

Lafarge Summary Sheet as of September 30, 2011

Key Financial Figures

(in millions unless otherwise indicated)

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>YTD 10(1)</u>	<u>YTD 11(1)</u>
Sales	€ 16,909	€ 17,614	€ 19,033	€ 15,884	€ 16,169	€ 11,202	€ 11,471
EBITDA	€ 3,704	€ 4,183	€ 4,618	€ 3,600	€ 3,614	€ 2,690	€ 2,419
Depreciation & Amort	€ 932	€ 941	€ 1,067	€ 1,123	€ 1,173	€ 819	€ 778
Current Operating Inc.	€ 2,772	€ 3,242	€ 3,542	€ 2,477	€ 2,441	€ 1,871	€ 1,641
Net Income Group	€ 1,372	€ 1,909	€ 1,598	€ 736	€ 827	€ 765	€ 596
Earnings per share	€6.83	€9.60	€7.19	€2.77	€2.89	€2.08	€2.08
Dividend per share	€3.00	€4.00	€2.00	€2.00	€1.00	na	na
Dividend payout ratio	44%	42%	28%	72%	35%	na	na
Average shares	200.8	198.8	222.4	265.5	286.1	286.1	286.3
Operating cash flow	€ 2,639	€ 2,781	€ 3,154	€ 2,177	€ 1,818	€ 1,427	€ 1,371
Free cash flow	€ 1,404	€ 1,726	€ 2,113	€ 834	€ 1,813	€ 935	€ 507
Capital expenditures	€ 4,814	€ 3,170	€ 12,067	€ 1,719	€ 1,393	€ 977	€ 892
Sustaining (maint.)	€ 978	€ 976	€ 887	€ 372	€ 359	€ 173	€ 216
<i>as a % of depreciation</i>	<i>105%</i>	<i>104%</i>	<i>82%</i>	<i>33%</i>	<i>26%</i>	<i>21%</i>	<i>28%</i>
Internal development	€ 549	€ 991	€ 898	€ 1,234	€ 950	€ 771	€ 546
Acquisitions	€ 3,287	€ 1,203	€ 9,282	€ 113	€ 84	€ 33	€ 130
Disposals	€ 180	€ 2,492	€ 763	€ 91	€ 364	€ 285	€ 364
Net debt, end of period	€ 9,845	€ 8,685	€ 16,88	€ 13,795	€ 13,993	€ 14,660	€ 14,262
<i>Key Financial Ratios:</i>							
ROCE, after tax	9.4%	11.0%	8.8%	6.0%	5.8%	na	na
EBITDA Margin	21.9%	23.7%	24.3%	22.7%	22.4%	24.0%	21.1%
COI Margin	16.4%	18.4%	18.6%	15.6%	15.1%	16.7%	14.3%
Tax rate	28.3%	26.2%	19.8%	19.9%	21.9%	na	na
Net Debt / EBITDA	2.7	2.1	3.7	3.8	3.9	na	na
Cash Flow / Net Debt	26.8%	32.0%	18.7%	15.8%	13.0%	na	na
Average interest rate	5.8%	5.8%	5.5%	5.1%	5.3%	5.3%	5.6%

Current Operating Income Margin Trends

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>YTD '10</u>	<u>YTD '11</u>
Cement:							
Western Europe	24.8%	26.3%	27.7%	24.1%	22.6%	24.4%	24.2%
North America	18.5%	21.0%	14.4%	2.0%	5.9%	6.5%	3.7%
C & E Europe	32.9%	41.2%	42.9%	33.0%	25.4%	29.1%	26.3%
Latin America	20.9%	19.9%	21.8%	22.8%	26.7%	26.5%	22.0%
Mideast Africa	24.2%	23.1%	25.9%	29.4%	28.3%	27.4%	23.5%
Asia	10.2%	13.6%	17.0%	19.7%	16.5%	17.4%	10.9%
<i>Total Cement</i>	<i>21.8%</i>	<i>24.1%</i>	<i>25.3%</i>	<i>23.2%</i>	<i>21.7%</i>	<i>22.2%</i>	<i>18.9%</i>
Agg & Concrete	8.7%	10.9%	9.5%	3.8%	4.2%	4.3%	4.2%
Total Group	16.4%	18.4%	18.6%	15.6%	15.1%	16.7%	14.3%

(1) Year-to-date figures for 2010 and 2011 are restated to reflect the Gypsum activities as discontinued operations.

Current Operating Income Evolution by Business Line (in millions)

	2006	2007	2008	2009	2010	YTD 10(1)	YTD 11(1)
Cement	€ 2,103	€ 2,481	€ 2,964	€ 2,343	€ 2,230	€ 1,727	€ 1,507
Agg & Concrete	€ 564	€ 721	€ 623	€ 193	€ 216	€ 163	€ 165
Gypsum	€ 198	€ 116	€ 36	€ 38	€ 58	na	na
Other	€ (93)	€ (76)	€ (81)	€ (97)	€ (63)	€ (19)	€ (31)
Total COI	€ 2,772	€ 3,242	€ 3,542	€ 2,477	€ 2,441	€ 1,871	€ 1,641

Current Operating Income Evolution on a Regional Basis (in millions)

	2006	2007	2008	2009	2010	YTD 10(1)	YTD 11(1)
Western Europe	€ 912	€ 1,083	€ 981	€ 552	€ 484	€ 387	€ 372
North America	€ 701	€ 679	€ 429	€ (2)	€ 130	€ 129	€ 109
Total Developed	€ 1,613	€ 1,762	€ 1,410	€ 550	€ 614	€ 516	€ 481
Central & E. Europe	€ 280	€ 528	€ 649	€ 281	€ 211	€ 182	€ 205
Latin America	€ 152	€ 157	€ 187	€ 158	€ 218	€ 147	€ 155
Mideast & Africa	€ 584	€ 585	€ 1,014	€ 1,115	€ 1,033	€ 763	€ 635
Asia	€ 143	€ 210	€ 282	€ 373	€ 365	€ 263	€ 165
Total Emerging	€ 1,159	€ 1,480	€ 2,132	€ 1,927	€ 1,827	€ 1,355	€ 1,160
Total COI	€ 2,772	€ 3,242	€ 3,542	€ 2,477	€ 2,441	€ 1,871	€ 1,641

(1) Year-to-date figures for 2010 and 2011 are restated to reflect the Gypsum activities as discontinued operations.

**Quarterly % of full year
Current Operating Inc.**

	Q1	Q2	Q3	Q4
2008	14%	31%	33%	22%
2009	14%	32%	34%	20%
2010	10%	34%	34%	22%

**Average Split of Production Cost for
Cement (2010 basis)**

Energy	30%
Raw materials and consumables	29%
Production, labor and maintenance	28%
Depreciation	13%

**Energy Cost Structure for
Cement (2010 basis)**

Electricity	44%
Fuel	56%

Components of Fuel Consumption for Cement (2010 basis)

Coal	42%
Petcoke	19%
Gas	18%
Alternative Fuels	13%
Fuel Oil and other	8%

Cement Demand by End Uses for the United States

(Source: Portland Cement Association)

	Actual 2005	'05 % Share	Actual 2010	'10 % Share	'05 to '10 % change
Total Cement Demand (millions of tons)	122.5		68.9		-44%
Residential	45.6	37%	18.1	25%	-60%
Non-residential	17.4	14%	4.5	9%	-74%
Public Construction (infrastructure)	51.4	42%	36.5	52%	-29%
Other (public utility / farm / oil & gas)	8.1	7%	9.8	14%	+ 21%