

First Quarter 2016 Results

Eric Olsen, CEO and Ron Wirahadiraksa, CFO





01 Overview of Q1 2016 Results

Eric Olsen, Chief Executive Officer



Q1 2016 Highlights

- Overall pricing environment strengthening average cement prices up 2.1% from Q4 2015 to Q1 2016, excluding India
- 21 synergies at CHF 104 million, on track to exceed CHF 450 million target for 2016
- China, Indonesia and India turnarounds are underway
- Strong cash flow generation: operating Free Cash Flow improved 19% versus Q1 last year
- On track to deliver our CHF 3.5 billion divestment target for 2016
- Favourable environment with:
 - ✓ Sustained demand in our markets overall with volume growth in Q1 16 in all product lines on a like-for-like basis
 - ✓ Declining fuel prices combined with fuel mix optimization creates opportunity to reduce our costs
- We expect to deliver at least a high single digit like-for-like adjusted operating EBITDA growth in 2016





Q1 2016 results and Performance analysis

Ron Wirahadiraksa, Chief Financial Officer



Key financial figures

CHF m	Q1 2016	Q1 2015	±%	Like-for-like %
Volumes				
Cement (Mt)	56.6	55.8	1.4%	1.4%
Aggregates (Mt)	51.6	52.3	-1.4%	1.0%
Ready-mix (Mm³)	12.6	12.4	1.7%	1.8%
Net sales	6'062	6'412	-5.5%	0.1%
Operating EBITDA adj. 1)	824	1'049	-21.5%	-17.0%
Operating EBITDA margin adj. 1)	13.6%	16.4%	-2.8pp	
Net income	-47	275	-117.1%	
Operating Free Cash Flow 2)	-618	-761	18.8%	16.0%
Capex Net	353	488	-27.6%	
Net Debt	18'041	17'266 ³⁾	4.5%	
Earnings per share	-0.18	0.32	-156.3%	

All figures are pro forma financials. They include the changes in the scope of the divestments achieved in connection with the merger, the impact of merger, restructuring and other one-offs, the deconsolidation of the Australian business operated under a joint-venture and the effect of the divestments achieved over the course of 2015. The scope perimeter was only impacted by minor changes in Q1 2016. Announced transactions (South Korea, Holcim Morocco) are not effective yet while 2 cement plants with a capacity of 5Mt in Lafarge India are reclassified as discontinued operations

- > Positive sales volume development in all product lines on a like-for-like basis
- Top line impacted by challenging pricing conditions in Nigeria, India and China and the strong pricing environment in Q1 15
- Operating EBITDA growth further affected by positive items of CHF 85m booked in Q1 15, FX headwinds of CHF 43m and lower CO₂ credits of CHF 17m
- Free Cash Flow improvement driven by tighter CAPEX and Net Working Capital management
- Q1 15 net income included a pre-tax gain of CHF 432m arising from the divestment of assets to Cemex and a minority shareholding in Siam City Cement, Thailand

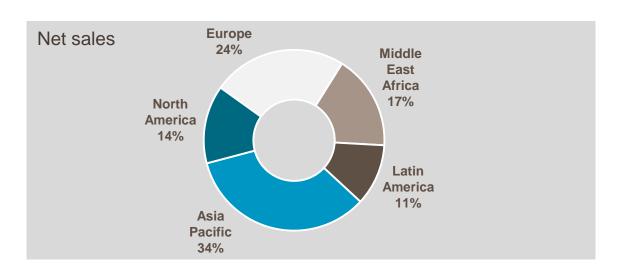


¹⁾ Excluding merger, restructuring and other one-offs

²⁾ Cash Flow from operating activities less net maintenance and expansion capex

³⁾ As of December 31,2015

Net sales and operating EBITDA adjusted¹⁾ by Region



Operating EBITDA Adj. Asia Pacific 37%	Europe 13% Middle East Africa 27% Latin America 23%
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CHF m	Q1 2016	Q1 2015	<u>+</u> %	Like-for-like %
Asia Pacific	2'148	2'215	-3.0%	0.9%
Europe	1'497	1'552	-3.6%	-3.5%
Latin America	682	809	-15.7%	-1.7%
Middle East Africa	1'049	1'164	-9.9%	-4.4%
North America	866	776	11.6%	10.1%
Corporate / Eliminations	-179	-104	-72.7%	29.6%
Group	6'062	6'412	-5.5%	0.1%

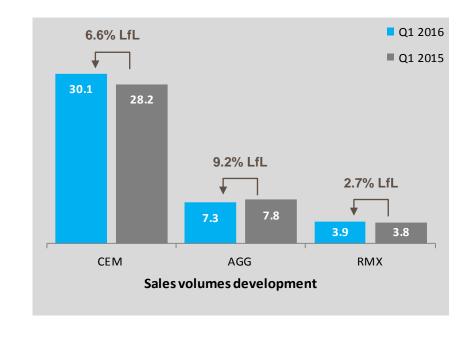
CHF m	Q1 2016	Q1 2015	<u>+</u> %	Like-for-like %
Asia Pacific	344	424	-18.9%	-15.5%
Europe	119	161	-26.4%	-28.0%
Latin America	210	255	-17.6%	-9.2%
Middle East Africa	256	364	-29.8%	-25.6%
North America	3	-26	n/a	n/a
Corporate / Eliminations	-107	-130	17.3%	17.4%
Group	824	1'049	-21.5%	-17.0%

¹⁾ Excluding merger, restructuring and other one-offs



Asia Pacific

CHF m	Q1 2016	Q1 2015	± %	Like-for-like %
Volumes				
Cement (Mt)	30.1	28.2	6.6%	6.6%
Aggregates (Mt)	7.3	7.8	-5.6%	9.2%
Ready-mix (Mm³)	3.9	3.8	2.7%	2.7%
Net sales	2'148	2'215	-3.0%	0.9%
Operating EBITDA adj. 1)	344	424	-18.9%	-15.5%
Operating EBITDA margin adj. 1)	16.0%	19.1%	-3.1pp	
Cash flow from Op activities	51	-39	229.9%	236.9%
Capex Net	69	127	-45.8%	



¹⁾ Excluding merger, restructuring and other one-offs

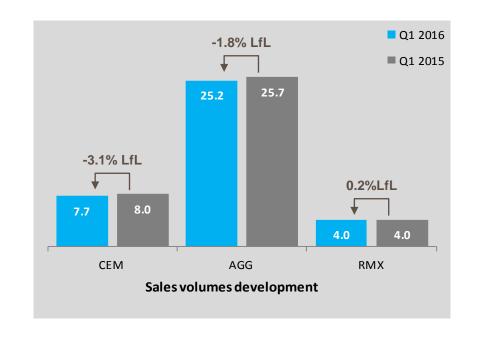


- > Robust performance in Indonesia and the Philippines, and good volume progress in India driving increased cement sales
- > Financial performance impacted by lower prices in India, some mix-effect in Australia, and production issues in Malaysia
- India: robust demand for building materials translates into higher demand for cement in all regions. Partial price recovery in March after a sharp decline in the quarter with particularly positive trends in the North. Shift to more intensive use of petcoke leading to lower costs in the quarter



Europe

CHF m	Q1 2016	Q1 2015	± %	Like-for-like %
Volumes				
Cement (Mt)	7.7	8.0	-3.1%	-3.1%
Aggregates (Mt)	25.2	25.7	-1.8%	-1.8%
Ready-mix (Mm³)	4.0	4.0	0.2%	0.2%
Net sales	1'497	1'552	-3.6%	-3.5%
Operating EBITDA adj. 1)	119	161	-26.4%	-28.0%
Operating EBITDA margin adj. 1)	7.9%	10.4%	-2.5pp	
Cash flow from Op activities	-135	-197	31.7%	29.6%
Capex Net	49	55	-11.1%	



¹⁾ Excluding merger, restructuring and other one-offs

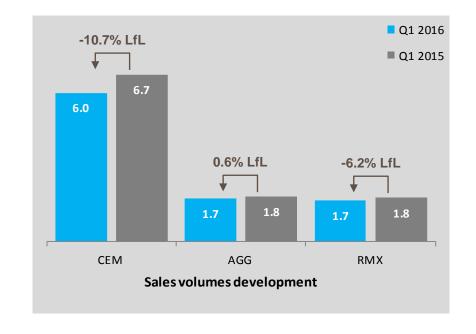


- > Results affected by reduced activity in Russia and Azerbaijan, lower CO₂ sales and favorable items in Q1 2015 of CHF 23 million
- > Positive trends in Romania and encouraging resilience in France and Switzerland, although overall market situation remained challenging
- Lower volumes and financial performance in Russia and Azerbaijan mitigated by cost containment measures to adapt our operational presence



Latin America

Q1 2016	Q1 2015	± %	Like-for-like %
6.0	6.7	-10.7%	-10.7%
1.7	1.8	-4.4%	0.6%
1.7	1.8	-6.2%	-6.2%
682	809	-15.7%	-1.7%
210	255	-17.6%	-9.2%
30.8%	31.5%	-0.7pp	
14	51	-72.6%	-118.0%
17	97	-82.4%	
	6.0 1.7 1.7 682 210 30.8%	6.0 6.7 1.7 1.8 1.7 1.8 682 809 210 255 30.8% 31.5% 14 51	6.0 6.7 -10.7% 1.7 1.8 -4.4% 1.7 1.8 -6.2% 682 809 -15.7% 210 255 -17.6% 30.8% 31.5% -0.7pp 14 51 -72.6%



¹⁾ Excluding merger, restructuring and other one-offs

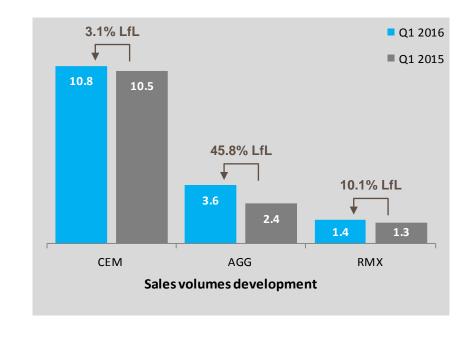


- Good performance reported in most countries with positive price development as LafargeHolcim continued to expand its retail offering and focused on higher value projects
- > Results however impacted by selected countries: ongoing challenging market environment in Brazil and further slowdown in Ecuador
- > Focus on higher-margin and value applications driving volume and price increases in cement and ready-mix concrete



Middle East Africa

CHF m	Q1 2016	Q1 2015	± %	Like-for-like %
Volumes				
Cement (Mt)	10.8	10.5	3.1%	3.1%
Aggregates (Mt)	3.6	2.4	45.8%	45.8%
Ready-mix (Mm³)	1.4	1.3	10.1%	10.1%
Net sales	1'049	1'164	-9.9%	-4.4%
Operating EBITDA adj. 1)	256	364	-29.8%	-25.6%
Operating EBITDA margin adj. 1)	24.4%	31.3%	-6.9pp	
Cash flow from Op activities	199	250	-20.1%	-18.8%
Capex Net	92	100	-8.5%	



¹⁾ Excluding merger, restructuring and other one-offs

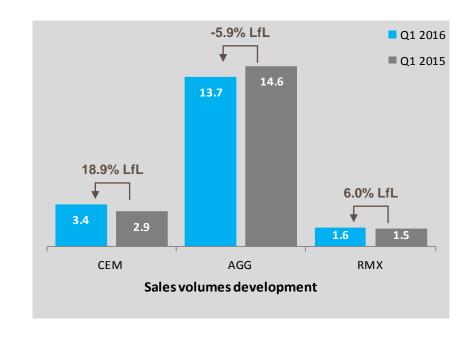


- > Performance negatively impacted by lower prices in Nigeria and a difficult situation in Zambia
- Ongoing recovery in demand for building materials in Egypt and favorable market trends in Algeria
- > Nigeria: significant growth of demand for building materials in the first quarter 2016, but challenging competitive environment. Cement sales constrained in Q1 as a result of energy shortage and logistics-related issues. Strict cost management and plant productivity optimisation initiated to fully benefit from the strong market conditions going forward



North America

CHF m	Q1 2016	Q1 2015	± %	Like-for-like %
Volumes				
Cement (Mt)	3.4	2.9	18.9%	18.9%
Aggregates (Mt)	13.7	14.6	-5.9%	-5.9%
Ready-mix (Mm³)	1.6	1.5	4.9%	6.0%
Net sales	866	776	11.6%	10.1%
Operating EBITDA adj. 1)	3	-26	n/a	n/a
Operating EBITDA margin adj. 1)	0.3%	-3.3%	3.7pp	
Cash flow from Op activities	-234	-214	-9.5%	-4.3%
Capex Net	124	99	25.1%	



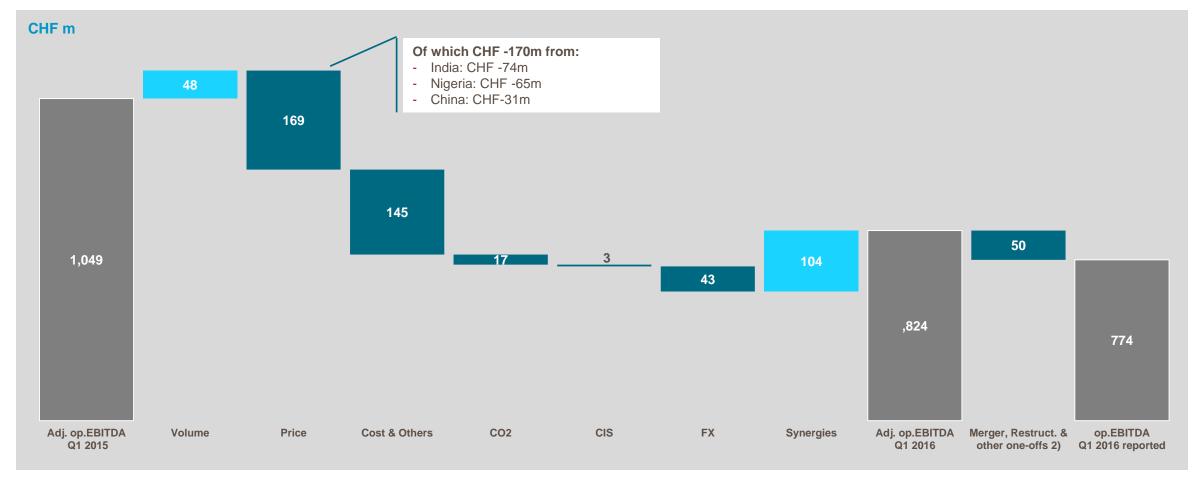
¹⁾ Excluding merger, restructuring and other one-offs



- > Results improvement in North America driven by ongoing high demand for building materials in the United States
- > Strong pricing and volume trends in the United States translating into significant increase of financial performance in the region
- > Western Canada impacted by lower investments as a result of the oil-price driven economic downturn



Operating EBITDA adjusted¹⁾ Q1 2016



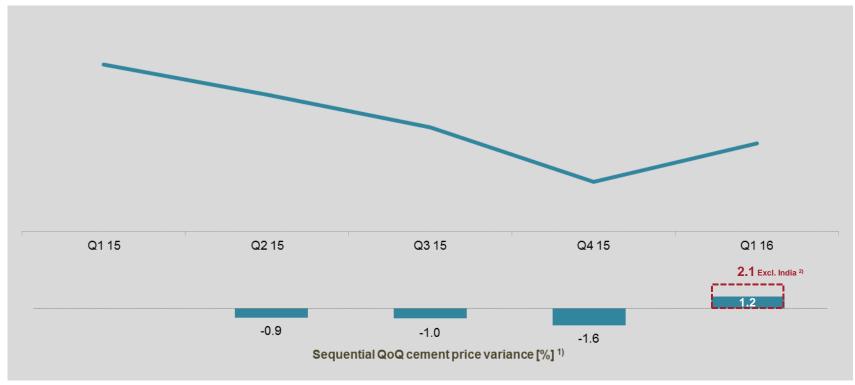
¹⁾ Excluding merger, restructuring and other one-offs

²⁾ Of which CHF 36 million implementation cost and CHF 14 million restructuring costs and other one-offs



Quarter-on-quarter price trend

→ Cement price increased 2.1% excluding India in Q1 2016 versus Q4 2015. In this quarter, price increases have been implemented in 2/3 of our operations

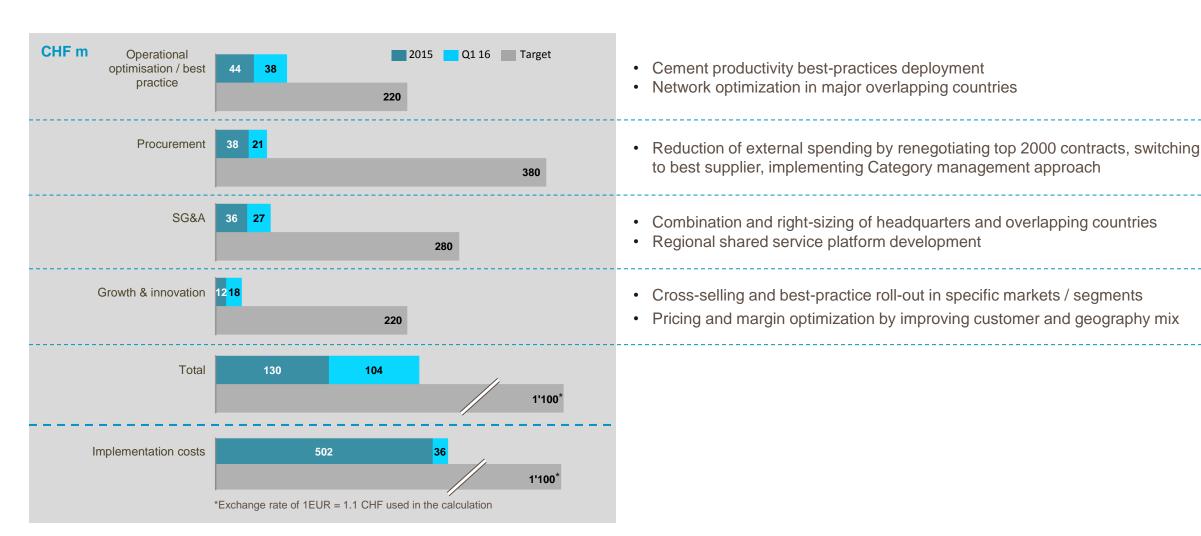


¹⁾ Sequential QoQ price development calculated at constant geographical mix effect

²⁾ Price increase Q1 16 versus Q4 15 at 2.1% excluding the impact from India

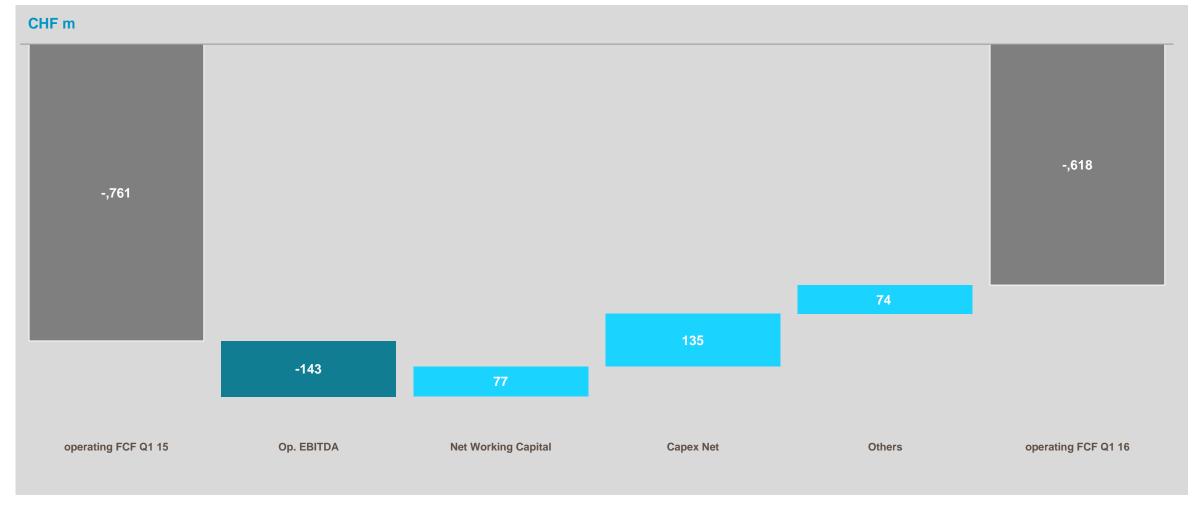


2016 synergy delivery, on track





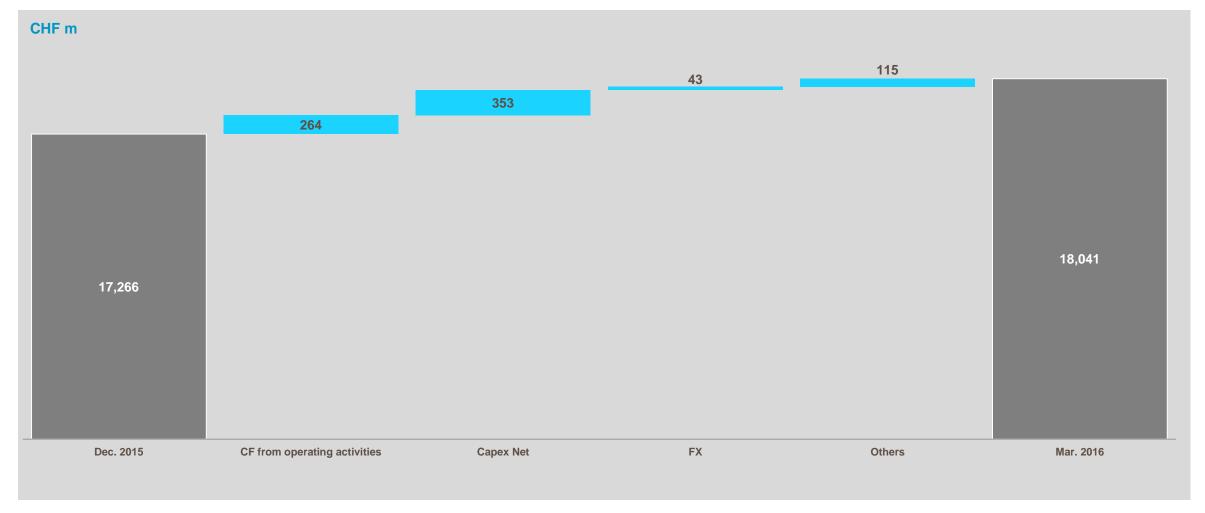
Operating Free Cash Flow





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Net Financial Debt







03 Outlook and Update on Strategic Initiatives

Eric Olsen, Chief Executive Officer



Outlook for 2016

- Overall cement demand in our markets expected to grow between 2% to 4%
- Self-help measures in place to focus on pricing, reduce costs and capture future opportunities
- Strategic plan to gain momentum in 2016
 - Capex less than CHF 2.0 billion
 - Incremental synergies of more than CHF 450 million in EBITDA
 - > Net debt around CHF 13.0 billion
 - > Maintain solid investment grade credit ratings
- Strengthening price environment



Strategic pillars

Commercial transformation

- Customer led
- Focus on pricing

Cost leadership

- Synergy delivery
- On-going cost management

Asset light strategy

- Active portfolio management
- > Lean capital spending

Sustainability

- Strong tradition of sustainable development, health and safety
- > The "2030 Plan"



On track for 2018 targets¹⁾

Free Cash Flow

- At least CHF 10.0bn cumulative 2016-2018
- > CHF 3.5-4.0bn run rate by 2018
- At least CHF 6 per share run rate by 2018

Capex

Max CHF 3.5bn cumulative 2016-2017

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At least 300bps improvement from 2015 level by 2018 from operational improvement

Operating EBITDA

At least CHF 8.0bn in 2018

Cre

Credit Rating

Maintain solid investment grade rating



Cash Returns to Shareholders

- > Progressively grow DPS and 50% pay-out over cycle
- Return excess cash to shareholders commensurate with a solid investment grade credit rating

¹⁾ Targets assume constant scope (except for India) and FX. FCF after maintenance and expansion capex. Capex target excluding capitalized merger implementation costs. Operating EBITDA before restructuring costs.



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Appendix



Net sales and adjusted operating EBITDA – Cement

CHF m	2016			2015 ²⁾		
Net Sales	Q1	Q1	Q2	Q3	Q4	FY 2015
Asia Pacific	1'742	1'794	1'893	1'692	1'920	7'299
Europe	619	650	939	889	793	3'271
Latin America	582	690	688	721	664	2'764
Middle East Africa	937	1'052	1'101	957	963	4'072
North America	465	390	722	868	706	2'686
Corporate / Eliminations	-62	-23	-31	-6	-59	-118
Group	4'283	4'552	5'313	5'121	4'987	19'973
Operating EBITDA adj. 1)						
Asia Pacific	328	381	356	306	342	1'387
Europe	67	96	272	230	236	835
Latin America	199	244	194	229	221	889
Middle East Africa	246	360	405	306	267	1'338
North America	52	25	229	312	218	785
Corporate / Eliminations	-48	-53	-47	-66	-28	-194
Group	844	1'054	1'408	1'319	1'257	5'040

¹⁾ Excluding merger, restructuring, other one-offs 2) Restated to reflect proper allocation of restructuring, merger and other one-offs



Net sales and adjusted operating EBITDA – Aggregates

CHF m	2016			2015 ²⁾		
Net Sales	Q1	Q1	Q2	Q3	Q4	FY 2015
Asia Pacific	114	123	130	134	141	528
Europe	396	403	501	511	463	1'879
Latin America	12	16	16	15	14	60
Middle East Africa	26	30	32	31	29	123
North America	203	200	400	489	385	1'474
Corporate / Eliminations	-	-	-	-	-	-
Group	750	772	1'080	1'181	1'032	4'064
Operating EBITDA adj. 1)						
Asia Pacific	13	26	25	31	52	133
Europe	42	41	93	89	56	279
Latin America	-	2	-1	0	-3	-1
Middle East Africa	2	4	6	4	4	18
North America	-24	-21	97	122	68	266
Corporate / Eliminations	-12	-10	-9	-14	-6	-39
Group	21	42	210	234	170	656

¹⁾ Excluding merger, restructuring, other one-offs 2) Restated to reflect proper allocation of restructuring, merger and other one-offs



Net sales and adjusted operating EBITDA – Other

CHF m	2016	2015 ²⁾				
Net Sales	Q1	Q1	Q2	Q3	Q4	FY 2015
Asia Pacific	292	299	311	309	303	1'222
Europe	482	499	581	599	527	2'206
Latin America	88	103	104	104	106	417
Middle East Africa	86	83	92	82	85	342
North America	198	186	390	532	410	1'519
Corporate / Eliminations	-117	-81	-66	-103	-8	-258
Group	1'029	1'089	1'410	1'525	1'423	5'447
Operating EBITDA adj. 1)						
Asia Pacific	3	17	12	11	6	45
Europe	10	24	59	58	12	151
Latin America	11	9	4	8	-1	20
Middle East Africa	8	0	6	0	-0	6
North America	-25	-31	38	84	40	132
Corporate / Eliminations	-47	-67	-74	-70	-89	-299
Group	-41	-47	43	90	-32	55

¹⁾ Excluding merger, restructuring, other one-offs 2) Restated to reflect proper allocation of restructuring, merger and other one-offs



Operating Free Cash Flow

Q1 2016	Q1 2015	± %	Like-for-like %
774	917	-15.6%	-10.7%
85	52	63.5%	
-695	-772	10.0%	
-235	-251	6.4%	
-237	-232	-2.2%	
44	13	238.5%	
-264	-272	2.9%	1.2%
-184	-149	-23.5%	-27.1%
-170	-339	49.9%	46.9%
-618	-761	18.8%	16.0%
	774 85 -695 -235 -237 44 -264 -184 -170	774 917 85 52 -695 -772 -235 -251 -237 -232 44 13 -264 -272 -184 -149 -170 -339	774 917 -15.6% 85 52 63.5% -695 -772 10.0% -235 -251 6.4% -237 -232 -2.2% 44 13 238.5% -264 -272 2.9% -184 -149 -23.5% -170 -339 49.9%

¹⁾ Operating Free cash flow calculation refers to cash flow from operating activities – Capex net



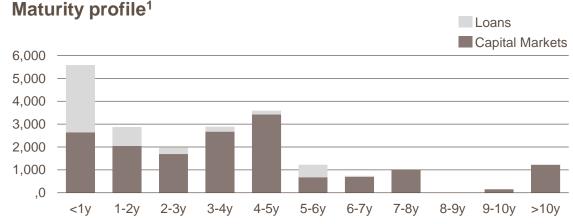
Net Financial Debt

CHF_m

Net Financial Debt (per March 31, 2016)



^{*}Fair value adjustment: Purchase Price Allocation (PPA) on debt mCHF 681.



¹ After risk-related adjustment of mCHF 2'029 from current financial liabilities to long term financial liabilities. Excl. amounts related to the PPA on debt.





Liquidity summary

- Cash + marketable securities: mCHF 3'898
- Cash + marketable securities + unused committed credit lines: mCHF 10'044

Debt summary

- Current financial liabilities¹⁾: mCHF 5'590
- Fixed to floating ratio: 51% to 49%
- Capital markets 77%; Loans 23%
- Corporate vs. subsidiary debt: 77% to 23%
- Average total maturity: 4.1 years
- CP borrowings: mCHF 2'029
- No financial covenants in Corporate credit lines
- Net Financial Debt by currency (excl. PPA)
 - 45% EUR
 - 24% USD
 - 16% CHF
 - 15% other

Operating EBITDA to Net Income

CHF m	Q1 2016	Q1 2015	± %
Operating EBITDA	774	917	-15.6%
Depreciation & Amortization	-547	-605	9.6%
Operating Profit	227	312	-27.2%
Other Expenses / Income	2	434	-99.5%
Share of profit of associates and Joint-Ventures	21	33	-36.4%
Financial Income	45	99	-54.5%
Financial Expenses	-270	-437	38.2%
Net Income Before Taxes	25	440	-94.3%
Income Taxes	-88	-164	46.3%
Net income from discontinued operations	17	-	
Net (loss) Income	-47 ¹⁾	275	-117.1%

¹⁾ Net income improved by CHF 22 million compared with Q1 2015 results after excluding the CHF 371 million arising from the divestment of Holcim's minority shareholding in Siam City Cement, Thailand and a gain on sale of CHF 61 million on the Cemex transaction (disposal of Czech, Gador cement plant and Yeles grinding station in Spain) in Q1 2015



Condensed Statement of Financial Position

CHF m	Mar 31, 2016	Dec 31, 2015
Invested Capital	53'852	55'290
Out of which:		
Goodwill	16'688	16'490
Prop, Plant & Equipment	35'009	36'747
Intangible assets	1'275	1'416
Investments in JV and associates	3'080	3'172
Net Working Capital	1'355	718
Financial assets and other LT assets	1'217	1'328
Provisions	-4'772	-4'581
Net assets held for sale	1'552	772
Total	55'405	56'063

	Mar 31, 2016	Dec 31, 2015
Equity	34'833	35'722
Out of which: Equity attributable to the LH shareholders	30'501	31'365
Non controlling interest	4'331	4'357
Net debt ⁽¹⁾	18'041	17'265
Deferred taxes & other	2'531	3'076
Total	55'405	56'063

(1) Including CHF 63m of derivative instruments (net asset) in Q1 2016 (CHF 132m in December 2015)



Volume and price development Cement – Q1 16 vs. Q1 15

	Volume	Price & Other
Asia Pacific	6.6%	-6.6%
Bangladesh	12.6%	-4.4%
China	5.9%	-15.3%
India	9.2%	-8.6%
Indonesia	9.8%	-6.6%
Malaysia	-5.6%	-6.9%
New Zealand	-7.3%	-2.8%
Sri Lanka	1.3%	-2.0%
Philippines	13.3%	2.7%
South Korea	17.2%	-1.0%
Vietnam	7.1%	-2.3%

	Volume	Price & Other
Latin America	-10.7%	11.8%
Argentina	-10.7%	42.0%
Brazil	-38.6%	-1.7%
Chile	3.5%	1.3%
Colombia	0.1%	12.4%
Costa Rica	7.8%	-9.4%
Ecuador	-21.7%	2.0%
El Salvador	-5.8%	0.2%
Mexico	8.3%	13.1%
Nicaragua	3.6%	-0.2%

North America	18.9%	4.9%
Canada	-2.4%	2.7%
United States	19.4%	4.4%

	Volume	Price & Other
Europe	-3.1%	-2.7%
Azerbaijan	-45.2%	2.5%
Bulgaria	0.5%	-1.5%
Belgium	3.0%	-2.3%
Croatia	14.3%	-4.6%
France	1.9%	-1.4%
Germany	-15.6%	-3.5%
Hungary	-17.7%	-8.2%
Italy	-22.5%	3.0%
Poland	Flat	-8.5%
Romania	6.7%	3.3%
Russia	-50.7%	3.7%
Serbia	8.9%	-0.9%
Spain	-17.0%	10.7%
Switzerland	10.7%	-11.9%
United Kingdom	9.0%	-8.3%

Volume	Price & Other
3.1%	-7.9%
9.5%	12.2%
-1.1%	-2.5%
17.7%	-18.4%
-0.6%	2.1%
-5.0%	-23.5%
10.8%	-6.4%
1.4%	-3.4%
	3.1% 9.5% -1.1% 17.7% -0.6% -5.0% 10.8%

¹⁾ Local results not yet published



Volume and price development Aggregates – Q1 16 vs. Q1 15

-0.8%

Volume Price & Other

	Volume	Price & Other
Asia Pacific	9.2%	-5.1%
Australia	8.1%	-3.9%
Indonesia	15.1%	14.3%

Latin America	0.6%	-9.1%
Brazil	-16.1%	-17.4%
North America	-5.9%	-1.9%
Canada	-23.5%	-2.2%
Odridda	-23.5 /0	-2.2/0

10.0%

United States

Volume	Price & Other
-1.8%	-4.4%
5.8%	2.0%
-10.4%	-7.7%
2.7%	-10.7%
21.2%	3.8%
-39.3%	9.5%
-4.4%	-16.2%
-3.4%	-5.3%
-12.9%	6.6%
5.7%	-6.3%
-11.6%	2.2%
	-1.8% 5.8% -10.4% 2.7% 21.2% -39.3% -4.4% -3.4% -12.9% 5.7%

	Volume	Price & Other
Middle East Africa	45.8%	-30.1%
South Africa	-1.0%	-13.3%
Egypt	193.9%	-47.1%
Group	1.0%	-5.6%



2016 Outlook – Cement Market Overview by Region

	Volumes	Highlights
Asia Pacific*	3 - 5%	Market growth across the region supported by an acceleration in India and Indonesia; China adjustment to continue
Europe	Stable	Improvement expected in most markets; decline in Russia, Azerbaijan
Latin America	-5 to -3%	Positive market development in Mexico offsetting challenging conditions in Brazil and Ecuador
Middle East Africa	3 - 5%	Resilience expected across the region impacted by lower commodity prices
North America	4 - 6%	Market growth supported by positive trends in the US especially housing and by Eastern Canada
Globally*	2 - 4%	Growth in most of our markets

Source: LafargeHolcim
* Excluding China



2016 Outlook – Cement Market Overview by Selected Countries

Market volumes

	Market volumes %
Asia Pacific 1)	3 to 5
Bangladesh	9 to 11
China ²⁾	-6 to -4
India	4 to 6
Indonesia	2 to 4
Malaysia	3 to 5
New Zealand	6 to 8
Sri Lanka	4 to 6
Philippines	7 to 9
South Korea	0 to 2
Vietnam	4 to 6

	Market volumes %
Latin America	-5 to -3
Argentina	-4 to -2
Brazil	-10 to -8
Chile	-2 to 0
Colombia	1 to 3
Costa Rica	1 to 3
Ecuador	-10 to -5
El Salvador	-2 to 1
Mexico	3 to 5
Nicaragua	2 to 4

North America	4 to 6
Canada	0 to 2
United States 2)	4 to 6

Europe	Flat
Azerbaijan	-17 to -15
Bulgaria	0 to 1
Belgium	-1 to 1
Croatia	2 to 4
France	0 to 2
Germany	1 to 3
Greece	5 to 10
Hungary	3 to 5
Italy	-7 to -5
Poland	3 to 5
Romania	2 to 4
Russia	-15 to -10
Serbia	2 to 4
Spain	5 to 10
Switzerland	-3 to -1
United Kingdom	3 to 5

	%
Middle East Africa	3 to 5
Algeria	1 to 3
Egypt	3 to 5
Iraq	-10 to -8
Kenya	8 to 9
Lebanon	0 to 2
Morocco	1 to 3
Nigeria	3 to 5
South Africa	2 to 4
Globally 1)	2 to 4

Market volumes

Source: LafargeHolcim

1) Excluding China

2) Relevant LH markets



Contact information and event calendar

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Event calendar

August 5, 2016 Q2 2016 Results November 4, 2016 Q3 2016 Results



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