HeidelbergCement

2015 Trading Statement

16 February 2016

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London Crossrail Tunnel



Disclaimer

Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS).

This presentation contains forward-looking statements and information. Forward-looking statements and information are statements that are not historical facts, related to future, not past, events. They include statements about our believes and expectations and the assumptions underlying them. These statements and information are based on plans, estimates, projections as they are currently available to the management of HeidelbergCement. Forward-looking statements and information therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

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In the first quarter of 2014 HeidelbergCement applied the new IFRS standards 10 and 11 for the first time. According to the new rules the proportionate consolidation is abolished. Instead, joint ventures are to be accounted for using the equity method. Assets and liabilities as well as income and expenses of joint ventures will no longer be shown proportionately in the relevant balance sheet or income statement items, but will only be shown in a separate line using the equity method: the carrying amount in the balance sheet and the result from joint ventures in the income statement. Among the joint ventures of HeidelbergCement are important operations in Australia, Turkey, China, Hungary, Bosnia and the USA (Texas), which have contributed significant results to the operating income in the past. In order to continue with a comprehensive presentation of the operational performance, HeidelbergCement will include the result from joint ventures in operating income before depreciation starting with the first quarter of 2014.

2014 figures are restated by reclassification of disposed part of Building Products (in accordance with IFRS 5) and reclassification of Cement Australia due to a new interpretation of IFRS 11 based on tentative IFRIC agenda decision in November 2014.



Contents

		Page
1.	2015 Overview	4
2.	Results by Group areas	11
3.	Outlook 2016	18
4.	Appendix	23

HeidelbergCement continues to grow and deliver

Solid improvement in full year operational results:

- Revenue up +7%; Operating EBITDA up +14%; Operating income up +16%
- Operating EBITDA margin improved by +130bps to 19.4%
- Efficiency programs lead to margin improvement in all business lines

Italcementi transaction on track

- Synergy potential target further increased to €m 400
- Refinancing need taken below €bn 2
- Timing of closing in line with initial expectations
- Net debt at approx. €bn 5.3, leading to approx. 2.0X leverage



Group Overview

- Solid volume growth in US and Africa compensates pressure on Asia and Europe
- On LfL basis: operating EBITDA up 8%; operating income up 10%
- LfL Operating EBITDA margin improved by +151bps

2.7 %

3.6 %

Clear margin improvement in all business lines; ~40% operating leverage

Group Overview			Full Year					Q4		
	2014	2015	varia	nce	L-f-L	2014	2015	varia	nce	L-f-L
Volumes										
Cement volume ('000 t)	81,847	81,105	-741	-0.9 %	-0.9 %	20,597	20,525	-71	-0.3 %	-0.3 %
Aggregates volume ('000 t)	243,604	249,244	5,640	2.3 %	2.3 %	62,849	63,257	408	0.6 %	1.3 %
Ready mix volume ('000 m ³)	36,591	36,708	117	0.3 %	-0.3 %	9,546	9,585	39	0.4 %	-0.5 %
Asphalt volume ('000 t)	9,309	9,122	-187	-2.0 %	-2.0 %	2,360	2,202	-157	-6.7 %	-6.7 %
Operational result (EURm)										
Revenue	12,614	13,465	850	6.7 %	-0.2 %	3,309	3,389	80	2.4 %	-2.0 %
Operating EBITDA	2,288	2,613	325	14.2 %	8.2 %	625	696	71	11.4 %	10.5 %
in % of revenue	18.1 %	19.4 %			+151 bps	18.9 %	20.5 %			+236 bps
Operating income	1,595	1,846	251	15.7 %	9.9 %	441	499	58	13.1 %	13.0 %
Revenue (EURm)										
Cement	5,957	6,163	206	3.5 %		1,507	1,501	-5	-0.3 %	
Aggregates	2,713	3,105	392	14.4 %		714	776	62	8.7 %	
RMC + Asphalt	3,887	4,156	269	6.9 %		1,036	1,052	16	1.6 %	
Opr. EBITDA margin (%)										-
Cement	23.9 %	24.8 %				26.0 %	28.5 %			
Aggregates	23.1 %	24.2 %				22.8 %	23.9 %			

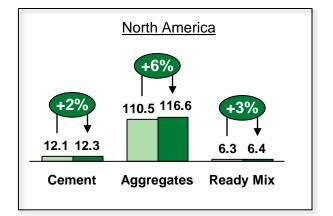
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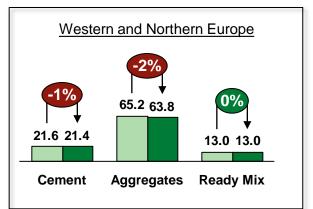
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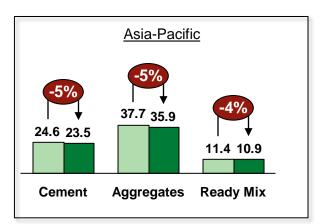
RMC + Asphalt

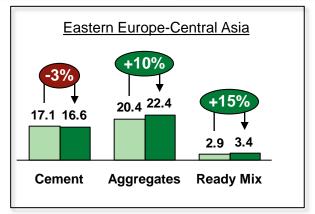
Group Sales Volumes Full Year

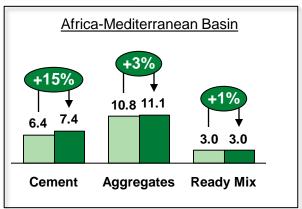


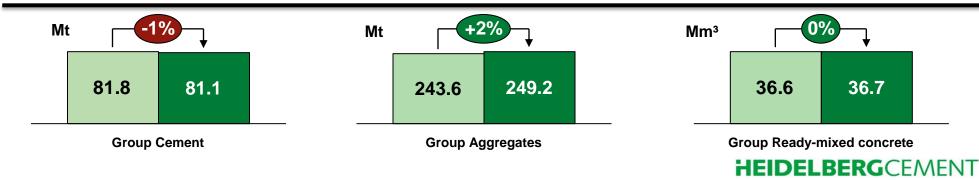




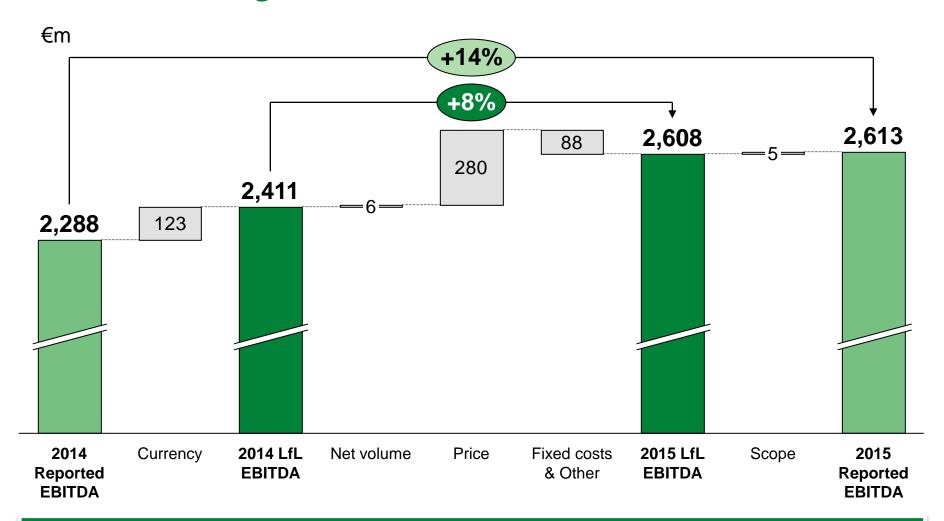








2015 EBITDA bridge



Strong organic growth driven by solid operational performance



Italcementi synergy target increased to €m 400

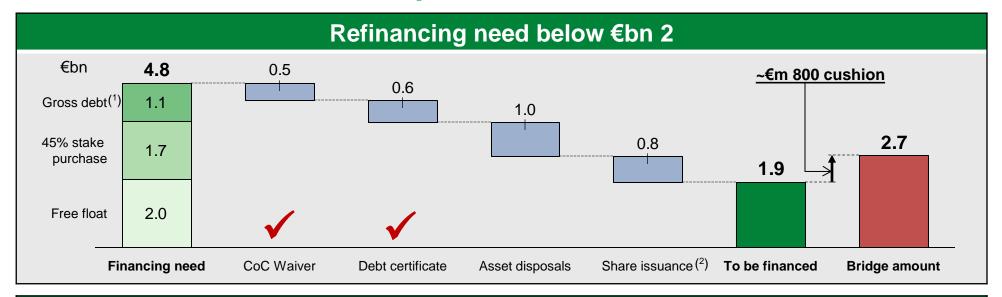
	Immediate impact on EBITDA	Mid term impact on operational result	Impact on margin	Business combination and strategy	TOTAL
€m	SG&AOrganizationShared services	PurchasingInsuranceIT	Operational improvementLogistics	TradingTaxTreasury	
JUL'15 Top-bottom approach	85	25	65		175
JUL'15 - NOV'15 Best practise meetings		20	25	80	+125
NOV'15 – JAN'16 Further analysis on synergy potentials	30	25	20	25	+100
CURRENT SYNERGY TARGET	115	70	110	105	400*
STILL WORK IN PROCESS	· · · · · · · · · · · · · · · · · · ·		-	ition • White cement bus analysis • Tax planning	-

Detailed implementation plans in development by project teams



^{*} Out of which direct EBITDA impact is €m 325

Italcementi transaction update



Transaction on track, expected closing time is in line with initial plans

Discussions with antitrust authorities continue

- Clearance received from India, Canada, Morocco and Kazakhstan authorities.
- Phase 2 discussions going on with FTC in US.
- Drafting the official filing and discussions continue with EU Commission for Belgium assets.

> Integration and execution

- Integration preparations continue as planned. Key organizational announcements to be made in Q1.
- Detailed synergy implementation and execution plans in development by project teams.



⁽¹⁾ Gross debt affected by change of control, including fees.

⁽²⁾ Based on 10.5m shares with price of €72.5.

Contents

		Page
1.	2015 Overview	4
2.	Results by Group areas	11
3.	Outlook 2016	18
4.	Appendix	23

North America

- More than 100% operating leverage for the full year (*)
- EBITDA margin up significantly in all business lines, driven by good pricing, disciplined cost management and solid volume growth
- USA:
 - Cement: North and West continue to be strong; South is negatively impacted by timing of large projects and inclement weather
 - High single digit cement price growth in all regions
 - Strong aggregates demand and pricing
- Canada: Drop in demand in Alberta due to low oil price is to a large extend compensated by strong markets in BC and Washington; solid pricing in all business lines and good cost management lead to full year and Q4 EBITDA margin growth

North America			Full Year					Q4		
	2014	2015	varia	nce	L-f-L	2014	2015	varia	nce	L-f-L
Volumes										
Cement volume ('000 t)	12,081	12,311	230	1.9 %	1.9 %	2,891	3,023	132	4.6 %	4.6 %
Aggregates volume ('000 t)	110,492	116,595	6,103	5.5 %	5.5 %	28,352	29,899	1,547	5.5 %	5.7 %
Ready mix volume ('000 m ³)	6,263	6,430	167	2.7 %	2.7 %	1,500	1,594	94	6.2 %	8.4 %
Asphalt volume ('000 t)	3,551	3,675	125	3.5 %	3.5 %	891	929	38	4.2 %	4.2 %
Operational result (€m)										
Revenue	3,049	3,746	697	22.9 %	6.7 %	800	943	144	18.0 %	9.6 %
Operating EBITDA	610	829	219	35.9 %	19.5 %	161	214	53	32.9 %	25.0 %
in % of revenue	20.0 %	22.1 %			+237 bps	20.1 %	22.7 %			+278 bps
Operating income	412	583	170	41.3 %	25.9 %	107	147	40	37.2 %	31.6 %

Revenue (€m)				
Cement	1,115	1,366	251	22.5 %
Aggregates	1,150	1,471	321	28.0 %
RMC + Asphalt	874	1,039	164	18.8 %

Opr. EBITDA margin (%)		
Cement	19.6 %	22.7 %
Aggregates	26.5 %	27.6 %
RMC + Asphalt	4.6 %	6.5 %

284	337	53	18.8 %
311	381	70	22.6 %
230	261	32	13.8 %

21.6 %	24.6 %
26.8 %	28.4 %
4.6 %	5.5 %

^(*) Based on USD values.

Western and Northern Europe

- UK: Increased residential demand and large infrastructure projects in the London area continue to drive the growth, albeit at a slower rate in H2; good price development; result significantly above prior year; EBITDA margin up significantly due to strong operating leverage and good cost management
- Germany: Positive pricing compensates slightly lower volumes leading to full year EBITDA margin improvement
- Benelux: EBITDA up for the year; gradual market recovery in Belgium; Netherlands expected to improve in 2016
- Northern Europe: Increased building materials demand in Sweden, primarily driven by residential construction in Stockholm; lower demand in Norway, mainly due to weaker oil related activity in Western Norway

Western & Northern Eur.			Full Year					Q4		
	2014	2015	varia	nce	L-f-L	2014	2015	varia	псе	L-f-L
Volumes										
Cement volume ('000 t)	21,608	21,396	-212	-1.0 %	-1.1 %	5,330	5,372	42	0.8 %	1.1 %
Aggregates volume ('000 t)	65,217	63,840	-1,377	-2.1 %	-2.3 %	16,373	15,349	-1,024	-6.3 %	-2.7 %
Ready mix volume ('000 m ³)	12,999	12,963	-36	-0.3 %	-1.1 %	3,435	3,336	-99	-2.9 %	-3.1 %
Asphalt volume ('000 t)	3,096	2,994	-102	-3.3 %	-3.3 %	783	714	-69	-8.8 %	-8.8 %
Operational result (€m)										
Revenue	4,012	4,196	184	4.6 %	0.1 %	1,021	1,074	53	5.2 %	-0.6 %
Operating EBITDA	562	672	111	19.7 %	17.3 %	157	192	35	22.5 %	25.8 %
in % of revenue	14.0 %	16.0 %			+236 bps	15.3 %	17.9 %			+400 bps
Operating income	329	434	105	31.9 %	31.7 %	96	131	35	36.4 %	45.4 %
Davis 1992 (Cm.)	ı				1 r					1
Revenue (€m)										
Cement	1,780	1,796	17	0.9 %	l	431	434	3	0.6 %	
Aggregates	843	887	44	5.2 %		214	207	-7	-3.1 %	
RMC + Asphalt	1,539	1,627	88	5.7 %		413	409	-4	-0.9 %	
Opr. EBITDA margin (%)] [1
Cement	19.9 %	21.8 %				24.3 %	26.3 %			
Aggregates	17.5 %	17.9 %				17.2 %	16.4 %			
RMC + Asphalt	2.3 %	3.8 %				3.9 %	5.2 %			

Eastern Europe-Central Asia

- **Poland**: Cement volume decline as a result of fierce competition is partly compensated by lower variable costs
- Czech Republic: Full year cement and aggregates volume growth and good cost control lead to higher EBITDA
- Romania: Full year EBITDA margin improvement despite increased competition
- Russia: Significant decline in sales volumes and result due to slowdown of economy and depreciation of the Ruble
- Ukraine: Margin pressure from increased variable costs due to high inflation and depreciation of local currency;
 stabilization of result
- Kazakhstan: Strong volume development as a result of our new Shetpe plant; profit negatively affected by margin pressure from imports and substantial depreciation of local currency

Eastern Eur Cent. Asia			Full Year					Q4		
	2014	2015	varia	nce	L-f-L	2014	2015	varia	nce	L-f-L
Volumes										
Cement volume ('000 t)	17,113	16,554	-559	-3.3 %	-3.3 %	3,865	3,868	3	0.1 %	0.1 %
Aggregates volume ('000 t)	20,403	22,417	2,015	9.9 %	9.2 %	5,763	6,148	385	6.7 %	3.8 %
Ready mix volume ('000 m ³)	2,945	3,394	448	15.2 %	11.2 %	840	988	147	17.5 %	3.3 %
Asphalt volume ('000 t)	0	0	0	N/A	N/A	0	0	0	N/A	N/A
Operational result (€m)										
Revenue	1,182	1,097	-86	-7.2 %	1.1 %	264	248	-16	-6.1 %	1.8 %
Operating EBITDA	230	207	-23	-9.9 %	-4.4 %	41	49	8	19.0 %	25.9 %
in % of revenue	19.5 %	18.9 %			-110 bps	15.4 %	19.6 %			+383 bps
Operating income	129	114	-15	-11.9 %	-8.8 %	16	26	10	62.3 %	63.8 %
Revenue (€m)										
Cement	987	878	-109	-11.1 %		209	187	-22	-10.5 %	
Aggregates	104	116	12	11.9 %		29	32	3	9.6 %	

20

12.3 %

Opr. EBITDA margin (%)		
Cement	21.1 %	19.8 %
Aggregates	13.0 %	15.3 %
RMC + Asphalt	2.4 %	3.9 %

163

183

18.6 %	22.7 %
10.7 %	14.2 %
1.3 %	1.1 %

10.2 %

RMC + Asphalt

Asia-Pacific

- Indonesia: Full year market demand below expectations as a result of delayed infrastructure projects; volume pick up has started in H2; disciplined pricing and strict cost management leads to resilient EBITDA margin
- India: Soft cement demand in all market segments and weak pricing lead to EBITDA margin decline
- China: Lower variable costs cannot offset substantial price declines and lower market demand
- Bangladesh: EBITDA margin improves, helped by lower raw material costs
- Australia: Result up vs. prior year; concrete and aggregates volumes increase driven by residential construction growth and pull-through of own aggregates into concrete enabled by integrated supply chain management

Asia - Pacific	Full Year				Q4					
	2014	2015	variar	nce	L-f-L	2014	2015	varia	nce	L-f-L
Volumes										
Cement volume ('000 t)	24,615	23,507	-1,108	-4.5 %	-4.5 %	6,854	6,474	-379	-5.5 %	-5.5 %
Aggregates volume ('000 t)	37,687	35,949	-1,738	-4.6 %	-4.3 %	9,823	9,139	-684	-7.0 %	-7.8 %
Ready mix volume ('000 m ³)	11,379	10,890	-489	-4.3 %	-4.3 %	3,031	2,882	-149	-4.9 %	-4.9 %
Asphalt volume ('000 t)	2,265	2,045	-220	-9.7 %	-9.7 %	602	469	-133	-22.1 %	-22.1 %
Operational result (€m)										
Revenue	2,818	2,775	-43	-1.5 %	-5.6 %	785	716	-69	-8.8 %	-8.9 %
Operating EBITDA	743	719	-24	-3.2 %	-8.1 %	221	188	-33	-14.8 %	-16.1 %
in % of revenue	26.4 %	25.9 %			-71 bps	28.1 %	26.3 %			-226 bps
Operating income	623	588	-35	-5.6 %	-10.6 %	189	155	-34	-17.8 %	-19.2 %
Revenue (€m)										
Cement	1,481	1,463	-18	-1.2 %		430	388	-42	-9.9 %	
Aggregates	530	537	7	1.3 %		139	133	-7	-4.8 %	
RMC + Asphalt	1,103	1,086	-18	-1.6 %		297	274	-24	-7.9 %	
Opr. EBITDA margin (%)				1						
Cement	32.5 %	30.8 %				34.1 %	30.6 %			
Aggregates	27.3 %	28.3 %				26.4 %	25.8 %			
RMC + Asphalt	1.9 %	0.9 %				2.9 %	0.9 %			

Africa-Mediterranean Basin

- Tanzania: Significant volume growth supported by capacity increase in Q3'2014; increased competitive pressure
- Togo: Significant volume and result increase driven by the start up of our new clinker plant
- Ghana: Result negatively affected by increasing competitive pressures and depreciation of local currency, however, full year result still above prior year
- Israel: Stable full year result on high level
- Turkey: Result improvement supported by exports and better pricing
- **Spain:** Recovery in market is clearly visible; outlook for 2016 is positive

Africa - Med. Basin	Full Year			Q4						
	2014	2015	varia	nce	L-f-L	2014	2015	varia	nce	L-f-L
Volumes										
Cement volume ('000 t)	6,441	7,428	986	15.3 %	16.1 %	1,644	1,835	191	11.6 %	11.6 %
Aggregates volume ('000 t)	10,843	11,127	284	2.6 %	3.7 %	2,677	2,862	184	6.9 %	6.9 %
Ready mix volume ('000 m ³)	3,005	3,031	26	0.9 %	0.9 %	739	786	47	6.4 %	6.4 %
Asphalt volume ('000 t)	397	408	11	2.7 %	2.7 %	84	91	7	8.1 %	8.1 %
Operational result (€m)										
Revenue	910	1,008	98	10.8 %	11.4 %	231	244	13	5.8 %	5.6 %
Operating EBITDA	213	260	48	22.5 %	23.9 %	55	68	13	22.8 %	29.9 %
in % of revenue	23.4 %	25.8 %			+259 bps	23.8 %	27.6 %			+517 bps
Operating income	184	216	33	17.8 %	19.8 %	46	57	11	22.9 %	32.0 %
	-									
Revenue (€m)										
Cement	622	701	79	12.8 %		161	168	7	4.2 %	
Aggregates	86	93	7	8.1 %		21	23	2	11.1 %	
RMC + Asphalt	207	221	14	7.0 %		49	56	7	14.8 %	
	•									
Opr. EBITDA margin (%)										
Cement	25.2 %	28.6 %				28.0 %	31.7 %			
Aggregates	19.6 %	17.7 %				13.1 %	18.3 %			
RMC + Asphalt	1.2 %	1.0 %				-0.1 %	0.5 %			

Group Services

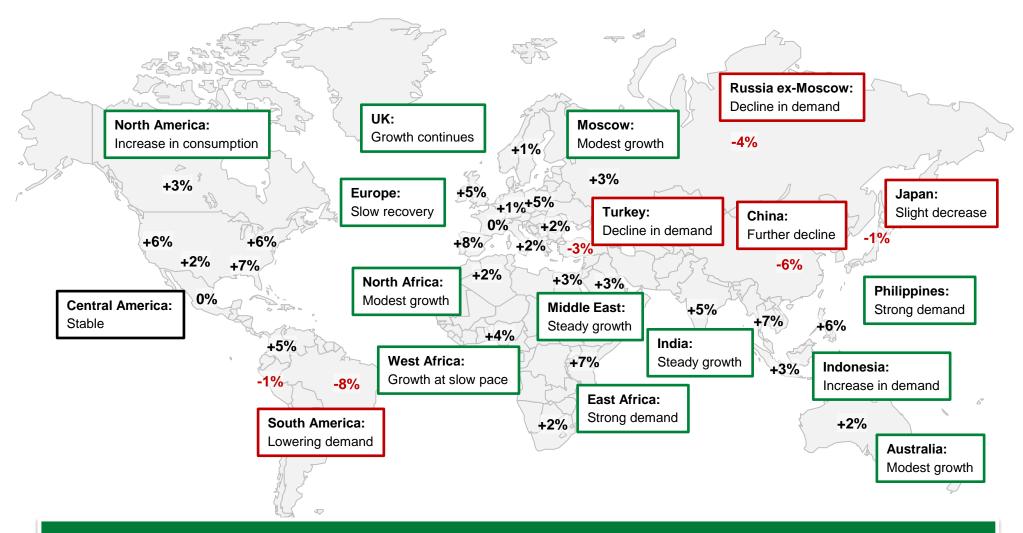
- Despite a slowdown in Q3, full year international trading volumes are 1% above 2014
- Low cost sourcing of raw materials and low freight rates contributed significantly to the profitability of HC grinding units and bulk import terminals in 2015
- Recovery in trade volumes and profitability in Q4 partially compensated deterioration of commodity markets in Q3
- Full Year EBITDA is negatively affected by fierce competition and rising margin pressure in addition to unexpected costs resulting from the instability of shipments to North Africa (Algeria and Libya)

Group Services		Full Year			Q4					
	2014	2015	varia	nce	L-f-L	2014	2015	varia	nce	L-f-L
Operational result (€m)										
Revenue	1,077	1,060	-17	-1.6 %	-17.8 %	314	270	-44	-14.0 %	-25.3 %
Operating EBITDA	27	25	-2	-6.6 %	-21.9 %	6	7	1	10.3 %	-2.8 %
in % of revenue	2.5 %	2.4 %			-13 bps	2.0 %	2.6 %			+60 bps
Operating income	27	25	-2	-6.8 %	-22.1 %	6	7	1	10.6 %	-2.6 %

Contents

		Page
1.	2015 Overview	4
2.	Results by Group areas	11
3.	Outlook 2016	18
4.	Appendix	23

Global cement demand outlook 2016



Overall steady demand at a lower growth rate; except China, South Americas, Russia and Turkey

Supply/Demand balance and China exports

Major Export & Import Countries / 2016 estimates



- Exportable volume is mainly in Asia and Mediterranean.
- Most of the exported volumes stay within the region.
- Increase in demand in US, in Africa and low freight rates will be the drivers for the imports.

Impact of Chinese excess capacity and possible imports are limited

- Available amount for imports will be limited as large amount of excess capacity is located inlands.
- Chinese import prices may be able to compete with Mediterranean producers on spot but not on long term basis.
- > International major players have very well established trading operations with their trade flows.
- > Import terminals are usually owned by domestic producers in US and in Europe. Ports in emerging countries are often congested.

CEMENT IS NOT STEEL

- > Huge difference in price and profitability. Value to weight ratio much higher in steel.
- Cement markets away from the terminals are protected.
- Unlike cement, steel import terminals and global trade flows are handled by mix of independent wholesalers & producers.
- > Active workforce in steel is twice as many people as the cement industry in China.



Overview of key markets

North America

- · Solid underlying business trend
- Stabilized market environment in Texas and Canada
- · Strong aggregates demand
- Further price improvements in all business lines
- US Highway bill will have a clear positive impact, especially on aggregates business. Long term projects replacing shorter term maintenance works will bring further stability in demand growth.

Indonesia

- Overall better market environment expected after interest rate reduction and stable political situation
- Over-supply situation and tight competition with new players may put pressure on pricing
- Infrastructure projects and their multiplier effect will be the key driver for demand growth
- 4.4 mt new capacity in Citeureup ready to operate by Q2 will further improve cost structure

West & North Europe

- · UK continues to be strong
- Volume improvement in Germany
- Stable business environment in Nordics
- Demand pick-up in Netherlands, Belgium coming back from low levels

Eastern Europe

- Clear demand increase in all key markets
- Better pricing environment expected in Poland and Romania
- Positive market trends from low levels in Russia and Ukraine
- Growth continues in Czech Rep. & Hungary

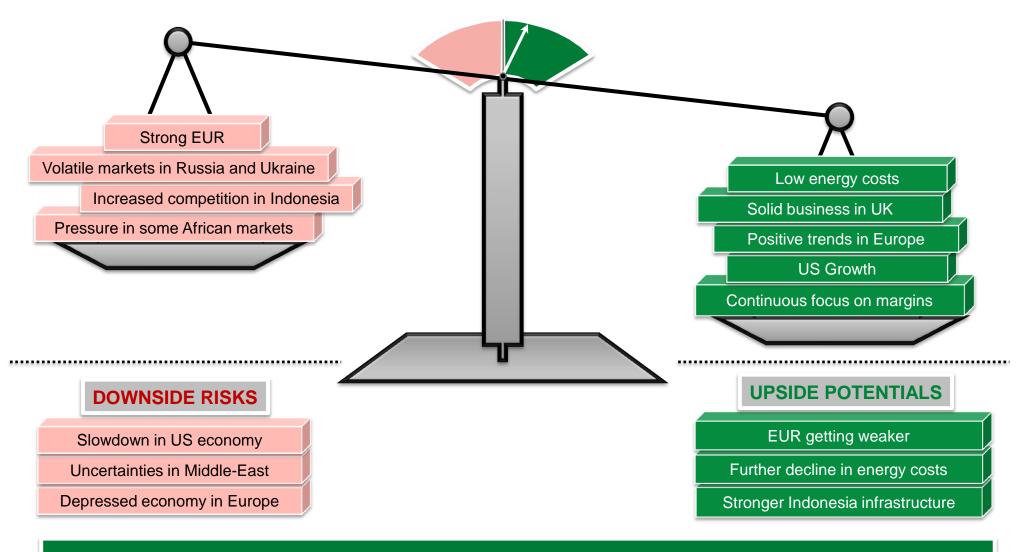
Africa

- Challenging market environment in Ghana
- Togo continues to be strong
- Volatile market demand in Tanzania
- Stable business development in other countries

Continued growth in developed markets will offset the pressure in emerging world



Major drivers for business environment in 2016



Overall challenging but still positive business environment is expected in 2016

Contents

4.	Appendix	23
3.	Outlook 2016	18
2.	Results by Group areas	11
1.	2015 Overview	4
		Page

Impacts from currency and change in consolidation scope

REVENUE	December Year to Date			Q4			
€m	Cons.	Decons.	Curr.	Cons.	Decons.	Curr.	
North America	0	0	462	-20	0	79	
Western / Northern Europe	162	-89	106	105	-68	22	
Eastern Europe / Central Asia	7	-1	-103	7	0	-27	
Asia / Pacific	5	-2	118	1	0	0	
Africa / Med. Basin	0	-6	1	0	0	0	
Group Service	0	0	212	0	0	47	
Total Group	174	-98	795	92	-68	121	

OPERATING EBITDA	December Year to Date			Q4			
€m	Cons.	Decons.	Curr.	Cons.	Decons.	Curr.	
North America	0	0	84	-4	0	13	
Western / Northern Europe	19	-15	10	7	-12	2	
Eastern Europe / Central Asia	0	0	-14	0	0	-2	
Asia / Pacific	1	-1	39	0	0	3	
Africa / Med. Basin	0	0	-3	0	0	-3	
Group Service	0	0	5	0	0	1	
Total Group	21	-16	123	4	-12	13	

Volume and price development

++Strong +Slightly up -Slightly down --Negative

CEMENT (Gray Domestic)					
2015 vs. 2014	Volume	Price			
US	+	++			
Canada		++			
Indonesia					
Bangladesh	+	-			
Australia	-	-			
India	++				
Germany		+			
Belgium	+	+			
Netherlands		+			
United Kingdom	++	++			
Norway		+			
Sweden	++				
Czech Republic	++	+			
Poland		-			
Romania	-				
Russia		++			
Ukraine		++			
Kazakhstan	++				
Georgia	++	++			
Ghana					
Tanzania	++				

AGGREGATES					
2015 vs. 2014	Volume	Price			
US	++	++			
Canada	+	++			
Australia	+	++			
Indonesia		++			
Malaysia		+			
United Kingdom	-	-			
Germany	-	+			
Belgium	+	+			
Netherlands		++			
Norway		++			
Sweden		++			
Czech Republic	++	++			
Poland	++	++			
Israel	++	-			
Spain	++				

READY MIX					
2015 vs. 2014	Volume	Price			
US	++	++			
Canada	++	++			
Australia	++	-			
Indonesia		++			
Malaysia		++			
Germany		+			
Belgium	++	-			
Netherlands					
United Kingdom	++	++			
Norway		++			
Sweden	++	+			
Czech Republic	-				
Poland	+				
Israel	+	-			
Spain	_	++			

Contact information and event calendar

Event calendar

17 March 2016 2015 annual results

04 May 2016 2016 first quarter results

04 May 2016 2016 AGM

29 July 2016 2016 half year results

09 November 2016 2016 third quarter results

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