

Key figures on Group regions

Dynamic construction activity in Asia Pacific

| | January–March 2012 | January–March 2011 | ±% | ±% like-for-like |
|---|-----------------------|-----------------------|------|---------------------|
| Sales of cement in million t | 21.2 | 19.3 | +9.7 | +9.3 |
| Sales of aggregates in million t | 6.6 | 6.9 | -3.3 | -3.3 |
| Sales of ready-mix concrete in million m ³ | 3.0 | 3.1 | -2.0 | -2.0 |
| Net sales in million CHF | 2,220 | 2,036 | +9.1 | +15.2 |
| Operating EBITDA in million CHF | 495 | 472 | +4.9 | +12.0 |

Ongoing upturn in Latin America

| | January–March 2012 | January–March 2011 | ±% | ±% like-for-like |
|---|-----------------------|-----------------------|------|---------------------|
| Sales of cement in million t | 5.9 | 5.6 | +5.4 | +5.4 |
| Sales of aggregates in million t | 3.5 | 3.3 | +6.3 | +6.3 |
| Sales of ready-mix concrete in million m ³ | 2.6 | 2.5 | +5.5 | +5.5 |
| Net sales in million CHF | 854 | 804 | +6.2 | +11.9 |
| Operating EBITDA in million CHF | 224 | 217 | +3.3 | +8.3 |

Wave of cold weather impacted demand for construction materials in Europe

| | January–March 2012 | January–March 2011 | ±% | ±% like-for-like |
|---|-----------------------|-----------------------|-------|---------------------|
| Sales of cement in million t | 4.5 | 5.2 | -13.2 | -14.8 |
| Sales of aggregates in million t | 15.1 | 18.3 | -17.7 | -18.0 |
| Sales of ready-mix concrete in million m ³ | 3.0 | 3.6 | -16.8 | -15.9 |
| Sales of asphalt in million t | 1.2 | 1.5 | -20.5 | -20.5 |
| Net sales in million CHF | 1,161 | 1,364 | -14.9 | -10.2 |
| Operating EBITDA in million CHF | 21 | 75 | -71.8 | -70.7 |

Moderate construction activity in North America

| | January–March 2012 | January–March 2011 | ±% | ±% like-for-like |
|---|-----------------------|-----------------------|-------|---------------------|
| Sales of cement in million t | 2.1 | 1.8 | +18.5 | +18.5 |
| Sales of aggregates in million t | 5.9 | 5.4 | +8.8 | -3.3 |
| Sales of ready-mix concrete in million m ³ | 1.4 | 0.9 | +53.0 | +23.3 |
| Sales of asphalt in million t | 0.2 | 0.2 | -2.8 | -2.8 |
| Net sales in million CHF | 478 | 396 | +20.7 | +16.6 |
| Operating EBITDA in million CHF | (16) | (27) | +40.3 | +42.7 |

Increasing sales of building materials in Africa Middle East

| | January–March 2012 | January–March 2011 | ±% | ±% like-for-like |
|---|-----------------------|-----------------------|-------|---------------------|
| Sales of cement in million t | 2.2 | 1.9 | +12.0 | +12.0 |
| Sales of aggregates in million t | 0.5 | 0.4 | +18.7 | +18.7 |
| Sales of ready-mix concrete in million m ³ | 0.3 | 0.3 | +0.4 | +0.4 |
| Net sales in million CHF | 239 | 218 | +9.6 | +14.6 |
| Operating EBITDA in million CHF | 78 | 73 | +7.6 | +12.4 |

Further documents such as the First Quarter Report 2012 including detailed information on the Group regions are available at www.holcim.com/results