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2007 Nine Months Results

November 8th, 2007

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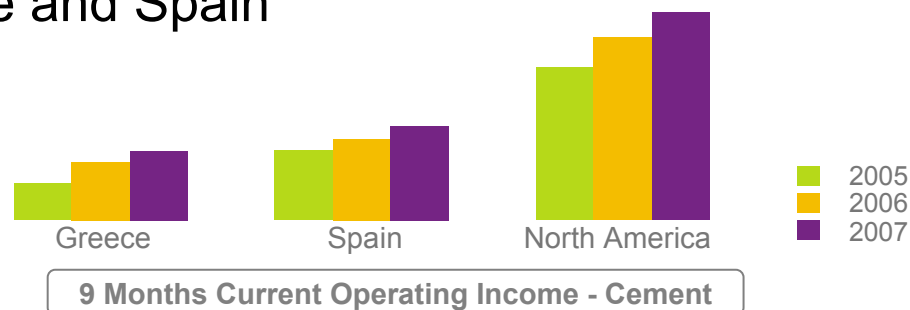
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Bruno Lafont
November 8th, 2007

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Our “Excellence 2008” Strategic Plan Is Yielding Results

- Reaping the benefits from our positions in emerging markets
- Improving results in mature markets even when impacted by a slowdown such as US, Greece and Spain



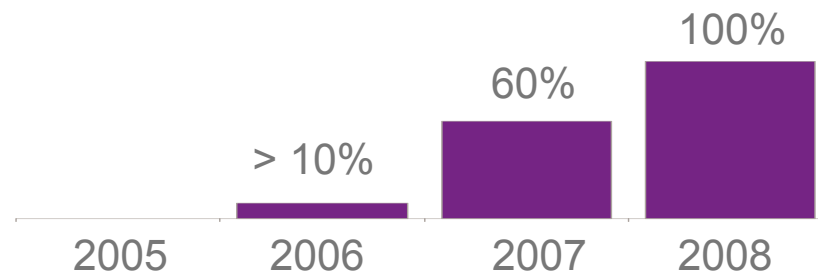
- Generating more results with value-added products
- Increasing significantly our margins



Record Results

We Are Delivering On Our Commitments

- Cost reduction: 60% of our savings to be reached by end of 2007
- Cost reduction objective for 2008 will be reached



- €500 million share buy back program is completed
- We will exceed our EPS and ROCE objectives



Positive Momentum Confirmed



We Will Continue To Focus On “Excellence 2008” Operational And Strategic Priorities

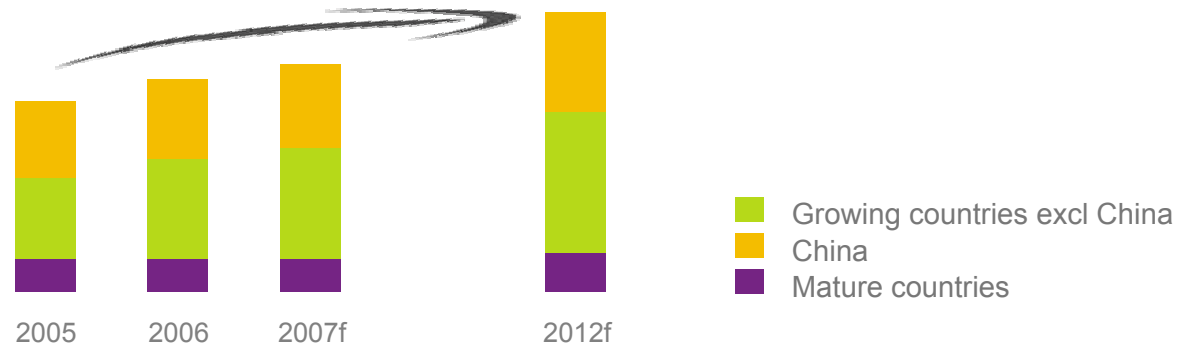
- Focus on increasing the share of profits from emerging markets in Cement
- Ready to accelerate our development in China
- Investing in mature markets to reduce costs
- Focus on increasing the share of innovative products in Concrete



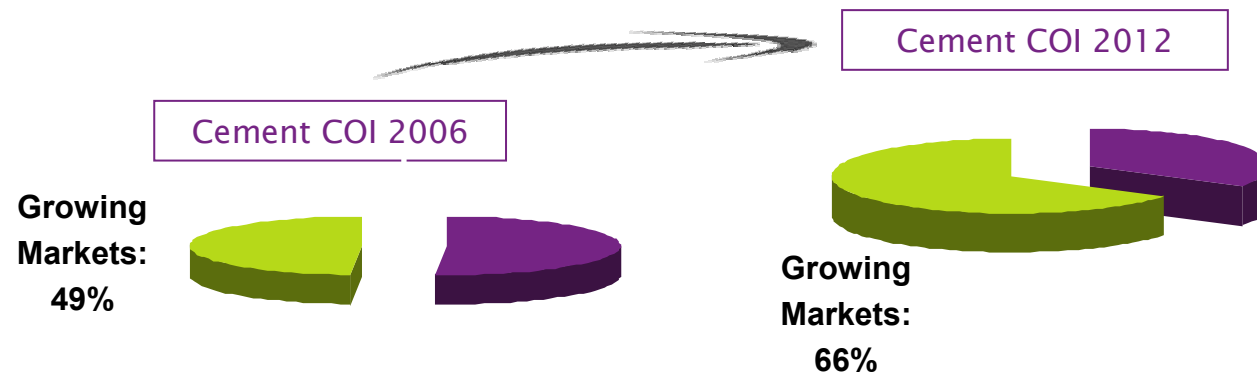
We Remain Focused

World Cement Growth Driven By Emerging Markets

- Cement consumption expected to continue to grow 5% in average



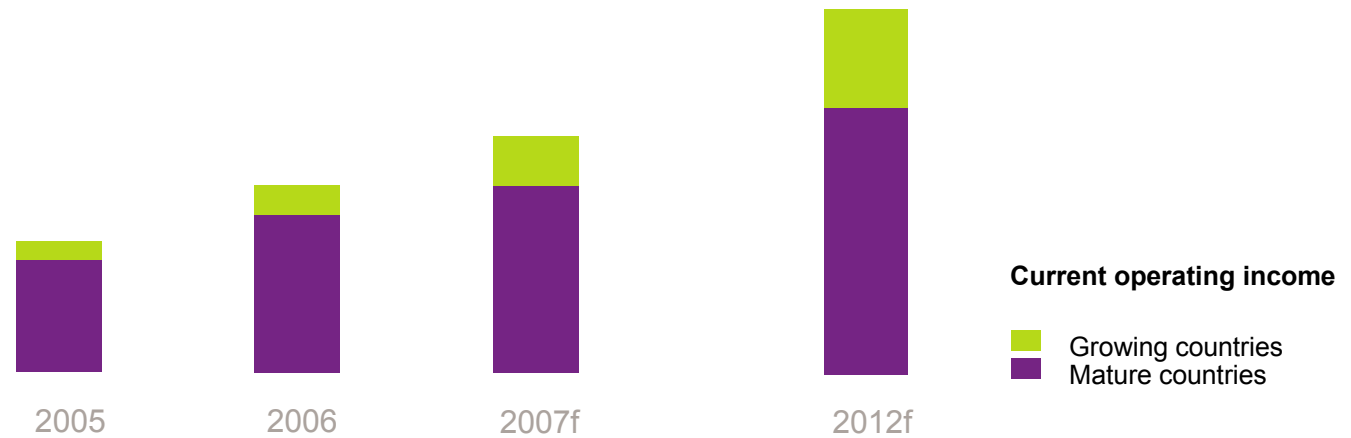
- Lafarge well positioned to capture growth in emerging markets



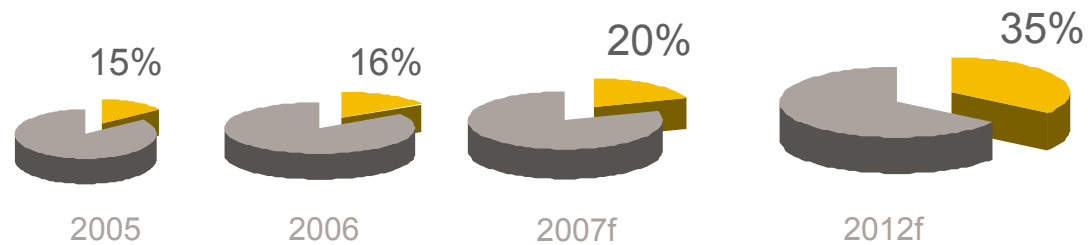
Share of profits in emerging markets to reach 66% in 2012

Aggregates & Concrete Business Model Delivering

- Stronger contribution from emerging markets



- Share of value added products in Concrete volumes: from 15% in 2005 to 35% in 2012

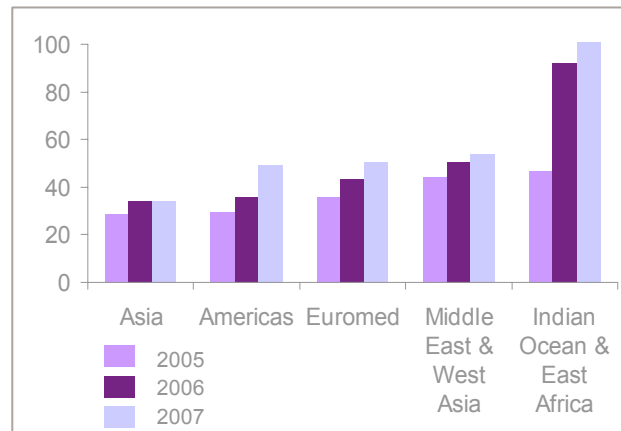


Positive Pricing Environment

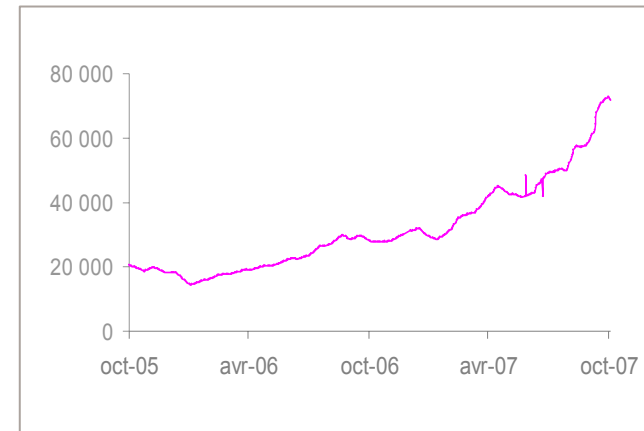
- Cement supply–demand balance to remain tight



- Cement FOB prices and freight rates remain very high



FOB Prices



Supramax – US\$/day

In Summary

- Strong construction sector, medium to long term
- Unique geographic footprint and innovative capabilities
- Excellence 2008 objectives will be exceeded
 - Accelerated internal development in Cement in emerging markets and innovation in Concrete
 - Cost reduction target to be delivered and more to come beyond 2008
 - EPS growth and ROCE targets to be exceeded



Lafarge is Full of Potential



2007 Nine Months Results (Unaudited)

Jean-Jacques Gauthier, CFO

November 8th, 2007

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Financial Highlights

- Sustained organic growth, driven by growing countries
- Significant operating margin growth
- Remarkable resilience of our US operations
- Impact of cost reductions clearly visible throughout



Positive Momentum Confirmed

Key Figures

€m	9 Months			3 rd Quarter		
	2006 ⁽¹⁾	2007	Variation	2006 ⁽¹⁾	2007	Variation
Sales	12,710	13,279	+ 4%	4,656	4,894	+ 5%
EBITDA	2,766	3,148	+ 14%	1,168	1,320	+ 13%
Current Operating Income	2,075	2,442	+ 18%	941	1,082	+ 15%
<i>Of which Growing Countries</i>	<i>854</i>	<i>1,106</i>	<i>+ 30%</i>	<i>359</i>	<i>448</i>	<i>+ 25%</i>
<i>as a % of total</i>	<i>41%</i>	<i>45%</i>		<i>38%</i>	<i>41%</i>	
Operating Margin	16.3%	18.4%	+ 210bp	20.2%	22.1%	+190bp
Net income Group share	1,096	1,534	+ 40%	548	600	+ 9%
€						
Earnings per share ⁽²⁾	6.28	8.86	+ 41%	3.14	3.48	+ 11%
€m						
Cash flow from operations	2,150	2,311	+ 7%	986	1,001	+ 2%
Excluding one-off ⁽³⁾	2,090	2,440	+ 17%	926	1,001	+ 8%
Net debt	10,261	9,103	- 11%			

(1) As presented this year, with Roofing classified as discontinued operations, in accordance with IFRS 5

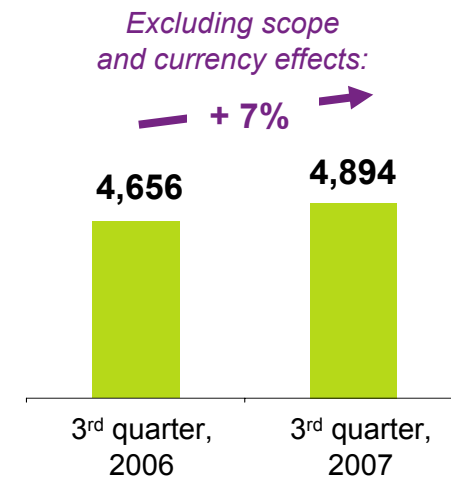
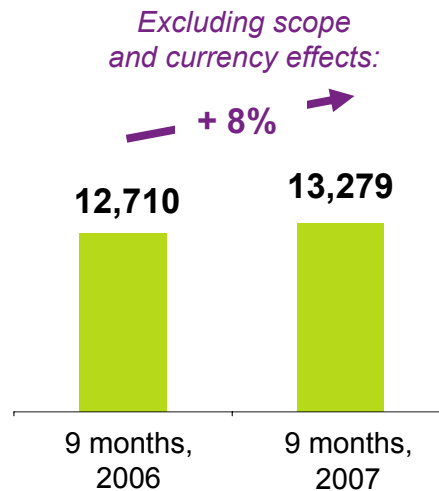
(2) Average number of shares: 174.4 m in 2006, 173.1 m in 2007

(3) Cash flow from operations includes an exceptional contribution to our UK pension funds of 129m€ in Q1 2007 and 60m€ one-off settlements in Q3 2006 (anti-dumping duties in the United States and resolution of a litigation)

Sales up 4%

Sustained Organic Growth, from Strong Pricing

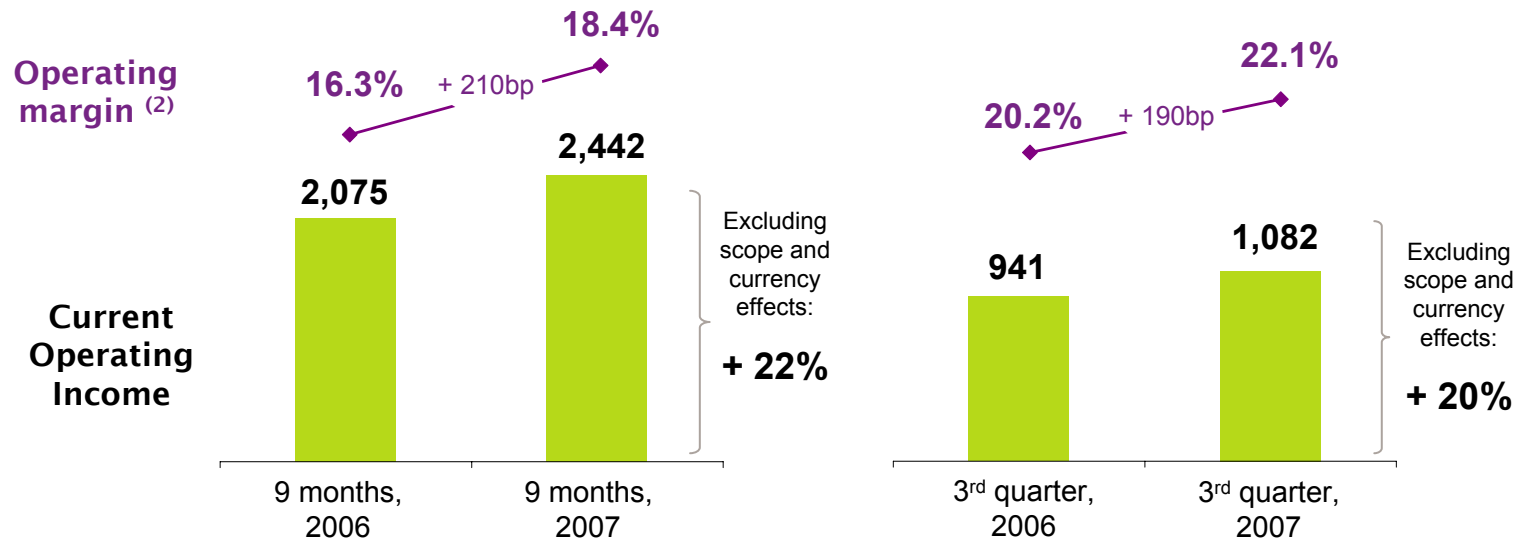
€m	9 Months			3 rd Quarter		
	2006 ⁽¹⁾	2007	Variation	2006 ⁽¹⁾	2007	Variation
Cement	6,668	7,118	+ 7%	2,408	2,550	+ 6%
Aggregates & Concrete	4,820	4,958	+ 3%	1,852	1,961	+ 6%
Gypsum	1,213	1,190	- 2%	394	376	- 5%
Other	9	13		2	7	
Total	12,710	13,279	+ 4%	4,656	4,894	+ 5%



Current Operating Income up 18%

Strong Improvement in Operating Margin

€m	9 Months			3 rd Quarter		
	2006 ⁽¹⁾	2007	Variation	2006 ⁽¹⁾	2007	Variation
Cement	1,546	1,860	+ 20%	675	790	+ 17%
Aggregates & Concrete	423	531	+ 26%	235	287	+ 22%
Gypsum	158	97	- 39%	48	15	- 69%
Holding & Other	(52)	(46)		(17)	(10)	
Total	2,075	2,442	+ 18%	941	1,082	+ 15%

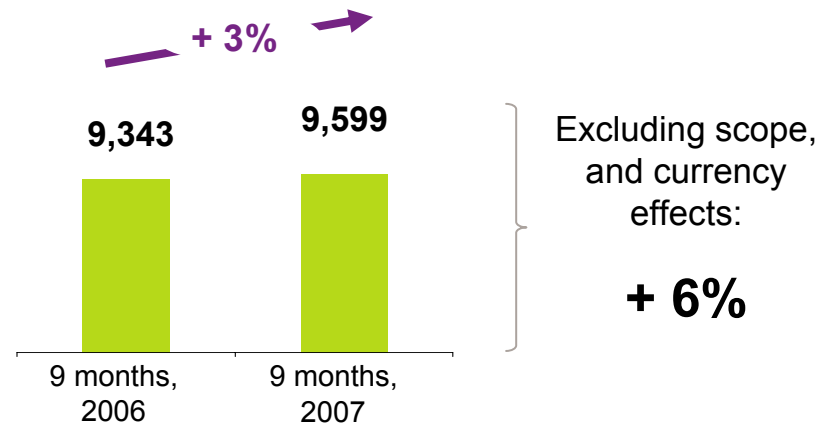




Cost of Sales

Cost Reduction Momentum

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Cement	5,054	5,261		
Aggregates & Concrete	3,985	4,028		
Gypsum	903	943		
Eliminations & Other	(599)	(633)		
Total	9,343	9,599	3,308	3,417
<i>Total as % of Sales</i>	<i>73.5%</i>	<i>72.3%</i>	<i>71.0%</i>	<i>69.8%</i>

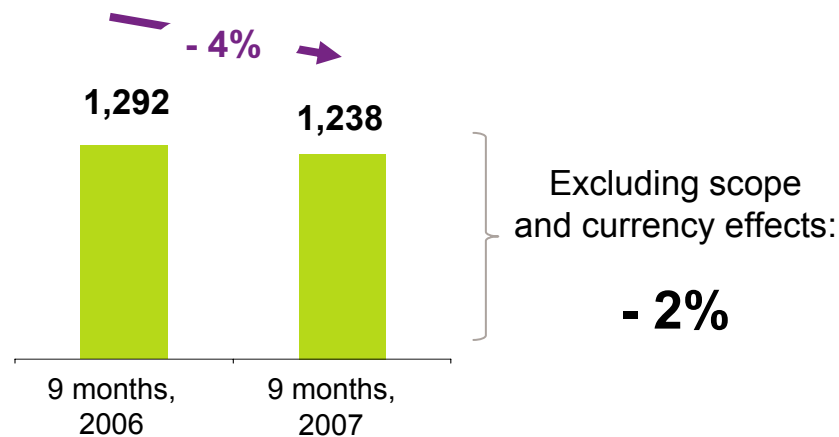


(1) As presented this year, with Roofing classified as discontinuing operations, in accordance with IFRS 5

Selling and Administrative Expenses

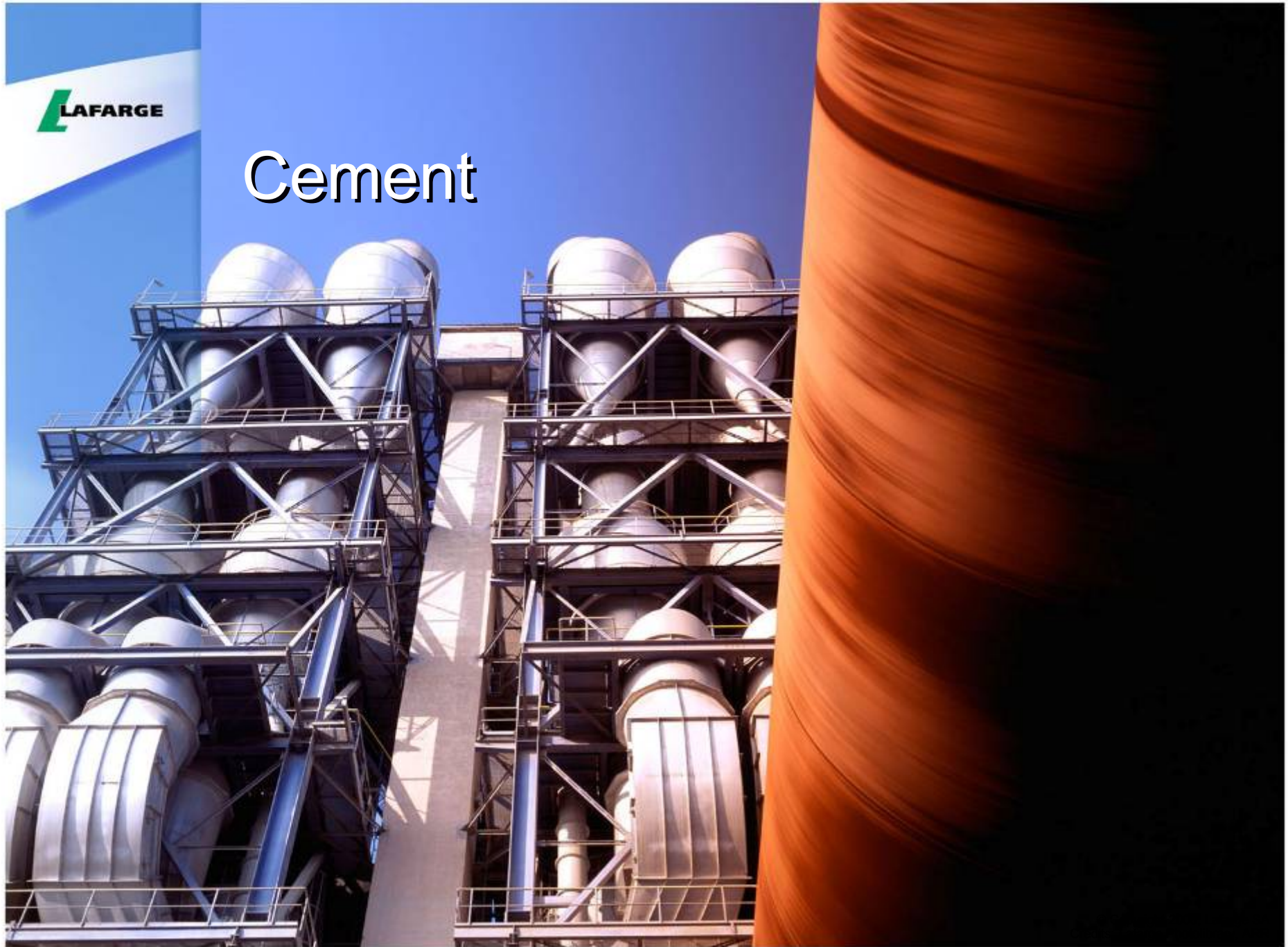
Strict Cost Control

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Cement	662	623		
Aggregates & Concrete	419	407		
Gypsum	168	168		
Eliminations & Other	43	40		
Total	1,292	1,238	407	395
<i>Total as a % of Sales</i>	<i>10.2%</i>	<i>9.3%</i>	<i>8.7%</i>	<i>8.1%</i>





Cement

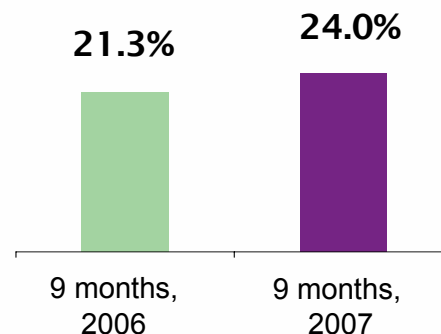


Cement Highlights

Cost Reduction Increasingly Visible:
Current Operating Income Up 20% YTD

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes	98.3	101.8	+ 4%	35.7	36.1	+ 1%
€m						
Sales ⁽¹⁾	7,262	7,744	+ 7%	2,621	2,770	+ 6%
EBITDA	1,972	2,295	+ 16%	814	937	+ 15%
Current Operating Income	1,546	1,860	+ 20%	675	790	+ 17%
<i>Of which Growing Countries</i>	49%	52%		47%	50%	
Operating Income	1,535	1,944		679	777	

Operating margin ⁽²⁾



- Strong contribution of emerging markets, notably from Central and Eastern Europe and Asia
- Visible impact of cost reductions actions in all regions
- Strong industrial performance
- Favourable market and pricing conditions overall

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

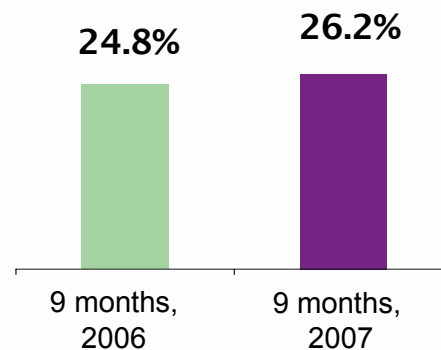


Cement: Western Europe

Steady Improvement

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	25.1	25.9	+ 3%	8.6	8.8	+ 2%
€m						
Sales ⁽²⁾	2,115	2,271	+ 7%	719	753	+ 5%
EBITDA	644	721	+ 12%	247	270	+ 9%
Current Operating Income	525	594	+ 13%	209	229	+ 10%

Operating margin ⁽³⁾



- Firm pricing overall, in a context of increasing costs, notably energy and import costs
- Good market trends in France and UK
- Improved operating results despite lower volumes in Spain and Greece

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

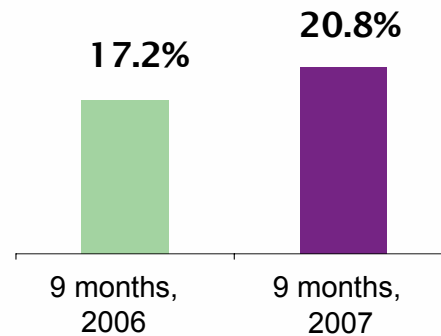
Cement: North America

Current Operating Income Up 21% in US dollars

Operating Margin Up 360bp YTD

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	15.4	14.7	- 4%	6.0	5.9	- 2%
€m						
Sales ⁽²⁾	1,504	1,413	- 6%	596	574	- 4%
EBITDA	362	392	+ 8%	184	200	+ 9%
Current Operating Income	259	294	+ 14%	149	167	+ 12%

Operating margin ⁽³⁾



- Strong impact of cost improvement program and good industrial performance leading to much improved results
- Pricing remains firm
- Softness in the residential sector

(1) Domestic.
Volumes by destination 9m 06: 15.8mT 9m 07: 14.7mT

(2) Before elimination of inter divisional sales

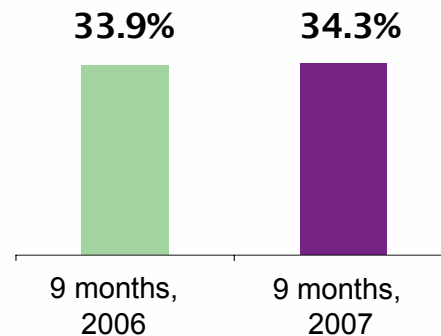
(3) Current Operating Income / Sales

Cement: Mediterranean Basin

Favorable Market Conditions Offsetting Rising Costs

MT	9 Months				3 rd Quarter			
	2006	2007	Variation	Like for like	2006	2007	Variation	Like for like
Volumes ⁽¹⁾	9.3	7.9	- 15%	+ 4%	3.5	2.8	- 20%	-
€m								
Sales ⁽²⁾	490	458	- 7%	+ 10%	184	163	- 11%	+ 5%
EBITDA	189	177	- 6%	+ 9%	76	70	- 8%	+ 7%
Current Operating Income	166	157	- 5%	+ 10%	69	63	- 9%	+ 9%

Operating margin ⁽³⁾



- Sustained market trends in Morocco
- Solid pricing trends to offset rising costs
- Impact of cost reduction actions
- Sale of our assets in Central Anatolia, Turkey, impacts the results (-16 m€)

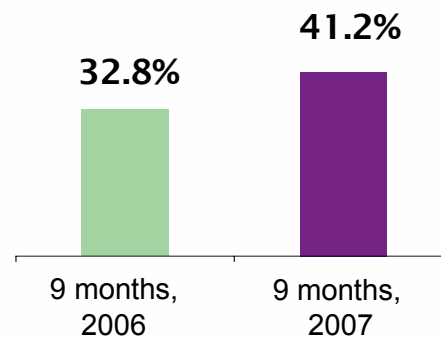
(1) By destination
 (2) Before elimination of inter divisional sales
 (3) Current Operating Income / Sales

Cement: Central And Eastern Europe

Excellent Results in Good Markets Environment

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	10.0	11.8	+ 18%	4.5	4.7	+ 4%
€m						
Sales ⁽²⁾	573	857	+ 50%	263	356	+ 35%
EBITDA	216	381	+ 76%	119	183	+ 54%
Current Operating Income	188	353	+ 88%	109	173	+ 59%

Operating margin ⁽³⁾



- All countries experiencing growth in COI
- Strong markets in Romania, Poland and Russia driving volumes and prices
- Tight cost control across the Region

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

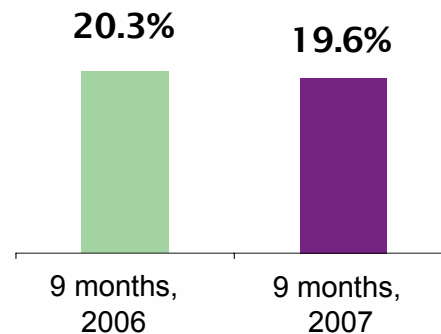


Cement: Latin America

Improvement in Results

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	5.7	6.3	+ 11%	2.0	2.1	+ 5%
€m						
Sales ⁽²⁾	458	499	+ 9%	156	170	+ 9%
EBITDA	119	125	+ 5%	40	42	+ 5%
Current Operating Income	93	98	+ 5%	31	33	+ 6%

Operating margin ⁽³⁾



- Brazilian sustained demand drove some pricing gains
- Pricing softness in Chile and operational difficulties in Venezuela
- High cost environment overall

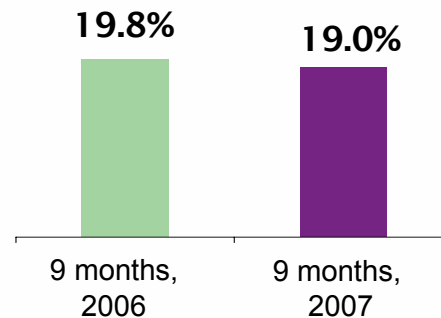
(1) By destination
 (2) Before elimination of inter divisional sales
 (3) Current Operating Income / Sales

Cement: Sub-Saharan Africa

Good Market Trends, High Costs Inflation

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	10.1	10.2	+ 1%	3.5	3.5	-
€m						
Sales ⁽²⁾	1,173	1,190	+ 1%	402	416	+ 3%
EBITDA	273	266	- 3%	94	96	+ 2%
Current Operating Income	232	226	- 3%	83	81	- 2%

Operating margin ⁽³⁾



- Current Operating Income up 5% YTD and 16% in Q3 at constant scope and exchange rates
- Strong market environment in most countries and solid pricing overall; Nigeria affected by energy disruptions and floods in the North in Q3
- High costs inflation, especially imports and energy costs

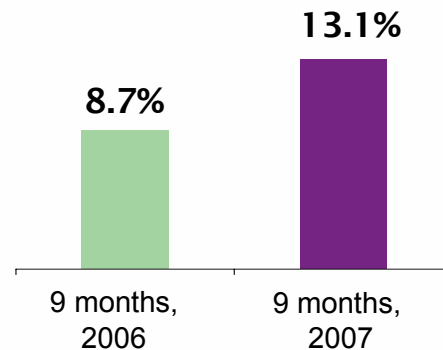
(1) By destination
 (2) Before elimination of inter divisional sales
 (3) Current Operating Income / Sales

Cement: Asia

Much Improved Results

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes ⁽¹⁾	22.3	25.0	+ 12%	7.3	8.3	+ 14%
€m						
Sales ⁽²⁾	949	1,056	+ 11%	301	338	+ 12%
EBITDA	169	233	+ 38%	54	76	+ 41%
Current Operating Income	83	138	+ 66%	25	44	+ 76%

Operating margin ⁽³⁾



- Pricing gains in Malaysia
- Sustained growth in China, the Philippines and India
- Market conditions remain difficult in South Korea, amplified by a typhoon in Q3
- Strong cost control overall

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



Aggregates & Concrete

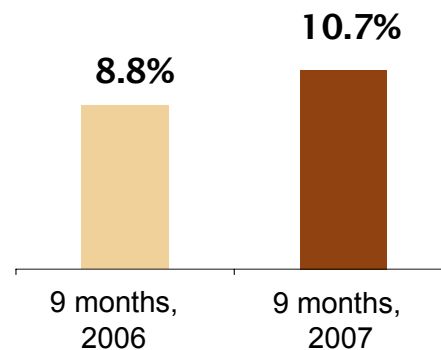


Aggregates & Concrete Highlights

Strong Improvement in Margin:
Current Operating Income Up 26% YTD

€m	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Sales ⁽¹⁾	4,827	4,966	+ 3%	1,854	1,964	+ 6%
EBITDA	614	721	+ 17%	297	349	+ 18%
Current Operating Income	423	531	+ 26%	235	287	+ 22%
Operating Income	421	511		235	287	

Operating margin ⁽²⁾



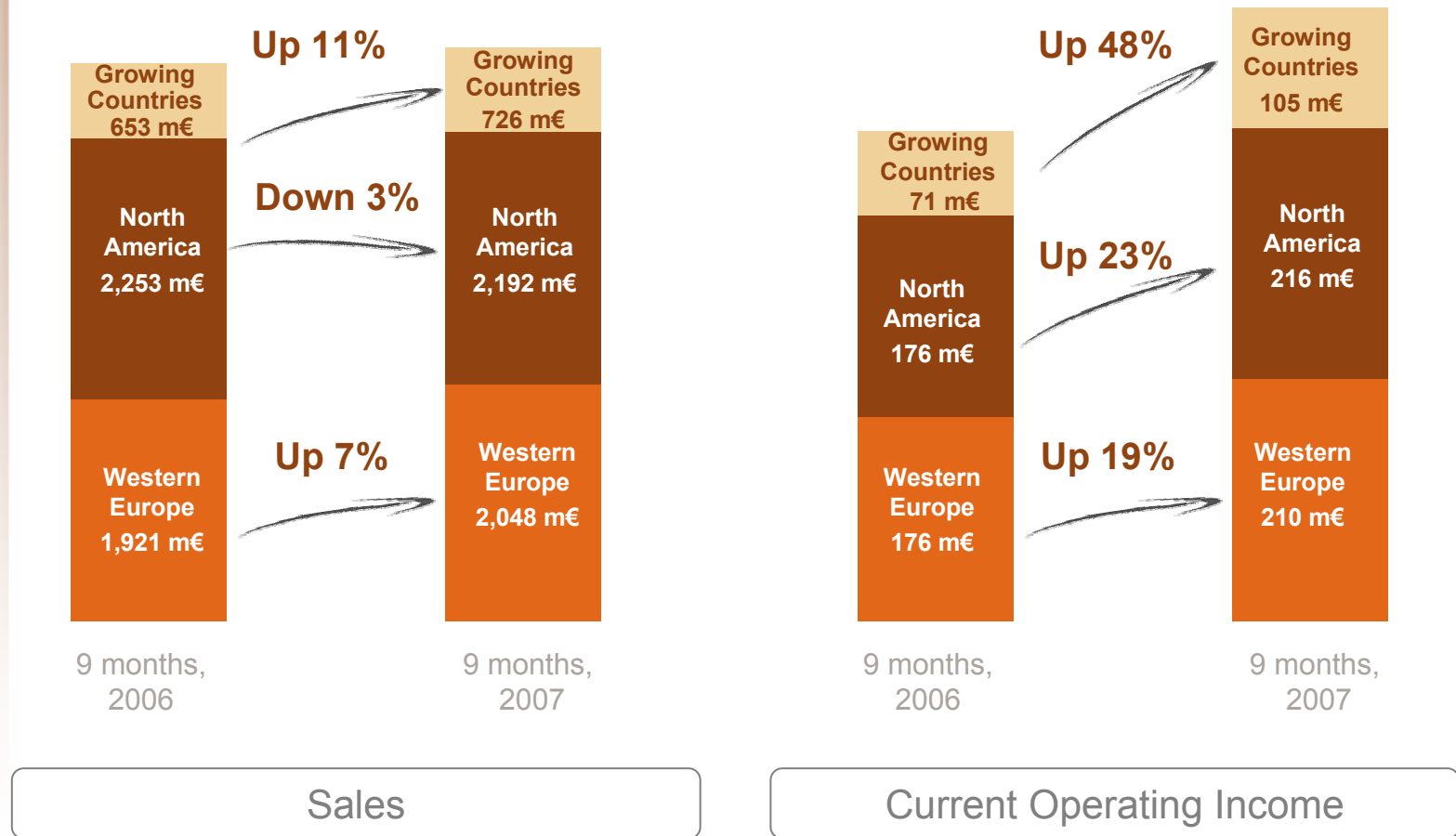
- All product lines contributing
- North American results in US dollars growing 31% YTD; 28% in Q3
- Increasing contribution of emerging countries

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



Aggregates & Concrete Highlights

Excellent Contribution from All Regions;
Increasing Contribution of Growing Countries

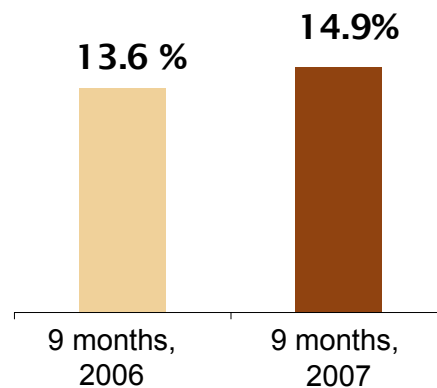


Pure Aggregates

Strong Pricing and Strict Cost Control

MT	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes	193.8	194.3	-	75.2	75.6	+ 1%
€m						
Sales ⁽¹⁾	1,821	1,910	+ 5%	703	749	+ 7%
EBITDA	371	411	+ 11%	168	185	+ 10%
Current Operating Income	247	284	+ 15%	127	143	+ 13%

Operating margin ⁽²⁾



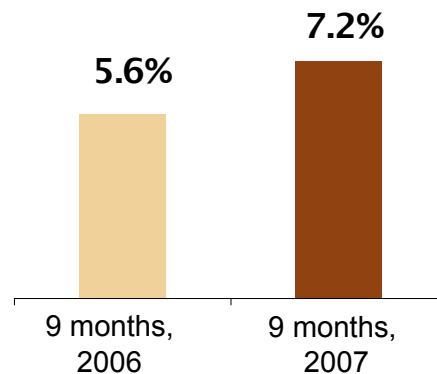
- Strong pricing and strict cost containment drive improvement in results
- Strong volumes in Western Canada and Central Europe compensate for weaker US volumes
- Negative currency impact (10m€ YTD; 5m€ in Q3 on COI)

ReadyMix

Strong Pricing, Increase in VAP % and Strict Cost Control

Mm ³	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes	32.7	32.1	- 2%	11.5	11.2	- 3%
€m						
Sales ⁽¹⁾	2,544	2,611	+ 3%	895	923	+ 3%
EBITDA	191	235	+ 23%	76	96	+ 26%
Current Operating Income	142	189	+ 33%	59	81	+ 37%

Operating margin ⁽²⁾



- Strong pricing and strict cost control
- Sales volumes of Value Added Products in relation to total volumes sold increased to 19.8% vs. 17.6% last year
- Negative currency impact (6m€ YTD; 2m€ in Q3 on COI)



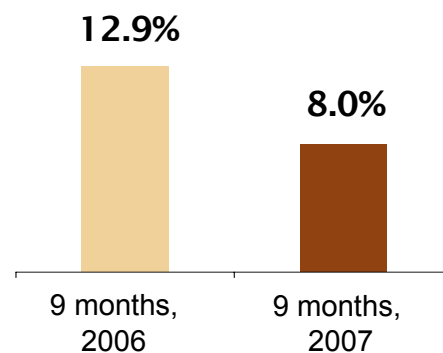
Gypsum

Gypsum

Impact of US Residential Market Slowdown

Mm ²	9 Months			3 rd Quarter		
	2006	2007	Variation	2006	2007	Variation
Volumes	527	539	+ 2%	173	177	+ 2%
€m						
Sales ⁽¹⁾	1,229	1,208	- 2%	399	382	- 4%
EBITDA	208	151	- 27%	64	34	- 47%
Current Operating Income	158	97	- 39%	48	15	- 69%
Operating Income	156	79		44	(1)	

Operating margin ⁽²⁾



- Results severely affected by US residential market slowdown and subsequent declining volumes and prices
- Strong results growth elsewhere



Net Income



Net Income

Improved Operating Results, Favorable Taxation and Gains on Disposals

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Current Operating Income	2,075	2,442	941	1,082
Other income (expenses)	12	54	59 ⁽²⁾	(28)
Finance costs, net	(336)	(397)	(149)	(153)
Income from associates	27	39	9	12
Income taxes	(535)	(548)	(271)	(241)
Income from discontinued operations	37	131	39	-
Minority interests	(184)	(187)	(80)	(72)
Net income Group Share	1,096	1,534	548	600

(1) As presented this year, with Roofing classified as discontinued operations, in accordance with IFRS 5

(2) Included one-off settlements in relation to the resolution of a litigation and the liquidation of historical duties associated with the US antidumping order on Mexican imports for a total of 60 million euros

Other Income (Expenses)

Gains on Disposals;
Excellence 2008 Triggering Restructuring Costs

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Net gains (losses) on disposals	5	165	7	1
Impairment of assets	-	(8)	-	(2)
Restructuring	(16)	(40)	(3)	(23)
Others	23	(63)	55 ⁽²⁾	(4)
Total	12	54	59	(28)

(1) As presented this year, with Roofing classified as discontinued operations, in accordance with IFRS 5

(2) Included one-off settlements in relation to the resolution of a litigation and the liquidation of historical duties associated with the US antidumping order on Mexican imports for a total of 60 million euros

Finance Costs

Impact of LNA's Minorities Interests Acquisition Offset by the Effect of the Disposal of the Roofing Division

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Financial charges on net debt	(381)	(388)	(150)	(131)
Foreign exchange	(5)	(7)	10	(8)
Others	50 ⁽²⁾	(2)	(9)	(14)
Total	(336)	(397)	(149)	(153)

(1) As presented this year, with Roofing classified as discontinued operations, in accordance with IFRS 5

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



Income Taxes

On-Going Tax Optimization

	9 Months
Normalized tax rate	30%
Taxation of gain on disposal	(2)%
Others	(2)%
Effective tax rate 2007	26%



Earnings Per Share

Impact of Strong Results and Gains on Disposal

€	9 Months	3 rd Quarter
Earnings per share 2006	6.28	3.14
COI improvement after tax	1.22	0.51
Lafarge North America minorities buy-out	-0.07	-
After tax gains on disposal in Turkey	0.80	-
Impact of discontinued operations	0.54	-0.22
Heracles 26% stake purchase from NBG	0.04	0.02
Number of shares decrease	0.05	0.03
Earnings per share 2007	8.86	3.48



Cash Flow Statement & Balance Sheet Highlights

Cash Flow

Impact of Disposals and Improved Operating Results

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Cash flow from operations	2,150	2,311	986 ⁽²⁾	1,001
<i>Out of which:</i>				
<i>Exceptional contribution to UK pension fund</i>	-	(129)	-	-
Change in working capital	(742)	(852)	(104)	(7)
Sustaining capex	(630)	(597)	(213)	(208)
Free cash flow	778	862	669	786
Development investments	(3,529)	(1,651)	(255)	(438)
Divestments	124	2,418	28	31
Cash flow after investments	(2,627)	1,629	442	379
Dividends	(598)	(623)	(57)	(2)
Equity issuance (repurchase)	180	(449)	(10)	(177)
Currency fluctuation impact	67	264	(23)	182
Change in fair value	52	(43)	(51)	(20)
Others	(59)	(36)	(9)	(20)
Impact of discontinued operations	(55)	-	57	-
Net debt reduction (increase)	(3,040)	742	349	342
Net debt at the beginning of period	7,221	9,845	10,610	9,445
Net debt at period end	10,261	9,103	10,261	9,103

(1) As presented this year, with Roofing classified as discontinued operations, in accordance with IFRS 5

(2) Included 60m€ one-off settlements in relation to the resolution of a litigation and the liquidation of antidumping duties on Mexican imports in the United States

Investments and Divestments

€m	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Sustaining capital expenditures	630	597	213	208
Development capital expenditures	352	577	139	241
Acquisitions ⁽²⁾	3,177	1,074	116	197
Capital expenditure	4,159	2,248	468	646
Divestments	124	2,418	28	31

(1) As presented this year, with Roofing classified as discontinuing operations, in accordance with IFRS 5

(2) Main acquisitions: 2006 – LNA minorities ; 2007- NBG's share of Heracles, 35% in Roofing newco, 4.6% of Cimpor

Balance Sheet

€m	Dec. 31, 2006 ⁽¹⁾	Sept. 30, 2007	€m	Dec. 31, 2006 ⁽¹⁾	Sept. 30, 2007
Capital Employed	21,390	22,341	Equity	11,694	11,804
<i>Out of which:</i>			<i>Out of which:</i>		
<i>Goodwill</i>	7,511	7,409	<i>Shareholders' equity</i>	10,314	10,644
<i>Prop, plant & equip.</i>	11,183	11,435	<i>Minority Interests</i>	1,380	1,160
<i>Working Capital</i>	2,017	2,730			
<i>Other</i>	679	767			
Net Assets of disc. operations	1,891	-	Net debt	9,845	9,103
Financial assets	830	1,040	Provisions	2,572	2,474
Total	24,111	23,381	Total	24,111	23,381

(1) As presented this year, with Roofing classified in 2006 as discontinued operations, with IFRS 5 requirements. Restated for change in method of recognition of actuarial gains and losses on pension.



Outlook 2007

2007 Outlook Market * Overview

	Volumes (%)	Price	Highlights
Western Europe	0 to 1	+	Moderate growth across countries
North America	-5 to -6	+	Impact of residential
Mediterranean Basin	7 to 8	+	Solid, notably in Morocco and Egypt
Central and Eastern Europe	15 to 17	+ / ++	Strong overall
Latin America	7 to 8	+	Good trends overall, Brazil improving
Sub Saharan Africa	8 to 9	+ / ++	Strong overall
Asia	5 to 6	+	Improving except South Korea still weak
Overall	3 to 4	+	Good perspectives

2007 Outlook – Other Elements

COST FACTORS

- Price increases exceeding cost factor increases
- Energy input cost impact - Cement:
1.2 €/tonne (before cost reductions)

OTHER FACTORS

- Cost of debt (gross): 6%
- Tax rate: < 30%
- Capital expenditures:
 - Sustaining: 1 bn€
 - Internal Development: ~ 1 bn€



Appendices

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2007 Market Overview

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2007 Outlook update – Market * Overview

Western Europe

	Volumes (%)	Price
Cement		
• France	2 to 3	+
• Spain	0 to 1	+
• UK	2 to 3	+
• Germany	-2 to -3	++
• Greece	-4 to -5	+
Aggregates & Concrete		
• Aggregates:	Positive pricing trends in a context of overall stable market conditions	
• ReadyMix:	Moderate market growth with positive pricing trends	
Gypsum		
• France:	Market to remain well oriented	
• UK:	Sustained demand	
• Germany:	Good pricing environment	



2007 Outlook update – Market * Overview

North America

	Volumes (%)	Price
Cement	-5 to -6	+

Aggregates & Concrete

- Aggregates: Positive pricing trends, moderate decline in volumes in the fourth quarter. Stronger market demand in some markets partly compensating for residential market declines in others
 - ReadyMix: Positive pricing trends, despite volume decrease driven by decrease in residential market
-

Gypsum

- Downturn to continue
 - Challenging pricing environment
-



2007 Outlook update – Market * Overview

Mediterranean Basin

	Volumes (%)	Price
• Turkey	5 to 6	++
• Morocco	13 to 15	+
• Jordan	0 to -1	+
• Egypt	9 to 10	+



2007 Outlook update – Market * Overview

Central and Eastern Europe

	Volumes (%)	Price
Cement		
• Poland	16 to 18	++
• Romania	> 20	+
• Russia	13 to 15	++
• Serbia	8 to 9	++
Aggregates & Concrete		
•	Strong volume growth with positive pricing trends	
Gypsum		
• Poland:	Positive market environment	



2007 Outlook update – Market * Overview

Latin America

	Volumes (%)	Price
• Brazil	6 to 7	+
• Venezuela	18 to 20	=/+
• Chile	4 to 5	=/-
• Honduras	6 to 7	+
• Ecuador	4 to 5	+



2007 Outlook update – Market * Overview

Sub Saharan Africa

	Volumes (%)	Price
• South Africa	9 to 10	++
• Nigeria	7 to 8	+
• Kenya	13 to 15	++



2007 Outlook update – Market * Overview Asia

	Volumes (%)	Price
• South Korea	1 to 2	-
• Malaysia	-1 to 0	++
• Philippines	9 to 10	+
• India	6 to 7	+
• China	9 to 10	+



Additional Information

Continuing operations

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Additional Information by Geographical Zone

By geographical zone of destination	9 Months		3 rd Quarter	
	2006 ⁽¹⁾	2007	2006 ⁽¹⁾	2007
Sales (million of €)	12,710	13,279	4,656	4,894
Western Europe	4,447	4,780	1,484	1,599
North America	3,881	3,635	1,585	1,567
Mediterranean Basin	622	558	232	197
Central and Eastern Europe	736	1,091	340	448
Latin America	597	641	201	217
Sub-Saharan Africa	1,249	1,277	428	444
Asia	1,178	1,297	386	422
COI ⁽²⁾ (million of €)	2,075	2,442	941	1,082
Western Europe	718	826	267	303
North America	503	510	315	331
Mediterranean Basin	176	171	73	69
Central and Eastern Europe	205	397	124	195
Latin America	112	114	37	37
Sub-Saharan Africa	271	271	98	97
Asia	90	153	27	50

(1) As presented this year, with Roofing classified as discontinued operations in accordance with IFRS 5

(2) Current Operating Income



Aggregates & Concrete:

Additional Information by Geographical Zone

	9 Months			3 rd Quarter		
	2006	2007	Var like f/ like	2006	2007	Var like f/ like
Volumes						
Pure Aggregates (millions of tonnes)	193.8	194.3	-3.1%	75.2	75.6	-3.0%
<i>Of which</i>						
Western Europe	64.8	65.0		21.4	22.0	
North America	105.0	103.3		43.4	44.2	
Growing countries	24.0	26.0		10.4	9.4	
Ready-mix (millions of m ³)	32.7	32.1	-0.2%	11.5	11.2	-2.1%
<i>Of which</i>						
Western Europe	14.5	14.8		4.8	4.8	
North America	9.3	8.3		3.4	3.3	
Growing countries	8.9	9.0		3.3	3.1	
Sales ⁽¹⁾ (millions of €)						
Total Aggregates & Concrete	4,827	4,966	6.3%	1,854	1,964	8.1%
<i>Of which Pure Aggregates</i>	Total	1,821	1,910	703	749	6.6%
	Western Europe	793	831	269	286	
	North America	847	851	354	375	
	Growing countries	181	228	80	88	
<i>Of which Ready-mix</i>	Total	2,544	2,611	895	923	6.1%
	Western Europe	1,155	1,254	382	407	
	North America	878	814	330	324	
	Growing countries	511	543	183	192	
Current Operating Income (millions of €)						
Total Aggregates & Concrete	423	531	29.2%	235	287	26.1%
<i>Of which</i>						
Western Europe	176	210		55	68	
North America	176	216		146	173	
Growing countries	71	105		34	46	

(1) Before elimination of inter divisional sales by origin

Gypsum:

Additional Information by Geographical Zone

	9 Months			3 rd Quarter		
	2006	2007	Var like f/ like	2006	2007	Var like f/ like
Volumes						
Total Boards (millions of m ²)	527	539	2.2%	173	177	1.8%
Sales ⁽¹⁾ (millions of €)						
Total Gypsum	1,229	1,208	0.5%	399	382	-2.9%
<i>Of which</i>						
Western Europe	642	688		203	215	
North America	311	201		98	55	
Other countries	276	319		98	112	
Current Operating Income (millions of €)						
Total Gypsum	158	97	- 35.7%	48	15	- 67.0%
<i>Of which</i>						
Western Europe	62	71		14	17	
North America	75	(5)		25	(12)	
Other countries	21	31		9	10	

YTD Sales at September 30, 2007 – Cement

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

Cement	Volume effect	Other effects**	Activity variation vs. 2006
Western Europe	1.0%	6.1%	7.1%
France	2.0%	*** 4.3%	6.3%
United Kingdom	5.2%	7.2%	12.4%
Spain	-4.4%	7.2%	2.8%
Germany	2.1%	11.0%	13.1%
Greece	-4.3%	7.9%	3.6%
North America	-4.3%	5.2%	0.9%
Mediterranean Basin	3.9%	6.1%	10.0%
Morocco	19.5%	4.1%	23.6%
Egypt	-2.9%	4.5%	1.6%
Jordan	-1.3%	5.4%	4.1%
Turkey	0.7%	9.0%	9.7%
Central and Eastern Europe	20.1%	27.8%	47.9%
Poland	29.7%	16.9%	46.6%
Romania	42.0%	**** 16.6%	58.6%
Serbia	13.9%	10.6%	24.5%
Russia	4.7%	52.8%	57.5%
Latin America	8.0%	5.2%	13.2%
Brazil	6.9%	**** 8.9%	15.8%
Chile	5.4%	-0.9%	4.5%
Venezuela	8.1%	**** 13.5%	21.6%
Sub-Saharan Africa	1.1%	10.8%	11.9%
South Africa	-0.5%	18.0%	17.5%
Kenya	22.4%	17.5%	39.9%
Nigeria	-10.0%	9.2%	-0.8%
Asia	3.2%	4.7%	7.9%
China	16.1%	4.8%	20.9%
South Korea	-11.2%	-4.6%	-15.8%
India	2.6%	15.8%	18.4%
Malaysia	-1.3%	8.0%	6.7%
Philippines	10.7%	4.3%	15.0%
Indonesia	14.2%	6.5%	20.7%
Cement (all markets)	2.5%	7.5%	10.0%

* 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
 *** Pure price effect: 5%
 **** Significant mix effect



YTD Sales at September 30, 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	-3.1%	9.0%	5.9%
France	0.5%	4.3%	4.8%
United Kingdom	2.0%	3.5%	5.5%
North America	-7.3%	10.0%	2.7%
South Africa	16.8%	13.3%	30.1%
Ready-mix	-0.2%	7.4%	7.2%
France	5.9%	6.1%	12.0%
United Kingdom	-0.2%	7.4%	7.2%
North America	-11.7%	10.8%	-0.9%
South Africa	9.0%	14.9%	23.9%

Gypsum	Volume effect	Other effects**	Activity variation vs. 2006
Boards	2.2%	-5.2%	-3.0%
Western Europe	5.1%	3.4%	8.5%
North America	-6.3%	-23.4%	-29.7%
Asia, Pacific	11.6%	-1.2%	10.4%

* 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