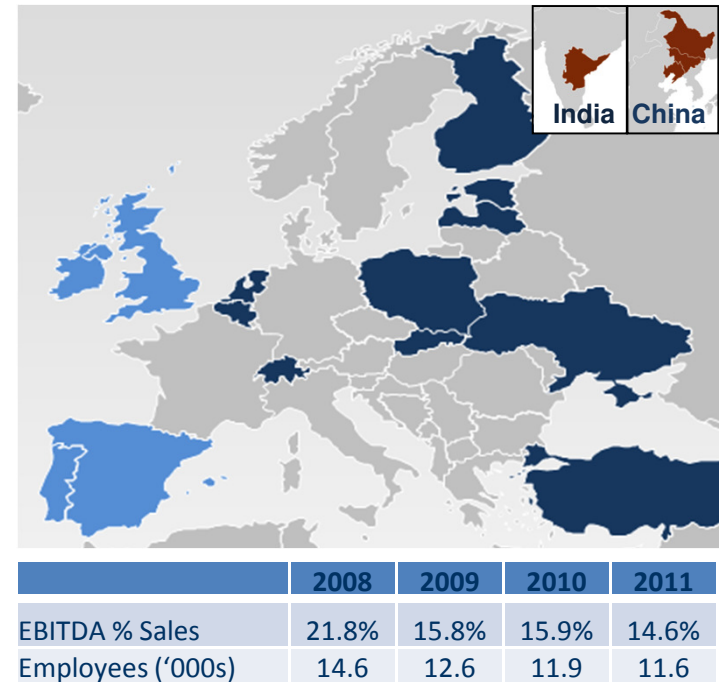
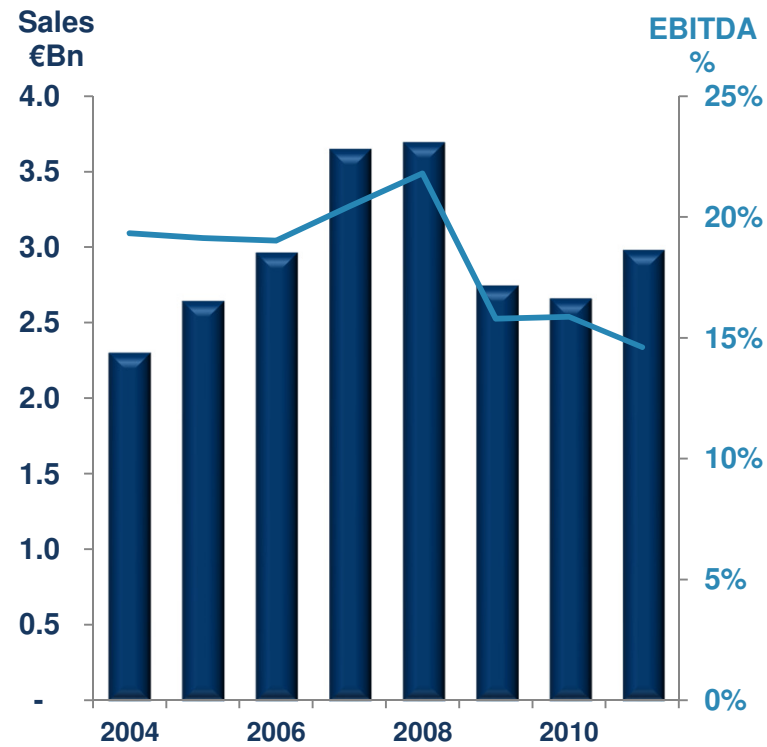




Europe Materials Backup Data



Overview



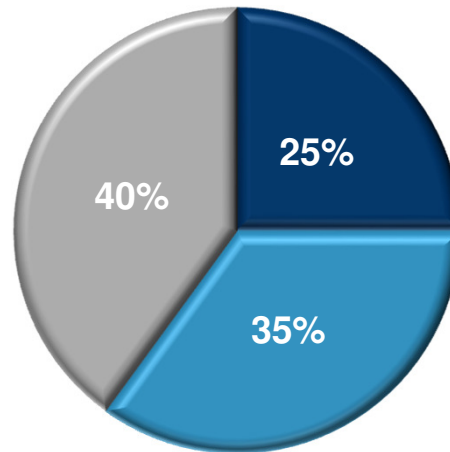
Europe Materials

Operating Structure & Key Markets

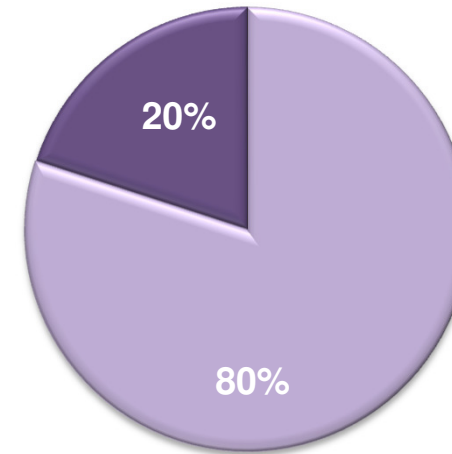


Europe Markets

End-Use Markets



- Non-Residential
- Residential
- Infrastructure



- New Build
- RMI

...Exposure to different geographies, end uses and products...



Europe Materials

Europe West

| | 2011 Sales | Product Type | Positioning |
|---------|------------|--|------------------------------|
| Ireland | €0.3Bn | • Cement, Lime, Aggregates, RMC, Asphalt | • No 1 Nationally |
| UK/NI | €0.3Bn | • Aggregates, RMC, Asphalt | • Leading regional positions |
| Spain | €0.1Bn | • RMC | • Leading regional position |
| Total | €0.7Bn | | |

- Challenging market environment
- Focus on business optimisation and cash management
- Market rationalisation opportunities



Europe Materials

Central Europe

| | 2011 Sales | Product Type | Positioning |
|-------------|------------|--|------------------------------|
| Switzerland | €0.4Bn | • Cement, Aggregates, RMC, Asphalt | • No 2 Building Materials |
| Finland | €0.4Bn | • Cement, Aggregates, RMC, Concrete Products | • No 1 Building Materials |
| Benelux | €0.2Bn | • Cement, Aggregates, RMC | • Leading National positions |
| Poland | €0.7Bn | • Cement, Lime, Aggregates, RMC, Asphalt | • No 1 Building Materials |
| Total | €1.7Bn | | |

- Well established positions
- Focus on operational and commercial excellence
- Continued bolt-on acquisitions, vertical integration and delivery of synergies



Europe Materials

Europe East / Asia

| | 2011 Sales | Product Type | Positioning |
|----------------|----------------|---------------------------|-----------------------------|
| Ukraine | €0.1Bn | • Cement, Aggregates, RMC | • No 1 Cement in West |
| Turkey* | €0.05Bn | • Cement, RMC | • Leading regional position |
| China** | €0.05Bn | • Cement, Aggregates, RMC | • No 1 NE China |
| India* | €0.1Bn | • Cement, RMC | • No 2 Andhra Pradesh |
| Total | €0.3Bn | | |

- Leading regional positions with excellent long term potential
- Focus on lowest cost production and commercial excellence
- Further enhance positions through mix of capex expansion and acquisition

