

Strong net income growth in the first nine months of 2020

- We continue to prioritise the health and safety of our employees, while supporting our partners and communities
- Net sales up 10.3% vs PY¹ in 9M, over proportionate recurring EBIT up 15.7% vs PY¹ in 9M
- Net sales up 31.4% vs PY¹ in Q3
- Recurring EBIT up 7.2% vs PY¹ in Q3, despite significant Naira devaluation
- Robust free cash flow generation of N50,6bn (+94.5% vs PY¹ in 9M) and strengthened balance sheet

PERFORMANCE OVERVIEW

Group Quarter 3 and 9M

	Q3 2020	Q3 2019 ¹	Var. (±%)	9M 2020	9M 2019 ¹	Var. (±%)
Net sales (N'mn)	59,337	45,172	31.4%	179,877	163,057	10.3%
Recurring EBIT (N'mn)	8,302	7,746	7.2%	41,111	35,538	15.7%
Recurring EBIT margin (%)	14.0%	17.1%		22.9%	21.8%	
Net income (N'mn)	4,867	4,734	2.8%	28,196	20,573	37.1%
EPS (N/share)	30	29	2.8%	175	128	37.1%
Free cash flow (N'mn)				50,596	26,008	94.5%

	30-Sep-20	31-Dec-19	Var. (±%)
Net financial debt/(cash) (N'mn)	(11,411)	37,109	-130.8%

¹ From continuing operations (excludes Lafarge South Africa Holdings)

Khaled El Dokani, CEO of Lafarge Africa Plc stated: “Our robust results for the first 9 months reflect the strong recovery of the demand in Q3 and the successful implementation of our “HEALTH, COST & CASH” initiatives. Both have delivered considerable improvement in recurring EBIT, net income and free cash flow, despite the impact of the COVID-19 pandemic and Naira devaluation, particularly in Q3.”

OUTLOOK

- Market demand is expected to remain strong in Q4.
- Naira devaluation and inflation remain a concern in Q4.
- The implementation of our “HEALTH, COST & CASH” initiatives would continue to deliver improvement in our performance.
- We will maintain a healthy balance sheet.

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About Lafarge Africa Plc

Lafarge Africa Plc, a leading Sub-Saharan Africa building materials company is a subsidiary of LafargeHolcim, a world leader in building materials. Listed on the Nigerian Stock Exchange, Lafarge Africa is actively participating in the urbanisation and economic growth of Nigeria, the largest economy in Africa.

Lafarge Africa has the widest footprint in Nigeria with cement operations in the South West (Ewekoro and Sagamu in Ogun State), North East (Ashaka, in Gombe State), South East (Mfamosing, Cross Rivers State) with Ready-Mix operations in Lagos, Abuja and Port Harcourt. Lafarge Africa has a current installed cement production capacity of 10.5Mtpa.

Lafarge Africa leverages its innovative expertise to provide value-added products and services solutions in the building and construction industry in Nigeria. Additional information is available on the web site at www.lafarge.com.ng

About LafargeHolcim

LafargeHolcim is the global leader in building materials and solutions. We are active in four business segments: Cement, Aggregates, Ready-Mix Concrete and Solutions & Products. With leading positions in all regions of the world and a balanced portfolio between developing and mature markets, LafargeHolcim offers a broad range of high-quality building materials and solutions. LafargeHolcim experts solve the challenges that customers face around the world, whether they are building individual homes or major infrastructure projects. Demand for LafargeHolcim materials and solutions are driven by global population growth, urbanization, improved living standards and sustainable construction. Around 75,000 people work for the company in around 80 countries.

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