HeidelbergCement

2014 Third Quarter Results

06 November 2014

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Disclaimer

Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS).

This presentation contains forward-looking statements and information. Forward-looking statements and information are statements that are not historical facts, related to future, not past, events. They include statements about our believes and expectations and the assumptions underlying them. These statements and information are based on plans, estimates, projections as they are currently available to the management of HeidelbergCement. Forward-looking statements and information therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

By their very nature, forward-looking statements and information are subject to certain risks and uncertainties. A variety of factors, many of which are beyond HeidelbergCement's control, could cause actual results to defer materially from those that may be expressed or implied by such forward-looking statement or information. For HeidelbergCement particular uncertainties arise, among others, from changes in general economic and business conditions in Germany, in Europe, in the United States and elsewhere from which we derive a substantial portion of our revenues and in which we hold a substantial portion of our assets; the possibility that prices will decline as result of continued adverse market conditions to a greater extent than currently anticipated by HeidelbergCement's management; developments in the financial markets, including fluctuations in interest and exchange rates, commodity and equity prices, debt prices (credit spreads) and financial assets generally; continued volatility and a further deterioration of capital markets; a worsening in the conditions of the credit business and, in particular, additional uncertainties arising out of the subprime, financial market and liquidity crises; the outcome of pending investigations and legal proceedings and actions resulting from the findings of these investigations; as well as various other factors. More detailed information about certain of the risk factors affecting HeidelbergCement is contained throughout this presentation and in HeidelbergCement's financial reports, which are available on the HeidelbergCement website, www.heidelbergcement.com. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in the relevant forward-looking statement or information as expected, anticipated, intended, planned, believed, sought, estimated or projected.

In the first quarter of 2014 HeidelbergCement applied the new IFRS standards 10 and 11 for the first time. According to the new rules the proportionate consolidation is abolished. Instead, joint ventures are to be accounted for using the equity method. Assets and liabilities as well as income and expenses of joint ventures will no longer be shown proportionately in the relevant balance sheet or income statement items, but will only be shown in a separate line using the equity method: the carrying amount in the balance sheet and the result from joint ventures in the income statement. Among the joint ventures of HeidelbergCement are important operations in Turkey, China, Hungary, Bosnia and the USA (Texas), which have contributed significant results to the operating income in the past. In order to continue with a comprehensive presentation of the operational performance, HeidelbergCement will include the result from joint ventures in operating income before depreciation starting with the first quarter of 2014.

Contents

Market and financial overview Q3 2014

- **Best Q3 operational performance since 2008 financial crisis**
  - Continued volume growth in all business lines
  - On LfL basis; revenue up +6%; operating EBITDA up +14%; operating income up +19%
  - 58% operating leverage on Group level driven by margin improvement in all business lines
  - Demand growth continues in North America, Australia, and UK
  - Strong result in emerging markets driven by Africa, Indonesia, Malaysia, and India
- **EPS at €1.96** (prior year €3.27 which included €1.38 as a result of unwinding an obsolete Hanson corporate structure in the UK)
- **Net debt down to €bn 7.6** as a result of strong increase in operating cash flow to €m 641 (+23% increase vs. Q3 2013)
- **Building products disposal process on track**
- **Very confident to reach 2014 targets**

LfL: Organic development excluding currency and change in scope. Details are included in appendix.

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Key financials

€m	September Year to Date				Q3			
	2013 1)	2014	Variance	L-f-L	2013 1)	2014	Variance	L-f-L
Volumes								
Cement (Mt)	59,627	**62,872**	5 %	6%	22,376	**23,113**	3 %	2 %
Aggregates (Mt)	172,335	**180,755**	5 %	4%	70,349	**72,141**	3 %	3 %
Ready-Mix Concrete (Mm3)	25,839	**27,046**	5 %	5%	9,451	**9,800**	4 %	4 %
Asphalt (Mt)	6,100	**6,949**	14 %	8%	2,830	**3,118**	10 %	10 %
Income statement								
Revenue	9,862	**10,127**	3 %	9%	3,675	**3,809**	4 %	6 %
Operating EBITDA	1,697	**1,794**	6 %	15%	789	**866**	10 %	14 %
in % of revenue	*17.2%*	***17.7%***			*21.5%*	***22.7%***		
Operating income	1,119	**1,241**	11 %	23%	595	**675**	13 %	19 %
Profit / Loss for the period	901	**599**	-34 %		660	**417**	-37 %	
Earnings per share in € (IAS 33) 2)	3.98	**2.42**	-39 %		3.27	**1.96**	-40 %	
Statement of cash flows								
Cash flow from operating activities	236	**718**	482		522	**641**	119	
Total investments	-914	**-733**	180		-203	**-297**	-94	
Balance sheet								
Net debt 3)	7,872	**7,629**	-243					
Gearing	60.8%	**54.7%**						

1) 2013 values include one time positive impact of €m 186 due to set-up of receivables against primary insurers based on court ruling in discontinued operations and deferred tax (in Q2 2013) and €m 259 additional ordinary income due to unwinding an obsolete Hanson corporate structure in UK (in Q3 2013).

2) Attributable to the parent entity.

3) Excluding puttable minorities.

LfL: Organic development excluding currency and change in scope. Details are included in appendix.

*) 2013 values are restated due to the change in IFRS 10 & 11.

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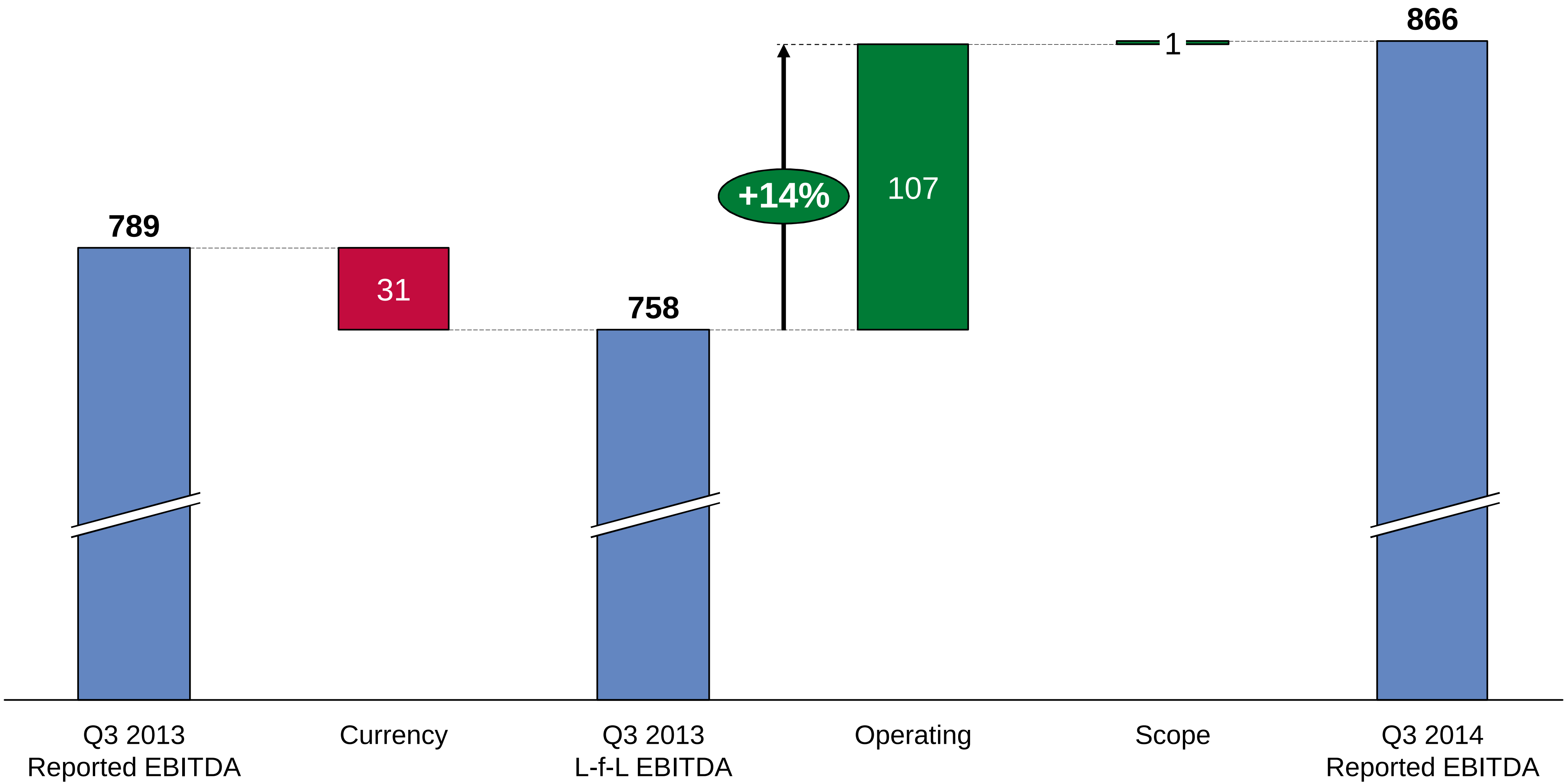
Like-for-Like EBITDA is up +14%



Significant organic growth driven by strong operational performance

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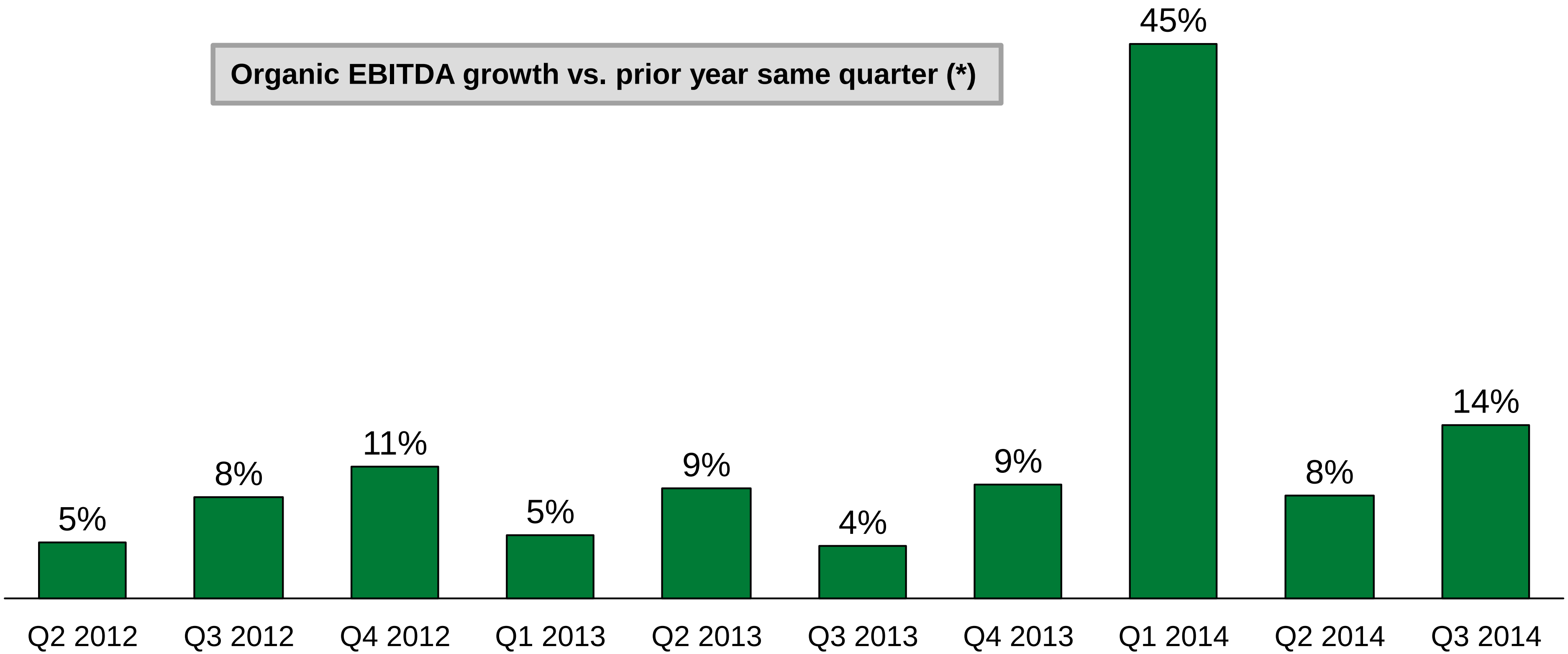
Strong operational performance continues

- ➢ **Superior geographical footprint**
- ➢ **Realistic cost saving programmes**
- ➢ **Continuous growth in attractive markets**

10th consecutive quarter with positive organic EBITDA growth



(*) Organic EBITDA development: Excluding currency, change in scope and other previously disclosed special items (CO_2, pension gains & quarry gains)

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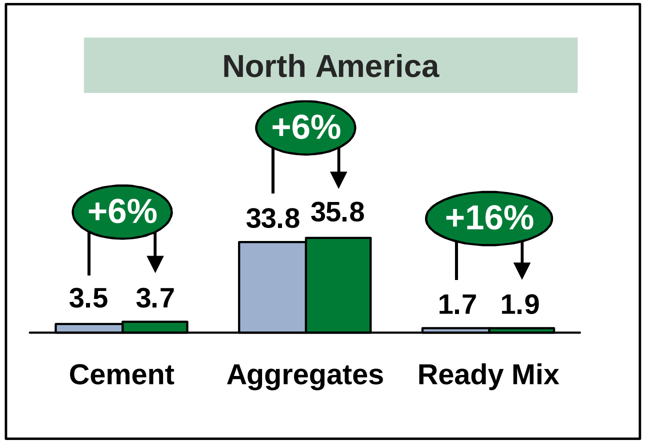
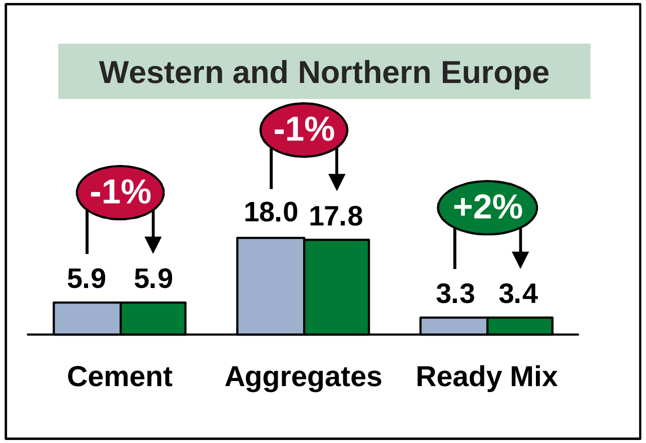
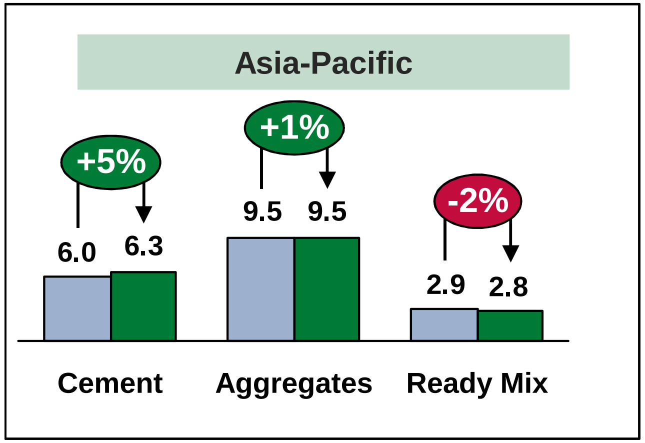
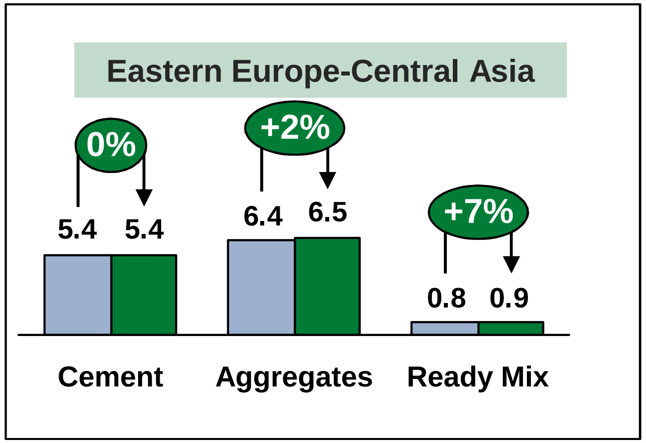
Group Sales Volumes

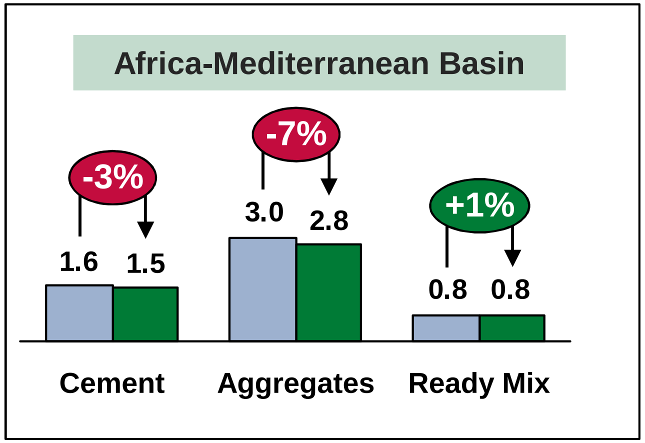
Q3 2013 Q3 2014

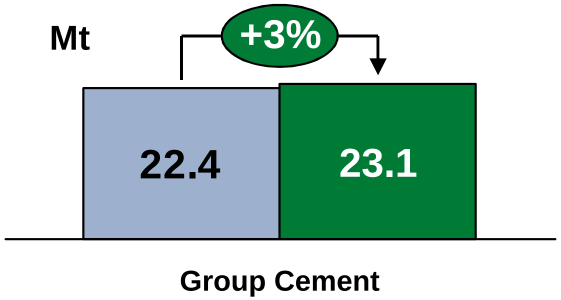


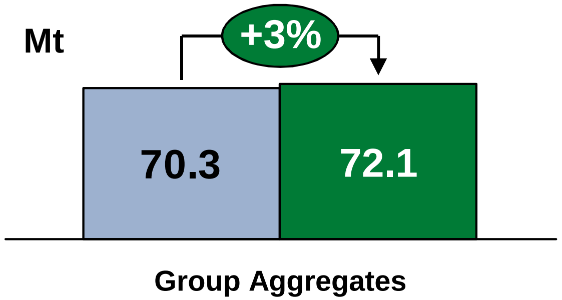


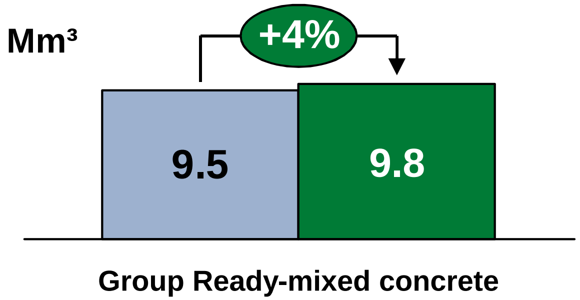








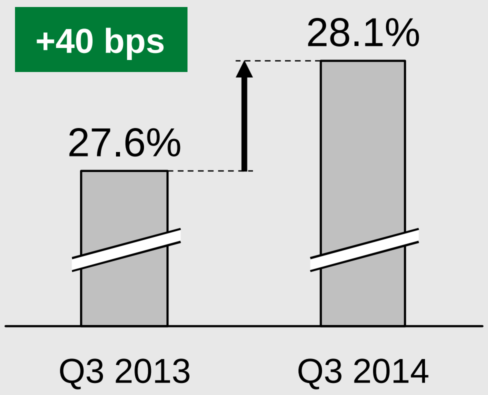


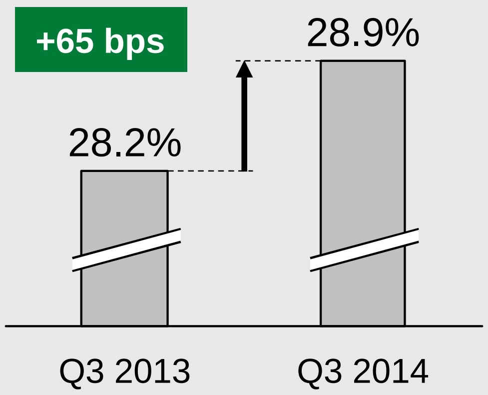


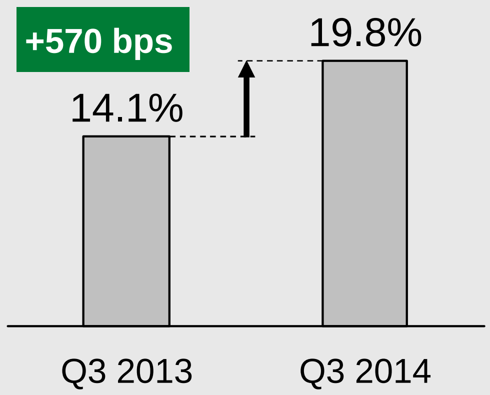
Note: 2013 values are restated due to the first-time application of IFRS 10 and 11

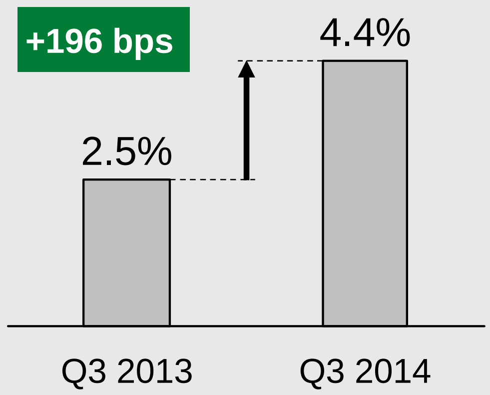
Strong operating leverage

Cement EBITDA Margin	Aggregates EBITDA Margin	Building Products EBITDA Margin	Ready Mix EBITDA Margin

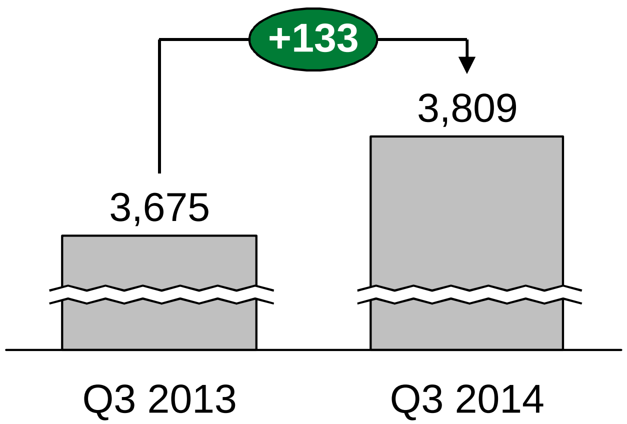






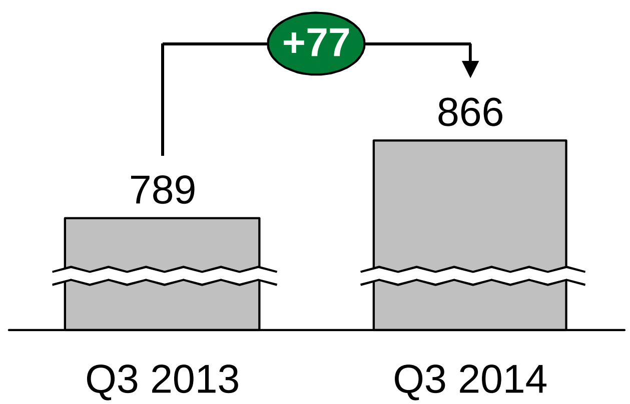


Group Revenue



Group Operating Leverage:
58 %

Group EBITDA



Strong operating leverage drives margin improvement and EBITDA increase despite FX impacts.

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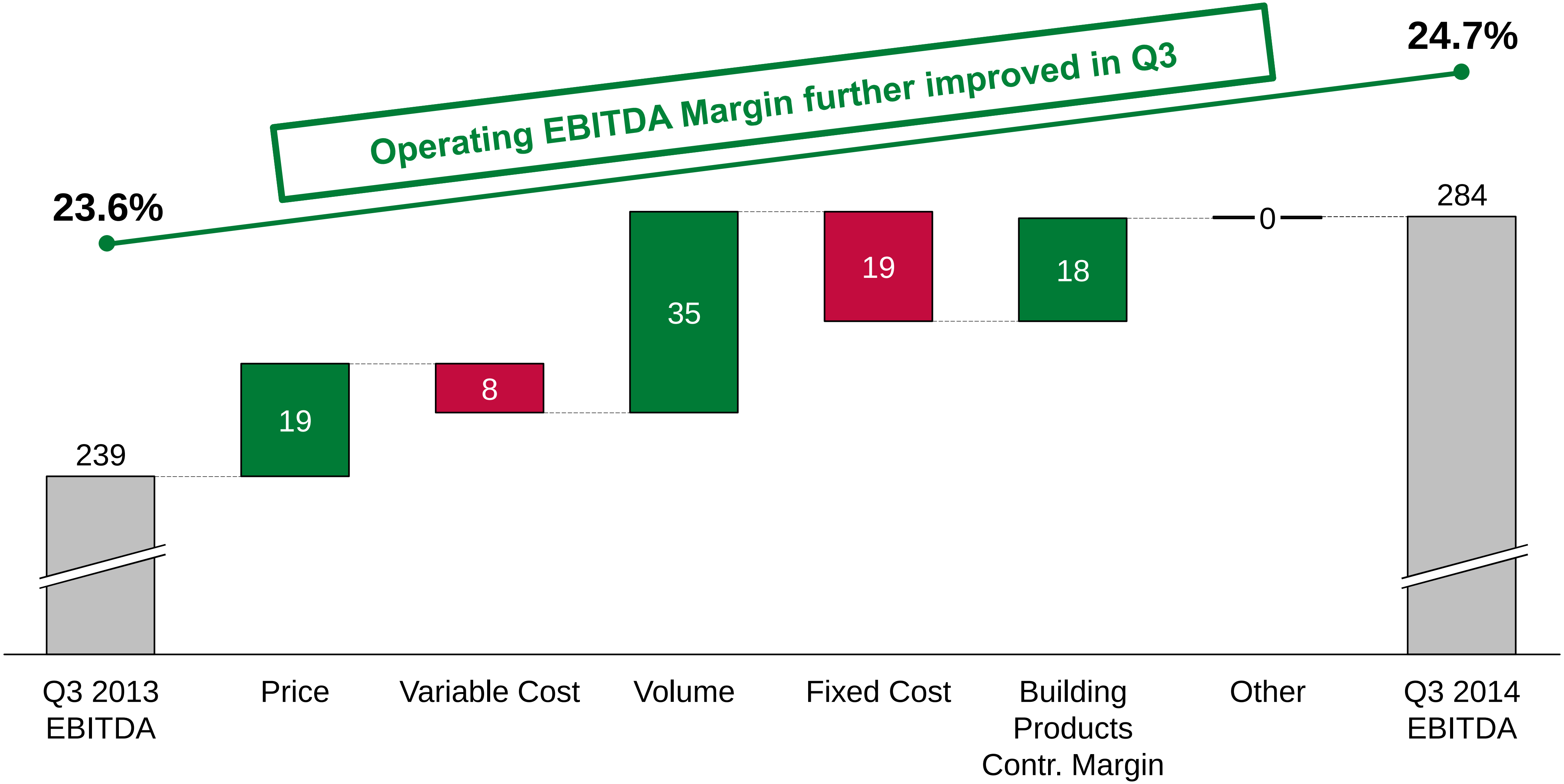
North America – Strong performance continues



Strong demand supported by successful price increases leads to further margin improvement in the quarter

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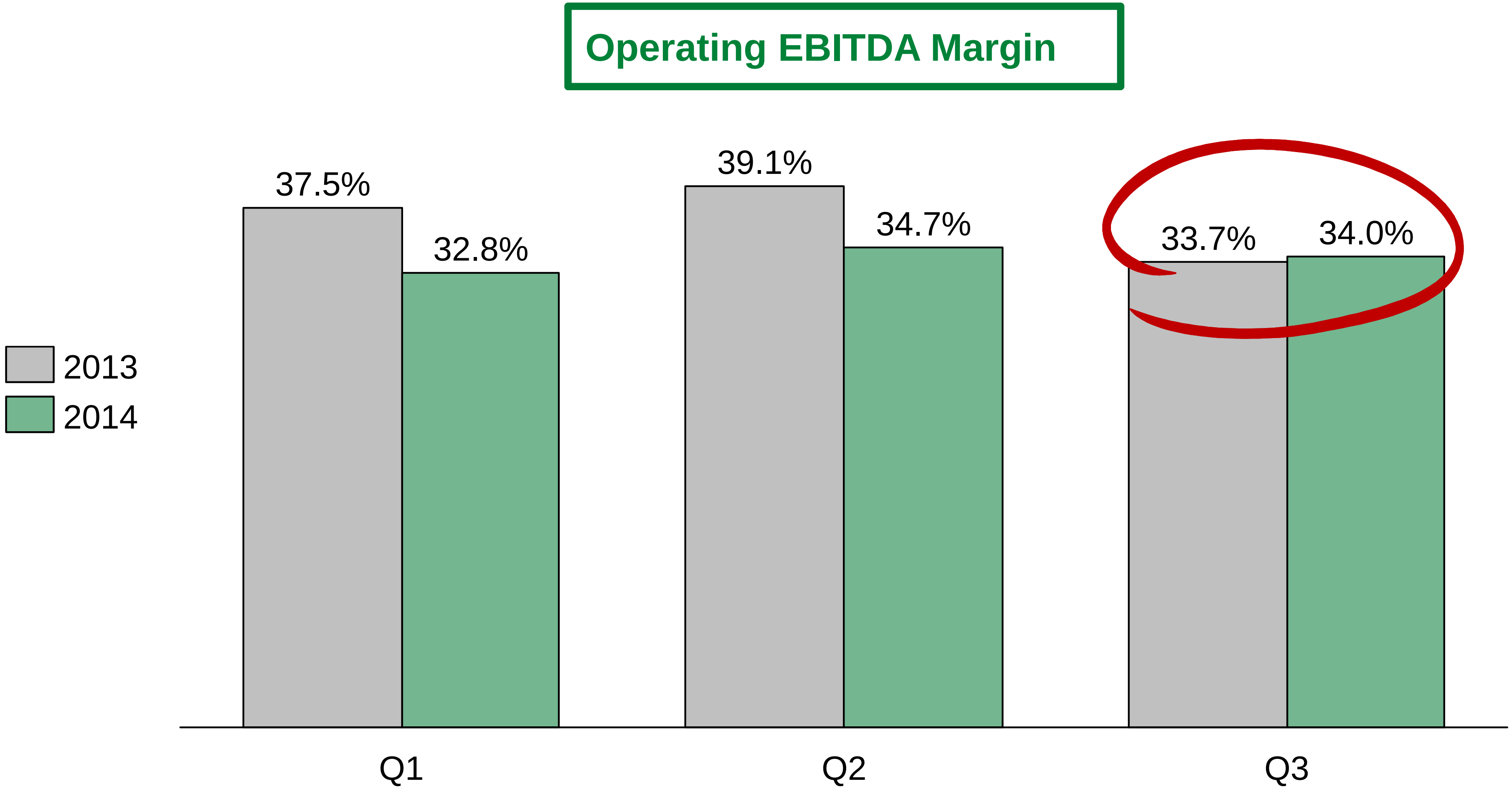
Indonesia margin above prior year level



Stabilised margin driven by successful price increases and efficient production

Contents

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North America

- Market recovery continues; cement prices increase sequentially in all markets
- YTD and Q3 cement margin affected by negative inventory effect and higher repair & maintenance costs
- **USA:**
  - Strong volume growth, especially in the South
  - Positive price development in all business lines and additional price increases in CEM
  - Substantial increase in building products sales and Op. EBITDA particularly driven by gravity pipes
- **Canada:** Volume growth in all business lines in Q3; strong pricing in all business lines

North America	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	8,742	9,190	448	5.1 %	5.1 %	3,475	3,681	206	5.9 %	5.9 %
Aggregates volume ('000 t)	79,100	82,140	3,040	3.8 %	3.8 %	33,752	35,750	1,998	5.9 %	5.9 %
Ready mix volume ('000 m^3)	4,396	4,763	367	8.3 %	7.7 %	1,651	1,911	260	15.8 %	13.9 %
Asphalt volume ('000 t)	2,266	2,660	394	17.4 %	17.4 %	1,232	1,566	333	27.1 %	27.1 %
Operational result (€m)										
Revenue	2,505	2,653	148	5.9 %	10.5 %	1,014	1,150	136	13.4 %	15.2 %
Operating EBITDA	452	497	45	9.9 %	15.3 %	239	284	45	18.7 %	22.5 %
in % of revenue	*18.1 %*	*18.7 %*				*23.6 %*	*24.7 %*			
Operating income	282	331	49	17.5 %	24.1 %	181	225	44	24.3 %	29.3 %

Revenue (€m)	2013	2014	variance		Q3 2013	Q3 2014	variance	
Cement	804	831	27	3.4 %	323	348	24	7.5 %
Aggregates	799	839	40	5.0 %	339	372	33	9.8 %
Building Products	467	486	19	4.1 %	165	199	34	20.6 %

Opr. EBITDA margin (%)	2013	2014	Q3 2013	Q3 2014
Cement	20.8 %	18.9 %	25.5 %	23.5 %
Aggregates	26.2 %	26.4 %	33.8 %	33.5 %
Building Products	11.1 %	14.0 %	13.9 %	18.9 %

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11
LfL: Organic development excluding currency and change in scope. Details are included in appendix.

Western and Northern Europe

- Overall, solid market demand; mild winter weather lead to pull-forward effects from Q2 & Q3 to Q1
- **UK:** Recovery continues, driven by increasing residential demand and large infrastructure projects in the London area; substantial result improvement, especially in building products; significant operating leverage; solid pricing in all business lines
- **Germany:** Lower aggregates and cement volumes in Q3, however, underlying market demand is good; cement and ready-mixed concrete price above prior year
- **Benelux:** Decline in Q3 result due to lower volumes in the Netherlands and lower prices in Belgium; market recovery is expected in 2015
- **Northern Europe**: Solid market development overall; continued strong cement demand in the Baltic States; result impacted by price pressure from increasing competition and higher distribution costs

Western & Northern Eur.	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	15,611	16,278	667	4.3 %	4.3 %	5,937	5,883	-53	-0.9 %	-0.9 %
Aggregates volume ('000 t)	45,881	48,843	2,963	6.5 %	0.9 %	18,036	17,793	-243	-1.3 %	-2.8 %
Ready mix volume ('000 m³)	8,892	9,564	672	7.6 %	9.2 %	3,309	3,379	70	2.1 %	4.3 %
Asphalt volume ('000 t)	1,882	2,313	431	22.9 %	5.0 %	860	887	27	3.1 %	3.1 %
Operational result (€m)										
Revenue	3,001	3,232	231	7.7 %	6.4 %	1,129	1,172	42	3.7 %	2.3 %
Operating EBITDA	385	466	80	20.9 %	18.6 %	221	223	2	0.7 %	-0.4 %
in % of revenue	*12.8 %*	*14.4 %*				*19.6 %*	*19.0 %*			
Operating income	201	285	84	41.7 %	40.1 %	158	161	3	2.0 %	1.6 %
Revenue (€m)										
Cement	1,297	1,349	52	4.0 %		485	485	-1	-0.1 %	
Aggregates	572	629	57	10.0 %		218	230	12	5.3 %	
Building Products	327	385	58	17.6 %		121	141	20	16.8 %	
Opr. EBITDA margin (%)										
Cement	18.5 %	18.6 %				27.8 %	25.2 %			
Aggregates	16.4 %	17.7 %				20.6 %	21.1 %			
Building Products	11.0 %	18.4 %				14.5 %	21.4 %			

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11

LfL: Organic development excluding currency and change in scope. Details are included in appendix.

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Eastern Europe-Central Asia

- Q3 volumes impacted by mild winter weather in H1, which lead to pull-forward effects from Q3 to H1
- **Poland**: Market recovery continues, mainly driven by infrastructure projects; lower cement volume growth than in H1 due to tougher comparison base; prices below prior year
- **Czech Republic:** Q3 result slightly down due to lower volumes; year-to-date cement and aggregates volume growth helped by highway construction projects
- **Romania**: EBIDTA margin improvement due to good cost control; low level of public infrastructure investments impedes more significant market recovery
- **Russia:** Cement volumes slightly above prior year driven by public investments; pricing above prior year
- **Ukraine:** Decline in volumes and result due to unstable environment in the east
- **Kazakhstan**: Strong volume development as a result of our new Shetpe plant; result negatively affected by price pressure from imports and plant start up costs

Eastern Eur. - Cent. Asia	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	11,965	13,247	1,282	10.7 %	10.7 %	5,423	5,439	17	0.3 %	0.3 %
Aggregates volume ('000 t)	13,076	14,639	1,563	12.0 %	15.5 %	6,406	6,534	129	2.0 %	4.6 %
Ready mix volume ('000 m³)	1,938	2,105	167	8.6 %	8.6 %	843	906	62	7.4 %	7.4 %
Operational result (€m)										
Revenue	938	918	-20	-2.1 %	9.7 %	422	383	-39	-9.3 %	0.6 %
Operating EBITDA	187	189	2	1.3 %	11.3 %	127	114	-12	-9.7 %	-1.6 %
in % of revenue	*19.9 %*	*20.6 %*				*30.0 %*	*29.9 %*			
Operating income	105	114	8	7.9 %	18.2 %	100	89	-11	-10.8 %	-2.8 %

Revenue (€m)	2013 YTD	2014 YTD	variance		2013 Q3	2014 Q3	variance	
Cement	794	779	-15	-1.9 %	357	322	-35	-9.8 %
Aggregates	78	75	-3	-3.6 %	38	33	-4	-11.4 %

Opr. EBITDA margin (%)	2013 YTD	2014 YTD	2013 Q3	2014 Q3
Cement	21.6 %	21.8 %	30.7 %	30.8 %
Aggregates	10.2 %	13.8 %	23.2 %	26.3 %

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11
LfL: Organic development excluding currency and change in scope. Details are included in appendix.

Asia-Pacific

- Significantly smaller negative currency effect contributes to improved Q3 operating EBITDA
- **Indonesia:** Q3 Operating EBITDA result and margin above Q3'13; prices continue to move up to recover significant cost inflation; significantly smaller negative FX-effect from depreciation of IDR in Q3
- **India:** Increased profitability as a result of positive volume and price development
- **Bangladesh:** Strong demand growth, but lower prices due to increased competition
- **Australia:** Volume growth in all business lines; Q3 result clearly above prior year; strong markets in metropolitan areas Sydney and Perth
- **China:** Strong volumes in the north, but lower pricing; higher prices in the south offset by lower volumes

Asia - Pacific	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	18,643	19,384	741	4.0 %	5.9 %	6,015	6,314	299	5.0 %	6.3 %
Aggregates volume ('000 t)	26,796	27,864	1,068	4.0 %	5.3 %	9,494	9,543	49	0.5 %	3.1 %
Ready mix volume ('000 m³)	8,413	8,348	-65	-0.8 %	-0.8 %	2,897	2,847	-50	-1.7 %	-1.7 %
Asphalt volume ('000 t)	1,550	1,663	113	7.3 %	7.3 %	586	559	-27	-4.6 %	-4.6 %
Operational result (€m)										
Revenue	2,365	2,210	-156	-6.6 %	6.4 %	747	762	15	2.0 %	4.6 %
Operating EBITDA	600	544	-56	-9.4 %	4.3 %	178	196	18	10.4 %	14.0 %
in % of revenue	*25.4 %*	*24.6 %*				*23.8 %*	*25.8 %*			
Operating income	489	444	-46	-9.4 %	4.5 %	143	161	19	13.0 %	16.8 %

Revenue (€m)	2013	2014	variance		2013	2014	variance	
Cement	1,402	1,295	-107	-7.6 %	424	440	16	3.8 %
Aggregates	418	391	-27	-6.5 %	141	139	-2	-1.4 %
Building Products	20	21	1	5.6 %	7	6	0	-3.2 %

Opr. EBITDA margin (%)	2013	2014	2013	2014
Cement	32.4 %	30.0 %	29.6 %	31.2 %
Aggregates	28.7 %	27.6 %	29.4 %	30.8 %
Building Products	7.5 %	5.7 %	9.4 %	3.9 %

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11
LfL: Organic development excluding currency and change in scope. Details are included in appendix.

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Africa-Mediterranean Basin

- **Turkey:** Very strong market demand with significantly improved pricing
- **Ghana:** Volume above prior year; result impacted by substantial depreciation of local currency; several price increases implemented
- **Tanzania:** Good result development driven by higher sales volumes and lower production costs
- **Togo:** Good domestic demand; higher volumes and prices lead to increased result
- **Israel:** Slight decline in result due to lower aggregates and asphalt volumes; revenue and result are still at a historically very high level
- **Spain:** Difficult market situation persists

Africa - Med. Basin	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	4,918	4,797	-121	-2.5 %	-0.5 %	1,606	1,550	-56	-3.5 %	0.2 %
Aggregates volume ('000 t)	8,584	8,166	-418	-4.9 %	-1.3 %	3,018	2,801	-216	-7.2 %	-1.7 %
Ready mix volume ('000 m³)	2,201	2,267	66	3.0 %	3.0 %	751	758	7	0.9 %	0.9 %
Asphalt volume ('000 t)	402	313	-89	-22.1 %	-22.1 %	152	107	-45	-29.8 %	-29.8 %
Operational result (€m)										
Revenue	715	679	-36	-5.0 %	11.5 %	240	230	-10	-4.2 %	13.3 %
Operating EBITDA	149	158	9	6.0 %	27.7 %	47	55	9	18.9 %	46.4 %
in % of revenue	*20.8 %*	*23.2 %*				*19.4 %*	*24.1 %*			
Operating income	127	137	10	7.8 %	32.3 %	40	49	9	22.7 %	54.5 %
Revenue (€m)										
Cement	513	460	-53	-10.3 %		169	155	-13	-8.0 %	
Aggregates	65	65	0	-0.1 %		23	23	0	-0.9 %	
Opr. EBITDA margin (%)										
Cement	21.5 %	24.2 %				18.9 %	25.7 %			
Aggregates	20.3 %	21.7 %				19.0 %	23.4 %			

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11
LfL: Organic development excluding currency and change in scope. Details are included in appendix.

Group Services

- Slight drop in volumes compared to Q3 2013; the effects of Ebola, combined with political turmoil in Libya, Syria, and Russia/Ukraine contributed to the slowdown; YTD volumes are up 18% thanks to a strong H1
- Revenue and operating EBITDA remained strong mainly due to good margins in trading to Africa and South America
- FOB prices from the Mediterranean declined in Q3, whereas FOB prices in the Far East remained stable after peaking in June
- Freight rates have started to increase from the lows seen in July; the quick spread of Ebola has had a negative impact on availability of vessels and therefore freight rates, especially in Ebola affected countries

Group Services	September Year to Date					Q3				
	2013	2014	variance		L-f-L	2013	2014	variance		L-f-L
Volumes										
Cement volume ('000 t)	0	376	376	N/A	N/A	0	376	376	N/A	N/A
Operational result (€m)										
Revenue	655	764	108	16.6 %	19.9 %	236	231	-5	-2.3 %	-1.9 %
Operating EBITDA	16	21	4	27.0 %	30.7 %	6	6	0	-0.9 %	-0.4 %
in % of revenue	*2.5 %*	*2.7 %*				*2.6 %*	*2.6 %*			
Operating income	16	21	4	27.0 %	30.7 %	6	6	0	-1.0 %	-0.5 %
Revenue (€m)										
Cement	0	29	29	N/A		0	29	29	N/A	
Opr. EBITDA margin (%)										
Cement	0.0 %	2.7 %				0.0 %	2.7 %			

Note: 2013 values are restated due to the first-time application of IFRS 10 and 11
LfL: Organic development excluding currency and change in scope. Details are included in appendix.

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Financial key messages

- **Good development of profit – high positive non-recurring effects in previous year**
  - Net interest expenses reduced; partly compensated by foreign exchange losses and decreasing other financial result
  - EPS at €1.96 (Q3 2013: €3.27 including €1.38 as a result of unwinding an obsolete Hanson corporate structure in UK)

- **Strong operating cash flow – net debt reduction back on track**
  - Significant increase in operating cash flow to €m 641 (Q3 2013: €m 522)
  - Further reductions in Working Capital

  → **Net debt reduced by €m 243 to €bn 7.6**

- **Strong liquidity headroom and a well balanced debt maturity profile ensure financial flexibility**
  - €bn1 Eurobond (coupon: 7.5%) refinanced in October 2014 by operating cash flow and the Commercial Paper Programme

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Income Statement

€m	September Year to Date			Q3		
	2013 (*)	2014	Variance	2013 (*)	2014	Variance
Revenue	9,862	**10,127**	3 %	3,675	**3,809**	4 %
Result from joint ventures	66	**98**	49 %	32	**38**	19 %
Operating EBITDA	1,697	**1,794**	6 %	789	**866**	10 %
in % of revenue	17.2%	**17.7%**		21.5%	**22.7%**	
Depreciation and amortisation	-578	**-552**	4 %	-194	**-191**	1 %
Operating income	1,119	**1,241**	11 %	595	**675**	13 %
Additional ordinary result	223[1)]	**7**	-97 %	269[1)]	**-5**	N/A
Result from participations	20	**17**	-14 %	11	**12**	10 %
Earnings before interest and income taxes (EBIT)	1,363	**1,266**	-7 %	875	**681**	-22 %
Financial result	-413	**-463**	-12 %	-130	**-154**	-19 %
Profit before tax	949	**803**	-15 %	746	**527**	-29 %
Income taxes	-144[2)]	**-199**	-39 %	-85	**-109**	-28 %
Net result from discontinued operations	96[3)]	**-5**	N/A	-1	**-1**	-135 %
Profit for the period	901	**599**	-34 %	660	**417**	-37 %
Minorities	-156	**-145**	7 %	-48	**-49**	-3 %
Group share of profit	745	**454**	-39 %	612	**368**	-40 %

(1) 2013 values include €m 259 as a a result of unwinding obsolete Hanson corporate structure in UK
(2) 2013 YtD values include positive deferred tax impact of €m 67 due to set-up of receivables against primary insurers based on court ruling
(3) 2013 YtD values include income of €m 119 due to set up of receivables against primary insurers based on court ruling

(*) 2013 values are restated due to the change in IFRS 10 &11.

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Analysis financial result

€m	September Year to Date			Q3		
	2013 (*)	2014	Variance	2013 (*)	2014	Variance
Analysis financial result						
Net interest expenses	-384	**-369**	15	-122	**-119**	3
Foreign exchange gains and losses	9	**-23**	-32	7	**-12**	-19
Discounting of provisions (change in discount rates)	-3	**-14**	-12	2	**-6**	-9
Other financial result (year to date includes €m -23 interest/currency derivatives without hedges; PY: €m +3)	-36	**-56**	-20	-17	**-17**	0
Financial result	-413	**-463**	-50	-130	**-154**	-24

(*) 2013 values are restated due to the change in IFRS 10 &11.

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Impact of non-recurring items on Group share of profit

€m	September Year to Date		Q3	
	2013 (*)	2014	2013 (*)	2014
Analysis impact of non-recurring items on the profit for the period				
Unwinding obsolete corporate structure in UK [Additional ordinary result]	259	**0**	259	**0**
Change in deferred tax position NAM [Income taxes]	67	**0**	0	**0**
Reduction risk position from Asbestos claim liabilities NAM [Discontinued operations]	119	**0**	0	**0**
Total non-recurring items	445	**0**	259	**0**

(*) 2013 values are restated due to the change in IFRS 10 &11.

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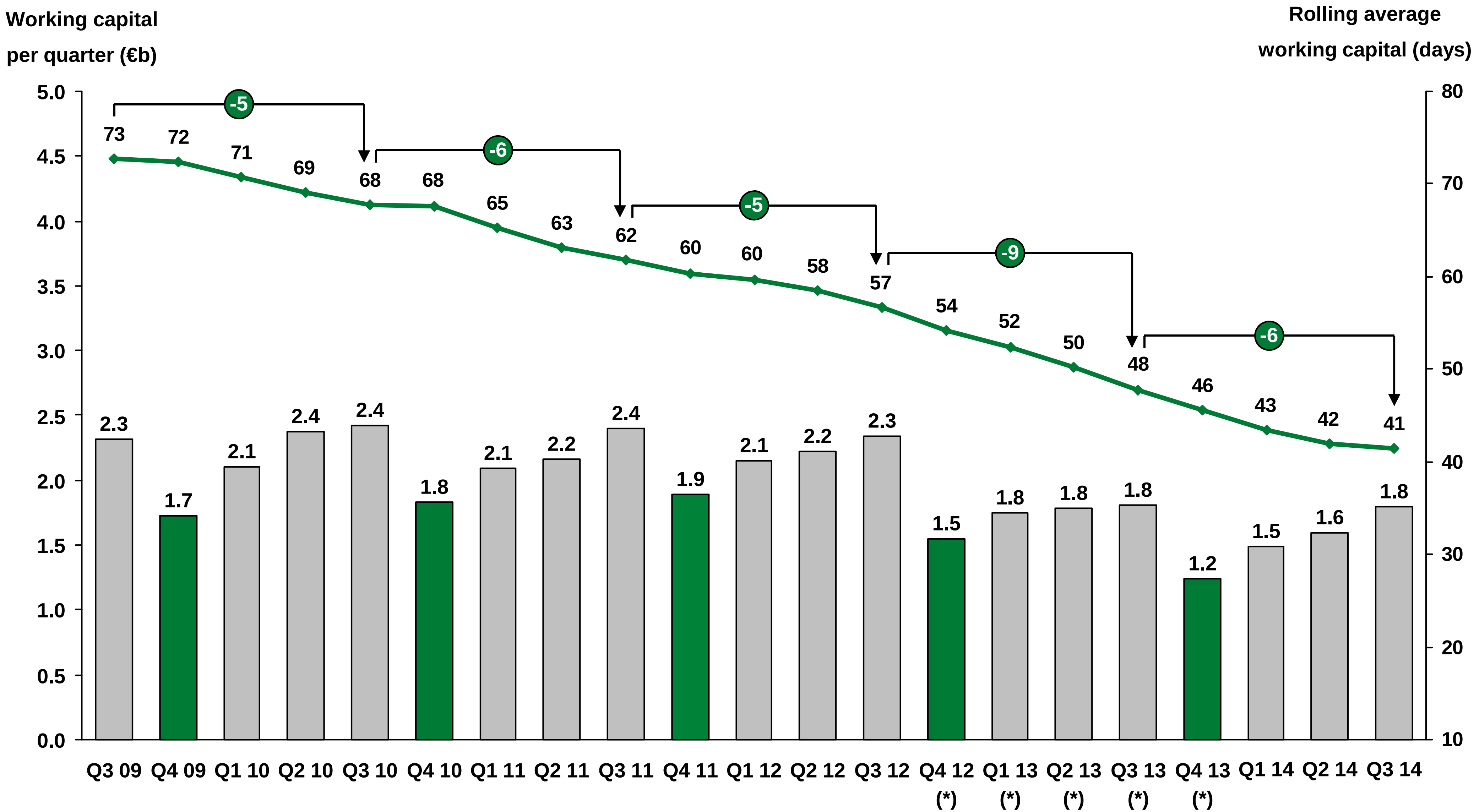
Cash Flow Statement

€m	September Year to Date			Q3		
	2013 (*)	2014	Variance	2013 (*)	2014	Variance
Cash flow	886	**1,375**	489	618	**836**	218
Changes in working capital	-327	**-492**	-165	-30	**-122**	-92
Decrease in provisions through cash payments	-323	**-165**	158	-66	**-72**	-6
Cash flow from operating activities	236	**718**	482	522	**641**	119
Total investments	-914	**-733**	180	-203	**-297**	-94
Proceeds from fixed asset disposals/consolidation	137	**117**	-20	30	**37**	8
Cash flow from investing activities	-777	**-616**	160	-173	**-260**	-86
Free cash flow	-541	**102**	643	349	**382**	33
Capital increase - non-controlling shareholders	3	**0**	-3	3	**0**	-3
Dividend payments	-172	**-272**	-100	-7	**-3**	4
Transactions between shareholders	-107	**-9**	98			
Net change in bonds and loans	714	**-65**	-779	-417	**-618**	-201
Cash flow from financing activities	438	**-346**	-784	-421	**-621**	-200
Net change in cash and cash equivalents	-103	**-244**	-142	-72	**-239**	-167
Effect of exchange rate changes	-162	**60**	223	-147	**57**	204
Change in cash and cash equivalents	-265	**-184**	81	-219	**-182**	37

(*) 2013 values are restated due to the change in IFRS 10 &11.

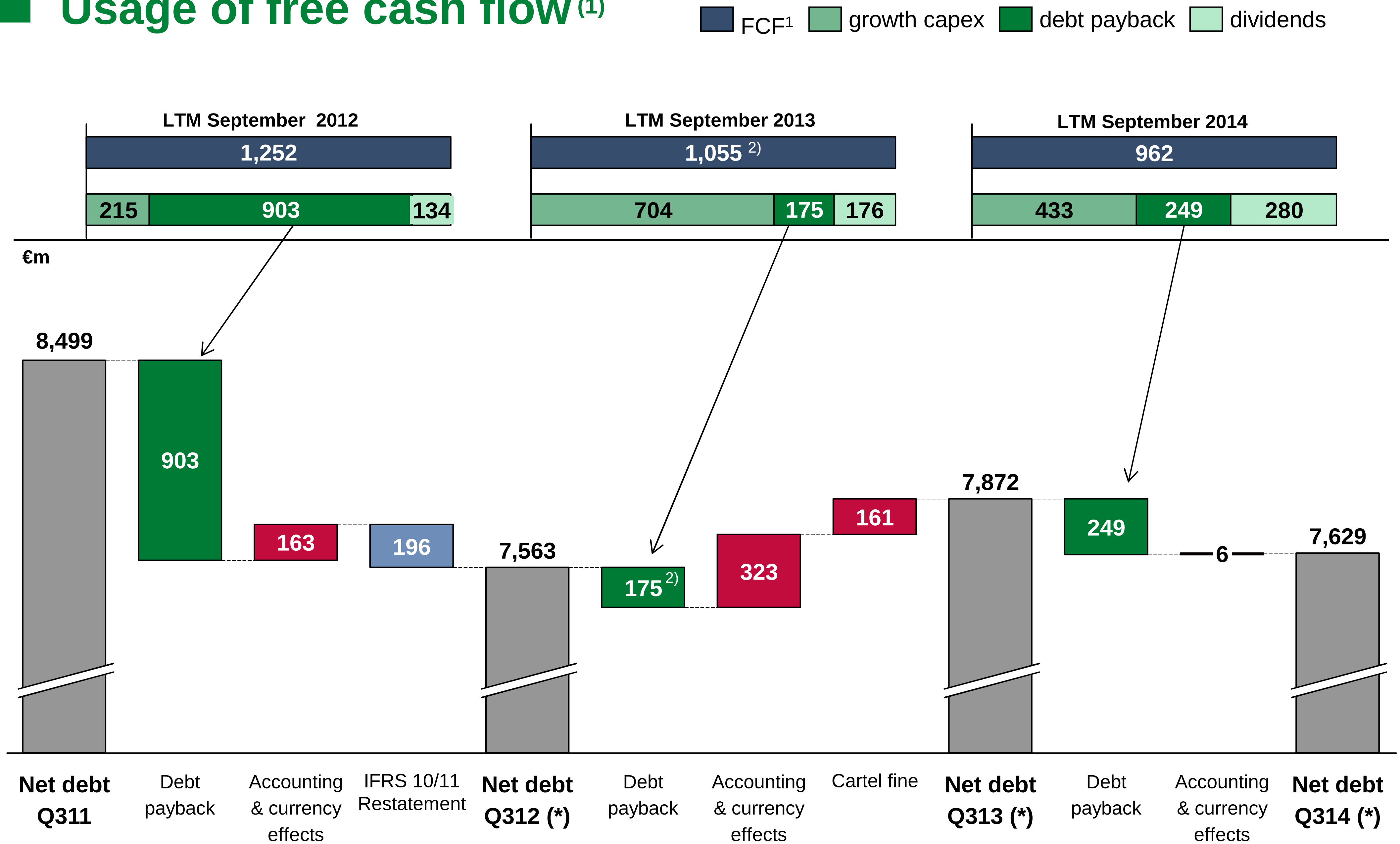
Successful working capital management



Reduction of working capital continues

(*) 2013 values are restated due to the change in IFRS 10 &11.

Usage of free cash flow (1)



(*) 2013 values are restated due to the change in IFRS 10 &11.

1) Before growth CapEx, disposals and currency effects (swaps)

2) Before cartel fine payment.

Group balance sheet

€m				Variance Sep 14/Sep13	
	Sep 2013 (*)	Dec 2013 (*)	Sep 2014	€m	%
Assets					
Intangible assets	10,318	10,016	**10,647**	329	3 %
Property, plant and equipment	9,805	9,708	**10,167**	363	4 %
Financial assets	1,330	1,289	**1,365**	34	3 %
Fixed assets	21,453	21,013	**22,179**	725	3 %
Deferred taxes	386	396	**474**	88	23 %
Receivables	2,561	2,184	**2,726**	165	6 %
Inventories	1,466	1,435	**1,554**	88	6 %
Cash and short-term derivatives	1,122	1,379	**1,277**	155	14 %
Disposal groups held for sale	20	31		-20	-100 %
Balance sheet total	27,008	26,437	**28,210**	1,201	4 %
Equity and liabilities					
Equity attributable to shareholders	11,990	11,585	**12,906**	917	8 %
Non-controlling interests	951	938	**1,027**	77	8 %
Equity	12,940	12,523	**13,934**	994	8 %
Debt [1)]	9,033	8,829	**8,927**	-106	-1 %
Provisions	2,028	2,112	**2,255**	228	11 %
Deferred taxes	548	503	**518**	-30	-5 %
Operating liabilities	2,455	2,462	**2,575**	121	5 %
Liabilities in disposal groups	4	8		-4	-100 %
Balance sheet total	27,008	26,437	**28,210**	1,201	4 %
Net Debt (excl. puttable minorities)	7,872	7,405	**7,629**	-243	-3 %
Gearing	60.8 %	59.0 %	**54.7 %**		

(*) 2013 values are restated due to the change in IFRS 10 & 11.

1) Includes non-controlling interests with put options in the amount of €m 39 (Sep 2013), €m 45 (Dec 2013), €m 21 (Sep 2014).

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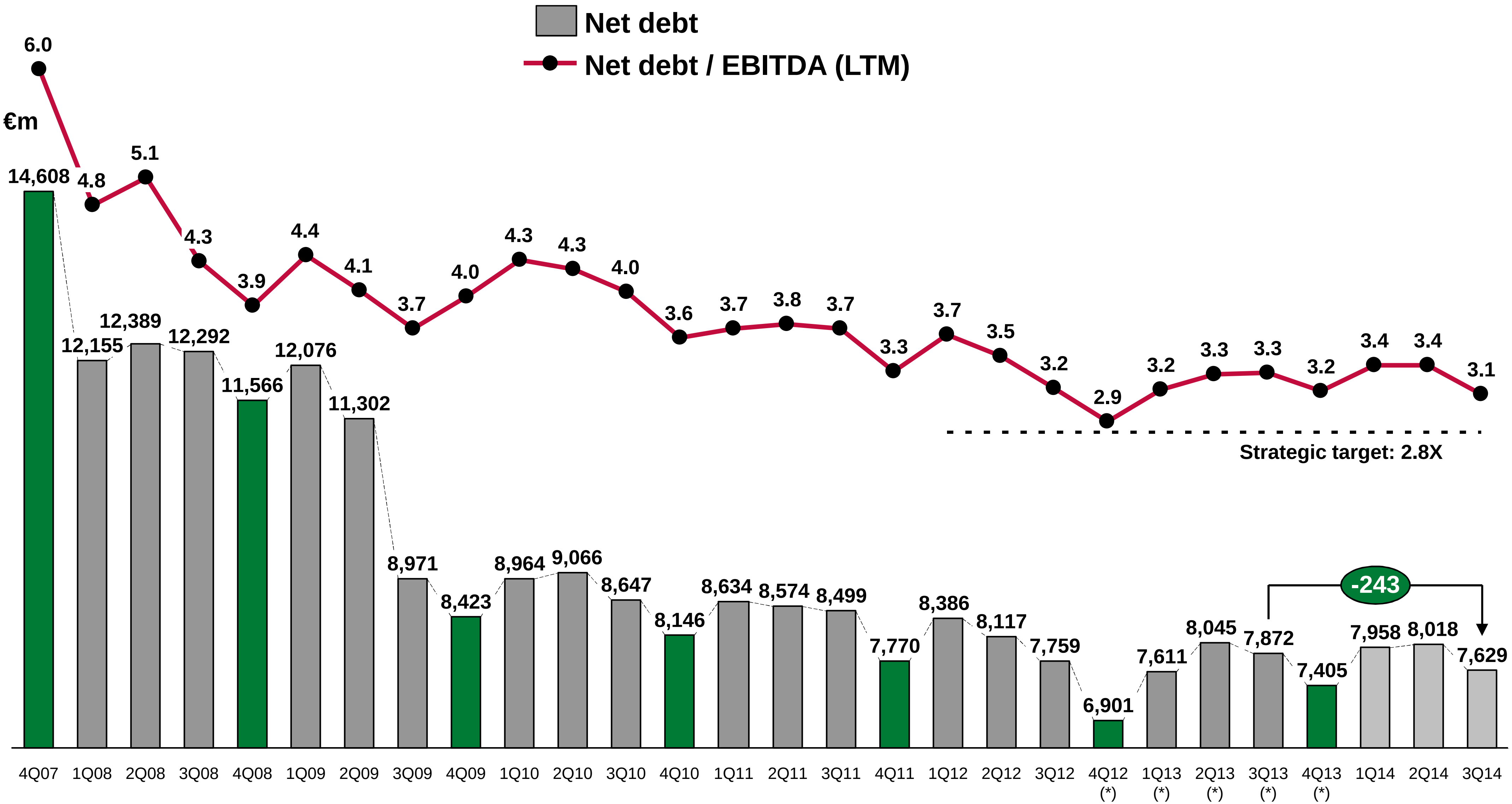
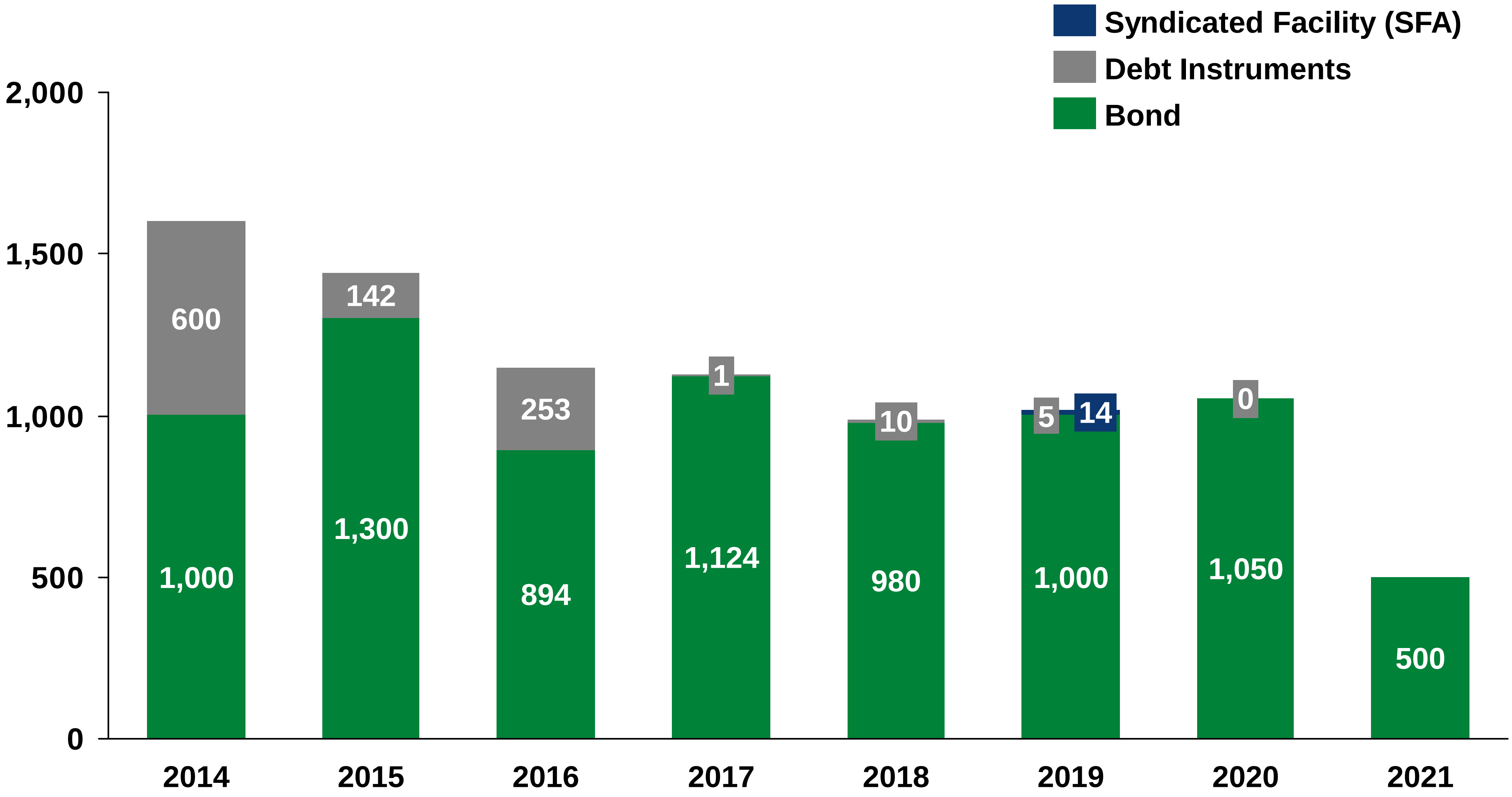
Net debt development



(*) 2013 values are restated due to the change in IFRS 10 &11.

Debt maturity profile

as at 30 September 2014 in €m



-Excluding reconciliation adjustments with a total amount of €m 32.3 (transaction costs to be amortized over the term of the SFA, issue prices and fair value adjustments)

-Excluding puttable minorities with a total amount of €m 20.8

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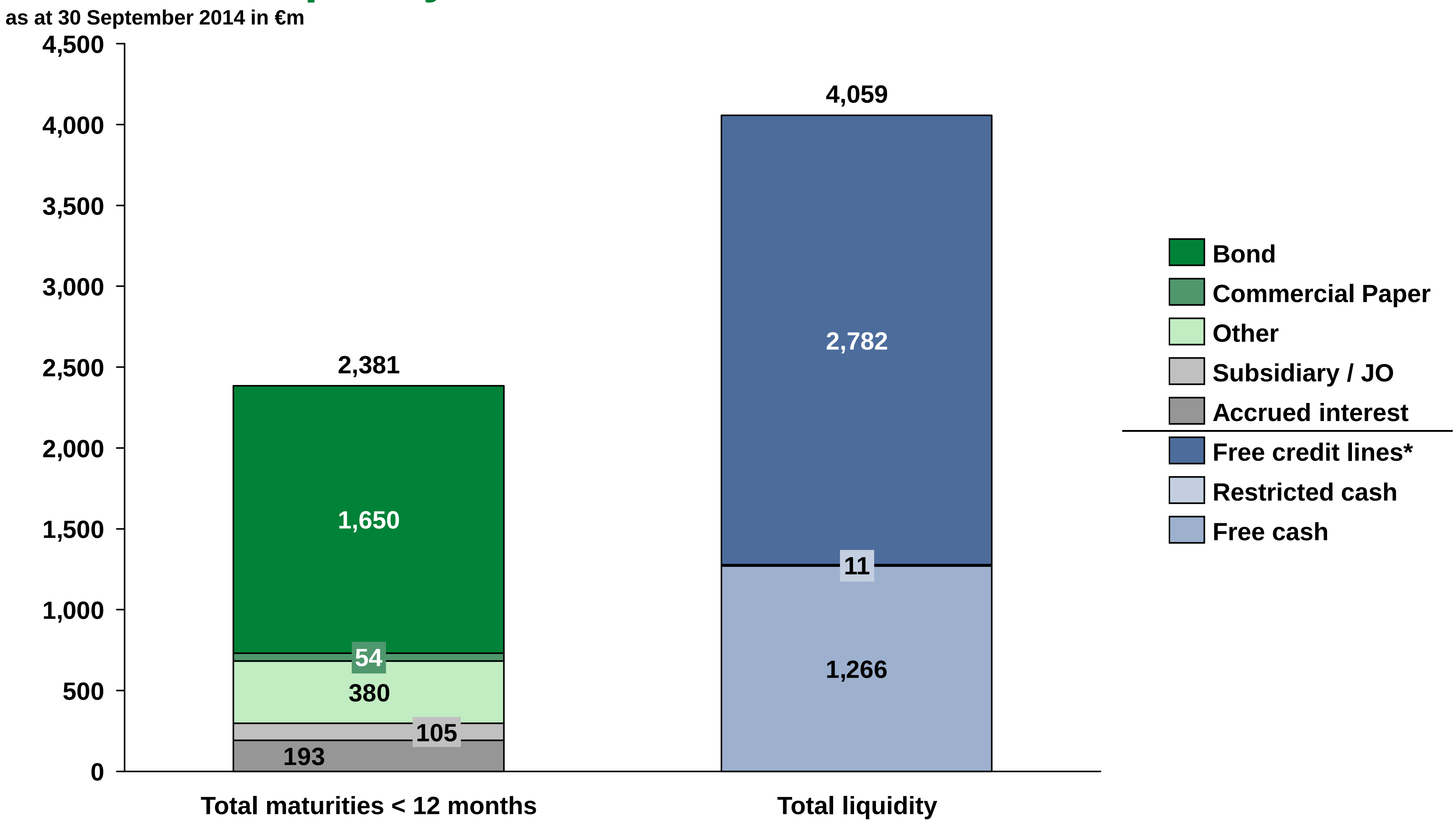
Short-term liquidity headroom



***) Total committed confirmed credit line €m 3,000 (Guarantee utilisation €m 215.9)**

-Excluding reconciliation adjustments with a total amount of €m 14.6 (transaction costs to be amortised over the term of the SFA, issue prices and fair value adjustments)

-Excluding puttable minorities with a total amount of €m 20.8

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Outlook 2014

- Continued strong recovery in USA and UK
- Demand growth in Asia and Africa
- Strong Germany, Poland, and Russia; stabilisation in other European markets, especially in Benelux, Czech Republic, and Hungary
- Price increases in all markets supported by “PERFORM” and “CLIMB Commercial”
- Target is to keep energy cost flat; slight to moderate increase in raw materials and staff

IMPROVED OPERATIONAL & FINANCIAL RESULTS
➢ Volume growth in all regions
➢ Increase in revenues, operating income, and net profit (*)
➢ Further decrease in financial costs
➢ Reduction of net debt

(*) Before currency impacts and one-offs; based on figures restated according to new IFRS 10,11,12 standards.

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Further focus on disposal projects

Disposal of building products on track

- **Nomination of Investment Banks** ✔
- **Preparation of carve-out financial statements** ✔
- **Audit of carve-out financial statements** ✔
- **Filing of form S-1 with SEC** ✔
  - Amendment filed 22nd October
- **Valuation** (No details due to SEC regulations)
- **Active sales process** (Started in Q3 as planned)

Various disposal options are being considered and evaluated

Other disposal projects

- **Disposal of cement plant in Raigad / India**
  - Process completed in January 2014
- **Disposal of loss making Gabon plant**
  - Process completed in March 2014
- **Disposal of non-core assets in Europe**
  - Process is continuing
- **Further disposal of unused fixed assets**
  - Idle and unused items being checked in all countries
- **Disposal of exhausted quarries**
  - Valuable land assets with high values

Optimisation of asset base is a continuing process in HeidelbergCement

Targets 2014

	2014 Target
CapEx*	**€bn 1.2**
Maintenance **	**€m 600**
Expansion	**€m 600**
Cost of gross debt	**6.2 %**
Operational tax rate	**22 %**
Mid-cycle targets unchanged	
Operating EBITDA	**€bn 3**
Net debt / operating EBITDA	**below 2.8x; proforma 2.2x**

* Before any currency impacts
** Including improvement CapEx

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Management focus 2014

- **Deleveraging** with clear goal to reach investment grade metrics
- Solid steps in **disposal programme**
- **Margin improvement** driven by announced programmes
- **Targeted growth** in Africa, Indonesia, and Kazakhstan

Continued management focus on operational improvements, cost efficiency, customer excellence, and financial discipline

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Volume and price development

++ Strong **+** Slightly up **-** Slightly down **- -** Negative

CEMENT (Gray Domestic)		
Q3'14 vs Q3'13	Volume	Price
US	++	++
Canada	++	+
Indonesia	+	++
Bangladesh	++	- -
Australia	++	- - (*)
India	++	++
Germany	- -	++
Belgium	+	-
Netherlands	- -	-
United Kingdom	++	+
Norway	- -	- -
Sweden	- -	- -
Czech Republic	- -	- -
Poland	++	- -
Romania	-	+
Russia	++	+
Ukraine	- -	+
Kazakhstan	++	- -
Georgia	++	++
Ghana	++	++
Tanzania	++	-

AGGREGATES		
Q3'14 vs Q3'13	Volume	Price
US	++	++
Canada	-	++
Australia	++	-
Indonesia	- -	- -
Malaysia	- -	++
United Kingdom	++	++
Germany	- -	- -
Belgium	- -	++
Netherlands	++	- -
Norway	- -	++
Sweden	++	- -
Czech Republic	- -	++
Poland	+	- -
Israel	- -	++
Spain	-	++

READY MIX		
Q3'14 vs Q3'13	Volume	Price
US	++	++
Canada	++	++
Australia	++	-
Indonesia	- -	++
Malaysia	- -	++
Germany	+	++
Belgium	- -	-
Netherlands	- -	- -
United Kingdom	++	++
Norway	- -	+
Sweden	+	++
Czech Republic	- -	- -
Poland	- -	- -
Israel	+	++
Spain	++	++

(*) Effected by product mix.

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Impacts from currency and change in consolidation scope

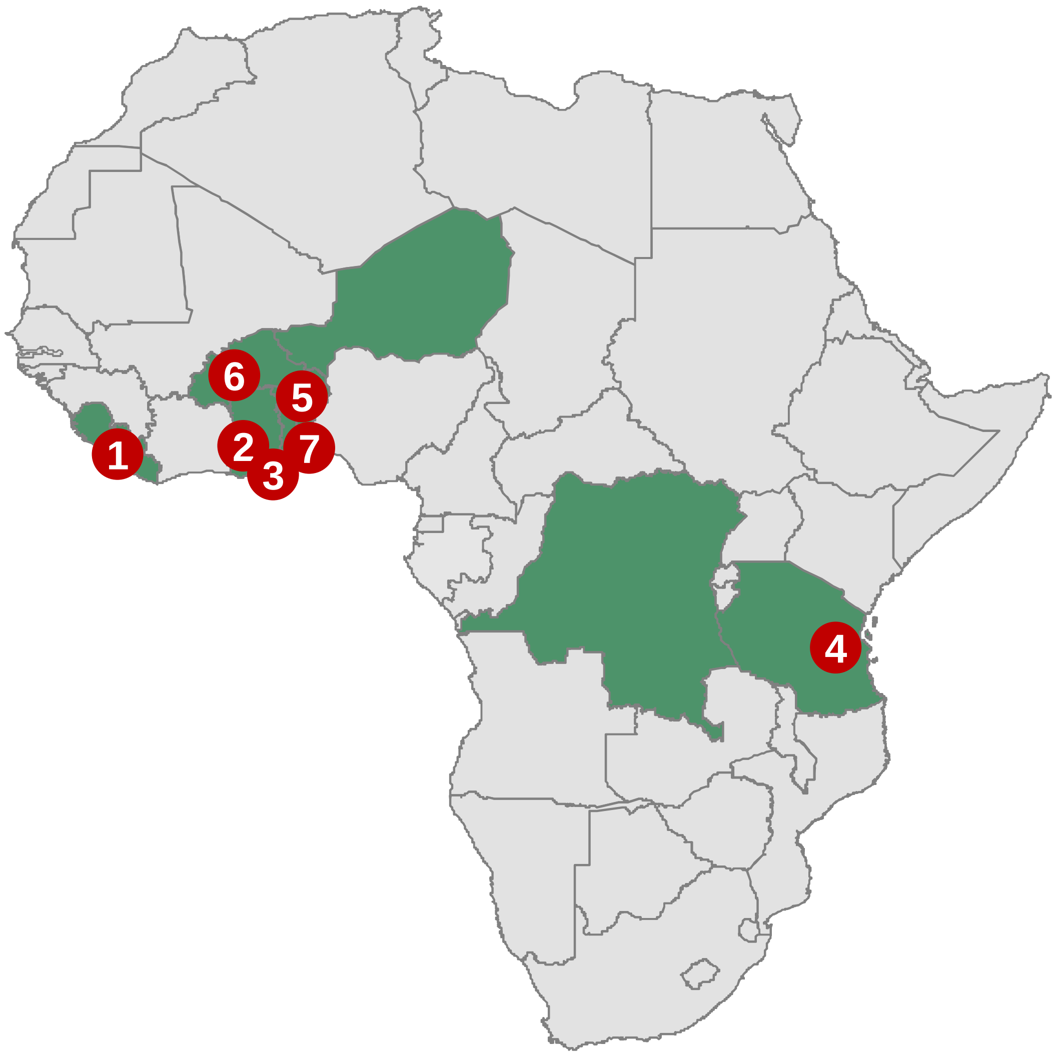
REVENUE €m	September Year to Date Cons.	Decons.	Curr.	Q3 Cons.	Decons.	Curr.
North America	7	0	-110	7	0	-22
Western / Northern Europe	45	-16	10	7	-7	15
Eastern Europe / Central Asia	0	-7	-93	0	-3	-39
Asia / Pacific	0	-19	-270	0	-4	-14
Africa / Med. Basin	0	-16	-90	0	-9	-28
Group Service	0	0	-18	0	0	-1
Total Group	**52**	**-57**	**-571**	**14**	**-23**	**-89**

OPERATING EBITDA €m	September Year to Date Cons.	Decons.	Curr.	Q3 Cons.	Decons.	Curr.
North America	2	0	-23	2	0	-9
Western / Northern Europe	9	1	-1	1	0	1
Eastern Europe / Central Asia	0	-1	-15	0	-1	-10
Asia / Pacific	0	-2	-77	0	-1	-5
Africa / Med. Basin	0	0	-26	0	-1	-8
Group Service	0	0	0	0	0	0
Total Group	**10**	**-2**	**-142**	**3**	**-2**	**-31**

Net result from joint ventures

Net result from Joint Ventures €m	Sep. Year to Date 2013	2014	Q3 2013	2014
North America	21	26	9	12
Western / Northern Europe	0	6	3	5
Eastern Europe / Central Asia	3	6	4	3
Asia / Pacific	22	33	8	10
Africa / Med. Basin	19	28	8	9
Group Service	0	0	0	0
Total Group	**66**	**98**	**32**	**38**

Continue to grow in most attractive markets of Sub-Saharan Africa



Country		Type	Cap.	Date	Cost
1	Liberia ✔	Brown Field	0.5 mt	2013	22 €/t
2	Ghana ✔	Brown Field	1.0 mt	2013	15 €/t
3	Ghana	Brown Field	0.8 mt	2014	31 €/t
4	Tanzania ✔	Brown Field	0.7 mt	2014	33 €/t
5	Togo (*clinker*)	Green Field	1.5 mt	2014	115 €/t
6	Burkina Faso	Green Field	0.7 mt	2014	59 €/t
7	Togo	Green Field	0.25 mt	2016	55 €/t

Over 5 million tonnes capacity with market leading efficient CapEx values

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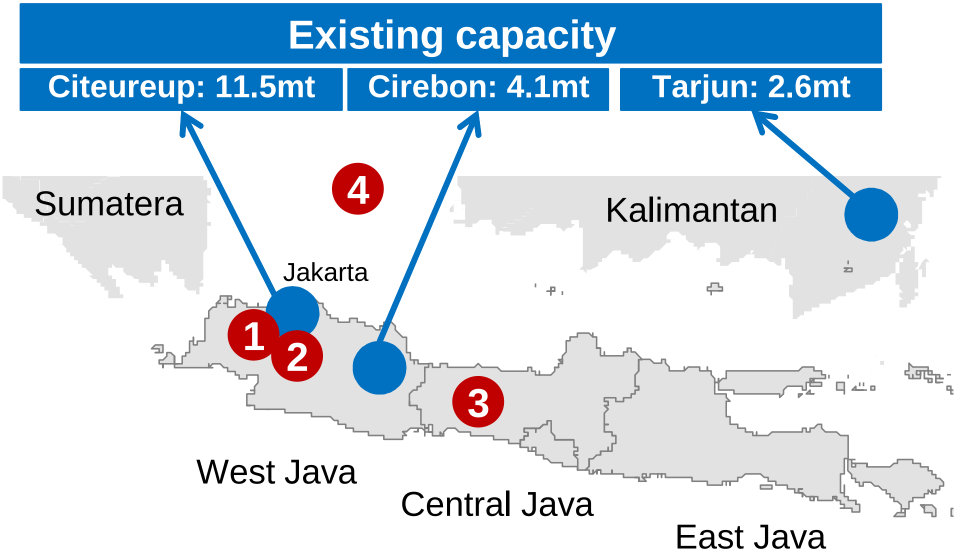
Expanding in fast growing Asian markets

INDONESIA: Further improve our market leading position in Java with projects close to main market



New capacity		Type	Cap.	Date	Cost
1	Citeureup ✔	Brown Field	1.9 mt	2014	48 €/t
2	Citeureup	Brown Field	4.4 mt	2015	112 €/t
3	*In Java*	Green Field	2.2 mt	2017	157 €/t
4	*Outside Java*	Green Field	2.2 mt	2017	195 €/t

KAZAKHSTAN: Green field project completed in a fast growing market that is driven by oil and residential demand

New capacity		Type	Cap.	Date	Cost
1	Kazakhstan (Shetpe) ✔	Green Field	0.8 mt	2014	165 €/t

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Contact information and event calendar

Event calendar

19 March 2015	2014 annual results
07 May 2015	2015 first quarter results
07 May 2015	2015 AGM
29 July 2015	2015 half year results
05 November 2015	2015 third quarter results

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