

Key figures Group Holcim

January–September		2013	2012 ¹	±%	±%
		like-for-like			
Annual cement production capacity	million t	206.4	209.3 ²	(1.4%)	(0.3%)
Sales of cement	million t	104.3	107.1	(2.6%)	(1.9%)
Sales of mineral components	million t	2.7	3.6	(25.8%)	(14.7%)
Sales of aggregates	million t	114.8	119.2	(3.7%)	(2.4%)
Sales of ready-mix concrete	million m ³	29.5	34.4	(14.3%)	(8.1%)
Sales of asphalt	million t	6.4	6.6	(3.1%)	(1.2%)
Net sales	million CHF	14,941	15,908	(6.1%)	(0.2%)
Operating EBITDA	million CHF	2,951	3,077	(4.1%)	1.0%
Operating EBITDA margin	%	19.7	19.3		
Operating profit	million CHF	1,798	1,829	(1.7%)	4.0%
Operating profit margin	%	12.0	11.5		
EBITDA	million CHF	3,338	3,295	1.3%	
Net income	million CHF	1,277	1,093	16.8%	
Net income margin	%	8.5	6.9		
Net income – shareholders of Holcim Ltd	million CHF	1,040	779	33.5%	
Cash flow from operating activities	million CHF	1,172	1,088	7.8%	14.7%
Cash flow margin	%	7.8	6.8		
Net financial debt	million CHF	10,280	10,325 ²	(0.4%)	3.6%
Total shareholders' equity	million CHF	18,732	19,234 ²	(2.6%)	
Gearing ³	%	54.9	53.7 ²		
Personnel		73,708	76,359 ²	(3.5%)	(1.7%)
Earnings per share	CHF	3.19	2.41	32.4%	
Fully diluted earnings per share	CHF	3.19	2.41	32.4%	

Principal key figures in USD (illustrative)⁴

Net sales	million USD	15,983	16,951	(5.7%)	
Operating EBITDA	million USD	3,157	3,278	(3.7%)	
Operating profit	million USD	1,923	1,949	(1.3%)	
Net income – shareholders of Holcim Ltd	million USD	1,112	830	34.1%	
Cash flow from operating activities	million USD	1,254	1,159	8.2%	
Net financial debt	million USD	11,359	11,284 ²	0.7%	
Total shareholders' equity	million USD	20,698	21,021 ²	(1.5%)	
Earnings per share	USD	3.41	2.57	32.9%	

¹ Restated due to changes in accounting policies.

² As of December 31, 2012.

³ Net financial debt divided by total shareholders' equity.

⁴ Statement of income figures translated at average rate; statement of financial position figures at closing rate.

Principal key figures in EUR (illustrative)⁴

Net sales	million EUR	12,136	13,198	(8.0%)	
Operating EBITDA	million EUR	2,397	2,552	(6.1%)	
Operating profit	million EUR	1,460	1,518	(3.8%)	
Net income – shareholders of Holcim Ltd	million EUR	845	646	30.8%	
Cash flow from operating activities	million EUR	952	902	5.5%	
Net financial debt	million EUR	8,413	8,552 ²	(1.6%)	
Total shareholders' equity	million EUR	15,330	15,930 ²	(3.8%)	
Earnings per share	EUR	2.59	2.00	29.6%	

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.