

Lafarge Summary Sheet as of September 30, 2009

Key Financial Figures

(in millions unless otherwise indicated)

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>YTD 08</u>	<u>YTD 09</u>
Sales	€16,909	€17,614	€19,033	€14,386	€12,243
EBITDA	3,704	4,183	4,618	3,579	2,832
Depreciation & Amort.	932	941	1,076	790	849
Current Operating Income	2,772	3,242	3,542	2,789	1,983
Net Income Group Share	€ 1,372	€ 1,909	€ 1,598	€ 1,558	€ 774
Earnings per share	€6.83	€9.60	€7.19	€7.02	€2.99
Dividend per share	€3.00	€4.00	€2.00	na	na
Dividend payout ratio	44%	42%	28%	na	na
Average shares outstanding	174.5	172.7	193.2	221.8	258.9
Operating cash flow	€ 2,639	€ 3,036	€ 3,154	€556	€ 1,772
Free cash flow	1,404	1,726	2,113	1,091	1,711
Capital expenditures – total	4,814	3,170	12,067	10,839	1,208
Sustaining (maintenance)	978	976	887	553	199
<i>as a % of depreciation</i>	<i>105%</i>	<i>104%</i>	<i>82%</i>	<i>70%</i>	<i>23%</i>
Internal development	€ 549	€ 991	€ 1,898	€ 1,162	€ 926
Acquisitions	€ 3,287	€ 1,203	€ 9,282	€ 9,124	€ 83
Disposals	€ 180	€ 2,492	€ 615	€ 342	€ 588
Net Debt at end of period	€ 9,845	€ 8,685	€16,884	€17,802	€14,613
<i>Key Financial Ratios:</i>					
Return on Capital, after tax	9.4%	11.0%	8.8%	na	na
Operating EBITDA Margin	21.9%	23.7%	24.3%	24.9%	23.1%
COI Margin	16.4%	18.4%	18.6%	19.4%	16.2%
Tax rate	28.3%	26.2%	19.8%	19.9%	19.2%
Op. Cash Flow / Net Debt	26.8%	34.9%	18.7%	na	na
Average annual interest rate	5.8%	5.8%	5.5%	5.4%	5.0%

Current Operating Income Margin Trends

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>YTD 2008</u>	<u>YTD 2009</u>
Cement:					
Western Europe	24.8%	26.3%	27.7%	28.7%	23.3%
North America	18.5%	21.0%	14.4%	15.1%	2.7%
Middle East	32.2%	30.4%	32.8%	33.5%	32.4%
C & E Europe	32.9%	41.2%	42.9%	43.6%	34.0%
Latin America	20.9%	19.9%	21.8%	21.1%	21.8%
Africa	21.9%	21.4%	22.4%	22.8%	28.7%
Asia	10.2%	13.6%	17.0%	15.8%	20.2%
<i>Total Cement</i>	<i>21.8%</i>	<i>24.1%</i>	<i>25.3%</i>	<i>25.8%</i>	<i>23.5%</i>
Agg & Concrete	8.7%	10.9%	9.5%	10.2%	3.8%
Gypsum	12.1%	7.3%	2.3%	3.4%	4.1%

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

	2007	2008	YTD 2008	YTD 2009
Western Europe	€ 1,083	€ 981	€ 823	€ 438
North America	679	429	337	15
Middle East	141	417	305	354
Central & E. Europe	528	649	533	231
Latin America	157	187	143	118
Africa	444	597	449	540
Asia	210	282	199	287
Total COI	€ 3,242	€ 3,542	€ 2,789	€ 1,983

Business Line and Geographic Split of Current Operating Income for 2008

	Consolidated	Cement	A&C
Western Europe	28%	26%	34%
North America	12%	8%	43%
Middle East	12%	13%	na
Central & E. Europe	18%	20%	na
Latin America	5%	5%	na
Africa	17%	18%	na
Asia	8%	10%	Na
Other	na	na	23%
Current Op Income (in millions; divisions before eliminations)	€ 3,542	€ 2,964	€ 623

Average Split of Production Cost for Cement (2008 basis)

Energy	32%
Raw materials and consumables	29%
Production, labor and maintenance costs	28%
Depreciation	11%

Energy Cost Structure – Cement (2008 basis)

Electricity	41%
Coal	26%
Petcoke	11%
Natural gas	11%
Alternative fuels	6% (a)
Fuel oil	5%

(a) Alternative fuels represent 11% of total fuels used (ie excluding electricity)