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2012 Full Year Results

Bruno Lafont and Jean-Jacques Gauthier

February 20, 2013

Skytrain station - Dubaï, UAE

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This document contains forward-looking statements. Such forward-looking statements do not constitute forecasts regarding results or any other performance indicator, but rather trends or targets, as the case may be, including with respect to plans, initiatives, events, products, solutions and services, their development and potential. Although Lafarge believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions as at the time of publishing this document, investors are cautioned that these statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are difficult to predict and generally beyond the control of Lafarge, including but not limited to the risks described in the Lafarge's annual report available on its Internet website (www.lafarge.com) and uncertainties related to the market conditions and the implementation of our plans. Accordingly, we caution you against relying on forward looking statements. Lafarge does not undertake to provide updates of these forward-looking statements.

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The Group has implemented its new organization, with the change to a country-based organization, and has consequently adapted its external reporting. Operational results are now primarily analyzed on a country basis versus previously by product line, and the results are presented by region.

Since July 2011, the Group is committed in a disposal project of the main part of the Gypsum Division and disposed of its Gypsum operations in Western Europe, Central and Eastern Europe, Latin America and Asia in the second half of 2011. In accordance with IFRS, until the activities are effectively divested, the contribution of the Gypsum discontinued activities to the Group's consolidated statements of income and statements of cash flows is presented on specific lines for all the periods presented. In the Group's consolidated statement of financial position, Gypsum discontinued assets and liabilities are shown on separate lines for December 2012 and December 2011 data.

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Bruno Lafont

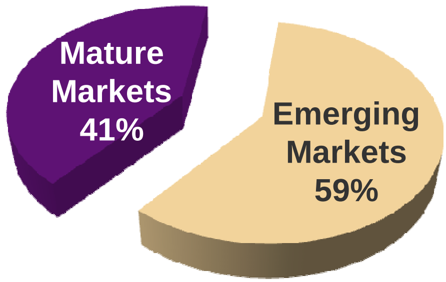
Chairman and CEO

Pro-active Management Delivering Results

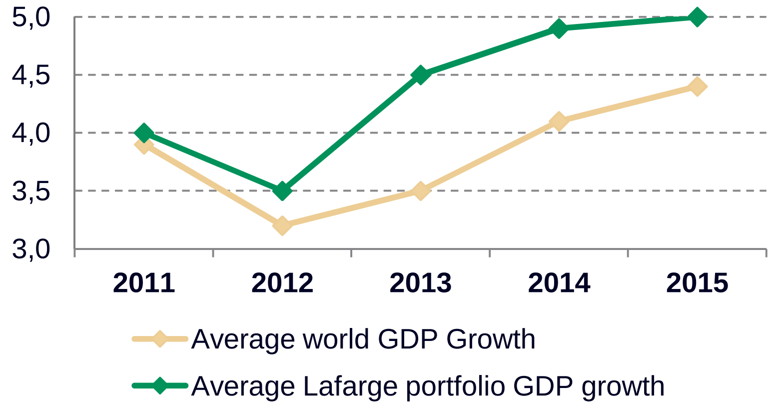
- In a 2012 macro environment which remained challenging, we have driven operating results and margins growth
  - 5th consecutive quarter of operating results growth; EBITDA up 7% and EBITDA margin up 130bps excluding carbon credit sales
- €410M of cost reductions delivered in 2012
- Innovation plan is gaining speed; first results started to be seen with additional EBITDA of €80M in 2012
- We will reduce net debt below €10Bn as soon as possible in 2013
  - Net debt decreased €0.7Bn in 2012
  - Close to €0.9Bn of divestments secured to date since January 1, 2012
  - Capex strictly managed with spending of €0.8Bn for the year

Our Portfolio is Full of Potential

- With a footprint turned to emerging markets, the Group will benefit from a superior growth potential



Split of 2012 Sales by Market



Source: IMF World Economic Outlook

- Our portfolio of high quality assets is uniquely diversified
  - Presence in 64 countries with no emerging market representing more than 5% of Group sales
  - Completed developments in the last years in fast growing markets, provide large headroom for growth with lower capex needs

Perspectives for 2013

- We expect our markets to grow 1 to 4 percent in 2013
  - Europe to continue to be affected by the economic slowdown and austerity measures
  - Moderate growth in North America, supported by the recovery of the US residential sector
  - Growth to continue in emerging markets overall

- Cost inflation will continue, although at a slightly lower level than in 2012

- Prices will increase vs. 2012

Accelerate Cost Savings

€450M Contribution to EBITDA for 2013

- Visible impact of Group reorganization
  - SG&A / Sales declined 70bps to 9.0%
  - Full year impact of 2012 measures going into 2013
- Utmost reactivity on energy
  - Reaping benefit of lower petcoke prices
  - Leveraging our Power platform
- Optimizing production output in growing markets

SPLIT OF COST REDUCTIONS BY LEVER

2012 €410M		2013 obj €450M
57%	SG&A IndustrialFixed Costs	~40%
16%	Logistics Plant Efficiency C/K	~30%
27%	Solid fuels Alternative Fuels Power	~30%

Ewekoro II, Nigeria

Innovation Ready to Deliver

€200M Contribution to EBITDA for 2013

- Implementation of the plan is gaining pace and first results were seen, with €80M of EBITDA in 2012

Jean Bouin Stadium, Paris

- The stage is set for 2013 and we will benefit from actions launched over 2012
  - Market Segments – Specialty cements
  - Commercial Excellence
  - Services
- Tracking and bonus systems are in place

SPLIT OF INNOVATION CONTRIBUTION BY LEVER

	2013 obj €200M
Products & Solutions	~30%
Market Segments	~20%
Services	~30%
Commercial excellence	~20%

Le Louvre, Paris

Driving Growth and Value Creation

- Deeply transformed, the Group is stronger today
  - Focused on core businesses
  - Turned to emerging markets and geographically uniquely diversified
  - Supported by the new organization
- We accelerate and now expect to deliver most of our objective of €1.75Bn additional EBITDA through Performance and Innovation actions by the end of 2014, one year ahead of our objective
- Looking beyond 2014, we have an outstanding potential to grow our revenues, earnings and cash flows
  - We have strong positions which we will develop, selectively investing in our core markets
  - Innovation and Performance are differentiating pillars to sustain growth

Our portfolio is full of potential and we will drive growth and value creation for our shareholders

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Jean-Jacques Gauthier

Chief Financial Officer

Skytrain station - Dubaï, UAE

Highlights

- Continuing positive pricing trends and cost reduction actions drove operating results growth for the 5th consecutive quarter
- The Group delivered on its cost savings target with €410M achieved for the year, €120M in the fourth quarter; innovation actions generated €80M of EBITDA in the year
- EBITDA increased 7% despite slowdown in Europe. Excluding Europe, EBITDA increased 17% in Q4 and 19% YTD
- EBITDA margins improved steadily, up 130 basis point in Q4 and YTD when excluding carbon credit sales
- Net earnings reached €432M, improving 70% excluding one off items (1)
- Net debt decreased €0.9Bn in Q4 and €0.7Bn YTD. The Group has secured close to €900M of divestments since early 2012, out of which €0.5Bn have been received in 2012

(1) Asset impairment in Q2 2012 on Greece and in Q4 2011 on Western Europe and the Emirates, restructuring charges, and one-time gains in 2011 on Gypsum divestments

Key Figures

	12 Months				4th Quarter			
	2012	**2011**	**Variation**	**lfl**	***2012***	***2011***	***Variation***	***lfl***
Volumes								
Cement (MT)	141.1	145.3	-3%	-2%	*34.8*	*36.5*	*-5%*	*-4%*
Pure aggregates (MT)	188.3	192.7	-2%	-3%	*47.1*	*49.1*	*-4%*	*-5%*
Ready-Mix Concrete (Mm^3)	31.8	33.8	-6%	-2%	*7.8*	*8.3*	*-5%*	*-3%*
€m								
Sales	**15,816**	**15,284**	**3%**	**2%**	***3,809***	***3,813***	***-***	***-1%***
EBITDA	**3,450**	**3,217**	**7%**	**4%**	***856***	***798***	***7%***	***5%***
EBITDA Margin	*21.8%*	*21.0%*	*80bps*		*22.5%*	*20.9%*	*160bps*	
Current Operating Income	**2,440**	**2,179**	**12%**	**7%**	***603***	***538***	***12%***	***9%***
Net income Group share	432	593	-27%		*100*	*(3)*		
Excluding one-off items (1)	772	453	70%		*130*	*(109)*		
Earnings per share (in €)	**1.50**	**2.07**	**-28%**		***0.34***	***(0.01)***		
Net dividend (in €) (2)	**1.00**	0.50	100%					
Free cash flow	**884**	**1,208**	**-27%**		***673***	***701***	***-4%***	
Net debt	11,317	11,974	-5%					

(1) Asset impairment in Q2 2012 on Greece and in Q4 2011 on Western Europe and the Emirates, restructuring charges, and one-time gains in 2011 on Gypsum divestments

(2) Subject to the approval of Annual General Meeting

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Operational Review

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

Overview of EBITDA by Geographical Area

By geographical zone	12 Months				4th Quarter			
	2012	**2011**	Variation	lfl	***2012***	***2011***	*Variation*	*lfl*
North America	546	431	27%	16%	*163*	*140*	*16%*	*6%*
Western Europe (1)	556	669	-17%	-19%	*118*	*147*	*-20%*	*-20%*
Central & Eastern Europe (1)	255	329	-22%	-22%	*41*	*56*	*-27%*	*-29%*
Middle East and Africa	1,235	1,131	9%	6%	*293*	*266*	*10%*	*9%*
Latin America	296	246	20%	22%	*85*	*66*	*29%*	*33%*
Asia	562	411	37%	31%	*156*	*123*	*27%*	*24%*
EBITDA (1)	**3,450**	**3,217**	**7%**	**4%**	***856***	***798***	***7%***	***5%***

(1) Impacted by sales of carbon credits:	**FY 2012 versus FY 2011**	**Q4 2012 versus Q4 2011**
Western Europe:	63 million euros lower proceeds	2 million euros higher proceeds
Central and Eastern Europe:	15 million euros lower proceeds	8 million euros higher proceeds
Group:	78 million euros lower proceeds	10 million euros higher proceeds

North America

Improved Pricing and Significant Cost-Cutting

	12 Months				*4th Quarter*			
Volumes	**2012**	**2011**	**Variation**	**Ifl**	***2012***	***2011***	***Variation***	***Ifl***
Cement (MT)	12.8	13.5	-5%	4%	*3.0*	*3.3*	*-7%*	*-5%*
Pure aggregates (MT)	97.2	97.2	-	2%	*24.7*	*26.4*	*-6%*	*-6%*
Ready-Mix Concrete (Mm^3)	6.5	7.1	-9%	8%	*1.7*	*1.7*	*-2%*	*3%*
Sales	**3,375**	**3,110**	**9%**	**8%**	***824***	***802***	***3%***	***-***
EBITDA	**546**	**431**	**27%**	**16%**	***163***	***140***	***16%***	***6%***
EBITDA Margin	*16.2%*	*13.9%*	*230bps*		*19.8%*	*17.5%*	*230bps*	
Current Operating Income	348	196	78%	41%	*113*	*87*	*30%*	*14%*

- Sales were up 8% like for like year-to-date and stable in the fourth quarter, with higher prices overall and lower volumes in Q4, impacted by adverse weather in the US and a higher base comparison.
  - **In the United States,** residential sector improved while civil construction lagged behind. In Q4, cement and aggregates volumes were affected by tornadoes and bad weather in our regions. Cement prices moved higher throughout the year.
  - **In Canada,** all three product lines showed volume growth, supported by market dynamism in West Canada.
- EBITDA was up €115M for the full year, driven by strong cost-cutting measures, higher sales and a one-time gain on pensions of €24M in Q4.

Western Europe

Strong Cost-Cutting mitigated the Impact of Lower Volumes and Carbon Credit Sales

	12 Months				4th Quarter			
Volumes	**2012**	**2011**	**Variation**	**lfl**	***2012***	***2011***	***Variation***	***lfl***
Cement (MT)	16.4	18.4	-11%	-11%	*3.9*	*4.2*	*-9%*	*-9%*
Pure aggregates (MT)	50.9	58.4	-13%	-12%	*12.2*	*12.9*	*-6%*	*-6%*
Ready-Mix Concrete (Mm^3)	9.8	11.7	-16%	-13%	*2.3*	*2.7*	*-13%*	*-13%*
Sales	**3,181**	**3,477**	**-9%**	**-9%**	***748***	***813***	***-8%***	***-8%***
EBITDA (1)	**556**	**669**	**-17%**	**-19%**	***118***	***147***	***-20%***	***-20%***
EBITDA Margin (1)	*17.5%*	*19.2%*	*-170bps*		*15.8%*	*18.1%*	*-230bps*	
Current Operating Income(1)	365	456	-20%	-25%	*69*	*92*	*-25%*	*-26%*

- Sales were down 9% like for like year-to-date (down 8% in the quarter) in a challenging economic environment.
  - **In France and in the UK,** slowing demand and unfavorable weather in Q4 resulted in a construction market contraction and lower volumes for all three product lines.
  - **Spain and Greece** activity was affected by a strong decline of the market and reacted with significant cost-cutting actions.
- EBITDA margin improved 140 basis points when excluding carbon credit sales and a €66M one-time gain recorded in 2011(2), reflecting significant cost-cutting achievements which more than offset the impact of declining volumes.

(1) Impacted by the variation of the sales of carbon credits: 63 million euros lower proceeds for FY, negligible impact for Q4
(2) One-time gain of 66 million euros for a pension curtailment recorded in the fourth quarter 2011

Central and Eastern Europe

Lower Cement Volumes and Less Carbon Credit Sales

	12 Months				4th Quarter			
Volumes	**2012**	**2011**	**Variation**	**lfl**	***2012***	***2011***	***Variation***	***lfl***
Cement (MT)	13.2	14.1	-6%	-8%	*2.8*	*3.2*	*-8%*	*-9%*
Pure aggregates (MT)	22.3	20.8	7%	-3%	*5.7*	*5.9*	*-3%*	*-3%*
Ready-Mix Concrete (Mm^3)	1.5	1.5	-1%	5%	*0.3*	*0.3*	*7%*	*1%*
Sales	**1,270**	**1,293**	**-2%**	**-4%**	***281***	***296***	***-5%***	***-9%***
EBITDA (1)	**255**	**329**	**-22%**	**-22%**	***41***	***56***	***-27%***	***-29%***
EBITDA Margin (1)	*20.1%*	*25.4%*	*-530bps*		*14.6%*	*18.9%*	*-430bps*	
Current Operating Income(1)	174	256	-32%	-28%	*21*	*37*	*-43%*	*-39%*

- Sales were down 4% like for like year-to-date (down 9% in the fourth quarter), impacted by a market correction in Poland and adverse weather in the fourth quarter.
  - **In Poland,** cement sales volumes were down 21% year-to-date, reflecting the completion of construction projects in advance of the European Cup games in June and lower EU funding.
  - **In Russia,** market trends were positive, but cement volumes were impacted from the second quarter by production limitations at one plant.
  - **Romania** experienced positive volume trends across all activities both for Q4 and year-to-date.
- Like for like EBITDA decreased in both periods, with lower sales in Poland, higher logistics costs in Russia and lower carbon credit proceeds for the year.

(1) Impacted by the variation of the sales of carbon credits:
15 million euros lower proceeds for FY, 8 million euros higher proceeds for Q4

Middle East and Africa

Margin Growth Driven by Significant Cost Savings and Higher Pricing in Response to Cost Inflation

	12 Months				4th Quarter			
Volumes	**2012**	**2011**	**Variation**	**lfl**	***2012***	***2011***	***Variation***	***lfl***
Cement (MT)	45.2	48.0	-6%	-3% [(1)]	*11.0*	*12.2*	*-10%*	*-8%* [(1)]
Pure aggregates (MT)	8.6	8.8	-3%	-5%	*2.0*	*2.1*	*-6%*	*-7%*
Ready-Mix Concrete (Mm^3)	7.0	6.1	14%	7%	*1.8*	*1.7*	*2%*	*2%*
Sales	**4,283**	**4,092**	**5%**	**2%**	***1,017***	***1,035***	***-2%***	***-2%***
EBITDA	**1,235**	**1,131**	**9%**	**6%**	***293***	***266***	***10%***	***9%***
EBITDA Margin	*28.8%*	*27.6%*	*120bps*		*28.8%*	*25.7%*	*310bps*	
Current Operating Income	906	820	10%	7%	*211*	*185*	*14%*	*12%*

- Market trends remained strong in most countries, but our volumes were impacted by increased local supply in Egypt and Morocco and the current situation in Syria
  - **In Algeria**, domestic cement sales were up 11% YTD and 15% in Q4, with strong market trends
  - **In Nigeria**, brisk market trends overall and the 2.2MT new line started in H2 2011 drove a 32% increase in cement sales year-to-date, despite floods and a temporarily softer market growth in Q4
  - **Sub-Sahara Africa markets** outside of Nigeria also experienced yearly cement sales volume growth
  - **Egypt** positive pricing mitigated the impact of lower cement volumes, impacted by new capacities started last year
  - **In Morocco**, increased local supply combined with a softer market in H2 drove cement volumes down
- EBITDA grew 9% for the year, supported by higher volumes in Algeria, Iraq or Sub Sahara Africa, significant cost-savings initiatives and positive pricing more than offsetting a strong cost inflation

(1) Domestic only

Latin America

Higher Sales and Cost-Saving Actions

Volumes	12 Months 2012	12 Months 2011	Variation	lfl	4th Quarter 2012	4th Quarter 2011	Variation	lfl
Cement (MT)	9.2	8.8	4%	4%	*2.3*	*2.3*	*3%*	*3%*
Pure aggregates (MT)	2.7	2.4	15%	15%	*0.6*	*0.6*	*3%*	*3%*
Ready-Mix Concrete (Mm^3)	1.1	0.9	22%	22%	*0.3*	*0.3*	*15%*	*15%*

	12 Months 2012	12 Months 2011	Variation	lfl	4th Quarter 2012	4th Quarter 2011	Variation	lfl
Sales	**961**	**905**	**6%**	**10%**	***232***	***232***	**-**	***6%***
EBITDA	**296**	**246**	**20%**	**22%**	***85***	***66***	***29%***	***33%***
EBITDA Margin	*30.8%*	*27.2%*	*360bps*		*36.6%*	*28.4%*	*820bps*	
Current Operating Income	256	204	25%	27%	*76*	*56*	*36%*	*39%*

- The region benefited from a strong level of activity and sales were up 10% like in the year (6% in the quarter).
  - **In Brazil,** construction market remained strong, and our cement sales were up 10% year-to-date, with prices well oriented in response to cost increases.
  - **Honduras and Ecuador** also experienced positive cement sales growth.
- EBITDA, improved both year-to-date and in the quarter, supported by higher sales, lower cost inflation coupled with cost-saving actions, and a €15M one-time gain recorded in the fourth quarter.

Asia

Significant Price and Earnings Improvements; Strong Cost-Saving Measures

	12 Months				4th Quarter			
Volumes	**2012**	**2011**	**Variation**	**lfl**	***2012***	***2011***	***Variation***	***lfl***
Cement (MT)	44.3	42.5	4%	4%	*11.8*	*11.3*	*4%*	*4%*
Pure aggregates (MT)	6.6	5.1	30%	15%	*1.9*	*1.2*	*58%*	*37%*
Ready-Mix Concrete (Mm^3)	5.9	6.5	-8%	-2%	*1.4*	*1.6*	*-11%*	*1%*
Sales	**2,746**	**2,407**	**14%**	**10%**	***707***	***635***	***11%***	***8%***
EBITDA	**562**	**411**	**37%**	**31%**	***156***	***123***	***27%***	***24%***
EBITDA Margin	*20.5%*	*17.1%*	*340bps*		*22.1%*	*19.4%*	*270bps*	
Current Operating Income	391	247	58%	53%	*113*	*81*	*40%*	*37%*

- Sales were up 10% like for like year-to-date and 8% in the quarter, with prices well oriented in most countries and higher cement volumes.
  - **India**, **South Korea, Philippines and Indonesia** all reported double-digit growth for domestic cement sales in the fourth quarter and year-to-date, with price gains in response to cost increases.
  - **In Malaysia,** the market was well oriented, and our cement volumes grew 10% year-to-date.
  - **In China,** cement domestic sales volumes were up both in the quarter and year-to-date, while prices were affected by increased supply.
- EBITDA strongly improved, up €151M over the year, with better volumes and higher prices to offset cost inflation, and significant cost-saving measures.

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Net Income

Department of Islam Arts, Musée du Louvre - Paris, France

Net Income

Strong Increase when excluding Non-Recurring Items

€m	12 Months 2012	12 Months 2011	4th Quarter 2012	4th Quarter 2011
EBITDA	**3,450**	**3,217**	***856***	***798***
Depreciation	(1,010)	(1,038)	*(253)*	*(260)*
Current Operating Income	**2,440**	**2,179**	***603***	***538***
Other income (expenses)	(493)	(496)	*(106)*	*(406)*
Finance costs, net	(1,031)	(999)	*(278)*	*(350)*
Income from associates	5	(8)	*(6)*	*2*
Income taxes	(316)	(432)	*(82)*	*(161)*
Income from discontinued operations (1)	16	492	*8*	*403*
Non-controlling interests	(189)	(143)	*(39)*	*(29)*
Net income Group Share (2)	**432**	**593**	***100***	***(3)***

- Net income Group share grew 70% year-to-date, when excluding asset impairment (3), restructuring costs and a non-recurring net gain of €466m from discontinued operations recorded in 2011.

(1) Including a non-recurring net gain of €466m recorded in 2011 for the divestment of Gypsum operations
(2) Net income attributable to the owners of the parent company
(3) 2011: impairment on Greece and UAE for a total amount of €285m in Q4; 2012: impairment on Greece for €200m in Q2

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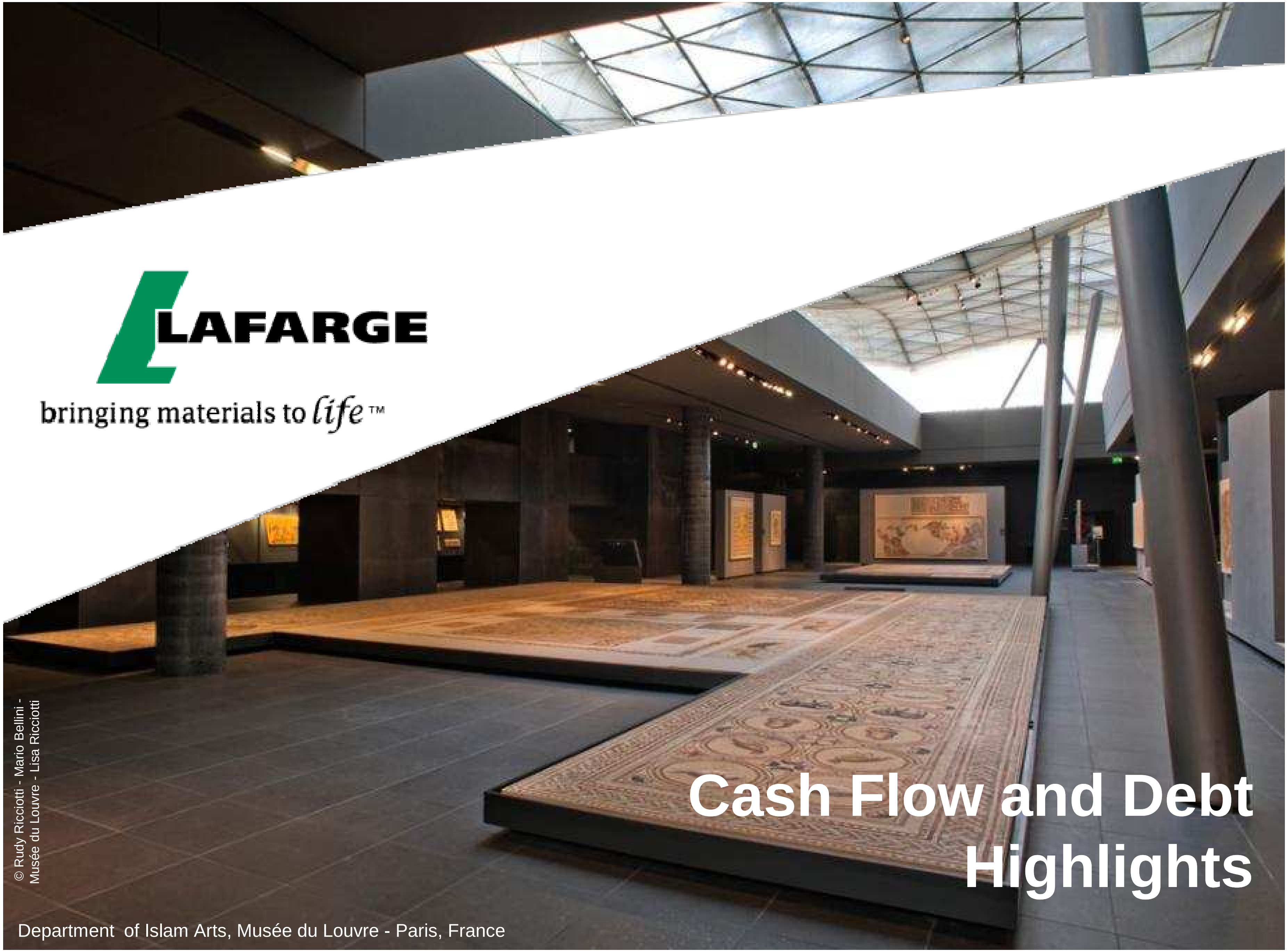

Cash Flow and Debt Highlights

Department of Islam Arts, Musée du Louvre - Paris, France

Cash Flow

€m	12 Months 2012	12 Months 2011	*4th Quarter 2012*	*4th Quarter 2011*
Cash flow from operations	1,580	1,577	*257*	*206*
Change in working capital	(304)	20	*626*	*668*
Sustaining capex	(392)	(389)	*(210)*	*(173)*
Free cash flow	**884**	**1,208**	***673***	***701***
Development and productivity investments (1)	(425)	(810)	*(117)*	*(134)*
Divestments (2)	474	2,226	*357*	*1,862*
Cash flow after investments	**933**	**2,624**	***913***	***2,429***
Dividends	(299)	(487)	*(30)*	*(16)*
Equity issuance (repurchase)	9	18	-	*7*
Currency fluctuation impact	24	(120)	*59*	*(161)*
Change in fair value	(9)	(51)	*(23)*	*(26)*
Others	(1)	135	*(34)*	*112*
Net debt reduction (increase)	**657**	**2,119**	***885***	***2,345***
Net debt at the beginning of period	11,974	13,993	*12,202*	*14,262*
Impact of discontinued operations reclassification	-	(100)	-	*(57)*
Net debt at period end	**11,317**	**11,974**	***11,317***	***11,974***

(1) Including net debt acquired and the acquisitions of ownership interests with no gain of control which represented €60m in 2012 and €49m in 2011, excluding third-party puts, already recorded as debt, exercised in the period (€51m put exercised in the first quarter 2011, €111m put exercised in the third quarter 2011, €28m put exercised in the second quarter 2012 and €59m put exercised in the fourth quarter 2012)

(2) Including net debt disposed of and the disposals of ownership interests with no loss of control

Strong Liquidity Backed by Well Balanced Committed Credit Lines

€bn, as at December 31, 2012	Amount	2013	2014	2015	2016	2017	2018
Syndicated committed credit lines	1.2	-	-	1.2	-	-	-
Bilateral committed credit lines	2.2	-	0.6	1.0	0.4	-	0.2
Cash and cash equivalent	2.7						
Total sources of liquidity	**6.1**						

Credit line drawn as of December 31, 2012	0.0
Short- term debt and short-term portion of long-term debt	(2.8)
Total Available liquidity	**3.3**

- Lafarge SA committed credit lines of 3.4 billion euros with average maturity of 2.5 years

Drive Net Debt Reduction in 2013

- Grow cash flow from operations with self-help measures on costs, volumes and prices
  - €650M additional EBITDA expected in 2013 from our actions
- Remain disciplined in capital allocation
  - Limit capital expenditures initially at €800M for 2013; additional divestments beyond the current €1Bn 2012 target may lead to an increase of this expenditures level
- Refocus on working capital performance
- Pursue targeted divestments

Reduce Net Debt below €10Bn as soon as possible in 2013

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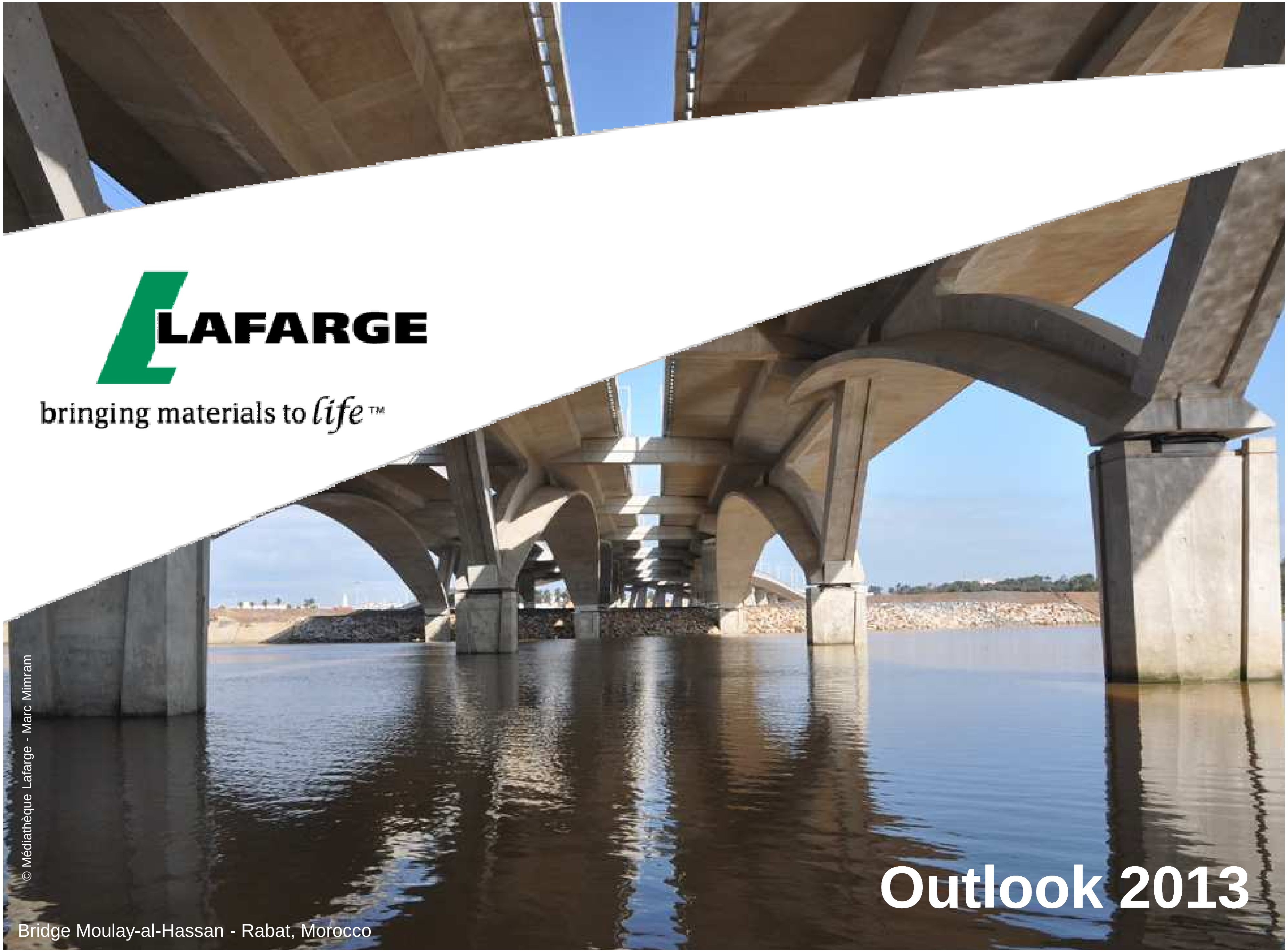

Outlook 2013

Bridge Moulay-al-Hassan - Rabat, Morocco

2013 Outlook – Market* Overview

Cement

	Volumes (%)	Price	Highlights
North America	3 to 6	+	Market growth supported by positive trends in the US residential sector and in the oil industry in Canada
Western Europe	-9 to -5	+/=	Markets expected to be impacted by austerity measures and slow economic growth
Central and Eastern Europe	-1 to 2	+	Contrasted trends, with Poland down while most other markets should grow
Middle East and Africa	4 to 7	+	Solid market growth expected in most emerging markets
Latin America	4 to 7	+	
Asia	3 to 6	+	
Overall	**1 to 4**	**+**	**Growth in all regions outside Europe, with pricing gains everywhere**

* Market growth forecast at national level – Lafarge volumes trends can differ from this outlook

2013 Outlook – Other Elements

- 4% energy cost increase (+0.6 euro per tonne)
- Acceleration of our Performance and Innovation plan with:
  - Cost savings: €450M
  - Innovation: €200M
- Cost of debt (gross): 6.4%
- Tax rate: 30%
- Capital expenditures: ~€0.8Bn initially
  - Additional divestments beyond the current target of €1Bn since the beginning of 2012 may lead to an increase of this expenditures level

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Skytrain station - Dubaï, UAE

Conclusion

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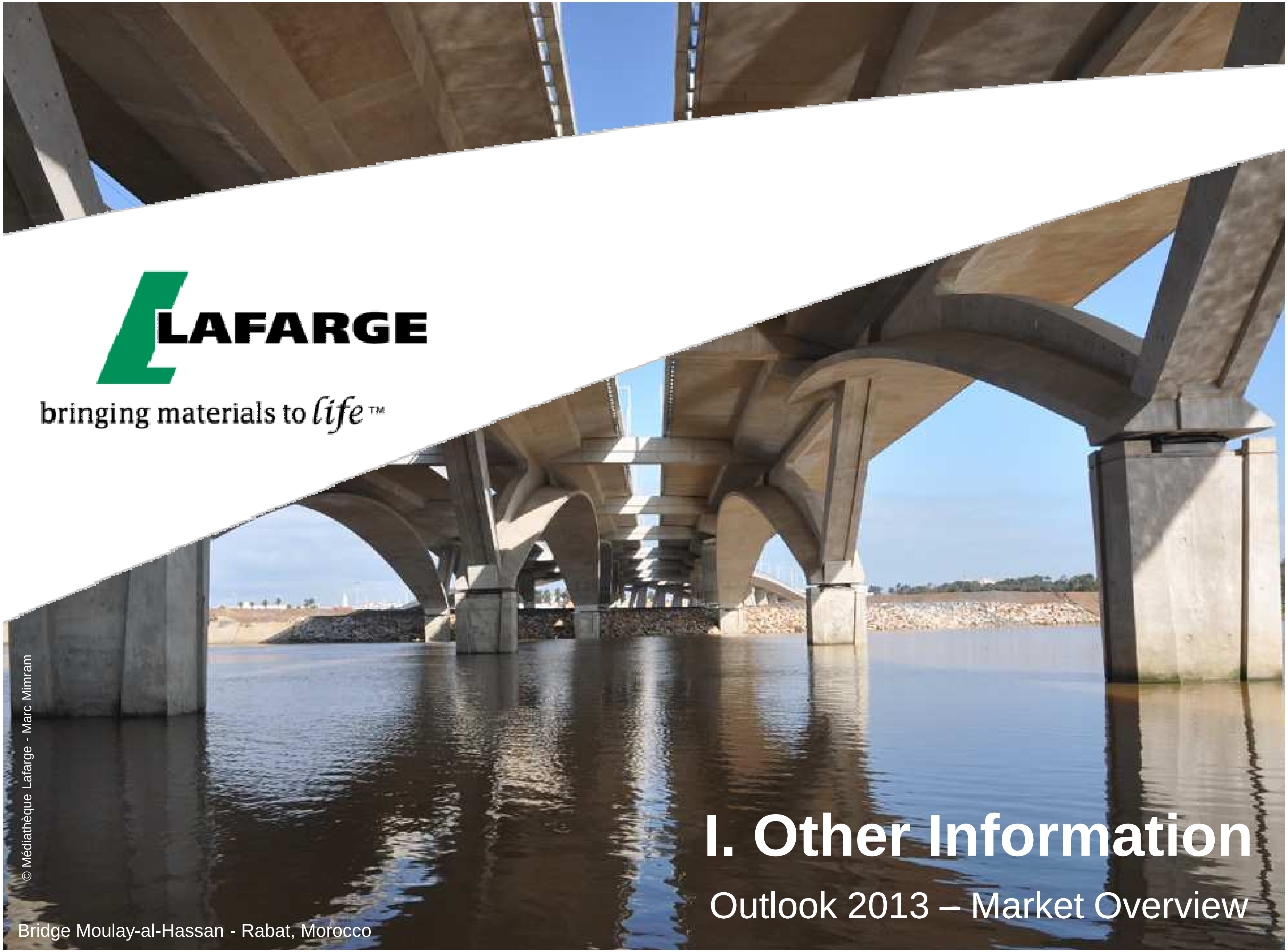

I. Other Information

Outlook 2013 – Market Overview

Bridge Moulay-al-Hassan - Rabat, Morocco

2013 Outlook – Market [(1)] overview

Cement

	Market Volumes (%)
North America	**3 to 6**
United States [(1)]	4 to 7
Canada	0 to 3
Western Europe	**-9 to -5**
France	-9 to -6
United Kingdom	-5 to -2
Spain	-20 to -15
Greece	-5 to -10
Central and Eastern Europe	**-1 to 2**
Poland	-9 to -6
Romania	1 to 4
Russia [(1)]	5 to 8
Latin America	**4 to 7**
Brazil	5 to 8
Honduras	0 to 3
Ecuador	2 to 5

	Market Volumes (%)
Middle East and Africa	**4 to 7**
Algeria	7 to 10
Egypt	2 to 5
Iraq	7 to 10
Kenya	4 to 7
Morocco	0 to 3
Nigeria	10 to 13
South Africa	2 to 5
Asia	**3 to 6**
China [(1)]	4 to 7
India [(1)]	4 to 7
Indonesia [(1)]	5 to 8
Malaysia	1 to 4
Philippines	6 to 9
South Korea	-1 to 2
Overall	**1 to 4**

(1) Market growth forecast at national level except for United States, Russia, China, India and Indonesia for which only relevant markets are considered

2013 Outlook – Market overview

Aggregates & Concrete

- Main markets
  - Mature markets: market growth in North America supported by positive trends in the residential sector in the US and in the oil industry in Canada, while most Western Europe markets are expected to be impacted by austerity measures and slower economic growth.
  - Emerging markets: market volume growth expected in most countries.
- Prices
  - Price improvement expected for both Pure Aggregates and Ready-Mix concrete.

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II. Other information

Information per Activity

Cement

	12 Months				4th Quarter			
	2012	2011	Variation	lfl	2012	2011	Variation	lfl
Volumes Cement (MT)	141.1	145.3	-3%	-2%	34.8	36.5	-5%	-4%
Sales (€m) (1)	11,085	10,622	4%	2%	2,645	2,662	-1%	-1%
EBITDA Margin	26.7%	25.7%	100bps		27.9%	24.5%	340bps	

By geographical zone

	12 Months				4th Quarter			
	2012	2011	Variation	lfl	2012	2011	Variation	lfl
Sales (1)	**11,085**	**10,622**	**4%**	**2%**	**2,645**	**2,662**	**-1%**	**-1%**
North America	1,387	1,287	8%	7%	327	320	2%	-1%
Western Europe	1,668	1,813	-8%	-9%	384	431	-11%	-10%
Central and Eastern Europe	982	1,012	-3%	-3%	210	220	-5%	-9%
Middle East and Africa	3,737	3,589	4%	2%	884	922	-4%	-4%
Latin America	854	815	5%	8%	205	209	-2%	4%
Asia	2,457	2,106	17%	11%	635	560	13%	9%
EBITDA	**2,960**	**2,734**	**8%**	**6%**	**737**	**653**	**13%**	**11%**
North America	274	194	41%	38%	76	64	19%	7%
Western Europe	408	515	-21%	-22%	94	96	-2%	-
Central and Eastern Europe	236	295	-20%	-18%	40	49	-18%	-20%
Middle East and Africa	1,200	1,095	10%	7%	288	258	12%	11%
Latin America	282	233	21%	22%	84	66	27%	31%
Asia	560	402	39%	32%	155	120	29%	24%

(1) Before elimination of inter divisional sales

Aggregates and Concrete

	12 Months				4th Quarter			
	2012	2011	Variation	lfl	*2012*	*2011*	*Variation*	*lfl*
Volumes Pure Aggregates (MT)	188.3	192.7	-2%	-3%	*47.1*	*49.1*	*-4%*	*-5%*
Volumes Ready-Mix (Mm^3)	31.8	33.8	-6%	-2%	*7.8*	*8.3*	*-5%*	*-3%*
Sales (€m) (1)	5,367	5,238	2%	2%	*1,316*	*1,309*	*1%*	*-1%*
EBITDA	474	463	2%	-4%	*144*	*128*	*12%*	*6%*
EBITDA Margin	8.8%	8.8%	-		*10.9%*	*9.8%*	*110bps*	

(1) Before elimination of inter divisional sales

Aggregates and other related activities

	12 Months 2012	12 Months 2011	12 Months Variation	4th Quarter 2012	4th Quarter 2011	4th Quarter Variation
EBITDA Margin	11.9%	12.6%	-70bps	*14.7%*	*13.6%*	*110bps*

By geographical zone

	12 Months				4th Quarter			
	2012	**2011**	Variation	lfl	***2012***	***2011***	*Variation*	*lfl*
Sales	**2,777**	**2,647**	**5%**	**2%**	***678***	***675***	***-***	***-3%***
Out of which Pure aggregates	*2,350*	*2,164*	*9%*	*2%*	*582*	*551*	*6%*	*-1%*
North America	1,114	931	20%	7%	*278*	*256*	*9%*	*-3%*
Western Europe	790	830	-5%	-5%	*194*	*189*	*3%*	*2%*
Other	446	403	11%	3%	*110*	*106*	*4%*	*-1%*
EBITDA	**331**	**334**	**-1%**	**-7%**	***100***	***92***	***9%***	***2%***
Out of which Pure aggregates	*303*	*307*	*-1%*	*-6%*	*94*	*83*	*13%*	*9%*
North America	155	148	5%	-1%	*52*	*49*	*6%*	*1%*
Western Europe	107	107	-	-5%	*37*	*25*	*48%*	*40%*
Other	41	52	-21%	-22%	*5*	*9*	*-44%*	*-28%*

Ready-Mix and Concrete Products

	12 Months 2012	12 Months 2011	12 Months Variation	4th Quarter 2012	4th Quarter 2011	4th Quarter Variation
EBITDA Margin	4.8%	4.3%	50bps	*6.0%*	*5.0%*	*100bps*

By geographical zone	12 Months 2012	12 Months 2011	Variation	lfl	4th Quarter 2012	4th Quarter 2011	Variation	lfl
Sales	**2,977**	**2,971**	**-**	**1%**	***734***	***727***	***1%***	***-***
Out of which Ready-Mix	*2,845*	*2,843*	*-*	*2%*	*702*	*694*	*1%*	*1%*
North America	822	783	5%	10%	*212*	*194*	*9%*	*6%*
Western Europe	1,036	1,140	-9%	-8%	*248*	*264*	*-6%*	*-7%*
Other	987	920	7%	7%	*242*	*236*	*3%*	*5%*
EBITDA	**143**	**129**	**11%**	**3%**	***44***	***36***	***22%***	***14%***
Out of which Ready-Mix	*114*	*105*	*9%*	*-*	*37*	*31*	*19%*	*10%*
North America	50	32	56%	25%	*20*	*15*	*33%*	*6%*
Western Europe	31	39	-21%	-20%	*9*	*7*	*29%*	*49%*
Other	33	34	-3%	-7%	*8*	*9*	*-11%*	*-10%*

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III. Other Information

Sales variances for a selection of countries

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YTD Like for Like Sales Variance (1) – Cement

Analysis by Region and Major Market as at December 31, 2012	Volume effect	Other effects (2)	Activity variation vs. 2011
North America	**3.9%**	**2.9%**	**6.8%**
United States	1.7%	4.4%	6.1%
Canada	7.8%	-0.4%	7.4%
Western Europe	**-11.8%**	**1.8%(3)**	**-10.0%**
France	-5.0%	-0.3%	-5.3%
United Kingdom	-8.3%	2.7%	-5.6%
Spain	-26.5%	-1.1%	-27.6%
Greece	-37.3%	3.5%(3a)	-33.8%
Central and Eastern Europe	**-7.8%**	**4.2%**	**-3.6%**
Poland	-20.6%	1.7%	-18.9%
Romania	7.0%	0.9%	7.9%
Russia	-4.2%	6.6%	2.4%
Middle East and Africa	**-2.9%**	**7.4%(4)**	**4.5%**
Algeria	4.5%	6.0%	10.5%
Egypt	-11.7%	2.4%	-9.3%
Iraq	10.5%	-10.4%	0.1%
Kenya	11.9%	0.3%	12.2%
Morocco	-8.2%	-2.9%	-11.1%
Nigeria	23.2%	9.0%	32.2%
South Africa	3.6%	1.8%	5.4%
Latin America	**4.4%**	**3.6%**	**8.0%**
Brazil	7.0%	2.9%	9.9%
Ecuador	-1.1%	4.3%	3.2%
Honduras	-0.9%	7.3%	6.4%
Asia	**4.6%**	**6.5%**	**11.1%**
China	2.3%	-8.2%	-5.9%
India	0.5%	21.4%	21.9%
Indonesia	6.7%	7.3%	14.0%
Malaysia	10.0%	-3.4%(5)	6.6%
Philippines	6.7%	8.7%	15.4%
South Korea	1.5%	19.0%	20.5%
Cement domestic markets	**-1.2%**	**4.3%(6)**	**3.1%**

(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) Out of which pure price effect: flat
(3a) Out of which grey cement price variation: -0.8%
(4) Out of which pure price effect: 2.7%
(5) Out of which grey cement price variation: -1.0%
(6) Out of which pure price effect: 3.3%

YTD Like for Like Sales Variance (1)

Aggregates and Concrete

Analysis by Major Market as at December 31, 2012	Volume effect	Other effects (2)	Activity variation vs. 2011
Pure Aggregates	**-2.8%**	**4.4%**	**1.6%**
France	-8.4%	3.9%	-4.5%
United Kingdom	-9.0%	6.3%	-2.7%
Poland	-16.3%	-2.8%	-19.1%
United States	-1.8%	-0.9%	-2.7%
Canada	4.3%	8.2%	12.5%
South Africa	10.9%	5.5%	16.4%

Ready-mix Concrete	**-1.6%**	**3.1%**	**1.5%**
France	-5.1%	2.4%	-2.7%
United Kingdom	-14.6%	1.4%	-13.2%
United States	-2.3%	-2.2%	-4.5%
Canada	11.9%	2.0%	13.9%
South Africa	3.5%	2.5%	6.0%
India	-7.7%	7.9%	0.2%

(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

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IV. Other Information

Income statement

Department of Islam Arts, Musée du Louvre - Paris, France

Other Income (Expenses)

€m	12 Months 2012	12 Months 2011	*4th Quarter 2012*	*4th Quarter 2011*
Net gains (losses) on disposals	53	45	*12*	*19*
Impairment of assets	(212)	(388)	*(29)*	*(340)*
Restructuring	(204)	(61)	*(40)*	*(41)*
Others	(130)	(92)	*(49)*	*(44)*
Total	**(493)**	**(496)**	***(106)***	***(406)***

Finance Costs and Average Interest Rate

	12 Months		*4th Quarter*	
€m	**2012**	**2011**	***2012***	***2011***
Financial charges on net debt	(889)	(841)	*(226)*	*(218)*
Foreign exchange	(23)	(79)	*(4)*	*(105)*
Others	(119)	(79)	*(48)*	*(27)*
Total	**(1,031)**	**(999)**	***(278)***	***(350)***

Average interest rate		**December 31, 2012**			December 31, 2011		
			Interest rate			Interest rate	
			Spot	**Average**		Spot	Average
Total gross debt (1)		**€14.0Bn**	**6.4%**	**6.2%**	€15.1Bn	6.2%	5.7%
Of which:	*Fixed rate*	*79%*	*6.7%*		*67%*	*7.6%*	
	Floating rate	*21%*	*4.8%*		*33%*	*3.5%*	

(1) Excluding puts and derivative instruments: negligible as at December 31, 2012 and €0.1Bn as at December 31, 2011

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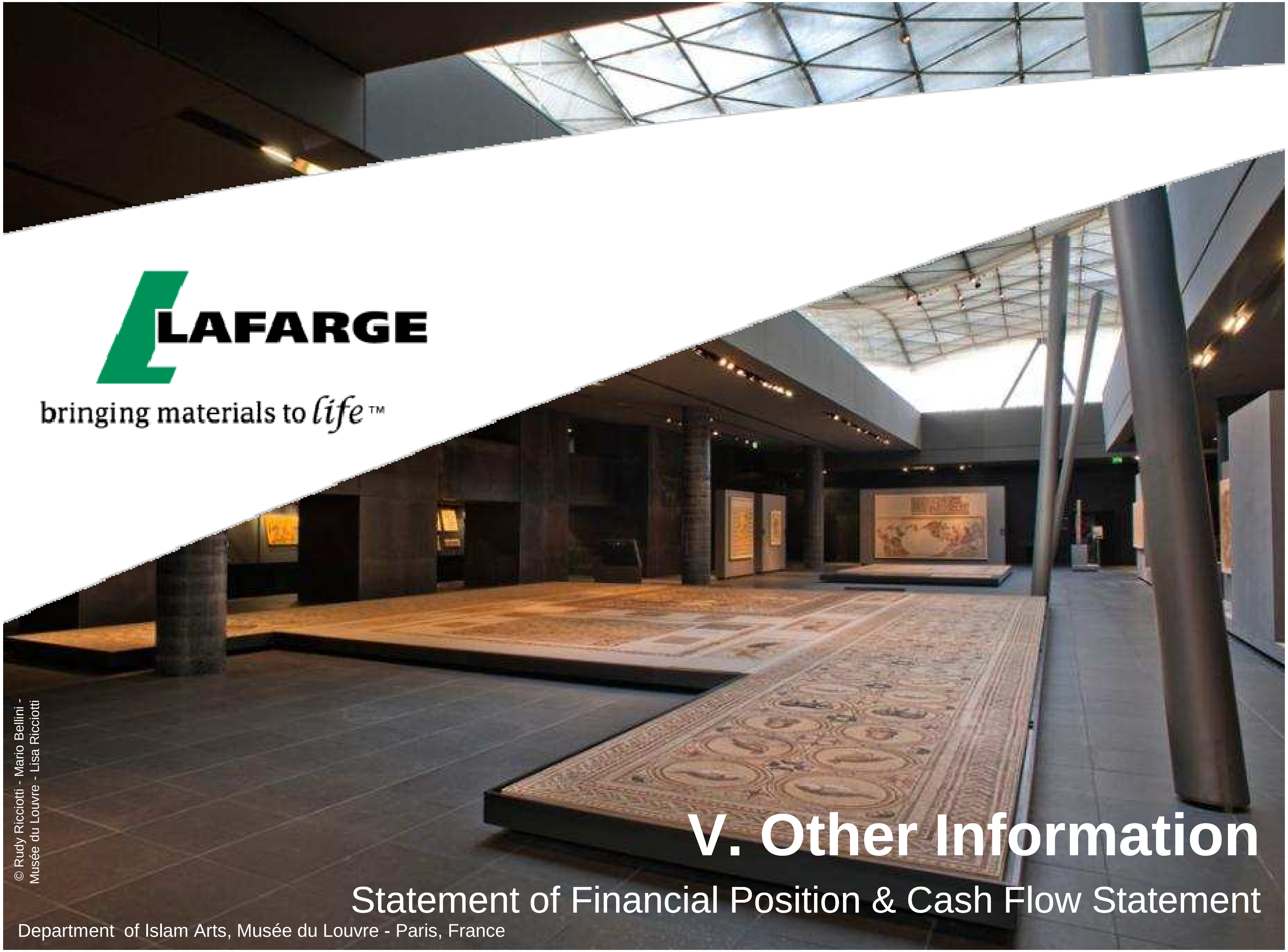


V. Other Information

Statement of Financial Position & Cash Flow Statement

Department of Islam Arts, Musée du Louvre - Paris, France

Statement of Financial position

€m	Dec. 31, 2012	Dec. 31, 2011
Capital Employed	28,657	29,942
Out of which:		
Goodwill	*12,184*	*12,701*
Prop, plant & equip.	*14,992*	*15,542*
Working Capital	*391*	*443*
Other	*1,090*	*1,256*
Financial assets	698	755
Net assets held for sale (1)	1,892	1,831
Total	**31,247**	**32,528**

€m	Dec. 31, 2012	Dec. 31, 2011
Equity	17,750	18,201
Out of which:		
Shareholders' equity	*15,668*	*16,004*
Non controlling interests	*2,082*	*2,197*
Net debt	11,317	11,974
Provisions	2,180	2,353
Total	**31,247**	**32,528**

(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 was announced on January 7, 2013.
Additionally, following its intentions regarding the divestment of its Gypsum activities in North America, the Group presents them as discontinued operations.

Investments and Divestments

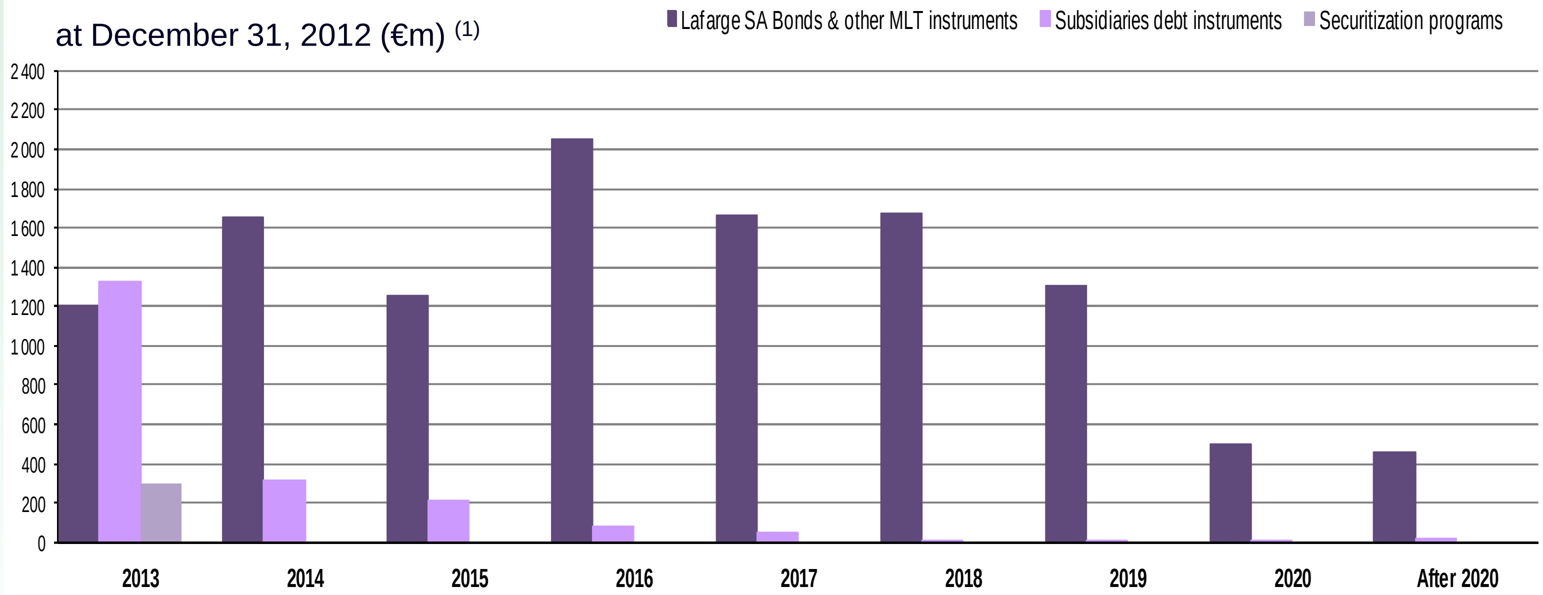
€m	12 Months 2012	12 Months 2011	*4th Quarter 2012*	*4th Quarter 2011*
Sustaining capital expenditures	(392)	(389)	*(210)*	*(173)*
Development and productivity capex	(364)	(665)	*(59)*	*(119)*
Acquisitions [1]	(61)	(145)	*(58)*	*(15)*
Capital expenditures	**(817)**	**(1,199)**	***(327)***	***(307)***
Divestments [2]	**474**	**2,226**	***357***	***1,862***

(1) Including net debt acquired and the acquisitions of ownership interests with no gain of control which represented €60m in 2012 and €49m in 2011, excluding third-party puts, already recorded as debt, exercised in the period (€51m put exercised in the first quarter 2011, €111m put exercised in the third quarter 2011, €28m put exercised in the second quarter 2012 and €59m put exercised in the fourth quarter 2012)

(2) Including net debt disposed of and the disposals of ownership interests with no loss of control

Balanced Debt Maturity Schedule

at December 31, 2012 (€m) (1)

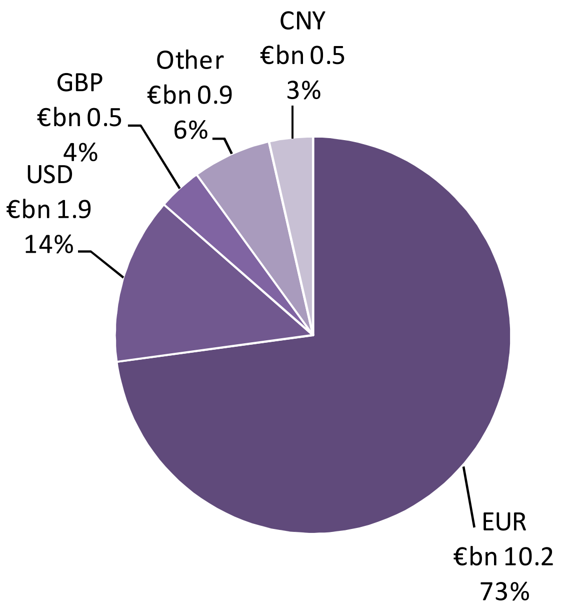


- Average maturity of gross debt is 4 years

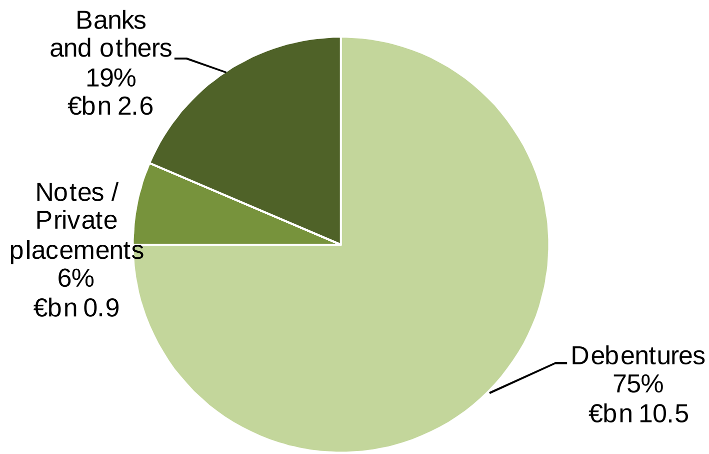
(1) Excluding puts on shares and derivatives instruments

Gross Debt (1) by Currency and by Source of Financing as at December 31, 2012

Split by currency



Split by source of financing



Total Gross Debt (1): **€ 14.0 Bn**

(1) Excluding puts on shares and derivatives instruments

Key definitions

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

Volumes	Volumes are shown by origin
Sales by Region	Group Sales by Region are disclosed after eliminations of inter regional sales and are shown by origin. Sales for each activity are disclosed by origin, and before elimination of inter regional/divisional sales.
EBITDA	Current Operating Income before depreciation and amortization on tangible and intangible assets EBITDA Margin = EBITDA / Sales
Current Operating Income	Operating Income before “capital gains, impairment, restructuring and other”
Net income, Group share	Net income attributable to the owners of the parent company
Free Cash Flow	Net operating cash generated 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	$\frac{\text{Strict Working Capital end of N * 90 days}}{\text{Sales of the last quarter}}$