



# FIRST QUARTER RESULTS 2015

## 3M 2015 Milestones

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- Like-for-like operating profit adjusted<sup>1</sup> increases by 2.2% and the operating profit margin adjusted<sup>1</sup> improves to 7.7%
- Group cement pricing up 4% led by Latin America, North America and Asia Pacific
- Holcim Leadership Journey contribution of CHF 85 million
- Cement volumes up in North and Latin America, partly offset by declines in other Group regions on tough 3M 2014 comparison
- Cash from operating activities improved 12.1%; net financial debt down CHF 370 million year on year at CHF 9.7 billion
- Divestment of Siam City Cement yielding a pre-tax profit of CHF 371 million
- Merger with Lafarge on track for July 2015 closing on revised terms; divestment of assets to CRH received EU clearance
- 2015 like-for-like operating profit guidance of between CHF 2.7 and 2.9 billion confirmed<sup>2</sup>

<sup>1</sup> excluding merger related cost of CHF 44 million in 3M 2015

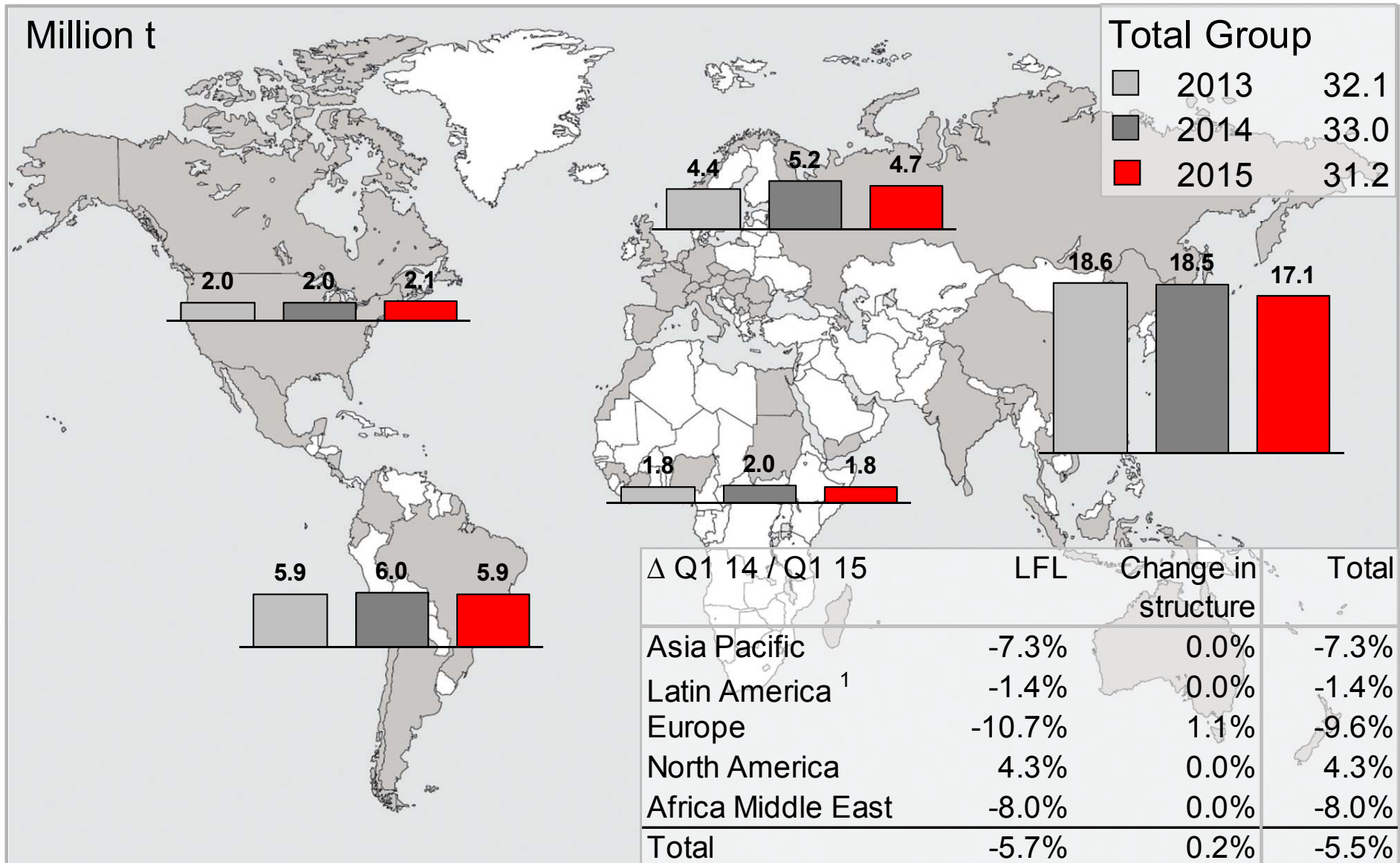
<sup>2</sup> on a stand alone basis and in no connection with the proposed merger with Lafarge, like-for-like and adjusted for merger related costs

# Key financial figures

Million CHF (if not otherwise stated)	Full year	1st Quarter		+/-			Total
	2014	2014	2015	LFL	CIS	FX	
Sales volumes							
- Cement (mt)	140.3	33.0	31.2	-5.7%	0.2%		-5.5%
- Aggregates (mt)	153.1	29.2	29.5	-4.0%	5.2%		1.2%
- Ready-mix (mm <sup>3</sup> )	37.0	8.2	8.0	-5.8%	3.8%		-2.0%
Net sales	19,110	4,088	3,972	-1.6%	1.0%	-2.2%	-2.8%
Operating EBITDA	3,747	617	593	-4.0%	-0.9%	1.0%	-3.9%
Operating EBITDA adjusted <sup>1</sup>	3,885	617	637	3.1%	-0.9%	1.0%	3.3%
Operating profit	2,317	295	261	-12.7%	-4.8%	6.0%	-11.5%
Operating profit adjusted <sup>1</sup>	2,466	295	306	2.2%	-4.8%	6.0%	3.5%
Net income	1,619	179	378				111.8%
Net income - shareholders of Holcim Ltd	1,287	80	310				289.3%
Cash flow from operating activities	2,498	-243	-214	16.1%	-10.5%	6.5%	12.1%
EPS in CHF	3.95	0.24	0.95				295.8%

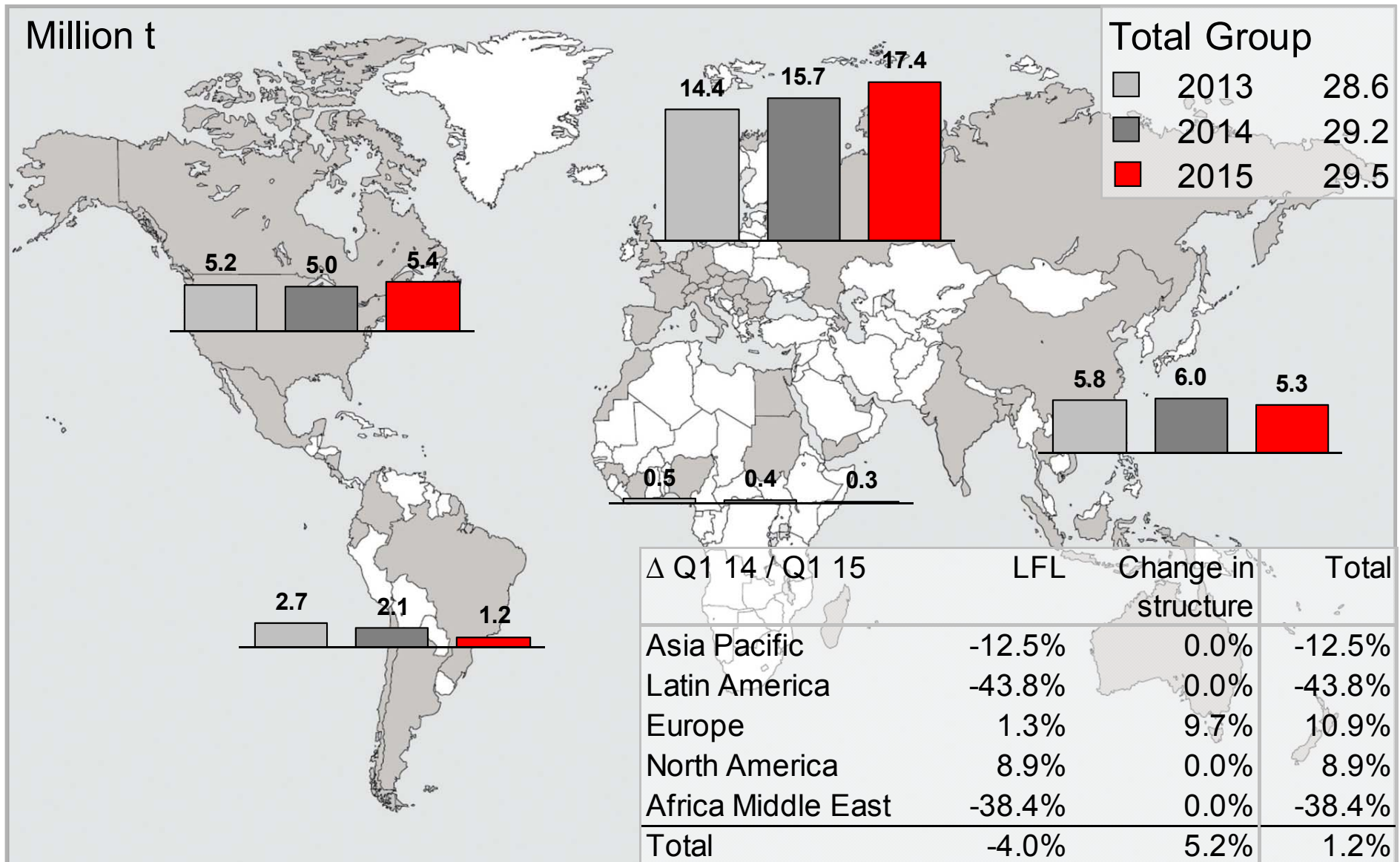
<sup>1</sup> Excluding merger costs in 2015 and merger and restructuring costs in 2014

# Cement – Sales volumes by region

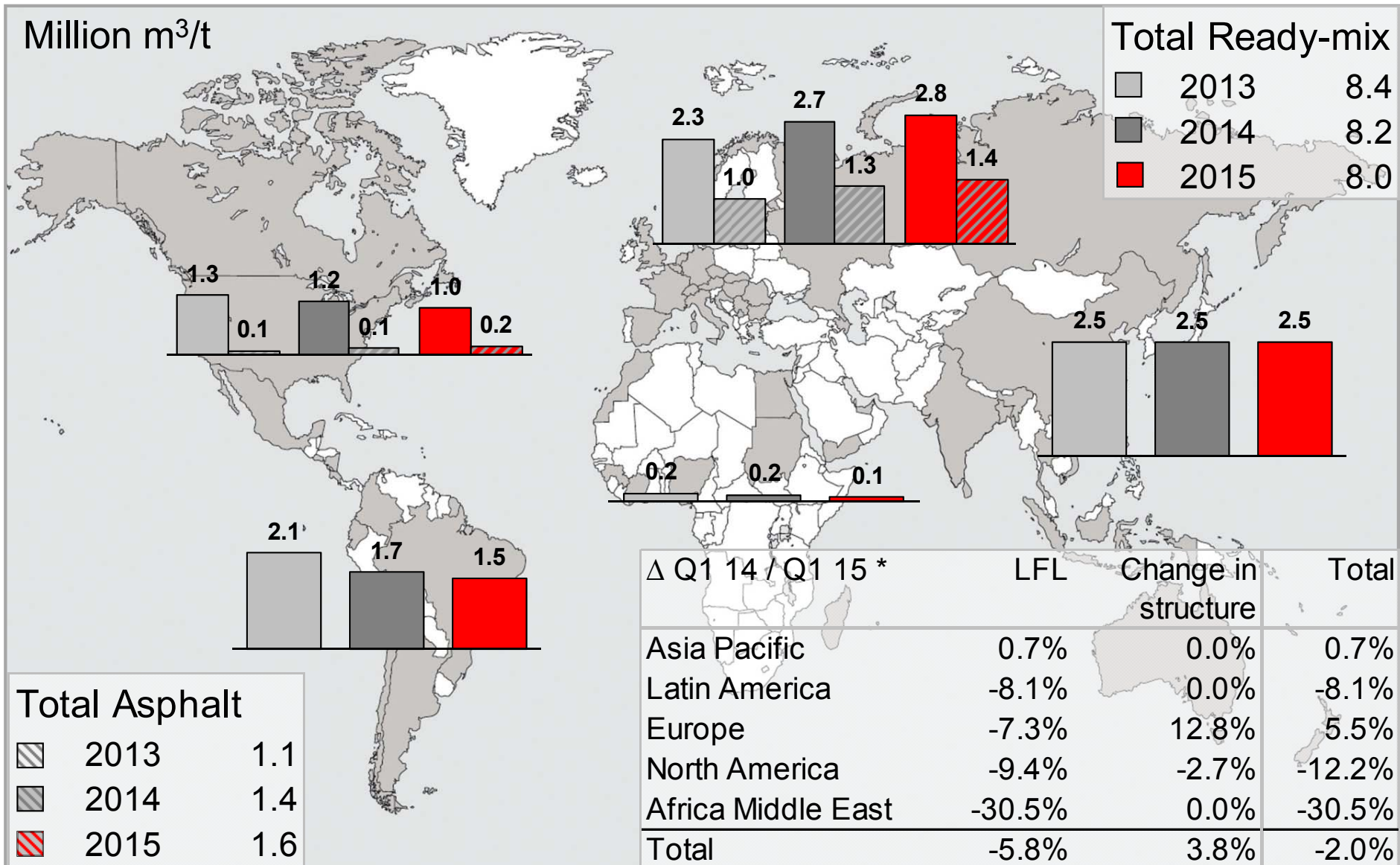


<sup>1</sup> The percentage change like-for-like adjusted for internal trading volumes eliminated in "Corporate/Eliminations" amounts to +0.3.

# Aggregates – Sales volumes by region



# Ready-mix concrete and asphalt – Sales volumes by region



\* Ready-mix concrete only

# Exchange rates

Statement of income average exchange rates in CHF	Q1 13	Q1 14	Q1 15	+/-
1 EUR	1.23	1.22	1.07	-12.2%
1 GBP	1.44	1.48	1.44	-2.3%
1 USD	0.93	0.89	0.95	6.8%
1 LATAM Basket (MXN, BRL, ARS, CLP) <sup>1</sup>	1.23	1.00	0.93	-7.4%
1 Asian Basket (AUD, IDR, INR, PHP) <sup>1</sup>	1.20	1.00	1.02	1.8%

Statement of financial position exchange rates in CHF	31/03/14	31/12/14	31/03/15	+/-
1 EUR	1.22	1.20	1.05	-13.0%
1 GBP	1.44	1.54	1.44	-6.7%
1 USD	0.95	0.99	0.97	-1.8%
1 LATAM Basket (MXN, BRL, ARS, CLP) <sup>2</sup>	1.27	1.00	0.91	-8.9%
1 Asian Basket (AUD, IDR, INR, PHP) <sup>2</sup>	1.15	1.00	0.96	-3.8%

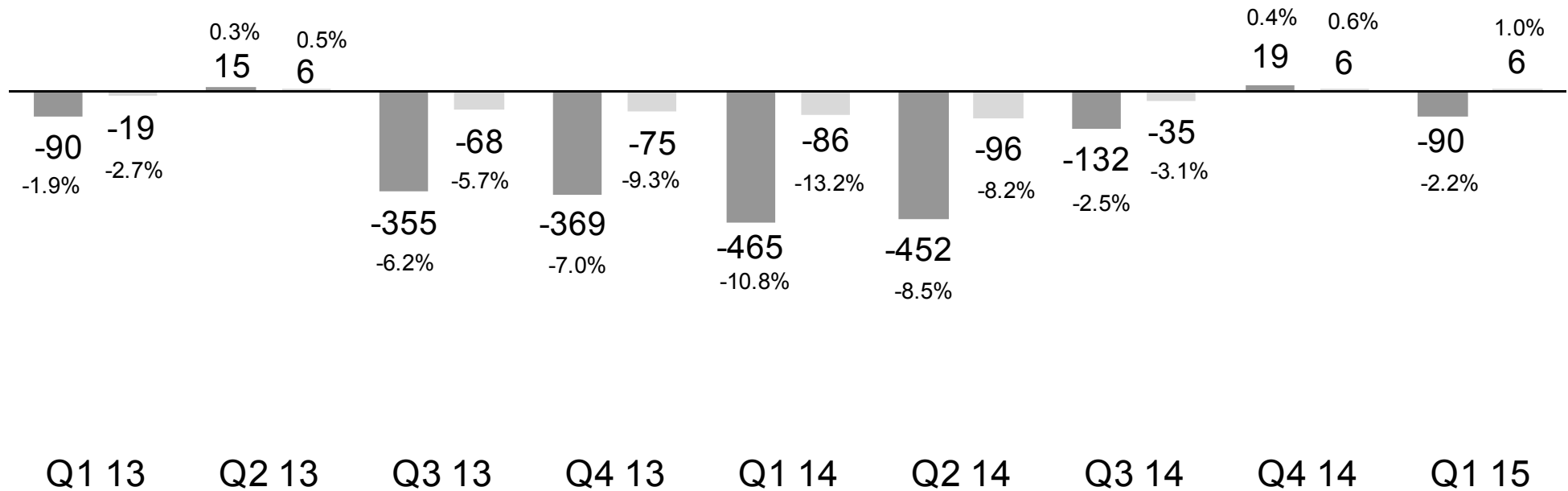
<sup>1</sup> Weighted with nets sales Q1 2015

<sup>2</sup> Weighted with net sales full year 2014

# Foreign exchange rate impact

Million CHF

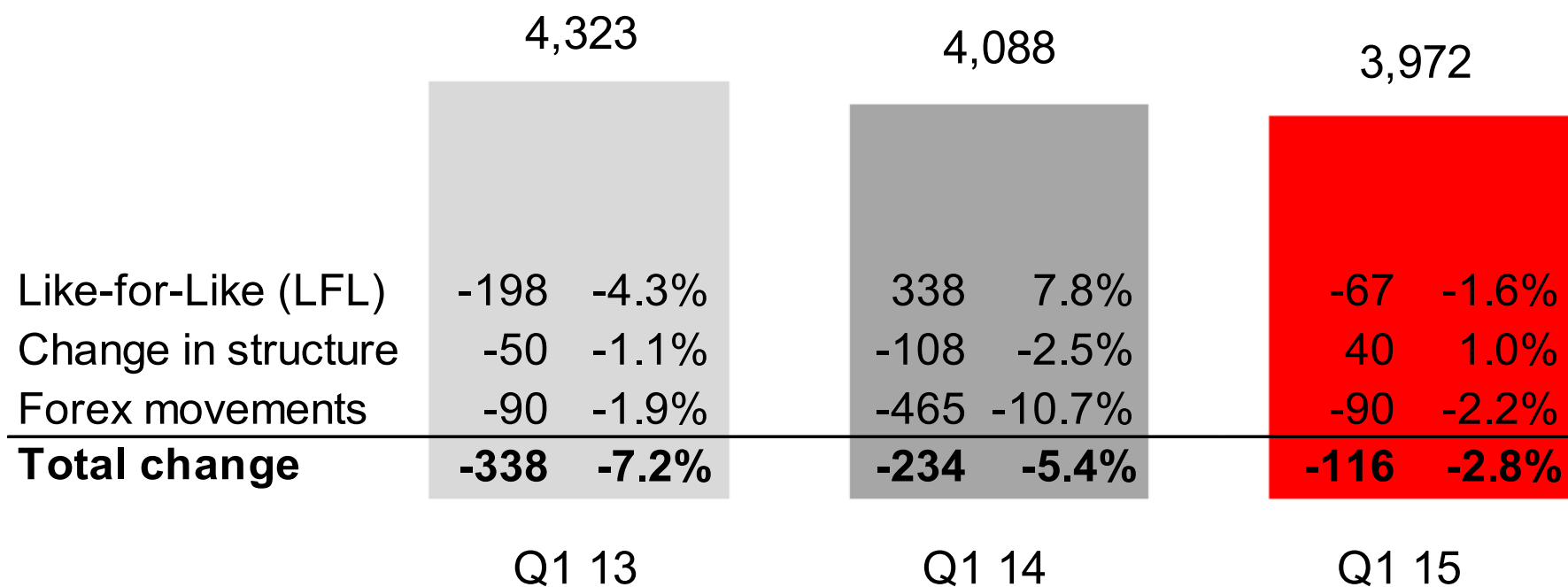
■ Net sales impact    ■ Operating EBITDA impact



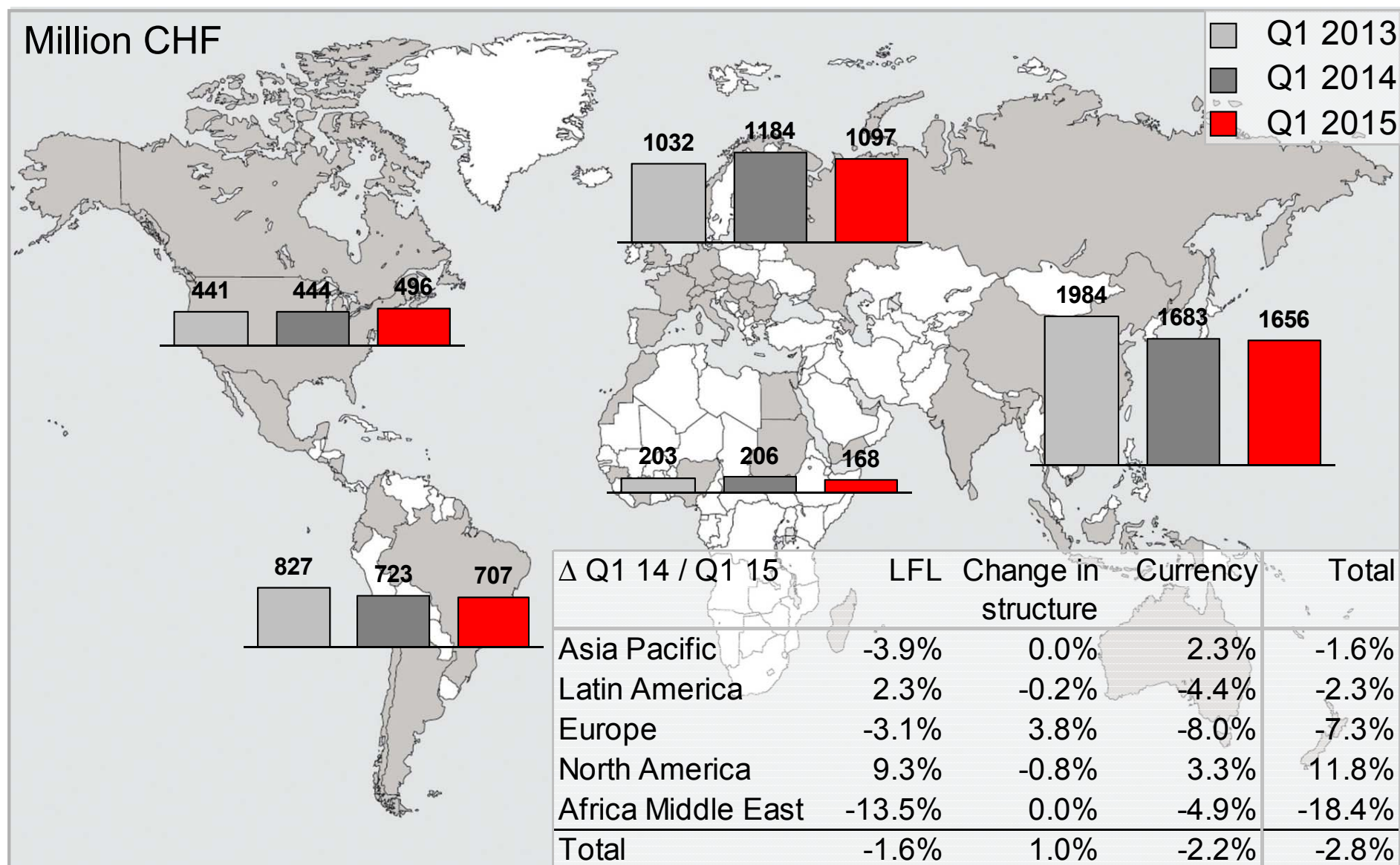


# Net sales

Million CHF



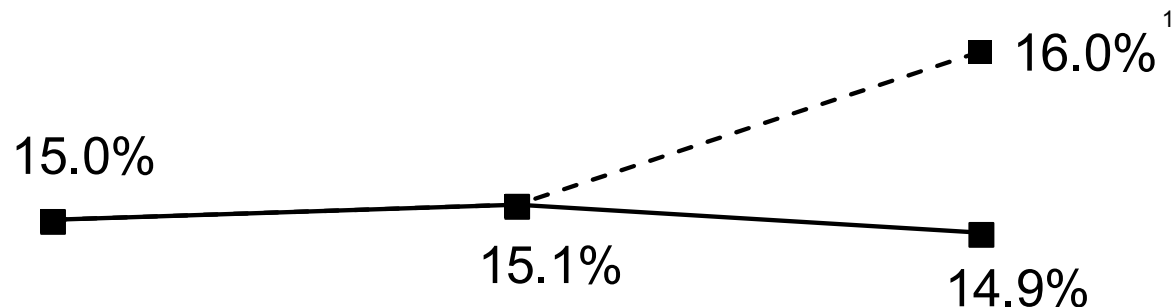
# Net sales by region



# Operating EBITDA

Million CHF

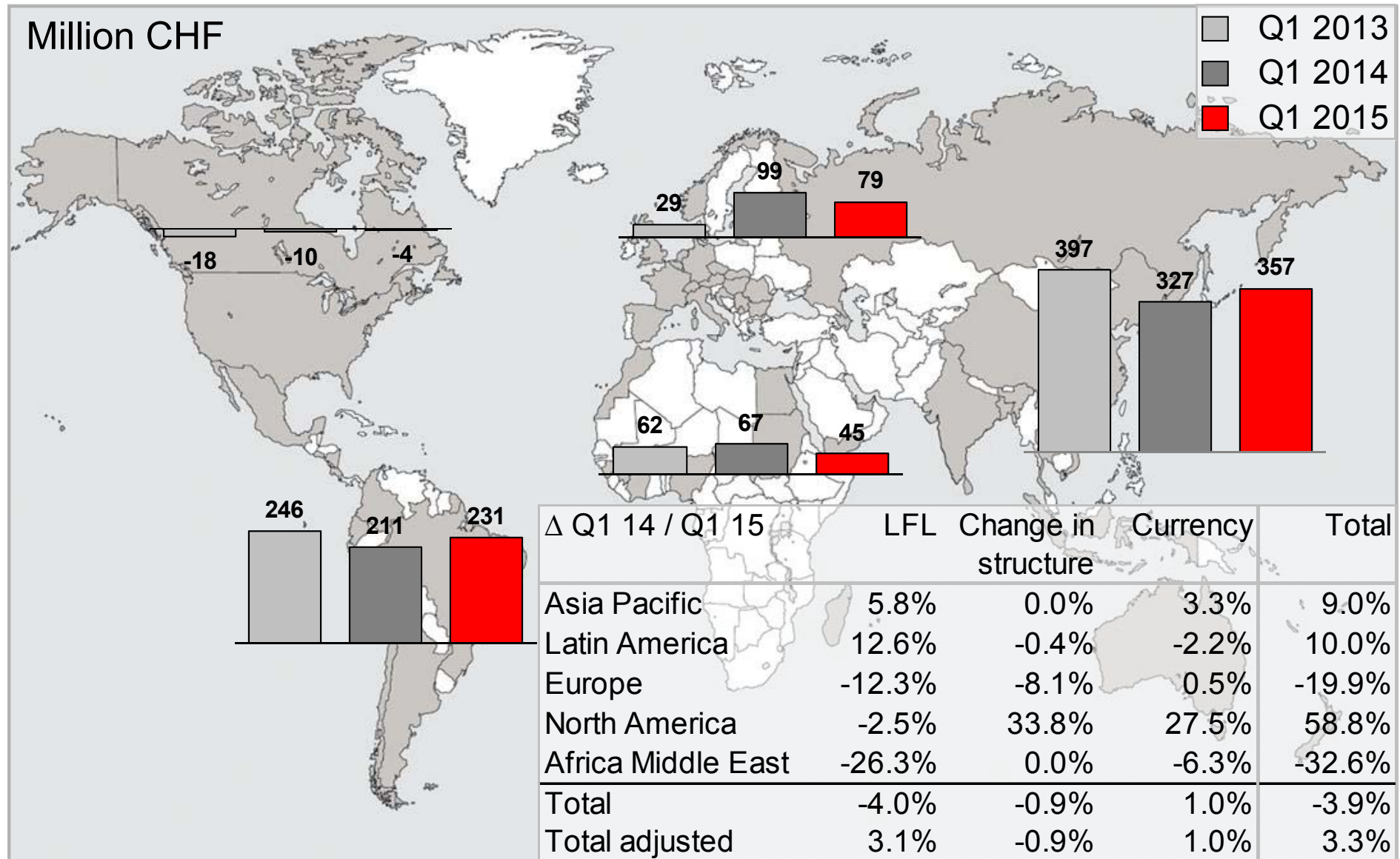
Margin



	Q1 13	Q1 14	Q1 15
	650	617	593
Like-for-Like (LFL)	-44 -6.1%	66 10.1%	-25 -4.0%
Change in structure	-5 -0.8%	-13 -2.0%	-6 -0.9%
Forex movements	-19 -2.7%	-86 -13.3%	6 1.0%
<b>Total change</b>	<b>-68 -9.5%</b>	<b>-33 -5.1%</b>	<b>-24 -3.9%</b>

<sup>1</sup> excluding merger costs of CHF 44 million

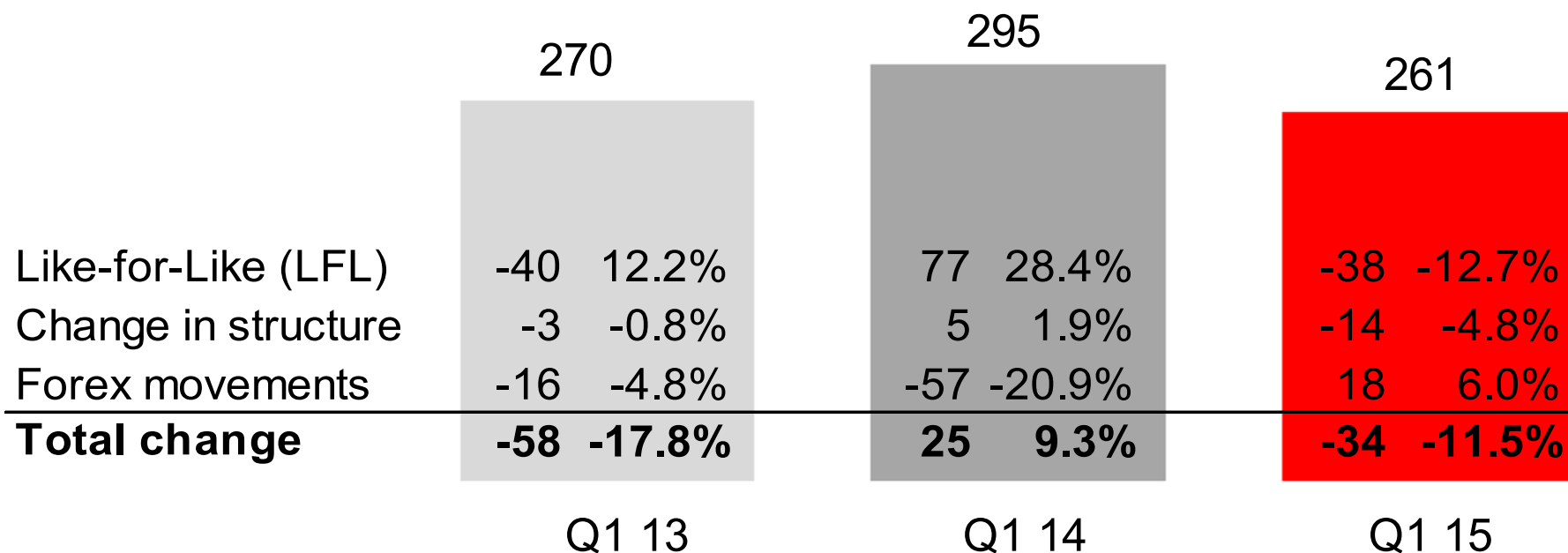
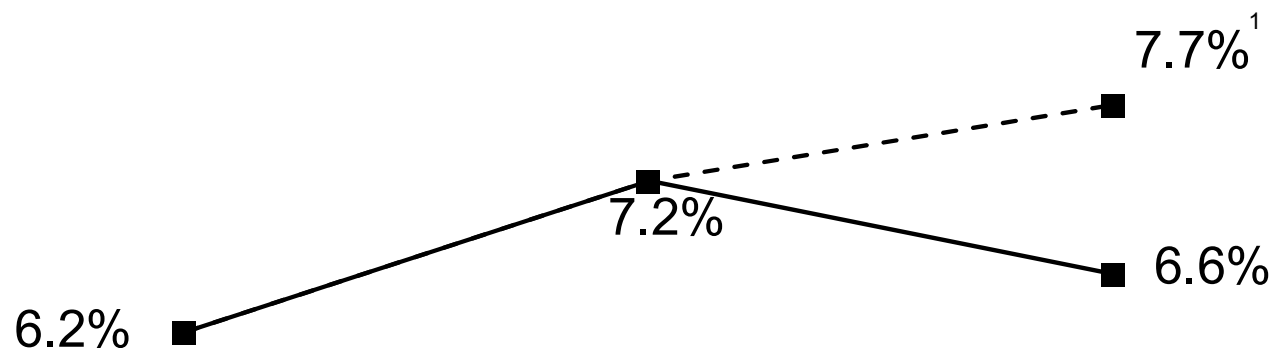
# Operating EBITDA by region



# Operating profit

Million CHF

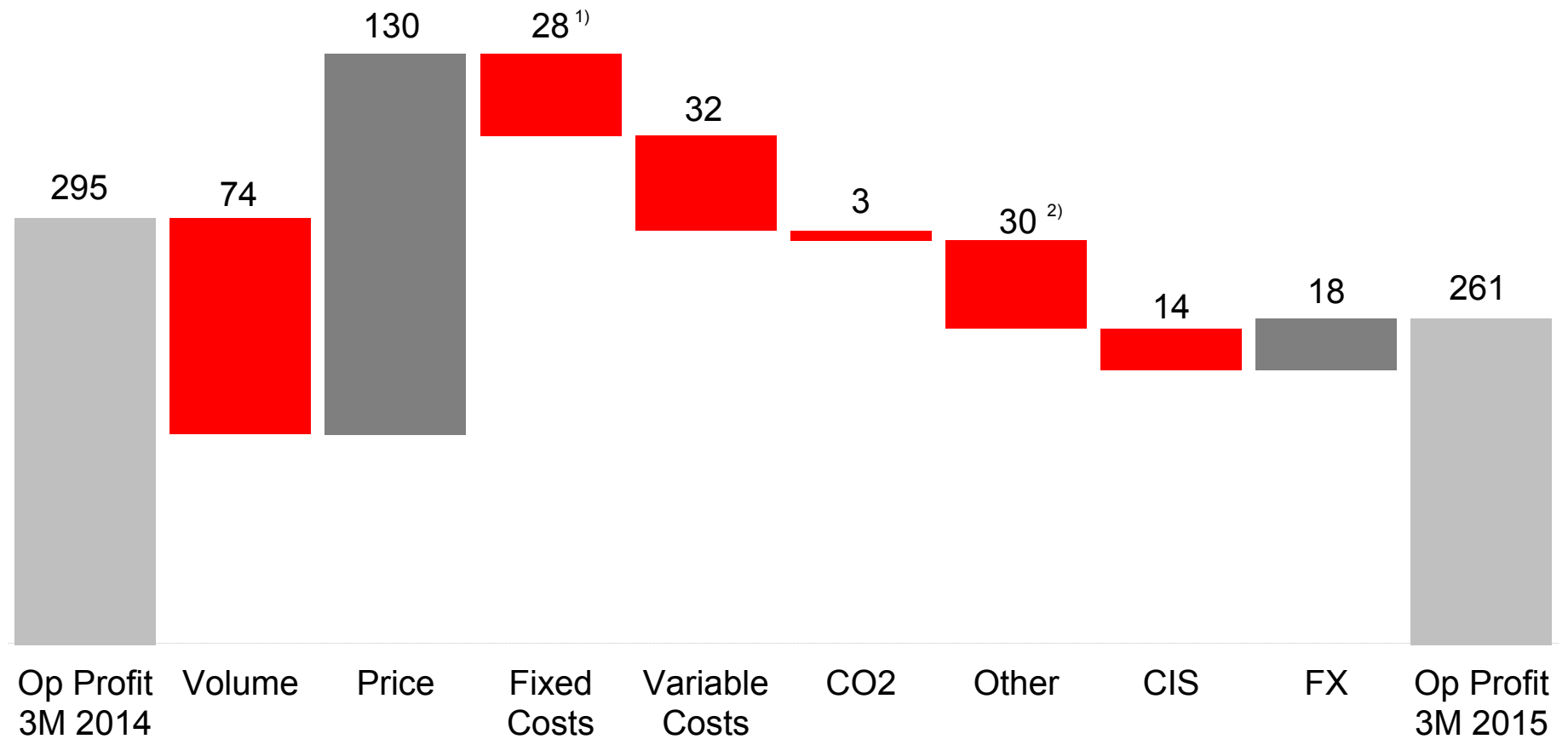
Margin



<sup>1</sup> Excluding merger costs of CHF 44 million

# Operating profit bridge

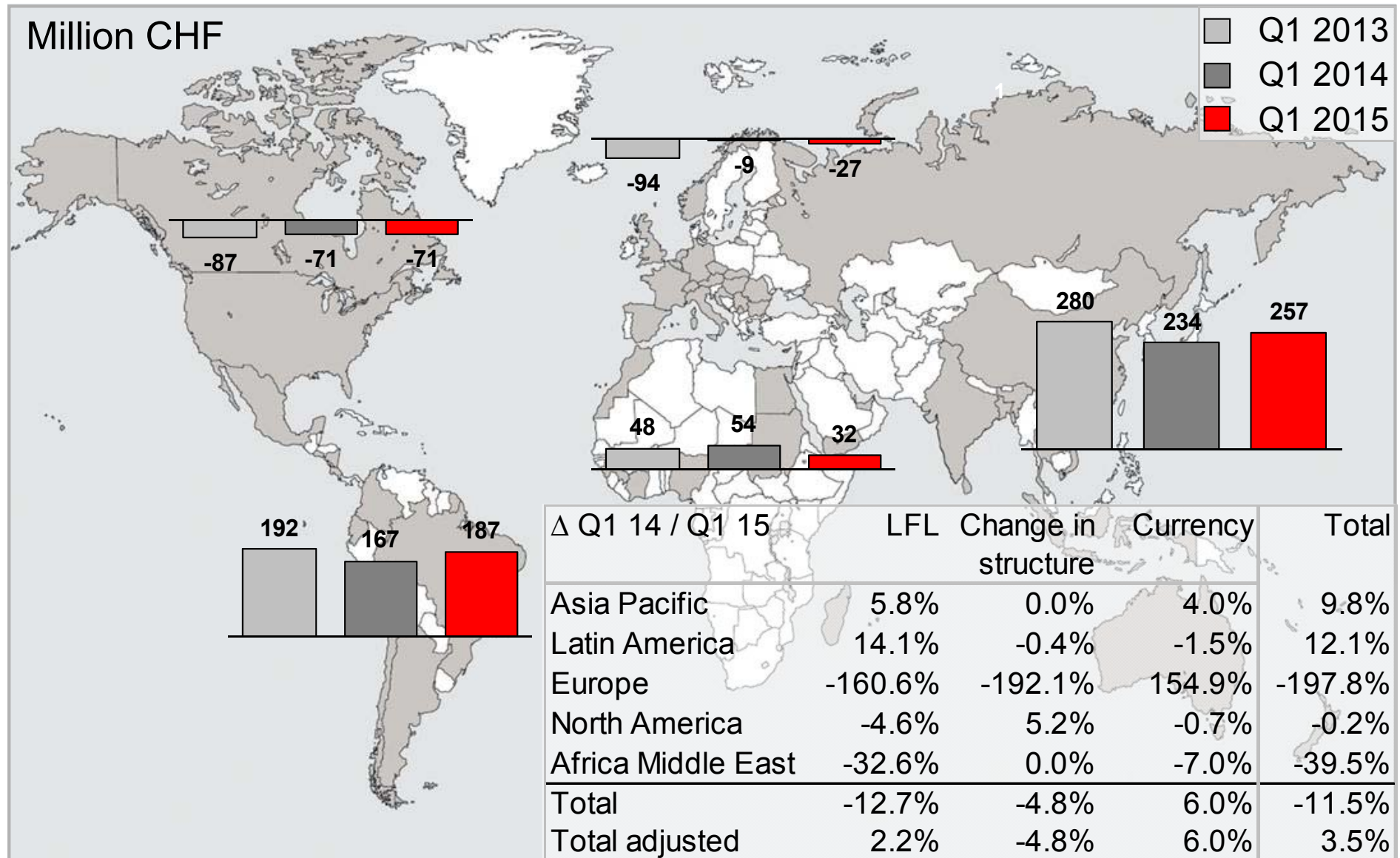
Million CHF



<sup>1)</sup> Including merger costs of CHF 44 million

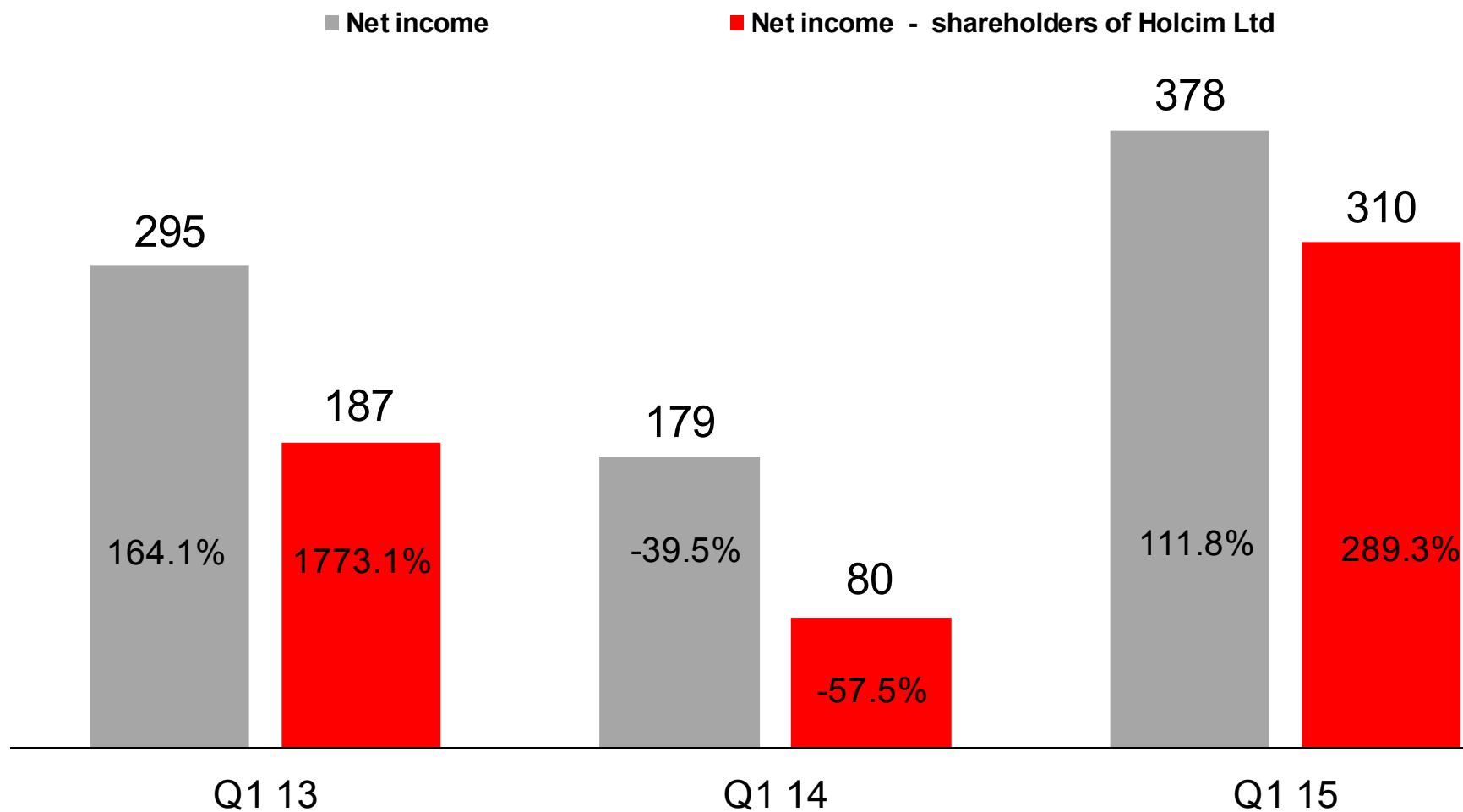
<sup>2)</sup> Mainly inventory movements and higher depreciation (Indonesia, New Zealand, Ecuador)

# Operating profit by region



# Net income

Million CHF

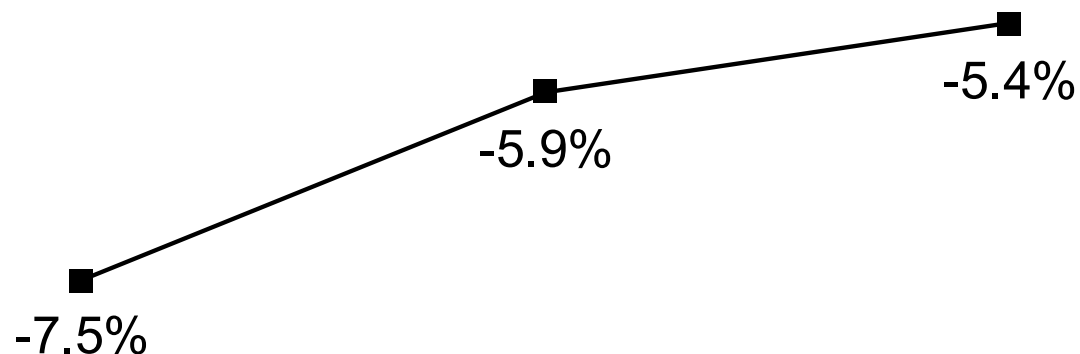




# Cash flow from operating activities

Million CHF

Margin



	Q1 13		Q1 14		Q1 15	
	-323		-243		-214	
Like-for-Like (LFL)	184	36.8%	91	28.2%	39	16.1%
Change in structure	-5	-1.0%	-19	-6.0%	-26	-10.5%
Forex movements	-3	-0.7%	9	2.7%	16	6.5%
<b>Total change</b>	<b>175</b>	<b>35.2%</b>	<b>80</b>	<b>24.9%</b>	<b>29</b>	<b>12.1%</b>

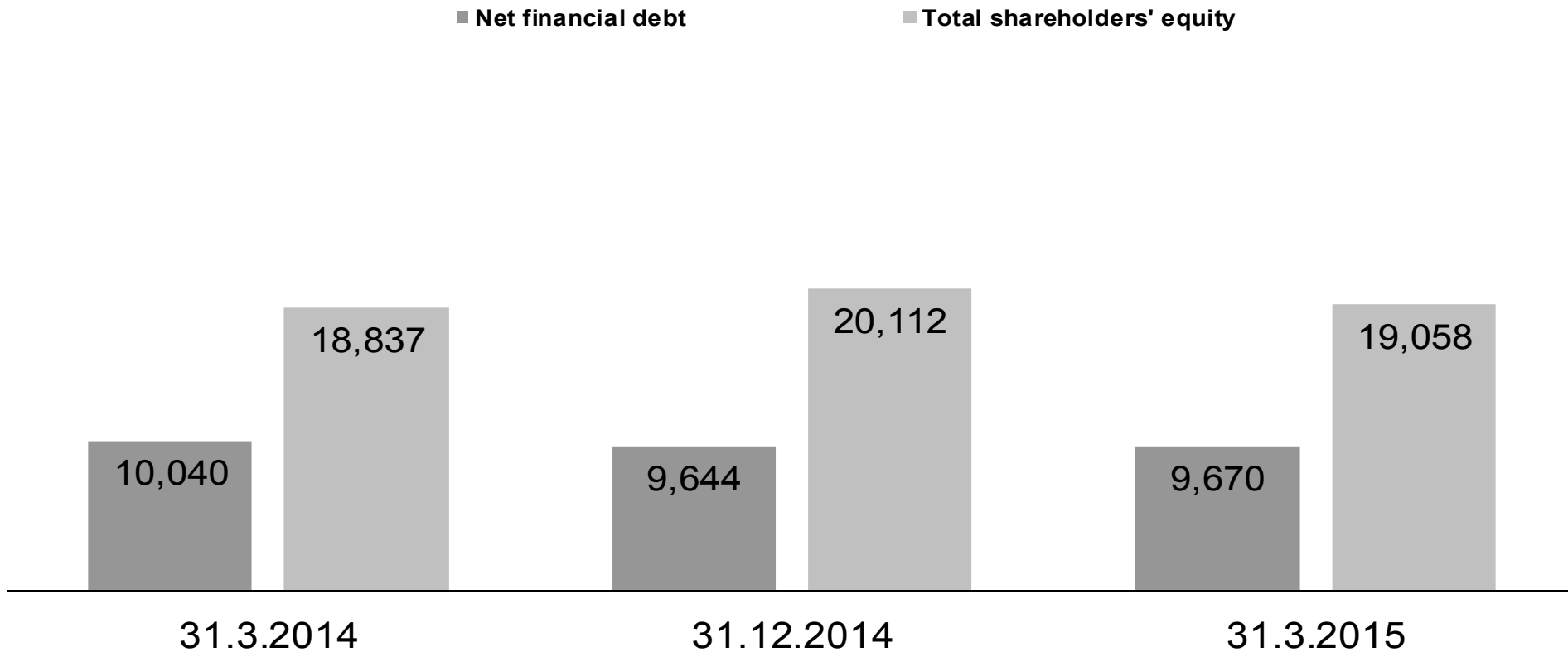
# Statement of cash flows

Million CHF	Full year	1st Quarter		+/-
	2014	2014	2015	
<b>Cash flow from operating activities</b>	<b>2,498</b>	<b>-243</b>	<b>-214</b>	12.1%
Net investments to maintain productive capacity and to secure competitiveness	-738	-88	-101	-15.4%
<b>Free cash flow</b>	<b>1,760</b>	<b>-331</b>	<b>-315</b>	4.8%
Expansion investments	-1'020	-285	-169	40.5%
Financial divestments/(investments) net	34	0	-21	
Dividends paid	-721	-1	-31	-3136.1%
<b>Financing surplus / deficit</b>	<b>53</b>	<b>-617</b>	<b>-536</b>	13.1%

# Financial position

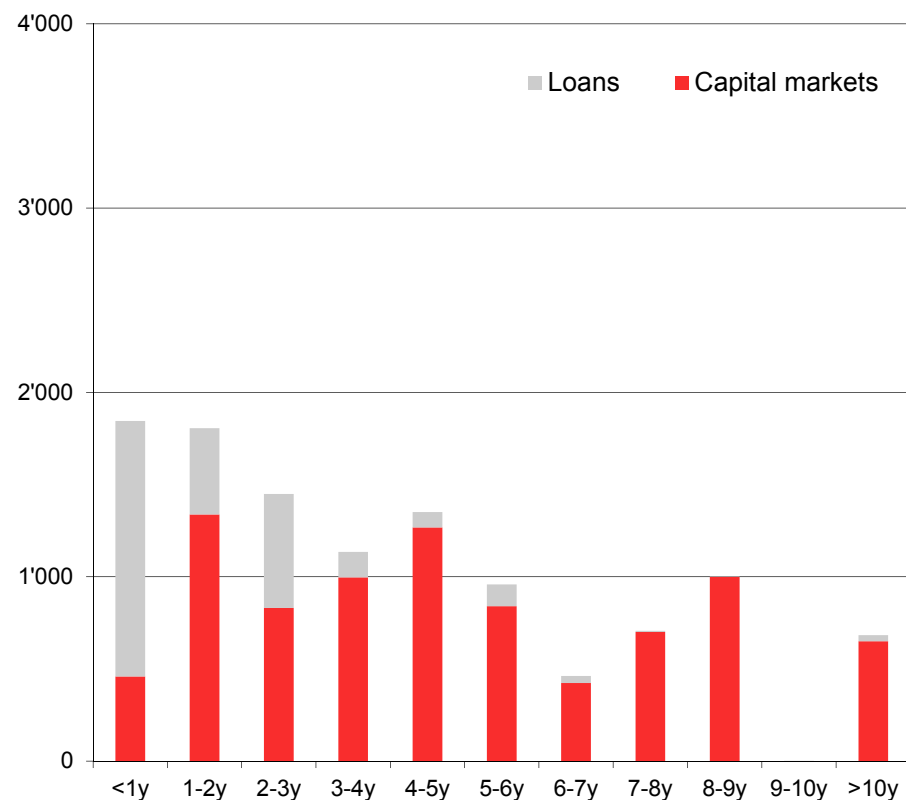
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Million CHF



# Financial debt, maturities and liquidity as of March 31, 2015

## Maturity profile<sup>1</sup> (mCHF)



## Liquidity summary

- Cash + marketable securities: CHF 1,732 million
- Cash + marketable securities + unused committed credit lines: CHF 5,200 million

## Debt summary

- Current financial liabilities<sup>1</sup>: CHF 1,845 million
- Fixed to floating ratio: 59% to 41%
- Capital markets 75%; Loans 25%
- Corporate vs. subsidiary debt: 77% to 23%
- Ø total maturity: 5.0 years (YE 2014: 5.2 years)
- CP borrowings: CHF 325 million
- No financial covenants in Corporate credit lines

## ST/LT ratings summary as of April 20, 2015

- S&P Credit Rating: A-2 / BBB, outlook stable
- Fitch Credit Rating: F2 / BBB, outlook stable
- Moody's Credit Rating: P-2 / Baa2, outlook negative

<sup>1</sup> After risk-related adjustments of CHF 299 million from current financial liabilities to long-term financial liabilities

## Outlook for 2015

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- Holcim expects cement volumes to increase in all Group regions in 2015 with the exception of Europe
- Aggregate and ready-mix concrete volumes are expected to increase
- On a stand-alone basis and unconnected to the proposed merger with Lafarge, the Board of Directors and Executive Committee of Holcim expect like-for-like operating profit adjusted for merger-related costs to be between CHF 2.7 billion and 2.9 billion in 2015
- Higher pricing and ongoing cost savings are anticipated to offset cost inflation, leading to a further expansion in operating margins in 2015

## Cost and capex guidance for 2015

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- Energy costs per tonne of cement produced flat to slightly lower compared to 2014 level
- Average interest rate unchanged at 4.7 percent
- Long term expected tax rate of 27 percent
- Maintenance capex of CHF 0.9 billion net
- Expansion capex of CHF 0.6 billion
- Merger related costs expected to be between CHF 130-150 million

# Asia Pacific – regional overview

Million CHF (if not otherwise stated)	1st Quarter		+/-			Total
	2014	2015	LFL	CIS	FX	
Cement volumes (mt)	18.5	17.1	-7.3%	0.0%		-7.3%
- of which mature markets	0.6	0.6	-0.8%	0.0%		-0.8%
- of which emerging markets	17.9	16.5	-7.6%	0.0%		-7.6%
Aggregates volumes (mt)	6.0	5.3	-12.5%	0.0%		-12.5%
- of which mature markets	5.4	4.7	-13.6%	0.0%		-13.6%
- of which emerging markets	0.6	0.6	-2.6%	0.0%		-2.6%
Ready-mix volumes (mm <sup>3</sup> )	2.5	2.5	0.7%	0.0%		0.7%
- of which mature markets	1.1	1.1	-6.5%	0.0%		-6.5%
- of which emerging markets	1.3	1.4	6.8%	0.0%		6.8%
Net sales	1,683	1,656	-3.9%	0.0%	2.3%	-1.6%
- of which mature markets	407	349	-8.6%	0.0%	-5.6%	-14.2%
- of which emerging markets	1,276	1,307	-2.4%	0.0%	4.8%	2.4%
Operating EBITDA	327	357	5.8%	0.0%	3.3%	9.0%
- of which mature markets	43	62	53.7%	0.0%	-9.4%	44.3%
- of which emerging markets	284	295	-1.5%	0.0%	5.2%	3.6%
Operating Profit	234	257	5.8%	0.0%	4.0%	9.8%
- of which mature markets	14	35	162.7%	0.0%	-16.3%	146.4%
- of which emerging markets	220	222	-4.4%	0.0%	5.3%	0.9%

## Latin America – regional overview

Million CHF (if not otherwise stated)	1st Quarter		LFL	+/-		
	2014	2015		CIS	FX	Total
Cement volumes (mt)	6.0	5.9	-1.4%	0.0%		-1.4%
Aggregates volumes (mt)	2.1	1.2	-43.8%	0.0%		-43.8%
Ready-mix volumes (mm <sup>3</sup> )	1.7	1.5	-8.1%	0.0%		-8.1%
Net sales	723	707	2.3%	-0.2%	-4.4%	-2.3%
Operating EBITDA	211	231	12.6%	-0.4%	-2.2%	10.0%
Operating Profit	167	187	14.1%	-0.4%	-1.5%	12.1%



# Europe – regional overview

Million CHF (if not otherwise stated)	1st Quarter		+/-			Total
	2014	2015	LFL	CIS	FX	
Cement volumes (mt)	5.2	4.7	-10.7%	1.1%		-9.6%
- of which mature markets	3.4	3.0	-19.3%	9.1%		-10.2%
- of which emerging markets	1.9	1.7	1.5%	-10.1%		-8.6%
Aggregates volumes (mt)	15.7	17.4	1.3%	9.7%		10.9%
- of which mature markets	14.3	15.9	-1.9%	12.9%		11.1%
- of which emerging markets	1.4	1.5	33.9%	-24.4%		9.5%
Ready-mix volumes (mm <sup>3</sup> )	2.7	2.8	-7.3%	12.8%		5.5%
- of which mature markets	2.4	2.5	-12.4%	16.0%		3.6%
- of which emerging markets	0.3	0.3	27.8%	-6.9%		20.9%
Net sales	1,184	1,097	-3.1%	3.8%	-8.0%	-7.3%
- of which mature markets	999	959	-3.3%	5.7%	-6.4%	-4.0%
- of which emerging markets	185	138	-2.5%	-5.9%	-16.8%	-25.2%
Operating EBITDA	99	79	-12.3%	-8.1%	0.5%	-19.9%
- of which mature markets	66	58	-2.8%	-10.1%	0.7%	-12.2%
- of which emerging markets	34	22	-5.5%	-29.3%	-0.1%	-34.9%
Operating Profit	-9	-27	-160.6%	-192.1%	154.9%	-197.8%
- of which mature markets	-6	-19	383.9%	-98.7%	-71.4%	-213.8%
- of which emerging markets	-3	-8	-58.4%	-34.6%	259.5%	-166.5%

## North America – regional overview

Million CHF (if not otherwise stated)	1st Quarter		LFL	+/-		Total
	2014	2015		CIS	FX	
Cement volumes (mt)	2.0	2.1	4.3%	0.0%		4.3%
Aggregates volumes (mt)	5.0	5.4	8.9%	0.0%		8.9%
Ready-mix volumes (mm <sup>3</sup> )	1.2	1.0	-9.4%	-2.7%		-12.2%
Net sales	444	496	9.3%	-0.8%	3.3%	11.8%
Operating EBITDA	-10	-4	-2.5%	33.8%	27.5%	58.8%
Operating Profit	-71	-71	-4.6%	5.2%	-0.7%	-0.2%

# Africa Middle East – regional overview

Million CHF (if not otherwise stated)	1st Quarter		LFL	+/-		
	2014	2015		CIS	FX	Total
Cement volumes (mt)	2.0	1.8	-8.0%	0.0%		-8.0%
Aggregates volumes (mt)	0.4	0.3	-38.4%	0.0%		-38.4%
Ready-mix volumes (mm <sup>3</sup> )	0.2	0.1	-30.5%	0.0%		-30.5%
Net sales	206	168	-13.5%	0.0%	-4.9%	-18.4%
Operating EBITDA	67	45	-26.3%	0.0%	-6.3%	-32.6%
Operating Profit	54	32	-32.6%	0.0%	-7.0%	-39.5%

# Cement – Price/volume variances per region

	Domestic cement prices Δ Q1 14 / Q1 15 *	Domestic clinker and cement volumes Δ Q1 14 / Q1 15
<b>Asia Pacific</b> <sup>1</sup>	<b>4.9%</b>	<b>-7.3%</b>
India	5.2%	-9.5%
Sri Lanka	0.1%	4.6%
Bangladesh	-4.7%	-14.2%
Vietnam	0.5%	8.7%
Malaysia	0.4%	6.6%
Indonesia	2.8%	-6.1%
Philippines	1.0%	4.8%
Australia	-1.0%	-3.0%
New Zealand	-0.7%	8.8%

\* If not otherwise indicated calculation based on local currencies

<sup>1</sup> Weighted average like-for-like

# Cement – Price/volume variances per region

	Domestic cement prices Δ Q1 14 / Q1 15 *	Domestic clinker and cement volumes Δ Q1 14 / Q1 15
<b>Latin America</b> <sup>1</sup>	<b>6.2%</b>	<b>-1.4%</b> <sup>3</sup>
Mexico	5.2%	8.2%
El Salvador	4.4% <sup>2</sup>	6.4%
Costa Rica	10.2%	-5.5%
Nicaragua	2.6% <sup>2</sup>	2.8%
Colombia	-1.3%	4.6%
Ecuador	2.1% <sup>2</sup>	-13.9%
Brazil	-3.9%	-4.8%
Chile <sup>4</sup>		
Argentina <sup>4</sup>		

\* If not otherwise indicated calculation based on local currencies    <sup>1</sup> Weighted average like-for-like    <sup>2</sup> Calculation in USD

<sup>3</sup> The percentage change like-for-like adjusted for internal trading volumes eliminated in "Corporate/Eliminations" amounts to +0.3    <sup>4</sup> Locally not published yet

# Cement – Price/volume variances per region

	Domestic cement prices Δ Q1 14 / Q1 15 *	Domestic clinker and cement volumes Δ Q1 14 / Q1 15
<b>Europe</b> <sup>1</sup>	<b>-0.5%</b>	<b>-10.7%</b>
Belgium	-0.9%	-3.2%
France	-3.7%	-23.0%
Germany	-0.6%	69.5% <sup>2</sup>
Switzerland	-3.8%	-18.0%
Italy	-9.6%	-12.1%
Hungary	-6.1%	0.0%
Slovak Republic	-1.8%	2.9%
Croatia	-7.0%	1.2%
Romania	-4.7%	29.4%
Bulgaria	1.5%	-2.5%
Serbia	-4.8%	-26.6%
Russia	9.8%	-13.0%
Azerbaijan	-6.9%	-16.5%
Spain	0.3%	-15.6% <sup>3</sup>

\* If not otherwise indicated calculation based on local currencies

<sup>1</sup> Weighted average like-for-like

<sup>2</sup> LFL -10.8%    <sup>3</sup> LFL 72.6%

# Cement – Price/volume variances per region

	Domestic cement prices Δ Q1 14 / Q1 15 *	Domestic clinker and cement volumes Δ Q1 14 / Q1 15
<b>North America</b> <sup>1</sup>	<b>5.9%</b>	<b>4.3%</b>
Canada	2.2%	-10.3%
USA	8.4%	6.3%
<b>Africa Middle East</b> <sup>1</sup>	<b>-4.4%</b>	<b>-8.0%</b>
Morocco <sup>2</sup>		
Lebanon <sup>2</sup>		
Réunion	1.8% <sup>3</sup>	6.1%
Ivory Coast	1.8% <sup>3</sup>	-15.8%
Guinea	-8.5%	-5.9%
<b>Group</b> <sup>1</sup>	<b>4.0%</b>	<b>-5.7%</b>

\* If not otherwise indicated calculation based on local currencies

<sup>2</sup> Locally not published yet <sup>3</sup> Calculation in EUR

<sup>1</sup> Weighted average like-for-like

# Aggregates – Price/volume variances per region

	Domestic aggregates prices Δ Q1 14 / Q1 15 *	Domestic aggregates volumes Δ Q1 14 / Q1 15
<b>Asia Pacific</b> <sup>1</sup>	<b>-5.8%</b>	<b>-12.5%</b>
Indonesia	3.2%	-9.1%
Australia	-3.1%	-14.8%
<b>Latin America</b> <sup>1</sup>	<b>14.7%</b>	<b>-43.8%</b>
Mexico	37.8%	-80.2%
Brazil	-3.9%	-33.8%
<b>Group</b> <sup>1</sup>	<b>4.2%</b>	<b>-4.0%</b>

\* If not otherwise indicated calculation based on local currencies

<sup>1</sup> Weighted average like-for-like

<sup>2</sup> Locally not published yet



# Aggregates – Price/volume variances per region

	Domestic aggregates prices Δ Q1 14 / Q1 15 *	Domestic aggregates volumes Δ Q1 14 / Q1 15
<b>Europe</b> <sup>1</sup>	<b>6.3%</b>	<b>1.3%</b>
United Kingdom	9.2%	8.6%
Belgium	-1.8%	-13.2%
France	-1.0%	-11.0%
Germany	44.6%	275.9% <sup>2</sup>
Switzerland	8.5%	-13.1%
Italy	-8.7%	38.5%
Romania	-8.5%	117.0%
Bulgaria	-8.2%	27.4%
Spain	-8.6%	5.3%
<b>North America</b> <sup>1</sup>	<b>9.7%</b>	<b>8.9%</b>
Canada	-1.0%	9.7%
USA	12.1%	8.6%

\* If not otherwise indicated calculation based on local currencies

<sup>1</sup> Weighted average like-for-like

<sup>2</sup> LFL 13.7%

# Contact information and event calendar

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## Contact information

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Mailing list:

[www.holcim.com/subscribe](http://www.holcim.com/subscribe)

## Event calendar

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May 8, 2015

Extraordinary General Meeting

July 29, 2015

Half-year results for 2015

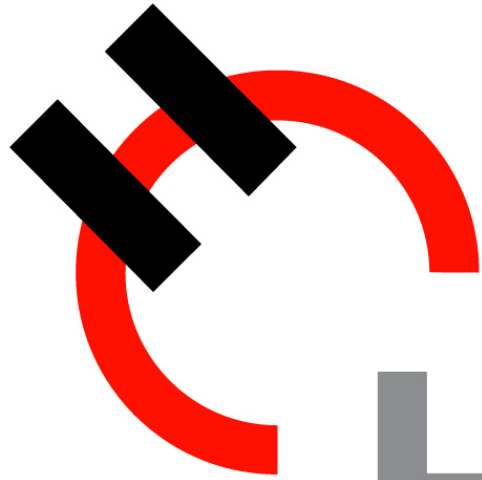
# Disclaimer

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