bringing materials to *life*™

2011 Nine Month Results

Bruno Lafont and Jean-Jacques Gauthier

November 4, 2011

Granulats et Béton - Afrique du Sud, stade Moses Mabhida

Disclaimer

This document 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, many of which are outside our control, including, but not limited to the risks 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).

This document does not constitute an offer to sell, or a solicitation of an offer to buy Lafarge shares.

In order to reflect its divestment intentions and announcements, the activities in Europe, North America, Asia and Latin America of the Gypsum Division are presented as discontinued operations in the Group's consolidated financial statements. In compliance with IFRSs, the contribution of the Gypsum discontinued activities to the Group's consolidated statement of income and statement of cash flows, is presented on specific lines for all the years presented. In the Group's consolidated statement of financial position, Gypsum assets and liabilities are shown on separate lines for September 2011 only, with no restatement for prior years.

LAFARGE

bringing materials to *life*™

2011 Nine Month Results

Bruno Lafont

November 4, 2011

Granulats et Béton - Afrique du Sud, stade Moses Mabhida

LAFARGE

bringing materials to *life*™

Granulats et Béton - Afrique du Sud,
stade Moses Mabhida

2011 Nine Month Results

Jean-Jacques Gauthier

November 4, 2011

Financial Highlights

- Solid sales growth due to strength of emerging markets as cement volumes moved higher in Q3 and year-to-date
- Cement prices moved higher from Q4 2010 to Q3 2011, but slightly down compared to the first nine months 2010
- Cost inflation and foreign exchange lowered overall results, while on-going cost reduction achieved €50M of structural cost savings for the quarter and €150M year-to-date
- Launch of a new €500M cost savings program
- Strategic decision to divest the Gypsum activities
- Strong liquidity maintained and over €2 billion of divestments secured with proceeds to be received by year-end for debt reduction

Key Figures

€m	9 Months 2010 (1)	9 Months 2011	9 Months Variation	9 Months lfl	3rd Quarter 2010 (1)	3rd Quarter 2011	3rd Quarter Variation	3rd Quarter lfl
Sales	**11,202**	**11,471**	**2%**	**4%**	***4,161***	***4,211***	***1%***	***6%***
EBITDA	2,690	2,419	-10%	-9%	*1,109*	*1,006*	*-9%*	*-6%*
Current Operating Income	**1,871**	**1,641**	**-12%**	**-12%**	***828***	***750***	***-9%***	***-7%***
Operating Margin	*16.7%*	*14.3%*			*19.9%*	*17.8%*		
Net income Group share (2)	**765**	**596**	**-22%**		***372***	***336***	**-10%**	
Earnings per share (in €)	**2.67**	**2.08**	**-22%**		***1.30***	***1.17***	**-10%**	
Free cash flow	**935 (3)**	**507**	**-46%**		***452 (3)***	***640***	***42%***	
Net debt	14,660	14,262	-3%					

(1) Sales, EBITDA, Current Operating Income, Free Cash Flow are restated for the Gypsum activities classified as discontinued operations, in accordance with IFRS 5
(2) Net income attributable to the owners of the parent company
(3) Including a €338m one-time payment for the Gypsum competition fine paid in the third quarter 2010

bringing materials to *life*™

Cement

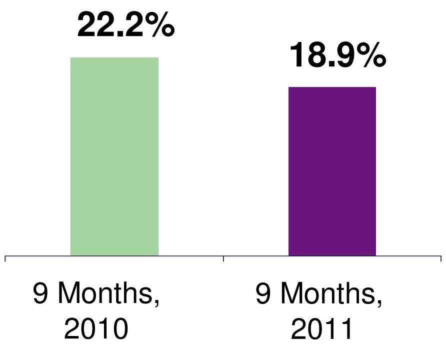
Brésil, cimenterie, usine d'Arcos

Cement Highlights

Volume and Sales Growth Supported by Emerging Markets
Earnings Impacted by Higher Cost Inflation and Exchange Rates

	9 Months				3rd Quarter			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes	101.3	108.8	7%	5%	*35.9*	*38.2*	*6%*	*5%*
€m								
Sales (1)	7,766	7,960	2%	3%	*2,803*	*2,826*	*1%*	*5%*
EBITDA	2,310	2,081	-10%	-9%	*902*	*808*	*-10%*	*-7%*
Current Operating Income	1,727	1,507	-13%	-12%	*702*	*616*	*-12%*	*-9%*

Operating margin



- Overall, volumes increased 5% like for like in Q3, driven by solid market trends in most emerging markets.
- Prices moved slightly higher in the third quarter 2011 versus the same quarter last year.
- Current operating income impacted by higher cost inflation and foreign currency fluctuations.

(1) Before elimination of inter divisional sales

Cement highlights

By geographical zone	9 Months				3rd Quarter			
	2010	2011	Variation	lfl	*2010*	*2011*	*Variation*	*lfl*
Current Op Income (€m)	**1,727**	**1,507**	**-13%**	**-12%**	***702***	***616***	***-12%***	***-9%***
Western Europe	357	343	-4%	-10%	*134*	*125*	*-7%*	*-14%*
North America	66	36	-45%	-46%	*81*	*67*	*-17%*	*-15%*
Central and Eastern Europe	171	187	9%	12%	*104*	*114*	*10%*	*14%*
Middle East and Africa	733	628	-14%	-8%	*261*	*212*	*-19%*	*-12%*
Latin America	135	144	7%	-5%	*57*	*53*	*-7%*	*-5%*
Asia	265	169	-36%	-35%	*65*	*45*	*-31%*	*-26%*

- Despite strong cost cutting achievements, Western Europe earnings were impacted by significant increases of input costs and the difficult economic environment in Greece and Spain.
- In North America, low US volumes and higher cost inflation impacted results.
- In Central and Eastern Europe, higher volumes and improving prices successfully offset cost inflation, with better market conditions in Poland and Russia.
- Middle East and Africa was supported by volume improvements in the key markets of Algeria and Nigeria, but was significantly impacted by higher cost inflation, adverse foreign exchange and lower sales in Egypt.
- In Latin America, well oriented prices and volumes partly offset high cost inflation.
- In Asia, significant volume increases observed in most markets only partially mitigated strong cost inflation and the impact of lower prices in the Philippines and in India.

LAFARGE

bringing materials to *life*™

Aggregates & Concrete

Ciment - Granulats et Béton - Brésil,
centre administratif gouvernemental
de l'état de Minas Gerais

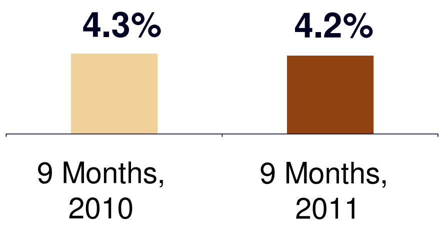
LAFARGE

Aggregates & Concrete Highlights

Price Gains and Cost-Cutting Partially Mitigate Cost Inflation

	9 Months				3rd Quarter			
€m	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Sales [1]	3,833	3,929	3%	5%	*1,512*	*1,528*	*1%*	*6%*
EBITDA	359	335	-7%	-5%	*207*	*191*	*-8%*	*-4%*
Current Operating Income	163	165	1%	-6%	*140*	*136*	*-3%*	*-4%*

Operating margin



- Sales increased 5% like for like (6% in the third quarter), helped by higher prices and positive market trends in France, UK, Canada and Central and Eastern Europe.
- Cost containment measures, price improvement and a lower depreciation charge in the UK[2] mostly offset higher transportation costs.
- Ready-Mix sales of Value Added Products improved at comparable scope and significantly contributed to earnings.

(1) Before elimination of inter divisional sales
(2) In accordance with IFRS 5, we have ceased to depreciate assets that should be contributed to the joint-venture with Tarmac UK from March 1st, 2011. Impact of 14 million euros YTD (11 million euros on Pure aggregates)

LAFARGE

bringing materials to *life* ™

Granulats et Béton - Brésil,
Musée d'Art Contemporain

Net Income

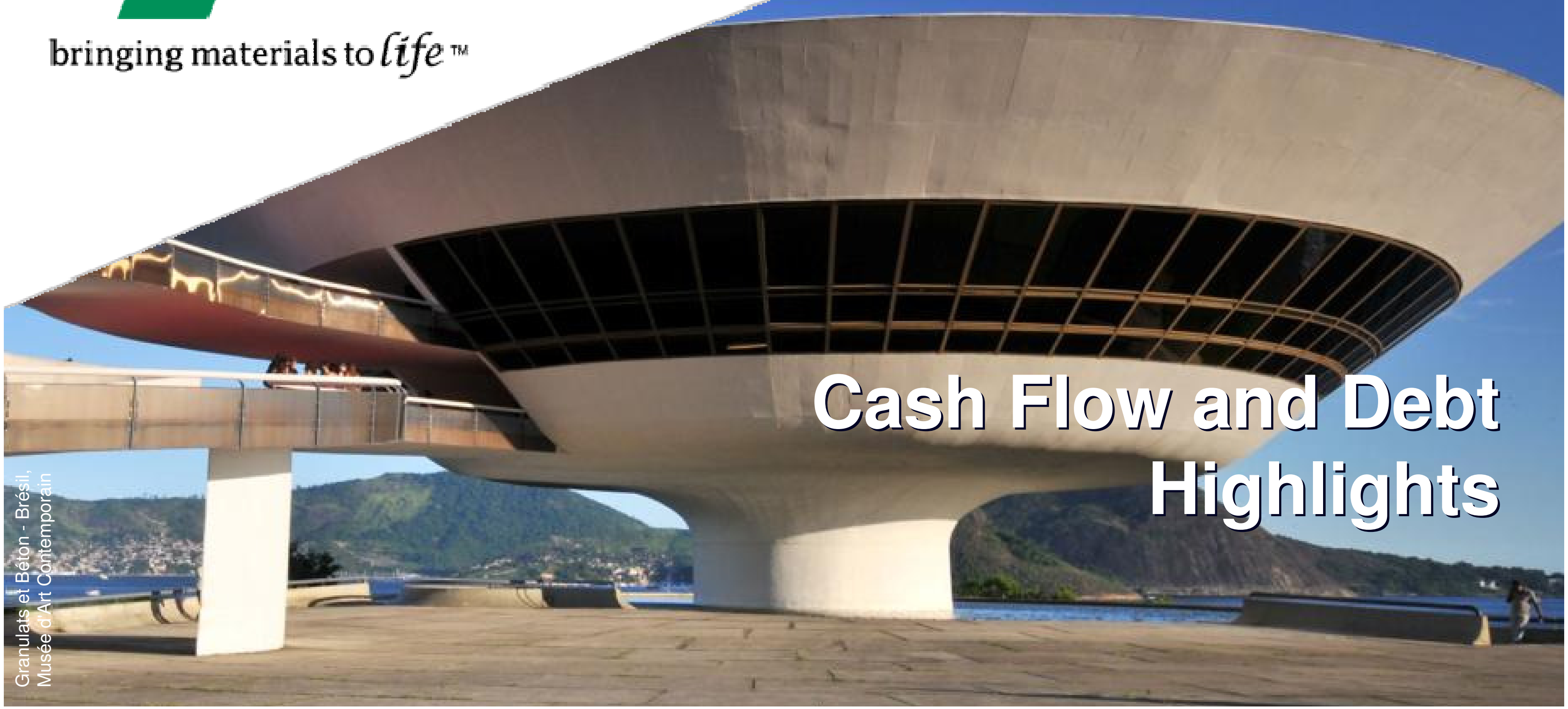
Net Income

€m	9 Months 2010 [1]	9 Months 2011	3rd Quarter 2010 [1]	3rd Quarter 2011
Current Operating Income	**1,871**	**1,641**	***828***	***750***
Other income (expenses)	(141)	(90)	*(32)*	*(42)*
Finance costs, net	(491) [2]	(649)	*(212)*	*(246)*
Income from associates	(19)	(10)	*(6)*	*(6)*
Income taxes	(272)	(271)	*(126)*	*(167)*
Income from discontinued operations	21	89 [3]	*8*	*69* [3]
Non-controlling interests	(204)	(114)	*(88)*	*(22)*
Net income Group Share [4]	**765**	**596**	***372***	***336***

(1) As presented this year, with Gypsum classified as discontinued operations, in accordance with IFRS 5
(2) Including the gain on the disposal of Cimpor shares for €161m
(3) Including a non-recurring net gain of 48 million euros
(4) Net income attributable to the owners of the parent company

LAFARGE

bringing materials to life™



Cash Flow and Debt Highlights

Granulats et Béton - Brésil,
Musée d'Art Contemporain

Cash Flow

€m	9 Months 2010 (1)	9 Months 2011	3rd Quarter 2010 (1)	3rd Quarter 2011
Cash flow from operations	1,427 (2)	1,371	*526 (2)*	*755*
Change in working capital	(319)	(648)	*(10)*	*(21)*
Sustaining capex	(173)	(216)	*(64)*	*(94)*
Free cash flow	**935**	**507**	***452***	***640***
Development investments (3)	(804)	(676)	*(227)*	(232)
Divestments (4)	285	364	*181*	258
Cash flow after investments	**416**	**195**	***406***	***666***
Dividends	(820)	(471)	*(610)*	*(330)*
Equity issuance (repurchase)	19	11	*6*	*7*
Currency fluctuation impact	(362)	41	*645*	*(313)*
Change in fair value	(13)	(25)	*40*	*4*
Others	(104)	23	*(2)*	*(36)*
Net debt reduction (increase) from continuing operations	**(864)**	**(226)**	***485***	***(2)***
Net debt at the beginning of period	13,795	13,993	*15,160*	*14,260*
Net debt variation from discontinued operations	(1)	(43)	*15*	-
Net debt at period end	**14,660**	**14,262**	***14,660***	***14,262***

(1) Restated for the Gypsum activities classified as discontinued operations, in accordance with IFRS 5
(2) Including a €338m one-time payment for the Gypsum competition fine paid in the third quarter 2010
(3) Including debt acquired and the acquisitions of ownership interests with no gain of control
(4) Net of the debt disposed of, and including disposals of ownership interests with no loss of control

Successfully Secured Over €2Bn Divestments in 2011

- All cash proceeds to be received before year-end:

	Date of announcement	Buyer	Proceeds	Expected deal completion	2010 EBITDA
SouthEast US assets	May 12, 2011	Argos	USD 760m	Completed (1)	<10mUSD
Gypsum Europe and LATAM	July 14, 2011	Etex	€850m	Nov. 2011	€115m
Gypsum Australia	July 22, 2011	Knauf	€120m	Completed (2)	€13m
Gypsum Asia	Aug. 17, 2011	Boral	€ 429m	Dec. 2011	€31m
Other			€ 200m		
TOTAL			**~€2.1 Bn**		**~€160m**

(1) on October 4, 2011
(2) on August 5, 2011

On Track to Reduce Debt by More than €2bn

Strong Liquidity in Place

Significant Resources to Draw on

- Recurring operating cash flows of the Group
- Cash on hand of 2 billion euros
- Committed credit lines of 4 billion euros
  - Lines secured with more than 20 international banks with no financial covenants
  - 550 million euros of credit lines signed in 2011 with international banks at favorable terms
- Divestment proceeds close to 2 billion euros to be received in Q4 2011

These resources are far more than sufficient to fund the debt coming due before the end of 2013 (1)

(1) Assumes no cash flow from operations allocated to debt reduction

bringing materials to *life*™

Granulats et Béton - Afrique du Sud,
stade Moses Mabhida

Outlook 2011

2011 Outlook – Market* Overview

	Volumes (%)	Price	Highlights
North America	-1 to 2	=/+[(1)]	Slow recovery; prices improving versus Q4 levels in a challenging context
Western Europe	-5 to -2	=	Slowdown in Spain and Greece with modest improvement in France and UK
Central and Eastern Europe	6 to 9	+	Solid market trends in Russia and Poland, with stabilization elsewhere; prices improving
Middle East and Africa	3 to 6	=/+[(1)]	Solid market trends in most countries
Latin America	6 to 9	+	Solid market trends; prices improving
Asia	4 to 7	+	Solid market trends; prices improving
Overall	**2 to 5**	**=/+**	**Solid market trends in most emerging countries and stabilization or slow recovery in mature markets**

* Market growth forecast at national level

(1) Relative to year-end pricing; down at average pricing

2011 Outlook – Other Elements

- +10% energy cost increase (+1.3 euro per tonne)
- Structural cost reduction of €200 m in 2011 on track
- Cost of debt (gross): 5.8%
- Tax rate before one-offs: 26% (1)
  Estimated Effective Tax Rate: 30%
- Capital expenditures: €1.2 Bn in 2011
  and a maximum of €1.0 Bn in 2012

(1) Impacted by country mix

bringing materials to *life*™

Conclusion

Granulats et Béton - Afrique du Sud, stade Moses Mabhida

bringing materials to *life*™

Brésil, cimenterie, usine d'Arcos

I. Other Information

Cement – Regional information

Cement: YTD Like for Like Sales Variance (1)

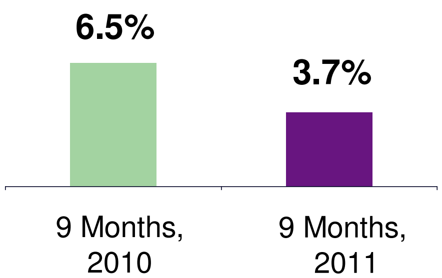
Cement – Analysis by Region and in Major Markets as at September 30, 2011	Volume effect	Other effects (2)	Activity variation vs. 2010
North America	**0.3%(3)**	**0.0%(4)**	**0.3%**
Western Europe	**-1.4%**	**-1.5%**	**-2.9%**
France	2.9%	-0.9%	2.0%
United Kingdom	7.9%	0.2%	8.1%
Spain	-11.3%	-1.6%	-12.9%
Greece	-28.0%	-3.5%	-31.5%
Central and Eastern Europe	**10.8%**	**8.7%**	**19.5%**
Poland	23.6%	2.3%	25.9%
Romania	3.4%	-0.8%	2.6%
Russia	9.1%	41.3%	50.4%
Serbia	6.5%	-3.4%	3.1%
Middle East and Africa	**1.6%**	**1.5%(5)**	**3.1%**
Algeria	19.7%	3.0%	22.7%
Egypt	-16.4%	-7.4%	-23.8%
Iraq	4.9%	-1.9%	3.0%
Jordan	-24.6%	-1.7%	-26.3%
Kenya	1.8%	2.4%	4.2%
Morocco	0.7%	0.5%	1.2%
Nigeria	29.2%	-1.0%	28.2%
South Africa	-0.4%	4.0%	3.6%
Latin America	**6.4%**	**3.4%**	**9.8%**
Brazil	4.0%	3.5%	7.5%
Ecuador	13.8%	2.5%	16.3%
Asia	**8.0%**	**-2.8%**	**5.2%**
China	23.2%	0.6%	23.8%
India	3.0%	-8.0%	-5.0%
Indonesia	13.9%	1.3%	15.2%
Malaysia	5.0%	6.6%	11.6%
Philippines	-4.4%	-9.9%	-14.3%
South Korea	2.2%	3.8%	6.0%
Cement domestic markets	**4.0%**	**-0.3%**	**3.7%**

(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) Volumes in the United States: -1.1%; in Canada: 4.3%
(4) Out of which Pure price in the United States: -3.8%; in Canada: -0.2%
(5) Out of which Pure price effect: -0.9%, and other effects: 2.4%

Cement: North America

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes (1)	10.2	10.2	-	-	*4.4*	*4.5*	*2%*	*2%*
€m								
Sales (2)	1,009	967	-4%	-	*439*	*428*	*-3%*	*3%*
EBITDA	170	130	-24%	-21%	*117*	*99*	*-15%*	*-12%*
Current Operating Income	66	36	-45%	-46%	*81*	*67*	*-17%*	*-15%*

Operating margin



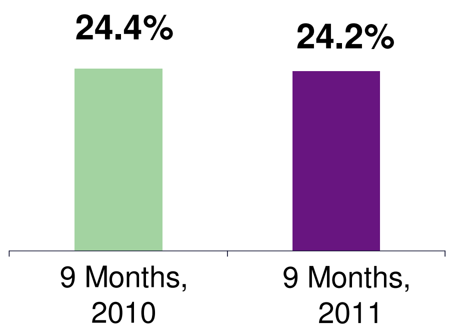
- Volumes were up 2% in Q3, with domestic shipments up 8% in Canada, and 1% in the United States in a subdued economic recovery for construction activity.
- Prices were lower than 9M 2010 mostly due to declines that occurred in the second half of 2010 in the United States. Solid prices in Canada.
- Tight cost control partly offset significant cost inflation.

(1) By destination
(2) Before elimination of inter divisional sales

Cement: Western Europe

	9 Months				3rd Quarter			
MT	**2010**	**2011**	**Variation**	**Lfl**	***2010***	***2011***	***Variation***	***Lfl***
Volumes (1)	15.6	15.4	-1%	-1%	*5.3*	*5.3*	*-2%*	*-2%*
€m								
Sales (2)	1,466	1,415	-3%	-3%	*498*	*470*	*-6%*	*-5%*
EBITDA	469	431	-8%	-8%	*172*	*153*	*-11%*	*-11%*
Current Operating Income	357	343	-4%	-10%	*134*	*125*	*-7%*	*-14%*

Operating margin



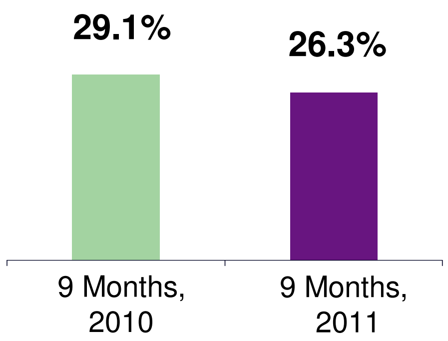
- UK and France benefited from positive volume trends.
- The difficult economic environment continues to lower sales in Greece and Spain.
- In a cost inflationary environment with slightly lower prices, margins were at 24.2% YTD, supported by tight cost control, the additional benefit of carbon credit sales and the lower depreciation charge in the UK[3].

(1) By destination
(2) Before elimination of inter divisional sales
(3) In accordance with IFRS 5, we have ceased to depreciate assets that should contribute to the joint-venture with Tarmac UK from March 1st, 2011. Impact of 22 million euros YTD.

Cement: Central And Eastern Europe

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes [1]	8.7	9.9	14%	11%	*4.0*	*4.4*	*10%*	*7%*
€m								
Sales [2]	587	710	21%	19%	*275*	*320*	*16%*	*16%*
EBITDA	207	226	9%	10%	*116*	*128*	*10%*	*13%*
Current Operating Income	171	187	9%	12%	*104*	*114*	*10%*	*14%*

Operating margin

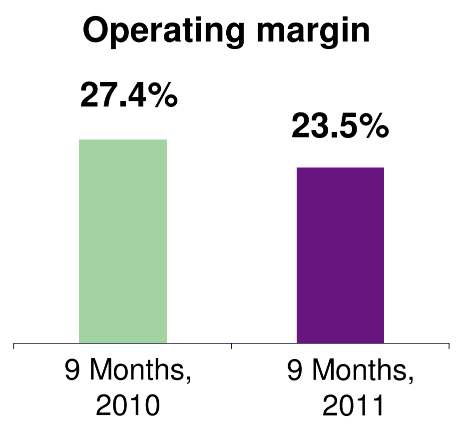


- Volumes bolstered by solid market growth in Poland and Russia.
- Price gains overall, notably in Russia, largely mitigating the rise in input costs.
- Current operating income improved 14% like for like in the third quarter as higher sales and cost cutting measures successfully offset cost inflation.

(1) By destination
(2) Before elimination of inter divisional sales

Cement: Middle East and Africa

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes [1]	30.2	32.6	8%	2%	*10.1*	*10.4*	*3%*	*-1%*
€m								
Sales [2]	2,673	2,667	-	3%	*893*	*873*	*-2%*	*1%*
EBITDA	934	837	-10%	-6%	*329*	*283*	*-14%*	*-9%*
Current Operating Income	733	628	-14%	-8%	*261*	*212*	*-19%*	*-12%*



- Sales were up 1% like for like in Q3, helped by solid market trends and well oriented prices in most markets.
- Egypt volumes and prices declined due to a challenging competitive environment.
- Higher costs and significant adverse foreign exchange offset the benefit of the higher sales.

(1) By destination
(2) Before elimination of inter divisional sales

Cement: Latin America

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes [1]	5.9	7.8	32%	6%	*2.3*	*2.8*	*22%*	*5%*
€m								
Sales [2]	509	655	29%	10%	*211*	*228*	*8%*	*8%*
EBITDA	159	176	11%	-5%	*67*	*64*	*-4%*	*-5%*
Current Operating Income	135	144	7%	-5%	*57*	*53*	*-7%*	*-5%*

- Positive market trends in the region and acquired capacities in Brazil drove the significant increase in volumes.
- Prices continued to be well oriented.
- Higher sales and strict cost control were offset by significantly higher cost inflation and the impact of production issues at one newly-acquired plant.

(1) By destination
(2) Before elimination of inter divisional sales

Cement: Asia

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes [1]	30.7	32.9	7%	8%	*9.8*	*10.8*	*10%*	*12%*
€m								
Sales [2]	1,522	1,546	2%	5%	*487*	*507*	*4%*	*11%*
EBITDA	371	281	-24%	-22%	*101*	*81*	*-20%*	*-14%*
Current Operating Income	265	169	-36%	-35%	*65*	*45*	*-31%*	*-26%*

- Volumes were up 12% in the third quarter, bolstered by solid market trends in most markets and the impact of the capacities added in China.
- Contrasted pricing trends, with improvements in China and South Korea offset by lower prices in India and the Philippines.
- Earnings were impacted by higher cost inflation.

(1) By destination
(2) Before elimination of inter divisional sales

LAFARGE

bringing materials to life™

II. Other information

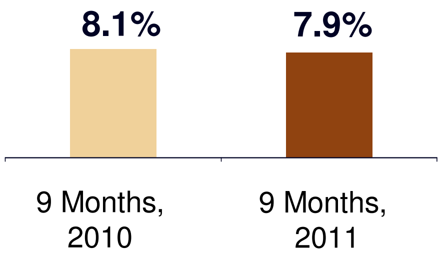
Aggregates & Concrete Division by Product Line and Geographical zone

Ciment - Granulats et Béton - Brésil, centre administratif gouvernemental de l'état de Minas Gerais

Pure Aggregates

	9 Months				*3rd Quarter*			
MT	**2010**	**2011**	**Variation**	**lfl**	***2010***	***2011***	***Variation***	***lfl***
Volumes	145.1	143.6	-1%	-	*58.2*	*57.5*	*-1%*	*-1%*
€m								
Sales (1)	1,537	1,613	5%	6%	*621*	*643*	*4%*	*6%*
EBITDA	239	224	-6%	-4%	*129*	*119*	*-8%*	*-4%*
Current Operating Income	124	128	3%	-6%	*89*	*87*	*-2%*	*-5%*

Operating margin



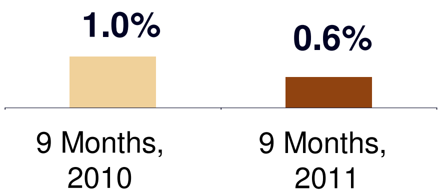
- Volumes decreased 1% like for like in the third quarter, with positive trends in Western Canada and Poland, while most other volumes trends were flat or down.
- Prices were well oriented overall, with gains in most of our regions.
- Earnings were helped by higher sales, continuous tight cost control and a lower depreciation in the UK(2), but were still impacted by significant cost inflation.

(1) Before elimination of inter divisional sales
(2) In accordance with IFRS 5, we have ceased to depreciate assets that should contribute to the joint-venture with Tarmac UK from March 1st, 2011. Impact of 11 million euros YTD.

Ready-Mix Concrete

Mm³	9 Months 2010	9 Months 2011	Variation	lfl	3rd Quarter 2010	3rd Quarter 2011	Variation	lfl
Volumes	25.6	25.5	-	-	9.1	8.7	-4%	-2%
€m								
Sales (1)	2,142	2,149	-	3%	776	752	-3%	3%
EBITDA	88	74	-16%	-14%	42	32	-24%	-19%
Current Operating Income	22	13	-41%	-49%	19	13	-32%	-32%

Operating margin



- Volumes declined 2% like for like in the third quarter, with improving trends in North America and India partially offsetting lower volumes in Spain and Egypt.
- Price increases and tight cost control partially offset higher fuel costs.

(1) Before elimination of inter divisional sales

YTD Sales at September 30, 2011

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

Aggregates & Concrete	Volume effect	Other effects*	Activity variation vs. 2010
Pure Aggregates	**-0.1%**	**6.5%**	**6.4%**
France	3.2%	3.4%	6.6%
United Kingdom	1.3%	2.6%	3.9%
North America	-1.9%	4.6%	2.7%
South Africa	-15.0%	3.6%	-11.4%
Ready-mix Concrete	**-0.4%**	**3.1%**	**2.7%**
France	8.4%	1.6%	10.0%
United Kingdom	0.1%	3.8%	3.9%
North America	3.8%	-1.2%	2.6%
South Africa	-4.9%	1.9%	-3.0%
India	9.1%	10.1%	19.2%

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

Aggregates & Concrete:

Additional Information by Geographical Zone

		9 Months 2010	9 Months 2011	Var like f/ like	3rd Quarter 2010	3rd Quarter 2011	Var like f/ like
Volumes [1]							
Pure Aggregates (millions of tonnes)		**145.1**	**143.6**	**-**	**58.2**	**57.5**	**-1%**
Of which	Western Europe	47.6	45.6		16.2	14.6	
	North America	72.3	70.6		31.7	32.1	
	Other countries	25.2	27.4		10.3	10.8	
Ready-mix (millions of m^3)		**25.6**	**25.5**	**-**	**9.1**	**8.7**	**-2%**
Of which	Western Europe	10.0	9.1		3.5	2.6	
	North America	5.2	5.4		2.1	2.2	
	Other countries	10.4	11.0		3.5	3.9	
Sales [2] (millions of €)							
Total Aggregates & Concrete		**3,833**	**3,929**	**5%**	**1,512**	**1,528**	**6%**
Of which Pure Aggregates	**Total**	**1,537**	**1,613**		**621**	**643**	
	Western Europe	622	643		214	212	
	North America	681	675		308	314	
	Other countries	234	295		99	117	
Of which Ready-mix	**Total**	**2,142**	**2,149**		**776**	**752**	
	Western Europe	906	880		307	263	
	North America	590	589		248	248	
	Other countries	646	680		221	241	
Current Operating Income (millions of €)							
Total Aggregates & Concrete		**163**	**165**	**-6%**	**140**	**136**	**-4%**
Of which	Western Europe	58	69		20	22	
	North America	57	68		96	101	
	Other countries	48	28		24	13	

(1) By destination
(2) Before elimination of inter divisional sales by origin

LAFARGE

bringing materials to life™

Granulats et Béton - Brésil, Musée d'Art Contemporain

III. Other Information

Income statement

Other Income (Expenses)

€m	9 Months 2010 (1)	9 Months 2011	*3rd Quarter 2010 (1)*	*3rd Quarter 2011*
Net gains (losses) on disposals	50	26	*4*	*1*
Impairment of assets	(94)	(48)	*(14)*	*(23)*
Restructuring	(57)	(20)	*(8)*	*(4)*
Others	(40)	(48)	*(14)*	*(16)*
Total	**(141)**	**(90)**	***(32)***	***(42)***

(1) Restated for the Gypsum activities classified as discontinued operations, in accordance with IFRS 5

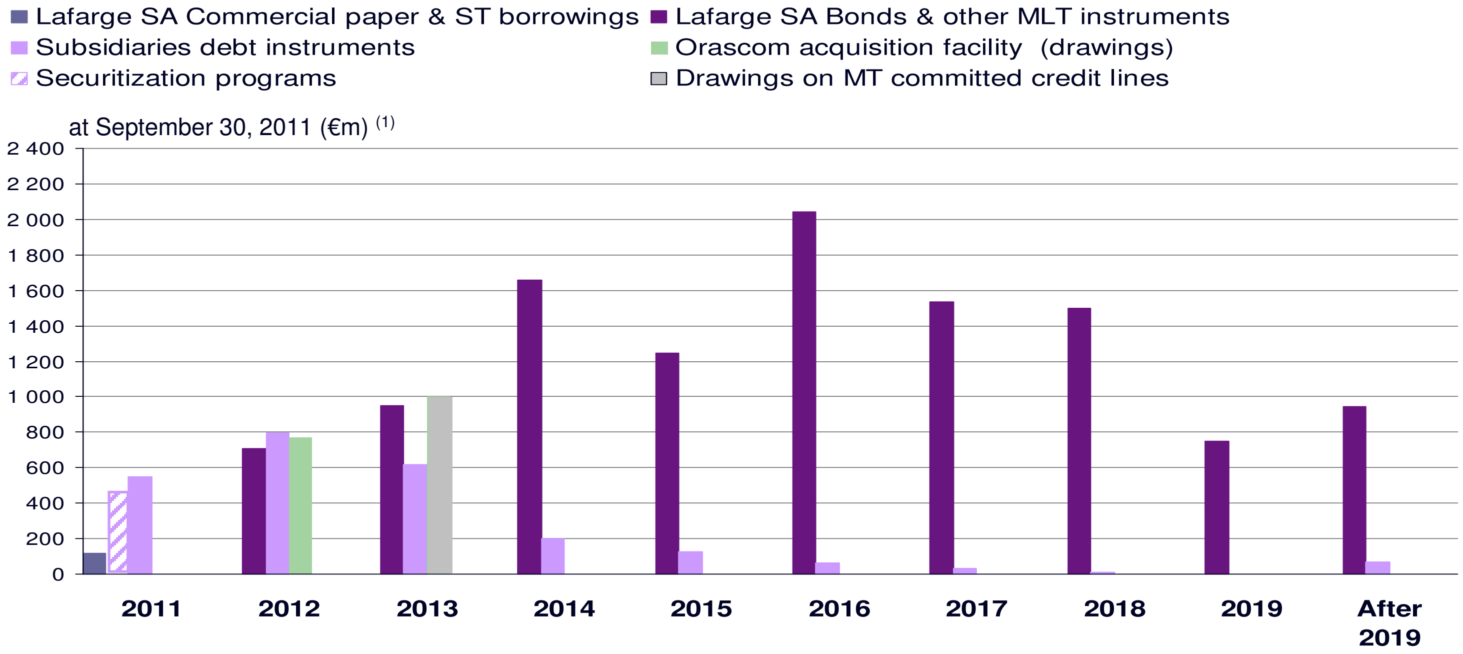
Finance Costs and average interest rate

€m	9 Months 2010 (1)	9 Months 2011	*3rd Quarter 2010 (1)*	*3rd Quarter 2011*
Financial charges on net debt	(574)	(623)	*(206)*	*(208)*
Foreign exchange	(22)	26	*13*	*(16)*
Others	105 (2)	(52)	*(19)*	*(22)*
Total	**(491)**	**(649)**	***(212)***	***(246)***

Average interest rate		December 31, 2010			**September 30, 2011**		
			Interest rate			**Interest rate**	
			Spot	Average		**Spot**	**Average**
Total gross debt (3)		€17.0 Bn	5.5%	5.3%	**€16.1 Bn**	**5.7%**	**5.6%**
Of which:	*Fixed rate*	*66%*	*6.7%*		*61%*	*7.2%*	
	Floating rate	*34%*	*3.1%*		*39%*	*3.4%*	

(1) Restated for the Gypsum activities classified as discontinued operations, in accordance with IFRS 5
(2) Including gain on disposal of Cimpor for €161 million
(3) Excluding puts: € 0.1 Bn as at September 30, 2011 and €0.3 Bn as at December 31, 2010

Debt Maturity Schedule



- Average maturity of gross debt is 4 years and 4 months
- No financial covenants on debt at Lafarge SA

(1) Excluding puts on shares and derivatives instruments: €0.1bn

Strong Liquidity Backed by Well Balanced Committed Credit Lines

€bn, as at September 30, 2011	**Amount**	**2011**	**2012**	**2013**	**2014**	**2015 and after**
Syndicated committed credit lines	1.8	-	0.1	1.7	-	-
Bilateral committed credit lines	2.2	-	-	0.4	0.7	1.1
Cash and cash equivalent	2.0					
Total sources of liquidity	**6.0**					

Credit line drawn as of September 30, 2011	(1.0)
Short- term debt and short-term portion of long-term debt	(2.1)
Total Available liquidity	**2.9**

- Lafarge SA committed credit lines of €4.0Bn(3) with average maturity of 2.5 years
- No financial covenants on any credit facility for Lafarge SA
- No MAC clause / No rating trigger

LAFARGE

bringing materials to life™

IV. Other Information

Statement of Financial Position (1) & Cash Flow Statement

(1) Former Balance sheet

Statement of Financial position

€m	Dec. 31, 2010	September 30, 2011
Capital Employed	33,762	*30,853*
Out of which:		
Goodwill	*14,327*	*13,134*
Prop, plant & equip.	*17,912*	*15,745*
Working Capital	*440*	*1,098*
Other	*1,083*	*876*
Financial assets	863	718
Net assets held for sale (1)	-	2,741
Total	**34,625**	**34,312**

€m	Dec. 31, 2010	September 30, 2011
Equity	18,224	*17,742*
Out of which:		
Shareholders' equity	*16,144*	*15,616*
Non controlling interests	*2,080*	*2,126*
Net debt	13,993	14,262
Provisions	2,408	2,308
Total	**34,625**	**34,312**

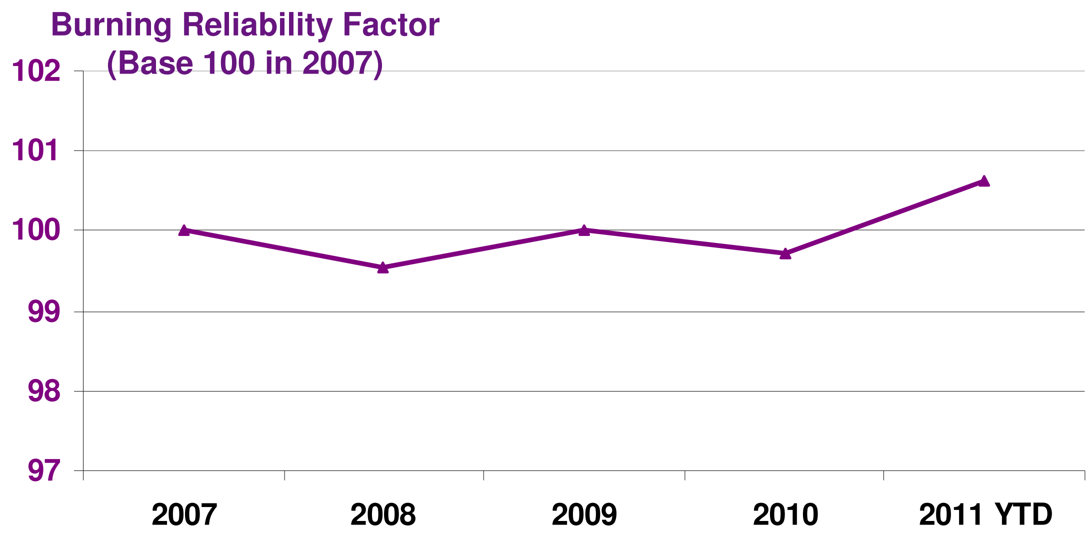
(1) Following the announcement of the agreement between Lafarge and Anglo American plc to combine their cement, aggregates, ready-mixed concrete, and asphalt & contracting businesses in the United Kingdom, and in accordance with IFRS 5, Lafarge UK 's assets and liabilities that will be contributed to this joint venture have been grouped since February 18, 2011 in the consolidated statement of financial position on the lines " Assets held for sale " and " Liabilities directly associated with assets held for sale", respectively. The completion of this transaction is conditional upon regulatory approvals.
Additionally, following its intentions and announcements regarding its plan to divest the activities in Europe, North America, Asia and Latin America of the Gypsum division, the Group presents these Gypsum activities as discontinued operations.
See Notes 3.1 and 3.2 to the interim condensed consolidated financial statements for more information

Investments and Divestments

€m	9 Months 2010 [1]	9 Months 2011	3rd Quarter 2010 [1]	3rd Quarter 2011
Sustaining capital expenditures	173	216	*64*	*94*
Development capital expenditures	763	546	*233*	*189*
Acquisitions [2]	41	130	*(6)*[3]	*43*
Capital expenditure	**977**	**892**	***291***	***326***
Divestments [4]	**285**	**364**	***181***	***258***

(1) Restated for the Gypsum activities classified as discontinued operations, in accordance with IFRS 5
(2) Including debt acquired and the acquisitions of ownership interests with no gain of control
In 9M 2011, the acquisitions of ownership interests with no gain of control represented €52m, excluding a €51 million third-part put and a €111 million third-party put, already recorded as debt, that were exercised in the first and third quarters, respectively
(3) Including the cash inflow on the acquisition of Brazilian assets for €30m
(4) Net of the debt disposed of, and including disposals of ownership interests with no loss of control

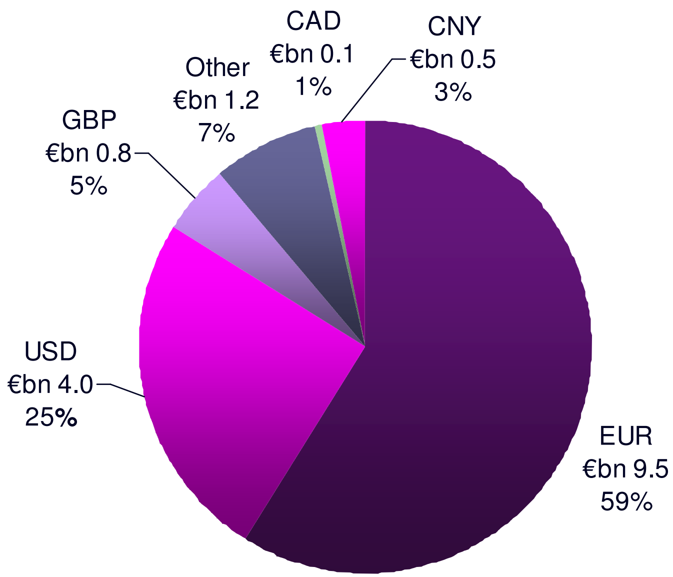
Strong Cement Plant Reliability Over the Past Five Years



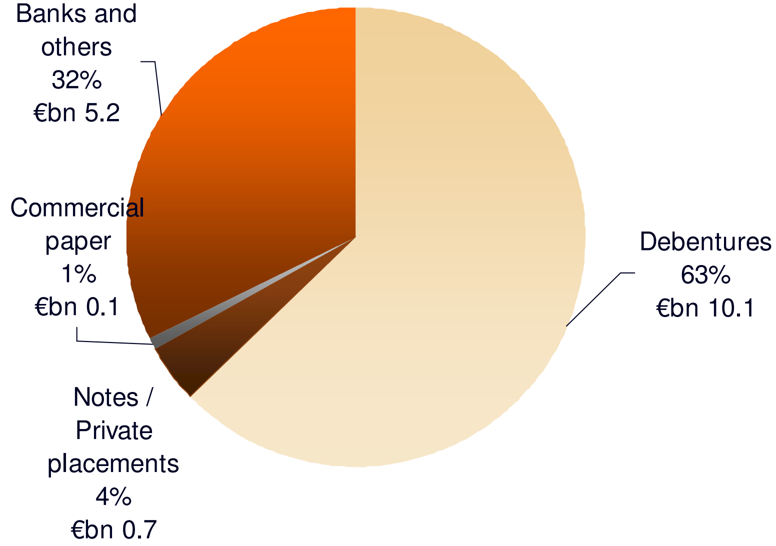
Reduced maintenance CAPEX has not impacted plant reliability

Gross Debt (1) by Currency and by Source of Financing as at September 30, 2011

Split by currency

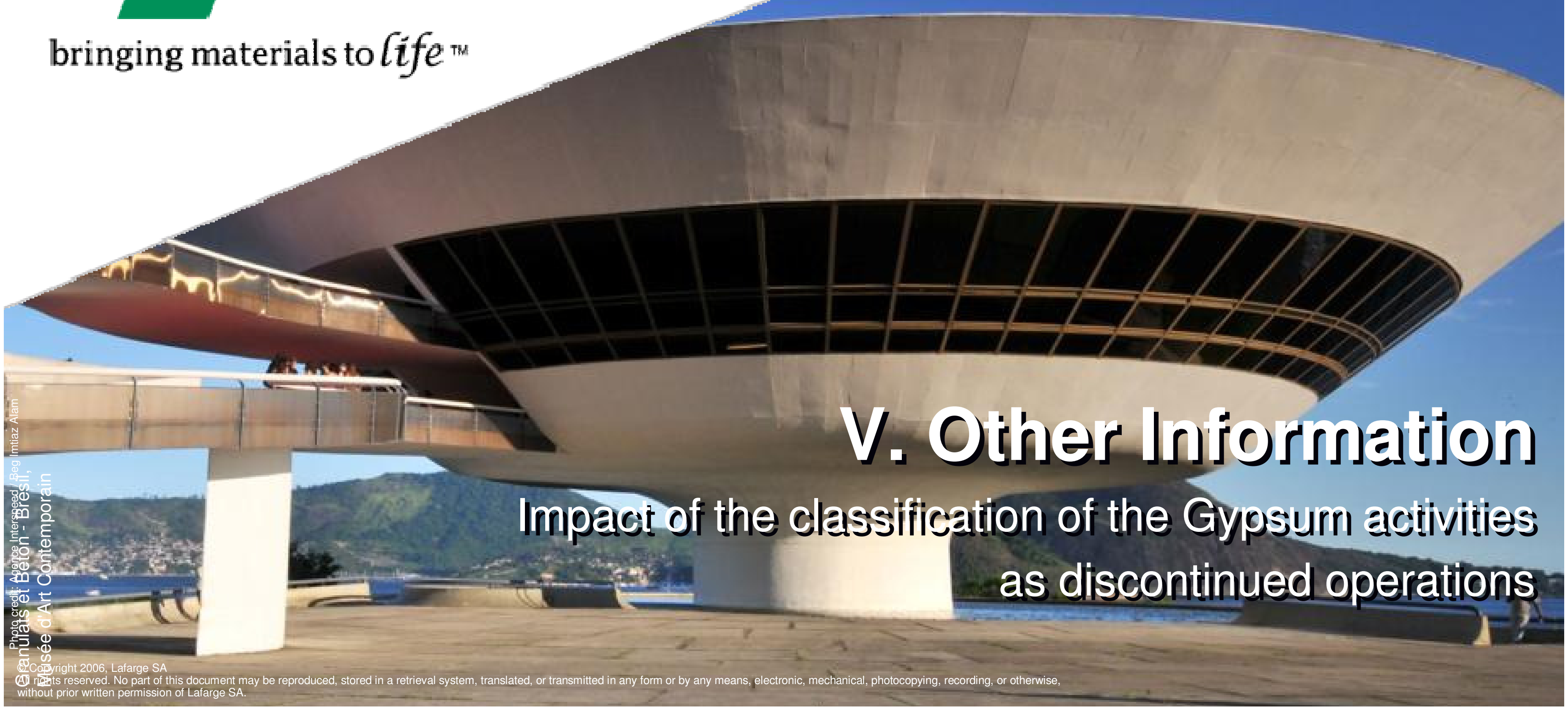


Split by source of financing



Total Gross Debt (1): **€ 16.1Bn**

(1) Excluding puts & derivatives : €0.1 bn



bringing materials to *life*™

V. Other Information

Impact of the classification of the Gypsum activities as discontinued operations

Photo credit: Agence Interspeed / Beg Imtiaz Alam
Granulats et Béton - Brésil, Musée d'Art Contemporain

Impact of the reclassification of the Gypsum activities to discontinued operations

The impact of the reclassification of the Gypsum activities to discontinued operations on the Consolidated Statement of Income and the Consolidated Statement of Cash Flows is provided in a separate presentation “Impact of the classification of the Gypsum activities as discontinued operations”.

See section “Shareholders and Investors / Investor Kit” on our Website.

Key definitions

Volumes	Volumes are shown by destination
Sales by Division	Sales by Division are disclosed by origin, and before elimination of inter divisional sales
EBITDA	Current Operating Income before depreciation and amortization on tangible and intangible assets
Current Operating Income	Operating Income before "capital gains, impairment, restructuring and other"
Operating margin	Current Operating Income / Sales
Free Cash Flow	Net operating cash generated by operations less sustaining capital expenditures
Like for Like variation	Like for Like variation corresponds to the variation at constant scope and exchange rates
Strict Working Capital	Trade receivables plus inventories less trade payables
Strict Working Capital in days sales	$\frac{\text{Strict Working Capital end of N * 90 days}}{\text{Sales of the last quarter}}$