

# FIRST QUARTER 2015

Interim Report



## KEY FIGURES GROUP HOLCIM

### Key figures Group Holcim

| January-March                                 |                        | 2015          | 2014                | ±%     | ±%    |
|---|------------------------|---------------|---------------------|--------|-------|
|   |                        | like-for-like |                     |        |       |
| Annual cement production capacity             | million t              | 212.0         | 211.4 <sup>2</sup>  | +0.3   | +0.3  |
| Sales of cement                               | million t              | 31.2          | 33.0                | -5.5   | -5.7  |
| Sales of mineral components                   | million t              | 0.8           | 0.7                 | +23.1  | +0.7  |
| Sales of aggregates                           | million t              | 29.5          | 29.2                | +1.2   | -4.0  |
| Sales of ready-mix concrete                   | million m <sup>3</sup> | 8.0           | 8.2                 | -2.0   | -5.8  |
| Sales of asphalt                              | million t              | 1.6           | 1.4                 | +14.9  | +14.9 |
| Net sales                                     | million CHF            | 3,972         | 4,088               | -2.8   | -1.6  |
| Operating EBITDA                              | million CHF            | 593           | 617                 | -3.9   | -4.0  |
| Operating EBITDA adjusted <sup>1</sup>        | million CHF            | 637           | 617                 | +3.3   | +3.1  |
| Operating EBITDA margin                       | %                      | 14.9          | 15.1                |        |       |
| Operating EBITDA margin adjusted <sup>1</sup> | %                      | 16.0          | 15.1                |        |       |
| Operating profit                              | million CHF            | 261           | 295                 | -11.5  | -12.7 |
| Operating profit adjusted <sup>1</sup>        | million CHF            | 306           | 295                 | +3.5   | +2.2  |
| Operating profit margin                       | %                      | 6.6           | 7.2                 |        |       |
| Operating profit margin adjusted <sup>1</sup> | %                      | 7.7           | 7.2                 |        |       |
| EBITDA  | million CHF            | 1,037         | 673                 | +54.2  |       |
| Net income                                    | million CHF            | 378           | 179                 | +111.8 |       |
| Net income margin                             | %                      | 9.5           | 4.4                 |        |       |
| Net income – shareholders of Holcim Ltd       | million CHF            | 310           | 80                  | +289.3 |       |
| Cash flow from operating activities           | million CHF            | (214)         | (243)               | +12.1  | +16.1 |
| Cash flow margin                              | %                      | (5.4)         | (5.9)               |        |       |
| Net financial debt                            | million CHF            | 9,670         | 9,644 <sup>2</sup>  | +0.3   | +5.6  |
| Total shareholders' equity                    | million CHF            | 19,058        | 20,112 <sup>2</sup> | -5.2   |       |
| Personnel                                     |                        | 63,082        | 67,584 <sup>2</sup> | -6.7   | -6.9  |
| Earnings per share                            | CHF                    | 0.95          | 0.24                | +295.8 |       |
| Fully diluted earnings per share              | CHF                    | 0.95          | 0.24                | +295.8 |       |

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided. All ratios and variances are calculated using the underlying amount rather than the presented rounded amount.

### Principal key figures in USD (illustrative)

|   |             |        |                     |        |  |
|---|-------------|--------|---------------------|--------|--|
| Net sales                               | million USD | 4,167  | 4,579               | -9.0   |  |
| Operating EBITDA                        | million USD | 622    | 691                 | -10.0  |  |
| Operating EBITDA adjusted <sup>1</sup>  | million USD | 668    | 691                 | -3.3   |  |
| Operating profit                        | million USD | 274    | 331                 | -17.1  |  |
| Operating profit adjusted <sup>1</sup>  | million USD | 321    | 331                 | -3.1   |  |
| Net income – shareholders of Holcim Ltd | million USD | 325    | 89                  | +264.6 |  |
| Cash flow from operating activities     | million USD | (224)  | (272)               | +17.7  |  |
| Net financial debt                      | million USD | 9,953  | 9,750 <sup>2</sup>  | +2.1   |  |
| Total shareholders' equity              | million USD | 19,616 | 20,334 <sup>2</sup> | -3.5   |  |
| Earnings per share                      | USD         | 1.00   | 0.27                | +270.8 |  |

### Principal key figures in EUR (illustrative)

|   |             |        |                     |        |  |
|---|-------------|--------|---------------------|--------|--|
| Net sales                               | million EUR | 3,699  | 3,342               | +10.7  |  |
| Operating EBITDA                        | million EUR | 552    | 504                 | +9.5   |  |
| Operating EBITDA adjusted <sup>1</sup>  | million EUR | 593    | 504                 | +17.6  |  |
| Operating profit                        | million EUR | 243    | 241                 | +0.9   |  |
| Operating profit adjusted <sup>1</sup>  | million EUR | 285    | 241                 | +18.0  |  |
| Net income – shareholders of Holcim Ltd | million EUR | 289    | 65                  | +341.3 |  |
| Cash flow from operating activities     | million EUR | (199)  | (199)               | -0.1   |  |
| Net financial debt                      | million EUR | 9,244  | 8,018 <sup>2</sup>  | +15.3  |  |
| Total shareholders' equity              | million EUR | 18,219 | 16,723 <sup>2</sup> | +8.9   |  |
| Earnings per share                      | EUR         | 0.88   | 0.20                | +351.0 |  |

<sup>1</sup> Excluding merger costs in 2015.

<sup>2</sup> As of December 31, 2014.

# HOLCIM

## FIRST QUARTER 2015

Net income significantly higher

Adjusted operating profit and margin increase  
despite lower volumes

Margins improve in India although cement volumes  
were temporarily affected by lower demand

Rebound in the United States continues

Different weather pattern in Europe with  
stronger winter than in last year's quarter

Group well positioned and prepared  
for merger with Lafarge

Dear Shareholder,

Holcim reported robust development in the first quarter 2015, with an increase in financial performance despite a different weather pattern and some volume declines compared to a very strong previous year's quarter. Holcim also generated higher cash flow from operating activities and increased net income significantly supported by the gain from the divestment of the Group's minority shareholding in Siam City Cement.

Holcim continued to operate in a weak global economic environment that was characterized by uncertainty and moderate growth prospects. The development was positively impacted by lower oil prices but at the same time investment weakness more than offset these effects in both advanced and emerging markets. However, based on its strong geographic footprint, focus on prices, disciplined cost management, and previous restructuring, Holcim was able to mitigate the adverse economic effects. Following the exceptionally strong first quarter 2014, cement deliveries declined as all Group regions except North America and Latin America sold less volume. However, in important markets including Mexico, the United States, and the Philippines more cement was sold. Aggregate shipments increased thanks to Holcim Germany, Aggregate Industries UK, and Aggregate Industries US. Ready-mix concrete volumes were down.

Adjusted for merger costs, operating EBITDA increased, mainly as a result of the positive development in the Group regions Asia Pacific and Latin America. Operating profit adjusted for merger costs was also higher. ACC in India, Holcim Spain, Holcim Australia, Aggregate Industries UK, and Holcim Mexico were the Group companies with the strongest progress, while countries such as France, Indonesia, Canada, and Lebanon reported lower financial results.

ROIC after taxes stood at 8.1 percent, while net financial debt decreased.

| Group                                   |                        | Jan-March | Jan-March | ±%            | ±%    |
|---|------------------------|-----------|-----------|---------------|-------|
|   |                        | 2015      | 2014      | like-for-like |       |
| Sales of cement                         | million t              | 31.2      | 33.0      | -5.5          | -5.7  |
| Sales of aggregates                     | million t              | 29.5      | 29.2      | +1.2          | -4.0  |
| Sales of ready-mix concrete             | million m <sup>3</sup> | 8.0       | 8.2       | -2.0          | -5.8  |
| Sales of asphalt                        | million t              | 1.6       | 1.4       | +14.9         | +14.9 |
| Net sales                               | million CHF            | 3,972     | 4,088     | -2.8          | -1.6  |
| Operating EBITDA                        | million CHF            | 593       | 617       | -3.9          | -4.0  |
| Operating EBITDA adjusted <sup>1</sup>  | million CHF            | 637       | 617       | +3.3          | +3.1  |
| Operating profit                        | million CHF            | 261       | 295       | -11.5         | -12.7 |
| Operating profit adjusted <sup>1</sup>  | million CHF            | 306       | 295       | +3.5          | +2.2  |
| Net income                              | million CHF            | 378       | 179       | +111.8        |       |
| Net income – shareholders of Holcim Ltd | million CHF            | 310       | 80        | +289.3        |       |
| Cash flow from operating activities     | million CHF            | (214)     | (243)     | +12.1         | +16.1 |

<sup>1</sup> Excluding merger costs in 2015.

**Sales volumes**

Consolidated cement volumes decreased 5.5 percent to 31.2 million tonnes in the first three months of the year. While North America and Latin America increased cement volumes, the other Group regions reported declines. Aggregates volumes increased 1.2 percent to 29.5 million tonnes, as the volume growth in Europe and North America was able to make up for the negative development in other Group regions. Ready-mix concrete deliveries reached 8.0 million cubic meters, a decline of 2.0 percent, which was mainly attributable to less favorable development in Latin America, where the focus remained on high-margin applications, and North America. Asphalt sales were up markedly by 14.9 percent to 1.6 million tonnes.

Cement prices increased 4.0 percent and aggregates prices 4.2 percent.

**Financial results**

Like-for-like net sales across the Group decreased 1.6 percent during the first quarter of the year. Reported net sales were down 2.8 percent to CHF 3,972 million, as increases in North America could not compensate for lower sales in other Group regions.

Operating EBITDA adjusted for merger costs of CHF 44 million was 3.3 percent higher than last year. The adjusted operating EBITDA margin increased to 16.0 percent. Reported operating EBITDA decreased 3.9 percent to CHF 593 million, impacted by merger costs and lower financial performance in the Group regions Europe and Africa Middle East. Operating profit adjusted for merger costs of CHF 44 million was up 3.5 percent, while the adjusted operating profit margin increased to 7.7 percent. Reported operating profit decreased by 11.5 percent to CHF 261 million, as increases in the Group regions Asia Pacific and Latin America were not able to compensate for merger costs and lower performance in Europe and in Canada, where a harsher winter was noted.

Net income increased significantly by 111.8 percent to CHF 378 million, mainly as a result of the divestment of Holcim's minority shareholding in Siam City Cement. Net income attributable to shareholders of Holcim Ltd was also up markedly by 289.3 percent to CHF 310 million.

Cash flow from operating activities improved 12.1 percent to CHF -214 million in the first quarter, a quarter which is traditionally lower than the others. Net financial debt over the last twelve months decreased by CHF 370 million and stood at CHF 9,670 million.

**Holcim Leadership Journey**

In the first quarter of 2015, the contribution of the Holcim Leadership Journey to the Group's operating profit amounted to CHF 85 million. The Customer Excellence Stream contributed CHF 21 million and the cost initiatives CHF 64 million to this result building on the good traction in the procurement and logistics streams.

**Portfolio optimization**

Holcim continued to actively optimize its operational footprint in the first quarter of the year. The Group sold its entire remaining shareholding of 27.5 percent in Siam City Cement in Thailand via a private placement in capital markets. For the sale of its entire remaining stake, Holcim received a total consideration of CHF 661 million, which resulted in a gain before taxes of CHF 371 million. Early in January 2015, Holcim also closed its series of transactions in Europe with Cemex.

On March 25, 2015 Holcim received from the Foreign Investment Promotion Board (FIPB) the approval for the planned simplification of the Group's structure in India. The FIPB in turn has sent the case with a recommendation for approval to the Cabinet Committee of Foreign Affairs (CCEA). Holcim is now awaiting final approval by the CCEA in the coming weeks.

### Merger to create LafargeHolcim

In March 2015 Holcim and Lafarge reached an agreement on revised terms for their merger, taking another important step forward towards becoming the most advanced company in their industry. The Boards of Directors of both companies agreed on a new exchange ratio of nine Holcim shares for ten Lafarge shares. Holcim and Lafarge have also agreed that, subject to shareholder approval, the new company will announce a post-closing scrip dividend of one LafargeHolcim share for each 20 existing shares.

Eric Olsen was appointed future Chief Executive Officer of LafargeHolcim, to take office as of the closing of the merger project. Eric Olsen is presently Lafarge Executive Vice-President Operations and has been a member of that Group's Executive Committee since 2007. Wolfgang Reitzle will act as the statutory Chairman and Beat Hess will be Vice-Chairman of the Board. In addition, Wolfgang Reitzle and Bruno Lafont will be non-executive Co-Chairmen of the Board.

In February, Holcim and Lafarge announced that CRH plans to acquire the majority of the assets that were identified during the divestment process for an enterprise value of CHF 6.8 billion. These assets are mainly in Europe, Canada, Brazil, and the Philippines. Following these important milestones, both companies are continuing to work intensively on preparing the closing of the transaction and a successful post-merger integration.

### Asia Pacific impacted by temporarily lower construction activities in India

Economic activity in the Group region Asia Pacific remained solid despite mitigating effects of lower growth in China. India's return to higher growth rates has gathered steam following the positive sentiment that materialized in the course of 2014, although construction markets were temporarily weaker. The Philippines continued to see lively demand for building materials and benefited from an overall robust economic climate.

| Asia Pacific                |                        | Jan-March<br>2015 | Jan-March<br>2014 | ±%    | ±%    |
|-----------------------------|------------------------|-------------------|-------------------|-------|-------|
|                             |                        | like-for-like     |                   |       |       |
| Sales of cement             | million t              | 17.1              | 18.5              | -7.3  | -7.3  |
| Sales of aggregates         | million t              | 5.3               | 6.0               | -12.5 | -12.5 |
| Sales of ready-mix concrete | million m <sup>3</sup> | 2.5               | 2.5               | +0.7  | +0.7  |
| Net sales                   | million CHF            | 1,656             | 1,683             | -1.6  | -3.9  |
| Operating EBITDA            | million CHF            | 357               | 327               | +9.0  | +5.8  |
| Operating profit            | million CHF            | 257               | 234               | +9.8  | +5.8  |

Ambuja Cements and ACC, Holcim's Group companies in India, sold less cement in the first quarter compared with a year ago. Demand temporarily slowed down to a level slightly less than generally expected. Variances between the two companies are mainly due to regional differences in demand and different sales footprints. While in Sri Lanka volumes increased, Bangladesh reported lower deliveries than in the previous years' quarter due to the political situation.

Holcim Vietnam increased cement volumes markedly despite continued oversupply in the country and ongoing competitive pressure. Year-on-year ready-mix concrete deliveries increased. Malaysia's construction industry experienced another quarter with lively construction activity and Holcim's local Group company was able to consequently increase cement and aggregates sales markedly.

Demand for building materials continued to be high in the Philippines as investment from both the government as well as the private and commercial sectors remained high. Holcim Philippines consequently sold more cement.

Cement consumption in Indonesia was down 3 percent compared with 2014, prices have been reduced due to government intervention, and infrastructure projects were delayed. Aggregates and ready-mix concrete sales were down as well.

Bad weather in Queensland coupled with lower resource project activities negatively affected cement volumes at Cement Australia. Holcim Australia also felt the effects of poor weather in Queensland and New South Wales and lower mining investments. Aggregates and ready-mix concrete deliveries were lower than in the first quarter of 2014. However, business performance is improving due to cost-cutting measures implemented in 2014. Holcim New Zealand continued to also benefit from lively construction activity. Higher demand in the Auckland region fuelled cement volume growth. Aggregates shipments also increased.

Consolidated cement volumes in the Group region Asia Pacific were down 7.3 percent to 17.1 million tonnes in the first quarter 2015, mainly as a result of lower volumes in India. Aggregates volumes reached 5.3 million tonnes, a drop of 12.5 percent. Ready-mix concrete deliveries remained stable at 2.5 million cubic meters. Net sales in Asia Pacific decreased by 1.6 percent to CHF 1,656 million.

Operating profit increased 9.8 percent to CHF 257 million mainly as a result of improved financial performance at ACC, Holcim Australia, and Cement Australia. Like-for-like operating profit also increased 5.8 percent.

#### Latin America with increased profitability

Latin America's economic development remained uneven as a number of countries felt the effects of lower oil and other commodity prices. Mexico however benefited from more dynamic activity and a lively construction market, building on the rebound that began in 2014. Brazil in contrast continued to suffer from an overall challenging economic environment with high interest rates and low industrial production that also negatively impacted demand for building materials. Construction activity in many markets was slowed down by the overall still challenging economic situation in the Group region.

| Latin America               |                        | Jan-March<br>2015 | Jan-March<br>2014 | ±%    | ±%<br>like-for-like |
|-----------------------------|------------------------|-------------------|-------------------|-------|---------------------|
| Sales of cement             | million t              | 5.9               | 6.0               | -1.4  | -1.4 <sup>1</sup>   |
| Sales of aggregates         | million t              | 1.2               | 2.1               | -43.8 | -43.8               |
| Sales of ready-mix concrete | million m <sup>3</sup> | 1.5               | 1.7               | -8.1  | -8.1                |
| Net sales                   | million CHF            | 707               | 723               | -2.3  | +2.3                |
| Operating EBITDA            | million CHF            | 231               | 211               | +10.0 | +12.6               |
| Operating profit            | million CHF            | 187               | 167               | +12.1 | +14.1               |

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

Holcim Mexico benefited from the recovery of the local economy that was driven by the National Infrastructure Plan. Cement sales increased markedly thanks to a number of large projects that were kicked off in the first quarter as well as the continuing implementation of the retail strategy. Aggregates and ready-mix concrete volumes declined as a result of the exit from low-profitability market segments.

In Central America, Holcim El Salvador and Holcim Nicaragua sold more cement thanks to increased demand for building materials from both the private and public sectors. Cement volume development in Costa Rica was negative, partly as a result of lower exports to Panama and Nicaragua.

Construction activity in Colombia continued to be lively. Despite a national strike by truck drivers in March, which negatively affected distribution, Holcim Colombia benefited from the positive economic development and reported higher cement sales. Ready-mix concrete volumes remained flat, with sales focused on higher-margin specialty applications.



Holcim Ecuador reported lower cement volumes than in the previous year's quarter, which was positively influenced by elections. Ready-mix concrete volumes declined as well. In March 2015, Holcim Ecuador completed the second phase of the modernization of its Guayaquil cement plant, with a new clinker production line to substitute imports. The new line increases clinker capacity by 1.4 million tonnes.

Brazil's construction industry continued to suffer from the meager overall economic situation as well as lower demand for building materials and new production capacities. Despite increased sales in March, cement volumes were down significantly, partially due to less demand for special products from the oil industry. Aggregates and ready-mix concrete deliveries also declined.

In Chile, Cemento Polpaico reported stable cement volumes. Aggregates and ready-mix concrete volumes however were down. While Argentina's construction industry continued to suffer from macro-economic challenges Holcim's local Group company reported increased cement volumes thanks to high demand in the Cordoba region. Aggregates shipments decreased while in ready-mix concrete volumes were on par with the previous year's quarter.

Consolidated cement volumes in the Group region Latin America decreased 1.4 percent to 5.9 million tonnes in the first quarter of 2015, as increases in Mexico, Argentina, and Central America were not able to compensate for declines in Ecuador and Brazil. Adjusted for internal clinker exports from Mexico to Ecuador in the previous year's quarter, cement volumes increased by 0.3 percent year-on-year. Aggregates shipments were down 43.8 percent to 1.2 million tonnes as a result of footprint adjustments in 2014 and lower demand in Brazil. Ready-mix concrete volumes declined 8.1 percent to 1.5 million cubic meters as a result of last year's restructuring in Mexico. Net sales decreased 2.3 percent to CHF 707 million.

Operating profit was up 12.1 percent year-on-year to CHF 187 million as a result of better pricing, cost management, and the previous year's restructuring efforts. Like-for-like operating profit increased 14.1 percent.

#### Europe with a different weather pattern and a mixed start into the year

While some economies in Europe continued their slow-paced recovery, as lower oil prices and a favorable monetary policy supported economic activity, demand for building materials remained under pressure. In the United Kingdom the positive economic development and lively construction activity continued. France however was still impacted by muted growth and low investments. Southern Europe saw some isolated signs of improvement as Spain's recovery strengthened. Russia however experienced a sharp slowdown, but construction markets suffered less than other sectors.

| Europe                      |                        | Jan-March<br>2015 | Jan-March<br>2014 | ±%     | ±%<br>like-for-like |
|-----------------------------|------------------------|-------------------|-------------------|--------|---------------------|
| Sales of cement             | million t              | 4.7               | 5.2               | -9.6   | -10.7               |
| Sales of aggregates         | million t              | 17.4              | 15.7              | +10.9  | +1.3                |
| Sales of ready-mix concrete | million m <sup>3</sup> | 2.8               | 2.7               | +5.5   | -7.3                |
| Sales of asphalt            | million t              | 1.4               | 1.3               | +12.8  | +12.8               |
| Net sales                   | million CHF            | 1,097             | 1,184             | -7.3   | -3.1                |
| Operating EBITDA            | million CHF            | 79                | 99                | -19.9  | -12.3               |
| Operating loss              | million CHF            | (27)              | (9)               | -197.8 | -160.6              |

As the United Kingdom's construction industry continued on its growth path, Holcim's local Group company Aggregate Industries UK also posted better results in the first quarter of 2015. Aggregates volumes increased despite some weather-related setbacks in Scotland. Increases in ready-mix concrete were again driven by high demand in the London area. Asphalt sales were also significantly higher.

After a particularly strong first quarter in the previous year, Holcim France remained impacted by shrinking construction activities in 2015, which led to volume declines in all segments. Holcim Belgium also suffered from a muted construction market and reported lower volumes in cement, aggregates, and ready-mix concrete.

Holcim Germany, which also benefited from very strong demand in the previous year's first quarter, was impacted by less lively construction activity. However, as a result of the acquisition of Cemex's operations in Western Germany, cement and aggregates volumes were higher. Holcim South Germany posted lower cement and aggregate shipments but could increase ready-mix concrete shipments.

Holcim Switzerland suffered from import pressures and a less dynamic market environment which resulted in lower deliveries for all three segments. In Italy volumes were down as well with the exception of aggregates, reflecting the overall challenging economic situation.

Domestic cement sales in Spain were driven by the gradual recovery of local construction markets. However, the divestments of the Gador and Yeles plants, as part of the transactions with Cemex, and lower exports caused cement volumes to decline. Aggregates shipments were higher, and ready-mix concrete deliveries were down. The development in both segments was impacted by restructuring measures and associated plant closures in 2014.

Development in Eastern Europe was heterogeneous over the first three months of 2015. While Holcim Romania benefited from several large construction projects, particularly in the Bucharest area, and improved cement sales, most other Group companies in the region posted declines. Aggregates shipments increased in all countries except Serbia.

The situation in Russia was mixed as demand for building materials was negatively impacted by the challenging economic climate, but construction projects in the Moscow region continued to fuel demand for building materials. Overall however, cement volumes decreased. In Azerbaijan, lower oil prices put pressure on the construction sector as investments were also lower. Cement sales in the Group company decreased also as a result of higher competitive pressure.

Consolidated cement volumes in the Group region Europe reached 4.7 million tonnes, a decrease of 9.6 percent, mainly on account of lower sales in France, Switzerland, and Russia. Aggregates and ready-mix concrete deliveries increased 10.9 percent to 17.4 million tonnes and 5.5 percent to 2.8 million cubic meters respectively as a result of the impact of the transactions with Cemex. Net sales declined 7.3 percent to CHF 1,097 million.

Operating profit declined markedly to CHF -27 million, primarily as a result of lower financial performance in France and Germany and following very good performance in the previous year's quarter. The change in like-for-like operating profit stood at -160.6 percent.

### Recovery continues in North America despite harsh winter conditions

In the Group region North America economic growth strengthened despite the harsh winter conditions in large parts of the region. Construction markets benefited from the positive sentiment and demand for building materials rose. In Canada the development of the construction markets began to ease towards the end of the quarter.

| North America               |                        | Jan-March<br>2015 | Jan-March<br>2014 | ±%<br>like-for-like | ±%    |
|-----------------------------|------------------------|-------------------|-------------------|---------------------|-------|
| Sales of cement             | million t              | 2.1               | 2.0               | +4.3                | +4.3  |
| Sales of aggregates         | million t              | 5.4               | 5.0               | +8.9                | +8.9  |
| Sales of ready-mix concrete | million m <sup>3</sup> | 1.0               | 1.2               | -12.2               | -9.4  |
| Sales of asphalt            | million t              | 0.2               | 0.1               | +32.7               | +32.7 |
| Net sales                   | million CHF            | 496               | 444               | +11.8               | +9.3  |
| Operating EBITDA            | million CHF            | (4)               | (10)              | +58.8               | -2.5  |
| Operating loss              | million CHF            | (71)              | (71)              | -0.2                | -4.6  |

As the construction industry in the United States continued to benefit from favorable macro-economic sentiment, Holcim US increased cement deliveries in the first quarter of 2015. Stronger private residential construction more than offset some negative effects of bad weather in late February and March.

Aggregate Industries US also benefited from lively construction activity. Aggregate volumes were up markedly, with strong increases reported in the West Central and Mid-Atlantic regions. Ready-mix concrete sales declined but asphalt deliveries increased markedly.

Holcim Canada was impacted by harsh weather conditions that brought construction projects to a halt in some of its regions. Consequently, cement volumes were down, with the most pronounced decreases in Quebec and Atlantic. Exports to the United States were not able to make up for this development. While aggregates volumes were up, ready-mix concrete deliveries decreased.

Consolidated cement volumes in the Group region North America increased by 4.3 percent to 2.1 million tonnes, predominantly on account of higher volumes at Holcim US. Aggregates volumes were up 8.9 percent to 5.4 million tonnes, while ready-mix concrete deliveries decreased 12.2 percent to 1.0 million cubic meters. Asphalt volumes increased markedly to 0.2 million tonnes. Net sales in North America improved by 11.8 percent to CHF 496 million.

Operating loss was stable at CHF 71 million as the United States was able to compensate for the decreases in Canada. The change in like-for-like operating profit stood at -4.6 percent.

### Africa Middle East suffers from political tensions

Economic development in the Group region Africa Middle East was impacted by muted growth in a number of markets. While in Morocco overall growth was solid, the construction sector remained in low gear. Lebanon's economy and construction sector continued to feel the region's political tensions. Economic growth in West Africa was partly impacted by the effects of the Ebola outbreak and political instability.

| Africa Middle East          |                        | Jan-March<br>2015 | Jan-March<br>2014 | ±%    | ±%<br>like-for-like |
|-----------------------------|------------------------|-------------------|-------------------|-------|---------------------|
| Sales of cement             | million t              | 1.8               | 2.0               | -8.0  | -8.0                |
| Sales of aggregates         | million t              | 0.3               | 0.4               | -38.4 | -38.4               |
| Sales of ready-mix concrete | million m <sup>3</sup> | 0.1               | 0.2               | -30.5 | -30.5               |
| Net sales                   | million CHF            | 168               | 206               | -18.4 | -13.5               |
| Operating EBITDA            | million CHF            | 45                | 67                | -32.6 | -26.3               |
| Operating profit            | million CHF            | 32                | 54                | -39.5 | -32.6               |

At Holcim Morocco, the Group region's largest company, domestic cement sales declined but clinker exports could be increased. Aggregates and ready-mix concrete deliveries declined markedly in a market that continued to be characterized by high competitive pressure.

Lebanon's construction industry was impacted by exceptionally bad weather at the beginning of the year which led to muted demand for building materials. Holcim Lebanon consequently reported a significant decline in cement and ready-mix concrete volumes.

Holcim's Group companies in the Indian Ocean region sold less cement as higher volumes in Madagascar were not able to compensate for decreases in La Réunion. Aggregates shipments decreased in the first quarter while ready-mix concrete sales were roughly on par year-on-year. Holcim's grinding stations along the West African coast and in the Middle East sold less cement, mainly as a result of declines in the Ivory Coast, which had benefited from a particularly good start into the previous year's quarter.

Consolidated cement volumes in the Group region Africa Middle East declined 8.0 percent to 1.8 million tonnes, mainly as a result of lower sales in Lebanon. Aggregates deliveries were down 38.4 percent to 0.3 million tonnes and sales of ready-mix concrete also decreased 30.5 percent to 0.1 million cubic meters. Net sales reached CHF 168 million, a decline of 18.4 percent, also impacted by negative currency effects.

Operating profit decreased 39.5 percent to CHF 32 million as Morocco and Lebanon reported lower financial performance. The change in like-for-like operating profit stood at -32.6 percent.

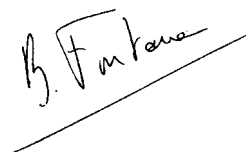
**Outlook for 2015**

Holcim expects for 2015 that the global economy continues its gradual recovery. Key construction markets of Holcim in countries like the USA, India, Indonesia, Mexico, Colombia, the UK, and the Philippines are expected to be the main growth drivers. Europe overall should have a flat development. Latin America will continue to face uncertainties in countries such as Argentina and Brazil but should overall show slight growth in 2015. The Asia Pacific region is expected to grow although at a still modest pace. Africa Middle East is expected gradually to improve.

In this environment cement volumes should 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.



Wolfgang Reitzle  
Chairman of the Board of Directors



Bernard Fontana  
Chief Executive Officer

April 30, 2015

# CONSOLIDATED FINANCIAL STATEMENTS

**Consolidated statement of income of Group Holcim**

| January–March<br>Million CHF                     | Notes | 2015<br>Unaudited | 2014<br>Unaudited |
|--|-------|-------------------|-------------------|
| <b>Net sales</b>                                 | 7     | <b>3,972</b>      | <b>4,088</b>      |
| Production cost of goods sold                    |       | (2,319)           | (2,387)           |
| <b>Gross profit</b>                              |       | <b>1,653</b>      | <b>1,701</b>      |
| Distribution and selling expenses                |       | (1,063)           | (1,102)           |
| Administration expenses                          |       | (329)             | (304)             |
| <b>Operating profit</b>                          | 8     | <b>261</b>        | <b>295</b>        |
| Other income                                     | 9     | 434               | 19                |
| Share of profit of associates and joint ventures |       | 8                 | 26                |
| Financial income                                 | 10    | 24                | 37                |
| Financial expenses                               | 11    | (172)             | (137)             |
| <b>Net income before taxes</b>                   |       | <b>555</b>        | <b>240</b>        |
| Income taxes                                     |       | (176)             | (62)              |
| <b>Net income</b>                                |       | <b>378</b>        | <b>179</b>        |
| <b>Attributable to:</b>                          |       |                   |                   |
| Shareholders of Holcim Ltd                       |       | 310               | 80                |
| Non-controlling interest                         |       | 68                | 99                |
| <b>Earnings per share in CHF</b>                 |       |                   |                   |
| Earnings per share                               |       | 0.95              | 0.24              |
| Fully diluted earnings per share                 |       | 0.95              | 0.24              |

**Consolidated statement of comprehensive earnings of Group Holcim**

| January–March<br>Million CHF  | Notes | 2015<br>Unaudited | 2014<br>Unaudited |
|---|-------|-------------------|-------------------|
| <b>Net income</b>   |       | <b>378</b>        | <b>179</b>        |
| <b>Other comprehensive earnings</b>   |       |                   |                   |
| <b>Items that will be reclassified to the statement of income in future periods</b>     |       |                   |                   |
| Currency translation effects  |       |                   |                   |
| – Exchange differences on translation   | 19    | (1,312)           | 24                |
| – Realized through statement of income  |       | (46)              | 0                 |
| – Tax effect  |       | 7                 | 3                 |
| Available-for-sale financial assets   |       |                   |                   |
| – Change in fair value  |       | 0                 | 0                 |
| – Realized through statement of income  |       | 0                 | 0                 |
| – Tax effect  |       | 0                 | 0                 |
| Cash flow hedges  |       |                   |                   |
| – Change in fair value  |       | 4                 | 2                 |
| – Realized through statement of income  |       | 0                 | 0                 |
| – Tax effect  |       | 1                 | 0                 |
| Net investment hedges in subsidiaries   |       |                   |                   |
| – Change in fair value  |       | 2                 | 0                 |
| – Realized through statement of income  |       | 0                 | 0                 |
| – Tax effect  |       | 0                 | 0                 |
| <b>Subtotal</b>   |       | <b>(1,345)</b>    | <b>29</b>         |
| <b>Items that will not be reclassified to the statement of income in future periods</b> |       |                   |                   |
| Defined benefit plans   |       |                   |                   |
| – Remeasurements  |       | (80)              | (36)              |
| – Tax effect  |       | 7                 | 8                 |
| <b>Subtotal</b>   |       | <b>(73)</b>       | <b>(28)</b>       |
| <b>Total other comprehensive earnings</b>   |       | <b>(1,418)</b>    | <b>1</b>          |
| <b>Total comprehensive earnings</b>   |       | <b>(1,040)</b>    | <b>180</b>        |
| <b>Attributable to:</b>   |       |                   |                   |
| Shareholders of Holcim Ltd  |       | (1,028)           | 44                |
| Non-controlling interest  |       | (12)              | 135               |



## Consolidated statement of financial position of Group Holcim

| Million CHF   | Notes | 31.3.2015<br>Unaudited | 31.12.2014<br>Audited | 31.3.2014<br>Unaudited |
|---|-------|------------------------|-----------------------|------------------------|
| Cash and cash equivalents   |       | 1,731                  | 2,149                 | 2,015                  |
| Accounts receivable   |       | 3,282                  | 2,695                 | 2,718                  |
| Inventories   |       | 1,944                  | 1,863                 | 1,743                  |
| Prepaid expenses and other current assets                               |       | 411                    | 317                   | 410                    |
| Assets classified as held for sale                                      | 12    | 48                     | 283                   | 764                    |
| <b>Total current assets</b>   |       | <b>7,416</b>           | <b>7,307</b>          | <b>7,649</b>           |
| Long-term financial assets  |       | 516                    | 491                   | 538                    |
| Investments in associates and joint ventures                            |       | 1,417                  | 1,758                 | 1,562                  |
| Property, plant and equipment   |       | 20,212                 | 21,410                | 20,126                 |
| Intangible assets   |       | 7,324                  | 7,779                 | 7,487                  |
| Deferred tax assets   |       | 504                    | 527                   | 422                    |
| Other long-term assets  |       | 396                    | 412                   | 362                    |
| <b>Total long-term assets</b>   |       | <b>30,369</b>          | <b>32,378</b>         | <b>30,497</b>          |
| <b>Total assets</b>   |       | <b>37,785</b>          | <b>39,684</b>         | <b>38,146</b>          |
| Trade accounts payable  |       | 1,822                  | 2,101                 | 1,830                  |
| Current financial liabilities   |       | 2,143                  | 2,502                 | 2,886                  |
| Current income tax liabilities  |       | 533                    | 419                   | 425                    |
| Other current liabilities   |       | 1,599                  | 1,634                 | 1,543                  |
| Short-term provisions   |       | 170                    | 234                   | 186                    |
| Liabilities directly associated with assets classified as held for sale | 12    | 5                      | 33                    | 236                    |
| <b>Total current liabilities</b>  |       | <b>6,272</b>           | <b>6,923</b>          | <b>7,107</b>           |
| Long-term financial liabilities   |       | 9,258                  | 9,291                 | 9,169                  |
| Defined benefit obligations   |       | 920                    | 863                   | 692                    |
| Deferred tax liabilities  |       | 1,282                  | 1,415                 | 1,264                  |
| Long-term provisions  |       | 995                    | 1,080                 | 1,077                  |
| <b>Total long-term liabilities</b>                                      |       | <b>12,455</b>          | <b>12,649</b>         | <b>12,202</b>          |
| <b>Total liabilities</b>  |       | <b>18,727</b>          | <b>19,572</b>         | <b>19,309</b>          |
| Share capital   |       | 654                    | 654                   | 654                    |
| Capital surplus   |       | 7,778                  | 7,776                 | 8,196                  |
| Treasury shares   |       | (76)                   | (82)                  | (93)                   |
| Reserves  |       | 8,047                  | 9,082                 | 7,493                  |
| <b>Total equity attributable to shareholders of Holcim Ltd</b>          |       | <b>16,403</b>          | <b>17,430</b>         | <b>16,250</b>          |
| Non-controlling interest  |       | 2,655                  | 2,682                 | 2,587                  |
| <b>Total shareholders' equity</b>                                       |       | <b>19,058</b>          | <b>20,112</b>         | <b>18,837</b>          |
| <b>Total liabilities and shareholders' equity</b>                       |       | <b>37,785</b>          | <b>39,684</b>         | <b>38,146</b>          |

**Consolidated statement of changes in equity of Group Holcim**

| Million CHF   | Share capital | Capital surplus | Treasury shares | Retained earnings |
|---|---------------|-----------------|-----------------|-------------------|
| <b>Equity as at January 1, 2015</b>                 | <b>654</b>    | <b>7,776</b>    | <b>(82)</b>     | <b>18,439</b>     |
| Net income  |               |                 |                 | 310               |
| Other comprehensive earnings                        |               |                 |                 | (73)              |
| Total comprehensive earnings                        |               |                 |                 | 236               |
| Payout  |               |                 |                 |                   |
| Change in treasury shares                           |               |                 | 6               | 1                 |
| Share-based remuneration                            |               | 2               |                 |                   |
| Capital paid-in by non-controlling interest         |               |                 |                 |                   |
| Change in participation in existing Group companies |               |                 |                 | (7)               |
| <b>Equity as at March 31, 2015 (unaudited)</b>      | <b>654</b>    | <b>7,778</b>    | <b>(76)</b>     | <b>18,668</b>     |
| <b>Equity as at January 1, 2014</b>                 | <b>654</b>    | <b>8,200</b>    | <b>(102)</b>    | <b>17,294</b>     |
| Net income  |               |                 |                 | 80                |
| Other comprehensive earnings                        |               |                 |                 | (28)              |
| Total comprehensive earnings                        |               |                 |                 | 52                |
| Payout  |               |                 |                 |                   |
| Change in treasury shares                           |               |                 | 4               | 0                 |
| Share-based remuneration                            |               | (4)             | 4               |                   |
| Capital paid-in by non-controlling interest         |               |                 |                 |                   |
| Change in participation in existing Group companies |               |                 |                 | (4)               |
| <b>Equity as at March 31, 2014 (unaudited)</b>      | <b>654</b>    | <b>8,196</b>    | <b>(93)</b>     | <b>17,342</b>     |

| <i>Available-for-sale<br/>reserve</i> | <i>Cash flow<br/>hedging<br/>reserve</i> | <i>Currency<br/>translation<br/>adjustments</i> | <b>Total<br/>reserves</b> | <b>Total equity<br/>attributable to<br/>shareholders<br/>of Holcim Ltd</b> | <b>Non-controlling<br/>interest</b> | <b>Total<br/>shareholders'<br/>equity</b> |
|---------------------------------------|--|---|---------------------------|--|-------------------------------------|---|
| <b>(14)</b>                           | <b>(5)</b>                               | <b>(9,339)</b>                                  | <b>9,082</b>              | <b>17,430</b>  | <b>2,682</b>                        | <b>20,112</b>                             |
|                                       |  |   | 310                       | 310  | 68                                  | 378                                       |
| 0                                     | 4  | (1,268)   | (1,337)                   | (1,337)  | (81)                                | (1,418)                                   |
| 0                                     | 4  | (1,268)   | (1,028)                   | (1,028)  | (12)                                | (1,040)                                   |
|                                       |  |   |                           |  | (47)                                | (47)                                      |
|                                       |  |   | 1                         | 6  |                                     | 6   |
|                                       |  |   |                           | 2  | 0                                   | 2   |
|                                       |  |   | (7)                       | (7)  | 33                                  | 25  |
| <b>(14)</b>                           | <b>0</b>                                 | <b>(10,607)</b>                                 | <b>8,047</b>              | <b>16,403</b>  | <b>2,655</b>                        | <b>19,058</b>                             |
| <b>52</b>                             | <b>(4)</b>                               | <b>(9,889)</b>                                  | <b>7,453</b>              | <b>16,205</b>  | <b>2,471</b>                        | <b>18,677</b>                             |
|                                       |  |   | 80                        | 80   | 99                                  | 179                                       |
| 0                                     | 1  | (8)   | (36)                      | (36)   | 36                                  | 1   |
| 0                                     | 1  | (8)   | 44                        | 44   | 135                                 | 180                                       |
|                                       |  |   |                           |  | (23)                                | (23)                                      |
|                                       |  | 0   | 0                         | 5  |                                     | 5   |
|                                       |  | 0   | 0                         | 0  |                                     | 0   |
|                                       |  |   |                           |  | 0                                   | 0   |
|                                       |  |   | (4)                       | (4)  | 3                                   | (1)                                       |
| <b>52</b>                             | <b>(3)</b>                               | <b>(9,897)</b>                                  | <b>7,493</b>              | <b>16,250</b>  | <b>2,587</b>                        | <b>18,837</b>                             |

### Consolidated statement of cash flows of Group Holcim

| January–March<br>Million CHF                                      | Notes  | 2015<br>Unaudited | 2014<br>Unaudited |
|---|--------|-------------------|-------------------|
| <b>Net income before taxes</b>                                    |        | <b>555</b>        | <b>240</b>        |
| Other income  | 9      | (434)             | (19)              |
| Share of profit of associates and joint ventures                  |        | (8)               | (26)              |
| Financial expenses net  | 10, 11 | 149               | 99                |
| <b>Operating profit</b>   |        | <b>261</b>        | <b>295</b>        |
| Depreciation, amortization and impairment of operating assets     |        | 331               | 322               |
| Other non-cash items  |        | 31                | 70                |
| Change in net working capital                                     |        | (601)             | (650)             |
| <b>Cash generated from operations</b>                             |        | <b>23</b>         | <b>37</b>         |
| Dividends received  |        | 9                 | 1                 |
| Interest received   |        | 16                | 32                |
| Interest paid   |        | (92)              | (151)             |
| Income taxes paid   |        | (156)             | (155)             |
| Other expenses  |        | (14)              | (7)               |
| <b>Cash flow from operating activities (A)</b>                    |        | <b>(214)</b>      | <b>(243)</b>      |
| Purchase of property, plant and equipment                         |        | (287)             | (414)             |
| Disposal of property, plant and equipment                         |        | 16                | 41                |
| Acquisition of participation in Group companies                   | 3      | (187)             | (1)               |
| Disposal of participation in Group companies                      | 3      | 256               | 0                 |
| Purchase of financial assets, intangible and other assets         |        | (183)             | (27)              |
| Disposal of financial assets, intangible and other assets         |        | 93                | 27                |
| <b>Cash flow used in investing activities (B)</b>                 |        | <b>(291)</b>      | <b>(373)</b>      |
| Dividends paid to non-controlling interest                        |        | (31)              | (1)               |
| Movements of treasury shares                                      |        | 6                 | 5                 |
| Proceeds from current financial liabilities                       |        | 1,473             | 1,026             |
| Repayment of current financial liabilities                        |        | (1,413)           | (669)             |
| Proceeds from long-term financial liabilities                     |        | 797               | 926               |
| Repayment of long-term financial liabilities                      |        | (650)             | (959)             |
| <b>Cash flow from financing activities (C)</b>                    |        | <b>183</b>        | <b>328</b>        |
| <b>Decrease in cash and cash equivalents (A + B + C)</b>          |        | <b>(322)</b>      | <b>(288)</b>      |
| <b>Cash and cash equivalents as at January 1 (net)</b>            |        | <b>1,942</b>      | <b>1,993</b>      |
| Decrease in cash and cash equivalents                             |        | (322)             | (288)             |
| Currency translation effects                                      |        | (44)              | 18                |
| <b>Cash and cash equivalents as at March 31 (net)<sup>1</sup></b> |        | <b>1,576</b>      | <b>1,723</b>      |

<sup>1</sup> Cash and cash equivalents at the end of the period include bank overdrafts of CHF 155 million (2014: 291), disclosed in current financial liabilities.

### 1 Basis of preparation

The unaudited consolidated first quarter interim financial statements (hereafter “interim financial statements”) are prepared in accordance with IAS 34 *Interim Financial Reporting*. The accounting policies used in the preparation and presentation of the interim financial statements are consistent with those used in the consolidated financial statements for the year ended December 31, 2014 (hereafter “annual financial statements”).

The interim financial statements should be read in conjunction with the annual financial statements as they provide an update of previously reported information.

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided. All ratios and variances are calculated using the underlying amount rather than the presented rounded amount.

The preparation of interim financial statements requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets, liabilities and disclosure of contingent liabilities at the date of the interim financial statements. If in the future such estimates and assumptions, which are based on management’s best judgment at the date of the interim financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate during the period in which the circumstances change.

### 2 Changes in accounting policies

During the first quarter 2015, Group Holcim decided to change its accounting policy for recognizing net interest expense relating to retirement benefit plans. More relevant information is provided if total net interest costs are presented as part of financial expenses and not in the operating profit. This presentation better reflects the nature of net interest since it corresponds to the unwinding effect of the long-term defined benefit obligation. As the comparative amount for 2014 is immaterial, it has not been restated.

On April 9, 2015, the IFRIC published an agenda decision concerning the classification of joint arrangements under IFRS 11 *Joint Arrangements*. As a result of the clarifications regarding rights to the assets of a joint arrangement through other facts and circumstances, Group Holcim will be unable to continue to

account for Cement Australia as a joint operation, since Holcim does not have an obligation to acquire substantially all of the economic benefits (i.e. output) from Cement Australia. As a result, Group Holcim will change its accounting policy for Cement Australia in the second quarter 2015 and reclassify its investment in Cement Australia as a joint venture and apply equity accounting from that quarter onwards. The comparatives (including the first quarter 2015) will be restated accordingly. Had Group Holcim changed its accounting policy in 2014, the first quarter 2015 net sales would have decreased by CHF 57 million (Q1 2014: 62 million), operating profit would have decreased by CHF 15 million (Q1 2014: 10 million) and total assets and total liabilities would have decreased by CHF 167 million (Q1 2014: 209 million). Equity and net income are not impacted by this change.

### 3 Changes in the scope of consolidation

On January 5, 2015, Group Holcim acquired control of a group of companies from Cemex which operate in Western Germany and the Netherlands. This transaction includes one cement plant, two grinding stations, twenty-two aggregates locations and seventy-nine ready-mix plants.

The identifiable assets and liabilities arising from the acquisition are as follows:

| Million CHF                                | Fair value |
|--|------------|
| Cash and cash equivalents                  | 23         |
| Other current assets                       | 46         |
| Property, plant and equipment              | 264        |
| Other long-term assets                     | 1          |
| Current liabilities                        | 52         |
| Long-term liabilities                      | 49         |
| <b>Net assets</b>                          | <b>233</b> |
| Non-controlling interest                   | 23         |
| <b>Net assets acquired</b>                 | <b>210</b> |
| <b>Total purchase consideration (cash)</b> | <b>210</b> |
| Fair value of net assets acquired          | 210        |
| <b>Goodwill</b>                            | <b>0</b>   |

The amounts disclosed above were determined provisionally. Further adjustments may be made to the fair values assigned to the identifiable assets acquired and liabilities assumed up to twelve months from the date of acquisition.

The amount of non-controlling interest recognized amounted to CHF 23 million and was measured at the proportionate share of the acquiree's identifiable net assets at the date of acquisition. The acquired companies contributed net sales and net loss of CHF 64 million and CHF 11 million respectively to the Group for the period from January 5, 2015 to March 31, 2015. If the acquisition had occurred on January 1, 2015, Group net sales and net income to March 31 would not have been materially different. Holcim recognized acquisition-related costs of CHF 6 million which has been reflected as administration expenses in the consolidated statement of income.

On January 5, 2015, Holcim disposed of Holcim (Česko) a.s. in Czech Republic, Gador cement plant and Yeles grinding station in Spain for CHF 243 million. This resulted in a gain on disposal before taxes of CHF 61 million which is included in "Other income" (note 9).

On March 30, 2015, Holcim sold its entire remaining shareholding of 27.5 percent in Siam City Cement Public Company Limited in Thailand via a private placement in capital markets. For the sale of its entire remaining stake, Holcim recorded in the first quarter 2015 a gain before taxes of CHF 371 million, which is included in "Other income" (note 9), and a receivable of CHF 661 million, which was settled on April 2, 2015.

During the first quarter of 2014, there were no business combinations that were either individually material or that were considered material on an aggregated basis.

#### 4 Seasonality

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Demand for cement, aggregates and other construction materials and services is seasonal because climatic conditions affect the level of activity in the construction sector.

Holcim usually experiences a reduction in sales during the first and fourth quarters reflecting the effect of the winter season in its principal markets in Europe and North America and tends to see an increase in sales in the second and third quarters reflecting the effect of the summer season. This effect can be particularly pronounced in harsh winters.

## 5 Information by reportable segment

|  | Asia Pacific |        | Latin America |       | Europe |        | North America |        | Africa Middle East |       | Corporate/ Eliminations |                   | Total Group |        |
|--|--------------|--------|---------------|-------|--------|--------|---------------|--------|--------------------|-------|-------------------------|-------------------|-------------|--------|
| January–March (unaudited)                                      | 2015         | 2014   | 2015          | 2014  | 2015   | 2014   | 2015          | 2014   | 2015               | 2014  | 2015                    | 2014              | 2015        | 2014   |
| <b>Capacity and sales</b>                                      |              |        |               |       |        |        |               |        |                    |       |                         |                   |             |        |
| Million t  |              |        |               |       |        |        |               |        |                    |       |                         |                   |             |        |
| Annual cement production capacity <sup>1</sup>                 | 97.0         | 96.4   | 35.3          | 35.3  | 46.8   | 46.8   | 21.9          | 21.9   | 11.0               | 11.0  |                         |                   | 212.0       | 211.4  |
| Sales of cement  | 17.1         | 18.5   | 5.9           | 6.0   | 4.7    | 5.2    | 2.1           | 2.0    | 1.8                | 2.0   | (0.5)                   | (0.7)             | 31.2        | 33.0   |
| – of which mature markets                                      | 0.6          | 0.6    |               |       | 3.0    | 3.4    | 2.1           | 2.0    |                    |       |                         |                   |             |        |
| – of which emerging markets                                    | 16.5         | 17.9   | 5.9           | 6.0   | 1.7    | 1.9    |               |        | 1.8                | 2.0   |                         |                   |             |        |
| Sales of mineral components                                    | 0.1          | 0.1    |               |       | 0.5    | 0.4    | 0.2           | 0.2    |                    |       |                         |                   | 0.8         | 0.7    |
| Sales of aggregates  | 5.3          | 6.0    | 1.2           | 2.1   | 17.4   | 15.7   | 5.4           | 5.0    | 0.3                | 0.4   |                         |                   | 29.5        | 29.2   |
| – of which mature markets                                      | 4.7          | 5.4    |               |       | 15.9   | 14.3   | 5.4           | 5.0    |                    |       |                         |                   |             |        |
| – of which emerging markets                                    | 0.6          | 0.6    | 1.2           | 2.1   | 1.5    | 1.4    |               |        | 0.3                | 0.4   |                         |                   |             |        |
| Sales of asphalt   |              |        |               |       | 1.4    | 1.3    | 0.2           | 0.1    |                    |       |                         |                   | 1.6         | 1.4    |
| Million m <sup>3</sup>   |              |        |               |       |        |        |               |        |                    |       |                         |                   |             |        |
| Sales of ready-mix concrete                                    | 2.5          | 2.5    | 1.5           | 1.7   | 2.8    | 2.7    | 1.0           | 1.2    | 0.1                | 0.2   |                         |                   | 8.0         | 8.2    |
| – of which mature markets                                      | 1.1          | 1.1    |               |       | 2.5    | 2.4    | 1.0           | 1.2    |                    |       |                         |                   |             |        |
| – of which emerging markets                                    | 1.4          | 1.3    | 1.5           | 1.7   | 0.3    | 0.3    |               |        | 0.1                | 0.2   |                         |                   |             |        |
| <b>Statement of income and statement of financial position</b> |              |        |               |       |        |        |               |        |                    |       |                         |                   |             |        |
| Million CHF  |              |        |               |       |        |        |               |        |                    |       |                         |                   |             |        |
| Net sales to external customers                                | 1,656        | 1,670  | 707           | 701   | 991    | 1,085  | 496           | 444    | 122                | 189   |                         |                   | 3,972       | 4,088  |
| Net sales to other segments                                    | 0            | 13     | 0             | 22    | 106    | 99     |               |        | 46                 | 18    | (152)                   | (153)             |             |        |
| Total net sales  | 1,656        | 1,683  | 707           | 723   | 1,097  | 1,184  | 496           | 444    | 168                | 206   | (152)                   | (153)             | 3,972       | 4,088  |
| – of which mature markets                                      | 349          | 407    |               |       | 959    | 999    | 496           | 444    |                    |       |                         |                   |             |        |
| – of which emerging markets                                    | 1,307        | 1,276  | 707           | 723   | 138    | 185    |               |        | 168                | 206   |                         |                   |             |        |
| Operating EBITDA   | 357          | 327    | 231           | 211   | 79     | 99     | (4)           | (10)   | 45                 | 67    | (116)                   | (77)              | 593         | 617    |
| Operating EBITDA margin in %                                   | 21.5         | 19.4   | 32.8          | 29.1  | 7.2    | 8.4    | (0.8)         | (2.2)  | 26.9               | 32.5  |                         |                   | 14.9        | 15.1   |
| Operating profit (loss)  | 257          | 234    | 187           | 167   | (27)   | (9)    | (71)          | (71)   | 32                 | 54    | (118)                   | (80)              | 261         | 295    |
| – of which mature markets                                      | 35           | 14     |               |       | (19)   | (6)    | (71)          | (71)   |                    |       |                         |                   |             |        |
| – of which emerging markets                                    | 222          | 220    | 187           | 167   | (8)    | (3)    |               |        | 32                 | 54    |                         |                   |             |        |
| Operating profit (loss) margin in %                            | 15.5         | 13.9   | 26.5          | 23.1  | (2.4)  | (0.8)  | (14.3)        | (16.0) | 19.3               | 26.0  |                         |                   | 6.6         | 7.2    |
| EBITDA   | 321          | 300    | 199           | 179   | 71     | 77     | (11)          | (6)    | 41                 | 62    | 416                     | 62                | 1,037       | 673    |
| Net operating assets <sup>1</sup>                              | 7,343        | 7,408  | 3,440         | 3,456 | 7,279  | 7,964  | 6,101         | 6,282  | 765                | 852   | (113)                   | (16)              | 24,816      | 25,946 |
| Total assets <sup>1</sup>                                      | 11,480       | 11,889 | 5,030         | 5,436 | 11,775 | 12,713 | 7,183         | 7,568  | 1,129              | 1,240 | 1,188                   | 838               | 37,785      | 39,684 |
| Total liabilities <sup>1</sup>                                 | 4,747        | 4,994  | 3,413         | 3,597 | 6,124  | 6,283  | 3,953         | 4,109  | 554                | 634   | (65) <sup>2</sup>       | (45) <sup>2</sup> | 18,727      | 19,572 |

<sup>1</sup> Prior-year figures as of December 31, 2014.<sup>2</sup> The amount of CHF -65 million (2014: -45) consists of borrowings by Corporate from third parties amounting to CHF 9,715 million (2014: 9,997) and eliminations for cash transferred to regions of CHF 9,780 million (2014: 10,042).

**Reconciling measures of profit and loss to the consolidated statement of income of Group Holcim**

| January–March (unaudited)   | Notes | 2015         | 2014       |
|---|-------|--------------|------------|
| Million CHF   |       |              |            |
| <b>Operating profit</b>   |       | <b>261</b>   | <b>295</b> |
| Depreciation, amortization and impairment of operating assets     |       | 331          | 322        |
| <b>Operating EBITDA</b>   |       | <b>593</b>   | <b>617</b> |
| Other ordinary income   | 9     | 435          | 19         |
| Share of profit of associates and joint ventures                  |       | 8            | 26         |
| Other financial income  | 10    | 2            | 11         |
| <b>EBITDA</b>   |       | <b>1,037</b> | <b>673</b> |
| Depreciation, amortization and impairment of operating assets     |       | (331)        | (322)      |
| Depreciation, amortization and impairment of non-operating assets | 9     | (1)          | (1)        |
| Interest earned on cash and marketable securities                 | 10    | 22           | 27         |
| Financial expenses  | 11    | (172)        | (137)      |
| <b>Net income before taxes</b>                                    |       | <b>555</b>   | <b>240</b> |

**6 Information by product line**

|  | Cement <sup>1</sup> |        | Aggregates |       | Other construction materials and services |       | Corporate/ Eliminations |       | Total Group |        |
|--|---------------------|--------|------------|-------|---|-------|-------------------------|-------|-------------|--------|
| January–March (unaudited)                                      | 2015                | 2014   | 2015       | 2014  | 2015                                      | 2014  | 2015                    | 2014  | 2015        | 2014   |
| Million CHF  |                     |        |            |       |   |       |                         |       |             |        |
| <b>Statement of income and statement of financial position</b> |                     |        |            |       |   |       |                         |       |             |        |
| Net sales to external customers                                | 2,527               | 2,590  | 296        | 302   | 1,149                                     | 1,197 |                         |       | 3,972       | 4,088  |
| Net sales to other segments                                    | 188                 | 198    | 181        | 181   | 148                                       | 137   | (517)                   | (517) |             |        |
| Total net sales  | 2,715               | 2,788  | 477        | 483   | 1,298                                     | 1,334 | (517)                   | (517) | 3,972       | 4,088  |
| – of which Asia Pacific  | 1,326               | 1,308  | 105        | 136   | 317                                       | 340   | (93)                    | (101) | 1,656       | 1,683  |
| – of which Latin America                                       | 611                 | 609    | 10         | 16    | 139                                       | 161   | (53)                    | (62)  | 707         | 723    |
| – of which Europe  | 388                 | 497    | 288        | 269   | 592                                       | 588   | (171)                   | (170) | 1,097       | 1,184  |
| – of which North America                                       | 253                 | 219    | 70         | 56    | 225                                       | 220   | (52)                    | (51)  | 496         | 444    |
| – of which Africa Middle East                                  | 159                 | 191    | 4          | 6     | 12  | 17    | (6)                     | (8)   | 168         | 206    |
| – of which Corporate/Eliminations                              | (23)                | (36)   |            |       | 13  | 9     | (142)                   | (125) | (152)       | (153)  |
| Operating profit (loss)  | 331                 | 383    | (28)       | (15)  | (42)                                      | (72)  |                         |       | 261         | 295    |
| – of which Asia Pacific  | 236                 | 228    | 15         | 13    | 7   | (7)   |                         |       | 257         | 234    |
| – of which Latin America                                       | 183                 | 159    | 0          | 2     | 4   | 6     |                         |       | 187         | 167    |
| – of which Europe  | (23)                | 9      | 1          | 4     | (5)                                       | (22)  |                         |       | (27)        | (9)    |
| – of which North America                                       | (13)                | (4)    | (27)       | (27)  | (31)                                      | (40)  |                         |       | (71)        | (71)   |
| – of which Africa Middle East                                  | 36                  | 55     | (1)        | 0     | (3)                                       | (1)   |                         |       | 32          | 54     |
| – of which Corporate/Eliminations                              | (88)                | (65)   | (16)       | (7)   | (14)                                      | (8)   |                         |       | (118)       | (80)   |
| Operating profit (loss) margin in %                            | 12.2                | 13.7   | (5.8)      | (3.1) | (3.2)                                     | (5.4) |                         |       | 6.6         | 7.2    |
| Net operating assets <sup>2</sup>                              | 16,993              | 17,585 | 4,681      | 4,997 | 3,143                                     | 3,364 |                         |       | 24,816      | 25,946 |

<sup>1</sup> Cement, clinker and other cementitious materials.<sup>2</sup> Prior-year figures as of December 31, 2014.



**7 Change in net sales**

| January–March<br>Million CHF | 2015         | 2014         |
|------------------------------|--------------|--------------|
| Volume and price             | (67)         | 338          |
| Change in structure          | 40           | (108)        |
| Currency translation effects | (90)         | (465)        |
| <b>Total</b>                 | <b>(116)</b> | <b>(234)</b> |

**8 Change in operating profit**

| January–March<br>Million CHF | 2015        | 2014      |
|------------------------------|-------------|-----------|
| Volume, price and cost       | (38)        | 77        |
| Change in structure          | (14)        | 5         |
| Currency translation effects | 18          | (57)      |
| <b>Total</b>                 | <b>(34)</b> | <b>25</b> |

**9 Other income**

| January–March<br>Million CHF                                      | 2015       | 2014      |
|---|------------|-----------|
| Other ordinary income   | 435        | 19        |
| Depreciation, amortization and impairment of non-operating assets | (1)        | (1)       |
| <b>Total</b>  | <b>434</b> | <b>19</b> |

The position “Other ordinary income” includes a gain before taxes on the disposal of Holcim’s entire remaining stake in Siam City Cement Public Company Limited of CHF 371 million. Additional information is disclosed in note 3.

The position “Other ordinary income” also includes a gain before taxes on the disposal of Holcim (Česko) a.s. and Holcim’s Gador cement plant and Yeles grinding station in Spain to Cemex of CHF 61 million.

In 2014, the position “Other ordinary income” related primarily to gains on disposal of property, plant and equipment.

**10 Financial income**

| January–March<br>Million CHF                      | 2015      | 2014      |
|---|-----------|-----------|
| Interest earned on cash and marketable securities | 22        | 27        |
| Other financial income                            | 2         | 11        |
| <b>Total</b>                                      | <b>24</b> | <b>37</b> |

The position “Other financial income” relates primarily to interest income from loans and receivables.

**11 Financial expenses**

| January–March<br>Million CHF                 | 2015         | 2014         |
|--|--------------|--------------|
| Interest expenses                            | (126)        | (143)        |
| Amortization on bonds and private placements | (1)          | (2)          |
| Unwinding of discount on provisions          | (4)          | (6)          |
| Other financial expenses                     | (17)         | (6)          |
| Foreign exchange (loss) gain net             | (42)         | 6            |
| Financial expenses capitalized               | 19           | 14           |
| <b>Total</b>                                 | <b>(172)</b> | <b>(137)</b> |

The positions “Interest expenses” and “Other financial expenses” relate primarily to financial liabilities measured at amortized cost.

The position “Other financial expenses” includes net interest costs relating to retirement benefit plans (note 2).

The position “Financial expenses capitalized” comprises interest expenditures on large-scale projects during the reporting period.

**12 Assets and related liabilities classified as held for sale**

On January 5, 2015, Holcim and Cemex announced the successful closure of their series of transactions in Europe. Additional information is disclosed in note 3.

### 13 Financial assets and liabilities recognized and measured at fair value

The following table presents the Group's financial instruments that are recognized and measured at fair value.

No changes in the valuation techniques of the below items have occurred since the last annual financial statements.

| Million CHF                           | Fair value<br>level 1 | Fair value<br>level 2 | Total |
|---------------------------------------|-----------------------|-----------------------|-------|
| 31.3.2015                             |                       |                       |       |
| <b>Financial assets</b>               |                       |                       |       |
| Available-for-sale financial assets   |                       |                       |       |
| – Marketable securities               | 1                     |                       | 1     |
| – Financial investments third parties | 1                     | 74                    | 75    |
| Derivatives held for hedging          |                       | 44                    | 44    |
| <b>Financial liabilities</b>          |                       |                       |       |
| Derivatives held for hedging          |                       | 68                    | 68    |

| Million CHF                           | Fair value<br>level 1 | Fair value<br>level 2 | Total |
|---------------------------------------|-----------------------|-----------------------|-------|
| 31.12.2014                            |                       |                       |       |
| <b>Financial assets</b>               |                       |                       |       |
| Available-for-sale financial assets   |                       |                       |       |
| – Marketable securities               | 1                     |                       | 1     |
| – Financial investments third parties | 2                     | 85                    | 87    |
| Derivatives held for hedging          |                       | 50                    | 50    |
| <b>Financial liabilities</b>          |                       |                       |       |
| Derivatives held for hedging          |                       | 3                     | 3     |

#### 14 Bonds

On March 19, 2015, Holcim Finance (Australia) Pty Ltd issued an AUD 250 million (CHF 187 million) bond with a coupon of 3.75 percent and a tenor of 5 years, guaranteed by Holcim Ltd. The proceeds were used to refinance existing debt and for general corporate purposes.

On March 20, 2015, Holcim Capital México, S.A. de C.V. issued a MXN 1.7 billion (CHF 108 million) bond with a floating interest rate and a tenor of 5 years, guaranteed by Holcim Ltd. The proceeds were used to refinance existing debt and for general corporate purposes.

#### 15 Commitments and contingencies

The Group's commitments amounted to CHF 1,162 million (December 31, 2014: 1,351). The decrease is mainly related to currency translation effects and to the reduction of the financial commitment relating to United Cement Company of Nigeria Ltd ("Unicem"). There have been no significant changes for contingencies.

The Competition Commission of India issued an order dated June 20, 2012, imposing a penalty of CHF 359 million (INR 23,119 million) on ACC Limited and Ambuja Cements Ltd. concerning an alleged breach of competition law by certain cement manufacturers in India. The two Indian Holcim Group companies contest the allegation and have filed an appeal against the order before the appropriate authority, which is pending a decision. As per the order, a total deposit of 10 percent of the penalty amount has been placed with a financial institution by both Holcim Group companies with a lien in favor of the Competition Appellate Tribunal. Based on the advice of external legal counsel, Holcim believes that it has good grounds for appeal. Accordingly no provision has been recognized in the statement of financial position.

On May 28, 2014, the Administrative Council for Economic Defense (CADE) has ruled an order including fines against several Brazilian cement companies. This also applies to Holcim Brazil, which has been fined CHF 153 million (BRL 508 million). The order relates to the competition law proceedings started in 2006 which aimed at investigating the conduct of several of the leading cement producers in Brazil. In the context of the proceeding, Holcim Brazil has always supplied all information requested. The company reinforces that it acts lawfully and in accordance with fair competition rules and practices. Holcim Brazil will pursue all available legal steps to defend its position. Accordingly, no provision has been recognized in the statement of financial position.

There are no further single matters pending that the Group expects to be material in relation to the Group's business, financial position or results of operations.

#### 16 Other information

On April 7, 2014, Holcim Ltd and Lafarge S.A. announced their intention to combine the two companies through a merger. The proposed combination would be structured as a public exchange offer filed by Holcim for all outstanding shares of Lafarge on the basis of a 1 for 1 exchange ratio. On March 20, 2015, Holcim Ltd and Lafarge S.A. reached an agreement to amend the terms of the merger and announced a new exchange ratio of nine Holcim shares for every ten Lafarge shares. The completion of the combination is subject to the fulfillment of certain conditions, including the election of new members to the board of directors, the approval of the capital increases by the extraordinary general meeting of Holcim, the approval of the combination by the relevant regulatory authorities and the tender of the Lafarge shares to the exchange offer of at least two-thirds (2/3) of the share capital or voting rights of Lafarge. The combination is expected to be completed in July 2015. In 2014, Holcim incurred merger costs of CHF 77 million. In the first quarter 2015 merger costs amounted to CHF 44 million.

As part of the proposed combination, Holcim and Lafarge announced on February 2, 2015, that they have entered into exclusive negotiations, further to a binding commitment made by CRH, regarding the sale of several assets.

**17 Events after the reporting period**

There were no significant events after the reporting period.

**18 Authorization of the interim financial statements for issue**

The interim financial statements were authorized for issuance by the Audit Committee of Holcim Ltd on April 29, 2015.

**19 Principal exchange rates**

|                         |     | Statement of income    |       | Statement of financial position |            |           |
|-------------------------|-----|------------------------|-------|---------------------------------|------------|-----------|
|                         |     | Average exchange rates |       | Closing exchange rates          |            |           |
|                         |     | in CHF January–March   |       | in CHF                          |            |           |
|                         |     | 2015                   | 2014  | 31.3.2015                       | 31.12.2014 | 31.3.2014 |
| 1 Euro                  | EUR | 1.07                   | 1.22  | 1.05                            | 1.20       | 1.22      |
| 1 US Dollar             | USD | 0.95                   | 0.89  | 0.97                            | 0.99       | 0.89      |
| 1 British Pound         | GBP | 1.44                   | 1.48  | 1.44                            | 1.54       | 1.48      |
| 1 Australian Dollar     | AUD | 0.75                   | 0.80  | 0.74                            | 0.81       | 0.82      |
| 1 Canadian Dollar       | CAD | 0.77                   | 0.81  | 0.76                            | 0.85       | 0.80      |
| 1,000 Indonesian Rupiah | IDR | 0.07                   | 0.08  | 0.07                            | 0.08       | 0.08      |
| 100 Indian Rupee        | INR | 1.53                   | 1.45  | 1.55                            | 1.56       | 1.48      |
| 100 Moroccan Dirham     | MAD | 9.93                   | 10.90 | 9.78                            | 10.95      | 10.86     |
| 100 Mexican Peso        | MXN | 6.37                   | 6.75  | 6.36                            | 6.72       | 6.78      |
| 100 Philippine Peso     | PHP | 2.15                   | 1.99  | 2.17                            | 2.21       | 1.98      |

On January 15, 2015, the Swiss National Bank announced to abandon its cap on the Swiss franc against the Euro. As of this date, the Euro devalued considerably against the Swiss franc. This led to significant changes in currency translation adjustments which are reflected in the consolidated statement of other comprehensive earnings.

**Holcim securities**

The Holcim shares (security code number 1221405) are listed on the SIX Swiss Exchange and traded on the Main Standard of SIX Swiss Exchange. Telekurs lists the registered share under HOLN. The corresponding code under Bloomberg is HOLN VX, while Thomson Reuters uses the abbreviation HOLN.VX. Every share carries one vote. The market capitalization of Holcim Ltd amounted to CHF 23.8 billion at March 31, 2015.

**Cautionary statement regarding forward-looking statements**

This document may contain certain forward-looking statements relating to the Group's future business, development and economic performance. Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macro-economic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this document.

Holcim assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.

**Disclaimer**

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