

Key figures Group Holcim		2012	2011	+/-%	+/-% like-for-like
Annual cement production capacity	million t	217.5	216.0	+0.7	+0.7
Sales of cement	million t	148.0	144.3	+2.5	+2.0
Sales of mineral components	million t	4.8	5.1	-7.0	-7.0
Sales of aggregates	million t	159.7	173.0	-7.7	-8.5
Sales of ready-mix concrete	million m ³	46.9	48.4	-3.1	-3.2
Sales of asphalt	million t	9.1	10.3	-11.8	-11.6
Net sales	million CHF	21,544	20,744	+3.9	+4.1
Operating EBITDA	million CHF	3,984	3,958	+0.7	+0.9
Operating EBITDA adjusted ¹	million CHF	4,223	3,975	+6.2	+6.4
Operating EBITDA margin	%	18.5	19.1		
Operating EBITDA margin adjusted ¹	%	19.6	19.2		
Operating profit	million CHF	1,816	1,933	-6.0	-5.0
Operating profit adjusted ¹	million CHF	2,552	2,308	+10.6	+11.4
Operating profit margin	%	8.4	9.3		
Operating profit margin adjusted ¹	%	11.8	11.1		
EBITDA	million CHF	4,415	4,264	+3.6	
Net income	million CHF	1,026	682	+50.4	
Net income margin	%	4.8	3.3		
Net income – shareholders of Holcim Ltd	million CHF	622	275	+126.5	
Cash flow from operating activities	million CHF	2,682	2,753	-2.6	-1.8
Cash flow margin	%	12.4	13.3		
Net financial debt	million CHF	10,362	11,549	-10.3	-9.9
Funds from operations ² /Net financial debt	%	30.9	26.4		
Total shareholders' equity	million CHF	19,837	19,656	+0.9	
Gearing ³	%	52.2	58.8		
Personnel	31.12.	78,103	80,967	-3.5	-3.2
Earnings per share	CHF	1.92	0.86	+123.3	
Fully diluted earnings per share	CHF	1.92	0.86	+123.3	
Payout	million CHF	376 ⁴	327	+15.7	
Payout per share	CHF	1.15 ⁴	1.00	+15.0	

Principal key figures in USD⁵

Net sales	million USD	23,013	23,306	-1.3	
Operating EBITDA	million USD	4,256	4,447	-4.3	
Operating EBITDA adjusted ¹	million USD	4,511	4,465	+1.0	
Operating profit	million USD	1,940	2,172	-10.7	
Operating profit adjusted ¹	million USD	2,726	2,593	+5.1	
Net income – shareholders of Holcim Ltd	million USD	665	309	+115.3	
Cash flow from operating activities	million USD	2,865	3,092	-7.4	
Net financial debt	million USD	11,324	12,273	-7.7	
Total shareholders' equity	million USD	21,680	20,889	+3.8	
Earnings per share	USD	2.05	0.97	+111.3	

Principal key figures in EUR⁵

Net sales	million EUR	17,867	16,790	+6.4	
Operating EBITDA	million EUR	3,304	3,203	+3.1	
Operating EBITDA adjusted ¹	million EUR	3,502	3,217	+8.9	
Operating profit	million EUR	1,506	1,565	-3.7	
Operating profit adjusted ¹	million EUR	2,116	1,868	+13.3	
Net income – shareholders of Holcim Ltd	million EUR	516	222	+132.0	
Cash flow from operating activities	million EUR	2,224	2,228	-0.2	
Net financial debt	million EUR	8,582	9,484	-9.5	
Total shareholders' equity	million EUR	16,430	16,142	+1.8	
Earnings per share	EUR	1.59	0.70	+127.1	

¹ Excluding restructuring costs.

² Net income plus depreciation, amortization and impairment.

³ Net financial debt divided by total shareholder's equity.

⁴ Proposed by the Board of Directors for a maximum payout of CHF 376 million from the capital contribution reserves.

⁵ Statement of income figures translated at average rate; statement of financial position figures at closing rate (illustrative).