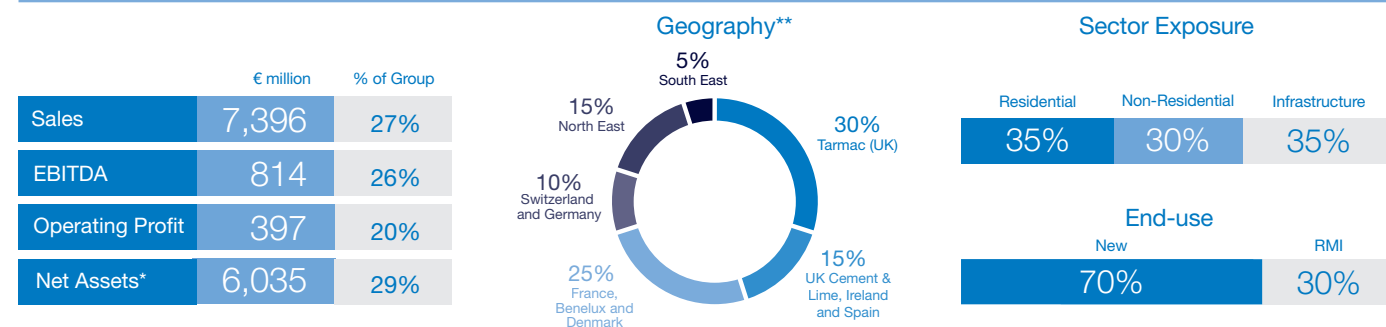


# Operational Snapshot 2016

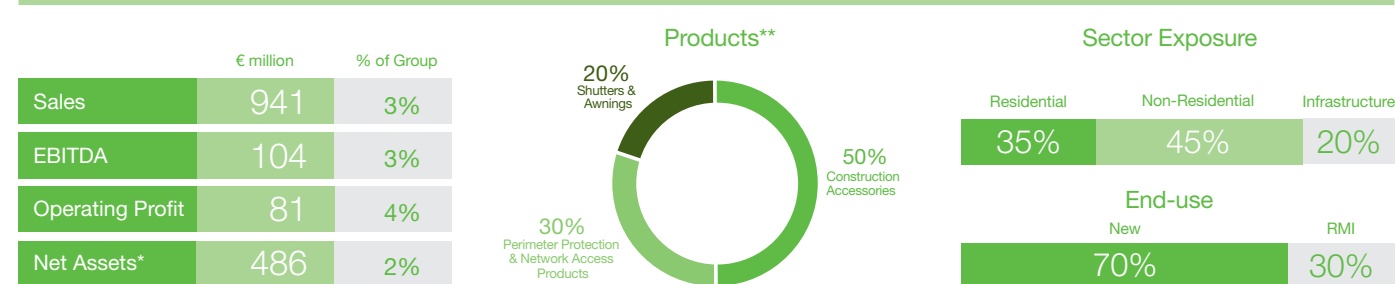
Sector exposure and end-use based on annualised sales

## Europe Heavyside



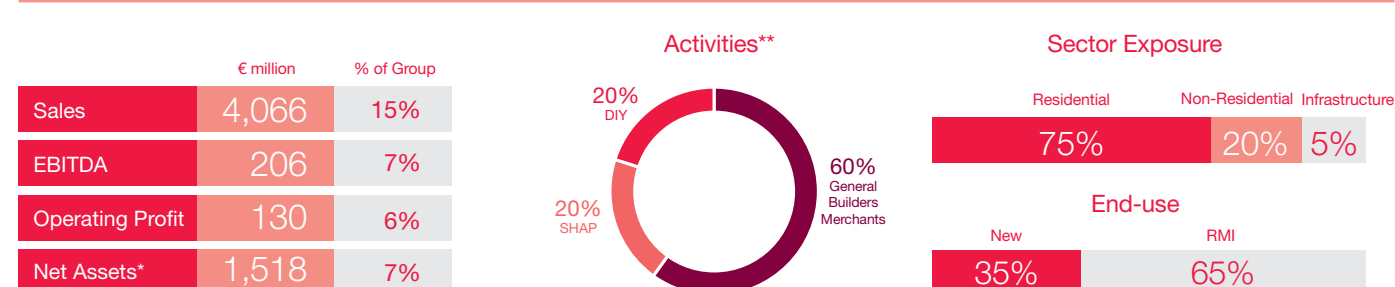
Annualised Sales Volumes†: Cement: 26.0m tonnes; Aggregates: 114.0m tonnes (118.5m tonnes††); Asphalt: 10.4m tonnes; Readymixed Concrete: 16.1m m³; Lime: 1.5m tonnes; Concrete Products and Architectural Concrete: 13.1m tonnes

## Europe Lightside



Annualised Sales Volumes are not applicable for Lightside

## Europe Distribution



\* Net Assets at 31 December 2016 comprise segment assets less segment liabilities as disclosed in note 1 to the 2016 Consolidated Financial Statements of the Annual Report and Form 20-F.

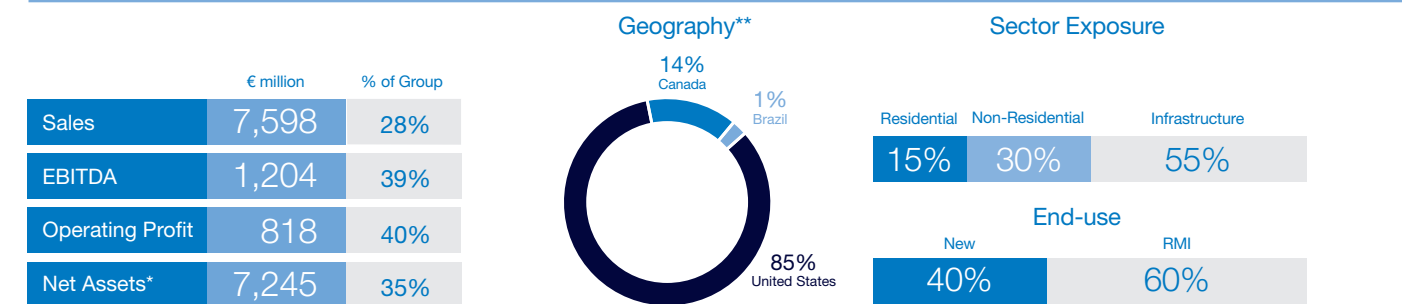
\*\* Based on sales.

## Asia



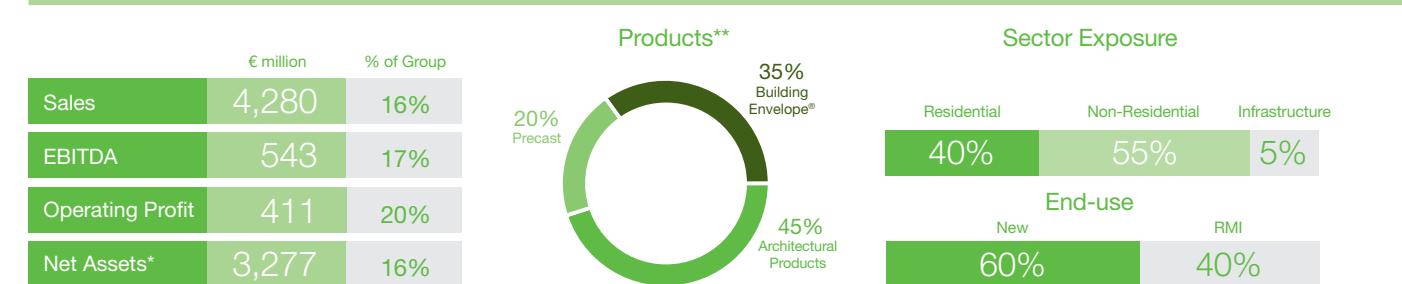
Annualised Sales Volumes†: Cement: 5.9m tonnes (13.3m tonnes††); Aggregates: 0.5m tonnes (0.5m tonnes††); Readymixed Concrete: 0.0m m³ (0.4m m³††)

## Americas Materials



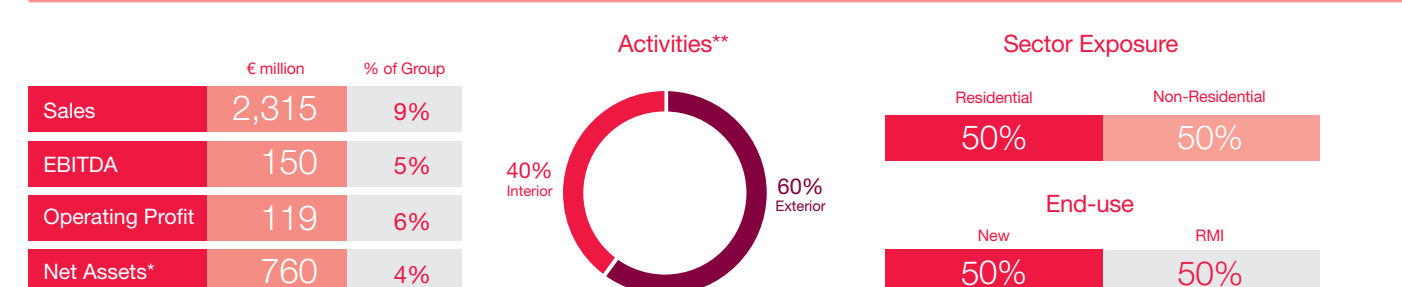
Annualised Sales Volumes†: Cement: 5.3m tonnes (5.8m tonnes††); Aggregates: 156.0m tonnes (157.2m tonnes††); Asphalt: 44.5m tonnes (45.9m tonnes††); Readymixed Concrete: 8.8m m³ (9.1m m³††)

## Americas Products



Annualised Sales Volumes†: Concrete masonry, patio products & pavers: 8.0m tonnes; Pre-packaged concrete mixes: 4.0m tonnes; Pre-packaged lawn & garden products: 6.2m tonnes; Precast concrete products: 1.6m tonnes; Building envelope products: 7.5m m², 67,000 SKUs

## Americas Distribution



† Annualised volumes have been used which reflect the full-year impact of acquisitions made during the year and may vary from actual volumes sold.

†† Including equity accounted investments.