

## Over-proportional profitability increase in Q3

- Strong Q3 EBITDA (pre-IFRS 16) increase of 32,7% vs LY
- Operating profit multiplied by 2,7x in Q3 vs LY
- Q3 finance costs drop by 70,6%
- Positive Net income for four consecutive quarters
- Successful divestment from Lafarge South Africa Holdings
- Significant deleveraging with Net financial debt reduction by 79.2%

### PERFORMANCE OVERVIEW

#### Group Quarter 3 and Nine Months

	Q3 2019 <sup>1</sup>	Q3 2018	Var. (±%)	9M 2019 <sup>2</sup>	9M 2018	Var. (±%)
Net sales (N'mn)	53,906	72,009	-25.1%	214,202	234,300	-8.6%
EBITDA (pre-IFRS 16 (N'mn)	11,390	8,581	32.7%	43,585	36,282	20.3%
EBITDA margin (%)	21.1%	11.9%	-	20.3%	15.5%	-
EBITDA (post-IFRS 16 (N'mn)	14,926	-	-	53,695	-	-
Operating profit/loss (N'mn)	7,638	2,795	173.3%	30,025	19,132	56.9%
Net income (N'mn)	111,151	(6,471)	-	120,160	(10,373)	-
EPS (N/share) <sup>3</sup>	29	(75)	-	128	(120)	-
Net financial debt (post-IFRS 16 (N'mn)	-	-	-	55,524	267,054	-79.2%

<sup>1</sup> Includes SA's one month numbers versus three months number in prior year

<sup>2</sup> Includes SA's seven months number versus nine month number in prior year

<sup>3</sup> From continuing operations

Michel Puchercos, CEO of Lafarge Africa stated: "Our Strategy 2022 « building for growth » in Nigeria is delivering the expected results with strong EBITDA and operating profit improvement, robust net income and operating cash flow development. Our turnaround and cost reduction strategy in Q3 continue to deliver strong margins with improvement in commercial transformation, logistics performance, industrial & energy efficiencies. Our ambition is to continue the acceleration of growth and earnings in Q4.

### REGIONAL PERFORMANCE

	Net sales (N'mn)			Recurring EBITDA (Pre-IFRS 16)		
	Q3 2019 <sup>1</sup>	Q3 2018	Var. (±%)	Q3 2019	Q3 2018	Var. (±%)
Nigeria	45,172	48,701	-7.2%	11,630	10,371	12.1%
South Africa	8,734 <sup>1</sup>	23,307	na	(239)	(1,791)	Na
<b>Group</b>	<b>53,906</b>	<b>72,009</b>	<b>-25.1%</b>	<b>11,390</b>	<b>8,581</b>	<b>32.7%</b>

<sup>1</sup> Includes SA's one month numbers versus three months number in prior year

## **OUTLOOK 2019**

Based on the above trends, with market demand, which is expected to accelerate in Q4 compared to Q3 2019, a stable pricing environment and the successful execution of Strategy 2022, we expect to continue to deliver in Q4 2019.

-END-

### ***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 urbanization 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 on 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](http://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.

## **CONTACT**

**Folashade Ambrose-Medebem**  
**Director, Communications, Public Affairs and**  
**Sustainable Development**  
**Folashade.ambrose-**  
**medebem@lafargeholcim.com**