



Application of IFRS 11 on Joint Arrangements

Pro-forma Historical Information (Unaudited)

April 2014

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Skytrain station - Dubai, UAE

Disclaimer

- *In the context of the new accounting standard on joint arrangements (IFRS 11) applicable as at January 1, 2014, Lafarge releases 2013 restated quarterly historical information (“unaudited pro-forma historical information”) that will be used as a comparison base in 2014, from the first quarter 2014 earnings.*
- *The unaudited pro-forma historical information (had the Group applied IFRS 11 for the period from January 1, 2013 to December 31, 2013) is to be read as a complement to the elements disclosed in the note 2.27 to the consolidated financial statements as of December 31, 2013. These financial statements are available in the company’s Registration document for the fiscal year 2013 filed with the Autorité des Marchés Financiers on April 2, 2014 under the number D.14-0275.*
- *More comprehensive information about Lafarge may be obtained on its Internet website (www.lafarge.com), including under “Regulated Information” section.*
- *This document does not constitute an offer to sell, or a solicitation of an offer to buy Lafarge shares.*

Income Statement

Post IFRS 11

€m	2013				12 Months
	Q1	Q2	Q3	Q4	
SALES	2,675	3,559	3,700	3,157	13,091
EBITDA	342	825	920	707	2,794
Depreciation	(214)	(214)	(210)	(219)	(857)
Current Operating Income	128	611	710	488	1,937
Other income (expenses)	4	(59)	(17)	68	(4)
Net financial costs	(243)	(245)	(263)	(233)	(984)
Income from JV and associates	(25)	14	14	(3)	-
Income taxes	32	(92)	(120)	(62)	(242)
Income from discontinued operations	9	12	26	(1)	46
Non-controlling interests	(22)	(40)	(46)	(44)	(152)
Net income Group Share ⁽¹⁾	(117)	201	304	213	601

Statement of Financial position

Post IFRS 11

€m	January 1, 2013	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013	€m	January 1, 2013	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013
Capital Employed	27,717	29,618	28,554	27,825	27,073	Equity	17,534	17,573	16,636	16,447	16,285
<i>Out of which:</i>						<i>Out of which:</i>					
<i>Goodwill</i>	11,953	12,015	11,642	11,184	11,027	<i>Equity attributable to the owners of the parent company</i>	15,666	15,758	14,861	14,639	14,555
<i>Property, plant and equipment</i>	13,441	13,384	12,872	12,273	12,049	<i>Non-Controlling interests</i>	1,868	1,815	1,775	1,808	1,730
<i>Intangible assets</i>	426	416	401	363	370						
<i>Investments in joint ventures and associates</i>	1,550	3,072	2,915	3,110	3,174						
<i>Working capital</i>	347	731	724	895	453						
Financial assets	727	710	741	734	667	Net debt	10,710	11,204	11,243	10,357	9,846
Net assets held for sale	1,895	417	411	-	-	Provisions	2,095	1,968	1,827	1,755	1,609
TOTAL	30,339	30,745	29,706	28,559	27,740	TOTAL	30,339	30,745	29,706	28,559	27,740

Cash Flow

Post IFRS 11

€m	2013				12 Months
	Q1	Q2	Q3	Q4	
Cash flow from operations	31	388	577	165	1,161
Change in working capital	(248)	(170)	(44)	406	(56)
Sustaining capex	(48)	(67)	(83)	(153)	(351)
Free cash flow	(265)	151	450	418	754
Development investments ⁽¹⁾	(225)	(146)	(141)	(118)	(630)
Divestments ⁽²⁾	115	47	867	219	1,248
Cash flow after investments	(375)	52	1,176	519	1,372
Dividends	(72)	(58)	(331)	(25)	(486)
Equity issuance (repurchase)	-	2	1	-	3
Currency fluctuation impacts and other effects	(47)	(35)	40	17	(25)
Net debt reduction (increase)	(494)	(39)	886	511	864
Net debt at the beginning of period	10,710	11,204	11,243	10,357	10,710
Net debt at period end	11,204	11,243	10,357	9,846	9,846



- (1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
 (2) Including net debt disposed of, and the disposals of ownership interests with no loss of control.

Group Sales by Region

Post IFRS 11

€m	Group Sales 2013				
	Q1	Q2	Q3	Q4	12 Months
North America	435	794	1,088	747	3,064
Western Europe	479	622	571	536	2,208
Central and Eastern Europe	148	340	399	258	1,145
Middle East and Africa	838	962	917	915	3,632
Latin America	218	238	221	192	869
Asia	557	603	504	509	2,173
TOTAL	2,675	3,559	3,700	3,157	13,091

Group EBITDA and COI by Region

€m	Group EBITDA 2013				
	Q1	Q2	Q3	Q4	12 Months
North America	(13)	139	286	140	552
Western Europe	7	112	76	69	264
Central and Eastern Europe	(35)	80	106	50	201
Middle East and Africa	217	270	278	267	1,032
Latin America	51	71	63	55	240
Asia	115	153	111	126	505
TOTAL	342	825	920	707	2,794

€m	Group COI 2013				
	Q1	Q2	Q3	Q4	12 Months
North America	(51)	99	247	103	398
Western Europe	(38)	68	32	19	81
Central and Eastern Europe	(56)	57	84	27	112
Middle East and Africa	148	203	211	200	762
Latin America	41	60	55	46	202
Asia	84	124	81	93	382
TOTAL	128	611	710	488	1,937

Volumes, Sales and EBITDA by Product Line

2013

Volumes	Q1	Q2	Q3	Q4	12 Months
Cement volumes (MT)	23.9	30.6	31.2	28.7	114.4
Pure aggregates volumes (MT)	26.4	44.3	52.5	41.8	165.0
Ready-mix concrete (Mm3)	5.8	7.2	7.2	6.5	26.7
Sales before eliminations (€m)					
Cement	1,986	2,531	2,532	2,207	9,256
Aggregates & Concrete	805	1,182	1,344	1,081	4,412
Holding and others	13	13	11	11	48
Eliminations	(129)	(167)	(187)	(142)	(625)
Sales after elimination	2,675	3 559	3,700	3,157	13,091
Cement	1,862	2,365	2,348	2,070	8,645
Aggregates & Concrete	802	1,179	1,340	1,076	4,397
Holding and others	11	15	12	11	49
EBITDA	342	825	920	707	2,794
Cement	369	705	748	616	2,438
Aggregates & Concrete	(23)	125	189	120	411
Holding and others	(4)	(5)	(17)	(29)	(55)

Appendix - Other Income (Expenses)

€m	2013				12 Months
	Q1	Q2	Q3	Q4	
Net gains (losses) on disposals	45	1	45	200	291
Impairment of assets	(12)	(10)	(28)	(60)	(110)
Restructuring	(17)	(40)	(23)	(51)	(131)
Others	(12)	(10)	(11)	(21)	(54)
Total	4	(59)	(17)	68	(4)

Appendix - Finance Costs

€m	2013				12 Months
	Q1	Q2	Q3	Q4	
Financial charges on net debt	(189)	(197)	(192)	(201)	(779)
Foreign exchange	(15)	(15)	(33)	12	(51)
Others	(39)	(33)	(38)	(44)	(154)
Total	(243)	(245)	(263)	(233)	(984)

Appendix - Investments and Divestments

€m	2013				12 Months
	Q1	Q2	Q3	Q4	
Sustaining capital expenditures	(48)	(67)	(83)	(153)	(351)
Development capital expenditures	(217)	(135)	(127)	(115)	(594)
Acquisitions ⁽¹⁾	(8)	(11)	(14)	(3)	(36)
Capital expenditures	(273)	(213)	(224)	(271)	(981)
Divestments ⁽²⁾	115	47	867	219	1,248



- (1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
 (2) Including net debt disposed of, and the disposals of ownership interests with no loss of control.