

**Key figures Group Holcim**

January–March		2014	2013	±%	±%
		like-for-like			
Annual cement production capacity	million t	205.8	206.2 <sup>1</sup>	-0.2	-0.2
Sales of cement	million t	33.0	32.1	+2.9	+4.4
Sales of mineral components	million t	0.7	0.6	+4.9	+23.3
Sales of aggregates	million t	29.2	28.6	+2.2	+3.5
Sales of ready-mix concrete	million m <sup>3</sup>	8.2	8.4	-2.0	+1.1
Sales of asphalt	million t	1.4	1.1	+23.3	+25.4
Net sales	million CHF	4,088	4,323	-5.4	+7.8
Operating EBITDA	million CHF	617	650	-5.1	+10.1
Operating EBITDA margin	%	15.1	15.0		
Operating profit	million CHF	295	270	+9.3	+28.4
Operating profit margin	%	7.2	6.2		
EBITDA	million CHF	673	838	-19.8	
Net income	million CHF	179	295	-39.5	
Net income margin	%	4.4	6.8		
Net income – shareholders of Holcim Ltd	million CHF	80	187	-57.5	
Cash flow from operating activities	million CHF	(243)	(323)	+24.9	+28.2
Cash flow margin	%	(5.9)	(7.5)		
Net financial debt	million CHF	10,040	9,461 <sup>1</sup>	+6.1	+6.3
Total shareholders' equity	million CHF	18,837	18,677 <sup>1</sup>	+0.9	
Personnel		69,897	70,857 <sup>1</sup>	-1.4	-1.3
Earnings per share	CHF	0.24	0.58	-58.6	
Fully diluted earnings per share	CHF	0.24	0.58	-58.6	

**Principal key figures in USD (illustrative)**

Net sales	million USD	4,579	4,648	-1.5	
Operating EBITDA	million USD	691	699	-1.1	
Operating profit	million USD	331	290	+13.9	
Net income – shareholders of Holcim Ltd	million USD	89	201	-55.7	
Cash flow from operating activities	million USD	(272)	(348)	+21.7	
Net financial debt	million USD	11,327	10,634 <sup>1</sup>	+6.5	
Total shareholders' equity	million USD	21,252	20,992 <sup>1</sup>	+1.2	
Earnings per share	USD	0.27	0.62	-56.9	

**Principal key figures in EUR (illustrative)**

Net sales	million EUR	3,342	3,519	-5.0	
Operating EBITDA	million EUR	504	529	-4.7	
Operating profit	million EUR	241	220	+9.8	
Net income – shareholders of Holcim Ltd	million EUR	65	152	-57.3	
Cash flow from operating activities	million EUR	(199)	(263)	+24.6	
Net financial debt	million EUR	8,232	7,717 <sup>1</sup>	+6.7	
Total shareholders' equity	million EUR	15,446	15,235 <sup>1</sup>	+1.4	
Earnings per share	EUR	0.20	0.47	-58.5	

<sup>1</sup> As of December 31, 2013.

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.