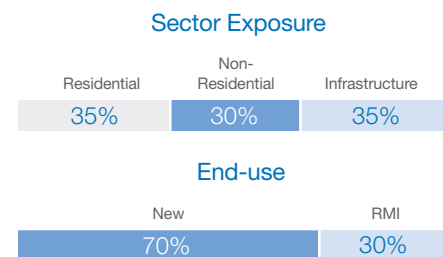
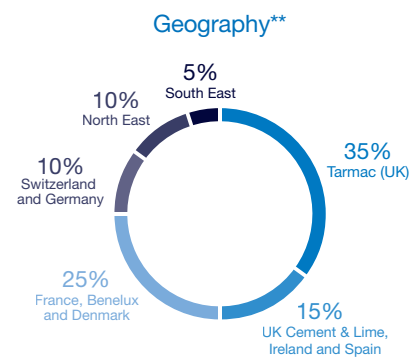


Operational Snapshot 2017

Sector exposure and end-use based on annualised sales

Europe Heavyside

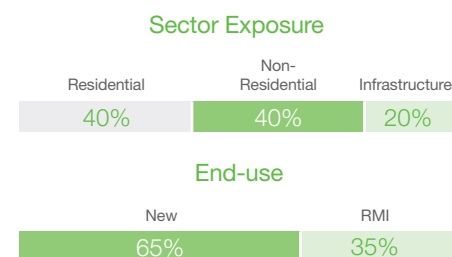
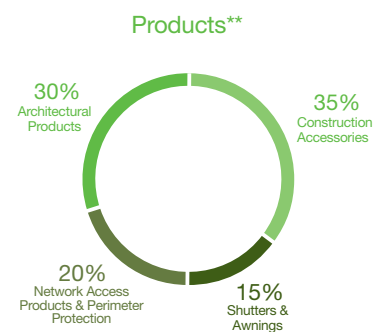
	€ million	% of Group
Sales	6,902	27%
Operating Profit	478	22%
EBITDA	839	27%
Net Assets*	6,291	30%



Annualised Sales Volumes[†]: Cement: 27.1m tonnes; Aggregates: 118.7m tonnes (121.4m tonnes^{††}); Asphalt: 10.7m tonnes; Readymixed Concrete: 16.5m m³; Lime: 4.1m tonnes; Concrete Products: 5.8m tonnes

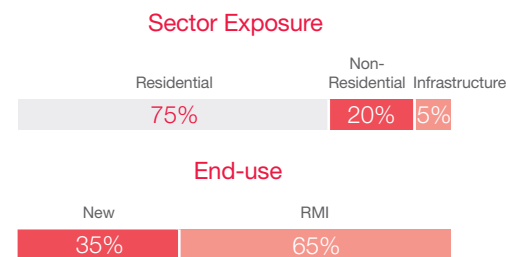
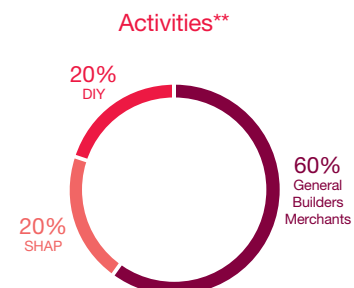
Europe Lightside

	€ million	% of Group
Sales	1,440	6%
Operating Profit	102	5%
EBITDA	143	4%
Net Assets*	798	4%



Europe Distribution

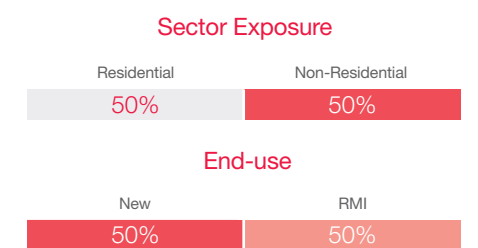
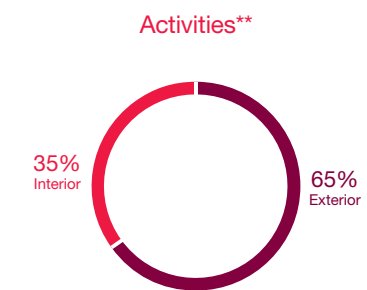
	€ million	% of Group
Sales	4,145	16%
Operating Profit	207	10%
EBITDA	269	9%
Net Assets*	1,615	8%



* Net Assets at 31 December 2017 comprise segment assets less segment liabilities as disclosed in note 1 to the 2017 Consolidated Financial Statements of the Annual Report and Form 20-F.
** Based on sales.

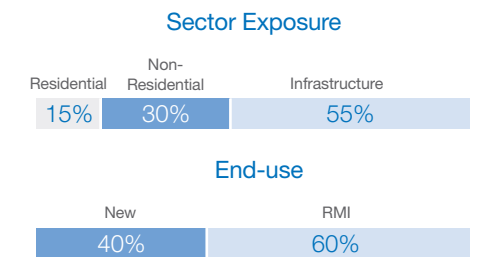
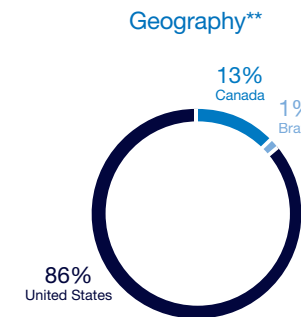
Discontinued Operations - Americas Distribution

	2017	2016	2015
Sales	2,343	2,315	2,229
Operating Profit	143	119	111
EBITDA	164	150	140



Americas Materials

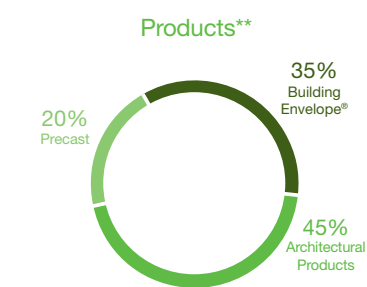
	€ million	% of Group
Sales	7,970	32%
Operating Profit	858	41%
EBITDA	1,270	40%
Net Assets*	7,552	37%



Annualised Sales Volumes[†]: Cement: 6.3m tonnes (6.8m tonnes^{††}); Aggregates: 169.7m tonnes (170.6m tonnes^{††}); Asphalt: 47.0m tonnes (48.5m tonnes^{††}); Readymixed Concrete: 10.4m m³ (10.7m m³^{††})

Americas Products

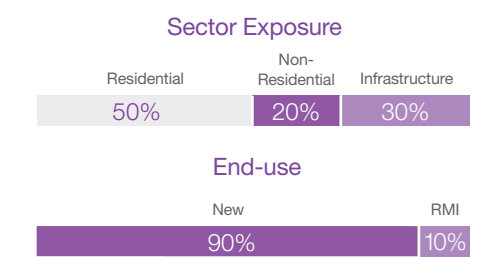
	€ million	% of Group
Sales	4,327	17%
Operating Profit	435	21%
EBITDA	573	18%
Net Assets*	3,122	15%



Annualised Sales Volumes[†]: Concrete masonry, patio products & pavers: 8.2m tonnes; Pre-packaged concrete mixes: 4.2m tonnes; Pre-packaged lawn & garden products: 6.5m tonnes; Precast concrete products: 1.8m tonnes; Building envelope products: 7.2m m², 67,000 SKUs

Asia

	€ million	% of Group
Sales	436	2%
Operating Profit	15	1%
EBITDA	52	2%
Net Assets*	1,230	6%



Annualised Sales Volumes[†]: Cement: 6.1m tonnes (13.5m tonnes^{††}); Aggregates: 0.7m tonnes (0.7m tonnes^{††}); Readymixed Concrete: 0.0m m³ (0.2m m³^{††})

[†] 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 the Group's share of equity accounted investments.