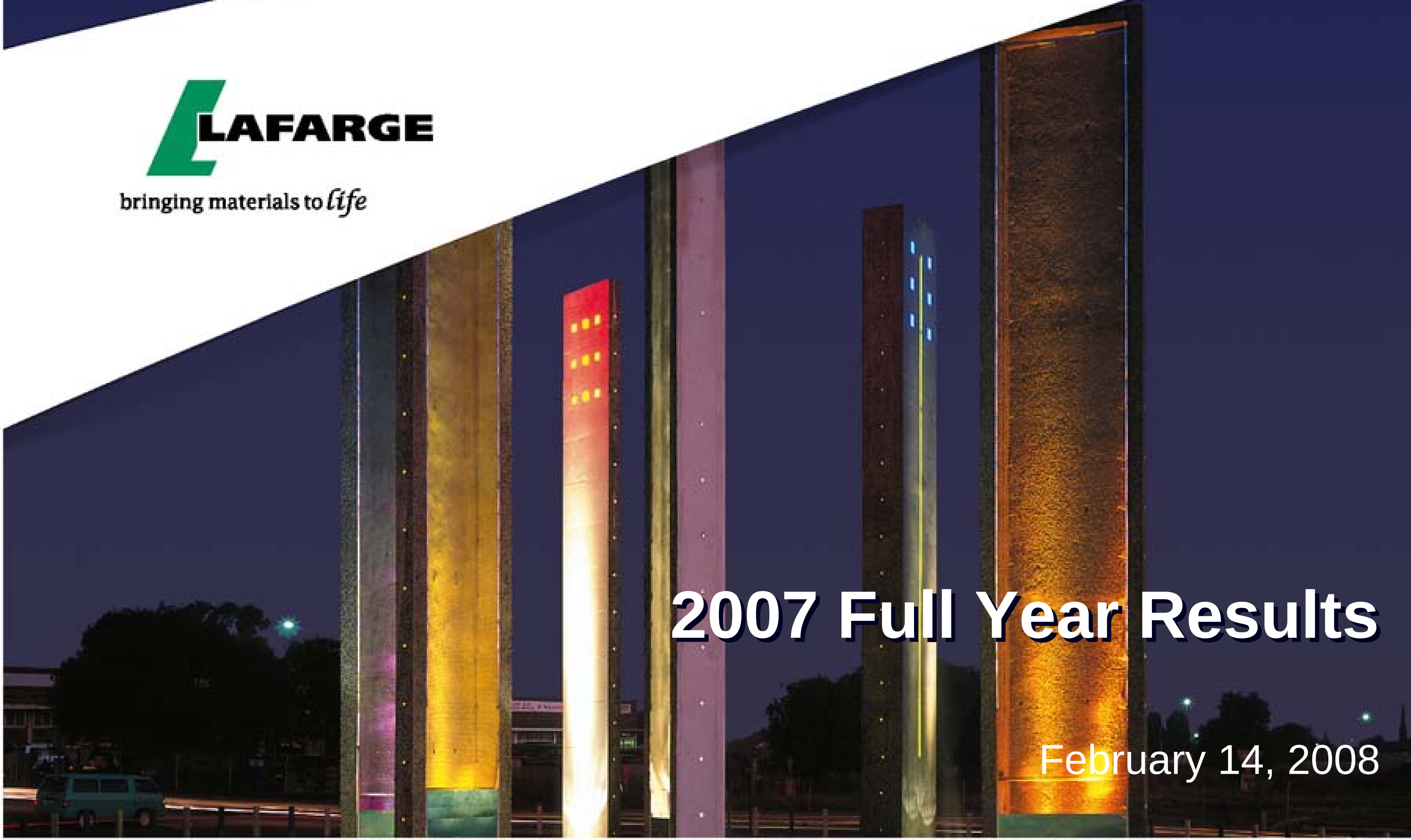
LAFARGE

bringing materials to life



2007 Full Year Results

February 14, 2008

Disclaimer

This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company’s results or any other performance indicator, but rather trends or targets, as the case may be. These statements are by their nature subject to risks and uncertainties as described in the Company’s annual report available on its Internet website (www.lafarge.com). These statements do not reflect future performance of the Company, which may materially differ. The Company does not undertake to provide updates of these statements.

More comprehensive information about Lafarge may be obtained on its Internet website (www.lafarge.com), under Regulated Information.

Bruno Lafont

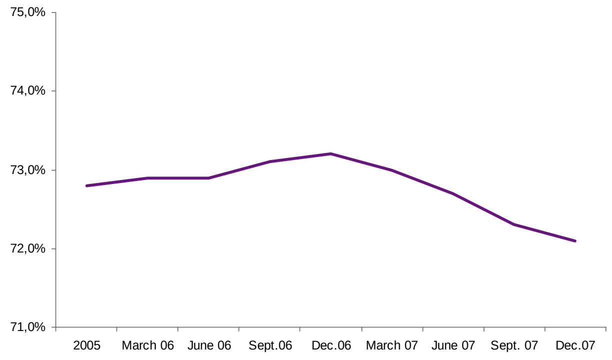
Chairman and CEO

Orascom Cement Acquisition
On Fast Track

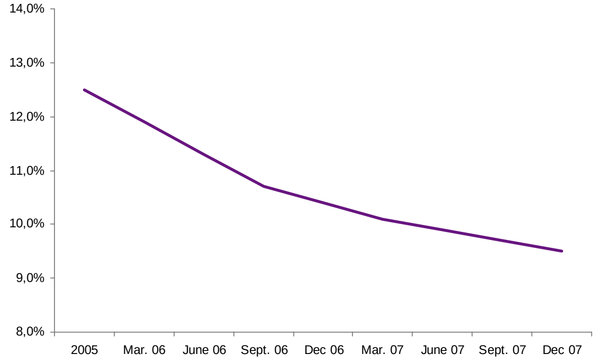
- Transaction
  - Announced December 10
  - Approved by Orascom's Shareholders December 29
  - Approved by Lafarge's Shareholders January 18
  - Finalized January 23
- Financing
  - Primary syndication completed and oversubscribed 40% with 30 banks committed
- Operations
  - Northern Irak and Algeria started on time
  - Some synergies already delivering

Strong Focus On Costs Drives Results

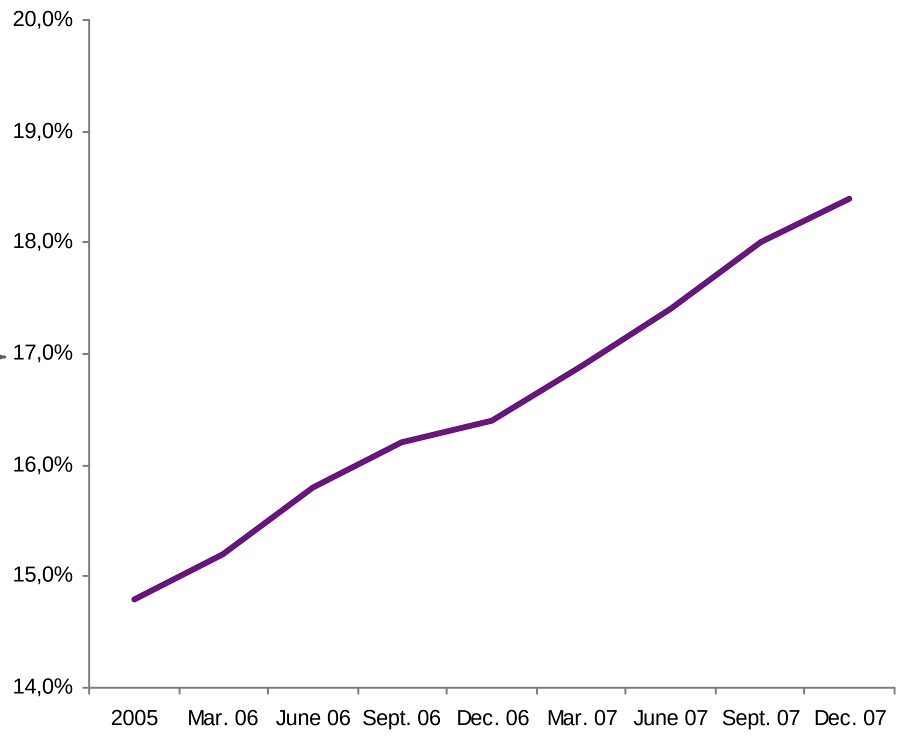
COGS / Sales



SG&A / Sales



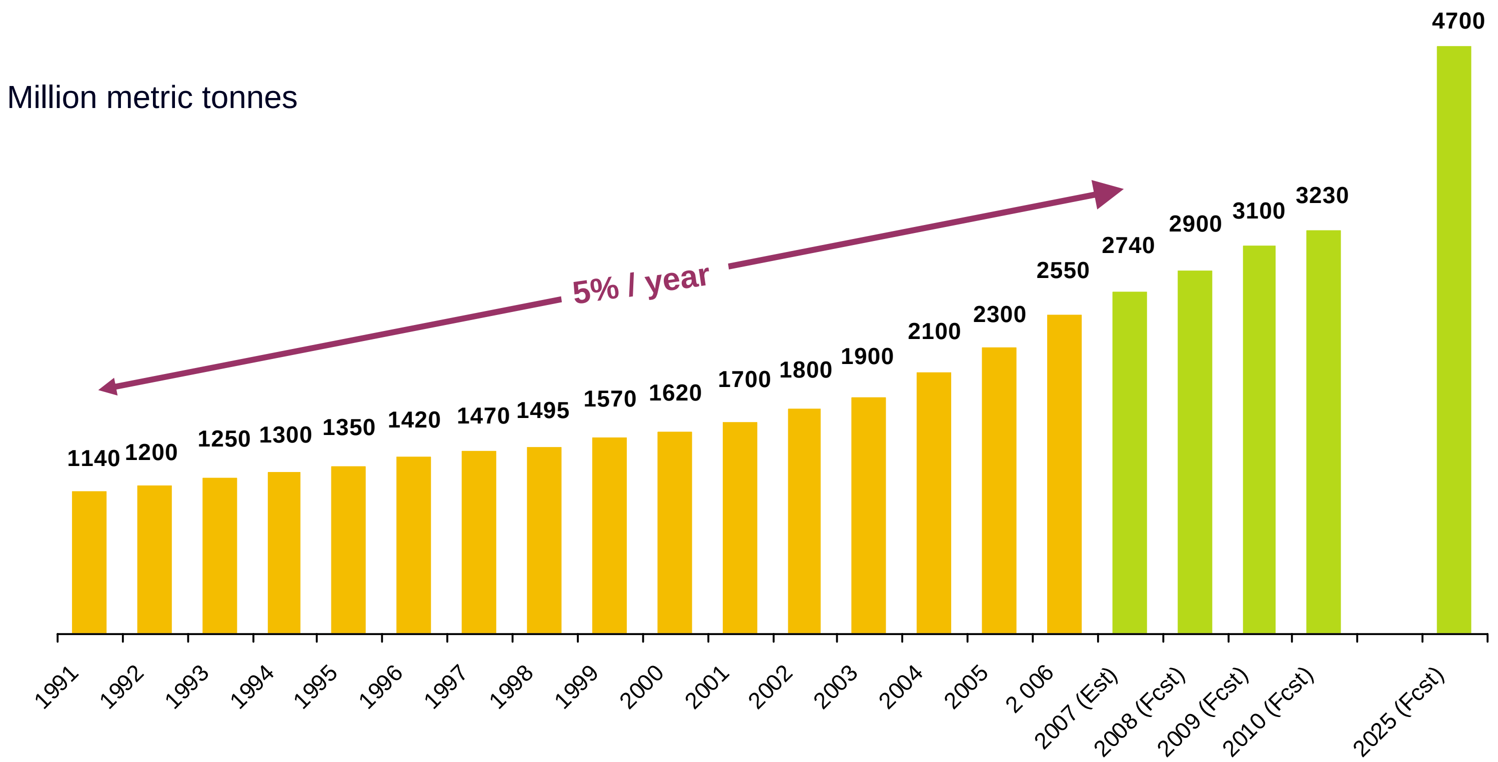
Operating Margin



Uninterrupted Growth In World Cement Demand

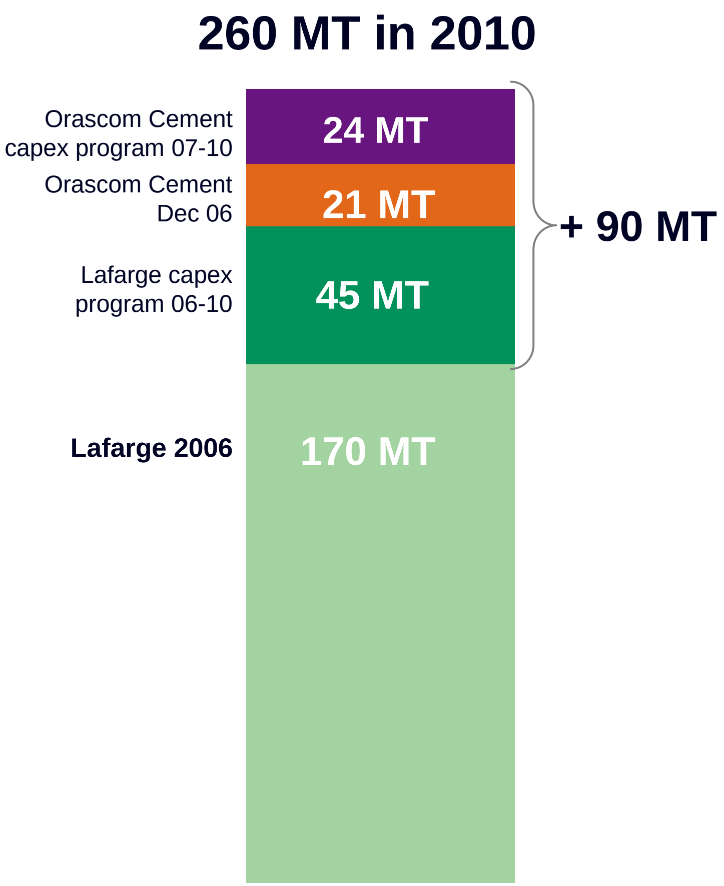
Lafarge covers 85%
of the world cement market in 2008

(Excluding China)

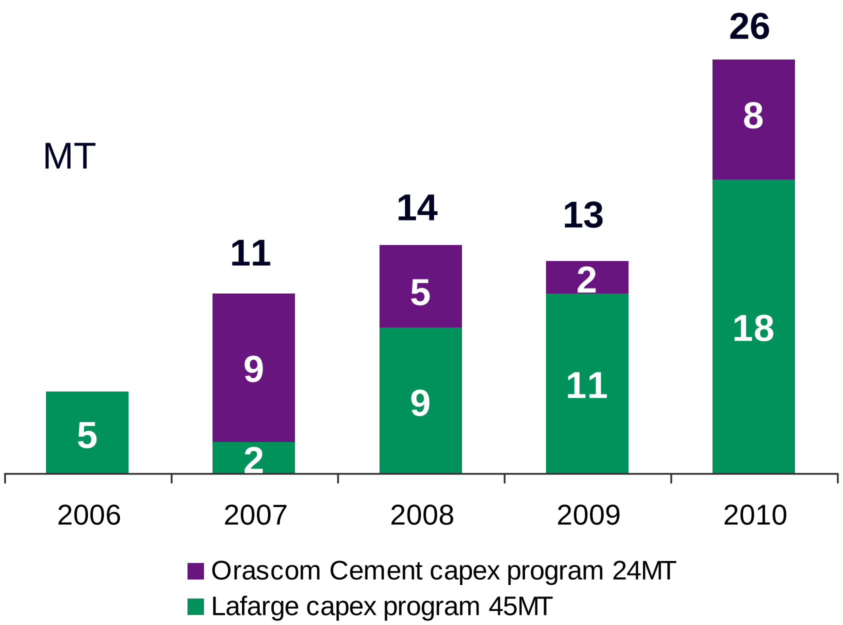


Sources: Cembureau, Lafarge estimates, JP Morgan

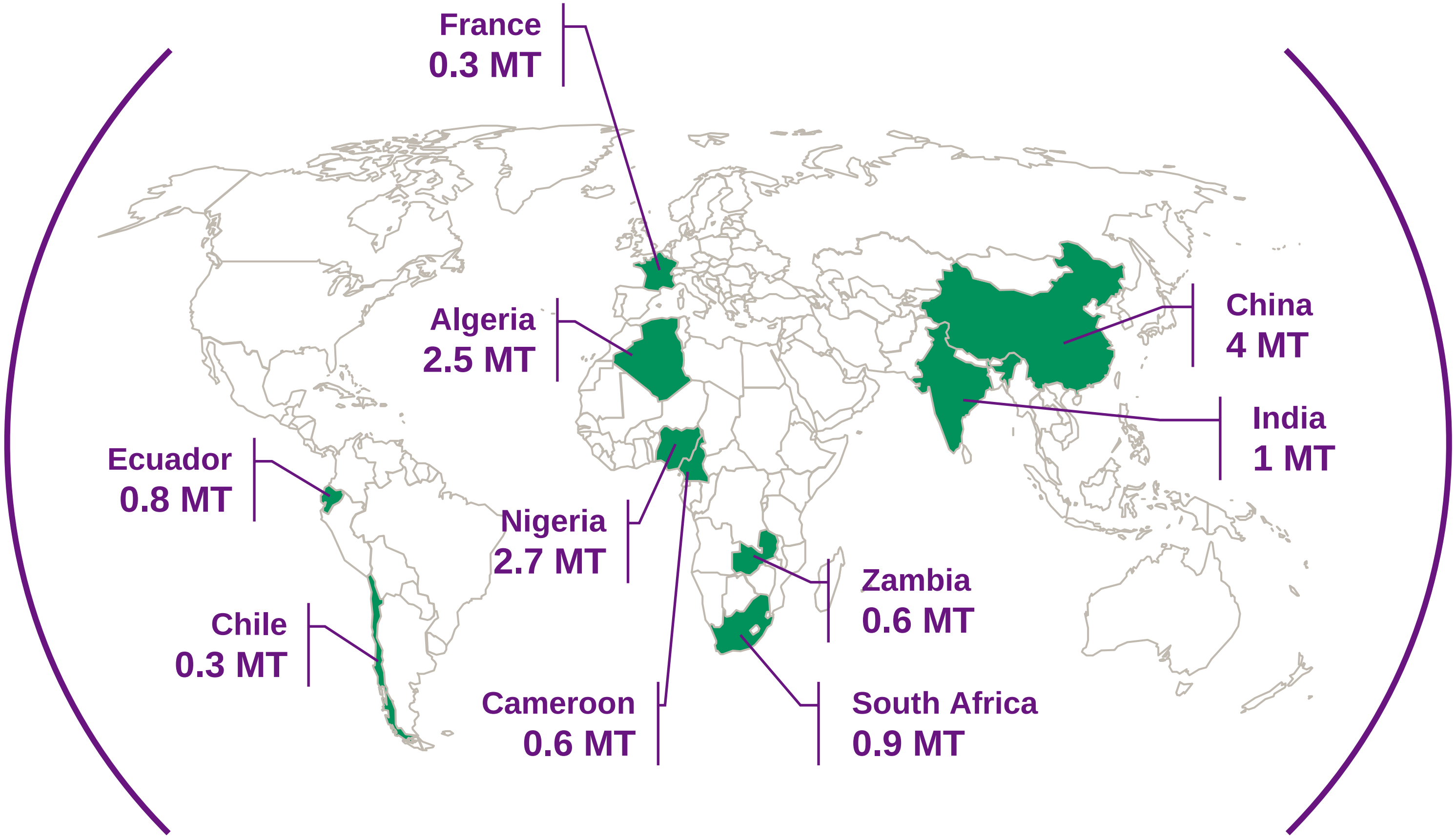
Excellent Balance
of Internal and External Development



Optimal phasing of new capacities

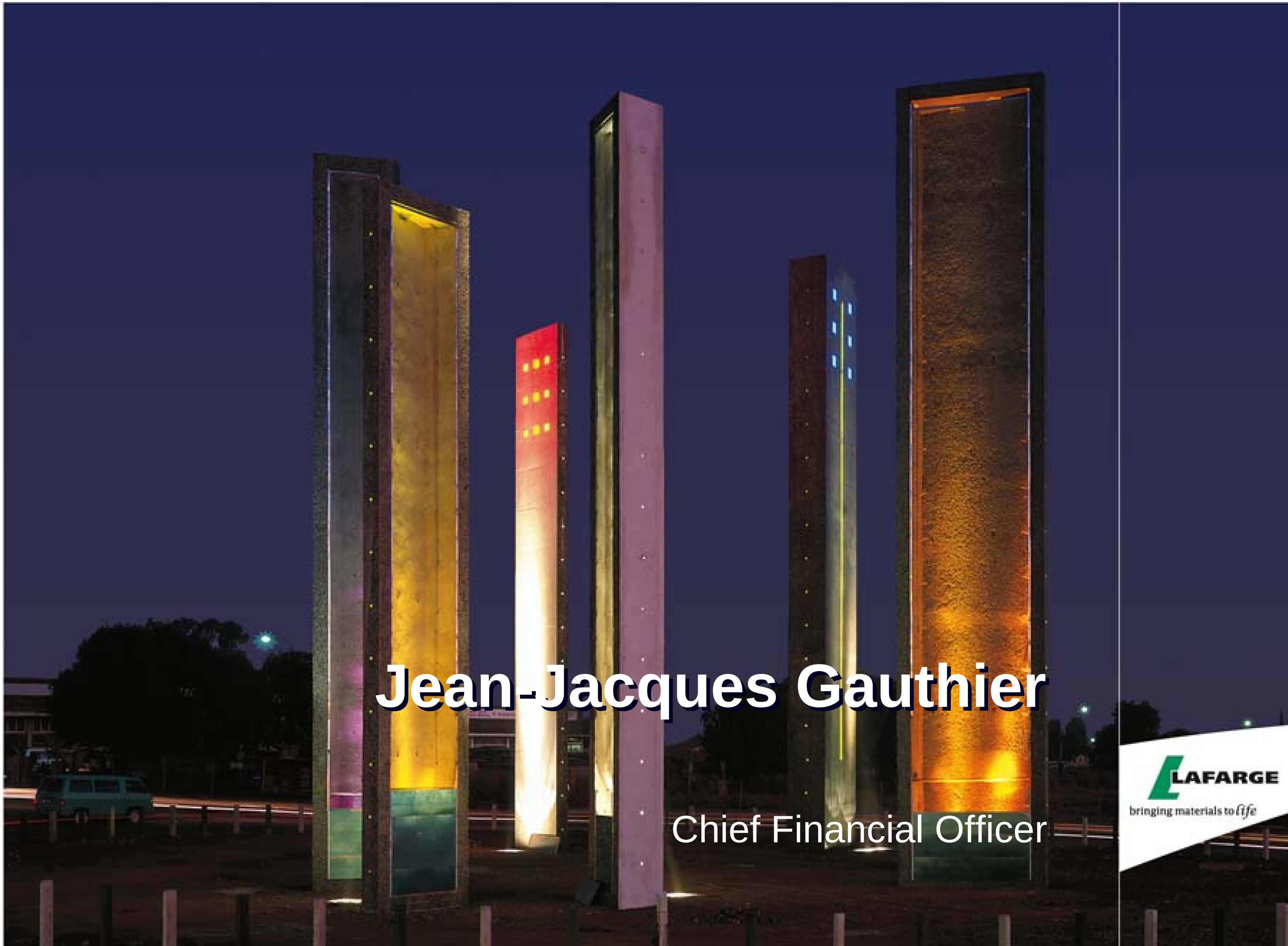


14 MT of New Cement Capacity in 2008



Poised to Hit our 2010 Objectives

- Our 2010 objectives are at hand
  - EPS > €15 in 2010
  - ROCE exceeding 12% in 2010
  - Free Cash Flow > €3.5bn in 2010
- We will be well underway by end of 2008



Jean-Jacques Gauthier

Chief Financial Officer

LAFARGE
bringing materials to life

Financial Highlights

- Excellent results
- Strong fourth quarter confirming good trends
- Sustained organic growth,
  driven by strong dynamism of emerging markets
- Cost reduction actions delivering
- Strong improvement in operating margin
- ROCE: + 160bp, already exceeding 2008 target
- EPS exceeds 11€

Key Figures

€m	2006	2007	Variation	4th Quarter 2006	4th Quarter 2007	4th Quarter Variation
Sales	**16,909**	**17,614**	**+ 4%**	***4,199***	***4,335***	***+ 3%***
EBITDA	3,704	4,183	+ 13%	*938*	*1,035*	*+ 10%*
Current Operating Income	**2,772**	**3,242**	**+ 17%**	***697***	***800***	***+ 15%***
Of which Emerging Markets	*1,159*	*1,480*	*+ 28%*	*305*	*374*	*+ 23%*
as a % of total	*42%*	*46%*		*44%*	*47%*	
Operating Margin	16.4%	18.4%	+ 200bp	*16.6%*	*18.5%*	*+ 190bp*
Net income Group share	1,372	1,909	+ 39%	*276*	*375*	*+ 36%*
Earnings per share (in €) (1)	**7.86**	**11.05**	**+ 41%**	***1.58***	***2.19***	***+ 39%***
Net dividend (in €) (2)	3.00	**4.00**				
ROCE (3)	**9.4%**	**11.0%**	**+ 160bp**			
Free Cash Flow (4)	**1,404**	**1,726**	**+ 23%**	***626***	***864***	***+ 38%***
Net debt	9,845	8,685	- 12%			

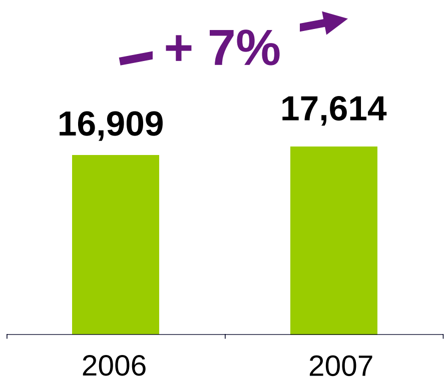
(1) Average number of shares: 174.5 m in 2006, 172.7 m in 2007
(2) Subject to approval of AGM
(3) Using the effective tax rate for 2007 (2006 as published)
(4) Defined as the net operating cash generated by continuing operations less sustaining capital expenditures

Sales up 4%

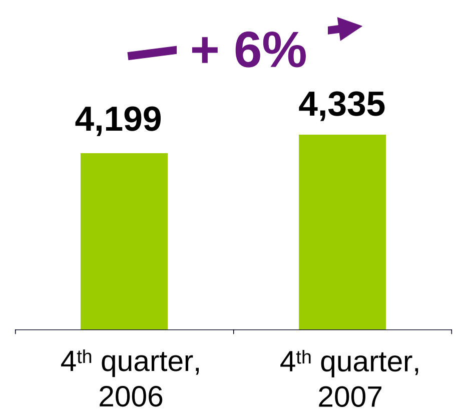
Solid Market Trends, Driven by Emerging Markets

				4th Quarter		
€m	**2006**	**2007**	**Variation**	***2006***	***2007***	**Variation**
Cement	8,847	9,456	+ 7%	*2,179*	*2,338*	+ 7%
Aggregates & Concrete	6,439	6,586	+ 2%	*1,619*	*1,628*	+ 1%
Gypsum	1,610	1,556	- 3%	*397*	*366*	- 8%
Other	13	16		*4*	*3*	
Total	**16,909**	**17,614**	**+ 4%**	***4,199***	***4,335***	**+ 3%**

Excluding scope and currency effects:



Excluding scope and currency effects:



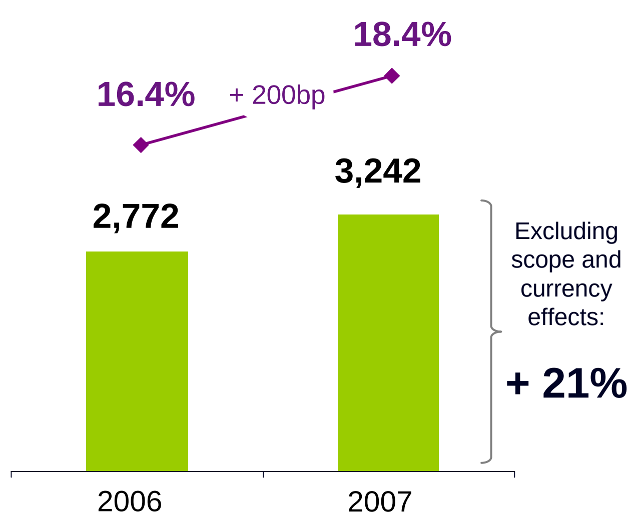
Current Operating Income up 17%

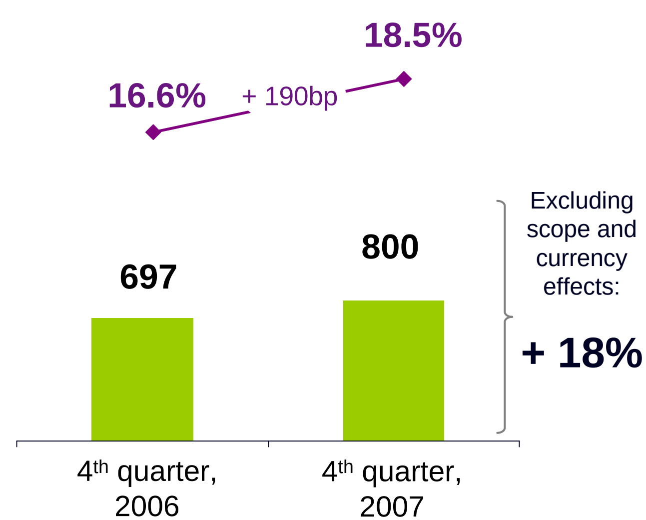
Growth in Emerging Markets and Cost Reduction Overall Drive Operating Margins Up Strongly

				4th Quarter		
€m	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Cement	2,103	2,481	+ 18%	*557*	*621*	*+ 11%*
Aggregates & Concrete	564	721	+ 28%	*141*	*190*	*+ 35%*
Gypsum	198	116	- 41%	*40*	*19*	*- 53%*
Holding & Other	(93)	(76)		*(41)*	*(30)*	
Total	**2,772**	**3,242**	**+ 17%**	***697***	***800***	***+ 15%***

Operating margin (1)

Current Operating Income





(1) Current Operating Income / Sales

Cost of Sales

Strict Cost Management, Everywhere

€m	2006	2007
Cement	6,652	6,962
Aggregates & Concrete	5,326	5,336
Gypsum	1,210	1,244
Eliminations & Other	(803)	(842)
Total	**12,385**	**12,700**
Total as % of Sales	*73.2%*	*72.1%*

4th Quarter

	2006	*2007*
Total	***3,042***	***3,101***
Total as % of Sales	*72.4%*	*71.5%*

Excluding scope, and currency effects:

+ 6%

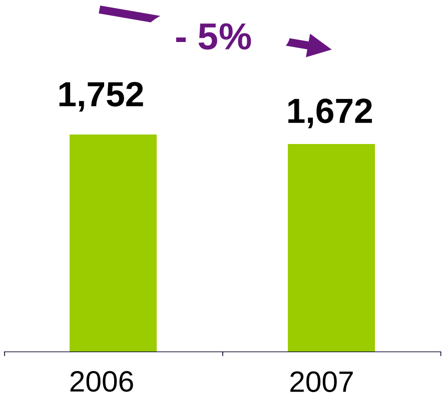
Selling and Administrative Expenses

Cost Reduction Action Plans Delivering

€m	2006	2007
Cement	886	837
Aggregates & Concrete	559	540
Gypsum	224	221
Eliminations & Other	83	74
Total	**1,752**	**1,672**
Total as a % of Sales	*10.4%*	*9.5%*

4th Quarter

2006	*2007*
460	*434*
11.0%	*10.0%*



Excluding scope
and currency effects:

- 2%

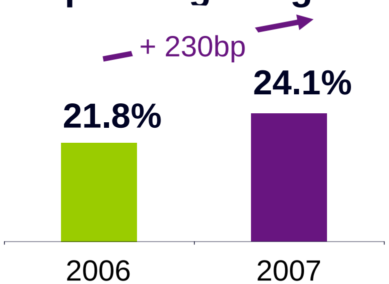
Cement

Cement Highlights

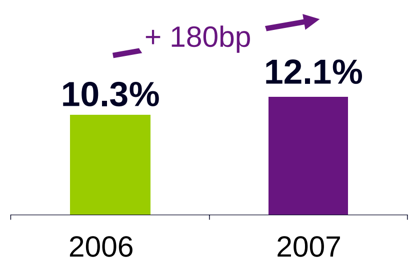
Solid Growth in Emerging Markets and Visible Cost Cutting: Current Operating Income Up 18% YTD

MT	2006	2007	Variation	*4th Quarter* 2006	*4th Quarter* 2007	*4th Quarter* Variation
Volumes	131.8	136.4	+ 3%	*33.5*	*34.6*	*+ 3%*
€m						
Sales (1)	9,641	10,280	+ 7%	*2,379*	*2,536*	*+ 7%*
EBITDA	2,678	3,059	+ 14%	*706*	*764*	*+ 8%*
Current Operating Income	2,103	2,481	+ 18%	*557*	*621*	*+ 11%*
Of which Emerging Markets	*49%*	*53%*		*50%*	*54%*	
Operating Income	1,996	2,509		*461*	*565*	
€						
EBITDA / t	20.3	22.4				

Operating margin (3)



ROCE



- Solid market conditions overall, driven by strong demand in emerging markets
- Cost reduction action plans delivering
- Strong operating margin improvement

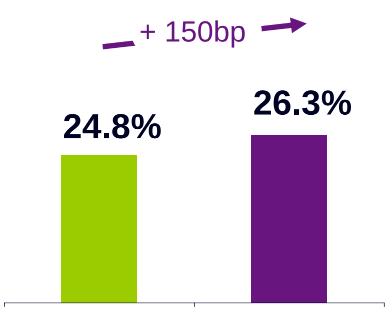
(1) Before elimination of inter divisional sales
(2) Current Operating Income / Sales

Cement: Western Europe

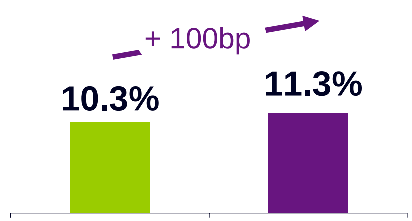
Favorable Pricing Trends; Cost Cutting Delivering

				4th Quarter		
MT	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes (1)	33.8	34.3	+ 1%	*8.7*	*8.4*	*- 3%*
€m						
Sales (2)	2,823	2,987	+ 6%	*708*	*716*	*+ 1%*
EBITDA	864	958	+ 11%	*220*	*237*	*+ 8%*
Current Operating Income	699	787	+ 13%	*174*	*193*	*+ 11%*
€						
EBITDA / t	25.6	27.9				

Operating margin (3)



ROCE



- Good market conditions in France and UK more than offset soft volumes in Greece and Spain
- Positive pricing reflecting rising input costs, notably energy
- Excellence 2008 action plans strongly delivering

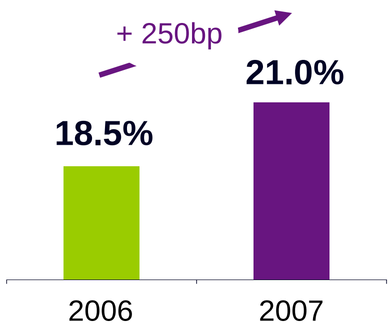
(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

Cement: North America

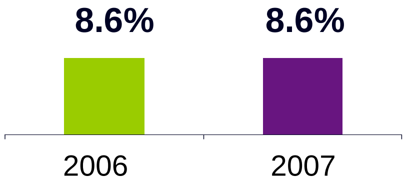
Current Operating Income Up 12% in Dollars
Operating Margin Up 250bp YTD

MT	2006	2007	Variation	Like for like	4th Quarter 2006	4th Quarter 2007	Variation	Like for like
Volumes (1)	20.3	19.3	- 5%	- 5%	*4.9*	*4.6*	*- 6%*	*- 6%*
€m								
Sales (2)	1,977	1,835	- 7%	-	*473*	*422*	*- 11%*	*- 4%*
EBITDA	504	516	+ 2%	*+ 9%*	*142*	*124*	*- 13%*	*- 7%*
Current Operating Income	366	386	+ 5%	*+ 12%*	*107*	*92*	*- 14%*	*- 9%*
€								
EBITDA / t	24.8	26.7						

Operating margin (3)



ROCE



- Solid pricing, reduction in imports and cost cutting actions more than offset adverse market conditions (amplified by harsh weather in December)
- ROCE impacted by inclusion of the goodwill on 2006 minorities buy-out for the full year (impact of 120bp)

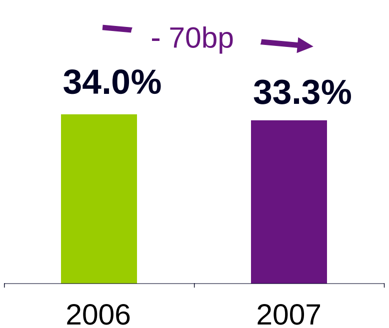
(1) Domestic. Volumes by destination 06: 20.7mT 07: 19.3mT
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

Cement: Mediterranean Basin and Middle East

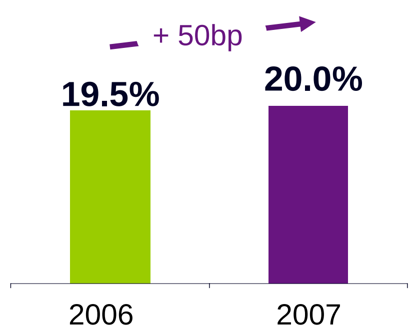
Favorable Market Trends and Rising Costs

MT	2006	2007	Variation	Like for like [4]	4th Quarter 2006	4th Quarter 2007	4th Quarter Variation	4th Quarter Like for like [4]
Volumes [1]	12.0	10.4	- 13%	+ 4%	2.7	2.5	- 7%	+ 5%
€m								
Sales [2]	636	600	- 6%	+ 10%	146	142	- 3%	+ 12%
EBITDA	244	228	- 7%	+ 8%	55	51	- 7%	+ 3%
Current Operating Income	216	200	- 7%	+ 7%	50	43	- 14%	- 4%
€								
EBITDA / t	20.3	21.9						

Operating margin [3]



ROCE



- Sustained market trends in Morocco and Egypt
- Solid pricing trends to offset rising costs
- Sale of our assets in Central Anatolia impacts the results
- Negative impact of exchange rate variations, notably in Jordan

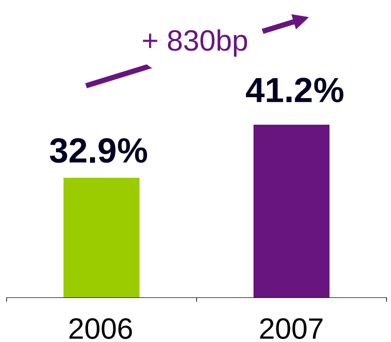
(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales
(4) Domestic

Cement: Central And Eastern Europe

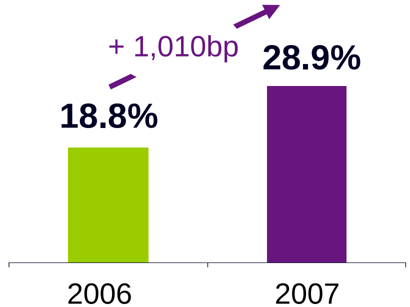
Remarkable Results Improvement
Driven by Sustained Market Dynamism

MT	2006	2007	Variation	4th Quarter 2006	4th Quarter 2007	4th Quarter Variation
Volumes (1)	13.3	15.5	+ 17%	*3.3*	*3.7*	*+ 12%*
€m						
Sales (2)	778	1,137	+ 46%	*205*	*280*	*+ 37%*
EBITDA	295	504	+ 71%	*79*	*123*	*+ 56%*
Current Operating Income	256	468	+ 83%	*68*	*115*	*+ 69%*
€						
EBITDA / t	22.2	32.5				

Operating margin (3)



ROCE



- Strong market conditions in Russia, Poland and Romania
- Excellent performance of our operations throughout the year
- Tight cost control across the countries

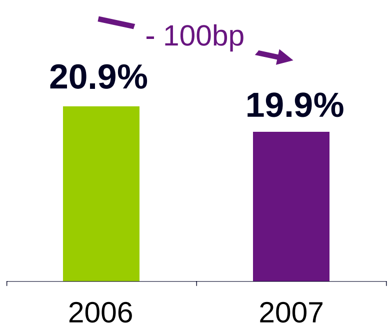
(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

Cement: Latin America

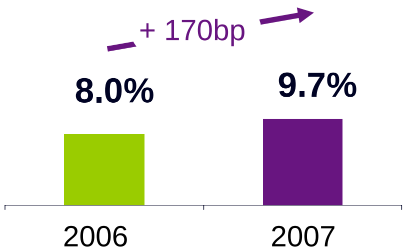
Solid Market Conditions in a High Cost Environment

				4th Quarter		
MT	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes [1]	7.6	8.5	+ 12%	*1.9*	*2.2*	*+ 16%*
€m						
Sales [2]	616	680	+ 10%	*158*	*181*	*+ 15%*
EBITDA	164	170	+ 4%	*45*	*45*	*-*
Current Operating Income	129	135	+ 5%	*36*	*37*	*+ 3%*
€						
EBITDA / t	21.6	20.0				

Operating margin [3]



ROCE



- Strong markets in all countries
- Brazilian market dynamism allowed some price recovery from mid-year over a very low level in 2006
- Cost reduction across the region partially offset cost overruns due to production issues in Venezuela and overall rise in energy costs

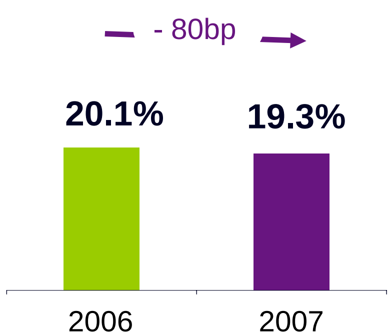
(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

Cement: Sub-Saharan Africa

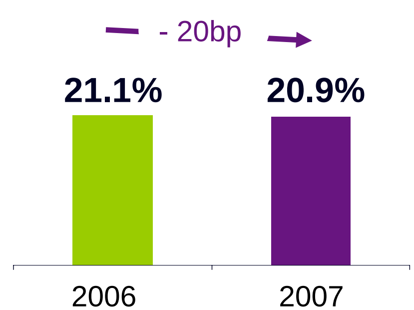
Positive Market Trends; Production Issues and Rising Costs

				4th Quarter		
MT	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes (1)	13.3	13.6	+ 2%	3.2	*3.4*	*+ 6%*
€m						
Sales (2)	1,517	1,599	+ 5%	344	*409*	*+ 19%*
EBITDA	356	360	+ 1%	83	*94*	*+ 13%*
Current Operating Income	305	309	+ 1%	73	*83*	*+ 14%*
€						
EBITDA / t	26.8	26.5				

Operating margin (3)



ROCE



- At constant scope and exchange rates, current operating income up 8% YTD and 17% in Q4
- Strong market conditions overall; Nigeria affected by energy disruptions and floods
- Highly rising costs, especially energy and import costs

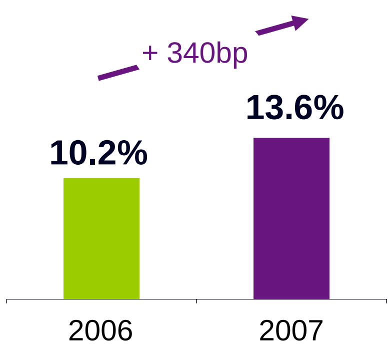
(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

Cement: Asia

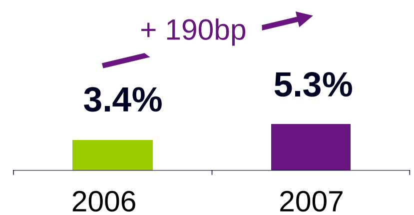
Good Market Conditions and Tight Cost Control

				4th Quarter		
MT	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes (1)	31.1	34.8	+ 12%	*8.8*	*9.8*	*+ 11%*
€m						
Sales (2)	1,294	1,442	+ 11%	*345*	*386*	*+ 12%*
EBITDA	251	323	+ 29%	*82*	*90*	*+ 10%*
Current Operating Income	132	196	+ 48%	*49*	*58*	*+ 18%*
€						
EBITDA / t	8.1	9.3				

Operating margin (3)



ROCE



- Sustained market growth in most countries
- Solid pricing, notably in Malaysia and India
- Cost reduction action plans implementation deliver results
- In China, integration of acquired operations in Yunnan and Sichuan and internal development program are on track

(1) By destination
(2) Before elimination of inter divisional sales
(3) Current Operating Income / Sales

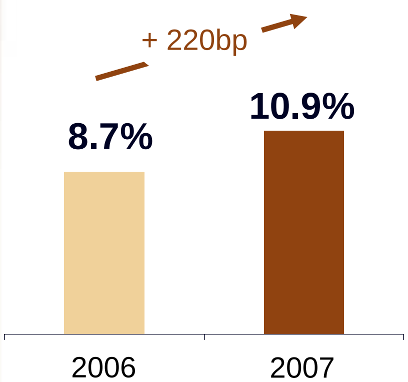

Aggregates & Concrete
LAFARGE
bringing materials to life

Aggregates & Concrete Highlights

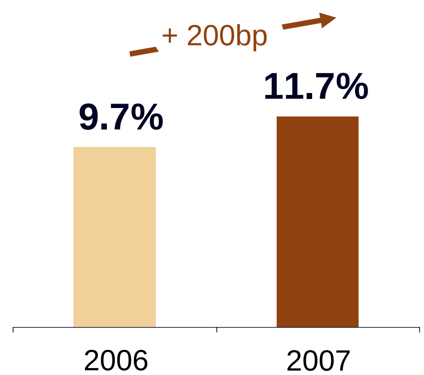
Pricing Gains, Increased Penetration of Value Added Products and Strict Cost Control: Current Operating Income Up 28% YTD

				4th Quarter		
€m	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Sales (1)	6,449	6,597	+ 2%	*1,622*	*1,631*	*+ 1%*
EBITDA	822	979	+ 19%	*208*	*258*	*+ 24%*
Current Operating Income	564	721	+ 28%	*141*	*190*	*+ 35%*
Of which Emerging Markets	*16%*	*18%*		*15%*	*15%*	
Operating Income	555	693		*134*	*182*	

Operating margin (2)



ROCE

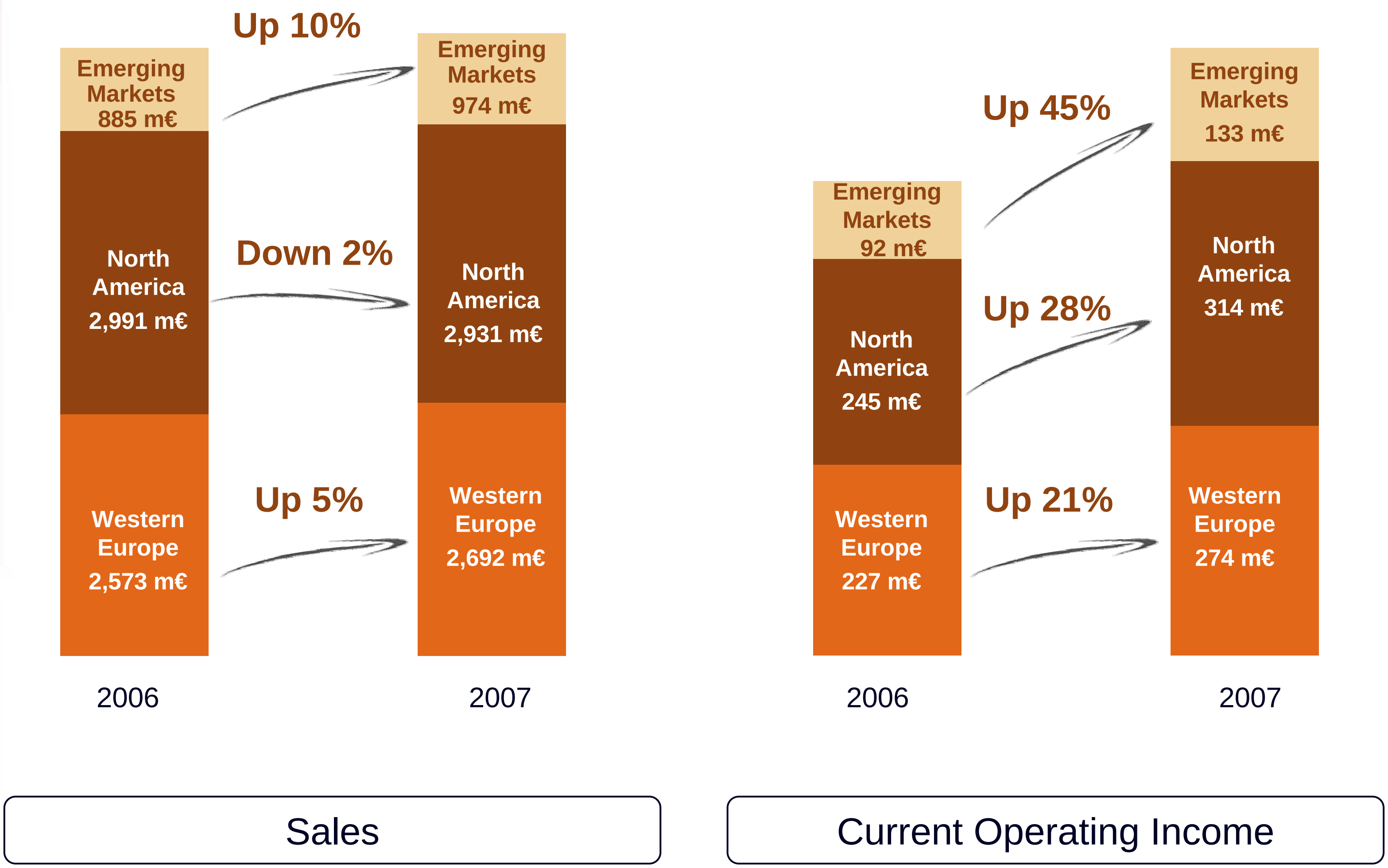


- All product lines contribute to strong improvement in results
- Active price management and tight cost control drive the rise in operating margin
- In US dollar terms, North American current operating income improved 39%; 60% in Q4

(1) Before elimination of inter divisional sales
(2) Current Operating Income / Sales

Aggregates & Concrete Highlights

Current Operating Income Improvement in all Regions

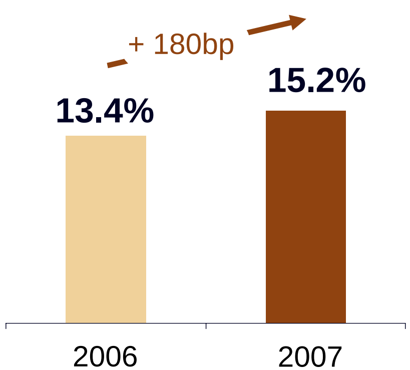


Pure Aggregates

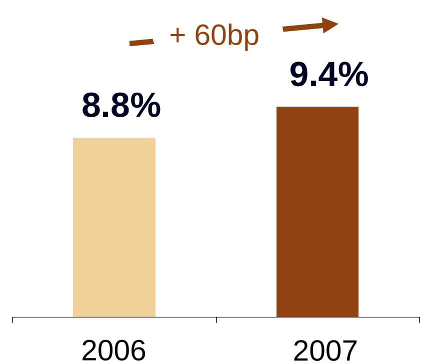
Pricing Gains and Strict Cost Control

				4th Quarter		
MT	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes	261.9	259.2	- 1%	*68.1*	*64.9*	*- 5%*
€m						
Sales [1]	2,444	2,528	+ 3%	*623*	*618*	*- 1%*
EBITDA	497	556	+ 12%	*126*	*145*	*+ 15%*
Current Operating Income	328	384	+ 17%	*81*	*100*	*+ 23%*

Operating margin [2]



ROCE



- Solid pricing in all regions
- Strict cost containment
- Strong operating margin improvement
- Unfavorable currency impact (13m€ YTD on Current Operating Income)
- ROCE impacted by inclusion of the goodwill on 2006 minorities buy-out for the full year (impact of 70bp)

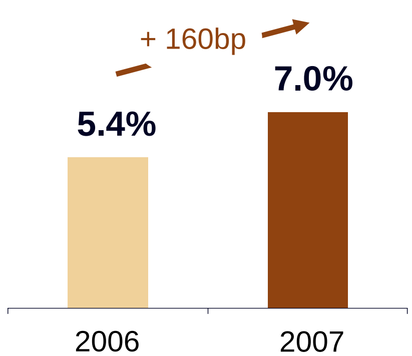
(1) Before elimination of inter divisional sales
(2) Current Operating Income / Sales

Ready-Mix Concrete

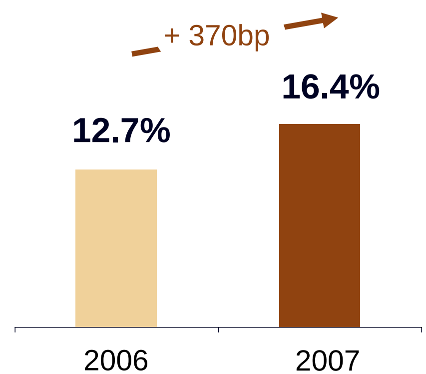
Favorable Pricing and Product Mix; Tight Cost Management

				4th Quarter		
Mm^3	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes	43.4	42.2	- 3%	*10.7*	*10.1*	*- 6%*
€m						
Sales (1)	3,373	3,453	+ 2%	*829*	*842*	*+ 2%*
EBITDA	248	304	+ 23%	*57*	*69*	*+ 21%*
Current Operating Income	183	243	+ 33%	*41*	*54*	*+ 32%*

Operating margin (2)



ROCE



- Favorable pricing and tight cost management
- Innovation: sales of Value Added Products now contribute to more than 20% of ReadyMix volumes vs. 16% in 2006
- Unfavorable currency impact (6m€ YTD on Current Operating Income)

(1) Before elimination of inter divisional sales
(2) Current Operating Income / Sales

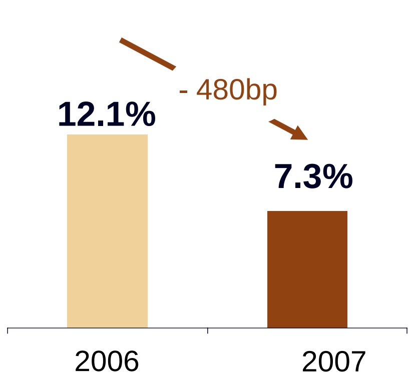
Gypsum

Gypsum

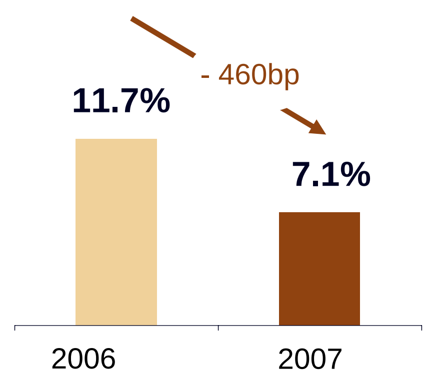
Adverse Market Conditions in the US; Strong Improvement Elsewhere

				4th Quarter		
Mm²	**2006**	**2007**	**Variation**	***2006***	***2007***	***Variation***
Volumes	705	715	+ 1%	*178*	*176*	*- 1%*
€m						
Sales (1)	1,632	1,581	- 3%	*403*	*373*	*- 7%*
EBITDA	267	189	- 29%	*59*	*38*	*- 36%*
Current Operating Income	198	116	- 41%	*40*	*19*	*- 53%*
Of which Emerging Markets	*15%*	*33%*		*20%*	*37%*	
Operating Income	169	84		*13*	*5*	

Operating margin (2)



ROCE



- Continued slowdown in the US market triggered severe price correction, affecting the Division's results
- Strong improvement in results elsewhere

(1) Before elimination of inter divisional sales
(2) Current Operating Income / Sales

Net Income

Credits: Photothèque Eiffage/Daniel Jamme

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Net Income

Improved Operating Results, Lower Tax Rate, Gains on Disposals

€m	2006	2007	4th Quarter 2006	4th Quarter 2007
Current Operating Income	**2,772**	**3,242**	***697***	***800***
Other income (expenses)	(94)	47	*(106)*	*(7)*
Finance costs, net	(485)	(526)	*(149)*	*(129)*
Income from associates	30	-	*3*	*(39)*[(1)]
Income taxes	(630)	(725)	*(95)*	*(177)*
Income from discontinued operations	(4)	118	*(41)*	*(13)*
Minority interests	(217)	(247)	*(33)*	*(60)*
Net income Group Share	**1,372**	**1,909**	***276***	***375***

(1) Of which Roofing (49)m€ : includes one-off expenses of 28m€

Income Taxes

Sustainable Tax Optimizations and Favorable Taxation of Gains on Disposals

Normalized tax rate	**30%**
Taxation of gain on disposal	(2)%
Other Tax Optimizations	(2)%
Effective tax rate 2007	**26%**

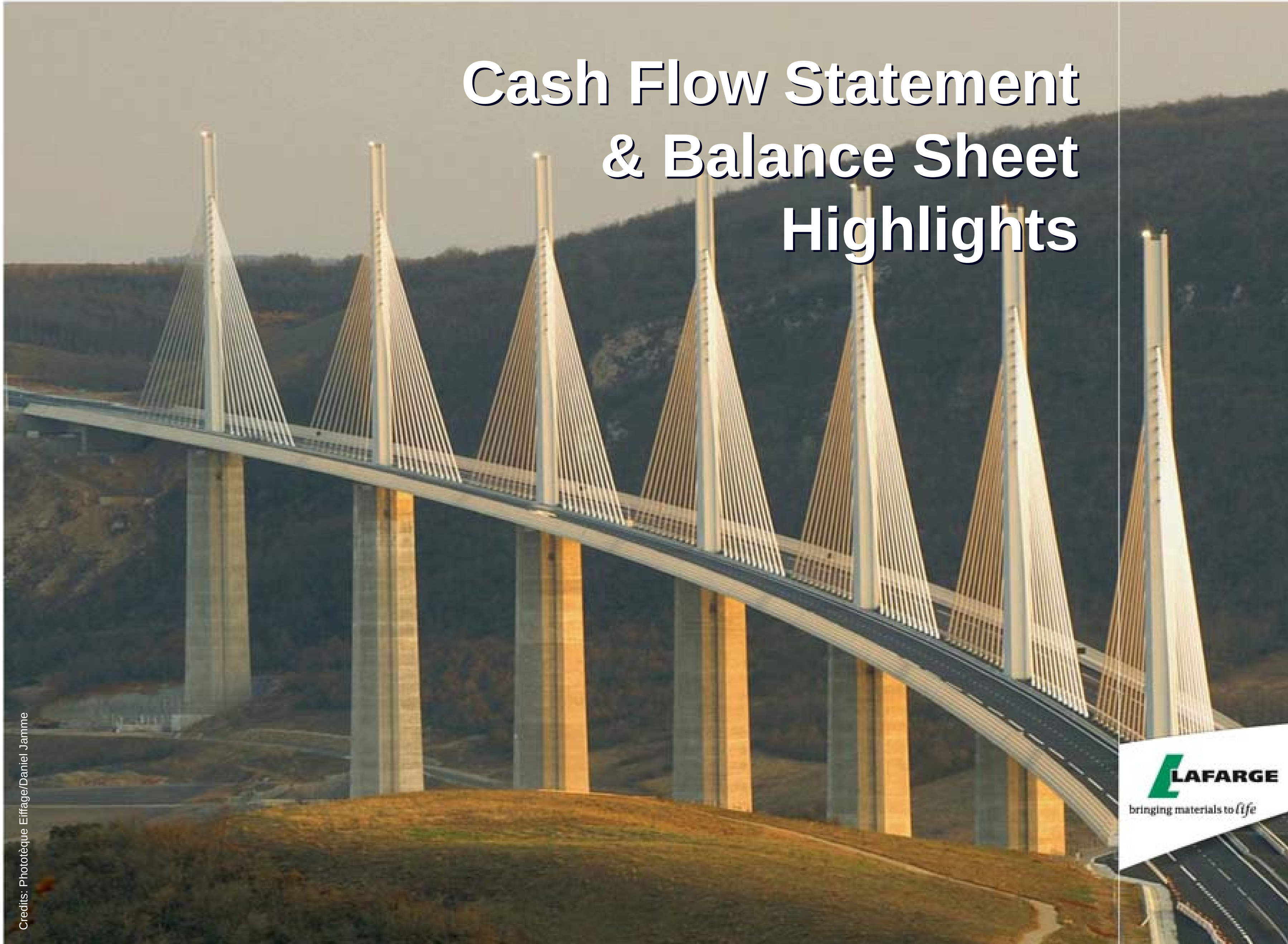
Earnings Per Share

Strong Results Throughout the Year and Gains on Disposal

€		*4th Quarter*
Earnings per share 2006	**7.86**	***1.58***
COI improvement after tax	1.78	*0.63*
After tax gains on disposal in Turkey	0.80	-
Impact of discontinued operations [1]	0.48	*- 0.06*
Heracles 26% stake purchase from NBG	0.05	*0.01*
Number of shares decrease	0.08	*0.03*
Earnings per share 2007	**11.05**	***2.19***

(1) Excluding one-off tax transfer between the Roofing operations and continuing operations in Q4 2006

Cash Flow Statement & Balance Sheet Highlights



Credits: Photothèque Eiffage/Daniel Jamme

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Cash Flow

Impact of Disposals and Improved Operating Results

€m	2006	2007	*4th Quarter 2006*	*4th Quarter 2007*
Cash flow from operations excluding pension one-offs	2,639	3,036	*489*	*596*
Change in working capital	(257)	(79)	*485*	*773*
Sustaining capex	(978)	(976)	*(348)*	*(379)*
One off cash impact of pensions (1)	-	(255)	*-*	*(126)*
Free cash flow	**1,404**	**1,726**	***626***	***864***
Development investments	(3,836)	(2,194)	*(307)*	*(543)*
Divestments	180	2,492	*56*	*74*
Cash flow after investments	**(2,252)**	**2,024**	***375***	***395***
Dividends	(617)	(652)	*(19)*	*(29)*
Equity issuance (repurchase)	222 (2)	(452)	*42*	*(3)*
Currency fluctuation impact	202	498	*135*	*234*
Change in fair value	(9)	(227)	*(61)*	*(184)*
Others	(156)	(31)	*(97)*	*5*
Impact of discontinued operations	(14)	-	*41*	*-*
Net debt reduction (increase)	**(2,624)**	**1,160**	***416***	***418***
Net debt at the beginning of period	7,221	9,845	*10,261*	*9,103*
Net debt at period end	**9,845**	**8,685**	***9,845***	***8,685***

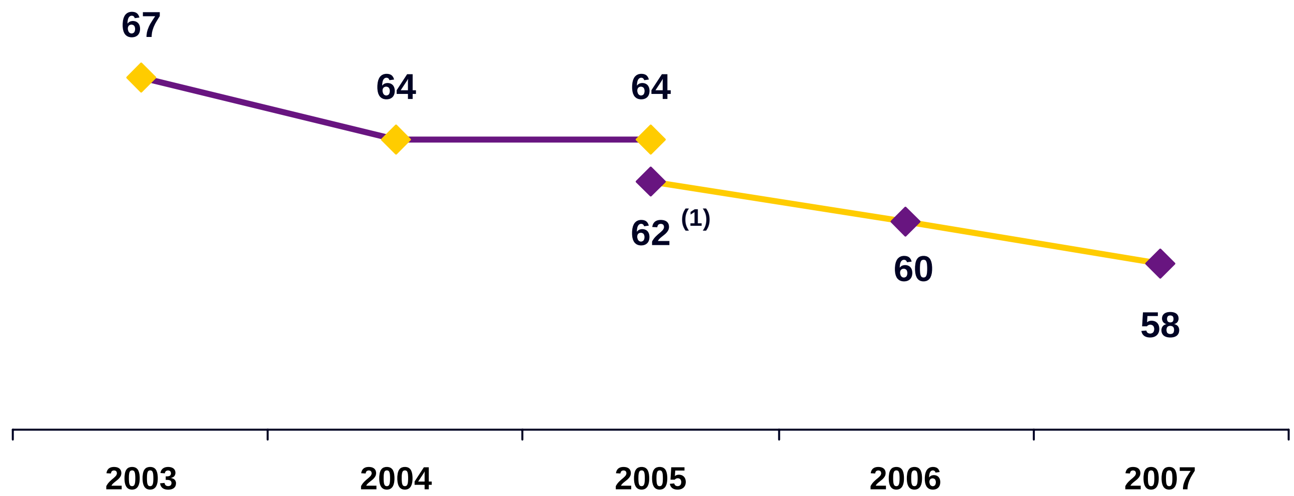
(1) Exceptional contribution to our UK pension funds of 129m€ in Q1 2007 and 126m€ cash impact of a French pension plan funding in Q4 2007

(2) Warrants subscription linked to LNA minorities buy-out / stock option exercised

Working Capital

2-Days Reduction, In Line With Our Target

Operating Working Capital in days of sales



	At December, 31	
€m	**2006**	**2007**
Operating working capital	2,695	2,544
Non operating working capital	(678)	(640)
Total	**2,017**	**1,904**

(1) Pro forma excluding the Roofing Division

Investments and Divestments

€m	2006	2007	4th Quarter 2006	4th Quarter 2007
Sustaining capital expenditures	978	976	*348*	*379*
Development capital expenditures	549	991	*197*	*414*
Acquisitions (1)	3,287	1,203	*110*	*129*
Capital expenditure	**4,814**	**3,170**	***655***	***922***
Divestments (2)	**180**	**2,492**	***56***	***74***

(1) Main acquisitions: 2006 – LNA minorities ; 2007- NBG's share of Heracles, 35% in Roofing newco, 4.6% of Cimpor
(2) Main divestments: 2007 – Roofing Division, joint venture in Central Anatolia (Turkey)

Balance Sheet

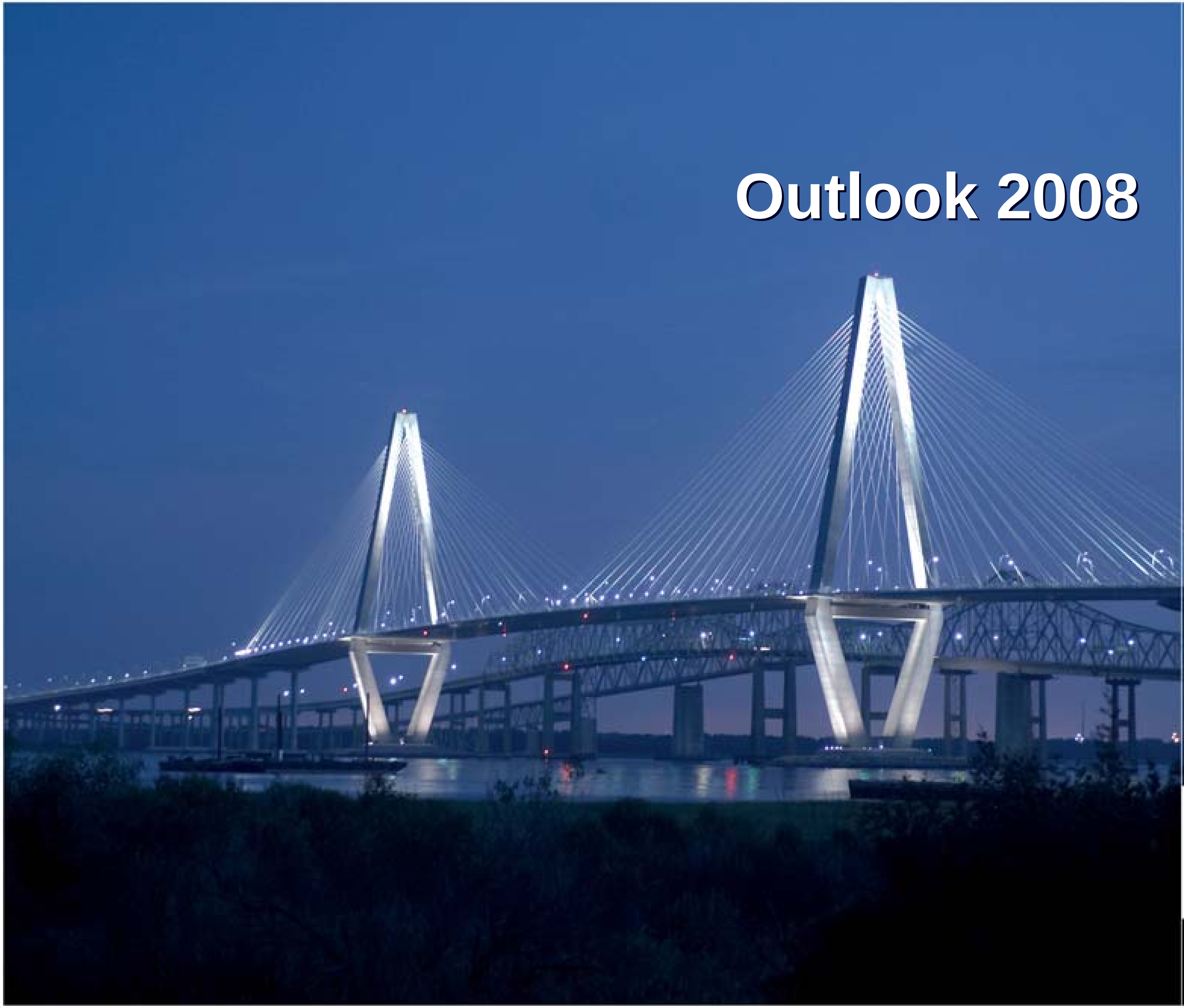
€m	Dec. 31, 2006 (1)	Dec. 31, 2007
Capital Employed	21,390	22,082
Out of which:		
Goodwill	*7,511*	*7,471*
Prop, plant & equip.	*11,183*	*11,904*
Working Capital	*2,017*	*1,904*
Other	*679*	*803*
Net Assets of disc. operations	1,891	-
Financial assets	830	1,096
Total	**24,111**	**23,178**

€m	Dec. 31, 2006 (1)	Dec. 31, 2007
Equity	11,694	12,077
Out of which:		
Shareholders' equity	*10,314*	*10,998*
Minority Interests	*1,380*	*1,079*
Net debt	9,845	8,685
Provisions	2,572	2,416
Total	**24,111**	**23,178**

	Year ended December, 31	
€m	2006 (2)	2007
Cash Flow from Operations / Net debt	29%	32%

(1) Restated for change in method of recognition of actuarial gains and losses on pension
(2) Computed with cash flow from operations and net debt of the Roofing Division

Outlook 2008



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2008 Outlook – Market * Overview

	Volumes (%)	Price	Highlights
Western Europe	-1 to 1	+	Solid France & UK / Spain & Greece softer
North America	-4 to -2	+	Still declining volumes but price increasing
Mediterranean Basin and Middle East	6 to 8	+	Strong overall
Central and Eastern Europe	7 to 9	+/++	Sustained trends in all countries
Latin America	5 to 7	+/++	Some price recovery in Brazil
Sub Saharan Africa	7 to 9	+	Solid growth overall
Asia	4 to 6	+	Sustained growth in China and India
Overall	**3 to 5**	**+**	**Dynamism of emerging markets more than offset volumes softness in the US, Spain and Greece. Pricing up overall**

* Market growth forecast at national level

2008 Outlook – Other Elements [(1)]

COST FACTORS

- Price increases exceeding cost factor increases
- Net energy input cost impact - Cement: 1€/tonne (net of cost reductions)

OTHER FACTORS

- Cost of debt (gross): 6%
- Tax rate: ~ 20%
- Capital expenditures:

  - Sustaining: ~ 1 bn€
  - Internal Development: ~ 2 bn€

(1) Including Orascom Cement

Appendices

2008 Market Overview

2008 Outlook update – Market * Overview

Western Europe

	Volumes (%)	Price
Cement		
▪ France	0 to 2	+
▪ Spain	-4 to -2	+
▪ UK	0 to 2	+
▪ Austria	2 to 4	+
▪ Germany	1 to 3	+
▪ Greece	-5 to -3	+

Aggregates & Concrete

- Aggregates: Positive pricing trends and slightly softening volumes
- ReadyMix: Positive pricing trends and stable volumes

Gypsum

- Markets to remain well oriented

* Market growth forecast at national level

2008 Outlook update – Market * Overview

North America

	Volumes (%)	Price
Cement	**-4 to -2**	+
▪ United States	-5 to -3	+
▪ Canada	0 to 2	+

Aggregates & Concrete

- Canada: Strong pricing trend and stable volumes
- United States: Positive pricing trend and on-going soft volumes

Gypsum

- Challenging environment continuing in 2008

* Market growth forecast at national level

2008 Outlook update – Market * Overview

Mediterranean Basin and Middle East

	Volumes (%)	Price
▪ Egypt	5 to 7	+
▪ Algeria	6 to 8	+
▪ Iraq	15 to 20	+
▪ Morocco	6 to 8	+
▪ Jordan	1 to 3	+
▪ Turkey	2 to 4	=
▪ UAE	10 to 15	=/+

* Market growth forecast at national level

2008 Outlook update – Market * Overview

Central and Eastern Europe

	Volumes (%)	Price
Cement		
▪ Poland	8 to 10	+/++
▪ Romania	10 to 15	+
▪ Russia	6 to 10	++
▪ Serbia	4 to 6	++
Aggregates & Concrete		
▪ Strong market conditions		
Gypsum		
▪ Sustained market trends		

* Market growth forecast at national level

2008 Outlook update – Market * Overview

Latin America

	Volumes (%)	Price
▪ Brazil	8 to 10	++
▪ Venezuela	6 to 8	+
▪ Chile	3 to 5	= / +
▪ Honduras	4 to 6	+
▪ Ecuador	3 to 5	=

* Market growth forecast at national level

2008 Outlook update – Market * Overview

Sub Saharan Africa

	Volumes (%)	Price
Cement		
▪ South Africa	5 to 7	+
▪ Nigeria	8 to 10	+
▪ Zambia	>20	++
Aggregates & Concrete		
▪ Strong market conditions		

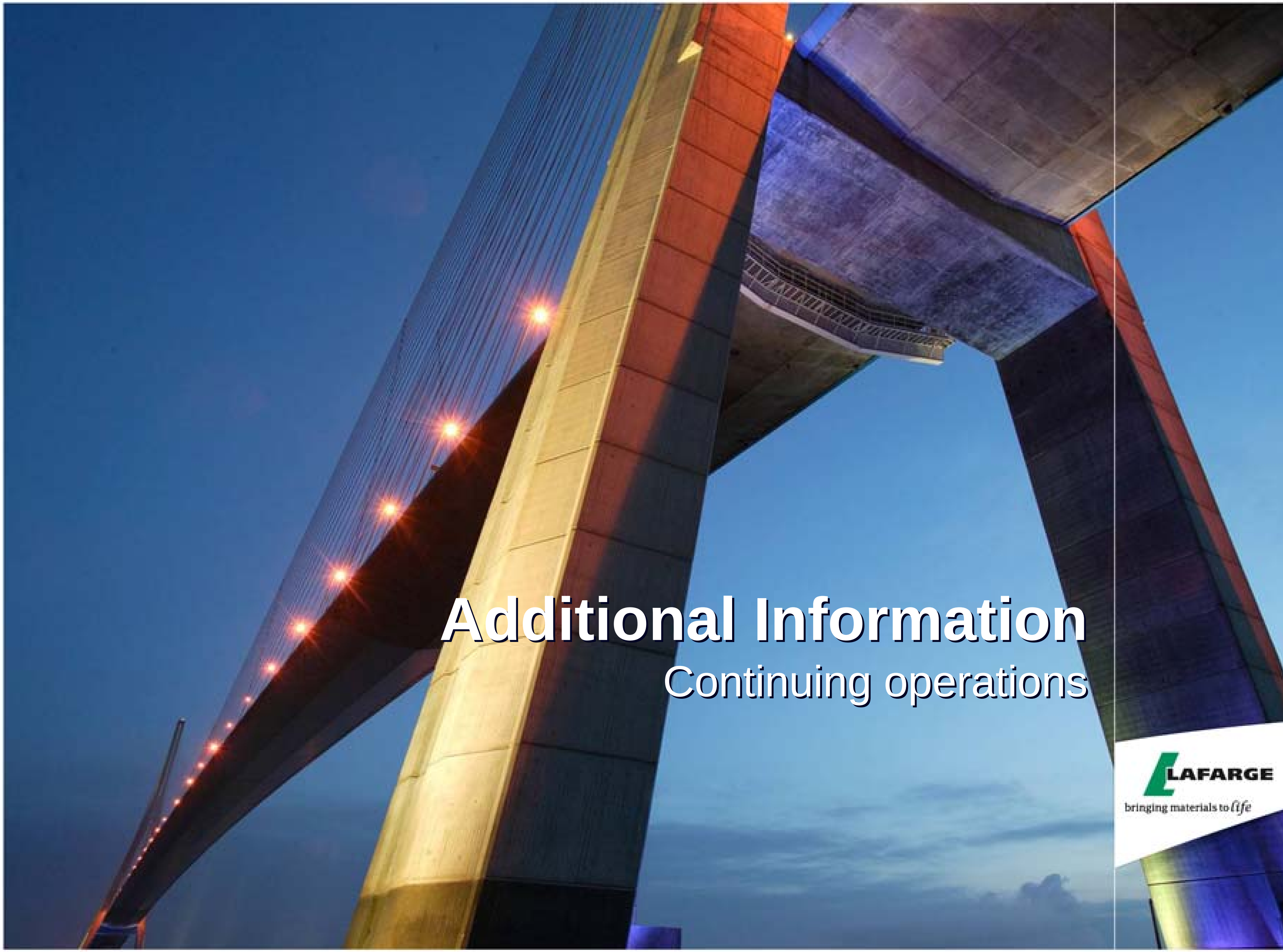
* Market growth forecast at national level

2008 Outlook update – Market * Overview

Asia

	Volumes (%)	Price
▪ South Korea	2 to 4	+
▪ Malaysia	3 to 5	+
▪ Philippines	6 to 8	=
▪ Indonesia	6 to 8	+/++
▪ India	6 to 8	+
▪ China	6 to 10	+
▪ Bangladesh	-2 to 2	+

* Market growth forecast at national level



Additional Information

Continuing operations

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Additional Information by Geographical Zone

By geographical zone of destination	2006	2007	4th Quarter 2006	4th Quarter 2007
Sales (€m)	**16,909**	**17,614**	**4,199**	**4,335**
Western Europe	5,953	6,285	1,506	1,505
North America	5,116	4,780	1,235	1,145
Mediterranean Basin & Middle East	807	733	185	175
Central and Eastern Europe	1,014	1,467	278	376
Latin America	796	876	199	235
Sub-Saharan Africa	1,622	1,705	373	428
Asia	1,601	1,768	423	471
COI (1) (€m)	**2,772**	**3,242**	**697**	**800**
Western Europe	912	1,083	194	257
North America	701	679	198	169
Mediterranean Basin & Middle East	229	217	53	46
Central and Eastern Europe	280	528	75	131
Latin America	152	157	40	43
Sub-Saharan Africa	355	368	84	97
Asia	143	210	53	57

(1) Current Operating Income

Aggregates & Concrete:
Additional Information by Geographical Zone

		2006	2007	Var like f/ like	4th Quarter 2006	4th Quarter 2007	4th Quarter Var like f/ like
Volumes							
Pure Aggregates (millions of tonnes)		**261.9**	**259.2**	**-3.9%**	**68.1**	**64.9**	**-6.1%**
Of which	Western Europe	86.1	85.4		21.3	20.4	
	North America	142.6	139.1		37.6	35.8	
	Emerging markets	33.2	34.7		9.2	8.7	
Ready-mix Concrete (millions of m^3)		**43.4**	**42.2**	**-1.1%**	**10.7**	**10.1**	**-3.8%**
Of which	Western Europe	19.3	19.5		4.8	4.7	
	North America	12.1	10.8		2.8	2.5	
	Emerging markets	12.0	11.9		3.1	2.9	
Sales (1) (millions of €)							
Total Aggregates & Concrete		**6,449**	**6,597**	**5.4%**	**1,622**	**1,631**	**2.5%**
Of which Pure Aggregates	**Total**	**2,444**	**2,528**	**4.5%**	**623**	**618**	**0.4%**
	Western Europe	1,058	1,093		265	262	
	North America	1,134	1,125		287	274	
	Emerging markets	252	310		71	82	
Of which Ready-mix Concrete	**Total**	**3,373**	**3,453**	**6.5%**	**829**	**842**	**4.2%**
	Western Europe	1,542	1,648		387	394	
	North America	1,145	1,078		267	264	
	Emerging markets	686	727		175	184	
Current Operating Income (millions of €)							
Total Aggregates & Concrete		**564**	**721**	**31.9%**	**141**	**190**	**38.3%**
Of which	Western Europe	227	274		51	64	
	North America	245	314		69	98	
	Emerging markets	92	133		21	28	

(1) Before elimination of inter divisional sales by origin

Gypsum:
Additional Information by Geographical Zone

		2006	2007	Var like f/ like	4th Quarter 2006	4th Quarter 2007	4th Quarter Var like f/ like
Volumes							
Total Boards (millions of m²)		**705**	**715**	**1.5%**	**178**	**176**	**- 0.7%**
Sales [1] (millions of €)							
Total Gypsum		**1,632**	**1,581**	**- 0.7%**	**403**	**373**	**- 4.5%**
Of which	Western Europe	859	904		217	216	
	North America	400	247		89	46	
	Other countries	373	430		97	111	
Current Operating Income (millions of €)							
Total Gypsum		**198**	**116**	**- 38.7%**	**40**	**19**	**- 52.8%**
Of which	Western Europe	81	97		19	26	
	North America	88	(19)		13	(14)	
	Other countries	29	38		8	7	

(1) Before elimination of inter divisional sales by origin

YTD Sales at December 31, 2007 – Cement

Like for Like Sales Variance Analysis by Region and in Major Markets[1]

Cement	Volume effect	Other effects [2]	Activity variation vs. 2006
Western Europe	**-0.2%**	**6.1%**	**5.9%**
France	1.6%	[3] 4.6%	6.2%
United Kingdom	5.6%	7.2%	12.8%
Spain	-5.5%	7.0%	1.5%
Germany	-1.5%	8.0%	6.5%
Greece	-5.5%	6.8%	1.3%
North America	[4] **-5.3%**	**5.1%**	**-0.2%**
Mediterranean Basin and Middle East	**4.2%**	**6.2%**	**10.4%**
Morocco	14.5%	4.1%	18.6%
Egypt	3.2%	7.1%	10.3%
Jordan	-0.1%	6.9%	6.8%
Turkey	1.1%	5.2%	6.3%
Central and Eastern Europe	**18.0%**	**26.6%**	**44.6%**
Poland	24.4%	16.7%	41.1%
Romania	33.1%	[5] 14.3%	47.4%
Serbia	7.1%	8.1%	15.2%
Russia	11.3%	61.3%	72.6%
Latin America	**7.4%**	**7.1%**	**14.5%**
Brazil	7.6%	[5] 17.1%	24.7%
Chile	6.8%	-0.5%	6.3%
Venezuela	3.7%	[5] 13.3%	17.0%
Sub-Saharan Africa	**0.0%**	**11.2%**	**11.2%**
South Africa	-3.0%	17.5%	14.5%
Kenya	21.7%	17.8%	39.5%
Nigeria	-10.9%	8.7%	-2.2%
Asia	**5.4%**	**4.9%**	**10.3%**
China	13.2%	4.2%	17.4%
South Korea	-2.0%	-2.6%	-4.6%
India	1.4%	14.5%	15.9%
Malaysia	2.1%	7.8%	9.9%
Philippines	8.7%	3.2%	11.9%
Indonesia	9.9%	7.9%	17.8%
Cement (all markets)	**2.7%**	**7.2%**	**9.9%**

(1) Variance on like for like sales on domestic markets before elimination of sales between Divisions
(2) Other effects: including price effects, product and customer mix effects
(3) Pure price effect: **5%**
(4) Volumes in the United States: -8.2%; in Canada: +4.4%
(5) Significant mix effect

YTD Sales at December 31, 2007 – Aggregates & Concrete and Gypsum

Like for Like Sales Variance Analysis by Region and in Major Markets*

Aggregates & Concrete	Volume effect	Other effects**	Activity variation vs. 2006
Pure Aggregates	**- 3.9%**	**8.4%**	**4.5%**
France	0.2%	4.2%	4.4%
United Kingdom	- 1.4%	4.8%	3.4%
North America	- 7.2%	8.7%	1.5%
South Africa	14.9%	12.7%	27.6%
Ready-mix Concrete	**- 1.1%**	**7.6%**	**6.5%**
France	3.8%	6.0%	9.8%
United Kingdom	- 1.5%	7.8%	6.3%
North America	- 10.8%	10.9%	0.1%
South Africa	4.3%	15.7%	20.0%

Gypsum	Volume effect	Other effects**	Activity variation vs. 2006
Boards	**1.5%**	**- 5.9%**	**- 4.4%**
Western Europe	3.0%	3.3%	6.3%
North America	- 7.8%	- 25.0%	- 32.8%
Asia, Pacific	13.0%	- 0.4%	12.6%

* Variance on like for like sales on domestic markets before elimination of sales between Divisions

** Other effects: including price effects, product and customer mix effects

Other Income (Expenses)

Gains on Disposals;
Excellence 2008 Triggering Restructuring Costs

€m	2006	2007	4th Quarter 2006	4th Quarter 2007
Net gains (losses) on disposals	28	196	*23*	*31*
Impairment of assets	(23)	(13)	*(23)*	*(5)*
Restructuring	(99)	(81)	*(83)*	*(41)*
Others	-	(55)	*(23)*	*8*
Total	**(94)**	**47**	***(106)***	***(7)***

Finance Costs

Full Year Impact of LNA's Minorities Interests Acquisition More than Offset by Impact of Disposals

€m	2006	2007	4th Quarter 2006	4th Quarter 2007
Financial charges on net debt	(522)	(503)	*(141)*	*(115)*
Foreign exchange	(14)	(7)	*(9)*	-
Others	51[1]	(16)	*1*	*(14)*
Total	**(485)**	**(526)**	***(149)***	***(129)***

(1) Of which €44 million gain on sale of residual interest in Materis