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2013 Nine Month Results

- **November 6, 2013**

Skytrain station - Dubaï, UAE

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This document does not constitute an offer to sell, or a solicitation of an offer to buy Lafarge shares.

In order to have comparative information, and in accordance with IFRS, 2012 figures have been restated to reflect the application of the amendments of IAS 19.

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2013 Nine Month Results
Bruno Lafont

- November 6, 2013

Skytrain station - Dubaï, UAE

Introduction

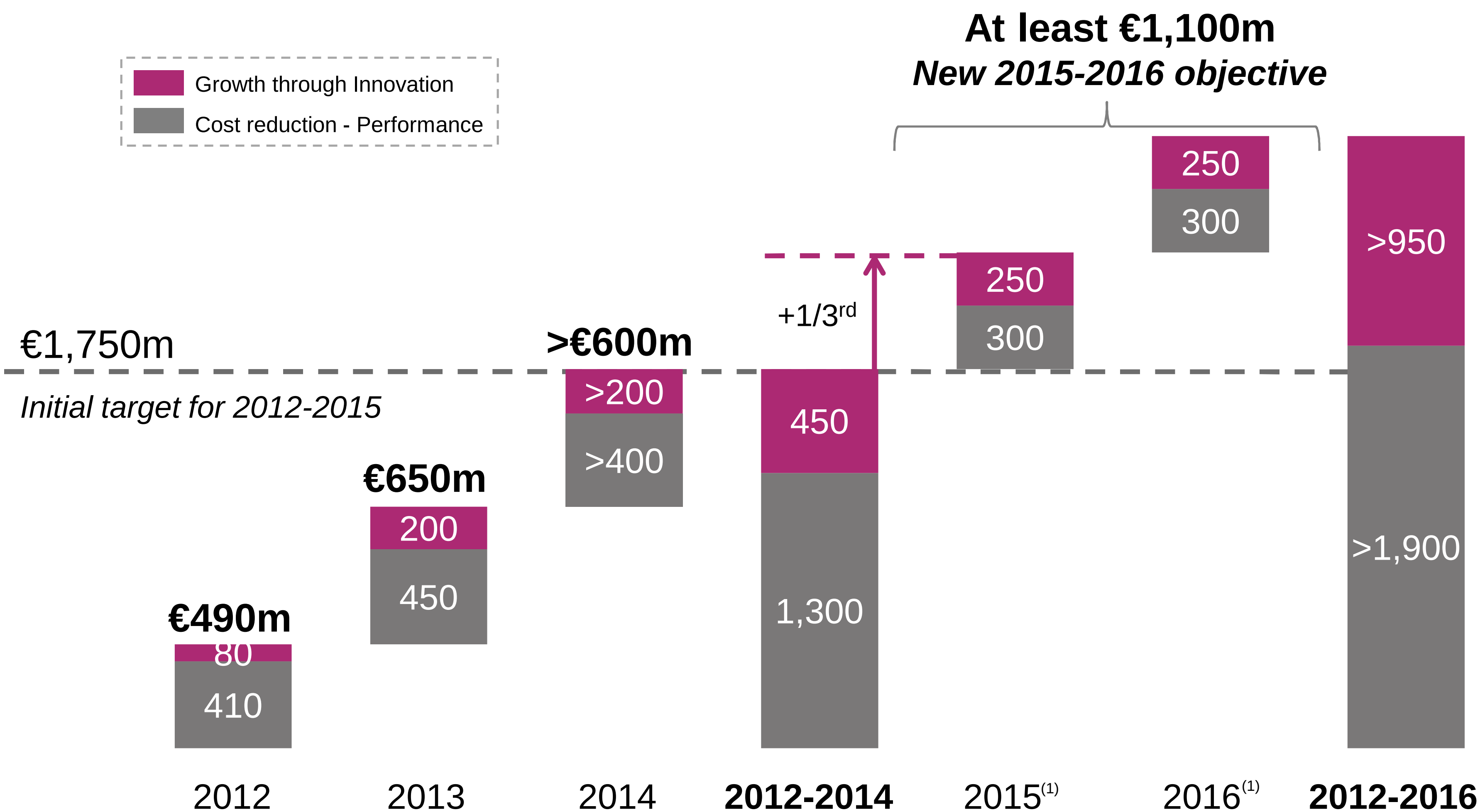
- **Third quarter showing an improving volume environment**
  - Continuing growth in emerging countries
  - US recovery materializing
  - Europe stabilizing at a low level

- **Progress on our cost reduction, innovation and net debt objectives on track with plan**
  - Confirm 2013 and 2014 objectives

- **New targets announced for cost reduction and innovation for 2015-2016**
  - At least €1.1 bn for 2015-2016, €0.6 bn from cost reductions, €0.5 bn from innovation

Building on Momentum

Initial 2012-2015 Plan Accelerated, Will be Completed by 2014; New 2-year Objectives = 2/3 of Initial 4-year Plan

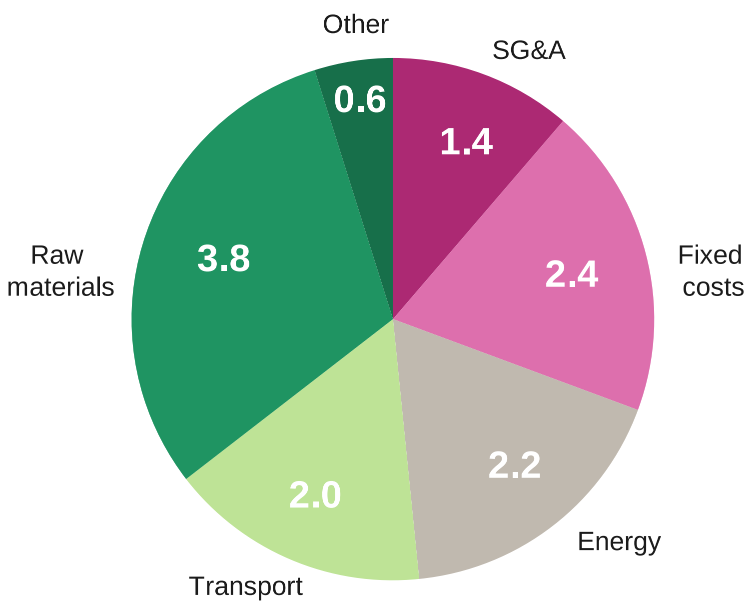


(1) Excluding joint-ventures

Drive Performance to Reduce Costs

Master Classical Domains and Seek New Territories

2012 Cash Cost Base: €12.4Bn



Split of the cost reduction program by lever	2012-2014 €1.3bn	2015-2016 > €0.6bn
SG&A Industrial Fixed Costs	35%	30%
Logistics Plant Efficiency Improvement & C/K	20%	20%
Other variable costs	20%	25%
Solid fuels & Alternative fuels Power	25%	25%

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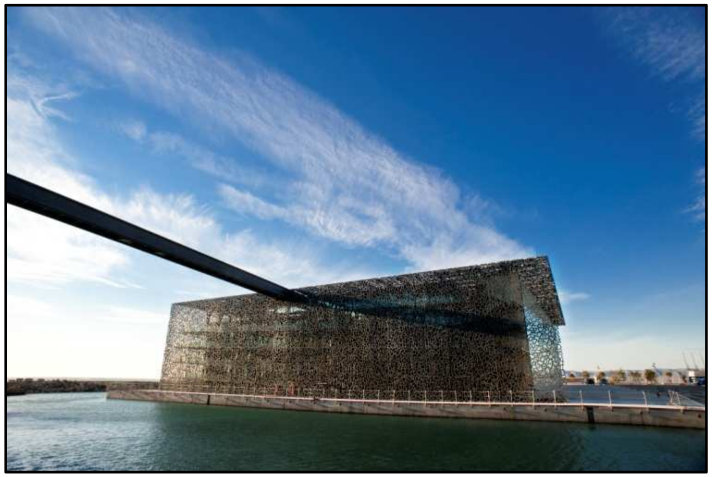
Grow Cash Generation through Innovation

Accelerate Time to Market and Focus on New Offers

CONTRIBUTION BY LEVER	2012-2014 €450M	2015-2016 > €500M
Products & Solutions	30%	40%
Market Segments	20%	20%
Services	30%	25%
Commercial excellence	20%	15%



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Driving Growth and Value Creation

- **Looking ahead, we will benefit from three organic growth drivers: continuing growth in emerging countries, accelerating growth through innovation and progressive recovery in mature markets**
  - We will capture this potential thanks to our competitive edge in innovation and our high-quality and well spread portfolio of assets

- **We will continue to apply the utmost discipline in terms of capital allocation**
  - Starts with strengthening our financial structure to be back to an investment grade status as soon as possible
  - Next, focus on dividend growth
  - Then, selectively invest in organic growth in our core markets

Our actions strive towards growth in sales, Cash Flows and Return on Capital Employed;

Our objective is to create sustainable value for our shareholders

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2013 Nine Month Results

Jean-Jacques Gauthier

- November 6, 2013

© Médiathèque Lafarge - Ignus Gerber

Skytrain station - Dubaï, UAE

Q3 Highlights

- **4% like for like EBITDA growth, supported by market recovery in the United States and solid growth in Middle East Africa and Asia**
  - Negative impact of foreign exchange rates, driving a 7% adverse non cash translational impact on Q3 EBITDA
  - €28M impact of destocking and absence of CO_2 sales (vs. €23M in Q3 2012)
- **Cost reduction and innovation measures accelerated in Q3, delivering €210M in the quarter, progressing on track with our full year objective**
- **Prices were firm sequentially from Q2 to Q3**
- **Strong net debt reduction achieved**
  - Net debt reduced by €1.3 billion compared to end September 2012 and by €0.9 billion in the quarter

Key Figures

	9 Months 2013	9 Months 2012	9 Months Variation	9 Months lfl	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter Variation	3rd Quarter lfl
Volumes								
Cement (MT)	101.9	106.3	-4%	-2%	*36.7*	*36.6*	*-*	*3%*
Pure aggregates (MT)	143.6	141.2	2%	-	*59.8*	*57.0*	*5%*	*5%*
Ready-Mix Concrete (Mm^3)	23.2	24.0	-3%	-1%	*8.2*	*8.3*	*-1%*	*1%*
Sales	**11,484**	**12,007**	**-4%**	**-**	***4,236***	***4,393***	***-4%***	***4%***
EBITDA	2,309	2,579	-10%	-3%	*1,007*	*1,066*	*-6%*	*4%*
EBITDA Margin	*20.1%*	*21.5%*	*-140bps*	*-20bps(1)*	*23.8%*	*24.3%*	*-50bps*	*+50bps(1)*
Current Operating Income	**1,546**	**1,822**	**-15%**	**-5%**	***755***	***810***	***-7%***	***5%***
Net income Group share (2)	388	282	38%		*304*	*303*	*-*	
Earnings per share (in €)	**1.35**	**0.98**	**38%**		***1.06***	***1.05***	**1%**	
Free cash flow	**360**	**211**	**71%**		***492***	***523***	***-6%***	
Net debt	10,944	12,202	-10%					

(1) Margins like-for-like are calculated excluding the carbon credit sales, and at constant scope and exchange rates
(2) Net income attributable to the owners of the parent company

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

Operational Review

Overview of EBITDA by Geographical Area

By geographical zone	9 Months 2013	9 Months 2012	9 Months Variation	9 Months lfl	*3rd Quarter 2013*	*3rd Quarter 2012*	*3rd Quarter Variation*	*3rd Quarter lfl*
North America	417	398	5%	21%	*288*	*270*	*7%*	*23%*
Western Europe (1)	260	401	-35%	-33%	*110*	*146*	*-25%*	*-26%*
Central & Eastern Europe (1)	151	214	-29%	-29%	*106*	*127*	*-17%*	*-16%*
Middle East and Africa	856	947	-10%	-3%	*306*	*301*	*2%*	*11%*
Latin America	185	211	-12%	-2%	*63*	*82*	*-23%*	*-6%*
Asia	440	408	8%	14%	*134*	*140*	*-4%*	*8%*
EBITDA (1)	**2,309**	**2,579**	**-10%**	**-3%**	***1,007***	***1,066***	***-6%***	***4%***

(1) Impacted by the absence of sales of carbon credits in 9M 2013:

	9M 2013 versus 9M 2012	Q3 2013 versus Q3 2012
Western Europe:	56 million euros lower proceeds	11 million euros lower proceeds
Central and Eastern Europe:	13 million euros lower proceeds	12 million euros lower proceeds
Group:	69 million euros lower proceeds	23 million euros lower proceeds

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North America

Visible Operating Leverage in Q3 as Volumes Recover

Volumes	9 Months 2013	9 Months 2012	9 Months Variation	9 Months lfl	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter Variation	3rd Quarter lfl
Cement (MT)	8.4	9.8	-14%	-4%	*4.0*	*4.1*	*-3%*	*8%*
Pure aggregates (MT)	68.8	72.5	-5%	1%	*32.0*	*31.9*	*-*	*7%*
Ready-Mix Concrete (Mm^3)	4.7	4.8	-3%	2%	*2.0*	*1.9*	*2%*	*7%*
Sales	**2,370**	**2,551**	-7%	4%	***1,111***	***1,156***	*-4%*	*10%*
EBITDA	**417**	**398**	5%	21%	***288***	***270***	*7%*	*23%*
EBITDA Margin	*17.6%*	*15.6%*	*200bps*		*25.9%*	*23.4%*	*250bps*	
Current Operating Income	300	249	20%	38%	*249*	*219*	*14%*	*28%*

- Volumes and prices were up in Q3 across all product lines, supporting a healthy 10% increase in sales at constant scope and exchange rates.
  - **In the United States**, prices remained firmly up in all product lines. Q3 volumes went solidly up, supported by the recovery in the residential segment and somewhat catching up after a first-half year impacted by particularly adverse weather in the Northeast region.
  - **In Canada**, volumes and prices increased in the quarter. Solid growth in Western Canada more than offset a market slowdown in Quebec.
- EBITDA increased 23% like-for-like in the quarter, benefiting from the operating leverage as volumes recover, as well as from higher prices and cost-saving and innovation measures, and despite the impact of reduction in inventories.

Western Europe

Cost-Cutting Initiatives in a Challenging Environment

	9 Months				3rd Quarter			
Volumes	**2013**	**2012**	**Variation**	**lfl**	***2013***	***2012***	***Variation***	***lfl***
Cement (MT)	10.6	12.5	-15%	-3%	*3.7*	*4.2*	*-11%*	*3%*
Pure aggregates (MT)	44.5	38.7	15%	-4%	*15.4*	*12.8*	*21%*	*3%*
Ready-Mix Concrete (Mm^3)	6.8	7.5	-8%	-6%	*2.3*	*2.5*	*-5%*	*-3%*
Sales	**2,454**	**2,433**	1%	-4%	***852***	***809***	*5%*	*1%*
EBITDA (1)	**260**	**401**	-35%	-33%	***110***	***146***	*-25%*	*-26%*
EBITDA Margin (1)	*10.6%*	*16.5%*	*-590bps*	*-250bps* (2)	*12.9%*	*18.0%*	*-510bps*	*-290bps* (2)
Current Operating Income (1)	67	259	-74%	-58%	*46*	*98*	*-53%*	*-43%*

- Overall, volume trends continued to ease in the third quarter despite contrasted market conditions.
  - **In France,** Q3 volumes were resilient, with relatively better market trends.
  - **In the UK**, our sales went up in the quarter with improved volume and a higher proportion of Aggregates and Asphalt and Paving sales from the assets contributed to the JV by Tarmac.
  - Activity in **Spain and Greece** remains affected by the challenging economic environment, and mitigating actions, such as innovation or development of exports, continued to be promoted. In Greece, domestic volumes stabilized in the quarter compared to last year.
- Q3 EBITDA was down like-for-like in the quarter, affected by lower carbon credit sales. Cost-cutting initiatives partially mitigated the combined effect of cost inflation and adverse cost phasing.

(1) Impacted by lower carbon credit sales: 56 million euros versus the first nine months of 2012,
11 million euros versus the third quarter 2012

(2) Margins like-for-like are calculated excluding the carbon credit sales, and at constant scope and exchange rates

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Central and Eastern Europe

Limited Infrastructure Spending Weighed on Volumes

	9 Months				3rd Quarter			
Volumes	**2013**	**2012**	**Variation**	**lfl**	***2013***	***2012***	***Variation***	***lfl***
Cement (MT)	9.8	10.4	-6%	-6%	*4.4*	*4.5*	*-3%*	*-3%*
Pure aggregates (MT)	15.1	16.6	-9%	-9%	*7.2*	*7.5*	*-3%*	*-4%*
Ready-Mix Concrete (Mm^3)	1.2	1.2	1%	1%	*0.6*	*0.5*	*18%*	*18%*
Sales	**887**	**989**	-10%	-9%	***399***	***428***	*-7%*	*-5%*
EBITDA (1)	**151**	**214**	-29%	-29%	***106***	***127***	*-17%*	*-16%*
EBITDA Margin (1)	*17.0%*	*21.6%*	*-460bps*	*-350bps*(2)	*26.6%*	*29.7%*	*-310bps*	*-70bps*(2)
Current Operating Income (1)	85	154	-45%	-44%	*84*	*107*	*-21%*	*-21%*

- Sales declines eased in the third quarter, with limited infrastructure spending as a result of lower EU funds available in Poland and Romania but normalized comparables.
  - **In Poland,** cement volumes were down 1%, stabilizing after the strong decline seen in H1.
  - **In Russia**, market trends were positive, but cement volumes were affected by a competitive environment.
  - **In Romania,** cement volumes dropped 14% in the quarter, impacted by lower infrastructure spending and competitive environment.
- Excluding carbon credit sales, EBITDA decrease was limited in the quarter as cost-saving and innovation measures mitigated the impact of lower volumes and an adverse effect of destocking.

(1) Impacted by lower carbon credit sales: 13 million euros versus the first nine months of 2012, 12 million euros versus the third quarter 2012

(2) Margins like-for-like are calculated excluding the carbon credit sales, and at constant scope and exchange rates

Middle East and Africa

Solid Performance with Higher Pricing and Self-Help Measures

	9 Months				3rd Quarter			
Volumes	**2013**	**2012**	**Variation**	**lfl**	***2013***	***2012***	***Variation***	***lfl***
Cement (MT)	32.6	34.2	-5%	-6% (1)	*11.2*	*10.8*	*4%*	*1% (1)*
Pure aggregates (MT)	6.7	6.6	2%	3%	*2.3*	*2.2*	*4%*	*5%*
Ready-Mix Concrete (Mm³)	5.2	5.2	-1%	-1%	*1.7*	*1.7*	*-2%*	*-2%*
Sales	**3,032**	**3,266**	-7%	-	***1,015***	***1,070***	*-5%*	*4%*
EBITDA	**856**	**947**	-10%	-3%	***306***	***301***	*2%*	*11%*
EBITDA Margin	*28.2%*	*29.0%*	*-80bps*		*30.1%*	*28.1%*	*200bps*	
Current Operating Income	625	700	-11%	-5%	*229*	*216*	*6%*	*15%*

- Sales were up 4% in Q3, when excluding the 9% adverse impact of FX, with contrasted trends in the region.
  - **Nigeria** benefited from strong market trends, with cement volumes up 14% in the quarter. This more than offset the impact of the price adjustment in this country.
  - **In Algeria**, cement volumes improved 5% in Q3 and higher prices were generated by the development of new cement products.
  - **In Egypt,** the impact of gas shortage started to ease in the third quarter as we progressively substitute other fuels to gas. Prices were increased in response to high cost inflation.
  - **In Morocco**, cement volumes stabilized in Q3, while prices were positive.
  - **In Iraq,** where cement demand continues to be strong, sales were impacted by the competitive environment.
- Q3 EBITDA was up 11% like-for-like, with robust volumes in Nigeria, Algeria and South Africa, strong cost-saving and innovation measures and higher pricing in many countries in response to significant cost inflation.

LAFARGE (1) Domestic only

Latin America

Positive Market Trends in a Strong Inflation Environment

Volumes	9 Months 2013	9 Months 2012	9 Months Variation	9 Months lfl	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter Variation	3rd Quarter lfl
Cement (MT)	6.8	6.9	-1%	1%	*2.3*	*2.4*	*-3%*	*3%*
Pure aggregates (MT)	2.0	2.1	-5%	-5%	*0.8*	*0.8*	*-2%*	*-2%*
Ready-Mix Concrete (Mm^3)	0.9	0.8	7%	7%	*0.3*	*0.3*	*6%*	*6%*
Sales	**677**	**729**	**-7%**	**4%**	***221***	***255***	***-13%***	***5%***
EBITDA	**185**	**211**	**-12%**	**-2%**	***63***	***82***	***-23%***	***-6%***
EBITDA Margin	*27.3%*	*28.9%*	*-160bps*		*28.5%*	*32.2%*	*-370bps*	
Current Operating Income	156	180	-13%	-3%	*55*	*72*	*-24%*	*-9%*

- Sales were significantly affected by the devaluation of the Brazilian real, and were up 5% like-for-like in the quarter, with higher prices and volumes.
  - **In Brazil,** cement volumes were positive, up 3% in the quarter, with contrasted pricing gains by region in response to significant cost inflation.
  - **In Ecuador,** market trends were solid, with higher prices and cement volumes.
- EBITDA was down 6% like-for-like in the quarter, as cost savings and innovation actions could not fully offset the impact of sustained cost inflation and reduction of inventories.

Asia

Positive Market Trends and Earnings Growth; Negative Forex

Volumes	9 Months 2013	9 Months 2012	Variation	lfl	3rd Quarter 2013	3rd Quarter 2012	Variation	lfl
Cement (MT)	33.7	32.5	3%	3%	*11.1*	*10.6*	*4%*	*4%*
Pure aggregates (MT)	6.5	4.7	37%	36%	*2.1*	*1.8*	*13%*	*13%*
Ready-Mix Concrete (Mm^3)	4.4	4.5	-1%	4%	*1.3*	*1.4*	*-6%*	*-6%*
Sales	**2,064**	**2,039**	**1%**	**6%**	***638***	***675***	***-5%***	***5%***
EBITDA	**440**	**408**	**8%**	**14%**	***134***	***140***	***-4%***	***8%***
EBITDA Margin	*21.3%*	*20.0%*	*130bps*		*21.0%*	*20.7%*	*30bps*	
Current Operating Income	313	280	12%	19%	*92*	*98*	*-6%*	*9%*

- Q3 sales were up 5% like-for-like, with pricing gains in response to cost inflation and higher volumes.
  - **In China,** our cement volumes were stable in the quarter ; prices increased in Sichuan and Guizhou, and were still affected by the competitive environment in Yunnan and ChongQing.
  - **In India,** our Q3 cement sales volumes rose 5%, supporting sales improvement.
  - **The Philippines** benefited from strong market trends, with volumes and prices solidly rising.
  - **In Malaysia,** price gains advanced in Q3 offset the slight drop experienced in volumes.
  - **In South Korea**, improved market trends supported volume growth in the quarter.
- The devaluation of several currencies of the region against the euro reduced Q3 EBITDA by 12%. At constant scope and exchange rates, EBITDA increased 8%, supported by volume growth, pricing gains and visible impact of cost cutting and innovation measures.

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Net Income


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

Net Income

€m	9 Months 2013	9 Months 2012	3rd Quarter 2013	3rd Quarter 2012
EBITDA	**2,309**	**2,579**	***1,007***	***1,066***
Depreciation	(763)	(757)	*(252)*	*(256)*
Current Operating Income	**1,546**	**1,822**	***755***	***810***
Other income (expenses)	(103)	(387)	*(20)*	*(48)*
Net financial costs	(792)	(806)	*(279)*	*(262)*
Income from associates	5	11	*1*	*1*
Income taxes	(188)	(216)	*(128)*	*(146)*
Income from discontinued operations	47	8	*26*	*11*
Non-controlling interests	(127)	(150)	*(51)*	*(63)*
Net income Group Share (1)	**388**	**282**	***304***	***303***

(1) Net income attributable to the owners of the parent company

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Cash Flow and Debt Highlights

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

Cash Flow

€m	9 Months 2013	9 Months 2012	*3rd Quarter 2013*	*3rd Quarter 2012*
Cash flow from operations	1,070	1,323	*631*	*723*
Change in working capital	(491)	(930)	*(45)*	*(128)*
Sustaining capex	(219)	(182)	*(94)*	*(72)*
Free cash flow	**360**	**211**	***492***	***523***
Development investments (1)	(544) (3)	(308)	*(143)* (3)	*(120)*
Divestments (2)	1,048 (3)	117	*867* (3)	*45*
Cash flow after investments	**864**	**20**	***1,216***	***448***
Dividends	(481)	(269)	*(333)*	*(174)*
Equity issuance (repurchase)	3	9	*1*	*-*
Currency fluctuation impact	(25)	(35)	*(29)*	*48*
Change in fair value	(8)	14	*23*	*8*
Others	20	33	*59*	*18*
Net debt reduction (increase)	**373**	**(228)**	***937***	***348***
Net debt at the beginning of period	11,317	11,974	*11,881*	*12,550*
Net debt at period end	**10,944**	**12,202**	***10,944***	***12,202***

(1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
The acquisitions of ownership interests with no gain of control represented €2m in 9M 2013 and €37m in 9M 2012, excluding puts, already recorded as debt, exercised in the period (excluding a €28m put exercised in the second quarter 2012).

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

(3) The 0.2 billion euros of capital injection in 2013 of our new partner in India to finance new projects is included in the divestments, and the “development investments” include the related CAPEX

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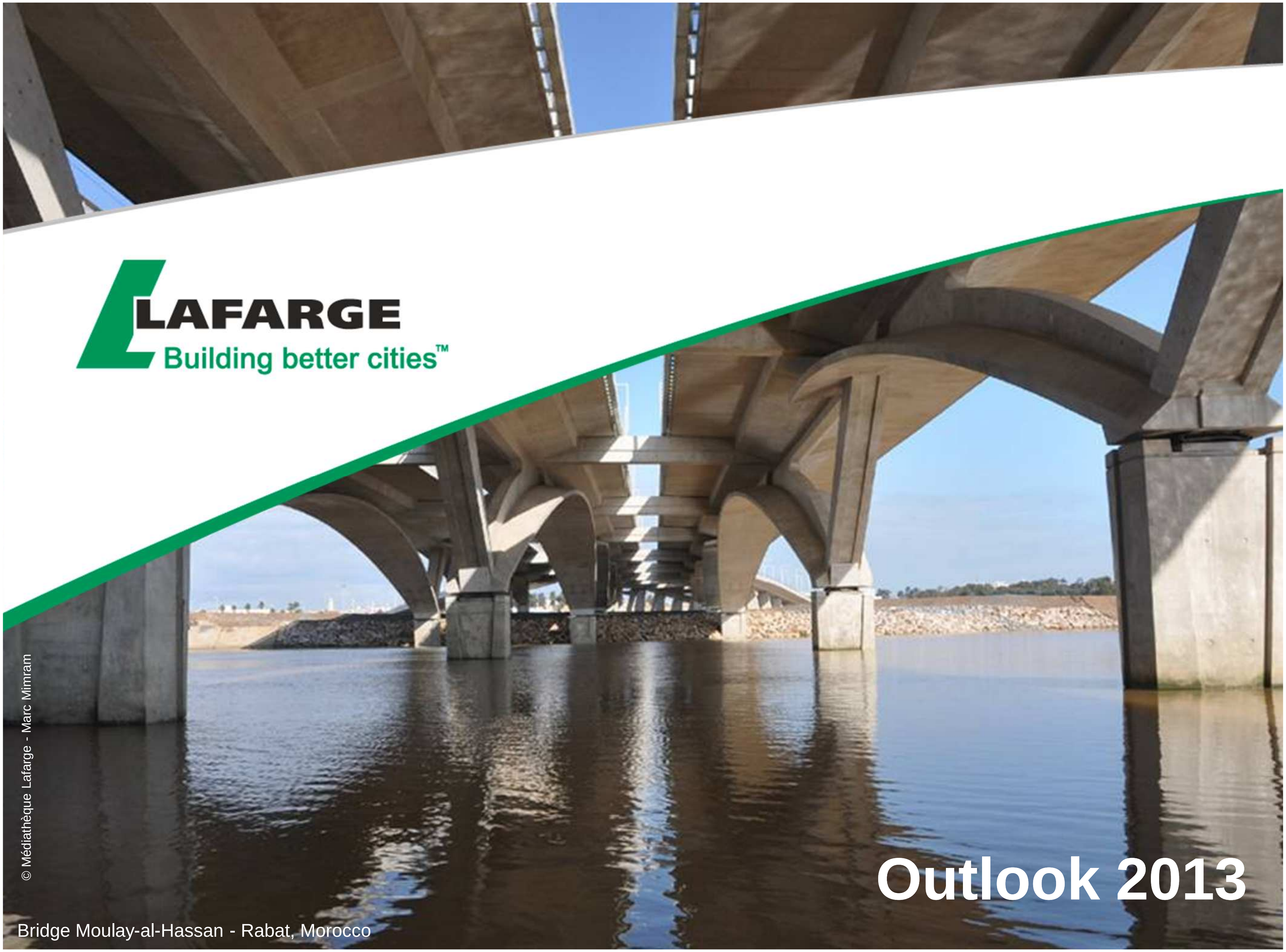

Outlook 2013

Bridge Moulay-al-Hassan - Rabat, Morocco

2013 Outlook – Market* Overview

Cement

	Volumes (%)	Price	Highlights
North America	-1 to 2	+	Positive trends in the US residential sector and in the oil industry in Canada, but adverse weather in H1 limits growth.
Western Europe	-7 to -4	=/+	Markets impacted by austerity measures and slow economic growth
Central and Eastern Europe	-3 to 0	=/+	Contrasted trends, with Poland and Romania market volumes down while most other markets should grow
Middle East and Africa	3 to 6	+	Solid market growth expected in most emerging markets
Latin America	2 to 5	+	
Asia	3 to 6	+	
Overall	**0 to 3**	**+**	**Growth in all regions outside Europe, with pricing gains in most countries**

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

2013 Outlook – Other Elements

- 1% energy cost increase (0.2 euro per tonne)
- Acceleration of our Cost reduction and Innovation plan with:
  - Cost reduction: €450M
  - Innovation: €200M
- Cost of debt (gross): 6.2%
- Tax rate: 30%
- Capital expenditures: €0.9Bn(1) for 2013, net of third-party financing
- We will continue to pursue further value creative divestments in 2013

(1) Net of third-party financing of specific projects , such as the new partner's capital injection in India completed in Q3 2013

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Conclusion

Skytrain station - Dubaï, UAE

Bridge Moulay-al-Hassan - Rabat, Morocco

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I. Other Information

Outlook 2013 – Market Overview

2013 Outlook – Market [1] overview

Cement

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

	Market Volumes (%)
Middle East and Africa	**3 to 6**
Algeria	7 to 10
Egypt	-3 to 0
Iraq	7 to 10
Kenya	4 to 7
Morocco	-6 to -3
Nigeria	12 to 15
South Africa	2 to 5
Asia	**3 to 6**
China [1]	4 to 7
India [1]	4 to 7
Indonesia [1]	2 to 5
Malaysia	1 to 4
Philippines	6 to 9
South Korea	-1 to 2
Overall	**0 to 3**

(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 and 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

Scope and Foreign Exchange Effects

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

Sales by Geographical Area

Scope and Foreign Exchange Effects

In million euros	9 Months					
	2013	**2012**	Variation	Scope	FX effect	lfl
North America	2,370	2,551	-7%	-7%	-4%	4%
Western Europe	2,454	2,433	1%	5%	-	-4%
Central and Eastern Europe	887	989	-10%	-	-1%	-9%
Middle East and Africa	3,032	3,266	-7%	-	-7%	-
Latin America	677	729	-7%	-1%	-10%	4%
Asia	2,064	2,039	1%	-	-5%	6%
TOTAL	**11,484**	**12,007**	**-4.4%**	**-0.5%**	**-4.4%**	**0.5%**

EBITDA by Geographical Area

Scope and Foreign Exchange Effects

In million euros	9 Months					
	2013	**2012**	Variation	Scope	FX effect	lfl
North America	417	398	5%	-11%	-5%	21%
Western Europe (1)	260	401	-35%	-2%	-	-33%
Central and Eastern Europe (1)	151	214	-29%	-	-	-29%
Middle East and Africa	856	947	-10%	-	-7%	-3%
Latin America	185	211	-12%	-2%	-8%	-2%
Asia	440	408	8%	-	-6%	14%
TOTAL (1)	**2,309**	**2,579**	**-10%**	**-2%**	**-5%**	**-3%**

(1) Impacted by the absence of sales of carbon credits in 9M 2013:

	9M 2013 versus 9M 2012	**Q3 2013 versus Q3 2012**
Western Europe:	56 million euros lower proceeds	11 million euros lower proceeds
Central and Eastern Europe:	13 million euros lower proceeds	12 million euros lower proceeds
Group:	69 million euros lower proceeds	23 million euros lower proceeds

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II. Other information

Information per Activity

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

Cement

	9 Months				3rd Quarter			
	2013	2012	Variation	lfl	2013	2012	Variation	lfl
Volumes Cement (MT)	101.9	106.3	-4%	-2%	*36.7*	*36.6*	*-*	*3%*
EBITDA Margin	25.4%	26.6%	-120bps	flat [(1)]	*28.9%*	*29.4%*	*-50bps*	*60bps [(1)]*

By geographical zone	9 Months				3rd Quarter			
	2013	2012	Variation	lfl	2013	2012	Variation	lfl
Sales	**7,834**	**8,440**	**-7%**	**-**	***2,790***	***2,970***	***-6%***	***5%***
North America	956	1,060	-10%	2%	*444*	*450*	*-1%*	*14%*
Western Europe	1,084	1,284	-16%	-6%	*376*	*428*	*-12%*	*1%*
Central and Eastern Europe	709	772	-8%	-7%	*313*	*333*	*-6%*	*-4%*
Middle East and Africa	2,636	2,853	-8%	-1%	*886*	*927*	*-4%*	*5%*
Latin America	598	649	-8%	3%	*193*	*225*	*-14%*	*5%*
Asia	1,851	1,822	2%	6%	*578*	*607*	*-5%*	*5%*
EBITDA [(1)]	**1,988**	**2,243**	**-11%**	**-3%**	***807***	***872***	***-7%***	***4%***
North America	218	206	6%	27%	*145*	*127*	*14%*	*37%*
Western Europe	187	318	-41%	-31%	*81*	*122*	*-34%*	*-22%*
Central and Eastern Europe	143	197	-27%	-27%	*94*	*116*	*-19%*	*-17%*
Middle East and Africa	822	917	-10%	-4%	*292*	*291*	*-*	*9%*
Latin America	182	198	-8%	2%	*61*	*76*	*-20%*	*-3%*
Asia	436	407	7%	13%	*134*	*140*	*-4%*	*7%*

(1) Impacted by lower carbon credit sales: 69 million euros versus the first nine months of 2012, and 23 million euros in Q3
Margins like-for-like are calculated excluding the carbon credit sales, and at constant scope and exchange rates

Aggregates and Concrete

	9 Months				*3rd Quarter*			
	2013	**2012**	**Variation**	**lfl**	***2013***	***2012***	***Variation***	***lfl***
Volumes Pure Aggregates (MT)	143.6	141.2	2%	-	*59.8*	*57.0*	*5%*	*5%*
Volumes Ready-Mix (Mm^3)	23.2	24.0	-3%	-1%	*8.2*	*8.3*	*-1%*	*1%*
Sales (€m)	4,116	4,051	2%	2%	*1,632*	*1,601*	*2%*	*5%*
EBITDA	324	336	-4%	-1%	*210*	*202*	*4%*	*7%*
EBITDA Margin	7.9%	8.3%	-40bps		*12.9%*	*12.6%*	*30bps*	

Aggregates and Other Related Activities

	9 Months 2013	9 Months 2012	9 Months Variation	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter Variation
EBITDA Margin	10.4%	11.2%	-80bps	*16.8%*	*16.9%*	*-10bps*

By geographical zone	9 Months 2013	9 Months 2012	9 Months Variation	9 Months Ifl	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter Variation	3rd Quarter Ifl
Sales	**2,256**	**2,099**	**7%**	**1%**	***961***	***900***	***7%***	***6%***
Out of which Pure aggregates	*1,779*	*1,768*	*1%*	-	*725*	*722*	-	*4%*
North America	780	836	-7%	2%	*361*	*385*	*-6%*	*6%*
Western Europe	690	596	16%	-1%	*239*	*201*	*19%*	*3%*
Other	309	336	-8%	-3%	*125*	*136*	*-8%*	-
EBITDA	**235**	**235**	**-**	**-**	***161***	***152***	***6%***	***9%***
Out of which Pure aggregates	209	*213*	-2%	-	*129*	*122*	*6%*	*12%*
North America	108	107	1%	15%	*79*	*77*	*3%*	*15%*
Western Europe	74	70	6%	-15%	*34*	*27*	*26%*	*13%*
Other	27	36	-25%	-16%	*16*	*18*	*-11%*	*-1%*

Ready-Mix Concrete and Concrete Products

	9 Months			3rd Quarter		
	2013	2012	Variation		2012	Variation
EBITDA Margin	4.1%	4.5%	-40bps	6.3%	6.2%	10bps

	9 Months				3rd Quarter			
By geographical zone	2013	2012	Variation	lfl	2013	2012	Variation	lfl
Sales	**2,153**	**2,243**	**-4%**	**3%**	**781**	**812**	**-4%**	**5%**
Out of which ready-mix concrete	*2,061*	*2,143*	*-4%*	*3%*	743	770	-4%	5%
North America	613	610	-	9%	260	257	1%	14%
Western Europe	735	788	-7%	-4%	247	259	-5%	-2%
Other	713	745	-4%	4%	236	254	-7%	4%
EBITDA	**89**	**101**	-12%	-4%	**49**	**50**	-2%	2%
Out of which ready-mix concrete	*68*	*80*	*-15%*	*-5%*	38	39	-3%	4%
North America	33	32	3%	17%	24	23	4%	17%
Western Europe	19	22	-14%	-7%	8	7	14%	-6%
Other	16	26	-38%	-30%	6	9	-33%	-20%

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II. Other information

Sales variances for a selection of countries

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

YTD Like-for-Like Sales Variance – Cement

Analysis by Region and Major Market as at Sept. 30, 2013	Volume effect	Other effects (1)	Activity variation vs. 2012
North America	**-4.4%**	**6.5%**	**2.1%**
United States	-5.5%	5.0%	-0.5%
Canada	-2.8%	5.9%	3.1%
Western Europe	**-3.5%**	**-2.0%**	**-5.5%**
France	-2.6%	-2.3%(2)	-4.9%
United Kingdom	8.3%	-5.2%	3.1%
Spain	-3.4%	-12.9%(3)	-16.3%
Greece	-12.3%	-2.5%	-14.8%
Central and Eastern Europe	**-6.3%**	**-1.1%**	**-7.4%**
Poland	-8.5%	-0.1%	-8.6%
Romania	-15.7%	0.7%	-15.0%
Russia	-7.1%	-5.0%	-12.1%
Middle East and Africa	**-6.5%**	**5.9%(4)**	**-0.6%**
Algeria	0.1%	8.7%	8.8%
Egypt	-27.0%	13.1%	-13.9%
Iraq	6.6%	-12.2%	-5.6%
Kenya	-5.9%	0.4%	-5.5%
Morocco	-7.9%	6.8%	-1.1%
Nigeria	11.0%	-5.3%	5.7%
South Africa	1.9%	4.4%	6.3%
Latin America	**1.4%**	**1.9%**	**3.3%**
Brazil	0.5%	2.1%	2.6%
Ecuador	8.3%	3.7%	12.0%
Asia	**3.2%**	**2.3%**	**5.5%**
China	2.4%	-1.1%	1.3%
India	2.9%	4.9%	7.8%
Indonesia	-0.8%	3.6%	2.8%
Malaysia	0.4%	-2.3%	-1.9%
Philippines	12.0%	8.8%	20.8%
South Korea	2.1%	0.8%	2.9%
Cement domestic markets	**-2.2%**	**2.3%**	**0.1%**

(1) Other effects: including price effects, product and customer mix effects
(2) Grey cement price variation: up 1% sequentially from Q4 2012 in France
(3) Spain volumes and prices strongly impacted by a higher proportion of clinker sales – grey cement prices flat versus Q4 levels
(4) Out of which pure price effect : 2%

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YTD Like-for-Like Sales Variance

Aggregates and Concrete

Analysis by Major Market as at Sept. 30, 2013	Volume effect	Other effects (1)	Activity variation vs. 2012
Pure Aggregates	**-0.2%**	**0.3%**	**0.1%**
France	-3.1%	1.1%	-2.0%
United Kingdom	11.9%	-1.9%	10.0%
Poland	-10.7%	-7.8%	-18.5%
United States	0.5%	0.1%	0.6%
Canada	1.4%	1.5%	2.9%
South Africa	7.6%	3.1%	10.7%
Ready-mix Concrete	**-0.7%**	**3.4%**	**2.7%**
France	-4.2%	1.4%	-2.8%
United Kingdom	41.2%	-5.5%	35.7%
United States	-2.2%	5.1%	2.9%
Canada	3.3%	6.8%	10.1%
South Africa	18.0%	8.8%	26.8%
India	-9.8%	4.8%	-5.0%

(1) Other effects: including price effects, product and customer mix effects

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VI. Other Information

Income statement

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

Other Income (Expenses)

€m	9 Months 2013	9 Months 2012	3rd Quarter 2013	3rd Quarter 2012
Net gains (losses) on disposals	91	41	*45*	*(3)*
Impairment of assets	(55)	(183)	*(27)*	*(13)*
Restructuring	(103)	(164)	*(27)*	*(16)*
Others	(36)	(81)	*(11)*	*(16)*
Total	**(103)**	**(387)**	***(20)***	***(48)***

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Finance Costs and Average Interest Rate

€m	9 Months 2013	9 Months 2012	3rd Quarter 2013	3rd Quarter 2012
Financial charges on net debt	(617)	(663)	*(206)*	*(226)*
Foreign exchange	(65)	(19)	*(36)*	*6*
Others	(110)	(124)	*(37)*	*(42)*
Total	**(792)**	**(806)**	**(279)**	***(262)***

Average interest rate		September 30, 2013			December 31, 2012		
			Interest rate			Interest rate	
			Spot	Average		Spot	Average
Total gross debt [1]		**€14.4Bn**	**6.3%**	**6.2%**	**€14.0Bn**	**6.4%**	**6.2%**
Of which:	*Fixed rate*	*71%*	*7.7%*		*79%*	*7.1%*	
	Floating rate	*29%*	*3.0%*		*21%*	*3.8%*	

(1) Excluding puts and derivative instruments : negligible as at September 30, 2013 and December 31, 2012

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VI. Other Information

Statement of Financial Position & Cash Flow Statement

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

Statement of Financial position

€m	Sept. 30, 2013	Dec. 31, 2012
Capital Employed	*28,921*	28,657
Out of which:		
Goodwill	*11,765*	*12,184*
Prop, plant & equip.	*15,010*	*14,992*
Working Capital	*953*	*391*
Other	*1,193*	*1,090*
Financial assets	735	698
Net assets held for sale (1)	-	1,892
Total	**29,656**	**31,247**

€m	Sept. 30, 2013	Dec. 31, 2012
Equity	*16,666*	17,748
Out of which:		
Equity attributable to the owners of the parent company	*14,639*	*15,666*
Non controlling interests	*2,027*	*2,082*
Net debt	10,944	11,317
Provisions	2,046	2,182
Total	**29,656**	**31,247**

(1) Following the announcement on February 18, 2011 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 to be contributed to this joint venture have been grouped in the consolidated statement of financial position on the lines "Assets held for sale" and "Liabilities associated with assets held for sale", respectively. The completion of this transaction was announced on January 7, 2013, and assets and liabilities of the joint-venture were proportionately consolidated thereon.
In addition, in 2012, the net assets held for sales also comprised the Gypsum activities in North America, as discontinued operations. They were divested in the course of the third quarter 2013.

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Investments and Divestments

€m	9 Months 2013	9 Months 2012	*3rd Quarter 2013*	*3rd Quarter 2012*
Sustaining capital expenditures	(219)	(182)	*(94)*	*(72)*
Development capital expenditures	(524) (3)	(305)	*(142)* (3)	*(104)*
Acquisitions (1)	(20)	(3)	*(1)*	*(16)*
Capital expenditures	**(763)** (3)	**(490)**	***(237)*** (3)	***(192)***
Divestments (2)	**1,048** (3)	**117**	***867*** (3)	***45***

(1) Including net debt acquired and the acquisitions of ownership interests with no gain of control.
The acquisitions of ownership interests with no gain of control represented €2m in 9M 2013 and €37m in 9M 2012, excluding puts, already recorded as debt, exercised in the period (excluding a €28m put exercised in the second quarter 2012).

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

(3) The 0.2 billion euros of capital injection in 2013 of our new partner in India to finance new projects is included in the divestments, and the capital expenditures include the related CAPEX

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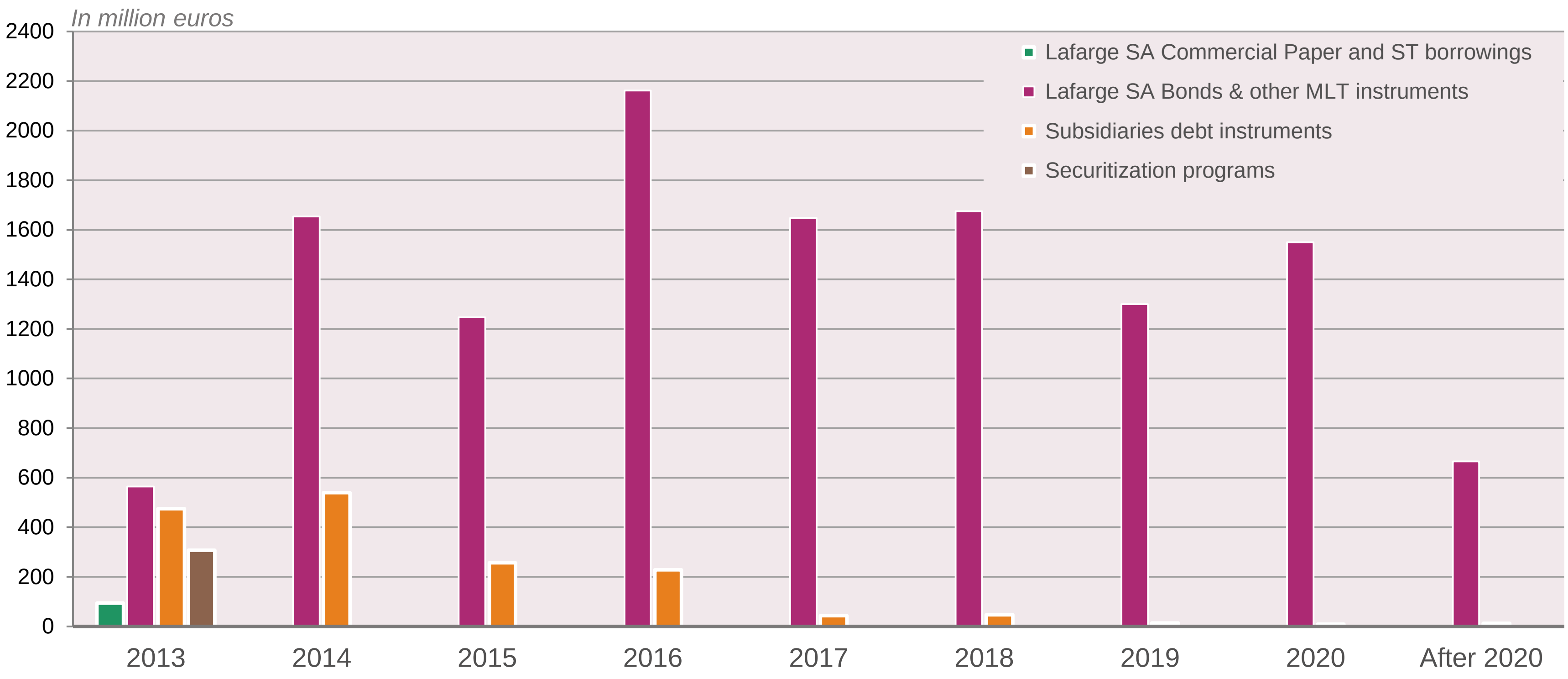
Balanced Debt Maturity Schedule

Average maturity of gross debt is 4 years and 2 months

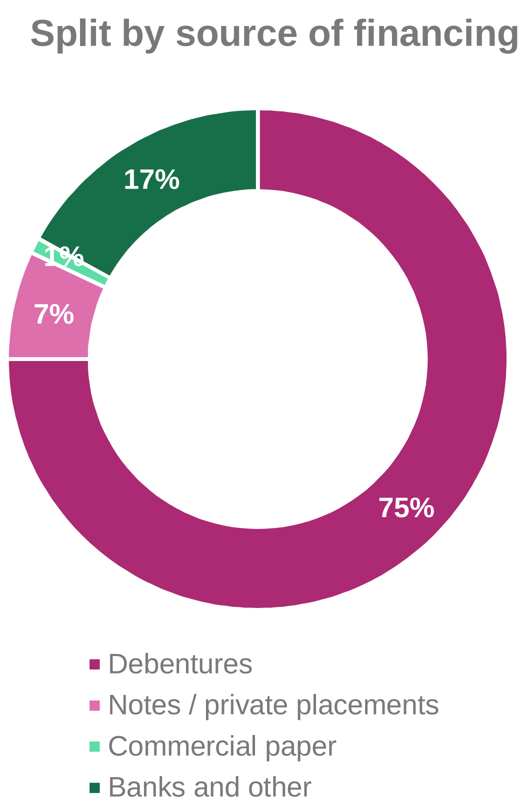
As at September 30, 2013 (1)

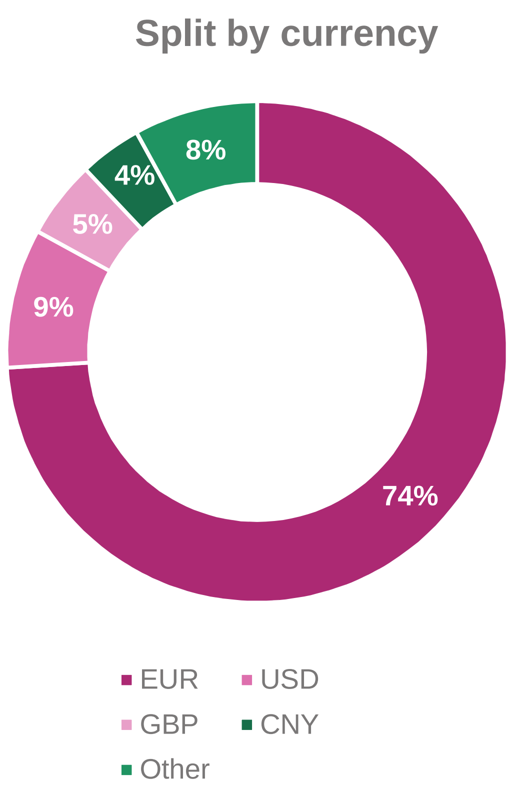


(1) Excluding puts on shares and derivatives instruments

Gross Debt [1] by Currency and by Source of Financing

As at September 30, 2013





Total Gross Debt [1]: **€14.4 Bn**

(1) Excluding puts on shares and derivatives instruments

Strong Liquidity Backed by Well Balanced Committed Credit Lines

Lafarge SA committed credit lines of 3.5 billion euros with average maturity of 2.2 years

€bn, as at September 30, 2013	Amount	2013	2014	2015	2016	2017	2018
Syndicated committed credit lines	1.2	-	-	1.2	-	-	-
Bilateral committed credit lines	2.3	-	0.1	1.0	0.7	0.3	0.2
Cash and cash equivalent	3.5						
Total sources of liquidity	**7.0**						

Short- term debt and short-term portion of long-term debt	3.3
Credit line drawn as of September 30, 2013 (1)	-
Overnights debt and commercial papers (1)	0.1
Total Available liquidity	**3.6**

(1) Classified as long-term in the Group's Statement of Financial Position, as they can be refinanced on a medium and long-term basis through the committed credit lines.

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/business line 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 or used by continuing operations less sustaining capital expenditures
Like-for-Like variation	Variation at constant scope and exchange rates
Strict Working Capital	Trade receivables plus inventories less trade payables
Strict Working Capital in days sales	$\frac{\text{Strict Working Capital end of N * 90 days}}{\text{Sales of the last quarter}}$