quarter 2014 supported by improvements in Nigeria, Egypt and East Africa.
 - **Nigeria** enjoyed higher volumes and pricing gains to offset cost inflation.
 - **In Egypt**, cement sales improved 16% vs. last year, as the utilization rate of our plant continues to rise.
 - **In Kenya**, our volumes grew solidly supported by positive market trends.
 - **In Algeria**, sales were stable versus a particularly strong first quarter 2014. Volumes resumed in March after poor weather conditions in the first two months of the year.
 - **In South Africa**, our volumes were affected by production limitations at one plant.
- On a comparable basis, EBITDA increased 3% at constant scope and exchange rates, supported by solid market trends in most markets and innovation and cost-saving measures.

Latin America

Significant Scope Impact and Soft Volumes

| Volumes | 1 st Quarter | | | |
|---------------------------------------|-------------------------|--------------|----------------|---------------|
| | 2015 | 2014 | Variation | lfl |
| Cement (MT) | 1.4 | 1.9 | -26% | -9% |
| Pure aggregates (MT) | 0.6 | 0.6 | 3% | 3% |
| Ready-Mix Concrete (Mm ³) | 0.2 | 0.3 | -32% | -32% |
| Sales | 120 | 173 | -31% | -14% |
| EBITDA | 20 | 38 | -47% | -19% |
| <i>EBITDA Margin</i> | <i>16.7%</i> | <i>22.0%</i> | <i>-530bps</i> | <i>-90bps</i> |
| Current Operating Income | 13 | 31 | -58% | -31% |

- Sales and earnings were impacted by the depreciation of the Brazilian real and the divestment of Ecuador that was closed in November 2014.
- At constant scope and exchange rates, sales dropped due to the depreciation of the Brazilian real against the US dollar weighing on the economy and lower governmental spending in construction projects.
 - **In Brazil**, cement volumes contracted compared to a first quarter 2014 that benefited from good weather conditions and work completion ahead of the World Cup.
- EBITDA decreased like-for-like, under the combined effect of the lower sales and cost inflation.

Asia

Higher Volumes and Strict Cost Management

1st Quarter

| Volumes | 2015 | 2014 | Variation | lfl |
|---------------------------------------|--------------|--------------|--------------|--------------|
| Cement (MT) | 8.0 | 7.5 | 6% | 6% |
| Pure aggregates (MT) | 2.2 | 2.1 | 2% | 2% |
| Ready-Mix Concrete (Mm ³) | 1.2 | 1.1 | 7% | 7% |
| Sales | 639 | 515 | 24% | 5% |
| EBITDA | 121 | 95 | 27% | 8% |
| <i>EBITDA Margin</i> | <i>18.9%</i> | <i>18.4%</i> | <i>50bps</i> | <i>50bps</i> |
| Current Operating Income | 83 | 65 | 28% | 8% |

- Sales growth like-for-like was mainly driven by a strong level of construction activity in the Philippines and higher volumes in India.
 - **In India**, our cement volumes increased 7%, notably supported by our plant in Rajasthan that was progressively ramping-up last year.
 - **In Malaysia**, the construction market was positively oriented and our cement sales grew 5%.
 - **In the Philippines**, our volumes were bolstered by strong trends of the construction market.
 - **In South Korea**, our domestic cement sales were up 6%, with improved volumes and prices.
- EBITDA rose 8% like-for-like, supported by self-help measures and with a positive contribution of all our countries in the region.

Positive Operational Trends also Prevail in Joint Ventures

EBITDA margin up 190bps like-for-like including JV Contribution

| | 1 st Quarter including the contribution of the joint-ventures ⁽¹⁾ | | | | Joint ventures contribution ⁽¹⁾ | |
|---------------------------------------|---|-------------------------------|-----------------|--------------------|--|-----------|
| | 2015 Pro forma ⁽¹⁾ | 2014 Pro forma ⁽¹⁾ | Gross Variation | lfl ⁽²⁾ | 2015 | 2014 |
| Volumes | | | | | | |
| Cement (MT) | 29.8 | 31.0 | -4% | -3% | 4.8 | 5.1 |
| Pure aggregates (MT) | 33.5 | 33.3 | 1% | 3% | 7.0 | 6.4 |
| Ready-Mix Concrete (Mm ³) | 6.5 | 6.6 | -2% | -2% | 1.0 | 0.9 |
| Sales | | | | | | |
| EBITDA | 482 | 398 | 21% | 16% | 79 | 55 |
| <i>EBITDA Margin</i> | 14.2% | 12.7% | 150bps | 190bps | 12.8% | 11.2% |
| Current Operating Income | 238 | 162 | 47% | 47% | 33 | 16 |

(1) Calculated on the basis of the accounting principles prevailing as at December 31, 2013 (i.e. applying the proportionate consolidation method for the joint-ventures)

(2) At constant scope and exchange rates



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France, Paris – Fondation Louis Vuitton

Net Income

Net Income

Higher Current Operating Profit and Lower Financial Expenses

| €m | 1 st Quarter | |
|--|-------------------------|--------------------|
| | 2015 | 2014 |
| EBITDA | 403 | 343 |
| Depreciation | (198) | (197) |
| Current Operating Income | 205 | 146 |
| Other income (expenses) | (106) | (4) |
| Net financial costs | (190) | (232) |
| Income from JV and associates | (8) | (11) |
| Income taxes | 23 | (4) ⁽²⁾ |
| Non-controlling interests | (20) | (30) |
| Net income Group Share ⁽¹⁾ | (96) | (135) |



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Jean-Paul Viguier (architect)

Cash Flow and Debt Highlights

France, City of Lyon – Lyon Confluence district, in the Lyon former Docks district. Shopping center designed by architect Jean-Paul Viguier. Lafarge concrete has been used for the exterior surfaces around the center.

Cash Flow

Robust Operational Performance; Adverse Seasonality and Forex

| €m | 1 st Quarter | |
|--|-------------------------|--------------|
| | 2015 | 2014 |
| Cash flow from operations excluding merger costs | 140 | 85 |
| Merger costs | (18) | - |
| Change in working capital | (204) | (154) |
| Sustaining capex | (59) | (54) |
| Free cash flow | (141) | (123) |
| Development investments ⁽¹⁾ | (235) | (184) |
| Divestments ⁽²⁾ | 37 | 348 |
| Cash flow after investments | (339) | 41 |
| Dividends | (10) | (11) |
| Equity issuance (repurchase) | - | (13) |
| Currency fluctuation impact | (184) | (34) |
| Change in fair value | (45) | 9 |
| Net increase of long-term loans and others | 85 | (97) |
| Net debt reduction (increase) | (493) | (105) |
| Net debt at the beginning of period | 9,310 | 9,846 |
| Net debt at period end | 9,803 | 9,951 |

(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.



Outlook 2015

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United States - Elmwood, New Jersey – Refurbishment in Ductal, the ultra-high performance concrete of Lafarge, of the Pulaski Skyway Bridge carrying a four-lane freeway over the Passaic and Hackensack rivers linking Jersey City to Newark airport.

2015 Outlook – Market ⁽¹⁾ Overview

Cement

| | Volumes (%) | Price | Highlights |
|----------------------------|---------------|----------|--|
| North America | 3 to 6 | + | Market growth, notably supported by positive trends in the US residential and commercial sectors |
| Western Europe | 0 to 3 | =/+ | Improvement expected in most markets; slight decrease in France |
| Central and Eastern Europe | -2 to 1 | + | Market growth in most markets with the exception of Russia |
| Middle East and Africa | 5 to 8 | + | Solid market trends across the region |
| Latin America | -3 to 0 | + | Soft market in Brazil |
| Asia | 4 to 7 | + | Market growth expected in most markets |
| Overall | 2 to 5 | + | Growth in most markets |

2015 Outlook – Other Elements

- EBITDA for the year 2015 between €3.0bn and €3.2bn
- -1% for energy cost inflation (-0.1 euro per tonne), reflecting a drop in fuel prices (petcoke and coal), partly compensated by increases in power in regulated markets
- Continuous focus on our Cost reduction and Innovation plan:
 - Cost reduction: €300m
 - Innovation: €250m
- Cost of debt (gross): ~6%
- Tax rate: 34%⁽¹⁾
- Capital expenditures: €1.1bn
- Net debt between €8.5bn and €9.0bn at year-end



Conclusion



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I. Other Information

Outlook 2015 – Market Overview

United States - Elmwood, New Jersey – Refurbishment in Ductal, the ultra-high performance concrete of Lafarge, of the Pulaski Skyway Bridge carrying a four-lane freeway over the Passaic and Hackensack rivers linking Jersey City to Newark airport.

2015 Outlook – Market ⁽¹⁾ overview

Cement

| | Market Volumes (%) | | Market Volumes (%) |
|-----------------------------------|--------------------|-------------------------------|--------------------|
| North America | 3 to 6 | Middle East and Africa | 5 to 8 |
| United States | 5 to 8 | Algeria | 4 to 7 |
| Canada | -1 to 2 | Egypt | 4 to 7 |
| | | Iraq | 7 to 10 |
| Western Europe | 0 to 3 | Kenya | 8 to 11 |
| France | -2 to 1 | Morocco | -1 to 2 |
| United Kingdom | 5 to 8 | Nigeria | 3 to 6 |
| Spain | 4 to 7 | South Africa | 2 to 5 |
| Greece | -3 to 0 | | |
| | | Asia | 4 to 7 |
| Central and Eastern Europe | -2 to 1 | China | 1 to 4 |
| Poland | 2 to 5 | India | 5 to 8 |
| Romania | 2 to 5 | Indonesia | 3 to 6 |
| Russia | -12 to -9 | Malaysia | 5 to 8 |
| | | Philippines | 9 to 12 |
| Latin America | -3 to 0 | South Korea | -2 to 1 |
| Brazil | -3 to 0 | | |
| | | Overall | 2 to 5 |

2015 Outlook – Market overview

Aggregates and Concrete

■ **Main markets**

- North America: Market growth, notably supported by positive trends in the US residential and commercial sectors.
- Western Europe: Overall stabilization at a low level. Growth expected in the UK, supported by the residential sector; decrease in France.
- Emerging markets: Market growth expected in most markets.

■ **Prices**

- Price improvement expected for both Pure Aggregates and Ready-Mix concrete.



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Jean-Paul Viguier (architect)

II. Other information

Scope and Foreign Exchange Effects

France, City of Lyon – Lyon Confluence district, in the Lyon former Docks district. Shopping center designed by architect Jean-Paul Viguier. Lafarge concrete has been used for the exterior surfaces around the center.

Sales by Geographical Area

Scope and Foreign Exchange Effects

| <i>In million euros</i> | 1 st Quarter | | | | | |
|----------------------------|-------------------------|--------------|-------------|--------------------|-------------|--------------|
| | 2015 | 2014 | Variation | Scope | FX effect | lfl |
| North America | 435 | 376 | 16% | -4% | 14% | 6% |
| Western Europe | 457 | 503 | -9% | 1% | - | -10% |
| Central and Eastern Europe | 156 | 173 | -10% | -5% | -5% | - |
| Middle East and Africa | 972 | 893 | 9% | -2% ⁽¹⁾ | 9% | 2% |
| Latin America | 120 | 173 | -31% | -17% | - | -14% |
| Asia | 639 | 515 | 24% | - | 19% | 5% |
| TOTAL | 2,779 | 2,633 | 5.5% | -2.2% | 8.3% | -0.6% |

EBITDA by Geographical Area

Scope and Foreign Exchange Effects

| <i>In million euros</i> | 1 st Quarter | | | | | | |
|----------------------------|-------------------------|------------|------------|------------|-----------|----------------------------------|--------------------|
| | 2015 | 2014 | Variation | Scope | FX effect | Impact of one-off ⁽¹⁾ | lfl ⁽¹⁾ |
| North America | (44) | (62) | 29% | - | -11% | - | 40% |
| Western Europe | 57 | 39 | 46% | 5% | - | 37% | 4% |
| Central and Eastern Europe | (10) | (17) | 41% | - | 6% | - | 35% |
| Middle East and Africa | 259 | 250 | 4% | 1% | 6% | -6% | 3% |
| Latin America | 20 | 38 | -47% | -29% | 1% | - | -19% |
| Asia | 121 | 95 | 27% | - | 19% | - | 8% |
| TOTAL | 403 | 343 | 17% | -5% | 8% | - | 14% |

(1) Calculation of the like-for-like variations:

At Group level: at constant scope and exchange rates

At regional level: variations like-for-like are at constant scope and exchange rates and exclude:

- carbon credit sales (€15m of credits sold in Q1 2015 versus none in Q1 2014 in Western Europe)
- a €15m adverse impact from the loss in volumes in Iraq due to transport limitations.



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Nigeria, City of Lagos

II. Other information

Information per Activity

Cement

| | 1 st Quarter | | | |
|---------------------|-------------------------|-------|-----------|--------------------|
| | 2015 | 2014 | Variation | lfl ⁽¹⁾ |
| Volumes Cement (MT) | 25.0 | 25.9 | -4% | -3% |
| Sales (€m) | 2,103 | 1,983 | 6% | 1% |
| EBITDA Margin | 20.6% | 18.4% | 220bps | 240bps |

| By geographical zone | 1 st Quarter | | | |
|----------------------------|-------------------------|--------------|------------|--------------------|
| | 2015 | 2014 | Variation | lfl ⁽¹⁾ |
| Sales | 2,103 | 1,983 | 6% | 1% |
| North America | 197 | 169 | 17% | 3% |
| Western Europe | 249 | 266 | -6% | -7% |
| Central and Eastern Europe | 117 | 131 | -11% | 1% |
| Middle East and Africa | 865 | 809 | 7% | 1% |
| Latin America | 100 | 146 | -32% | -11% |
| Asia | 575 | 462 | 24% | 6% |
| EBITDA | 433 | 364 | 19% | 14% |
| North America | (11) | (24) | nm | nm |
| Western Europe | 55 | 23 | nm | nm |
| Central and Eastern Europe | (5) | (12) | nm | nm |
| Middle East and Africa | 254 | 245 | 4% | 4% |
| Latin America | 21 | 37 | -43% | -11% |
| Asia | 119 | 95 | 25% | 6% |

(1) Calculation of the like-for-like variations:

At Group level: at constant scope and exchange rates

At regional level: variations like-for-like are at constant scope and exchange rates and exclude:

- carbon credit sales (€15m of credits sold in Q1 2015 versus none in Q1 2014 in Western Europe)
- a €15m adverse impact from the loss in volumes in Iraq due to transport limitations.

Aggregates and Concrete

| | 1 st Quarter | | | |
|---------------|-------------------------|------|-----------|-----|
| | 2015 | 2014 | Variation | lfl |
| Sales (€m) | 789 | 772 | 2% | -2% |
| EBITDA | (23) | (19) | nm | 3% |
| EBITDA Margin | nm | nm | | |

Aggregates and other related activities

| <i>By geographical zone</i> | 1 st Quarter | | | |
|-------------------------------------|-------------------------|-------------|-----------|------------|
| | 2015 | 2014 | Variation | lfl |
| Volumes Pure Aggregates (MT) | 26.5 | 26.9 | -2% | - |
| Sales | 338 | 334 | 1% | - |
| <i>Out of which Pure aggregates</i> | 320 | 315 | 2% | -1% |
| North America | 137 | 119 | 15% | 8% |
| Western Europe | 104 | 120 | -13% | -13% |
| Other | 79 | 76 | 4% | 3% |
| EBITDA | (17) | (17) | - | 12% |
| <i>Out of which Pure aggregates</i> | (6) | (8) | | |
| North America | (16) | (21) | | |
| Western Europe | 6 | 11 | | |
| Other | 4 | 2 | | |

Ready-Mix and Concrete Products

| <i>By geographical zone</i> | 1 st Quarter | | | |
|--------------------------------------|-------------------------|------------|-----------|-----------|
| | 2015 | 2014 | Variation | lfl |
| Volumes Ready-Mix (Mm ³) | 5.5 | 5.7 | -5% | -5% |
| Sales | 514 | 502 | 2% | -3% |
| <i>Out of which Ready-Mix</i> | 492 | 483 | 2% | -4% |
| North America | 120 | 104 | 15% | 6% |
| Western Europe | 173 | 197 | -12% | -12% |
| Other | 199 | 182 | 9% | -2% |
| EBITDA | (6) | (2) | nm | nm |
| <i>Out of which Ready-Mix</i> | (7) | (3) | | |
| North America | (9) | (11) | | |
| Western Europe | 4 | 7 | | |
| Other | (2) | 1 | | |



II. Other information

Sales variances for a selection of countries

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Nigeria, City of Lagos

YTD Like-for-Like Sales Variance – Cement

| Analysis by Region and Major Market as at March 31, 2015 | Volume effect | Other effects ⁽¹⁾ | Activity variation vs. 2014 |
|--|----------------------|------------------------------|-----------------------------|
| North America | 0.5% | 2.3% | 2.8% |
| United States | -4.1% | 7.5% | 3.4% |
| Canada | 5.0% | -2.8% | 2.2% |
| Western Europe | -5.9% | -1.4% | -7.3% |
| France | -7.1% ⁽²⁾ | -2.2% ⁽²⁾ | -9.3% |
| Spain | -8.4% ⁽³⁾ | 8.6% ⁽³⁾ | 0.2% |
| Greece | -9.4% | -1.0% | -10.4% |
| Central and Eastern Europe | 6.1% | -5.0% | 1.1% |
| Poland | -5.3% | -1.6% | -6.9% |
| Romania | 16.3% | -2.3% | 14.0% |
| Russia | 77.0% | -3.4% | 73.6% |
| Middle East and Africa | -1.5% | 4.3% | 2.8% |
| Algeria | -3.2% | 3.5% | 0.3% |
| Egypt | 20.4% | -4.2% | 16.2% |
| Iraq | -29.2% | -11.3% | -40.5% |
| Kenya | 13.9% | -0.9% | 13.0% |
| Nigeria | 6.6% | 7.8% | 14.4% |
| South Africa | 0.8% | -2.5% | -1.7% |
| Latin America | -8.6% | -2.8% | -11.4% |
| Asia | 6.0% | 0.3% | 6.3% |
| India | 6.7% | -1.3% | 5.4% |
| Indonesia | -17.8% | 8.0% | -9.8% |
| Malaysia | 3.8% | 1.6% | 5.4% |
| Philippines | 12.7% | -3.1% | 9.6% |
| South Korea | 3.3% | 2.5% | 5.8% |
| Cement domestic markets | 0.6% | 0.9% | 1.5% |
| Main Joint ventures (disclosed for information and not included in the regional sub-totals disclosed above) | | | |
| UK | -2.5% | 6.6% | 4.1% |
| Morocco | 0.8% | 3.6% | 4.4% |
| China | -8.3% | -10.4% | -18.7% |



- (1) Other effects: including price effects, product and customer mix effects
(2) Lime, grey and white cement
(3) Impacted by lower clinker sales – grey cement volumes up 2%

YTD Like-for-Like Sales Variance

Aggregates and Concrete

| Analysis by Major Market as at March 31, 2015 | Volume effect | Other effects ⁽¹⁾ | Activity variation vs. 2014 |
|--|----------------------|-------------------------------------|------------------------------------|
| Pure Aggregates | 0.5% | -1.3% | -0.8% |
| France | -16.8% | 2.9% | -13.9% |
| Poland | 2.3% | -3.9% | -1.6% |
| United States | 7.4% | -1.4% | 6.0% |
| Canada | 9.9% | -1.0% | 8.9% |
| South Africa | 13.1% | 7.4% | 20.5% |
| <i>JV - United Kingdom ⁽²⁾</i> | 14.1% | 8.9% | 23.3% |
| Ready-mix Concrete | -5.0% | 1.2% | -3.8% |
| France | -8.0% | -2.2% | -10.2% |
| United States | -13.7% | 2.5% | -11.2% |
| Canada | 2.7% | 8.3% | 11.0% |
| South Africa | 13.5% | 0.0% | 13.5% |
| India | -1.3% | 0.6% | -0.7% |
| <i>JV – United Kingdom</i> | 14.1% | 7.1% | 21.2% |

(1) Other effects: including price effects, product and customer mix effects

(2) All aggregates products

NB : the contribution of the joint-ventures are disclosed for information and are not included in the totals disclosed



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T. Campagne - CAPA Pictures
Jean-Paul Viguier (architect)

VI. Other Information

Income statement

France, City of Lyon – Lyon Confluence district, in the Lyon former Docks district. Shopping center designed by architect Jean-Paul Viguier. Lafarge concrete has been used for the exterior surfaces around the center.

Other Income (Expenses)

| €m | 1 st Quarter | |
|---------------------------------|-------------------------|------------|
| | 2015 | 2014 |
| Net gains (losses) on disposals | 2 | 26 |
| Impairment of assets | (27) | (6) |
| Restructuring | (21) | (11) |
| Merger-related costs | (38) | - |
| Others | (22) | (13) |
| Total | (106) | (4) |

Finance Costs and Average Interest Rate

| €m | 1 st Quarter | |
|--|-------------------------|--------------|
| | 2015 | 2014 |
| Financial charges on net debt | (174) | (190) |
| Foreign exchange | 19 | (2) |
| Net interest cost related to pensions, bank commissions, amortization of debt issuance costs and other financial costs | (35) | (40) |
| Total | (190) | (232) |

| Average interest rate | March 31, 2015 | | |
|---------------------------------|----------------|---------------|---------|
| | €11.8Bn | Interest rate | |
| | | Spot | Average |
| Total gross debt ⁽¹⁾ | | 6.6% | 6.5% |
| Of which: <i>Fixed rate</i> | 71% | | |
| <i>Floating rate</i> | 29% | | |

| | December 31, 2014 | | |
|--|-------------------|---------------|---------|
| | €11.4Bn | Interest rate | |
| | | Spot | Average |
| | | 6.4% | 6.3% |
| | 71% | | |
| | 29% | | |



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VI. Other Information

Statement of Financial Position & Cash Flow Statement

Philippines - Affordable housing, colored houses in the village of Iliga

Statement of Financial position

| €m | March 31, 2015 | Dec. 31, 2014 |
|---|-------------------|------------------|
| Capital Employed | 29,083 | 27,403 |
| <i>Out of which:</i> | | |
| <i>Goodwill</i> | 12,026 | 11,360 |
| <i>Prop, plant & equip.</i> | 12,659 | 12,052 |
| <i>Intangible assets</i> | 374 | 349 |
| <i>Investments in JV and associates</i> | 3,228 | 3,056 |
| <i>Working Capital</i> | 796 | 586 |
| Financial assets | 742 | 739 |
| Total | 29,825 | 28,142 |

| €m | March 31, 2015 | Dec. 31, 2014 |
|--|-------------------|------------------|
| Equity | 18,486 | 17,289 |
| <i>Out of which:</i> | | |
| <i>Equity attributable to the owners of the parent company</i> | 16,559 | 15,453 |
| <i>Non controlling interests</i> | 1,927 | 1,836 |
| Net debt | 9,803 | 9,310 |
| Provisions | 1,536 | 1,543 |
| Total | 29,825 | 28,142 |

Investments and Divestments

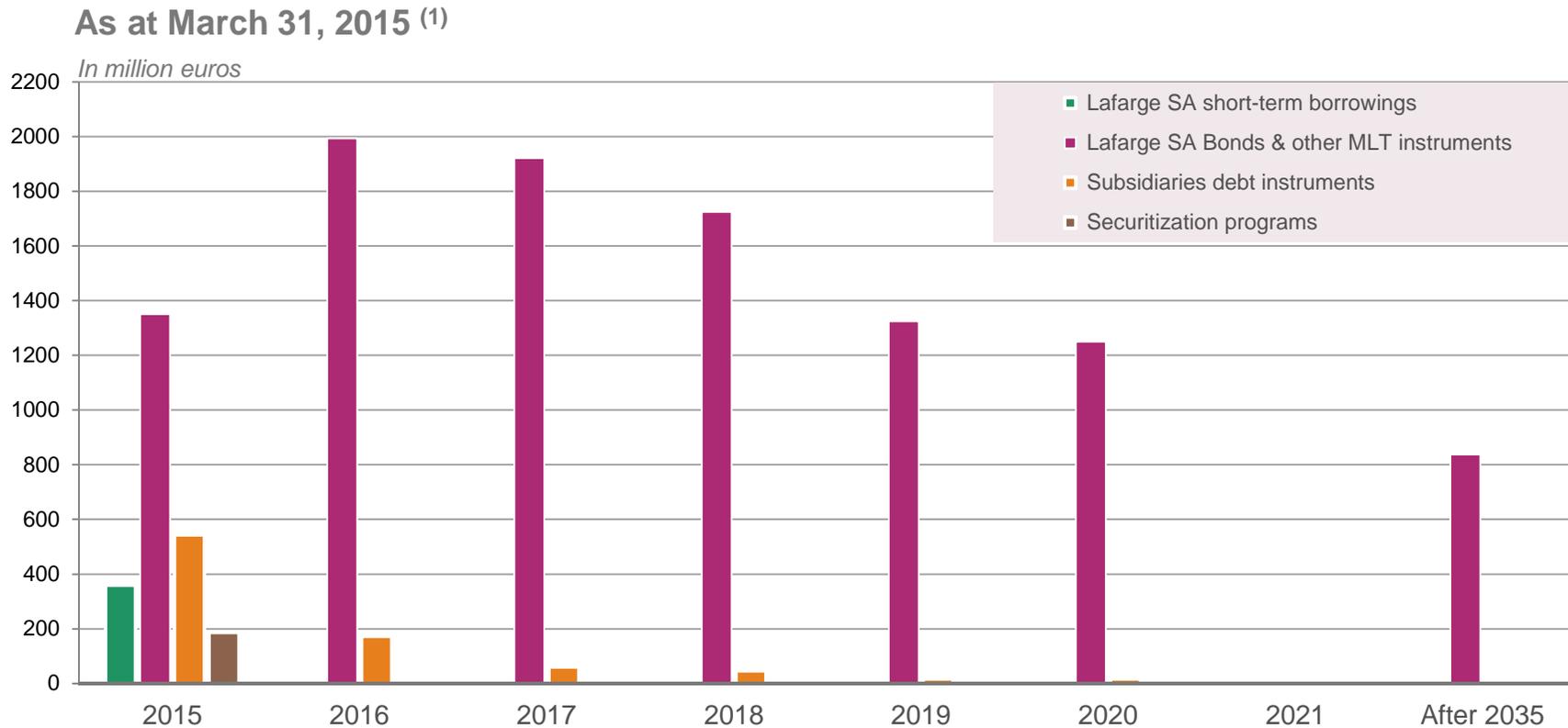
| €m | 1 st Quarter | |
|-----------------------------------|-------------------------|--------------|
| | 2015 | 2014 |
| Sustaining capital expenditures | (59) | (54) |
| Development capital expenditures | (176) | (135) |
| Acquisitions ⁽¹⁾ | (59) | (49) |
| Capital expenditures | (294) | (238) |
| Divestments ⁽²⁾ | 37 | 348 |



- (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.

Balanced Debt Maturity Schedule

Average maturity of gross debt is 3 years and 11 months



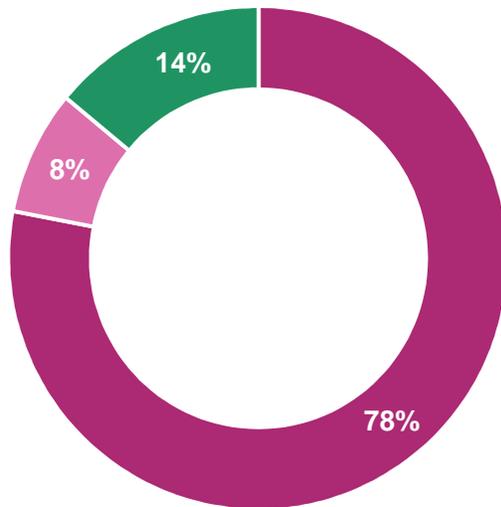
(1) Excluding puts on shares and derivatives instruments

NB : €0.3Bn Lafarge SA short-term borrowings are classified as long-term in the Group's Statement of Financial Position, as they can be refinanced on a medium and long-term basis through the committed credit lines.

Gross Debt ⁽¹⁾ by Currency and by Source of Financing

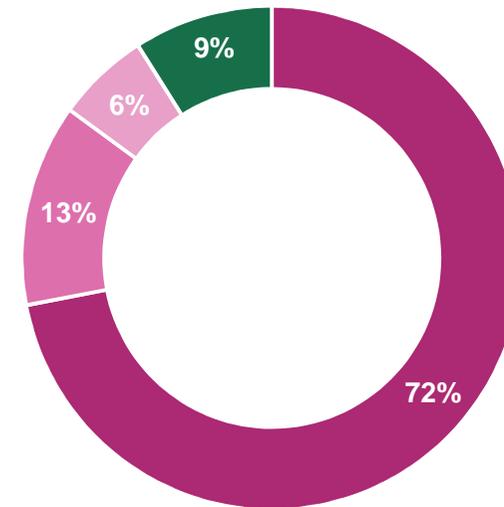
As at March 31, 2015

Split by source of financing ⁽²⁾



■ Debentures ■ Notes / private placements ■ Banks

Split by currency ⁽²⁾



■ EUR ■ USD
■ GBP ■ Other

Total Gross Debt ⁽¹⁾: € 11.8Bn



(1) Excluding puts on shares and derivatives instruments
(2) After swaps

Strong Liquidity Backed by Well Balanced Committed Credit Lines

Lafarge SA committed credit lines of 3.0 billion euros with average maturity of 2.5 years

| €bn, as at March 31, 2015 | Amount | 2015 | 2016 | 2017 | 2018 |
|---|------------|------|------|------|------|
| Syndicated committed credit lines | 1.5 | - | - | 1.5 | - |
| Bilateral committed credit lines | 1.5 | - | 0.2 | 0.6 | 0.7 |
| Cash and cash equivalents | 1.9 | | | | |
| Total sources of liquidity | 4.9 | | | | |
| Short-term debt and short-term portion of long-term debt | (2.7) | | | | |
| Overnight debt and other short-term borrowings ⁽¹⁾ | (0.3) | | | | |
| Total available liquidity | 1.9 | | | | |



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VII. Other Information

IFRS 11 on Joint Arrangements - Main Impacts on Group Key Figures

Philippines - Affordable housing, colored houses in the village of Iliga



IFRS 11 - New Accounting Standard on Joint Arrangements

| | 1 st Quarter, after IFRS 11 application | | Joint ventures contribution | | 1 st Quarter before IFRS 11 application | |
|---------------------------------------|--|------------------|-----------------------------|------------|--|----------------------------------|
| | Q1 2015 reported | Q1 2014 reported | Q1 2015 | Q1 2014 | Q1 2015 Pro forma ⁽¹⁾ | Q1 2014 Pro forma ⁽¹⁾ |
| Volumes | | | | | | |
| Cement (MT) | 25.0 | 25.9 | 4.8 | 5.1 | 29.8 | 31.0 |
| Pure aggregates (MT) | 26.5 | 26.9 | 7.0 | 6.4 | 33.5 | 33.3 |
| Ready-Mix Concrete (Mm ³) | 5.5 | 5.7 | 1.0 | 0.9 | 6.5 | 6.6 |
| Sales | | | | | | |
| | 2,779 | 2,633 | 616 | 490 | 3,395 | 3,123 |
| EBITDA | 403 | 343 | 79 | 55 | 482 | 398 |
| <i>EBITDA Margin</i> | 14.5% | 13.0% | 12.8% | 11.2% | 14.2% | 12.7% |
| Current Operating Income | 205 | 146 | 33 | 16 | 238 | 162 |
| Net income Group share ⁽²⁾ | (96) | (135) | | | (96) | (135) |
| Net debt | | | | | | |
| | 9,803 | 9,951 | 687 | 494 | 10,490 | 10,445 |

(1) Calculated on the basis of the accounting principles prevailing as at December 31, 2013 (i.e. applying the proportionate consolidation method for the joint-ventures)

(2) Net income attributable to the owners of the parent company

Key definitions

- Amounts are generally given in million euros, and exceptions are mentioned.
- Variations are calculated based on amounts that include decimals, and may therefore not be totally consistent when calculated based on rounded disclosed figures.

| | |
|---|---|
| Volumes | Volumes are shown by origin |
| Sales by Region | Group Sales by Region are disclosed after eliminations of inter regional sales and are shown by origin. Sales for each activity are disclosed by origin, and before elimination of inter regional/business line sales. |
| EBITDA | Current Operating Income before depreciation and amortization on tangible and intangible assets EBITDA Margin = EBITDA / Sales |
| Current Operating Income | Operating Income before “capital gains, impairment, restructuring and other” |
| Net income, Group share | Net income attributable to the owners of the parent company |
| Free Cash Flow | Net operating cash generated or used by continuing operations less sustaining capital expenditures |
| Like-for-Like variation | Variation at constant scope and exchange rates, unless indicated otherwise. |
| Strict Working Capital | Trade receivables plus inventories less trade payables |
| Strict Working Capital in days sales | <u>Strict Working Capital end of N * 90 days</u> Sales of the last quarter |