

■ HEIDELBERGCEMENT

Results January - March 2005

Heidelberg, 4 May 2005

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Results January – March 2005

- **Turnover stable compared to prior year**
- **Strong winter affects sales volume in Europe**
- **Increase of turnover in North America like for like by 14%**
- **Volume growth in Indonesia**
- **Teutonia acquisition approved by cartell authority**
- **Partial redemption of high yield bond leads to one time charge**
- **Negative tax effects from Germany**
- **Capital increase leads to equity ratio of approx. 40%**

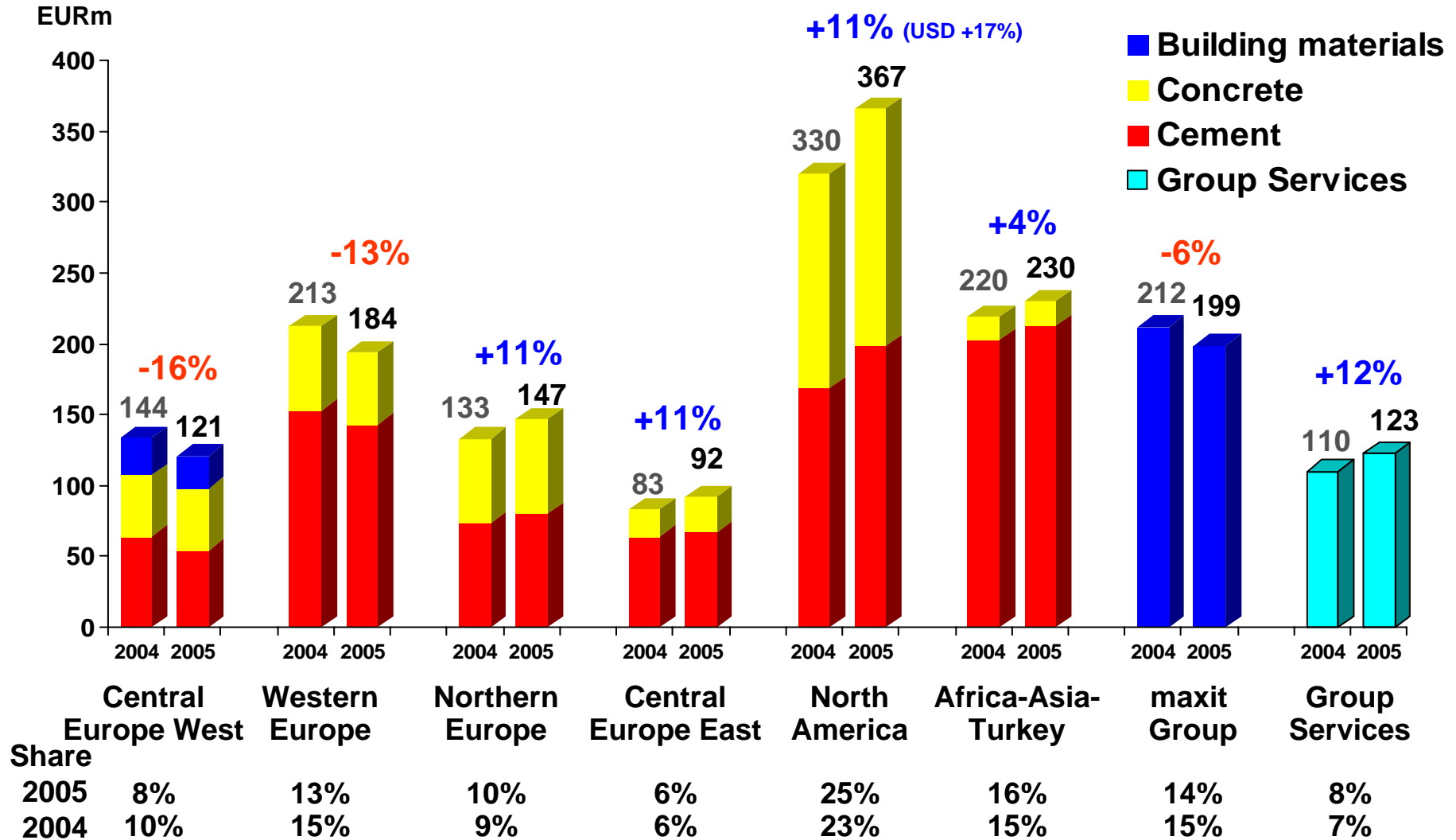
Financial key figures January – March 2005

EURm	January - March			
	2004	2005	variance	
Turnover	1.347	1.355	9	0,6%
OIBD <i>in % of turnover</i>	90 6,7%	85 6,3%	-5	-5,4%
Operating income	-33	-35	-2	-6,6%
Group share in loss	-58	-105	-47	-80,0%
EPS in EUR (IAS 33)	-0,58	-1,02	-0,44	-75,9%
Investing activities				
Fixed assets	72	93	21	29,2%
Financial assets	12	47	35	291,7%
Disinvestments	-43	-26	17	39,5%
Total net investments	41	114	73	178,0%

Financial key figures – variance analysis

EURm	January - March				variance analysis			
	2004	2005	variance		Op.	Cons.	Curr.	
Turnover	1.347	1.355	9	0,6%	11	0,8%	17	-18
OIBD <i>in % of turnover</i>	90 6,7%	85 6,3%	-5	-5,4%	1	0,9%	-3	-2
Operating income	-33	-35	-2	-6,6%	4	13,4%	-5	-1

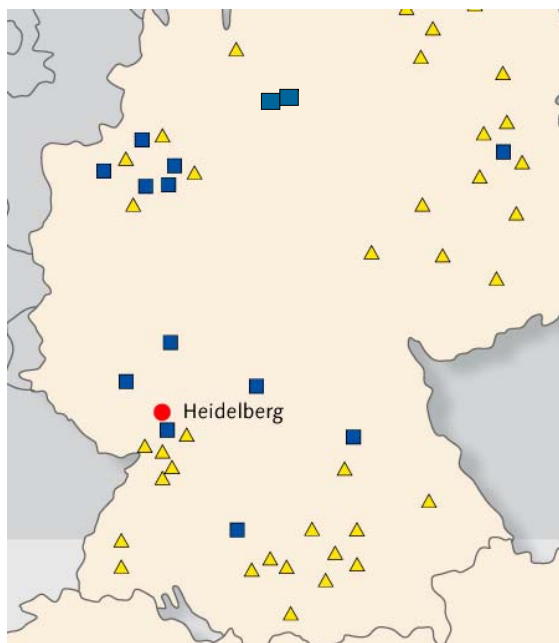
Turnover per region January – March 2005



Cement & clinker sales volume January - March 2005

million tonnes	January - March		
	2004	2005	%
Central Europe West	1,302	0,964	-26,0%
Western Europe	2,068	1,792	-13,3%
Northern Europe	1,059	1,119	5,7%
Central Europe East	1,262	1,208	-4,3%
North America	2,726	2,807	3,0%
Africa-Asia-Turkey	4,535	4,774	5,3%
Total	12,952	12,664	-2,2%

Central Europe West



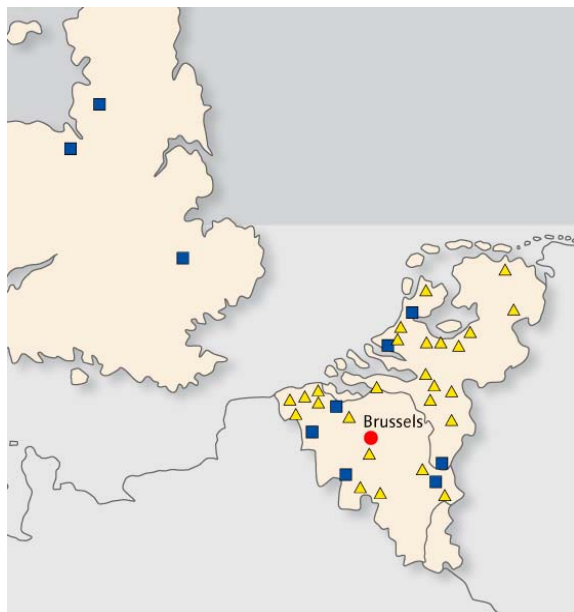
- Cement and clinker shipments decreased by 26% because of bad weather conditions and fewer working days
- Turnover is less affected because of better prices
- Teutonia acquisition finalised and approved by the cartell authority

January - March

EURm	2004	2005	variance		Op.	Cons.	Curr.
Turnover	144	121	-23	-15,7%	-24	1	
OIBD	-10	-19	-9	-92,8%	-9	0	
<i>in % of turnover</i>	-7%	-15%					
Operating income	-28	-34	-6	-20,6%	-6	0	
Employees	4.438	4.169	-269	-6,1%	-306	37	
Shipments							
Cement/clinker (mt)	1,30	0,96		-26,0%			
Rmc (m cbm)*	1,29	0,96		-25,6%			
Aggregates (mt)*	3,55	2,73		-23,1%			

* incl. non-consolidated volumes

Western Europe



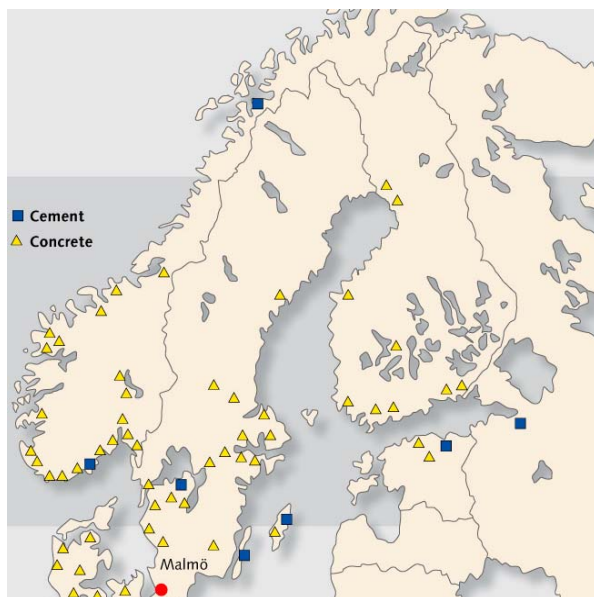
- Cement and clinker shipments in Belgium and the Netherlands decreased because of the strong winter
- Less shipments in UK of 13% because of bad weather and stronger competition
- Restructuring of the Maastricht plant in the Netherlands starts
- RMC and aggregates decreased by 9% and 13%

January - March

EURm	2004	2005	variance		Op.	Cons.	Curr.
Turnover	213	184	-28	-13,3%	-27		-1
OIBD	15	15	0	1,6%	0		0
<i>in % of turnover</i>	7%	8%					
Operating income	-5	-4	1	24,5%	1		0
Employees	3.736	3.524	-212	-5,7%	-212		
Shipments							
Cement/clinker (mt)	2,07	1,79		-13,3%			
Rmc (m cbm)	0,61	0,56		-9,3%			
Aggregates (mt)*	3,13	2,72		-13,3%			

* incl. non-consolidated volumes

Northern Europe

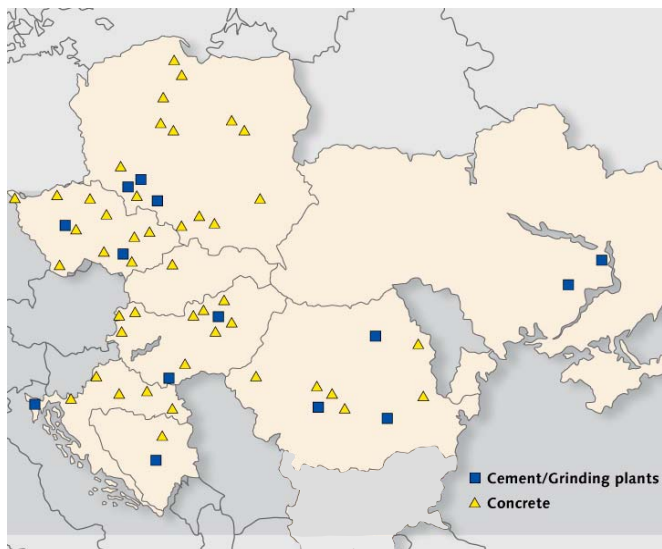


- Increased domestic shipments in Sweden and Norway (+10%) and in Estonia and Russia (+12%)
- Cement plant Brevik in Norway modernized for the use of secondary fuels (prior year in construction)
- Modernisation and expansion of the Cesla plant in Russia in progress and expected to be finished in June

January - March

EURm	2004	2005	variance		Op.	Cons.	Curr.
Turnover	133	147	14	10,5%	12	1	2
OIBD	4	8	4	113,9%	4	0	0
<i>in % of turnover</i>	3%	5%					
Operating income	-10	-6	4	38,5%	4	0	0
Employees	4.066	4.072	6	0,1%	6		
Shipments							
Cement/clinker (mt)	1,06	1,12	5,7%				
<i>Export (mt)</i>	0,39	0,41	4,9%				
Cem/Cl. export ratio	37%	37%					
Rmc (m cbm)	0,29	0,32	10,7%				
Aggregates (mt)	1,87	1,80	-3,6%				

Central Europe East



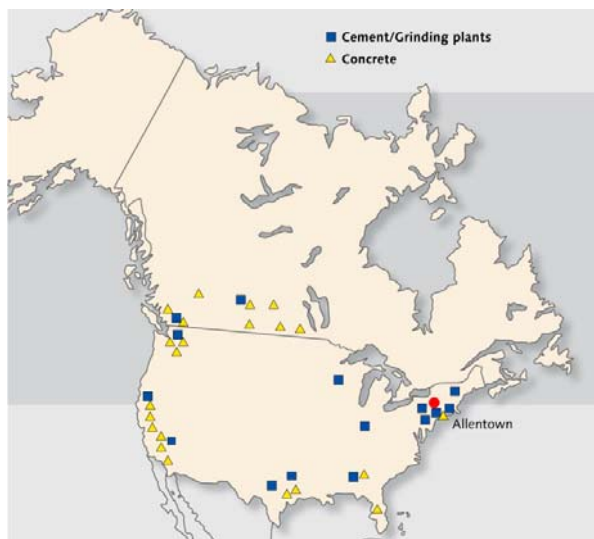
- Cement and clinker shipments decreased by 4% because of strong winter
- Ukraine with increased shipments of 23%
- Further headcount reduction before consolidation effects achieved
- Shipments in ready-mixed concrete are up by 6% and aggregates down by 8%

January - March

EURm	2004	2005	variance	Op.	Cons.	Curr.
Turnover	83	92	9 10,7%	-9	10	8
OIBD	4	-1	-6 -129,1%	-5	-2	1
<i>in % of turnover</i>	5%	-1%				
Operating income	-9	-18	-9 -107,2%	-6	-2	-1
Employees	8.369	8.546	177 2,1%	-329	506	
Shipments						
Cement/clinker (mt)	1,26	1,21	-4,3%			
Rmc (m cbm)*	0,54	0,57	6,0%			
Aggregates (mt)*	1,60	1,48	-8,0%			

* incl. non-consolidated volumes

North America



- Turnover increased by 17% in USD due to price increases in all regions
- Cement and clinker shipments increased by 1% before consolidation effect of Glens Falls
- Market region Lehigh Inland in Canada with growth of 10%
- Further price increases announced for 2005

January - March

EURm	2004	2005	variance		Op.	Cons.	Curr.
Turnover	330	367	36	11,0%	48	5	-16
OIBD	19	36	17	88,6%	20	-2	-1
<i>in % of turnover</i>	6%	10%					
Operating income	-4	13	18		19	-2	0
Employees	5.693	5.746	53	0,9%	53		
Shipments							
Cement/clinker (mt)	2,73	2,81	3,0%				
Rmc (m cbm)	1,52	1,54	1,4%				
Aggregates (mt)	4,53	4,42	-2,5%				

Africa-Asia-Turkey

- Cement and clinker shipments increased by 5%; Indocement domestic volumes increased by 18%
- Start up of the new plant in China achieved; full production for the 3rd quarter planned
- Increase of cement shipments in Africa, especially in Benin, Tanzania, Togo and Congo
- Lower exports from Turkey due to kiln repairs; stable domestic volumes

	January - March						
<i>EURm</i>	2004	2005	variance		Op.	Cons.	Curr.
Turnover	220	230	10	4,4%	21		-11
OIBD	39	38	-1	-2,6%	1	0	-2
<i>in % of turnover</i>	18%	17%					
Africa	8	10	2	18,2%	2		0
Asia	27	26	-1	-3,9%	0		-1
Turkey	3	2	0	-9,1%	0		0
Operating income	21	21	0	0,8%	1	0	-1
Employees	11.200	10.628	-572	-5,1%	-572		
Shipments							
Cement/clinker (mt)	4,54	4,77	5,3%				
Rmc (million cbm)	0,54	0,62	14,2%				

maxit Group

- Strong winter in main markets influenced the results negatively
- German market weak
- New plants in China and Russia to be finished later this year
- Acquisition of dry mortar plant in Spain

<i>EURm</i>	January - March		variance		Op.	Cons.	Curr.
	2004	2005					
Turnover	212	199	-14	-6,5%	-14	0	
OIBD	15	6	-9	-61,3%	-9	0	
<i>in % of turnover</i>	7%	3%					
Operating income	0	-8	-8		-8	0	
Employees	4.901	4.863	-38	-0,8%	-47	9	

Group profit & loss accounts January – March 2005

EURm	2004	2005	%
Turnover	1.347	1.355	0,6%
Operating income before depreciation (OIBD)	90	85	-5,4%
Depreciation	-123	-120	
Operating income	-33	-35	-6,6%
Additional ordinary result	18	-21	
Result from participations	2	11	
Earnings before interest and income taxes (EBIT)	-13	-44	-254,7%
Financial results	-70	-54	
Loss before tax	-83	-99	-19,4%
Taxes on income	23	2	
Loss for the financial year	-60	-96	-59,6%
Group share	-58	-105	-80,0%

Group cash flow statement January – March 2005

EURm	2004	2005
Cashflow	63	-6
Changes in working capital	-172	-201
Cash flow from operating activities	-109	-207
Intangible fixed assets	-1	-1
Tangible fixed assets	-70	-92
Financial fixed assets	-12	-47
Investments	-84	-140
Proceeds from fixed asset disposals	43	26
Cash from changes in consolidation scope	63	9
Cash flow from investing activities	23	-105
Capital increase	0	272
Dividend payments	-2	-4
Net repayment from bonds and loans	-85	4
Cash flow from financing activities	-87	272
Cash & cash equivalents on 31 March	352	272

Group balance sheet on 31 March 2005

EURm	Mar 2004	Dec 2004	Mar 2005	Variance Dec/Mar
Assets				
Intangible fixed assets	2.587	2.298	2.298	1
Tangible assets	5.393	5.059	5.236	177
Financial assets	955	926	951	25
Total	8.935	8.282	8.485	202
Deferred taxes	197	168	187	18
Receivables	1.361	1.122	1.244	122
Stocks	758	758	830	71
Cash & cash eq.	440	385	345	-40
Balance sheet total	11.690	10.716	11.090	374
Liabilities				
Capital entitled to shareholders	4.053	3.534	3.797	263
Minority interests	490	429	553	124
Equity	4.543	3.963	4.351	388
Provisions	929	1.236	1.269	34
Deferred taxes	557	470	469	-2
Operating liabilities	981	993	925	-68
Financial liabilities	4.681	4.054	4.076	22
Balance sheet total	11.691	10.716	11.090	374
Net debt	4.242	3.668	3.731	63
Gearing	93,4%	92,6%	85,8%	

Net debt March 2005

Net debt	Mar 04	Dec 04	Mar 05
	EURm	EURm	EURm
Financial liabilities	4.681	4.054	4.076
Cash & cash equivalents	353	319	286
IAS 39 valuation adjustment	87	66	59
Total net debt	4.242	3.668	3.731

	Mar 04	Dez 04	Mar 05
Net debt maturity structure	EURm	EURm	EURm
1 year	458	169	289
2 years	261	259	1.196
3 years	1.357	1.100	215
4 years	470	477	332
5 years	236	392	365
> 5 years	1.460	1.271	1.334
Total net debt	4.242	3.668	3.731

■ HeidelbergCement outlook

- **Moderate increase in volumes and turnover for the full year expected despite unfavourable first quarter**
- **Strongest improvement coming from North America and growth markets**
- **Focus on efficiency and cost improvements in the operations, central functions and financing**
- **Participation in the global consolidation process with small and midsize acquisitions**



Sustainability Report

