

<b>Key figures Group Holcim</b>		<b>2012</b>	<b>2011</b>	<b>+/-%</b>	<b>+/-% like-for-like</b>
<b>January – September</b>					
Annual cement production capacity	million t	217.1	216.0 <sup>1</sup>	+0.5	+0.5
Sales of cement	million t	111.4	108.1	+3.0	+2.4
Sales of mineral components	million t	3.6	3.8	-5.2	-5.2
Sales of aggregates	million t	120.3	130.4	-7.7	-8.7
Sales of ready-mix concrete	million m <sup>3</sup>	35.5	36.1	-1.7	-2.8
Sales of asphalt	million t	6.6	7.6	-14.0	-13.8
Net sales	million CHF	16,198	15,461	+4.8	+4.9
Operating EBITDA	million CHF	3,147	2,971	+5.9	+6.4
Operating EBITDA margin	%	19.4	19.2		
Operating profit	million CHF	1,879	1,753	+7.2	+9.4
Operating profit margin	%	11.6	11.3		
EBITDA	million CHF	3,340	3,167	+5.5	
Net income	million CHF	1,108	1,004	+10.3	
Net income margin	%	6.8	6.5		
Net income – shareholders of Holcim Ltd	million CHF	783	713	+9.8	
Cash flow from operating activities	million CHF	1,107	930	+19.1	+22.7
Cash flow margin	%	6.8	6.0		
Net financial debt	million CHF	11,579	11,549 <sup>1</sup>	+0.3	-0.8
Total shareholders' equity	million CHF	20,570	19,656 <sup>1</sup>	+4.6	
Gearing <sup>2</sup>	%	56.3	58.8 <sup>1</sup>		
Personnel		80,436	80,967 <sup>1</sup>	-0.7	-0.6
Earnings per share	CHF	2.42	2.23	+8.5	
Fully diluted earnings per share	CHF	2.42	2.23	+8.5	

#### Principal key figures in USD (illustrative) <sup>3</sup>

Net sales	million USD	17,259	17,569	-1.8	
Operating EBITDA	million USD	3,353	3,376	-0.7	
Operating profit	million USD	2,002	1,992	+0.5	
Net income – shareholders of Holcim Ltd	million USD	834	810	+3.0	
Cash flow from operating activities	million USD	1,179	1,057	+11.7	
Net financial debt	million USD	12,391	12,273 <sup>1</sup>	+1.0	
Total shareholders' equity	million USD	22,012	20,889 <sup>1</sup>	+5.4	
Earnings per share	USD	2.58	2.53	+2.0	

#### Principal key figures in EUR (illustrative) <sup>3</sup>

Net sales	million EUR	13,438	12,469	+7.8	
Operating EBITDA	million EUR	2,610	2,396	+8.9	
Operating profit	million EUR	1,559	1,414	+10.2	
Net income – shareholders of Holcim Ltd	million EUR	649	575	+12.9	
Cash flow from operating activities	million EUR	918	750	+22.3	
Net financial debt	million EUR	9,573	9,940 <sup>1</sup>	+0.9	
Total shareholders' equity	million EUR	17,005	16,142 <sup>1</sup>	+5.3	
Earnings per share	EUR	2.01	1.80	+11.7	

<sup>1</sup> As of December 31, 2011.

<sup>2</sup> Net financial debt divided by total shareholders' equity.

<sup>3</sup> Statement of income figures translated at average rate; statement of financial position figures at closing rate.

Due to rounding, numbers presented 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.