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# **PROFILE**

The Vicat Group is an international cement-manufacturing company with extensive knowhow developed through its background of more than 150 years of research, invention, and countless construction projects.

Close to 6,700 members of staff in 11 countries (France, United States, Switzerland, Italy, Turkey, Kazakhstan, India, Senegal, Egypt, Mali, and Mauritania) work to serve large numbers of clients worldwide.

### A COMMITMENT TO ENVIRONMENTAL PRESERVATION

The Vicat Group strives to enhance the environmental performance of its plants, enrich the landscape, and contribute toward the strictly controlled elimination of waste.

# THREE BUSINESSES

**50%** 

of sales

### **CEMENT**

Production capacity of 20.8 million tonnes. 14.5 million tonnes of cement sold in 2009.

13% of sales

**OTHER PRODUCTS & SERVICES** 

transport, major works, etc.

**37%** 

of sales

### **CONCRETE & AGGREGATE**

241 concrete batching plants marketed7.1 million cubic meters in 2009.75 quarries produced.18.7 million tonnes of aggregatessold in 2009.

# **KEY FIGURES**



### SALES

### (in millions of euros)

Sales in 2009 were down 7.8%, or 9.1% at constant scope of consolidation and exchange rates.



### **EBITDA**

### (in millions of euros)

The EBITDA margin stands at 24.9%.



### **NET PROFIT**

### (in millions of euros)

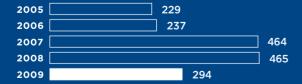
Consolidated net profit amounts to 234 million euros, or 12.3% of sales.



### **CASH FLOW**

### (in millions of euros)

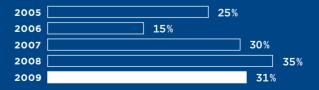
Cash flow remained high in 2009, at 387 million euros, and produced a free cash flow after industrial investments of 119 million euros.



### **TOTAL INVESTMENTS**

### (in millions of euros)

Investment in 2009 was marked by the end of implementation of the Performance 2010 plan and the development of greenfield projects.



### **NET DEBT/TOTAL EQUITY**

### (percent)

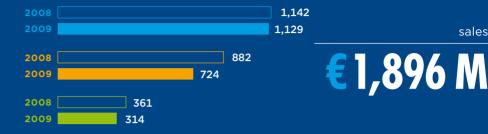
Gearing stood at 31% on December 31, 2009.



### **OPERATIONAL SALES**

(before intra-group elimination, in millions of euros)

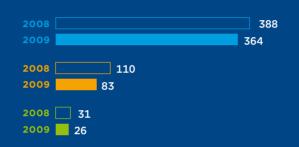
**Business in Cement and Concrete &** Aggregate represents 87% of operational sales.



### **EBITDA**

(in millions of euros)

The resistance of the EBITDA margin in the different businesses reflects the determined savings measures adopted by the Group



consolidated net profit

€234 M

employees

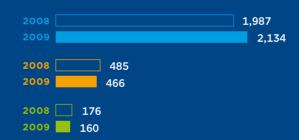
sales

6,712

### **ASSETS EMPLOYED**

(in millions of euros)

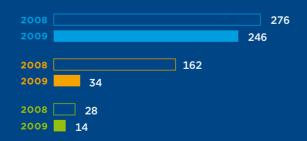
The rise in assets employed in Cement is the result of the Performance 2010 plan.



### **INVESTMENTS**

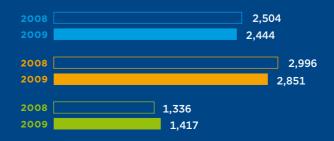
(in millions of euros)

The level of investment dropped to €280 million, after an exceptionally high level in 2008.

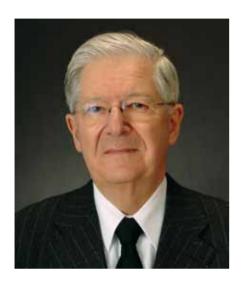


### **AVERAGE STAFF NUMBERS**

The average headcount dropped 1.8%.



# MESSAGE FROM THE CHAIRMAN



Vicat enjoys an excellent, solid financial position which enables it to seize opportunities for external growth.

"

The year 2009, which was marked by a major financial, then economic crisis, proved to be challenging. The Vicat Group was able to maintain its solid performance despite this background, however, as a result of the resources at its command, principally:

- well balanced geographical diversification.
- modern, efficient industrial facilities,
- the positive combined effects of the Performance 2010 plan, whose terminal phase saw production-capacity increases in Switzerland and Senegal, and the Performance Plus plan which surpassed its objectives in 2009.

Growth remains a priority. With this in mind, in 2009 we forged ahead with our greenfield projects in Kazakhstan and India, in accordance with the initial plans.

The year ahead is likely to be one of transition and consolidation. For us, one of its highlights will be the startup of our cement plant in Kazakhstan in the second half of the year.

The Group enjoys an excellent, solid financial position and diminishing debt, with gearing of 31% which enables it to study opportunities for external growth and seize them as they arise.

It was therefore possible, very recently, for Vicat to make its second major acquisition in India by taking a 51% shareholding in Bharathi Cement whose plant in the State of Andhra Pradesh will reach cement production capacity of 5 million tonnes by the end of 2010.

Consequently, although the global economic situation is uncertain, Vicat is well placed to take advantage of the coming economic upswing. Consistent with the confidence felt in the Group's prospects, it has been decided to maintain the same dividend as in 2008, €1.50 per share.

### Jacques Merceron-Vicat

# MESSAGE FROM THE CHIEF EXECUTIVE OFFICER

Vicat's annual figures for 2009 show that despite a testing global economic situation, the Group came out stronger; our results can be said to be solid, characterized by the very good resistance of profit margins. The strategy the Chairman, Jacques Merceron-Vicat, chose to apply around three major issues—priority development in the cement sector, geographical diversification, and modernization of production resources—proved to be entirely appropriate.

This resistance is the result of the robust health of our Cement business, our core activity, accompanied by decisive progress in developing countries.

Our geographical diversification smoothed out the effects of the crisis, which hit hard and deep in the USA, with a drop in business of about one third, hit very hard in Turkey where the combined effects of the recession and overcapacity were clearly felt, and hit hard in France, where business declined more than 15%, but which was painless in Switzerland and Italy. In West Africa and Egypt business was excellent in 2009. All in all, all businesses combined, while our sales and results are down, they withstood the onslaught admirably.

Their resistance was buoyed up by completion of the technical aspects of the Performance 2010 plan, a one-million-euro investment plan initiated in 2006 which came to an end in 2009 with modernization of the kiln line at Reuchenette, in Switzerland, and startup of kiln No.5 at the Rufisque plant in Senegal, making Rufisque the most powerful cement plant in West Africa, with capacity of 3.5 million tonnes.

Our businesses also owed their resistance to improvements above and beyond the savings objectives stipulated under the Performance Plus plan, the impact of which on EBITDA attained 61 million euros, thus exceeding the initial objective and demonstrating the Group's ability to adapt to external events.

For 2010 the Group is determined to pursue its development strategy on the basis of four key components: a solid financial structure; the full achievements of the Performance 2010 plan; the effects of the Performance Plus plan; and the development of greenfield projects. In Kazakhstan, for instance, the 1.1-million-tonne Jambyl Cement plant will come on line in the fall of 2010. And in India the Vicat Sagar Cement project is on target for starting up its first kiln line around mid 2012.

By concretizing our search for a new facility in India with the acquisition of Bharathi Cement, in the south of Andhra Pradesh, in March 2010, the Group has become a powerful player on the very promising market of southern India.

By the end of 2010 the Group will have an annual cement production capacity of more than 24 million tonnes and modern, groundbreaking industrial facilities.

2010 is likely to be year of contrast for our businesses in all the countries were we work. It will be a year of transition enabling the Vicat Group to consolidate its growth engines for the years to come.

### **Guy Sidos**

Chief Executive Officer



) Jean-Luc M

The Vicat Group came out stronger in 2009 despite a testing global economic situation.

"

# STRATEGIC THRUSTS

### **BUSINESS DEVELOPMENT STRATEGY**

The Group focuses primarily on its historical business expertise, cement, and through vertical integration develops into the ready-mixed concrete and aggregate markets in order to provide secure access to the markets that use cement. In addition, on some markets, it benefits from synergies with complementary activities that consolidate its offering and strengthen its regional positioning.

Cement is the Group's leading business and the foundation of its development and profitability. The Group works in the field of ready-mixed concrete to reinforce its cement business. Development in this field depends on the maturity of markets and their integration of industrial concrete production. The objective is to establish a network of concrete batching plants around cement plants and near consumer centers, by either creating industrial facilities or acquiring existing market players. In application of this policy, the acquisition of the network of ready-mix manufacturer Walker, south of Atlanta, in 2008 has strengthened the Group's position on this high-potential

market in the southeast region of the United States

The Group's presence in the aggregate sector is intended to provide a global answer to its customers' construction materials requirements and to provide secure supplies of aggregate for development of the ready-mixed concrete business. Development in the aggregate business relies on acquisitions and on industrial investment aimed at both increasing the capacity of existing facilities and opening up new quarries and other facilities.

### **DEVELOPMENT PLAN**

The Group stresses controlled development of its different businesses, associating a fine balance of dynamic organic growth sustained by industrial investment to meet market demand and a policy of selective external growth for tackling new markets with an attractive growth potential or for accelerating vertical integration.

### SUSTAINED ORGANIC GROWTH THROUGH INDUSTRIAL INVESTMENT

On the markets it works in, the Group is constantly making industrial investments aimed at:

- modernizing its production resources to achieve greater efficiency and better economic performance in its plants, and thus to have the industrial capacity to respond to more intense competition; and
- increasing its production capacity in order to keep pace with the development of its markets and consolidate or enhance its position as regional leader.

In 2009 the Group thus completed the Performance 2010 plan which has since the end of 2006 brought about a close to 50% increase in cement production capacity while at the same time appreciably improving the productivity of its existing industrial resources. This program, which had already been applied in France, Turkey, and Egypt, was implemented in Senegal and Switzerland in 2009.

### SELECTIVE EXTERNAL GROWTH

The Group's strategy is to penetrate new markets through the cement business, but only very selectively. In its drive for external growth, the Group thus aims to meet all the following criteria:

- projects to be located near large markets with attractive growth potential,
- projects to guarantee availability of long-term mineral reserves (target of 100 years for cement) through land acquisition and award of definitive operating licenses,
- projects to be net contributors to Group profits in the short term.

The Group may also seize opportunities to penetrate new developing markets by building new "greenfield" cement plants. Such projects are examined very selectively, however, in accordance with the Group's external growth criteria outlined above.

It was in application of these principles that at the end of 2007 the Group acquired a company in Kazakhstan in order to build a 1.1-million-tonnecapacity greenfield cement plant that will come on line in the second half of 2010.

In June 2008, the Group signed a deal under which it became the majority shareholder in a partnership in India for building a 5.5-million-tonne greenfield cement plant in the State of Karnataka.



© Janarbek Amankulov

### **GEOGRAPHICAL DEVELOPMENT STRATEGY**

The Group currently has companies operating in eleven countries. It generates 56% of its sales outside France: close to 16% in the rest of Europe, 10% in the United States, and 30% in emerging countries (chiefly Egypt, Mali, Mauritania, Senegal, and Turkey). The proportion of Group business generated outside France is

expected to keep growing in the years to come as a result of the increased production capacities of existing plants and the commissioning of the new greenfield plants.

By combining investment in developed countries, which generate more regular cash flow, and in emerging countries which, while they do have greater potential for long-term growth, can suffer more pronounced market fluctuations, the Group's strategy aims to diversify geographical exposure. The benefits of this strategy were demonstrated by the financial results in 2009.

### **GROUP STRATEGY IN 2009**

The strategy developed by the Group has demonstrated how robust it is in the current highly unfavorable macroeconomic climate.

Supported by a sound financial situation, with levels of gearing and leverage among the lowest in the sector, in 2009 the Group completed its Performance 2010 plan for internal growth, generating lower production costs through modernization of

industrial facilities and increased Group production capacity in Senegal and Switzerland.

Because of the economic crisis, the Performance 2010 plan was complemented by the Performance Plus plan which produced an overall operating cost saving of 61 million euros and a reduction in non-strategic investment. The external growth operations undertaken in Kazakhstan and India are progressing as programmed.

Given the reigning economic environment, the Group will exercise its acquisition policy with caution, taking care to maintain the essential financial ratios.

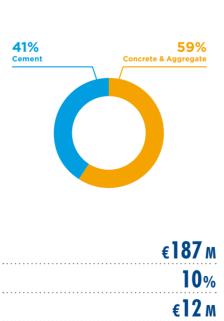
# THREE BUSINESSES

**FIVE REGIONS** 

The Group carries out its main businesses—Cement, ready-mixed Concrete, and Aggregate—in eleven countries. These businesses represent close to 86% of operational sales. In France and Switzerland the Group is also involved in other activities complementing its main businesses.



# TOTAL 50% Cement Concrete & Aggregate Concrete & Aggregate 13% Other Products & Services SALES €1,896 M 100% EBITDA €473 M 100%



3%

**UNITED STATES** 

# 39% Cement Concrete & Aggregate 21% Other Products & Services €844 M 44% €206 M

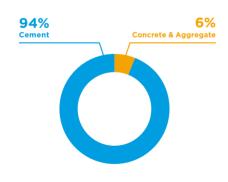
43%

**FRANCE** 



# AFRICA & THE MIDDLE EAST

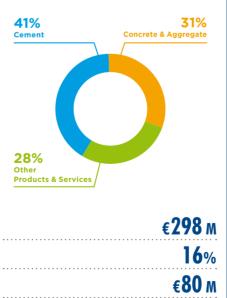
EGYPT - SENEGAL - MALI - MAURITANIA



| 4 | €411 m      |
|---|-------------|
|   | <b>22</b> % |
| 1 | €153 m      |
|   | <b>32</b> % |

## **EUROPE**

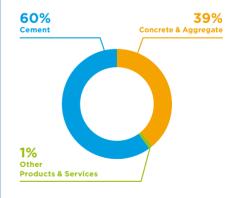
SWITZERLAND - ITALY



**17**%

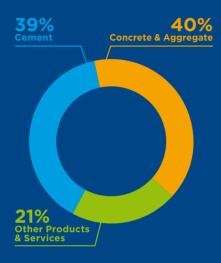
### **ASIA**

TURKEY - KAZAKHSTAN - INDIA



| M   | 56 | 1   | € |  |       |   |       |       |   |       |   |     |   |   |     |   |   |       |       |   |         |   |   |     |  |
|-----|----|-----|---|--|-------|---|-------|-------|---|-------|---|-----|---|---|-----|---|---|-------|-------|---|---------|---|---|-----|--|
| 3%  | 8  |     |   |  |       |   |       |       |   |       |   |     |   |   |     |   |   |       |       |   |         |   |   |     |  |
| 2 M | 22 | €   |   |  | <br>• | • | <br>• | <br>• | • | <br>• | • | , . | • | • |     | • | • |       | <br>• | • | <br>•   |   | • | • • |  |
| %   | 5  | • • |   |  | <br>• | • | <br>٠ | <br>• | • | <br>• | • |     |   | • | • • | • | • | <br>• |       | • | <br>• • | • |   |     |  |

# **FRANCE**



وعاده

€844 M

employees

2,569

### **FRANCE**

### **CEMENT**

5 CEMENT PLANTS
3.1 MILLION TONNES SOLD

### INDUSTRY BACKGROUND

In the shadow of a global economic downturn, the markets in which the Group works in France were seriously affected in 2009.

### BUILDING

Permits were given for construction of 348,000 new homes and works on 49,000 existing homes in 2009, down 21.7% on 2008; these are the lowest figures since 2003.

### **PUBLIC WORKS**

Over the year 2009 business in public works fell back 7.5%. However, this drop was attenuated in the last few months of the year, in both the public and private sectors.

### **Cement consumption**

| Total France        | 24,116 | 20,395 | -15.4%    |
|---------------------|--------|--------|-----------|
| Imports             | 1,697  | 1,827  | +7.7%     |
| Domestic production | 22,419 | 18,568 | -17.2%    |
| Thousands of tonnes | 2008   | 2009   | Variation |

Against this unfavorable evolution in the industry, the drop in cement consumption which began in 2008 (-2.8%) accelerated in 2009, resulting in weakening of more than 15%. Despite this situation, imports increased significantly.

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Total volume sales  | 3,680 | 3,093 | -16%      |

Despite Vicat's geographical exposure in the east of France which was more heavily affected by increased imports than the west of the country, Group sales dropped slightly less than the average for French cement manufacturers, losing 16% in 2009, compared to the national average of 17.2%. Export

sales of Vicat cement and clinker were roughly the same as in 2008 (+0.9%), consistent with evolution in the sector.

### PLANT OPERATION

The plant utilization rate in 2009 reflected the drop in commercial activity on the French market and excess supply of cement in the Mediterranean basin. Throughout the year the workforce strived to reduce production costs to adapt to the level of the market and diminish the impact of the downturn. The initiatives taken in this respect included:

- A boost to the rate of substitution for noble fuels, which increased close to 1 point, rising above 30%;
- The reduced demand on cement mills was put to profit to shut them down during periods of peak electricity rates whenever possible;
- Labor costs were reduced



by considerably cutting down on overtime and practically eliminating use of temporary workers;

 Maintenance costs were reduced, in particular by dispensing with subcontracted external service providers whenever possible.

### **INVESTMENTS**

The main investments made in 2009 were aimed at improving production costs, environmental conditions and safety.

Modifications were made to the secondary-fuel installations at the Montalieu and Créchy plants to increase their capacities. At the Peille plant, after official approval of the use of certain kinds of waste, the plant for using shredded bulky waste was finalized.

After final adjustment in the first half of 2009, the new vertical cement mill

at the Montalieu plant now exceeds the manufacturer's guaranteed performance and substantially reduces power consumption per tonne of cement.

### **ENVIRONMENT**

After the European Council vote on the revised European Emission Trading Scheme Directive in December 2008, 2009 was spent negotiating measures for application of the directive. The key point in negotiations was determination of the CO<sub>2</sub> emissions benchmark for the European cement industry. The benchmark value remains to be officially validated by the European Commission but it has been set at 780 kg of CO<sub>2</sub> per tonne of clinker.

As far as Group business in France is concerned, by virtue of the thermal efficiency of its kilns and high usage of biomass energy, the CO<sub>2</sub> emission factor per tonne of clinker is very close to the benchmark. The program for development of new supplies of secondary fuel containing biomass will enable us to reduce our emissions even more by 2012 and possibly drop below the benchmark figure.

© Nicolas Robin





# **CONCRETE & AGGREGATE**

138 BATCHING PLANTS
2.8 MILLION CUBIC METERS
SOLD

48 AGGREGATE QUARRIES 10 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

Throughout the year, the direct effects of the crisis and its consequences on the building industry caused a brutal slump in the construction and engineering fields in general, and in the housing sector in particular. As a result, 2009 business in ready-mixed concrete throughout the country fell 16% relative to 2008.

### Production

| Thousands of cubic meters | 2008   | 2009   | Variation |
|---------------------------|--------|--------|-----------|
| South Central             | 816    | 706    | -13.5%    |
| Eastern & East<br>Central | 1,841  | 1,466  | -20.4%    |
| North Central             | 1,609  | 1,348  | -16.2%    |
| Paris region              | 5,596  | 4,910  | -12.3%    |
| Eastern France,<br>North  | 1,314  | 1,087  | -17.3%    |
| Southwestern<br>France    | 2,730  | 2,308  | -15.5%    |
| Northern France           | 2,082  | 1,734  | -16.7%    |
| Southeastern<br>France    | 4,193  | 3,709  | -11.5%    |
| Alpine region             | 5,128  | 4,161  | -18.9%    |
| Total France              | 44,064 | 36,961 | -16.1%    |

In the first quarter of 2009 aggregate volume sales declined by about 20% compared to a good first quarter in 2008. The trend over the remainder of the year was relatively constant, with a drop of about 12% compared to the volumes sold in 2008. Overall volumes were down 13% for the entire year.



### GROUP BUSINESS: READY-MIXED CONCRETE

After focusing on passing on higher raw-materials prices in the first part of the year, the Group's ready-mixed-concrete business in France reversed its pricing policy to one promoting volume sales. Overall the volumes sold in 2009 declined 23% relative to 2008, though the drop was limited to 13% in the last guarter.

A new marketing policy was developed in 2009, in preparation for application in the spring of 2010. It consists in the identification of ranges of Vicat concrete whose names indicate at a glance their functionalities and the benefits of using each product. A promotional campaign will start in the spring of 2010.

### INVESTMENTS: READY-MIXED CONCRETE

Capital investment commitments continued with upgrading of a fourth of the batching-plant process-water control and recycling systems.

In terms of safety, the global safety policy was driven by the ambition to obtain OHSAS certification. Application of the Group safety policy halved the number of man-days lost due to accidents.

### **Evolution of business**

|  | 2008   | 2009  | Variation |
|--|--------|-------|-----------|
| Volumes sold                               |        |       |           |
| Concrete<br>(thousands of<br>cubic meters) | 3,673  | 2,838 | -22.7%    |
| Aggregate (thousands of tonnes)            | 12,773 | 9,991 | -21.8%    |
| Number of facilities                       | 3      |       |           |
| Batching plants                            | 140    | 138   | -2        |
| Aggregate quarries                         | 47     | 48    | 1         |

Sand barge loading from a processing pontoon at Jassans quarry - Ain, France

### GROUP BUSINESS: AGGREGATE

Group aggregate sales in France fell close to 22% in 2009, dropping to 10 million tonnes. All regions were affected by the decline, though to a lesser extent in the Auvergne and Rhône Valley regions while Savoy was hardest hit.

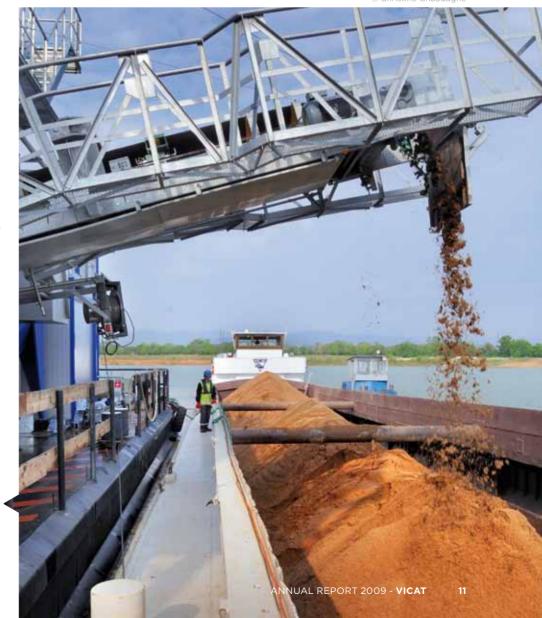
### INVESTMENTS: AGGREGATE

The capital investment program was cut back considerably in 2009 as a result of the downturn in the world economic situation. The investment highlights of the year were implementation of a suction dredger and floating aggregate-processing pontoon at the Arnas quarry, enhancements to the

Gilly-sur-Isère dredger, new processing plant at Les Houches and Carbonne, and replacement of part of the fleet of vehicles.

Safety policy was tightened in 2009 by undertaking deployment of a safety management system. This project, which goes well beyond statutory requirements, will meet the criteria for OHSAS 18001 certification. This initiative, whose results will be best seen in the long term, has already produced encouraging results in 2009 which registered a 25% drop in the number of lost-time accidents relative to 2008.





# OTHER PRODUCTS AND SERVICES

### PAPETERIES DE VIZILLE: PRINTING & WRITING PAPERS

### INDUSTRY BACKGROUND

The paper industry experienced another difficult year. Average drops in volumes sold were 11.7% throughout Europe and 12.5% in France. This shortage in business multiplied plant shutdowns and closures. Paper pulp prices which had tumbled at the end of 2008 because of low demand picked up suddenly in the second half of 2009 due to very sustained growth in China.

### **GROUP BUSINESS**

Vizille's positioning on niche markets mitigated some of the effect of the crisis. Its knowhow and image enabled the company to expand business in Germany (+43%) and in the field of foodstuffs (+62%).

Despite commercial concessions and the results obtained, the general economic situation made several plant shutdowns necessary. Superior technical skills kept the performance of industrial production facilities at satisfactory levels, however.

### **Evolution of business**

| Volumes sold                             | 2008   | 2009   | Variation |
|--|--------|--------|-----------|
| Printing & Writing (thousands of tonnes) | 27,476 | 26,037 | -5.2%     |
| Bags<br>(thousands)                      | 70,655 | 58,539 | -17.1%    |
| Sales<br>(millions of euros)             | 39.7   | 36.9   | -7.1%     |

### Breakdown of sales - SATM & subsidiaries (per business)

| Millions of euros | Sales as of<br>31/12/08 | % sales | Sales as of<br>31/12/09 | % sales | Variation |
|-------------------|-------------------------|---------|-------------------------|---------|-----------|
| Transport         | 94.4                    | 65%     | 66.7                    | 65%     | -29.0%    |
| Major Projects    | 21.1                    | 15%     | 13.2                    | 13%     | -37.4%    |
| Miscellaneous     | 29.0                    | 20%     | 22.9                    | 22%     | -21.0%    |
| Total             | 144.5                   | 100%    | 102.8                   | 100%    | -28.8%    |

### PAPETERIES DE VIZILLE: BAGS

### INDUSTRY BACKGROUND

For the second year running the European bag market dropped close to 10%. The sectors hardest hit included mineral products (-34%) and chemicals (-23%). The French market experienced similar levels of change, at -9.4% on average.

### **GROUP BUSINESS**

Despite the severely aggressive tactics of foreign rivals, Vizille succeeded in maintaining its third-party market share and its selling prices as a result of its superior customer service. Stocks of all finished products were significantly reduced.

The amplitude of the crisis in this sector of business called for the organization of production facilities to be adapted to allow a reduction in output without altering technical performance.

### **SATM & SUBSIDIARIES**

### **MAJOR PROJECTS**

In 2009, business in Major Projects was down on 2008 in terms of both volume and sales

Highlights of the year include:

- winning of contracts for the supply of concrete for Violay, La Bussière, and Chalosset tunnels and for Goutte Vignole viaduct on the A89 motorway project;
- the end of construction of Chavanne tunnel on the Rhine-Rhône highspeed railroad;
- end of construction of Saint Paul Viaduct on the Route des Tamarins highway;
- winning of the contract for supply of concrete for lining segments in the Fréjus tunnel emergency tunnel.

### **TRANSPORT**

The volume of the SATM transport business declined 20% compared to 2008 while sales lost 29%. Figures were partly affected by the drop in fuel prices. Business in industrial activities and the construction and engineering sectors was seriously affected, especially transport of heavy bulk goods (aggregate, cement, etc.). Business in the transport of hydrocarbons and agrifood products stood up well throughout 2009.

## VICAT PRODUITS INDUSTRIELS

(construction chemicals)

After strong growth in recent years, the premixed-mortar market suffered a sharp decline in 2009 (approximately -10%). Only the External Insulation range maintained its level of sales due to the vogue of sustainable-development initiatives. There was keen pressure on pricing of all product ranges.

### **GROUP BUSINESS**

After a difficult start to the year as a result of weather conditions, VPI succeeded in maintaining its level of sales due to gains in market share.

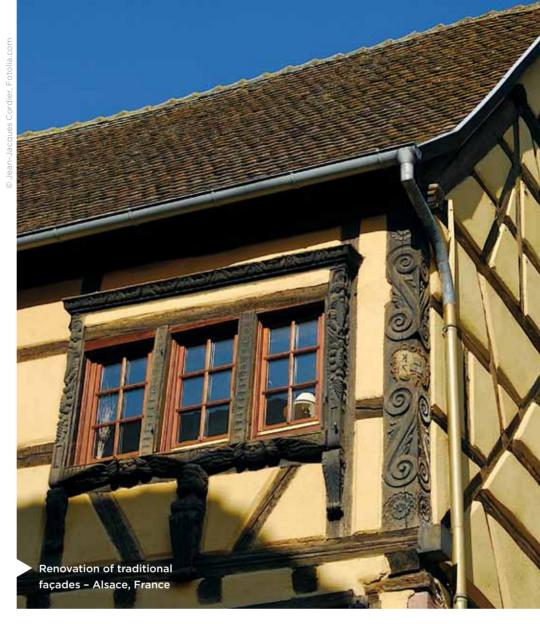
### **Evolution in sales**

| Total             | 70.5 | 69.9 | -0.9%     |
|-------------------|------|------|-----------|
| Civil engineering | 6.8  | 4.8  | -29.4%    |
| Home improvements | 18.5 | 19.2 | +3.8%     |
| Building          | 45.2 | 45.9 | +1.5%     |
| Millions of euros | 2008 | 2009 | Variation |

### **INVESTMENTS**

At the Malataverne plant: automated proportioning of dyes and additives. At the Montluel plant: new plant for processing wet sand.

At the Bliesbruck plant: finalization of site improvements under the program of industrial restructuring of Kristo production, with commissioning of a new resin-mixing plant and a 600 m<sup>2</sup> storage building.

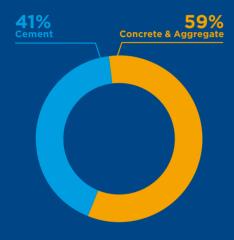








# UNITED STATES



sales

€187 M

employees

1,150

### **UNITED STATES**

### **CEMENT**

### 2 CEMENT PLANTS 1.3 MILLION TONNES SOLD

### INDUSTRY BACKGROUND

The regression in the construction business which started on the residential market in 2007 extended into other segments of the construction market in 2008 as a result of the growing knock-on effects of the financial crisis. The non-residential sector, which had been weathering the storm, finally suffered a 19% drop in activity in 2009. The economic recovery plan has so far had no appreciable effect on the building and public works markets.

### **Cement consumption**

| United States       | 96,498 | 70,737 | -26.7%    |
|---------------------|--------|--------|-----------|
| Total               |        |        |           |
| Total California    | 9,679  | 6,744  | -30.3%    |
| Total Southeast     | 11,923 | 7,988  | -33.0%    |
| Thousands of tonnes | 2008   | 2009   | Variation |

The construction market trends referred to above engendered another major drop in cement consumption, especially on the markets where the Group operates.

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Volume sales        | 1,766 | 1,271 | -28.1%    |

In the Southeast, where the crisis hit later in 2007, negative growth has been more accentuated than the national average since 2008. In Alabama, as elsewhere, the number of building permits seems to have hit rock bottom and is expected to stabilize. The city of Atlanta, which is still the Group's principal market in Georgia, is more severely affected than the rest of the State after the residential boom it experienced in recent years. The building-permit curve in Georgia has not picked up after the 84% collapse relative to the peak of 2006. To remedy

this situation, commercial prospection has been extended geographically (into Tennessee in particular) and into business sectors such as public works and road construction.

Consumption in California also continued to decline at a regular pace, though rather less than in the Southeast. In Southern California the Group benefited from the absence of imports to increase its market share. In the north, on the other hand, the Group was affected by the drop in the residential construction market, without being able to take advantage of major projects in San Francisco, such as the Oakland Bridge in particular, because of the distance factor, and market share declined.

In the Southeast the expected price rises did not occur; quite the opposite in fact, with a first drop in April followed by a second in September/ October as a result of initiatives by the competition.

Selling prices in California dropped 20% over the year and in Los Angeles market share was severely eroded by the untimely commissioning of the additional capacity of a competitor.

### PLANT OPERATION

Ragland: Second-half clinker production was higher than that of the first half as a result of a better kiln utilization rate. Cement production increased in the second half, together with that of mortars. The operation of each mill was adjusted in accordance with sales. The rate of substitution of noble coal by alternative fuels increased, attaining 10% in the second half.

Lebec: The production volume of the cement mills was also adapted to the volumes shipped, which were well down. The utilization rate and production volume of the kiln line reflected the volumes shipped and the reduction of stocks of clinker built up in 2008. The rate of substitution with secondary fuels was well up, taking full advantage of the tire-derived-fuel (TDF) conveyance and storage plant that came on line in mid 2008 and the authorization to use up to 40% TDF to fire the kiln.

### **INVESTMENTS**

Ragland: Commissioning of a second system for proportioning solid secondary fuels and feeding them into the precalciner means the rate of substitution increased about half way through the second part of the year.

Lebec: Although investment was cut to the bare minimum, the system for conveying, storing, and proportioning additives for the cement mills came on line early in 2009.



### CONCRETE

# 47 BATCHING PLANTS 1.4 MILLION CUBIC METERS SOLD

### INDUSTRY BACKGROUND

The ready-mixed-concrete business mirrored that of construction: the drop in the residential sector since December 2007 was more pronounced in 2009, and the private-sector non-residential market started to fall, reflecting the reduction in household consumption and the tightening of credit.

### **GROUP BUSINESS**

### **Evolution of business**

|  | 2008  | 2009  | Variation |
|--|-------|-------|-----------|
| Concrete<br>(thousands of<br>cubic meters) | 2,148 | 1,439 | -33%      |
| Number of<br>batching plants               | 49    | 47    | -2        |

Volume sales dropped in parallel with the cement-consumption figures for the States concerned.

Southeast: The Group's Concrete business was steady in the north of Alabama, with recovery of market share lost due to high pricing being maintained in 2008. Business was weak but stable in the central region of the State, with production capacity in excess of what the market can currently absorb, and very much reduced in the south, in Montgomery. Walker is establishing a position in the non-residential sector to compensate the close to 80% drop in housing construction.

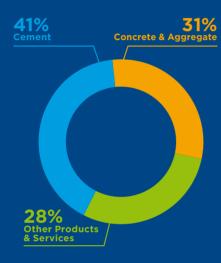
After the increase in concrete prices in October 2008 prices remained relatively stable in 2009, though they began a downward slide toward the end of the year.

California: In the south of the State prices dropped to levels that made it difficult to win contracts for projects greater distances from Group batching plants. The Group's facilities in the north were particularly hard hit by the drop in the residential sector, their main market. Competition became more severe as a number of concrete manufacturers from Southern California set up in San Joaquin Valley.

Headquarters of Retirement Systems of Alabama in Montgomery, built by Kirkpatrick Concrete Inc. -Alabama, United States



# EUROPE SWITZERLAND



وعاده

€298 M

employees

1,061

### **SWITZERLAND**

### **CEMENT**

### 1 CEMENT PLANT 0.7 MILLION TONNES SOLD

### INDUSTRY BACKGROUND

The construction sector in Switzerland enjoyed a high level of business despite the global economic slowdown. Interest rates are at historic lows and households are solvent. While some companies halted investments, the fabric of small family-run businesses benefited from the crisis to invest at lower cost.

Population growth, continued increases in travel, and the extension of built-up areas kept public-works business at a high level, particularly since projects are financed out of budget surpluses. Multi-year projects (Biel bypass, Transjurane motorway, Viège bypass) are expected to keep business buoyant for some years to come.

### **Cement consumption**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Domestic production | 4,238 | 4,333 | 2.2%      |
| Imports             | 300   | 250   | -16.7%    |
| Total               | 4,538 | 4,583 | 1.0%      |

Reflecting the buoyancy of the construction sector, cement consumption was up slightly. The Swiss market was not affected by massive imports from its larger neighbors (Germany, France, Italy), in part because of high haulage costs in Switzerland (tax per kilometer travelled, mountainous terrain).

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Thousands of tonnes | 2008 | 2009 | Variation |
|---------------------|------|------|-----------|
| Volume sales        | 715  | 754  | 5.5%      |

After a difficult first quarter because of severe winter conditions and the absence of work in tunnels, cement sales rose sharply, which not only compensated the shortfall compared to the year before but also, due to the increase in kiln production capacity, established a new cement volume sales record on a market that picked up slightly. Cement ex-plant selling prices were raised to counter the continued rise in energy costs.

### PLANT OPERATION

The programmed seven-week shutdown for kiln modifications was sufficient for the work to be completed, and the kiln came back into service on June 23, followed by the precalciner a few days later. As a result, clinker purchases were substantially reduced, but production costs climbed nevertheless as a result of rising energy costs.

### **INVESTMENTS**

Kiln capacity increased from 1800 tonnes per day (effective, 2008) to 2250 tpd. At the same time, quarrying capacity was boosted by the acquisition of new plant. Early in 2010 a new crushing-drying stage will be added upline of the raw mill to enable output of 2400 tpd to be attained.

### ENVIRONMENT

The Swiss cement industry in general, and Vigier in particular, met their  $CO_2$  and NOx emissions commitments. As in 2008,  $CO_2$  emissions quotas were complied with, and Vigier will benefit from  $CO_2$  credits.

On the other hand, competition for procurement of substitute fuels is fierce. The crisis experienced by the chemical industry penalized supplies of solvents, making it impossible to meet substitution-rate targets. The rate of substitution increased sharply, nevertheless, as a result of the investments made.

# **CONCRETE & AGGREGATE**

18 BATCHING PLANTS
0.5 MILLION CUBIC METERS
SOLD

19 AGGREGATE QUARRIES 2.6 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

While Concrete and Aggregate business remained stable, consistent with the construction sector generally, competition became more severe as the need for cash flow pressed some producers into favoring volume sales over price levels, particularly for large projects.

### **GROUP BUSINESS**

The Concrete and Aggregate business enjoyed a stable year, but with contrasting variations from region to region. Spoil Disposal business was very sound because of large tunneling projects, with volumes increasing from 545,955 m³ in 2008 to 1,024,591 m³ in 2009.

### **Evolution of business**

|  | 2008  | 2009  | Variation |
|--|-------|-------|-----------|
| Volumes sold                               | _     |       |           |
| Concrete<br>(thousands of cubic<br>meters) | 522   | 502   | -3.9%     |
| Aggregate (thousands of tonnes)            | 2,651 | 2,638 | -0.5%     |
| Number of facilities                       |       |       |           |
| Batch plants                               | 18    | 18    | =         |
| Aggregate guarries                         | 19    | 19    | =         |

The policy of developing long-term partnerships with clients kept competitive pressure in check. The Aggregate business must now be systematically analyzed, in connection with the Spoil Disposal business. Swiss regulations impose very strict environmental standards which make it obligatory to dispose of excavated spoil. Vigier has been reputed for its role in this sector for a number of years, and in 2009 even became a partner of the authorities for a controlled inert-materials disposal site opened in Solothurn canton.



### **INVESTMENTS**

The leading capital investments were the acquisition of land for the disposal site in the canton of Solothurn and a wood chipping machine to supply the cement plant with biogenic fuel. The machine was acquired because the Concrete and Aggregate business collects site waste, including wood.

# OTHER PRODUCTS & SERVICES

### **PRECASTING**

### €93.5 M OPERATIONAL SALES

### INDUSTRY BACKGROUND

Business lost a little ground but remained at a high level nonetheless. For some products there was quite intense pressure on prices as a result of imports but also due to commercial offensives by local rivals.

### COMMERCIAL ACTIVITY

### **Evolution of business**

|  | 2008 | 2009 | Variation |
|--|------|------|-----------|
| Volume sales<br>(thousands of<br>tonnes) | 400  | 368  | -8.0%     |
| Sales<br>(millions of euros)             | 90.5 | 92.1 | 1.7%      |

On a competitive market, Creabeton Matériaux' sales of precast concrete products diminished given that the company's strategy was to maintain profit margins.

In the railway products sector, the national railtrack operator's policy of reducing maintenance costs also weighed on business, but the sound situation of 'small accounts' mitigated this effect. Tribeton received formal notification of the order for railway ties for the Gotthard tunnel.

### PLANT OPERATION

The Crissier facility has been closed and its production transferred to the Granges site. This has engendered a reduction in supply costs. Exceptional worksharing initiatives early in the year enabled the structure to be quickly adapted to the economic situation.

### **INVESTMENTS**

Two strategic investments came on line in 2009:

- the slab press at the Granges plant which advantageously replaces that at Crissier, with much lower operating costs (energy and personnel),
- the rail-tie casting machine which will be used for the Gotthard Tunnel order and dispense with the need for storage of finished products.

The other noteworthy capital investment is acquisition of the company Sonneville International Corporation which holds world licenses for the LVT (Low Vibration Track) technology used in the Lötschberg and Gotthard tunnels, for instance.



### **CEMENT**

### **INDUSTRY BACKGROUND**

In keeping with the contraction of business in construction and public works, AITEC, the Italian cement manufacturers' association, estimates that cement consumption reduced 15.6% in 2009, coming after a previous drop of 8.6% in 2008. Cement production fell back 16.1%, confirming that until now the proportion of imports has remained steady.

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Thousands of tonnes | 2008 | 2009 | Variation |
|---------------------|------|------|-----------|
| Volume sales        | 473  | 424  | -10.4%    |

Variations in volume sales differed from region to region. In Sardinia, the main market of Cemento Centro Sud (CCS), sales dipped 10% whereas the national market lost 17.3%. In central Italy, where competition was particularly severe, CCS sales dropped 35%. Evolution in other regions was consistent with statistical averages.

### **PLANT OPERATION**

Production costs fell sharply as a result of new conditions on the raw-materials market. CCS successfully renegotiated existing contracts to benefit from these new market conditions. In addition a new freighting contract signed in April reduced freight costs by 25%.

The new organizational set up at the Oristano plant optimizes mill operation. Reduced production and running costs now more than compensate the drop in volumes sold and in selling prices.

### **INVESTMENTS**

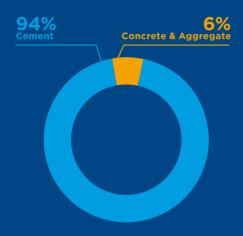
A new spare-parts storage building was built in 2009; finishing work will be completed early in 2010.
Also, the Oristano plant automation and supervision system was entirely renovated.



The new clinker and raw materials elevator now in service eliminates dust emissions from the plant.



# AFRICA AND THE MIDDLE EAST



sales

€411 M

employees

1,026

### **EGYPT**

### **CEMENT**

1 CEMENT PLANT
3.5 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

The construction sector continued the record growth that began at the start of the year. The boost in business was above all the result of initiatives taken by the Egyptian government throughout 2009:

- an EGP15-billion plan devoted chiefly to enormous infrastructure projects,
- launching of transverse projects: program for construction of 85,000 social housing units over a six-year period for a total amount of EGP25 billion, and a project for construction of 350 schools in 18 months.

Cement consumption in Egypt amounted to 48 million tonnes as of the end of December, which represents growth of 24.9% with respect to 2008. Because this strong upswing caused cement shortage, imports picked up in April and continued throughout the second half. In all, 1088 kt of cement were imported in 2009.

### **Cement consumption**

| Thousands of tonnes | 2008   | 2009   | Variation |
|---------------------|--------|--------|-----------|
| Total consumption   | 38,429 | 47,994 | +24.9%    |



### COMMERCIAL ACTIVITY

The government prohibited cement exports from April 2009 to October 2010. Sinai Cement Company (SCC) therefore refocused its sales on the local market, sustaining its position in the Sinai and pursuing its strategy of penetration by targeting above all the markets in Cairo and the Nile Delta.

In 2009 SCC's market share grew, reaching 7.3% by the end of the year against 5.9% for 2008. The Egyptian government took measures to regulate cement prices on the domestic market.

### **Evolution of sales**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Domestic            | 2,266 | 3,493 | +54.1%    |
| Export              | 104   | 0     | -100%     |
| Total               | 2,370 | 3,493 | +47.4%    |

The large volume-sales increase was made possible by full implementation of the new production capacity that came into service at the start of the second half of 2008.

### **PLANT OPERATION**

Plant operation was excellent in 2009. With 58.7% and 46.8% increases in clinker and cement production respectively (compared to 2008), the El Arish plant produced more than 3.3 million tonnes of clinker and around 3.5 million tonnes of cement in 2009. SCC is currently the fourth-largest clinker producer in Egypt.

### **INVESTMENTS**

Construction of a fourth cement mill to enable SCC to keep pace with the strong growth of the local market began in April. The slide-shoe-bearing ball mill with throughput of up to 140 tonnes per hour is of similar design to the three existing mills, which will help optimize spare-parts management.



### **ENVIRONMENT**

The SCC plant is the environmental benchmark in Egypt. Incineration tests have been carried out with residual domestic refuse and the search for other kinds of substitute fuels is ongoing.





### SENEGAL

### **CEMENT**

### 1 CEMENT PLANT 2.2 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

The market benefited from infrastructure projects financed by the Senegalese government or by external aid: construction of a motorway between Dakar and Thiès, the urbanmobility plan for the city of Dakar, Ndiass Airport, and development of Dakar Harbor. Market growth was also sustained by a rise in house construction despite the fact that revenues returned to the country by overseas residents were reduced due to the crisis in more highly developed countries.

### **Cement consumption**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Total consumption   | 2,148 | 2,132 | -0.7%     |

The domestic market remained very buoyant in the first half but then suffered the effects of an exceptionally rainy winter; the situation picked up again late and improvement was only really appreciable toward the end of the year.

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Total volume sales  | 1,950 | 2,161 | +10.8%    |
|---------------------|-------|-------|-----------|
| Export              | 320   | 546   | + 70.6%   |
| Domestic            | 1,630 | 1,615 | -0.9%     |
| Thousands of tonnes | 2008  | 2009  | Variation |

The startup of new milling and bagging lines at the end of 2008 enabled redeployment onto the export market to exploit the full production capacity of the plant. In 2009 Mali was the leading export destination. Sales to Gambia, Congo, Guinea, and Guinea Bissau also increased. After being the first cement plant in Africa to receive CE certification by AFNOR for all its cements, in June 2008, Sococim Industries' manufacturing procedures were certified against ISO 9001 in August 2009.

### **PLANT OPERATION**

Together with productivity improvements in the first half of 2009, commissioning of the new kiln line raised 2009 clinker production by close to 11% to reach 1,222 thousand tonnes. Productivity enhancements were the result of:

- commissioning of a 12-MW rental power plant running on Senegalese gas,
- commissioning of the new Polysius kiln line on October 5,
- increased consumption of substitute fuels as a result of using waste oils and implementation of a plant for proportioning peanut shells,
- incorporation of filler in cement,
- optimization of the new cement mill.

### **INVESTMENTS**

The capital investment program initiated three years ago under the Performance 2010 plan reached its conclusion with the startup of kiln line No.5 which takes the capacity of the plant to close to 3.5 million tonnes per year. This project was accompanied by the commissioning of a new operations building combining the control room and the automated laboratory around the operations personnel.



Under its environmental policy Sococim Industries aimed to reduce:

- fugitive dust emissions: several bag houses were installed and an entirely dust-free clinker store is under construction;
- greenhouse-gas emissions: the jatropha plantations in the quarries were extended and kiln firing with peanut shells increased.

Given the environmental performance of the cement plant, Sococim Industries aims to attain ISO 14001 certification in the course of 2010.

The Vicat Group's Board of Directors attended the inauguration of the new kiln line - Rufisque, Senegal



### SENEGAL

### **AGGREGATE**

2 AGGREGATE QUARRIES 2 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

2009 was affected by a downturn in the Senegalese aggregate market caused by several factors:

- the ongoing unfavorable economic situation in place since the last quarter of 2008, affecting both housing construction and some kinds of infrastructure work,
- the emergence of new suppliers and the sometimes substantial increases in the production capacities of competitors,
- the appreciable reduction in limestone and basalt selling prices.

### **GROUP BUSINESS**

### **Evolution of business**

| Extra-Group volume sales        | 2008  | 2009  | Variation |
|---------------------------------|-------|-------|-----------|
| Aggregate (thousands of tonnes) | 2,270 | 2,025 | -10.8%    |
| Aggregate quarries              | 2     | 2     | =         |

### **INVESTMENTS**

The program for regreening around the Bandia limestone aggregate quarry was carried out in accordance with the proposed schedule.



Investments were reduced to the strict minimum; they concerned only replacement of a crusher at the Diack quarry.





### **CEMENT**

### INDUSTRY BACKGROUND

Being only remotely associated with the international financial system, Mali was ultimately little affected by the crisis in 2009. Construction of infrastructures in the country is ongoing and a large number of roads are under construction (Kayes-Bafoulabé-Kita-Bamako road; Douentza-Timbuktu road; Tambacounda-Kéniéba-Kita-Bamako road). In Bamako, work on the capital's third bridge has been making good progress, as has work on the new interchange at King Fahd Bridge. The Economic and Social Development Program (PDFS), the national-development spearhead dear to the country's President, is therefore producing results; it includes in particular more construction under the program for 20,000 social housing units to be built over a 5-year period.

### **Cement consumption**

| Thousands of tonnes | 2008  | 2009  | Variation |
|---------------------|-------|-------|-----------|
| Total consumption   | 1,320 | 1,380 | 4.5%      |

### **GROUP BUSINESS**

Under these favorable circumstances Group volume sales continued to rise, reaching 460,371 tonnes overall, including 39,479 tonnes sold by Cements & Matériaux du Mali (CMM), as compared to a total of 253,000 tonnes in 2008, of which 43,354 tonnes were sold by CMM. Deterioration of the rail transport service between Dakar and Bamako is the reason for the drop in CMM sales. CMM's average selling price rose slightly in 2009 compared to 2008.

### **INVESTMENTS**

After analyzing the potential of the Mali market, the Group decided to set up an 80-tonne-per-hour (about 400,000 tonnes per year) clinker milling plant in the Bamako region. Discussions regarding the plant are well advanced with the Mali government. Negotiations with Chinese engineering contractors for construction of the equipment are approaching conclusion.

### CEMENT

### MILLING PLANT

### INDUSTRY BACKGROUND

The part of the construction industry catering to the private sector resisted well despite a difficult context made thornier still by the shortage of cash flow. International funding which had been suspended resumed after the presidential elections in July.

### **Cement consumption**

| Thousands of tonnes | 2008 | 2009 | Variation |
|---------------------|------|------|-----------|
| Total consumption   | 600  | 630  | 5%        |

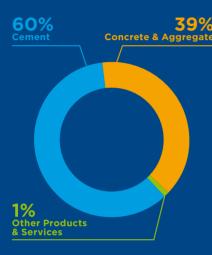
### **GROUP BUSINESS**

In its second year of operation BSA Ciment achieved significant growth despite power supply difficulties. After satisfactory operation of the milling plant through the first half of the year, interruptions to the national utility's power supply forced BSA Ciment to set up an independent power plant. It was handed over early in November 2009, enabling mill production to be optimized.

### **Evolution of sales**

| Thousands of tonnes | 2008 | 2009 | Variation |
|---------------------|------|------|-----------|
| Volume sales        | 75   | 104  | 38.79     |

The quality of the cement produced by BSA Ciment is becoming the benchmark in Nouakchott. In 2010 BSA Ciment will prepare for certification against European CE standards which will put the company in a position to tender for the most demanding contracts.



sales

€156 M

employees

906

### **TURKEY**

### **CEMENT**

### 2 CEMENT PLANTS 3.1 MILLION TONNES SOLD

### INDUSTRY BACKGROUND

The construction sector has slowed down over the last seven quarters as a result of both the global economic crisis and a large number of vacant properties in the private sector. In an attempt to kickstart construction again, the government has launched a number of public investment projects: road and rail projects, hydro power schemes, or social housing (TOKI Housing Development Administration).

Turkey's domestic cement market was marked by:

- cement consumption figures down
   4.5% (after a 4.4% drop in 2008).
- a 4-million-tonne increase in clinker production capacity.

### **Cement consumption**

| Thousands of tonnes | 2008   | 2009   | Variation |
|---------------------|--------|--------|-----------|
| Marmara             | 12,614 | 10,450 | -17.6%    |
| Aegean              | 4,518  | 3,840  | -15.0%    |
| Mediterranean       | 5,343  | 5,300  | -0.8%     |
| Black Sea           | 4,739  | 4,700  | -0.8%     |
| Central Anatolia    | 7,863  | 7,830  | -0.4%     |
| Eastern Anatolia    | 1,985  | 2,310  | +16.4%    |
| Southern Anatolia   | 3,511  | 3,820  | +8.8%     |
| Others              | 2,450  | 2,835  | -15.7%    |
| Total               | 43,023 | 41,085 | -4.5%     |

Business in Central Anatolia and the Mediterranean area was down slightly in 2009 after more substantial drops in 2008.

The Marmara area, a densely built-up region, was severely affected by the slump in the construction market and saw a substantial drop in the cement volumes sold.

Against this backdrop of reduced consumption on the domestic market and strong competitive pressure, Turkish manufacturers turned massively to the export market. Consequently export volumes rose 34.7%, reaching 12 million tonnes by the end of October 2009.

### COMMERCIAL ACTIVITY

### **Evolution of sales**

| Total               | 3,140 | 3,070 | -2.2%     |
|---------------------|-------|-------|-----------|
| Lime                | 57    | 55    | -3.9%     |
| including exports   | 446   | 36    | -19.4%    |
| Cement              | 3,083 | 3,015 | -2.2%     |
| Thousands of tonnes | 2008  | 2009  | Variation |

Cement volume sales shrank 2.2% in 2009, with:

- slightly improved (+0.7%) domestic sales over the year. Sales moved very little for Baştaş Çimento. On the other hand, in the Konya region, which is more dependent on the agricultural sector and therefore spared by the economic crisis (in relative terms), Konya Çimento business was not affected so much and also increased because of the development of a bagged cement offering;
- exports down 19.4%. The acceleration of sales to countries in the Middle East and Africa did not match the exceptional tonnages sold in Russia in 2008.

Domestic prices slumped by an average of 4.9% over the year, under constant competitive pressure and against a fall in cement consumption. The Ankara region was more harshly affected by price drops.



### PLANT OPERATION

Throughout the year special attention was paid to controlling plant production costs. In particular this involved optimizing process line operation in accordance with electricity price ranges throughout the day.

Baştaş Çimento and Konya Çimento had their ISO 9001 certifications upgraded to the 2008 version of the standard during the year.

### **INVESTMENTS**

Execution of works required to keep the plants at the highest level of safety, particularly as regards OHSAS 18001 certification requirements.



The joint Chimirec/Baştaş subsidiary (Cözüm) responsible for collecting and processing waste for use as a substitute fuel started operations in May 2009. Processed industrial waste was therefore used in kiln No.2 at the Bastas plant.

Landscaping and restoration of the plant grounds and quarries continued in 2009, with a total of 13,500 trees being planted on sites operated by the Group.

# CONCRETE & AGGREGATE

- **37 BATCHING PLANTS**
- 2.3 MILLION CUBIC METERS SOLD
- **6 AGGREGATE QUARRIES**
- 4 MILLION TONNES SOLD

### **INDUSTRY BACKGROUND**

### Ready-mixed-concrete market

|  | 2008*  | 2009   | Variation |
|--|--------|--------|-----------|
| Production<br>(thousands of<br>cubic meters) | 69,900 | 67,500 | -3.4%     |
| Batch plants                                 | 825    | 850    | +3.0%     |
| Companies                                    | 462    | 460    | -0.4%     |

\* From data from the Turkish Ready Mixed Concrete Producers Association (THBB)

The estimated downturn in 2009 volume sales is 3.4%. Given the general economic situation, some independent suppliers were unable to honor their debts and withdrew from the business, leaving a smaller number of ready-mixed-concrete companies on the market. At the same time, the number of plants increased (3%), indicating a densification of geographic coverage and growth in the size of companies operating in the field.

Turkey's consumption of aggregate in 2009 is estimated to have been 240 million tonnes, against 260 million tonnes in 2008. The utilization breakdown is as follows: 70% for concrete and precasting, 30% for road construction and asphalting. Aggregate sales on the Ankara market can be estimated at 14 million tonnes in 2009. In this region, two rival facilities started operation.

### **GROUP BUSINESS**

### **Evolution of business**

|  | 2008  | 2009  | Variation |
|--|-------|-------|-----------|
| Volumes sold                               | _     |       |           |
| Concrete<br>(thousands of<br>cubic meters) | 2,030 | 2,341 | +15.3%    |
| Aggregate (thousands of tonnes)            | 3,901 | 4,022 | +3.1%     |
| Number of faciliti                         | es    |       |           |
| Batch plants                               | 29    | 37    | +8        |
| Quarries                                   | 6     | 6     | =         |

With a slump on the nationwide ready-mixed-concrete market, the Group determined to maintain its volume of production in order to guarantee outlets for its cement business. Volume sales thus grew by 15.3% over the year. The rise was high in the Ankara region as a result of TOKI projects and the development of portable batching plants.

Prices fell in 2009, with a greater reduction in the Ankara region than elsewhere. Setting up batch plants close to project sites helped reduce transport costs however.

Group aggregate volume sales rose appreciably (3.1%).

With five quarries in the Ankara area, the company Tamtaş is a leading player in this region.



#### **KAZAKHSTAN**

#### **CEMENT**

- 1 CEMENT PLANT UNDER CONSTRUCTION
- 1.1 MILLION TONNES OF PRODUCTION CAPACITY

#### **PROJECT PROGRESS**

Chinese engineering contractor
CTIEC, which is executing a turnkey
contract for construction of the new
production facility, made spectacular
progress on the project between
March and November 2009. The civil
works, currently 62% complete, and the
erection work, currently 40% done,
will resume early in March 2010 at the
end of a severe winter.

Auxiliary services and equipment are being built by Kazakh contractors. This concerns two electrical substations and the high-voltage transmission line (38 km), the branch railway line (5.7 km) and the terminal at the plant (6.2 km), a water intake and supply system for process water, the wastewater treatment system, and the road connecting the quarry to the cement plant.

A recruitment plan for cement-plant personnel was initiated at the start of 2010. The ultimate number of staff, excluding subcontractors, has been set at 150. To ensure smooth transition and continuity in the performance of the industrial facilities, initial operation and staff training will be carried out by the CTIEC engineering team which will subsequently appoint close to 100 members of staff with good experience in production, maintenance, and laboratory work to run the site.

The company's commercial strategy will be to supply routine cements of constant quality, taking advantage of the proximity of large consumer centers. To start with, rail services will be preferred for cement transport.



Jambyl Cement plant under construction, showing the marl and limestone stores in October 2009 - Mynaral, Kazakhstan

#### **INDIA**

#### **CEMENT**

# 1 CEMENT PLANT UNDER CONSTRUCTION 2.5 MILLION TONNES OF

**PRODUCTION CAPACITY** 

#### **PROJECT PROGRESS**

The objective of Vicat Sagar Cement Private Limited (VSL), in which the Vicat Group has a 51% shareholding, the remaining 49% being held by Indian partner Sagar Cements Limited, is to build a greenfield cement plant with ultimate capacity of 5.5 million tonnes per year in the Gulbarga cluster in the State of Karnataka.

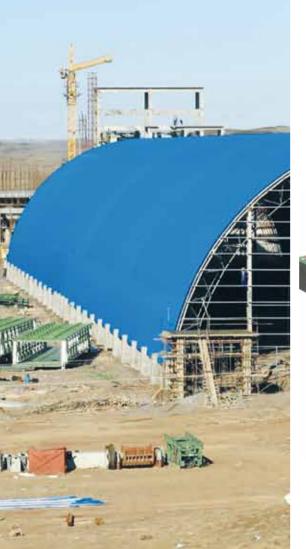
In June 2009 the Ministry of the Environment and Forests gave its approval for VSL to operate quarries and the plant. In July 2009 the establishment agreement was issued by the Andhra Pradesh Pollution Control Board. The license to operate quarries at the Chatrasala site, notified by the Department of Mines and Geology of the State of Karnataka, was registered in November 2009.

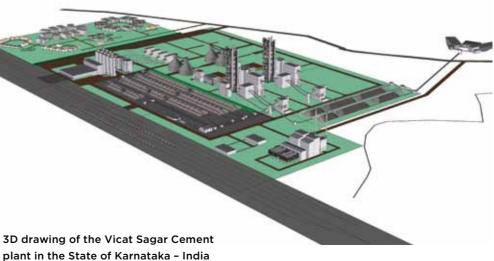
Railroad operator South Central
Railway approved the route for the line
connecting the plant to its network.
The line is scheduled to come into service
by the end of 2011. The file is being
managed by a consultant specializing in
the field.

By the end of the first half of 2010 advanced discussions with the electric power authority of Karnataka will have determined which grid will supply the plant. The choice of the supplier of the 40-MW power plant will be finalized no later than April 2010.

In December 2009 letters of intent enabling design work to go ahead were signed with equipment suppliers for the raw mills, the cement mills, the kiln line, and the solid-fuel crusher. The contracts, currently under negotiation, will be signed soon. Negotiations with the subcontractor which will carry out the civil works are currently in the final phases.

After several months of studies and preparatory work, the project financing package has now entered its final phase, syndication of financing having been initiated on January 19. The structure adopted is aimed at benefiting from the long maturities offered by development financing institutions and protecting the subsidiary from exchange risks by means of a cross-currency swap which, in the long run, will result in competitive long-term financing under a fixed-rate rupee loan.





# HUMAN RESOURCES

five zones

average headcount

# 11 COUNTRIES

6,712

lost-time accidents

employees outside France

-17.4%

4,143

The key factor in the Group's success in the more than one hundred and fifty years of its existence is that employees subscribe to Vicat corporate values, which are chiefly:

- management reactivity and quick decision-making;
- a taste for innovation, research & development, and progress feeding on the discoveries of Louis Vicat in the 19<sup>th</sup> century;
- tenacity, which has enabled the Group to overcome the challenges it has confronted since it was founded;
- a shared sense of belonging, which generates an ability to mobilize energies, along with a powerful force of action for achieving objectives.





### **HUMAN RESOURCES POLICY**

Human resources policy must match the individual skills of staff members and the collective skills of teams to the Group's development strategy, for the short, medium, and long term. This policy is designed in accordance with values underpinning the company culture, and aims to promote them. It also aims to maintain and develop the appeal of the Group for its employees, and to foster ever greater company loyalty; with this in mind, in-house promotion is given priority wherever possible. It must enable everyone to legitimately aspire to career prospects consistent with their ambitions and abilities. Mobility-in both functional and geographical terms—is one of the prerequisites for such progress.

#### **TRAINING**

The development of employee skills is of the utmost importance for the Group, which is why a significant proportion of payroll costs is invested in training programs every year.

Because of the substantial industrial investment and increasing complexity of manufacturing processes as a result of technological innovation, the top priority is to train engineers and technicians in the tools and methods necessary for smooth operation of the industrial resource. As has been the practice every year for some time, two process seminars and one maintenance seminar were held in 2009 for engineers and technical supervisors in all the Group's cement plants.

The program in 2009 stressed training on the use of substitute fuels and raw materials for the persons within each subsidiary of the Group in charge of this aspect, and included a special seminar. The sales force of the French concrete division was also given training on their new marketing tool.

To complement these technical training courses, internal or external training is also given to develop the horizontal skills required within the Group (management training, project management, languages, etc.).

## **ANALYSIS OF STAFFING CHANGES**

The average number of Group staff fell 1.8% compared to 2008 despite the ramping up of operations in Kazakhstan and India.

### Change in mean staffing

per geographical area

| Total                        | 6,836 | 6,712 | -1.8%     |
|------------------------------|-------|-------|-----------|
| Egypt                        | 936   | 1,026 | +9.6%     |
| Senegal/<br>Mauritania/Mali/ |       |       |           |
| Turkey/<br>Kazakhstan/India  | 892   | 906   | +1.6%     |
| United States                | 1,335 | 1,150 | -13.8%    |
| Switzerland + Italy          | 1,023 | 1,061 | 3.7%      |
| France                       | 2,650 | 2,569 | -3.1%     |
|                              | 2008  | 2009  | Variation |

This drop in employee numbers reflects the effect the economic crisis has had on staffing. Only in West Africa and Switzerland, where business has remained steady, and in Kazakhstan and India, where projects are ramping up, have headcounts not been reduced. It was possible to limit the effect on Group personnel and there have been no site closures or redundancy plans. Natural

attrition and reductions in temporary personnel (-45% in France for example, i.e. about 120 full-time-equivalent positions) meant overall payroll costs were reduced. In France the average overall headcount for all businesses dropped 3.1% in 2009 relative to 2008.

## **Change in end-of-year staff numbers** per type of movement

|   | numbers |
|---|---------|
| Staff numbers at December 31, 2008                                  | 6,892   |
| Natural departures (resignation, end of contract, death)            | -456    |
| Departure for retirement, early retirement, dismissal, other causes | -412    |
| Variation in scope of consolidation                                 | 20      |
| New hires   | 625     |
| Staff numbers at December 31, 2009                                  | 6,669   |
|   |         |

Average age and seniority of Group personnel continued to increase both in France and internationally.

#### Change in seniority in the Group

|                | Avera | ge age | Avera<br>senio |      |
|----------------|-------|--------|----------------|------|
|                | 2008  | 2009   | 2008           | 2009 |
| Group<br>total | 41.2  | 42.6   | 8.9            | 9.8  |
| France         | 41.6  | 42.1   | 11.5           | 11.9 |

The proportion of women in the overall headcount increased slightly, rising from 9.8% in 2006 to 10.9% in 2009. The same occurred in France where the proportion rose from 15.6% in 2006 to 16.7% in 2009. In 2009 women accounted for 12.4% of management personnel (16.5% in France), 24.9% of administrative staff, and only 1.8% of manual workers.

#### **Gender breakdown**

■ Women/ ■ Men

| 10.8% | 89.2% |
|-------|-------|
| 2008  |       |
| 2009  |       |
| 10.9% | 89.1% |

## **SAFETY**

In 2009, the multiplication of awareness campaigns and risk prevention initiatives within the Group made an overall improvement to safety results. The number of lost-time accidents thus decreased for the third year running.

In France, in the Concrete & Aggregate division, the OHSAS 18001 certification procedure undertaken in 2009 is expected to attain the desired accreditation before the end of 2010. In the Cement business, after the Peille plant which received OHSAS 18001 certification in 2007, the Montalieu plant is now also expected to be accredited in 2010.

#### **Safety indicators**

|                         | 2008  | 2009  |
|-------------------------|-------|-------|
| Lost-time accidents     | 190   | 157   |
| Working days lost       | 7,490 | 6,207 |
| Accident frequency rate | 15.7  | 13.6  |
| Accident severity rate  | 0.62  | 0.54  |





# **ENVIRONMENT**

main thrusts

**5 THRUSTS** 

substitute fuels used (percent of total heat input)

13.6%

quarries restored

894,109 m<sup>2</sup>

quarries with a restoration plan

84%

# The Group's environmental policy focuses on five main issues:

- better integration of raw-materials quarries into their environments,
- optimized choice of energy sources to maximize the proportions of secondary fuels and other waste used,
- · management and recycling of water,
- reduction of disturbance (emissions, noise),
- climate protection through control of CO<sub>2</sub> emissions.





## INTEGRATION OF QUARRIES INTO THE ENVIRONMENT

The strategy for integration of environmental considerations into quarry operation follows three fundamental lines.

#### **QUARRY RESTORATION**

84% of the Group's quarries have a restoration plan. In 2009 close to 900,000 m² were restored under these programs. These schemes, the purposes of which are multiple, are adapted to the local situation and requirements, and integrate such things as prairies, woodland, ponds and lakes. Of particular note are the restoration projects at the Konya and Elmadag quarries in Turkey where in 2009 more than 13,000 trees were planted, or in Senegal where the area around the Bandia aggregate quarry has been wooded.

## MEASURES TO OFFSET QUARRYING

In parallel with its projects, the Group is

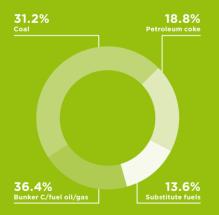
keen to establish environmental offsets drawn up in conjunction with local nongovernmental organizations and local and national authorities. These may be operations targeting a specific species, or broader programs for the biotope as a whole. Examples include the signature on December 5, 2009 of a sponsorship agreement with French association 'Le Tichodrome', which specializes in protecting and curing injured wild animals, and its partner the Rhône-Alpes nature protection federation (FRAPNA). The sponsorship involves making disused quarry land available as a site for convalescence aviaries, lending an old house for use as the care center, and providing corporate financial sponsorship in the form of a donation.

## REDUCTION OF ENVIRONMENTAL IMPACTS

Keeping the disturbance caused by

guarries and their effect on biodiversity to the strictest minimum is an integral part of the way the Group works. An example of this in 2009 was the Saint-Denis-lès-Bourg quarry in eastern France. Under a partnership agreement between a Vicat aggregate subsidiary and the local Veyle Vivante authority, the river flowing through the gravel pit was relocated in order to allow quarrying to continue while restoring the river to its natural dynamics. The project was designed by a specialist environmental engineering consultant. It comprises a diversity of reaches with different characteristics (meanders. zones of alluvial deposition, rapids, etc.). The project won the Grand Prix in the 'Restoration' category of the Sustainable Development Awards competition organized by the French National Union of Aggregate Producers (UNPG).

# OPTIMIZED CHOICE OF ENERGY SUPPLIES



The choice of the fuels used in cement plants systematically integrates environmental parameters. This can mean choosing fuels emitting less CO<sub>2</sub>, such as gas, or using substitute fuels whenever a waste-collection scheme is industrially and economically viable (subject to approval by the relevant regulatory authorities). In the last

financial year, the breakdown in fuel utilization across the Group differed little from the previous year, but the rate of substitution by secondary fuels did rise from 13.3% of heat input in 2008 to 13.6% in 2009.

Across the Group, and excluding Egypt (which until now has not been using substitute fuels), the rate of use of substitute fuels rose to 19.5% in 2009, compared to 16.2% in 2008. In fact the rate of substitution increased by close to 1 point in France and Turkey, and by close to 8 points in Switzerland, 4 points in the United States, and 5 points in Senegal.

Several projects under way as part of the Performance 2010 and Performance Plus plans will help increase the use of substitute fuels.

# WATER MANAGEMENT AND RECYCLING

Water management is an important consideration in the three basic businesses of the Group:

- In the Cement business, water is used for cooling purposes only, and the Group is aiming to minimize extraction from the natural environment by putting emphasis on recycling and capture of rainwater.
- In the Ready-Mixed Concrete business, water is used both as mix water in the concrete and also for washing plant and vehicles. In France, the business has extended the water management program. In 2009 the process-water recycling plants of 25% of facilities were upgraded.
- In the Aggregate business, while large volumes of water are required for washing materials, there is compensation in the form of recycling systems. The proportion of recycled water has been growing every year and reached 72% in 2009.

# REDUCTION OF DISTURBANCE

The Group at all times pays close attention to the issue of disturbance that might be caused by its industrial activities, and how to reduce it.

Consequently, pollution emissions are monitored regularly, and action plans are implemented to lower emissions levels.

The major investments made by the Group in recent years, including installation of bag filters in several cement plants, are producing the expected results, placing the Group among the manufacturers with the best performance in the sector.

In addition to combating cement-plant stack emissions, work has been undertaken to control fugitive dust emissions: for this reason several bag houses have been set up at the Rufisque plant in Senegal, several conveyor belts have been installed to prevent handling on the ground, and a wholly dust-free clinker storage facility is under construction.

## GREENHOUSE GAS EMISSIONS

In all the countries where the Vicat Group works, action has been taken to contribute to the collective effort made by countries that signed the Kyoto Protocol to reduce greenhouse gas emissions. For the cement business this chiefly concerns CO<sub>2</sub> emissions resulting from decarbonation of limestone and from fuels used to fire kilns.

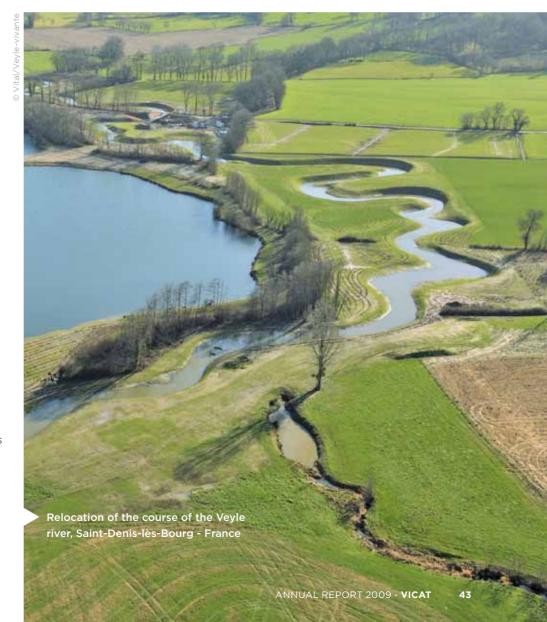
In 2009, total emissions from Vicat Group cement plants amounted to 8,752,898 tonnes of  $CO_2$ . This represents a significant decrease in absolute terms, 5.6%, as a result of the 4.7% decrease in clinker production.  $CO_2$  emissions per tonne of clinker dropped 1% to 815 kg, particularly as a result of the plant production mix and the growing proportion of biomass fuels used.



#### **Evolution of emissions**

|              | % of 2009 clinker<br>production covered | Total emissions<br>(tonnes) |       | Emissions<br>(g / t of clinker) |       |
|--------------|---|-----------------------------|-------|---------------------------------|-------|
|              | by analysis                             | 2008*                       | 2009  | 2008*                           | 2009  |
| Particulates | 100%                                    | 476                         | 451   | 42                              | 42    |
| SOx          | 50%                                     | 2,861                       | 2,942 | 552                             | 552   |
| NOx          | 69%                                     | 11,840                      | 8,605 | 1,469                           | 1,164 |

\* Excluding emissions data for the Rufisque plant which were not deemed to be representative.



# CORPORATE GOVERNANCE BOARD & MANAGEMENT

## **MANAGEMENT**

JACQUES MERCERON-VICAT Chairman

GUY SIDOS

Chief Executive Officer

JEAN-MICHEL ALLARD

Assistant General Manager

ÉRIC HOLARD

Assistant General Manager

**RAOUL DE PARISOT** 

Assistant General Manager

**BERNARD TITZ** 

Assistant General Manager, General Secretary

ÉRIC BOURDON

Performance and Investment Manager

PIERRE-OLIVIER BOYER

Human Relations Manager

PHILIPPE CHIORRA

Legal Department Manager

GILBERT NATTA

Business Development Manager

DOMINIQUE RENIÉ

Technical Manager

**JEAN-PIERRE SOUCHET** 

Financial Manager

# BOARD OF DIRECTORS ON DECEMBER 31, 2009

JACQUES MERCERON-VICAT

Chairman

PIERRE BREUIL

**RAYNALD DREYFUS** 

RENÉ FEGUEUX

**JACQUES LE MERCIER** 

LOUIS MERCERON-VICAT

**BRUNO SALMON** 

**SOPHIE SIDOS** 

**GUY SIDOS** 

P&E MANAGEMENT represented by PAUL VANFRACHEM

## **AUDITORS**

**INCUMBENTS** 

KPMG Audit Wolff & Associés SAS

**SUBSTITUTES** 

Cabinet Constantin

Exponens Conseil et Expertise

Tubular spaceframe structure of the limestone preblending hall at the Jambyl Cement plant being erected by the specialists of the Chinese subcontractor, China Triumph International Engineering Company - Mynaral, Kazakhstan

# CORPORATE GOVERNANCE

A certain amount of legislation has transposed into French law the European directives on the governance of companies listed on the stock markets. To comply with this legislation and the associated recommendations, Vicat has made the following decisions:

#### WITH RESPECT TO CORPORATE GOVERNANCE,

Vicat has chosen to apply the corporate governance code drawn up by AFEP<sup>1</sup> and MEDEF<sup>2</sup>. Consequently the following initiatives have been undertaken, particularly in the last two years:

- the membership of the board of directors has been renewed, taking the number of independent directors to half in 2009;
- two committees have been created: an audit committee and a remuneration committee;
- the quality of financial information has been improved by appointing an "Investor Relations" manager whose work has been commended by the financial community;
- the leadtime for issuing accounts has been shortened;
- a Registration Document has been published;
- recommendations regarding the remuneration of managers have been taken into account;
- the Chairman has issued a report on corporate governance and internal control.

#### WITH RESPECT TO INTERNAL CONTROL,

the reference framework chosen by the Company is that of the AMF<sup>3</sup> published in January 2007. The guide drawn up in accordance with this framework defines internal control as a means of ensuring:

- compliance with laws and regulations;
- application of the instructions and guidelines stipulated by General management;
- the correct operation of the Company's internal procedures, particularly those concerned with safeguarding assets;
- the reliability of financial information.

1 Association Française des Entreprises Privées - French association of private-sector companies.

Mouvement des Entreprises de France - French Business Confederation.
 AMF: Autorité des Marchés Financiers - French financial markets



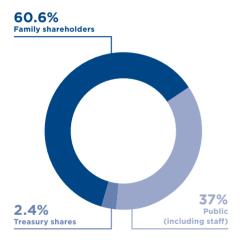
# STOCK MARKET & SHAREHOLDERS

## **SHAREHOLDING**

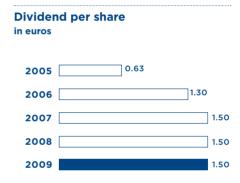
The company's share capital consists of 44,900,000 shares with par value of 4 euros, i.e. 179,600,000 euros. The breakdown of share capital as of December 31, 2009 is shown below.

### **DIVIDEND**

Based on the 2009 results, and confident of the Group's ability to sustain its ongoing development, the Board of Directors has decided to propose that the Annual General Meeting of shareholders on April 28, 2010 vote to maintain the same dividend as in 2008, 1.50 euros per share.







## **SHAREHOLDER INFORMATION**

Shareholder and investor service:

Tel.: +33 1 5886 8614 - Fax: +33 1 5886 8788

 $\textbf{Email:} \ relations. investisseurs @vicat.fr$ 

Websites: www.vicat.fr and www.vicat.com

Mnemonic: VCT

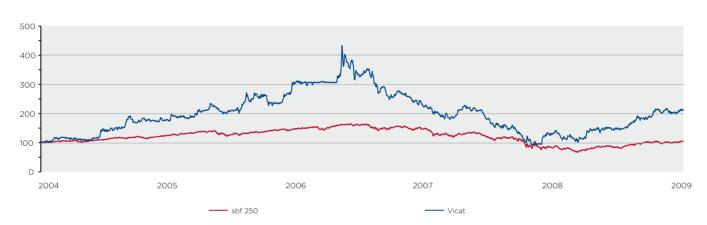
**ISIN code:** FR0000031775

Sicovam: 03177 Bloomberg: VCT.PA Reuters: VCTP.PA



## **STOCK-MARKET STATUS**

#### **Share price evolution**



Since December 24, 2007, Vicat has been part of the Paris Bourse's SBF 250 index, and Vicat shares have qualified for trading under the Service du Règlement Différé (SRD) deferred settlement market since February 26, 2008.

## FINANCIAL COMMUNICATION POLICY

Vicat is determined to maintain excellent communication with shareholders, maintaining transparency and ease of access to information at all times. The Group therefore undertakes to make information on its business, strategy, results, and objectives available to the public at regular intervals. The Group's communication program includes:

- publication on the Company's websites (www.vicat.fr and www.vicat.com) of AMF-compliant information
- quarterly, half-yearly, and yearly press releases regarding any significant information concerning the life and development of the Group;
- an annual report;

- a financial benchmark document;
- a dedicated website: www.vicat.fr (also www.vicat.com); "Financial Information" section.

Also, Vicat takes part in a great many conferences and other events aimed at facilitating and intensifying direct contact between the Group and various members of the financial community.

## Financial communication calendar

#### **April 28, 2010**

Annual General Meeting

May 5, 2010 (posted after close) Sales for first quarter 2010

**August 4, 2010** (posted after close) Sales and results for first half 2010

#### November 3, 2010

(posted after close) Sales for nine months 2010

# **GLOSSARY**

#### Admixture

Chemical product used in small quantities (less than 5% of the cement content by weight) in concrete or mortar to modify certain properties of the mix. Admixtures can be added before or during mixing, or during a complementary mixing operation.

#### Aggregate

An ingredient of concrete. Consists of all the mineral particles, coarse and fine, known by different names depending on their dimensions (from 0 to 125 mm): filler, sand, gravel, etc. The dimension of aggregate is the length of the side of the square opening in a sieve through which it passes.

#### **Bagging line**

Automatic system for filling bags. A cement-plant bagging line can have throughput of as much as 5,000 bags per hour.

#### Bag house

Used to dedust gas, a bag house consists of several hundred fabric bags in several chambers arranged in parallel. When it passes through them the gas leaves any dust behind in the bags which are emptied periodically or cleaned by mechanical shakers or pulsejet or reverse-air systems.

#### Blending

An operation performed in a cement plant to thoroughly mix the ingredients of the raw meal before firing in the kiln.

#### Cement

A hydraulic binder, i.e. a fine powder which, when mixed with water, forms a paste that sets and hardens as a result of chemical reactions with the water. When it has hardened, the paste retains its strength and stability even under water.

#### Clinker

The basic component of cement, made up of four main minerals: limestone,

silica, alumina, and iron oxide. It is produced by firing these elements at very high temperatures in a cement kiln.

#### Cooler

Apparatus located at the discharge end of a cement kiln to cool clinker from 1,400°C to the ambient temperature.

#### Crusher

Machine used largely in quarries for breaking rock into smaller fragments.

#### Electrofilter, ESP

Electrostatic filter (also known as an electrostatic precipitator) commonly used in cement plants to remove dust from kiln exhaust gases or cement mill exhaust air.

#### Gas conditioning tower

Tower placed at the exhaust end of the preheater tower to cool and increase the moisture level of exhaust gases in order to optimize the efficiency of the electrofilter downline.

#### Mill

Machine that breaks materials down into very fine particles or powder. Cement plants use ball mills (tube mills) and vertical or horizontal roller mills.

#### Mortar

A mixture of cement, sand, and water, possibly with admixtures or additions. It differs from concrete in having no coarse aggregate.

#### Preblending

An operation performed in a cement plant to thoroughly mix crushed raw materials together before finer crushing.

#### **Precalciner**

Combustion chamber at the foot of a preheating tower, fed with fuels of all kinds and hot combustion air (750 to 900°C) from the clinker cooler. A precalciner can provide up to 55% of the heat required for effective kiln operation.

#### Precasting

Manufacture of concrete construction components either in a remote precasting plant or on the construction site, but not in their final location.

A great many concrete construction products can be precast: structural elements such as columns, beams, and loadbearing slabs; envelope elements such as façade or cladding panels; a wide range of standardized units such as blocks, joists, floor plates, hollow-core slabs, and tiles; and parts for roading, drainage, or street furniture.

#### Raw meal

The proportioned mix of raw materials fed into a cement kiln.

#### Ready-mixed concrete (RMC)

Concrete manufactured in a plant located on or off a construction site, mixed at a batching plant and delivered by the manufacturer fresh and ready for placement by the user.

#### Render, plaster

Surface coating made from cement mortar (render) or hydraulic lime (plaster), or both. Used to make a surface smooth, level, and waterproof.

#### Waste-to-energy

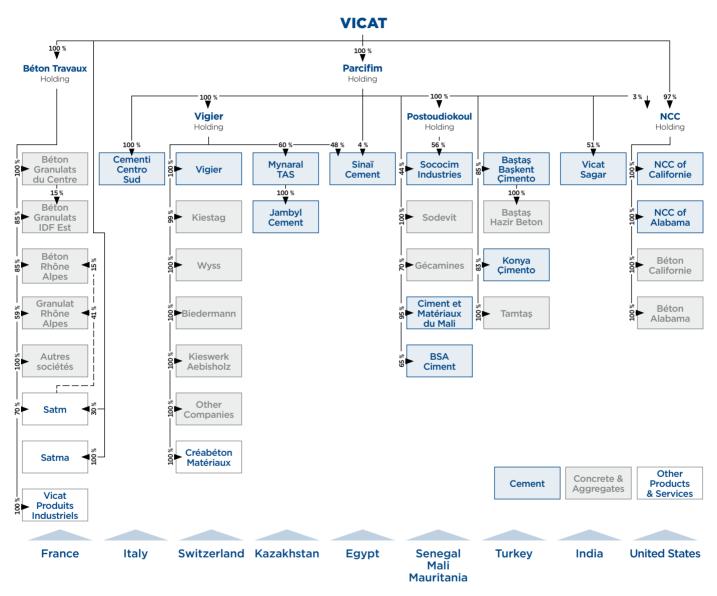
The technique of using by-products, waste, or fuels unsuitable for other purposes in the cement manufacturing process to harness their calorific value to produce heat. These products can partly or totally substitute for primary fuels such as coal, oil, or gas.

# FINANCIAL REPORT

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# SIMPLIFIED LEGAL ORGANISATION CHART FOR THE GROUP AS AT DECEMBER 31, 2009



<sup>\*</sup> The organisation chart above summarises the principal links between the Group's companies. The percentages mentioned correspond to the share of the capital held. For the purposes of simplification, some intragroup holdings have been combined.

# NOTES ON THE KEY GROUP FIGURES

| Notes on key Group figures       | VV    |
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# I. CHANGE IN CONSOLIDATED SALES

Consolidated sales for the year 2009 were 1,896 million euros, down 7.8 % compared with the previous year. This is the result of an organic decline in business of -9.1 %, representing a decrease of almost 187 million euros; an rise of 0.4 %, representing an increase of 8 million euros, due to a favorable movement in exchange rates in 2009 compared with 2008, particularly in the US dollar rate; and a rise of 0.8 %, representing an increase of 17 million euros, associated with changes in the consolidation scope, primarily due to the incorporation of the Walker group plants in the United States in May 2008, and those of BSA Ciment in Mauritania on October 1, 2008.

#### 1.1. Consolidated sales by business

The change in consolidated sales by business in 2009 compared with 2008 is as follows:

|                                 |       |       | Change (%) |   |
|---------------------------------|-------|-------|------------|---|
| (in millions of euros except %) | 2009  | 2008  | Reported   | At constant<br>scope and<br>exchange<br>rates |
| Cement                          | 950   | 929   | 2.3        | +1.2  |
| Concrete & Aggregates           | 695   | 845   | (17.7)     | (19.0)  |
| Other Products and Services     | 251   | 283   | (11.5)     | (13.2)  |
| Total                           | 1,896 | 2,057 | (7.8)      | (9.1)   |

On a geographic basis, Vicat business remained stable in Europe (-0.5%), but declined in France (-17%), the United States (-35,8%) and Turkey (-5.4%). In the Africa and Middle East region business increased significantly by more than 31% compared with 2008.

#### 1.1.1. Cement

|                        |        |        | Change (%) |   |
|------------------------|--------|--------|------------|---|
| (in millions of euros) | 2009   | 2008   | Reported   | At constant<br>scope and<br>exchange<br>rates |
| Volume ('000 tonnes)   | 14,507 | 14,225 | +2.0       |   |
| Operational sales      | 1,130  | 1,142  | -1.1       | -2.0  |
| Intra-group sales      | (179)  | (213)  |            |   |
| Consolidated sales     | 950    | 929    | +2.3       | +1.2  |

Cement sales were up 2.3% or 1.2% at constant scope and exchange rates. Volumes increased by 2.0% over the period.

#### 1.1.2. Concrete & Aggregates

|                                 |        |        | Change (%) |   |
|---------------------------------|--------|--------|------------|---|
| (in millions of euros)          | 2009   | 2008   | Reported   | At constant<br>scope and<br>exchange<br>rates |
| Concrete volume ('000 m³)       | 7,121  | 8,373  | -15.0      |   |
| Aggregates volume ('000 tonnes) | 18,675 | 21,595 | -13.5      |   |
| Operational sales               | 725    | 882    | -17.9      | -19.0   |
| Intra-group sales               | (29)   | (37)   |            |   |
| Consolidated sales              | 696    | 845    | -17.7      | -19.0   |

Consolidated sales in the Concrete & Aggregates business fell by 17.7% or 19.0% at constant scope and exchange rates. Concrete delivery volumes were down 15.0% and Aggregates volumes drew down 13.5%.

#### 1.1.3. Other Products and Services

|                        |      |      | Change (%) |   |
|------------------------|------|------|------------|---|
| (in millions of euros) | 2009 | 2008 | Reported   | At constant<br>scope and<br>exchange<br>rates |
| Operational sales      | 313  | 361  | -13.2      | -14.3   |
| Intra-group sales      | (63) | (78) |            |   |
| Consolidated sales     | 250  | 283  | -11.7      | -13.2   |

In Other Products and Services, consolidated sales fell by 11.7% or 13.2% at constant scope and exchange rates.

#### 1.2. Consolidated sales by geographic area

The break down of consolidated sales by geographic sales area is as follows:

| (in millions of euros)         | 2009  | %    | 2008  | %    |
|--------------------------------|-------|------|-------|------|
| France                         | 809   | 42.7 | 974   | 47.3 |
| United States                  | 187   | 9.8  | 268   | 13.0 |
| Turkey                         | 141   | 7.4  | 162   | 7.9  |
| Africa, Middle East and others | 431   | 22,8 | 335   | 16.3 |
| Europe (except France)         | 328   |      | 318   | 15.5 |
| Total                          | 1,896 | 100  | 2,057 | 100  |

By geographic sales area, the share of consolidated sales made in France fell as it did in the United States due to a sharp decline in these markets caused by a fall in the construction market.

The share of the Africa/Middle East area increased strongly, from 16.3 % in 2008 to 22.8 % in 2009 due to sustained growth in these markets and the effect of the increase in capacity of Sinai Cement over the full year period.

## II. CONSOLIDATED INCOME STATEMENT

The Group's operating margin was lower than in 2008, mainly affected by:

- a significant decrease of the volume sold in the United States, France and Italy, dragged down by the worsening macro-economic environment in 2009 and the highly unfavorable weather conditions early in the year in Europe;
- a strong pricing pressure in Turkey, Italy and above all the United States;
- a sharp rise in fuel prices.

This decrease was partially offset by:

- the effects of the "Performance 2010" plan and the complementary "Performance +" plan which totaled cost savings of €61 million to EBITDA, exceeding the initial target of €50 million;
- buoyant growth in the emerging countries, and the gradual improvement in the economic environment

- during the second half of the year in mature economies, except in the United States;
- and finally, by the decrease in electric power costs.

Consolidated EBITDA declined by a reported 10.5% percent to €473 million, or by 11.6% at constant scope and exchange rates.

EBITDA margin was 24.9%, versus 25.7% in 2008. Given the challenging business environment in 2009, this was a limited decrease, reflecting both the successful development strategy put in place by the Group as part of the "Performance 2010" plan and its ability to implement the necessary adjustments in a time of economic crisis. Therefore, in the second half of the year, and in line with its timeframe, the Group benefited from the commissioning of additional production facilities in Switzerland and Senegal to seize the rising demand in these markets and also fully

#### CONSOLIDATED INCOME STATEMENT

benefited from the additional "Performance +" costcutting plan.

As a result, EBITDA margin was 26.0% in the second half of 2009, slightly up compared to the second half of 2008 (25.8%) and significantly up in comparison with the first half of 2009 (23.9%).

Consolidated EBIT fell by 17.9% to €322 million, or by 18.5% at constant scope and exchange rates. EBIT margin was 17.0%, down from 19.1% in 2008.

It should be pointed out, however, that EBIT margin in the second half of 2009 stood significantly higher than in the first half at 18.4% compared to 15.6%.

The Group's reduced interest expenses were mainly attributable to the positive impact of lower interest rates. Gearing (net debt to equity ratio) was 31.4% at December 31, 2009, compared to 34.7% in the previ-

ous year. This improvement reflected the high level of free cash flow (equal to net cash flow from operating activities less net capital expenditure) generated in 2009, which reached  $\in$  119 million, compared to  $\in$ 5 million in 2008.

The Group's tax rate was 17.0%, down from 23.4% in 2008. This decrease reflects the larger contribution of geographical areas with the lowest tax rates, notably Senegal and Egypt where major investments were carried out, and a lower contribution from the United States and France, areas with higher tax rates.

Net income attributable to parent company shareholders was €191 million, down by 22.0%, or by 22.2% at constant scope and exchange rates. Net margin was 10.1% of consolidated sales, versus 11.9% in 2008.

#### 2.1. Group income statements by business

#### 2.1.1. Cement

|                        |        |        | Change (%) |   |  |
|------------------------|--------|--------|------------|---|--|
| (in millions of euros) | 2009   | 2008   | Reported   | At constant<br>scope and<br>exchange<br>rates |  |
| Volume (kt)            | 14,507 | 14,225 | 2.0        |   |  |
| Operational sales      | 1,129  | 1,142  | -1.2       | -2.0  |  |
| Consolidated sales     | 950    | 929    | 2.3        | 1.2   |  |
| EBITDA                 | 364    | 388    | -6.1       | -7.1  |  |
| EBIT                   | 269    | 304    | -11.5      | -12.3   |  |

Consolidated Cement sales increased by 2.3%, or by 1.2% at constant scope and exchange rates. This remarkable performance in Vicat's core business was driven by a 2.0% increase in cement volumes and a pricing environment that improved gradually everywhere during the year except in the United States, especially California.

EBITDA in Cement totaled €364 million, down 7.1% at constant scope and exchange rates. Although EBITDA margin decreased in 2009 to 32.2% from 33.9% in 2008: it has significantly improved during the second half of the year when compared to the first half.

#### 2.1.2. Concrete & Aggregates

|                        |        |        | Change (%) |   |  |
|------------------------|--------|--------|------------|---|--|
| (in millions of euros) | 2009   | 2008   | Reported   | At constant<br>scope and<br>exchange<br>rates |  |
| Concrete volume (km³)  | 7,121  | 8,373  | - 15.0     |   |  |
| Aggregates volume (kt) | 18,675 | 21,595 | - 13.5     |   |  |
| Operational sales      | 724    | 882    | - 17.9     | - 19.0  |  |
| Consolidated sales     | 696    | 845    | - 17.7     | - 19.0  |  |
| EBITDA                 | 83     | 110    | - 24.5     | - 26.4  |  |
| EBIT                   | 40     | 70     | - 42.9     | - 42.7  |  |

Consolidated sales for Concrete & Aggregates declined 17.7%, or 19.0% at constant scope and exchange rates. This decrease was primarily due to lower activity in the United States in 2009 and in France during the first half of the year. EBITDA fell by 24.5%, or by 26.4% at constant scope and exchange rates. As a result, EBITDA margin was down from 12.4% in 2008 to 11.4%.

#### 2.1.3. Other Products and Services

|                        |      |      | Chang    | e (%)   |
|------------------------|------|------|----------|---|
| (in millions of euros) | 2009 | 2008 | Reported | At constant<br>scope and<br>exchange<br>rates |
| Operational sales      | 314  | 361  | -13.0    | -14.2   |
| Consolidated sales     | 251  | 283  | -11.5    | -13.1   |
| EBITDA                 | 26   | 31   | -15.1    | -16.4   |
| EBIT                   | 13   | 19   | -29.7    | -28.7   |

In Other Products and Services, consolidated sales were down 11.5%, or 13.1% at constant scope and exchange rates. EBITDA totaled €26 million, a decline of 15.1% compared to 2008, or 16.4% at constant scope and exchange rates. EBITDA margin remained stable.

#### 2.2. Group income statements by region

#### 2.2.1. Income statement: France

|                        |      |       | Change (%) |                   |  |
|------------------------|------|-------|------------|-------------------|--|
| (in millions of euros) | 2009 | 2008  | Reported   | At constant scope |  |
| Consolidated sales     | 844  | 1,017 | -17.0      | -17.0             |  |
| EBITDA                 | 206  | 262   | -21.1      | -20.7             |  |
| EBIT                   | 153  | 209   | -26.6      | -26.1             |  |

Consolidated sales in France at December 31, 2009 dropped 17.0%. EBITDA was down 20.7% at constant scope to €206 million. The EBITDA margin came in at 24.2%, down from 25.5% in 2008. This decline was mitigated by the positive impact of the "Performance 2010" plan and the supplementary cost-cutting

measures generated by the "Performance +" plan, whose full effects were accounted for in the second half of the year. The EBITDA margin rose to 24.8% in the second half of 2009, up from 23.6% in the first half-year and stable compared to the 24.8% margin of the second half of 2008.

- In Cement, Group sales declined 12.2% at constant scope, reflecting a 14.7% volume decrease, partly compensated by selling prices which held up well. These factors enabled EBITDA margin to remain solid, even if down by about 150 basis points compared to 2008. The impact of lower volumes and higher energy costs was only partially offset by higher selling prices and the effects of the "Performance +" cost-cutting plan. The EBITDA margin in this business line nevertheless rose significantly during the second half compared to the first half of 2009 (up more than 300 basis points).
- The main reasons for this improvement were the effect of the cost-cutting plan and the gradual resurgence of activity since the end of the first half of the year.
- In Concrete & Aggregates, sales declined 20.0% at constant scope. In volume terms, Concrete fell by nearly 23% and Aggregates by less than 22% in 2009. Selling prices, bolstered by an improved product mix, held up well throughout the year. This helped contain the decline in EBITDA margin, which lost roughly 210 basis points compared to 2008.

#### 2.2.2. Income statement: Europe (except France)

|                        |      |      | Chang    | ge (%)  |
|------------------------|------|------|----------|---|
| (in millions of euros) | 2009 | 2008 | Reported | At constant<br>scope and<br>exchange<br>rates |
| Consolidated sales     | 298  | 283  | 5.3      | -0.5  |
| EBITDA                 | 80   | 67   | 19.7     | 13.2  |
| EBIT                   | 55   | 49   | 11.0     | 6.3   |

Consolidated sales in Europe (excluding France) increased 5.3% in 2009. Sales at constant scope and exchange rates remained relatively flat. For the region as a whole, the EBITDA margin gained 320 basis points to 26.8%, up from 23.6%.

Following very poor weather conditions in Switzerland at the beginning of the year, business improved considerably sharply in the second half, supported by the dynamism of the construction sector. For the full year, consolidated sales at constant scope and exchange rates rose 1.5% in Switzerland.

The Group's EBITDA margin in Switzerland gained nearly 200 basis points compared to 2008, despite a substantial increase in fuel costs (coal).

• In Cement, consolidated sales rose almost 9% at constant scope and exchange rates. This increase was driven by both the robust 5% rise in cement volumes sold in the second half of the year and the favorable pricing environment. The Reuchenette kiln was successfully re-started in the summer as part of the "Performance 2010" plan, which put an end to the

purchase of clinker from external sources and played a key role in the steady rise in EBITDA margin, which gained nearly 200 basis points.

- In Concrete & Aggregates, consolidated sales increased slightly by 1% at constant scope and exchange rates. Buoyed by a gradual growth in volumes and selling prices, EBITDA margin was up by about 220 basis points.
- In the Precast business, consolidated sales fell by more than 3% at constant scope and exchange rates.
   Here, too, business rebounded gradually over the second half of the year, driving to a very slight increase of the full-year EBITDA margin.

In Italy, consolidated sales fell by 12.7% affected by the decline in volumes sold due to the difficult macroeconomic environment. Nevertheless, the Group managed to globally maintain its selling prices in a highly competitive environment, thanks to its niche market positions.

The Group's EBITDA margin improved appreciably, due primarily to lower clinker purchasing prices and freight costs.

#### 2.2.3. Income statement: United States

|                        |      |      | Change (%) |   |  |
|------------------------|------|------|------------|---|--|
| (in millions of euros) | 2009 | 2008 | Reported   | At constant<br>scope and<br>exchange<br>rates |  |
| Consolidated sales     | 187  | 268  | -30.4      | -35.8   |  |
| EBITDA                 | 12   | 49   | -75.7      | -76.4   |  |
| EBIT                   | (17) | 23   | n.s.       | n.s.  |  |

Business in the United States was strongly impacted by the macro-economic situation in 2009. Consolidated sales at constant scope and exchange rates decreased by 35.8% over the full year.

Reflecting two years of cumulative declines in volumes sold and very strong pricing pressure, especially in California, EBITDA margin fell to 6.3% in 2009 from 18.1% in 2008.

 In Cement, consolidated sales at constant scope and exchange rates were down 34.9%, due to the sharp decline in volumes sold, particularly in the South East. Selling prices dropped significantly in California throughout the year as competition remained stiff. In the South East, the decline in prices was less pronounced. As a result, and despite major cost-cutting efforts under the "Performance +" plan, EBITDA margin in this activity contracted sharply. However, the cost-cutting plan did lead to a very slight rise in EBITDA margin in the second half compared to the first half of 2009.

• In Concrete, consolidated sales declined 36.2% at constant scope and exchange rates, with a sharper drop in California.

Pressure on selling prices continued throughout the period in both California and the South East. As a result, EBITDA margin dropped appreciably, although the decline was mitigated by the Group's cost-cutting measures. Furthermore, this deterioration, which began in the first half, continued during the second half of 2009.

#### 2.2.4. Income statement: Turkey, Kazakhstan and India

|                        |      |      | Change (%) |   |  |
|------------------------|------|------|------------|---|--|
| (in millions of euros) | 2009 | 2008 | Reported   | At constant<br>scope and<br>exchange<br>rates |  |
| Consolidated sales     | 156  | 187  | -16.5      | -5.4  |  |
| EBITDA                 | 22   | 35   | -38.0      | -28.7   |  |
| EBIT                   | 8    | 17   | -55.4      | -46.7   |  |

In Turkey, consolidated sales amounted to  $\le$ 156 million, down 5.4% at constant scope and exchange rates for the full year.

EBITDA margin fell to 14.9% from 19.8% in 2008. Nevertheless, the margin improved in the course of the year, reflecting the gradually more favorable economic environment and the rise in volumes sold, which, combined with the effects of the cost-cutting measures, boosted EBITDA margin in the second half to 19.4%, more than twice the level of the first half of 2009.

• In Cement, consolidated sales fell by 13.4% at constant scope and exchange rates. As a result, the Cement EBITDA margin decreased significantly compared to 2008. However, with the improvement in the macro-economic situation during the second part of the year, the full effect of the cost-cutting plan and the improved efficiency of the Group's production facilities in the region, EBITDA margin improved substantially in the second half compared to the first half of the year.

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 In Concrete, volumes sold grew by more than 15% for the year, largely offsetting the impact of the pricing pressures. Consolidated sales rose by 8.8% at constant scope and exchange rates. The outcome was an EBITDA margin that improved steadily and strongly throughout 2009. The new production facilities in Kazakhstan and India will be operational by the end of 2010 and in early 2012, respectively, as initially planned. Nevertheless, some operating expenses were accounted for in 2009.

#### 2.2.5. Income statement: Africa and the Middle East

|                        |      |      | Change (%) |   |  |
|------------------------|------|------|------------|---|--|
| (in millions of euros) | 2009 | 2008 | Reported   | At constant<br>scope and<br>exchange<br>rates |  |
| Consolidated sales     | 411  | 302  | 36.3       | 31.1  |  |
| EBITDA                 | 153  | 117  | 31.5       | 26.8  |  |
| EBIT                   | 123  | 94   | 30.9       | 26.5  |  |

In Africa and the Middle East, consolidated sales for 2009 totaled €411 million, up 31.1% at constant scope and exchange rates.

EBITDA margin was 37.2% in 2009, down from 38.6% for the same period in 2008. This decrease, in line with the Group's expectations, was due primarily to higher fuel costs in the region as a whole and to the impact of the tax on cement, called "tax on clay", introduced by the Egyptian government in 2008, which affected the whole of 2009.

• In Egypt, consolidated sales for the year increased by 66.7%, at constant scope and exchange rates. The doubling of capacity at the Sinai Cement plant from the second half of the year 2008 enabled Vicat to take full advantage in 2009 of the volume growth in the dynamic Egyptian market.

Despite the impact of unfavorable government measures during the year (rising gas prices and the "tax on clay"), the Group succeeded in limiting the decline in its EBITDA margin to less than 300 basis points by capitalizing on the positive trend in volumes sold and higher selling prices. To note, the Group's profitability levels in Egypt remain particularly satisfactory. Furthermore, EBITDA margin not only rose sharply in the second half compared to its level of the first half of 2009, it also improved compared with the EBITDA margin recorded in the second half of 2008. This very strong performance stems from the ongoing efforts made to raise productivity and improve industrial efficiency as part of the "Performance 2010" plan.

• In West Africa, sales in 2009 increased by 9.7% at constant scope and exchange rates. Cement consolidated sales rose by 13.0% in Senegal. The commissioning of new grinding and bagging capacity as part of the "Performance 2010" plan enabled the Group to meet domestic demand fully. Volumes of cement sold in Senegal rose 11% and selling prices held up well. EBITDA margin declined for the year as a whole. In Senegal, this reflected rising fuel costs due to purchasing contracts signed in 2008 at high pricing levels, higher purchases of clinker from external sources during the first half of the year (before the new kiln was commissioned) and the significant downturn in Aggregates business. Nevertheless, Cement posted a strong performance in Senegal in the second half of the year as EBITDA margin improved when compared with the first half of the year and was slightly better than in the second half of 2008. This performance stems primarily from the commissioning of the new kiln at the Rufisque plant under the "Performance 2010" plan. After a smooth ramp-up phase, the new kiln posts excellent industrial performance thereby enabling a reduction in the purchasing of clinker from external sources. In Mauritania, electricity shortages during the second half of the year weighed noticeably on the Group's activity and profitability. This issue has been resolved with the installation of dedicated electricity power generators.

### III. CHANGE IN THE FINANCIAL POSITION

At the end of the year 2009, the Group's financial position was solid, as evidenced by the following indicators:

| (in millions of euros)       | 2009   | 2008   | Change |
|------------------------------|--------|--------|--------|
| Gross financial liabilities  | 887    | 787    |        |
| Treasury                     | (235)  | (109)  |        |
| Net financial liabilities    | 653    | 678    | -25    |
| Consolidated treasury shares | 2,082  | 1,954  | +128   |
| Gearing ratio                | 31.4 % | 34.7 % |        |
| EBITDA                       | 473.0  | 528.3  |        |
| Leverage ratio               | × 1.38 | x 1.28 |        |

Net debt was €653 million at 31 December 2009, compared to €678 million at 31 December 2008. At 31 December 2009, consolidated shareholders' equity was €2,082 million, compared to €1,954 million at 31 December 2008.

Medium and long-term financing contracts contain specific clauses (covenants) imposing in particular a requirement to comply with certain financial ratios. Given the small number of companies in question, principally Vicat SA, the Group parent company, the low level of debt, representing 31.4 % of consolidated equity ("gearing") and 1.38 times consolidated Ebitda ("leverage"), and the liquidity of the Group's balance sheet, the existence of these "covenants" does not constitute a risk to the Group's financial position. At December 31, 2009, Vicat complies very largely with all financial ratios required by covenants in financing agreements.

The year 2009 saw a further demonstration of support from the Group's main banking partners with the renegotiation of the main financing lines:

- in March 2009, renewal of bilateral lines to the value of 240 million euros for a term of 5 years,
- in July 2009, renewal of syndicated credit to the value of 445 million euros for a term of 3 years, representing an increase compared with the line renewed.

Given the business environment during the year, the Group believes that the terms on which such renewals have been made can be regarded as favorable.

Following these transactions, the Group has confirmed financing lines, not used and not allocated to cover the liquidity risk on commercial paper, amounting to 609 million euros at December 31, 2009 (603 million euros at December 31, 2008).

The Group also has a program for the issue of commercial paper to the value of 152 million euros. At December 31, 2009, the value of commercial paper issued was 136 million euros. Commercial paper which constitutes short-term credit instruments is backed by confirmed financing lines for the amount issued and classed as such in medium-term debt in the consolidated balance sheet.

As at December 31, 2009, the Group has the following confirmed financing facilities, used and/or available:

|                                |            | Year    | Authorisation in millions<br>of Use |            |       |             | Fixed rate<br>(FR)/<br>Variable |           |
|--------------------------------|------------|---------|-------------------------------------|------------|-------|-------------|---------------------------------|-----------|
| Type of line                   | Borrower   | set up  | Currency                            | currencies | €     | ose<br>(M€) | Due date                        | rate (VR) |
| Private placement US           | VICAT S.A. | 2003    | \$                                  | 400        | 353   | 353         | 2010 to<br>2015                 | VR/FR     |
| Syndicated Ioan                | VICAT S.A. | 2009    | €                                   | 445        | 445   | (1)         | 2012                            | VR        |
| Banking bilateral lines        | VICAT S.A. | 2009    | €                                   | 240        | 240   | (1)         | 2014                            | VR        |
|                                | VICAT S.A. | Without | €                                   | 11         | 11    | (1)         | Without                         | VR        |
| Total banking bilateral lines  | VICAT S.A. |         | €                                   | 696        | 696   | 236         | 2012 and<br>2014                | VR        |
|                                | Sococim    | 2006    | FCFA                                | 20,000     | 30    | 30          | 2011                            | FR        |
|                                | Sococim    | 2007    | €                                   | 20         | 20    | 20          | 2010 to<br>2013                 | VR        |
|                                | Sococim    | 2009    | FCFA                                | 37,000     | 56    | 26          | 2011                            | VR        |
|                                | СММ        | 2007    | FCFA                                | 300        | 0     | 0           | 2010 to<br>2012                 | FR        |
|                                | Gécamines  | 2009    | FCFA                                | 1000       | 2     | 0           | 2011                            | VR        |
|                                | Sodevit    | 2009    | FCFA                                | 250        | 0     | 0           | 2011                            | VR        |
| (Club Deal)                    | SCC        | 2007    | EGP                                 | 300        | 38    | 0           | 2012                            | VR        |
|                                | NCC        | 2008    | \$                                  | 105        | 73    | 35          | 2011 and<br>2012                | VR        |
|                                | Vigier     | 2009    | CHF                                 | 25         | 17    | 0           | 2010 to<br>2019                 | FR        |
|                                | Çözüm      | 2009    | TRY                                 | 5          | 2     | 2           | 2010                            | FR        |
|                                | Jambyl     | 2008    | \$                                  | 50         | 35    | 27          | 2012 to<br>2018                 | VR        |
|                                | Jambyl     | 2008    | \$                                  | 110        | 76    | 60          | 2011 to<br>2015                 | VR        |
| Total loans or bilateral lines |            |         |                                     |            | 349   | 200         |                                 |           |
| Fair value of the derivatives  |            |         |                                     |            |       | 1           |                                 |           |
| Total medium-term              |            |         |                                     |            | 1,398 | 790         |                                 |           |
| Other debts                    |            |         |                                     |            |       | 98          |                                 |           |
| <b>Gross total debt</b>        |            |         |                                     |            | 1,398 | 888         |                                 |           |

In 2009, the Group generated cash flow of €387 million, versus €402 million in 2008. Capital expenditure totaled €274 million, down from €383 million in 2008. It mainly corresponds to the completion of the "Performance 2010" plan, notably in Senegal and Switzerland, and to carry out ongoing investments in Kazakhstan and India.

In 2009, Vicat generated free cash flow of €119 million, compared to €5 million in 2008.

Financial investments during the period totaled €20 million, compared to €83 million in 2008.

# IV. "PERFORMANCE 2010" AND "PERFORMANCE +" PLANS

#### Performance 2010

In Switzerland, the kiln in the Reuchenette plant was put back into operation in late June, following the investment to raise capacity from 700,000 tonnes to nearly 900,000 tonnes a year. This increased capacity enables Vicat to meet local demand without having to purchase clinker and cement from external sources, as it did in 2008. It also supports the Group's efforts to increase the share of alternative fuels.

In Senegal, the "Performance 2010" plan improves productivity at the Rufisque plant and raises the Group's cement production capacity in the region to 3.5 million tonnes a year. Thanks to this additional capacity, Vicat no longer needs to purchase clinker from external sources to keep pace with demand and can increase the proportion of alternative fuels used.

#### Performance +

"Performance +" is a proactive initiative that complements the "Performance 2010" plan, and is aimed at dealing with the severe global economic downturn. Designed to streamline and enhance Vicat's cost structure, the plan had three main objectives:

- to improve the performance of the Group's production facilities;
- to adjust the Group's cost structure;
- to postpone all investments deemed non-strategic in the current environment.

In 2009, the various measures taken to fulfill the "Performance +" plan generated total cost savings of €61 million, above the initial target of €50 million. Close to two thirds (62%) of the savings achieved were of a recurring nature and involved the following:

- structural gains made possible by steps to improve the technical and industrial performance of the Group's production facilities;
- increasing use of alternative fuels;
- operational management savings achieved in certain structures.

The remainder (38%) were cost savings that stemmed from decreasing activity in specific regions. These more variable costs are likely to rise as business volume picks up in those markets.

## V. OUTLOOK IN 2010

As regards 2010, the Group wishes to provide the following information about its various markets:

- In France, the Group expects very gradual stabilization in volumes in 2010, particularly cement, with price conditions that could remain, at best, very slightly positive. The initial effects of the stimulus plan announced by the French government should have a very gradual impact on the construction industry in general, particularly infrastructures, while residential new builds should benefit from the tax incentives introduced in 2009. Meanwhile, non-residential construction is likely to see a further decline over the full year. The Group should benefit from more favorable purchasing prices for conventional fuels and the continuation of its policy of using more alternative fuels.
- In Switzerland, conditions should remain favorable on the whole, with the Group capitalizing on the continuation of major infrastructure projects. The increase in the Reuchenette plant's kiln capacity at the end of the first half of 2009 marked the definitive end to purchasing of clinker from external sources and enables the Group to increase its use of alternative fuels. Lastly, the Group will benefit from more favorable purchasing prices for conventional fuels and continue with its policy of using more alternative fuels.
- In Italy, the Group expects market conditions to remain difficult in 2010 both in terms of volumes and pricing. Against this backdrop, Vicat will capitalize on its niche position and should benefit from purchasing conditions for clinker and freight, which are expected to remain favorable.
- In the United States, the lack of visibility on both economic conditions and potential investment on the part of States prevents the Group from formulating any forecasts for 2010, which is nevertheless expected to remain very difficult. While the implementation of the stimulus plan on a national level could have a substantial effect on the Group's markets, the location, type and timing of investment are still uncertain.
- In Turkey, conditions are expected to stabilize very gradually, particularly in terms of volumes. However, continuing fierce competition could have an unfavorable impact on the development of selling prices. Despite this, the modernization of the Group's production facilities as part of the "Performance 2010" plan gives it the possibility of producing at low cost. The Group should also be able to increase its use of alternative fuels significantly.

- In Egypt, local market conditions should remain favorable in terms of both volumes and prices. However, the comparison base for volumes will be much less favorable than in 2009, with the increased capacity of the Sinai Cement plant already fully factored in for the year. Vicat therefore expects sales to develop in line with the market.
- In West Africa, market conditions are expected to remain generally favorable but still closely linked to public authority investment in major infrastructure projects and the development of money transfers from the diaspora. The Group should also benefit from certain drivers. First of all, Vicat will be able to benefit fully from its increased capacity, finalized as part of the "Performance 2010" plan, allowing it to meet local and export demand without having to purchase clinker from external sources. It should also benefit from more favorable purchasing prices for fuels. Lastly, the Group should be in a position to increase significantly the proportion of alternative fuels used.

Against this backdrop, Vicat is determined to move forward cautiously with its growth strategy, capitalizing on:

- Its solid financial structure;
- The effects of the "Performance 2010" investment plan, relating in particular to the reduction in production costs as a result of the modernization of production facilities and the strengthening of the Group's industrial and commercial position;
- Following on from the "Performance 2010" plan, the effects of the complementary "Performance +" plan;
- And the success of its expansion in Kazakhstan and India, where projects are proceeding on schedule and the first of which is due to see its plant become operational in autumn 2010.

# CONSOLIDATED FINANCIAL STATEMENTS AT DECEMBER 31, 2009

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# **CONSOLIDATED FINANCIAL STATEMENTS**

#### **AT 31 DECEMBER 2009**

| <b>ASSETS</b> (in thousands of euros)                        | Notes    | 2009                                    | 2008              |
|--|----------|---|-------------------|
| NON-CURRENT ASSETS   |          |   |                   |
| Goodwill   | 3        | 671,224                                 | 670,901           |
| Other intangible assets                                      | 4        | 74,484                                  | 43,600            |
| Property, plant and equipment                                | 5        | 1,782,307                               | 1,697,650         |
| Investment properties  | 7        | 19,206                                  | 20,024            |
| Investments in associated companies (equity method)          | 8        | 36,579                                  | 10,059            |
| Deferred tax assets  | 25       | 2,682                                   | 2,124             |
| Receivables and other non-current financial assets           | 9        | 68,387                                  | 94,597            |
| Total non-current assets                                     |          | 2,654,869                               | 2,538,955         |
| CURRENT ASSETS   |          |   |                   |
| Inventories and work-in-progress                             | 10       | 295,140                                 | 312,456           |
| Trade and other accounts receivable                          | 11       | 320,538                                 | 368,662           |
| Current tax assets   |          | 6,050                                   | 3,345             |
| Other receivables  | 11       | 103,285                                 | 94,044            |
| Cash and cash equivalents                                    | 12       | 234,708                                 | 109,558           |
| Total current assets   |          | 959,721                                 | 888,065           |
| TOTAL ASSETS   | _        | 3,614,590                               | 3,427,020         |
| LIABILITIES AND SHAREHOLDERS' EQUITY (in thousands of euros) | Notes    | 2009                                    | 2008              |
| SHAREHOLDERS' EQUITY   | 770103   | 2003                                    | 2000              |
| Share capital  | 13       | 179,600                                 | 179,600           |
| Additional paid-in capital                                   |          | 11,207                                  | 11,207            |
| Consolidated reserves  |          | 1,691,382                               | 1,583,705         |
| Shareholders' equity   |          | 1,882,189                               | 1,774,512         |
| Minority interests   |          | 199,384                                 | 179,256           |
| Shareholders' equity and minority interests                  |          | 2,081,573                               | 1,953,768         |
|  |          | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | ,,                |
| NON-CURRENT LIABILITIES                                      | 7.4      | 44.000                                  | 40.000            |
| Provisions for pensions and other post-employment benefits   | 14<br>15 | 44,090                                  | 42,228            |
| Other provisions Financial liabilities                       | 16       | 87,498                                  | 84,590            |
|  | 25       | 660,090                                 | 710,472           |
| Deferred tax Other non-current liabilities                   | 23       | 146,016<br>26,231                       | 150,609<br>16,727 |
| Total non-current liabilities                                |          | 963,925                                 |                   |
| Total non-current liabilities                                |          | 903,925                                 | 1,004,626         |
| CURRENT LIABILITIES  |          |   |                   |
| Provisions   | 15       | 8,169                                   | 7,162             |
| Financial liabilities  | 16       | 227,256                                 | 76,900            |
| Trade and other accounts payable                             | ·•···    | 189,820                                 | 227,473           |
| Current taxes payable  |          | 6,962                                   | 8,052             |
| Other liabilities  | 18       | 136,885                                 | 149,039           |
| Total current liabilities                                    |          | 569,092                                 | 468,626           |
| Total liabilities  |          | 1,533,017                               | 1,473,252         |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY                   |          | 3,614,590                               | 3,427,020         |

# **CONSOLIDATED INCOME STATEMENT**

#### **OF THE YEAR 2009**

| (in thousands of euros)                          | Notes                                   | 2009        | 2008        |
|--|---|-------------|-------------|
| NET SALES  | 19                                      | 1,896,013   | 2,057,043   |
| Goods and services purchased                     |   | (1,076,892) | (1,199,064) |
| ADDED VALUE                                      | 1.20                                    | 819,121     | 857,979     |
| Personnel costs                                  | 20                                      | (309,446)   | (312,454)   |
| Taxes  | *************************************** | (55,532)    | (40,447)    |
| GROSS OPERATING EARNINGS                         | 1.20 & 23                               | 454,143     | 505,078     |
| Depreciation, amortization and provisions        | 21                                      | (158,340)   | (126,302)   |
| Other income (expense)                           | 22                                      | 8,348       | 3,092       |
| OPERATING INCOME                                 | 23                                      | 304,151     | 381,868     |
| Cost of net borrowings and financial liabilities | 24                                      | (23,977)    | (30,087)    |
| Other revenues                                   | 24                                      | 8,779       | 11,219      |
| Other costs                                      | 24                                      | (8,736)     | (7,011)     |
| NET FINANCIAL INCOME (EXPENSE)                   | 24                                      | (23,934)    | (25,879)    |
| Earnings from associated companies               | 8                                       | 1,021       | 338         |
| EARNINGS BEFORE INCOME TAX                       |   | 281,238     | 356,327     |
| Income taxes                                     | 25                                      | (47,669)    | (83,316)    |
| NET INCOME                                       |   | 233,569     | 273,011     |
| Portion attributable to minority interests       |   | 42,171      | 27,755      |
| PORTION ATTRIBUTABLE TO GROUP SHARE              |   | 191,398     | 245,256     |
| EBITDA   | 1.20 & 23                               | 473,011     | 528,297     |
| EBIT   | 1.20 & 23                               | 321,923     | 392,195     |
| CASH FLOW FROM OPERATIONS                        |   | 387,368     | 401,909     |
| Earnings per share (in euros)                    |   |             |             |
| Basic and diluted earnings per share             | 13                                      | 4.26        | 5.46        |

# **CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

#### **OF THE YEAR 2009**

| (in thousands of euros)                           | 2009     | 2008    |
|---|----------|---------|
|   |          |         |
| NET CONSOLIDATED INCOME                           | 233,569  | 273,011 |
| Net income from change in translation differences | (35,658) | 402     |
| Cash flow hedge instruments                       | (7,752)  | 2,902   |
| Income tax on other comprehensive income          | 2,669    | (999)   |
| OTHER COMPREHENSIVE INCOME (NET OF INCOME TAX)    | (40,741) | 2,305   |
| TOTAL COMPREHENSIVE INCOME                        | 192,828  | 275,316 |
| Portion attributable to minority interests        | 35,884   | 21,997  |
| PORTION ATTRIBUTABLE TO GROUP SHARE               | 156,944  | 253,319 |

The amount of income tax relating to each component of other comprehensive income is analyzed as follows:

|   | 2009                    |               |                        | 2008                    |               |                        |
|---|-------------------------|---------------|------------------------|-------------------------|---------------|------------------------|
|   | Before<br>income<br>tax | Income<br>tax | After<br>income<br>tax | Before<br>income<br>tax | Income<br>tax | After<br>income<br>tax |
| Net income from change in translation differences | (35,658)                | -             | (35,658)               | 402                     | -             | 402                    |
| Cash flow hedge instruments                       | (7,752)                 | 2,669         | (5,083)                | 2,902                   | (999)         | 1,903                  |
| OTHER COMPREHENSIVE INCOME (net of income tax)    | (43,410)                | 2,669         | (40,741)               | 3,304                   | (999)         | 2,305                  |

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

#### **OF THE YEAR 2009**

| (in thousands of euros)  | Notes                                   | 2009           | 2008             |
|--|---|----------------|------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES   |   |                |                  |
| Net income   |   | 233,569        | 273,011          |
| Earnings from associated companies   |   | (1,021)        | (338)            |
| Dividends received from associated companies   |   | 135            | 936              |
| Elimination of non-cash and non-operating items:   |   |                |                  |
| - depreciation, amortization and provisions  |   | 164,658        | 122,915          |
| - deferred taxes   |   | (5,962)        | 14,170           |
| - net (gain) loss from disposal of assets  | *************************************** | (1,312)        | (9,262)          |
| - unrealized fair value gains and losses   | •                                       | (2,671)        | 740              |
| - other  | *************************************** | (28)           | (263)            |
| Cash flows from operating activities   | •                                       | 387,368        | 401,909          |
| Change in working capital from operating activities - net  | •                                       | (4,260)        | (17,411)         |
| Net cash flows from operating activities (1)   | 27                                      | 383,108        | 384,498          |
| Acquisitions of fixed assets: - property, plant and equipment and intangible assets                      |   | (270,221)      | (395,187)        |
| - property, plant and equipment and intangible assets  |   | (270.221)      | (395.187)        |
| - financial investments  |   | (14,455)       | (28,922)         |
| Disposals of fixed assets: - property, plant and equipment and intangible assets - financial investments |   | 6,082<br>2,325 | 15,871<br>10,571 |
| Impact of changes in consolidation scope   |   | (3,463)        | (65,990)         |
| Net cash flows from investing activities   | 28                                      | (279,732)      | (463,657)        |
| CASH FLOWS FROM FINANCING ACTIVITIES   | 20                                      | (2,0,02)       | (100,007)        |
| Dividends paid   |   | (88,945)       | (70,699)         |
| Increases in capital   | ······                                  | 5,504          | 6,236            |
| Increases in borrowings  |   | 148,372        | 261,628          |
| Redemptions of borrowings  |   | (56,724)       | (100,189)        |
| Acquisitions of treasury shares  |   | (9,029)        | (17,461)         |
| Disposals of treasury shares   |   | 20,172         | 24,847           |
| Net cash flows from financing activities   |   | 19,350         | 104,362          |
| Impact of changes in foreign exchange rates  |   | (4,753)        | 200              |
| Change in cash position  |   | 117,973        | 25,403           |
| Net cash - opening balance   | 29                                      | 95,038         | 69,635           |
| Net cash - closing balance   | 29                                      | 213,011        | 95,038           |

<sup>(1)</sup> including cash flows from income taxes: (51,898) thousand euros in 2009 and (50,310) thousand euros in 2008. including cash flows from interests paid and received: (15,556) thousand euros in 2009 and (22,934) thousand euros in 2008.

# STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

| (in thousands of euros)             | Capital | Addition-<br>al paid-in<br>capital | Treasury<br>shares | Con-<br>solidated<br>reserves | Translation reserves | Share-<br>holders'<br>equity | Minority<br>interests | Total share-<br>holders'<br>equity and<br>minority<br>interests |
|-------------------------------------|---------|------------------------------------|--------------------|-------------------------------|----------------------|------------------------------|-----------------------|---|
| At January 1, 2008                  | 187,085 | 11,207                             | (262,838)          | 1,697,267                     | (70,159)             | 1,562,562                    | 154,078               | 1,716,640   |
| Net consolidated income             |         |                                    |                    | 245,256                       |                      | 245,256                      | 27,755                | 273,011   |
| Other comprehensive income          |         |                                    |                    | 1,903                         | 6,160                | 8,063                        | (5,758)               | 2,305   |
| Total comprehensive<br>income       |         |                                    |                    | 247,159                       | 6,160                | 253,319                      | 21,997                | 275,316   |
| Dividends paid                      |         |                                    |                    | (65,393)                      |                      | (65,393)                     | (5,490)               | (70,883)  |
| Net change<br>in treasury shares    |         |                                    | 2,665              | 748                           |                      | 3,413                        |                       | 3,413   |
| Cancellation of treasury shares (1) | (7,485) |                                    | 160,923            | (153,438)                     |                      | -                            |                       | -   |
| Changes in consolidation scope      |         |                                    |                    |                               |                      | -                            | 1,758                 | 1,758   |
| Increases in share capital          |         |                                    |                    |                               |                      | -                            | 7,344                 | 7,344   |
| Other changes (1)                   |         |                                    |                    | 20,611                        |                      | 20,611                       | (431)                 | 20,180  |
| At December 31, 2008                | 179,600 | 11,207                             | (99,250)           | 1,746,954                     | (63,999)             | 1,774,512                    | 179,256               | 1,953,768   |
| Net consolidated income             |         |                                    |                    | 191,398                       |                      | 191,398                      | 42,171                | 233,569   |
| Other comprehensive income          |         |                                    |                    | (5,083)                       | (29,371)             | (34,454)                     | (6,287)               | (40,741)  |
| Total comprehensive income          |         |                                    |                    | 186,315                       | (29,371)             | 156,944                      | 35,884                | 192,828   |
| Dividends paid                      |         |                                    |                    | (65,637)                      |                      | (65,637)                     | (23,561)              | (89,198)  |
| Net change in treasury shares       |         |                                    | 9,634              | 989                           |                      | 10,623                       |                       | 10,623  |
| Changes in consolidation scope      |         |                                    |                    | 5,736                         |                      | 5,736                        | 2,289                 | 8,025   |
| Increases in share capital          |         |                                    |                    |                               |                      | -                            | 5,618                 | 5,618   |
| Other changes                       |         |                                    |                    | 11                            |                      | 11                           | (102)                 | (91)  |
| At December 31, 2009                | 179,600 | 11,207                             | (89,616)           | 1,874,368                     | (93,370)             | 1,882,189                    | 199,384               | 2,081,573   |

<sup>(1)</sup> The Extraordinary General Meeting of May 16, 2008 approved a share capital reduction by way of cancellation of 1,871,200 company treasury shares. Since this transaction affects the shareholders'equity, recovery of deferred taxes related to these cancelled shares was directly recognised in the Group shareholders' equity for an amount of 16.6 million euros.

Translation differences at December 31, 2009 are broken down by currency as follows (in thousands) of

| U.S. dollar:      | (36,355) | Kazakh tengue:       | (18,043) |
|-------------------|----------|----------------------|----------|
| Swiss franc:      | 24,745   | Mauritanian ouguiya: | (1,033)  |
| Turkish new lira: | (49,328) | Indian rupee:        | (223)    |
| Egyptian pound:   | (13,133) |                      | (93,370) |

# **NOTES** TO THE 2009 CONSOLIDATED FINANCIAL STATEMENTS

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# NOTE 1 ACCOUNTING PRINCIPLES AND METHODS OF EVALUATION

#### 1.1. Statement of compliance

In compliance with European Regulation (EC) 1606 / 2002 issued by the European Parliament on July 19, 2002 on the enforcement of International Accounting Standards, Vicat's consolidated financial statements have been prepared, since January 1, 2005, in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union. Vicat has adopted those standards that are in force on December 31, 2009 for its benchmark accounting principles.

The standards, interpretations and amendments published by the IASB but not yet in effect as of December 31, 2009 were not applied ahead of schedule in the Group's consolidated financial statements at the closing date.

The consolidated financial statements at December 31 present comparative data for the previous year prepared under these same IFRS. The accounting methods and policies applied in the consolidated statements as of 31 December 2009 are consistent with those applied by the Group as of December 31, 2008, except for the new standards whose application is effective for the period beginning on or after January 1, 2009.

These new standards, which relate in particular to the framework, terminology and content of information presented, principally concern:

- the presentation of financial statements (IAS 1
   Revised Presentation of financial statements)
   with the introduction of a consolidated statement
   of comprehensive income. In accordance with of
   the option offered by IAS 1 Revised, the Group has
   opted to present total comprehensive income in
   two statements: the consolidated income statement and the consolidated statement of comprehensive income, including the specific information
   required:
- the sector information (IFRS 8 Operating segments), the application of which is described in Note 1.19.;
- accounting for borrowing costs. Application of IAS 23
  Revised had no impact on the Vicat Group consolidated accounts, since the option of capitalizing borrowing costs was already applied in the Vicat Group;
- improvement of information communicated with respect to financial instruments in accordance with IFRS 7 amendments.

These financial statements have been definitively prepared and approved by the Board of directors on March 5, 2010 and will be presented to the General Meeting of shareholders on May 17, 2010 for approval.

#### 1.2. Basis of preparation of financial statements

The financial statements are presented in thousands of euros.

The balance sheet is presented by type in two statements: the consolidated income statement and the consolidated statement of comprehensive income. The consolidated statement of comprehensive income segregates current and non-current asset and liability accounts and splits them according to their maturity (divided, generally speaking, into maturities of less than and more than one year). The statement of cash flows is presented according to the indirect method.

The financial statements were prepared using the historical cost method, except for the following assets and liabilities, which are recognized at fair value: derivatives, assets held for trading, assets available for sale, and the portion of assets and liabilities covered by an hedging transaction.

The accounting principles and valuation methods described hereafter have been applied on a permanent basis to all of the fiscal years presented in the consolidated financial statements.

The establishment of consolidated financial statements under IFRS requires the Group's management to make a number of estimates and assumptions, which have a direct impact on the financial statements. These estimates are based on the going concern principle and are established on the basis of the information available at the date they are carried out.

They concern mainly the assumptions used to:

- evaluate provisions (notes 1.16. and 15), in particular those for pensions and other post-employment benefits (notes 1.15. and 14);
- evaluate financial instruments at their fair value (notes 1.14. and 17);
- perform valuations used to carry out impairment tests (notes 1.4., 1.11. and 3);
- define the accounting treatment to be applied in the absence of a definitive standard (note 1.7. concerning emission quotas).

The estimates and assumptions are reviewed regularly, whenever justified by the circumstances, at least at the end of each year, and the pertinent items in the financial statement are updated accordingly.

# 1.3. Consolidation principles

When a company is acquired, the fair value of its assets and liabilities is evaluated at the acquisition date.

The earnings of the companies acquired or disposed of during the year are recorded in the consolidated income statement for the period subsequent or previous to, depending on the case, the date of the acquisition or disposal.

The annual financial statements of the companies at December 31 are consolidated, and any necessary adjusting entries are made to restate them in accordance with the Group accounting principles. All material intercompany balances and transactions are eliminated during the preparation of the consolidated financial statements.

#### Subsidiaries:

Companies that are controlled exclusively by Vicat, directly or indirectly, are fully consolidated.

#### Joint ventures:

Joint ventures, which are jointly controlled and operated by a limited number of shareholders, are proportionally consolidated.

#### Associated companies:

Investments in associated companies over which Vicat exercises notable control are accounted for by the equity method. Any goodwill generated on the acquisition of these investments is presented on the line "Investments in associated companies" (equity method).

The list of the principal companies included in the consolidation scope at December 31, 2009 is provided in Note 34.

# 1.4. Business combinations - goodwill

Goodwill corresponds to the difference between the price paid for the acquired company and the fair value of all identified assets, liabilities and contingent liabilities at the acquisition date. Goodwill on business combinations carried out after January 1, 2004 is reported in the currency of the company acquired. Applying the option offered by IFRS 1, business combinations completed before the transition date

of January 1, 2004 have not been restated, and the goodwill arising from them has been maintained at its net value on the balance sheet according to the principles of French GAAP as of December 31, 2003.

In the event that the pro-rata share of interests in the fair value of net assets, liabilities and contingent liabilities acquired exceeds their cost ("negative goodwill"), the full amount of this negative goodwill is recognized in the result of the fiscal year in which the acquisition was made, except for acquisitions of minority interests in a fully consolidated company, in which case this amount is recognized in the consolidated shareholders' equity.

The values of assets and liabilities acquired through a business combination must be definitively determined within 12 months after the acquisition date. These values may thus be adjusted at any closing date within that time frame.

Minority interests are valued on the basis of their prorata share in the fair value of the net assets acquired.

If the business combination takes place through successive purchases, each material transaction is treated separately, and the assets and liabilities acquired are so valued and goodwill thus determined.

In compliance with IFRS 3 and IAS 36 (see §1.11), at the end of each year, and in the event of any evidence of impairment, goodwill is subjected to an impairment test, consisting of a comparison of its net carrying cost with its value in use as calculated on a discounted projected cash flow basis. When the latter is below carrying cost, an impairment loss is recognized for the corresponding loss of value.

#### 1.5. Foreign currencies

#### Transactions in foreign currencies:

Transactions in foreign currencies are translated into the functional currency at the exchange rates in effect on the transaction dates. At the end of the year, all monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the year-end exchange rates, and the resulting exchange rate differences are recorded in the income statement.

# Translation of financial statements of foreign companies:

All assets and liabilities of Group companies that are not hedged are translated into euros at the year-end

exchange rates, while income, expense and cash flow statement items are translated at average exchange rates for the year. The ensuing translation differences are recorded directly in shareholders' equity.

In the event of a later sale, the cumulative amount of translation differences relating to the net investment sold and denominated in foreign currency is recorded in income statement. Applying the option offered by IFRS 1, translation differences accumulated before the transition date were zeroed out by allocating them to consolidated reserves at that date. They will not be recorded in income statement in the event of a later sale of these investments denominated in foreign currency.

The following foreign exchange rates were used:

|     | Closing rate |        | Averag | e rate |
|-----|--------------|--------|--------|--------|
|     | 2009         | 2008   | 2009   | 2008   |
| USD | 1.4406       | 1.3917 | 1.3933 | 1.4697 |
| CHF | 1.4836       | 1.4850 | 1.5099 | 1.5871 |
| EGP | 7.9113       | 7.7723 | 7.7180 | 8.0190 |
| TRL | 2.1547       | 2.1488 | 2.1623 | 1.9080 |
| KZT | 213.91       | 170.25 | 206.18 | 177.06 |
| MRO | 379.02       | 369.46 | 369.67 | 354.20 |

#### 1.6. Other intangible assets

Intangible assets (mainly patents, rights and software) are recorded in the balance sheet at historical cost less accumulated amortization and any impairment losses. This cost includes acquisition or production costs and all other directly attributable costs incurred for the acquisition or production of the asset and for its commissioning. Assets with finite lives are amortized on a straight-line basis over their useful life (generally not exceeding 15 years).

Research costs are recognized as expenses in the period in which they are incurred. Long-term development costs meeting the criteria defined by IAS 38 are capitalized.

# 1.7. Emission quotas

In the absence of a definitive IASB standard concerning greenhouse gas emission quotas, the following accounting treatment has been applied:

 Quotas allocated by the French government in the framework of the National Plan for the Allocation of Quotas (PNAQ II) are not recorded, either as assets or liabilities. For 2009, they amount to 2,802 thousand tonnes of greenhouse gas emissions (14,011 thousand tonnes for the period 2008-2012).

- Only the quotas held at year-end in excess of the cumulative actual emissions of 4,719 thousand tonnes were recorded in the assets, for 10,909 thousand euros, corresponding to 885 thousand tonnes.
- Recording of surpluses, quota sales and quota swaps (EUA) against Emission Reduction Certificates (ERCs) were recognized in the year result for 12,564 thousand euros (8,069 thousand euros at December 31, 2008).

#### 1.8. Property, plant and equipment

Property, plant and equipment are reported in the balance sheet at historical cost less accumulated depreciation and any impairment losses, using the component approach provided for in IAS 16. When an article of property, plant and equipment comprises several significant components with different useful lives, each component is amortized on a straightline basis over its respective useful life, starting at commissioning.

Main amortization durations are presented below depending on the assets category:

|                            | Cement assets     | aggregates<br>assets |
|----------------------------|-------------------|----------------------|
| Civil engineering          | 15 to 30<br>years | 15 years             |
| Major installations        | 15 to 30<br>years | 10 to 15 years       |
| Other industrial equipment | 8 years           | 5 to 10 years        |
| Electricity                | 15 years          | 5 to 10 years        |
| Controls and instruments   | 5 years           | 5 years              |

Quarries are amortized on the basis of tonnage extracted during the year in comparison with total estimated reserves.

Certain parcels of land acquired prior to December 31, 1976 were revalued, and the adjusted value was recognized in the financial statements, but without a significant impact on the lines concerned.

Interest expenses on borrowings incurred to finance the construction of facilities during the period prior to their commissioning are capitalized. Exchange differences arising from foreign currency borrowings are also capitalized inasmuch as they are treated as an adjustment to interest costs and within the limit of the interest charge which would have been paid on borrowings in local currency. 10,884 thousand euros were capitalized in 2009 (5,947 thousand euros in 2008), determined on the basis of local interest rates ranging from 2.61 % to 5.42 % depending on the country.

#### 1.9. Leases

In compliance with IAS 17, leases on which nearly all of the risks and benefits inherent to ownership are transferred by the lessor to the lessee are classified as finance leases. All other contracts are classified as operating leases.

Assets held under finance leases are recorded in tangible assets at the lower amount between their fair value and the current value of the minimum lease payments at the starting date of the lease and amortized over their useful life, with the corresponding debt recorded as a liability.

#### 1.10. Investment properties

The Group recognizes its investment properties at historical cost less accumulated depreciation and any impairment losses. They are depreciated on a straight-line basis over their useful life (10 to 25 years). The fair value of its investment properties is calculated by the Group's qualified departments. It is based primarily on valuations made by capitalizing rental income and taking into account market prices observed on transactions involving comparable properties, and is presented in the notes at each year-end.

#### 1.11. Impairment

In accordance with IAS 36, the book values of assets with indefinite lives are reviewed at each year-end, and during the year, whenever there is an indication that the asset may be impaired. Those with finite lives are only reviewed if indicators show that a loss is likely.

An impairment loss has to be recorded as an expense on the income statement when the carrying cost of the asset is higher than its recoverable value. The latter is the highest of the fair value decreased by expenses related to the sale and the value in use. The value in use is calculated primarily on a discounted projected cash flow basis over 10 years. This time period corresponds to the Group's capital-intensive nature and the longevity of its industrial equipment.

The projected cash flows are calculated on the basis of the following components that have been inflated

and then discounted:

- the EBITDA from the Long Term Plan over the first 5 years, then projected to year 10;
- the sustaining capital expenditure;
- and the change in working capital requirement.

Projected cash flows are discounted at the weighted average capital cost (WACC) before tax, in accordance with IAS 36 requirements. This calculation is made per country, taking account of the cost of risk-free long term money, market risk weighted by a sector volatility factor, and a country premium reflecting the specific risks of the market in which the concerned cash generating unit operates.

If it is not possible to estimate the fair value of an isolated asset, it is assessed at the level of the cash generating unit that the asset is part of insofar as the industrial installations, products and markets form a coherent whole. The analysis was thus carried out for each geographical area/country/activity, and the cash generating units were determined depending on the existence or not of vertical integration between the Group's activities in the area concerned.

The value of the assets tested, at least annually using this method for each cash generating unit includes intangible and tangible non-current assets and the Working Capital Requirement.

These impairment tests are sensitive to the assumptions held for each cash generating unit, mainly in terms of:

- discount rate as previously defined;
- inflation rate, which must reflect sales prices and expected future costs.

Tests are conducted at each year-end on the sensitivity to an increase or decrease of one point in the discount rate applied, in order to assess the effect on the value of goodwill and other intangible and tangible assets included in the Group's consolidated financial statements.

Recognized impairments can be reversed and are recovered in the event of a decrease, except for those corresponding to goodwill, which are definitive.

#### 1.12. Inventories

Inventories are valued using the weighted average unit cost method, at the lower of purchase price or production cost, or net market value (sales price

reduced by completion and sales costs).

The gross value of merchandise acquired for resale and of supplies includes both the purchase price and all related costs.

Manufactured goods are valued at production cost, including the cost of goods sold, direct and indirect production costs and the depreciation on all consolidated fixed assets used in the production process.

In the case of inventories of manufactured products and work in progress, the cost includes an appropriate share of fixed costs based on the standard conditions of use of the production tools.

Inventory depreciations are recorded when necessary to take into account any probable losses that could arise at year-end.

#### 1.13. Cash and cash equivalents

Cash and cash equivalents include both cash and short-term investments of less than 3 months that do not present any risk of loss of value. The latter are marked to market at the end of the period. Net cash, the change in which is presented in the statement of cash flows, consists of cash and cash equivalents less any bank overdrafts.

#### 1.14. Financial instruments

#### Financial assets:

The Group classifies its non-derivative financial assets, when they are first entered in the financial statements, in one of the following four categories of financial instruments in accordance with IAS 39, depending on the reasons for which they were originally acquired:

- long-term loans and receivables, financial assets not quoted on an active market, the payment of which is determined or can be determined; these are evaluated at their net book value and can be subject to a write-down if a loss in value is identified;
- investments in non consolidated affiliates are analyzed as assets available for sale and are consequently measured at the lowest of their carrying value and their fair value less cost of sale at the end of the period;
- financial assets valued at their fair value by the profit and loss, since they are held for transaction purposes (acquired and held with a view to being resold in the short term);
- investments held to term, including securities quoted on an active market associated with defined

payments at fixed dates; the Group does not own such assets on year-end of the presented financial accounts.

All acquisitions and disposals of financial assets are booked at the transaction date. Financial assets are reviewed at the end of each year in order to identify any evidence of impairment.

#### Financial liabilities:

Non-derivative financial liabilities mainly comprise borrowings and other financial liabilities (other financings, bank overdrafts, etc.); they are entered at historical cost.

#### Treasury shares:

In compliance with IAS 32, Vicat's treasury shares are recognized net of shareholders' equity.

#### Derivatives and hedging:

The Group uses hedging instruments to reduce its exposure to changes in interest and foreign currency exchange rates resulting from its business, financing and investment operations. These hedging operations use financial derivatives. The Group uses interest rate swaps and caps to manage its exposure to interest rate risks. Forward FX contracts and currency swaps are used to hedge exchange rate risks. The Group uses derivatives solely for financial hedging purposes and no instrument is held for speculative ends. Under IAS 39, however, certain derivatives used are not, not yet or no longer, eligible for hedge accounting at the closing date.

Financial derivatives are valued at their fair value in the balance sheet. Except for the cases detailed below, the change in fair value of derivatives is recorded as an offset in the income statement of the financial statement ("Change in fair value of financial assets and liabilities"). The fair values of derivatives are estimated by means of commonly-used valuation models taking into account the data produced by active markets.

Derivative instruments may be designated as hedging instruments, depending on the type of hedging relationship:

- Fair value hedging is hedging against exposure to changes in the fair value of a booked asset or liability, or of an identified part of that asset or liability, attributable to a particular risk, in particular interest and exchange rate risks, which would affect the net profit or loss presented;
- Cash flow hedging is hedging against exposure to changes in cash flow attributable to a particular

risk, associated with a booked asset or liability or with a planned transaction (e.g. expected sale or purchase or "highly probable" future operation), which would affect the net profit or loss presented.

Hedge accounting for hedged asset/liability/firm commitment or cash flow is applicable if:

- The hedging relationship is formally designated and documented at its date of inception;
- The effectiveness of the hedging relationship is demonstrated at the inception and assessed on an ongoing basis in achieving offsetting changes in fair value of the hedging instrument and the hedged item. The ineffective portion of the hedging instrument shall be recognized in profit or loss.

The application of hedge accounting has the following consequences:

- in the event of a documented fair value hedging relationship, the change in the fair value of the hedging derivative is recognized through profit or loss as an offset to the change in the fair value of the underlying financial instrument hedged. Income is affected solely by the ineffective portion of the hedging instrument;
- in the event of a documented cash flow hedging relationship, the change in the fair value of the effective portion of the hedging derivative is recorded initially in shareholders' equity, and that of the ineffective portion is recognized directly through profit or loss. The accumulated changes in the fair value of the hedging instrument previously recorded in shareholders' equity are recognized through profit or loss at the same rate as the cash flows that were hedged.

## 1.15. Employee benefits

The regulations, customs and contracts in force in the countries in which the consolidated Group companies are present provide for post-employment benefits, such as retirement indemnities, supplemental pension benefits, supplemental pensions for senior management, and other long-term post-employment benefits, such as medical cover, etc.

Defined contribution plan contributions are recognized as expenses when they are incurred. As these do not represent a future liability for the Group, these plans do not require any provisions to be set aside. Defined benefit plans include all post-employment benefit programs other than those under defined contribution plans, and represent a future liability for the Group. The corresponding liabilities are cal-

culated on an actuarial basis (wage inflation, mortality, employee turnover, etc.) using the projected unit credit method, in accordance with the clauses provided for in the collective bargaining agreements and with custom.

Dedicated financial assets, which are mainly equities and bonds, are used to cover all or a part of these liabilities, particularly in the United-States and Switzerland. These liabilities are thus recognized in the balance sheet net of the fair value of any such invested assets. Any surplus of asset is capitalized only to the extent that it represents a future economic advantage that will be effectively available to the Group, within the limit of the IAS 19 cap.

Actuarial variances arise due to changes in actuarial assumptions and/or variances observed between these assumptions and the actual figures. The Group has chosen to apply the IFRS 1 option and to zero the actuarial variances linked to employee benefits not yet recognized on the transition balance sheet by allocating them to shareholders' equity. All actuarial gains and losses of more than 10 % of the greater of the discounted value of the liability under the defined benefit plan or the fair value of the plan's assets are recognized through profit or loss. The corridor method is used to spread any residual actuarial variances over the expected average remaining active lives of the staff covered by each plan, with the exception of variances concerning other post-employment benefits.

#### 1.16. Provisions

A provision is recognised when the Group has a current commitment, whether statutory or implicit, resulting from a significant event which would lead to an uncompensated use of cash, which can be reliably estimated.

These include, notably, provisions for site restoration, which are set aside progressively as quarries are used and include the projected costs related to the Group's obligation to restore such sites to their original condition.

IAS 37 requires provisions whose maturities are longer than one year to be discounted when the impact is significant. The effects of this discounting are recorded under net financial income.

#### 1.17. Taxes

The finance act for 2010, voted on December 30, 2009, made French fiscal entities no longer liable for Professional Tax from 2010, replacing it by a Territorial Financial Contribution (CET) which includes two new contributions:

- A Company Property Contribution (CFE) based on the property rental values of the present Professional Tax
- A Company Added-Value Contribution (CVAE) based on the added value resulting from the statutory accounts

The Group booked the professional tax as an operating cost at December 31, 2009, with no change relative to previous years and is currently studying the different offered options before adopting a definitive position in 2010 on the treatment of these contributions.

#### 1.18. Income taxes

Deferred taxes are calculated at the tax rates passed or nearly passed at the year-end and in force when assets are sold or liabilities are settled.

Deferred taxes are calculated, based on an analysis of the balance sheet, on timing differences identified in the Group's subsidiaries and joint ventures between the values recognized on the consolidated balance sheet and the values of assets and liabilities for tax purposes.

Deferred taxes are calculated for all timing differences, including those on restatement of finance leases, except when the timing difference results from goodwill.

Deferred tax assets and liabilities are netted out at the level of each company. When the net amount represents a receivable, a deferred tax asset is recognized if it is probable that the company will generate future taxable income against which to allocate the unused tax losses.

#### 1.19. Segment information

In accordance with IFRS 8 "Operating segments" (applied by the Group since the January 1, 2009 in the place of the IAS 14 Standard), segment information provided in Note 26 is based on information taken from the internal reporting, both for the operating segments and the indicators disclosed. This infor-

mation is used internally by the Group Management responsible for implementing the strategy defined by the President of the Board for measuring the Group's operating performance and for allocating the capital expenditure and the resources to the business sectors and geographical areas.

Application of IFRS 8 has had no significant impact on the Group's segment information, since the segments determined in accordance with IFRS 8 correspond to those of the primary level previously identified under IAS 14. They comprise the 3 segments in which the Vicat Group operates: Cement, Concrete & Aggregates and Other Products and Services.

The indicators disclosed were adapted in order to be consistent with those used by the management, while complying with IFRS 8 information requirements: operating and consolidated net sales, EBITDA and EBIT (cf. § 1.20), total non-current assets, Capital employed (cf. § 26), industrial investments, Net depreciation and amortization charges and average number of employees.

The information concerning geographical areas required by IFRS 8 is communicated according to the same geographical segmentation as for the geographical sectors under IAS14 for the secondary level.

The management data used to assess operating segment performance is prepared in accordance with the IFRS principles applied by the Group in its consolidated financial statements.

#### 1.20. Financial indicators

The following financial performance indicators are used by the Group, as by other industrial players and notably in the building materials segment, and presented with the income statement:

**Added value:** the value of production less the cost of goods and services purchased.

Gross operating earnings: added value less expenses of personnel, taxes and duties (except income taxes and deferred taxes), plus grants and subsidies. **EBITDA** (Earnings Before Interest, Tax, Depreciation and Amortization): adding up gross operating earnings and other ordinary income (expense).

**EBIT:** (Earnings Before Interest and Tax): adding up EBITDA and depreciation, amortization and operating provisions.

#### 1.21. Seasonality

Demand is seasonal in the Cement, Ready-Mixed Concrete and Aggregates sectors, tending to decrease in winter in temperate countries and during the rainy season in tropical countries. The Group therefore generally records lower sales in the first and fourth quarters i.e. the winter season in the principal Western European and North American markets. In the second and third quarters, in contrast, sales are higher, due to the summer season being more favorable for construction work.

# NOTE 2 CHANGES IN SCOPE AND OTHER SIGNIFICANT EVENTS

The 2009 financial year was characterized by a particularly difficult global macroeconomic and financial situation. In this context, the Vicat Group achieved a strong performance in 2009, demonstrating its financial sustainability. During the year, the Group completed the refinancing of a significant part of its bilateral and syndicated credit lines under favorable terms given the circumstances, extending the average maturity of its debts and at the same time strengthening its balance sheet liquidity and financial flexibility.

#### NOTE 3 GOODWILL

The change in the net goodwill by business sector is analyzed in the table below:

|  | Cement  | Concrete and aggregates | Other products<br>and services | Total    |
|--|---------|-------------------------|--------------------------------|----------|
|  |         |                         |                                |          |
| At December 31, 2007                       | 415,129 | 118,490                 | 14,672                         | 548,291  |
| Acquisitions / Additions (1)               | 36,038  | 71,016                  |                                | 107,054  |
| Disposals / Decreases                      |         | (75)                    |                                | (75)     |
| Change in foreign exchange rates and other | 5,913   | 8,586                   | 1,132                          | 15,631   |
| At December 31, 2008                       | 457,080 | 198,017                 | 15,804                         | 670,901  |
| Acquisitions / Additions (2)               | 11,156  | 907                     | 4                              | 12,067   |
| Disposals / Decreases                      |         | (68)                    | (17)                           | (85)     |
| Change in foreign exchange rates and other | (5,667) | (6,005)                 | 13                             | (11,659) |
| At December 31, 2009                       | 462,569 | 192,851                 | 15,804                         | 671,224  |

<sup>&</sup>lt;sup>(1)</sup> the increase in goodwill during 2008 resulted mainly from:

#### Impairment test on goodwill:

In accordance with IFRS 3 and IAS 36, at the end of each year and in the event of any evidence of impairment, goodwill is subject to an impairment test using the method described in notes 1.4. and 1.11.

The discount rates adopted for these tests are as follows:

| (%)  | France | Europe<br>(excluding<br>France) | U.S.A. | Turkey | West Africa<br>and the<br>Middle East |
|------|--------|---------------------------------|--------|--------|---------------------------------------|
| 2009 | 7.48   | 8.88 to 8.95                    | 9.41   | 10.51  | 10.51                                 |
| 2008 | 7.00   | 7.00                            | 7.00   | 7.75   | 8.25                                  |

The impairment tests carried out in 2009 and 2008 did not result in the recognition of any impairment with respect to goodwill.

At December 31, 2009, impairment tests were the subject of sensitivity tests based on a discount rate increased by 1%. A rise of 1% would have the effect of generating recoverable values lower than the net book value for certain cash generating units. The corresponding amount is 63 million euros.

<sup>-</sup> for the cement sector, the acquisition of 65 % of the Mauritanian company BSA Ciment,

<sup>-</sup> for the Concrete and Aggregates sector, the acquisition of the Walker group in the United States.

<sup>&</sup>lt;sup>(2)</sup> the increase in goodwill during 2009 resulted mainly from additional investments made in 2009 in application of the shareholders' agreement concluded in connection with the formation of a joint venture with the Indian cement company Sagar Cements, the objective of which is the construction of a greenfield cement plant in India.

#### NOTE 4 OTHER INTANGIBLE ASSETS

Other intangible assets are broken down by type as follows:

| (in thousands of euros)                 | December 31, 2009 | December 31, 2008 |
|---|-------------------|-------------------|
| Concessions, patents and similar rights | 48,161            | 20,832            |
| Software                                | 4,395             | 2,365             |
| Other intangible assets                 | 21,912            | 20,392            |
| Intangible assets in progress           | 16                | 11                |
| Other intangible assets                 | 74,484            | 43,600            |

Net other intangible assets amounted to 74,484 thousand euros at December 31, 2009 compared with 43,600 thousand euros one year earlier. The change during 2009 was due primarily to (4,754) thousand euros in amortization expense, 17,654 thousand euros on acquisitions and 5,318 euros in changes in consolidation scope, and the balance resulting from reclassifications, changes in foreign exchange rates and disposals.

At December 31, 2008, net other intangible assets amounted to 43,600 thousand euros compared with

29,262 at December 31, 2007. The change during 2008 was due primarily to (3,801) thousand euros in amortization expense, 16,337 thousand euros on acquisitions, changes in consolidation scope of 12 thousand euros, and the balance resulting from reclassifications, changes in foreign exchange rates and disposals.

Research and Development costs recorded as expenditure in 2009 amount to 1,757 thousand euros (2,113 in 2008).

# NOTE 5 PROPERTY, PLANT AND EQUIPMENT

Other intangible assets break down by type as follows:

| <b>Gross values</b> (in thousands of euros) | Land &<br>buildings | Industrial<br>equipment | Other property,<br>plant and<br>equipment | Fixed assets<br>work- in-<br>progress and<br>advances/down<br>payments | Total     |
|---|---------------------|-------------------------|---|--|-----------|
| At December 31, 2007                        | 662,905             | 1,827,413               | 124,324                                   | 171,338  | 2,785,980 |
| Acquisitions                                | 46,275              | 76,139                  | 21,654                                    | 162,072  | 306,140   |
| Disposals                                   | (5,499)             | (20,670)                | (9,803)                                   | (909)  | (36,881)  |
| Changes in consolidation scope              | 721                 | 15,214                  | 2,741                                     | 15,471   | 34,147    |
| Change in foreign exchange rates            | 2,843               | (31,123)                | 3,548                                     | 6,895  | (17,837)  |
| Other movements                             | 18,351              | 55,855                  | 1,456                                     | (76,438)   | (776)     |
| At December 31, 2008                        | 725,596             | 1,922,828               | 143,920                                   | 278,429  | 3,070,773 |
| Acquisitions                                | 24,490              | 56,196                  | 8,934                                     | 165,865  | 255,485   |
| Disposals                                   | (5,632)             | (29,568)                | (8,972)                                   | (221)  | (44,393)  |
| Changes in consolidation scope              | 2,150               | 1,057                   | 18  | 1,482  | 4,707     |
| Change in foreign ex-<br>change rates       | (7,377)             | (19,227)                | (1,079)                                   | (9,971)  | (37,654)  |
| Other movements                             | 59,391              | 210,321                 | 1,677                                     | (270,814)  | 575       |
| At December 31, 2009                        | 798,618             | 2,141,607               | 144,498                                   | 164,770  | 3,249,493 |

| Depreciation and impairment (in thousands of euros) | Land &<br>buildings | Industrial<br>equipment | Other property,<br>plant and<br>equipment | Fixed assets<br>work- in-<br>progress and<br>advances/down<br>payments | Total       |
|---|---------------------|-------------------------|---|--|-------------|
| At December 31, 2007                                | (255,864)           | (942,412)               | (87,598)                                  | (45)   | (1,285,919) |
| Increase  | (22,866)            | (95,556)                | (12,722)                                  | (8)  | (131,152)   |
| Decrease  | 2,226               | 18,190                  | 8,941                                     | 46   | 29,401      |
| Changes in consolidation scope                      | (249)               | (661)                   | (395)                                     |  | (1,305)     |
| Change in foreign exchange rates                    | (1,239)             | 17,789                  | (1,896)                                   | (1)  | 14,654      |
| Other movements                                     | 261                 | 1,269                   | (332)                                     |  | 1,198       |
| At December 31, 2008                                | (277,731)           | (1,001,381)             | (94,002)                                  | (8)  | (1,373,123) |
| Increase  | (25,783)            | (105,318)               | (13,358)                                  |  | (144,459)   |
| Decrease  | 4,790               | 27,810                  | 8,221                                     |  | 40,821      |
| Changes in consolidation scope                      | (523)               | (383)                   | (16)                                      |  | (922)       |
| Change in foreign exchange rates                    | 1,767               | 8,722                   | 2   |  | 10,491      |
| Other movements                                     | 87                  | (117)                   | 27  | 8  | 5           |
| At December 31, 2009                                | (297,393)           | (1,070,667)             | (99,126)                                  |  | (1,467,186) |
| Net book value at<br>December 31, 2008              | 447,865             | 921,447                 | 49,918                                    | 278,421  | 1,697,650   |
| Net book value at<br>December 31, 2009              | 501,225             | 1,070,940               | 45,372                                    | 164,770  | 1,782,307   |

Fixed assets work-in-progress amounted to 136 millions euros at December 31, 2009 (202 million euros at December 31, 2008) and advances /down payments on plant, property and equipment represented 29 million euros at December 31, 2009 (77 million euros at December 31, 2008). For the record, the overall increase of more than 107 million euros in these items from 2007 to 2008 was related to the continuation in 2008 of the "Performance 2010" industrial investment program, particularly in France,

Turkey, Senegal and Egypt. These programs were intended primarily to increase production capacities, particularly in France, Turkey, Egypt, Senegal and the United States.

Contractual commitments to acquire tangible and intangible assets amounted to 70 million euros at December 31, 2009 (151 million euros at December 31, 2008).

# NOTE 6 FINANCE AND OPERATING LEASES

# Net book value by category of asset:

| (in thousands of euros)  | 2009  | 2008  |
|--|-------|-------|
| Industrial equipment   | 5,822 | 5,717 |
| Other plant, property and equipment  | 1,721 | 2,887 |
| Tangible assets  | 7,543 | 8,604 |
| Minimum payment schedule:  |       |       |
| Less than 1 year   | 4,258 | 4,679 |
| 1 to 5 years   | 4,087 | 4,674 |
| More than 5 years  | -     | -     |
| Total  | 8,345 | 9,353 |
| Minimum payment schedule:  Less than 1 year  1 to 5 years  More than 5 years | 4,087 |       |

# **NOTE 7 INVESTMENT PROPERTIES**

| (in thousands of euros)                       | Gross values | Depreciation<br>& Impairment | Net values |
|---|--------------|------------------------------|------------|
| At December 31, 2007                          | 33,278       | (14,369)                     | 18,909     |
| Acquisitions                                  | 213          |                              | 213        |
| Disposals                                     | (314)        | 92                           | (222)      |
| Depreciation                                  |              | (150)                        | (150)      |
| Changes in foreign exchange rates             | 1,596        | (322)                        | 1,274      |
| Changes in consolidation scope and other      | 22           | (22)                         | -          |
| At December 31, 2008                          | 34,795       | (14,771)                     | 20,024     |
| Acquisitions                                  | 85           |                              | 85         |
| Disposals                                     | (1,106)      |                              | (1,106)    |
| Depreciation                                  |              | (249)                        | (249)      |
| Changes in foreign exchange rates             | (3)          | (5)                          | (8)        |
| Changes in consolidation scope and other      | 480          | (20)                         | 460        |
| At December 31, 2009                          | 34,251       | (15,045)                     | 19,206     |
| Fair value of investment properties at Decemb | er 31, 2008  |                              | 58,168     |
| Fair value of investment properties at Decem  | ber 31, 2009 |                              | 58,216     |

Rental income from investment properties amounted to 2.6 million euros at December 31, 2009 (3.2 million euros at December 31, 2008).

# NOTE 8 INVESTMENTS IN ASSOCIATED COMPANIES

(in thousands of euros)

| Change in investments in associated companies:              | 2009   | 2008   |
|---|--------|--------|
| At January 1  | 10,059 | 8,680  |
| Earnings from associated companies                          | 1,021  | 338    |
| Dividends received from investments in associated companies | (135)  | (936)  |
| Changes in consolidation scope (1)                          | 26,060 | 1,033  |
| Changes in foreign exchange rates and other                 | (426)  | 944    |
| At December 31  | 36,579 | 10,059 |

 $<sup>^{(1)}</sup>$  Changes in consolidation scope in 2009 are related to the inclusion of Sodicapéi and Sinai White Cement.

#### NOTE 9 RECEIVABLES AND OTHER NON-CURRENT ASSETS

| (in thousands of euros)                             | <b>Gross values</b> | Impairment | Net values |
|---|---------------------|------------|------------|
| At December 31, 2007                                | 84,804              | (1,773)    | 83,031     |
| Acquisitions / Increases                            | 28,609              | (1,122)    | 27,487     |
| Disposals / Decreases                               | (20,730)            | 65         | (20,665)   |
| Changes in consolidation scope                      | 4,141               |            | 4,141      |
| Changes in foreign exchange rates                   | 2,775               | 80         | 2,855      |
| Other   | (2,252)             |            | (2,252)    |
| At December 31, 2008                                | 97,347              | (2,750)    | 94,597     |
| Acquisitions / Increases                            | 14,338              | (306)      | 14,032     |
| Disposals / Decreases                               | (4,193)             | 552        | (3,641)    |
| Changes in consolidation scope                      | (29,992)            |            | (29,992)   |
| Changes in foreign exchange rates                   | (290)               |            | (290)      |
| Other   | (6,319)             |            | (6,319)    |
| At December 31, 2009                                | 70,891              | (2,504)    | 68,387     |
| including:  |                     |            |            |
| - investments in affiliated companies               | 17,033              | (677)      | 16,356     |
| - long term investments                             | 1,766               | (411)      | 1,355      |
| - loans and receivables <sup>(1)</sup>              | 45,244              | (1,416)    | 43,828     |
| - assets of employee post-employment benefits plans | 6,848               |            | 6,848      |
| At December 31, 2009                                | 70,891              | (2,504)    | 68,387     |

<sup>(1)</sup> including 4,873 thousand euros in a money market fund backed by a liquidity contract entered into by Vicat with Crédit Agricole Cheuvreux, and 4 million euros in payments due from insurers in relation to the damage occurred in 2006 as described in Note 15.

Regarding the Kazakh company, Mynaral, a put option has been granted by the Group to IFC for 10 % of the company's capital. This option, which can be exercised in 4 years at the earliest, will be assessed, at that time, based on an expert valua-

tion. As of December 31, 2009, this commitment cannot be evaluated, given the above time period and the fact that the greenfield project has not been yet completed, and therefore, is not recorded in the year-end financial statements.

# NOTE 10 INVENTORIES AND WORK-IN-PROGRESS

|                                      | 2009    |            |         | 2008    |            |         |
|--------------------------------------|---------|------------|---------|---------|------------|---------|
| (in thousands of euros)              | Gross   | Provisions | Net     | Gross   | Provisions | Net     |
| Raw materials and consumables        | 211,089 | (5,970)    | 205,119 | 219,803 | (4,640)    | 215,163 |
| Work-in-progress, finished goods and |         |            |         |         | •          |         |
| goods for sale                       | 91,181  | (1,160)    | 90,021  | 98,580  | (1,287)    | 97,293  |
| Total                                | 302,270 | (7,130)    | 295,140 | 318,383 | (5,927)    | 312,456 |

# NOTE 11 RECEIVABLES

| Trade   | for<br>Trade                     |   |                                  |  |           |   |                                     |
|---|----------------------------------|---|----------------------------------|--|-----------|---|-------------------------------------|
| and other recei- (in thousands of euros) vables | and<br>other<br>recei-<br>vables | Net<br>trade<br>and<br>other re-<br>ceivables | Other<br>tax<br>recei-<br>vables | Social<br>security-<br>related<br>recei-<br>vables | Other re- | Provisions<br>for<br>Other re-<br>ceivables | Net total<br>Other re-<br>ceivables |
| <b>At December 31, 2007</b> 418,139 (1          | 1,631)                           | 406,508                                       | 34,383                           | 5,230  | 49,809    | (2,974)                                     | 86,448                              |
| Increases (                                     | 6,458)                           | (6,458)                                       |                                  |  |           | (49)  | (49)                                |
| Uses  | 2,223                            | 2 223   |                                  |  |           | 165   | 165                                 |
| Reversal of unused provision                    |                                  | -   |                                  |  |           |   | -                                   |
| Changes in foreign exchange rates (2,296)       | 478                              | (1,818)                                       | (946)                            | 214  | 615       |   | (117)                               |
| Changes in consolidation scope 3,939            | (507)                            | 3,432   | 2,602                            | 50   | 439       |   | 3,092                               |
| Other movements (35,223)                        | (2)                              | (35,225)                                      | 976                              | 1,630  | 1,952     | (53)  | 4,505                               |
| <b>At December 31, 2008</b> 384,559 (1          | 5,897)                           | 368,662                                       | 37,016                           | 7,124  | 52,816    | (2,911)                                     | 94,044                              |
| Increases (                                     | 6,787)                           | (6,787)                                       |                                  |  |           | (149)                                       | (149)                               |
| Uses  | 5,286                            | 5,286   |                                  |  |           | 212   | 212                                 |
| Changes in foreign exchange rates (911)         | 169                              | (742)   | (818)                            | 26   | (107)     |   | (899)                               |
| Changes in consolidation scope 3,133            | (29)                             | 3,104   | 186                              |  | 1,144     |   | 1,330                               |
| Other movements (49,109)                        | 124                              | (48,985)                                      | 6,025                            | (3,549)  | 6 271     |   | 8,747                               |
| <b>At December 31, 2009</b> 337,672 (1          | 7,134)                           | 320,538                                       | 42,409                           | 3,601  | 60,124    | (2,848)                                     | 103,285                             |
| including matured at December 31, 2             | 009                              |   |                                  |  |           |   |                                     |
| - for less than<br>3 months 44,041 (            | 3,182)                           | 40,859  | 13,813                           | 580  | 28,311    | (1,190)                                     | 41,514                              |
| - for more than<br>3 months 27,304 (1           | 3,627)                           | 13,677  | 12,112                           | 1  | 370       | (7)   | 12,476                              |
| including not matured at December 3:            | 1, 2009                          |   | •••••                            |  | •         | •   |                                     |
| - less than one year 263,487                    | (156)                            | 263,331                                       | 13,380                           | 1,903  | 20,455    | (1,066)                                     | 34,672                              |
| - more than one year 2,840                      | (169)                            | 2,671   | 3,104                            | 1,117  | 10,988    | (585)                                       | 14,623                              |

#### **NOTE 12 CASH AND CASH EQUIVALENTS**

| (in thousands of euros)   | 2009    | 2008    |
|---------------------------|---------|---------|
| Cash                      | 56,648  | 89,276  |
| Marketable securities     | 178,060 | 20,282  |
| Cash and cash equivalents | 234,708 | 109,558 |

#### **NOTE 13 COMMON STOCK**

Vicat share capital is composed of 44,900,000 fully paid-up ordinary shares of 4 euros, including 1,083,443 treasury shares at December 31, 2009 (1,367,979 at December 31, 2008) acquired under the share buy-back programs approved by the Ordinary General Meetings, and through Heidelberg Cement's disposal of its 35 % stake in Vicat in 2007.

These are registered shares or bearer shares, at the shareholder's option. Voting rights attached to shares are proportional to the share of the capital which they represent and each share gives the right to one vote, except in the case of fully paid-up shares registered for at least 4 years in the name of the same shareholder, to which two votes are assigned.

The dividend paid in 2009 in respect of 2008 amounted to 1.50 euro per share, amounting to a total amount of 67,350 thousand euros, compared with 1.50 euro per share paid in 2008 in respect of 2007 and amounting to a total amount of 70,157 thousand euros. The dividend proposed by the Board of directors to the Ordinary General Meeting for 2009 amounts to 1.50 euro per share, totaling 67,350 thousand euros.

In the absence of any dilutive instrument, diluted earnings per share are identical to basic earnings per share, and are obtained by dividing the Group's net income by the weighted average number of Vicat ordinary shares outstanding during the year.

#### NOTE 14 EMPLOYEE BENEFITS

# Analysis of provisions by type of commitment

| (in thousands of euros)                     | 2009   | 2008   |
|---|--------|--------|
| Pension plans and termination benefits (TB) | 23,898 | 21,086 |
| Other post-employment benefits              | 20,192 | 21,142 |
| Total                                       | 44,090 | 42,228 |

#### Assets and liabilities recognized in the balance sheet

|                                      | 2009                       |                   |           | 2008                       |                   |           |
|--------------------------------------|----------------------------|-------------------|-----------|----------------------------|-------------------|-----------|
| (in thousands of euros)              | Pension<br>plans<br>and TB | Other<br>benefits | Total     | Pension<br>plans<br>and TB | Other<br>benefits | Total     |
| Present value of funded liabilities  | 260,206                    | 29,582            | 289,788   | 259,119                    | 25,833            | 284,952   |
| Fair value of plan assets            | (244,991)                  |                   | (244,991) | (225,457)                  |                   | (225,457) |
| Net value                            | 15,215                     | 29,582            | 44,797    | 33,662                     | 25,833            | 59,495    |
| Net unrecognized actuarial variances | (9,517)                    | (8,372)           | (17,889)  | (37,794)                   | (4,660)           | (42,454)  |
| Unrecognized past service costs      | (15)                       | 16                | 1         | (35)                       | (9)               | (44)      |
| Net recognized assets                | 10,333                     |                   | 10,333    | 18,370                     |                   | 18,370    |
| Net liabilities                      | 16,016                     | 21,226            | 37,242    | 14,204                     | 21,163            | 35,367    |

# Analysis of net annual expense

|   |                            | 2009              |          |                            | 2008              |          |  |  |
|---|----------------------------|-------------------|----------|----------------------------|-------------------|----------|--|--|
| (in thousands of euros)                     | Pension<br>plans<br>and TB | Other<br>benefits | Total    | Pension<br>plans<br>and TB | Other<br>benefits | Total    |  |  |
| Current service costs                       | (6,732)                    | (559)             | (7,291)  | (6,172)                    | (561)             | (6,733)  |  |  |
| Financial cost                              | (12,620)                   | (1,577)           | (14,197) | (12,601)                   | (1,300)           | (13,901) |  |  |
| Expected return on plan assets              | 11,433                     |                   | 11,433   | 12,401                     |                   | 12,401   |  |  |
| Recognized actuarial variations in the year | (1,399)                    | (256)             | (1,655)  | (60)                       | (223)             | (283)    |  |  |
| Recognized past service costs               | (21)                       | (26)              | (47)     | (511)                      | (24)              | (535)    |  |  |
| Expense for the period                      | (9,339)                    | (2,418)           | (11,757) | (6,943)                    | (2,108)           | (9,051)  |  |  |

# Change in financial assets used to hedge the plan

|  |                            | 2009                    | 2008                       |                         |  |
|--|----------------------------|-------------------------|----------------------------|-------------------------|--|
| (in thousands of euros)                  | Pension<br>plans<br>and TB | Other<br>benefits Total | Pension<br>plans<br>and TB | Other<br>benefits Total |  |
| Fair value of assets at January 1        | 225,457                    | - 225,457               | 234,095                    | - 234,095               |  |
| Expected return on assets                | 11,433                     | 11,433                  | 12,400                     | 12,400                  |  |
| Contributions paid in                    | 9,459                      | 9,459                   | 9,548                      | 9,548                   |  |
| Translation differences                  | (395)                      | (395)                   | 22,640                     | 22,640                  |  |
| Benefits paid                            | (13,822)                   | (13,822)                | (7,655)                    | (7,655)                 |  |
| Changes in consolidation scope and other | -                          | -                       | (850)                      | (850)                   |  |
| Actuarial gain (losses)                  | 12,859                     | 12,859                  | (44,721)                   | (44,721)                |  |
| Fair value of assets at December 31      | 244,991                    | - 244,991               | 225,457                    | - 225,457               |  |

# Change in net liabilities

|                               | 2009                       |   |         | 2008                       |                   |         |  |
|-------------------------------|----------------------------|---|---------|----------------------------|-------------------|---------|--|
| (in thousands of euros)       | Pension<br>plans<br>and TB | Other benefits                          | Total   | Pension<br>plans<br>and TB | Other<br>benefits | Total   |  |
| Net liability at January 1    | 14,222                     | 21,145                                  | 35,367  | 16,873                     | 19,143            | 36,016  |  |
| Expense for the period        | 9,339                      | 2,418                                   | 11,757  | 6,943                      | 2,108             | 9,051   |  |
| Contributions paid in         | (5,859)                    |   | (5,859) | (6,133)                    |                   | (6,133) |  |
| Translation differences       | (56)                       | (726)                                   | (782)   | (1,448)                    | 1,154             | (294)   |  |
| Benefits paid by the employer | (1,668)                    | (1 611)                                 | (3,279) | (1,997)                    | (1,260)           | (3,257) |  |
| Change in consolidation scope |                            |   | -       | 24                         | •                 | 24      |  |
| Other                         | 38                         | *************************************** | 38      | (40)                       |                   | (40)    |  |
| Net liability at December 31  | 16,016                     | 21,226                                  | 37,242  | 14,222                     | 21,145            | 35,367  |  |

#### Principal actuarial assumptions

|                                    |      | France         | Europe<br>(excluding<br>France) | U.S.A.         | Turkey,<br>Kazakhstan<br>and India | West Africa<br>and the<br>Middle East |
|------------------------------------|------|----------------|---------------------------------|----------------|------------------------------------|---------------------------------------|
| Discount rate                      |      |                |                                 |                |                                    |                                       |
|                                    | 2009 | 5.3 %          | 3.3 % to 5.3 %                  | 6.0 %          | 12.0 %                             | 5.0 % to 9.0 %                        |
|                                    | 2008 | 5.7 %          | 3.4 % to 5.8 %                  | 6.3 %          | 11.0 %                             | 5.5 % to 11.0 %                       |
| Rate of return on financial assets |      |                |                                 |                |                                    |                                       |
|                                    | 2009 | 4.0 %          | 4.4 %                           | 8.5 %          | •                                  |                                       |
|                                    | 2008 | 4.8 %          | 4.7 %                           | 8.5 %          |                                    |                                       |
| Wage inflation                     |      |                |                                 |                |                                    |                                       |
|                                    | 2009 | 2.5 % to 4.0 % | 1.5 % to 3.0 %                  | 0.0 % to 3.0 % | 5.5 %                              | 4.0 % to 8.0 %                        |
|                                    | 2008 | 2.5 % to 3.5 % | 1.5 % to 3.0 %                  | 0.0 % to 3.5 % | 5.0 %                              | 4.0 % to 8.0 %                        |
| Rate of increase in medical costs  | •    | -              | •                               | -              |                                    |                                       |
|                                    | 2009 |                | •                               | 4.5 % to 7.0 % |                                    |                                       |
|                                    | 2008 | •              | •                               | 4.5 % to 6.5 % |                                    |                                       |

The weight of the various asset categories in the portfolio of plan asset at December 31, 2009 is analyzed as follows:

| (in %)       | December 31, 2009 |
|--------------|-------------------|
| Stocks       | 27                |
| Bonds        | 28                |
| Real estate  | 18                |
| Money market | 7                 |
| Other        | 20                |
| Total        | 100               |

The sensitivity of the defined benefit obligation at December 31, 2009 corresponding to a variation of  $\pm$  25 basis points in the discount rate is (7.6) and 7.9 million euros respectively.

In addition, the sensitivity of the value of hedging assets at December 31, 2009 corresponding to a variation of  $\pm$  100 basis points in the rate of re-

turn of financial assets is 2.7 and (2.7) million euros respectively.

The estimated rate of change in medical costs used in calculating commitments related to post-employment benefits has a direct impact on the evaluation of some of these commitments. The effect of a one-percentage-point variation in this rate of change in medical costs would be as follows:

| (in thousands of euros)                     | 1 % increase | 1 % decrease |
|---|--------------|--------------|
| Increase (decrease) in the present value    |              |              |
| of the liabilities at December 31, 2009     | 3,518        | (2,928)      |
| Increase (decrease) in the service cost and | -            |              |
| in the financial cost                       | 279          | (350)        |

The amounts for 2009 and the four previous years of the present value of the defined benefit obligation, the fair value of the plan assets, the surplus or deficit in the plan and the experience adjustments are the following:

| (in thousands of euros)  | Dec. 2009 | Dec. 2008 | Dec. 2007 | Dec. 2006 | Dec. 2005 |
|--|-----------|-----------|-----------|-----------|-----------|
| Defined benefit obligation                                     | (289,788) | (284,952) | (250,415) | (254,895) | (256,247) |
| Fair value of the plan assets                                  | 244,991   | 225,457   | 234,095   | 227,518   | 219,207   |
| Surplus (deficit) in the plan                                  | (44,797)  | (59,495)  | (16,320)  | (27,377)  | (37,040)  |
| Adjustments related to the experience of measuring commitment  | (2,999)   | (1,875)   | (4,999)   | 3,289     | 901       |
| Adjustments related to the experience of measuring plan assets | 3,553     | (45,511)  | (3,491)   | 7,322     | 1,767     |

#### **NOTE 15 OTHER PROVISIONS**

| (in thousands of euros)           | Restoration of sites | Demolitions | Other risks                  | Other costs | Total    |
|-----------------------------------|----------------------|-------------|------------------------------|-------------|----------|
| At December 31, 2007              | 25,871               | 1,945       | 78,283                       | 6,962       | 113,061  |
| Increases                         | 4,032                | 5           | 9,585                        | 1,173       | 14,795   |
| Uses                              | (2,203)              | (760)       | (17,605)                     | (1,715)     | (22,283) |
| Reversal of unused provisions     | (488)                | (506)       | (3,632)                      | (452)       | (5,078)  |
| Changes in foreign exchange rates | 1,560                | 136         | 576                          | 285         | 2,557    |
| Changes in consolidation scope    |                      |             | 6                            | 21          | 27       |
| Other movements                   | 12                   | -           | (11,382)                     | 43          | (11,327) |
| At December 31, 2008              | 28,784               | 820         | <sup>(1)</sup> 55,831        | 6,317       | 91,752   |
| Increases                         | 2,799                | 19          | 16,969                       | 7,400       | 27,187   |
| Uses                              | (2,702)              | (66)        | (7,400)                      | (2,017)     | (12,185) |
| Reversal of unused provisions     |                      | (81)        | (1,792)                      |             | (1,873)  |
| Changes in foreign exchange rates | 40                   | (2)         | (262)                        | (34)        | (258)    |
| Changes in consolidation scope    |                      |             |                              |             | -        |
| Other movements                   | 2,020                |             | (9,678)                      | (1,298)     | (8,956)  |
| At December 31, 2009              | 30,941               | 690         | <sup>(1)</sup> <b>53,668</b> | 10,368      | 95,667   |
| of which less than one year       |                      |             | 6,918                        | 1,251       | 8,169    |
| of which more than one year       | 30,941               | 690         | 46,750                       | 9,117       | 87,498   |

| Impact (net of charges incurred) on 2009 income statement: | Increases | Write-backs<br>without use |
|--|-----------|----------------------------|
| Operating income   | 12,676    | (1,801)                    |
| Non operating income (expense)                             | 14,511    | (72)                       |

<sup>(1)</sup> At December 31, 2009, other risks included:

<sup>-</sup> an amount of 29.1 million euros (31.2 million euros at December 31, 2008) corresponding to the current estimate of gross expected costs for repair of damage that occurred in 2006 following deliveries of concrete mixtures and concrete made in 2004 whose sulfate content exceeded applicable standards. This amount corresponds to the current estimate of the Group's pro rata share of liability for repair of identified damages before the residual insurance indemnity of 4 million euros recognized in non-current assets on the balance sheet - note 9 (13.7 million euros at December 31, 2008 - Note 9).

<sup>-</sup> an amount of 4.5 million euros, identical to that at December 31, 2008, to face the decision of the French Office of Fair Trade "O.F.T." (Conseil de la Concurrence) sanctioning the Group for a presumed collusion in Corsica, after reduction of the penalty following the decision of the Court of Appeal. The company appealed this judgment before the highest court of appeal which partially rejected it in July 2009.

<sup>-</sup> an amount of 6.7 million euros (6.5 million euros at December 31, 2008) corresponding to the estimated amount of the deductible at year-end relating to claims in the United States in the context of work accidents and which will be covered by the Group.

<sup>-</sup> The remaining amount of other provisions amounting to about 13.4 million euros at December 31, 2009 (13.6 million euros at December 31, 2008) corresponds to the sum of other provisions that, taken individually, are not material.

# **NOTE 16 FINANCIAL LIABILITIES**

# Analysis of debt by category and maturity

| <b>2009</b> (in thousands of euros)                      | Total   | 2 010   | 2 011   | 2 012  | 2 013   | 2 014   | More than<br>5 years |
|--|---------|---------|---------|--------|---------|---------|----------------------|
| Bank borrowings and financial liabilities                | 790,877 | 145,861 | 98,930  | 35,431 | 124,897 | 251,681 | 134,077              |
| Other borrowings and financial liabilities               | 15,855  | 4,955   | 6,097   | 3,509  | 332     | 459     | 503                  |
| Financial liability on fixed assets under finance leases | 7,873   | 3,699   | 2,571   | 1,094  | 418     | 91      |                      |
| Current bank lines and overdrafts                        | 72,741  | 72,741  |         |        |         |         | •••••                |
| Financial liabilities                                    | 887,346 | 227,256 | 107,598 | 40,034 | 125,647 | 252,231 | 134,580              |
| of which commercial paper                                | 136,000 |         |         |        |         | 136,000 |                      |

Financial liabilities at less than one year are mainly comprised of bank overdrafts and the first repayment of the PPUS.

| 2008 (in thousands of euros)                             | Total   | 2 009  | 2 010   | 2 011  | 2 012  | 2 013   | More than<br>5 years |
|--|---------|--------|---------|--------|--------|---------|----------------------|
| Bank borrowings and financial liabilities                | 722,427 | 38,045 | 396,487 | 42,421 | 11,480 | 113,335 | 120,659              |
| Other borrowings and financial liabilities               | 26,327  | 4,716  | 18,910  | 240    | 253    | 520     | 1,688                |
| Financial liability on fixed assets under finance leases | 8,556   | 4,077  | 2,547   | 1,290  | 511    | 131     |                      |
| Current bank lines and overdrafts                        | 30,062  | 30,062 | •       | •      |        |         |                      |
| Financial liabilities                                    | 787,372 | 76,900 | 417,944 | 43,951 | 12,244 | 113,986 | 122,347              |
| of which commercial paper                                | 58,000  |        | 58,000  |        |        |         |                      |

# Analysis of debt by currency and type of interest rate

| By currency (net of currency swaps) | 2 009   | 2 008   |
|-------------------------------------|---------|---------|
| Euros                               | 642,591 | 609,963 |
| U.S. dollars                        | 122,978 | 87,571  |
| Turkish new liras                   | 53,141  | 4,120   |
| CFA francs                          | 59,040  | 62,969  |
| Swiss francs                        | 1,615   | 5,021   |
| Mauritanian Ouguiya                 | 7,981   | 17,728  |
| Total                               | 887,346 | 787,372 |
| By interest rate                    | 2 009   | 2 008   |
| Fixed rate                          | 230,031 | 249,839 |
| Floating rate                       | 657,315 | 537,533 |
| Total                               | 887,346 | 787,372 |
|                                     |         |         |

The average interest rate for gross financial liabilities at December 31, 2009 was 3.73 %. It was 5.3 % at December 31, 2008.

#### **NOTE 17 FINANCIAL INSTRUMENTS**

#### Foreign exchange risk

The Group's activities are carried out by subsidiaries operating almost entirely in their own country and local currency. This limits the Group's exposure to foreign exchange risk. These companies' imports and exports denominated in currencies other than their own local currency are generally hedged by forward currency purchases and sales. The foreign exchange risk on intercompany loans is hedged by the companies when the borrowing is denominated in a currency other than their currency of account.

The table below sets out the breakdown of the total amount of Group's assets and liabilities denominated in foreign currencies, primarily in U.S. dollars, as at December 31, 2009:

| (millions)                                    | USD     | Euros  | Swiss<br>franc |
|---|---------|--------|----------------|
| Assets  | 128.6   | 13.3   | 28.0           |
| Liabilities and off-balance sheet commitments | (658.4) | (20.2) |                |
| Net position before risk management           | (529.8) | (6.9)  | 28.0           |
| Hedging instruments                           | 386.9   | 5.2    | (28.0)         |
| Net position after risk management            | (142.9) | (1.7)  |                |

The Euros position does not include a loan of 20 million euros granted to Sococim Industries in which the functional currency is the CFA Franc, which has fixed parity with the euro.

The net position after risk management includes a 125 million dollars loan to Kazakhstan, for which there is no hedge market.

The hypothetical loss on the net currency position arising from an unfavorable and uniform change of one centime of the operating currency against the U.S. dollar, would amount to a loss of 1.1 million euros (including 0.9 million euros for the Kazakhstan loan).

Moreover, the principal and interest due on a loan originally issued by the Group in U.S. dollars (400 million US Dollars) were converted into euros through a series of cross currency swaps, included in the portfolio presented below.

#### Interest rate risk

All floating rate debt is hedged through the use of caps on original maturities of 2, 3, 5, 10 and 12 years and of swaps on original maturities of 3 years.

The Group is exposed to interest rate risk on its financial assets and liabilities and its short-term investments. This exposure corresponds to price risk for fixed-rate assets and liabilities, and cash flow risk related to floating-rate assets and liabilities.

The Group estimates that a uniform increase or decrease of 100 basis points in interest rates would have a non significant impact on its financial result and on the Group net equity.

#### Liquidity risk

At December 31, 2009, the Group had 609 million euros in unused confirmed lines of credit that have not been allocated to the hedging of liquidity risk on commercial paper (603 million euros at December 31, 2008).

The Group also has a 152 million euro commercial paper issue program. At December 31, 2009, 136 million euros in commercial paper had been issued. Commercial paper consists of short-term debt instruments backed by confirmed lines of credit in the amounts issued and classified as medium-term borrowings in the consolidated balance sheet.

Unused confirmed lines of credit are used to cover the risk of the Group finding itself unable to issue its commercial paper through market transactions. At December 31, 2009, these lines matched the short term notes they covered, at 136 million euros.

Some middle-term or long-term loan agreements contain specific covenants especially as regards compliance with financial ratios, reported each semester, which can lead to an anticipated repayment (acceleration clause) in the event of non-compliance. These covenants are based on a profitability ratio (leverage: net debt/consolidated EBITDA) and on capital structure ratio (gearing: net debt/consolidated shareholders' equity) of the Group or its subsidiaries concerned. Furthermore, the margin applied to some financing operations depends on the level reached on one of these ratios.

Considering the small number of companies concerned, essentially Vicat SA, the parent company of the Group, the low level of gearing (31.4%) and leverage (138%) and the liquidity of the Group's balance sheet, the existence of these covenants does not constitute a risk for the Group's financial situation. At December 31, 2009, the Group is compliant with all ratios required by covenants in financing contracts.

Analysis of the portfolio of derivatives at December 31, 2009:

|  | Nominal                                 | Nominal                                 | Market                  | Current maturity   |                       | orket Current maturit | у |
|--|---|---|-------------------------|--------------------|-----------------------|-----------------------|---|
| (in thousands of currency units)                                     | value<br>(currency)                     | value<br>(euro)                         | value<br>(euros)        | < 1 year<br>(euro) | 1 - 5 years<br>(euro) | > 5 years<br>(euro)   |   |
| Fair value hedges  |   |   |                         |                    |                       |                       |   |
| Composite instruments  |   | *************************************** |                         |                    |                       |                       |   |
| - U.S. dollar cross currency swap                                    |   |   | -                       |                    |                       |                       |   |
| fixed / floating   | 200,000 (\$)                            | 138,831                                 | <sup>(1)</sup> (30,514) | (14,025)           | (8,408)               | (8,081)               |   |
| Cash flow hedges   |   |   |                         |                    |                       |                       |   |
| Composite instruments  |   |   |                         |                    |                       |                       |   |
| - U.S. dollar cross currency swap                                    | *************************************** | *************************************** |                         |                    |                       |                       |   |
| fixed / fixed  | 200,000 (\$)                            | 138,831                                 | <sup>(2)</sup> (38,678) | (15,138)           | (11,564)              | (11,976)              |   |
| Other derivatives  |   |   |                         |                    |                       |                       |   |
| Interest rate instruments  | 360,000                                 |   |                         |                    |                       |                       |   |
| - Euro Caps  | (€)                                     | 360,000                                 | (1,055)                 |                    | (387)                 | (668)                 |   |
| - Dollar Caps  | 40,000 (\$)                             | 27,766                                  | 32                      |                    | 32                    |                       |   |
| - Dollar Swaps   | 30,000 (\$)                             | 20,825                                  | (1,099)                 |                    | (1,099)               |                       |   |
| Exchange instruments   | •                                       |   |                         |                    | -                     |                       |   |
| <ul> <li>Hedging for Vicat loan to Vigier<br/>(VAT Vicat)</li> </ul> | 28,000 (chf)                            | 18.873                                  | (31)                    | (31)               | •                     |                       |   |
|  | 20,000 (CIII)                           | 10,073                                  | (31)                    | (31)               |                       |                       |   |
| <ul> <li>Hedging for Vicat loan to NCC<br/>(VAT Vicat)</li> </ul>    | 45,000 (\$)                             | 31,237                                  | (57)                    | (57)               |                       |                       |   |
| - Hedging for Parcifim loan to<br>Ravlied (AAT Ravlied)              | 4,700 (€ )                              | 4,700                                   | (37)                    | (37)               |                       |                       |   |
| Hedging on acquisitions of raw materials                             | 6,052 (\$)                              | 4,201                                   | (18)                    | (18)               |                       |                       |   |

(71,457)

In accordance with of IFRS 7, the breakdown of financial instruments valued at fair value by hierarchical level of fair value in the consolidated statement of financial situation is as follows as of December 31, 2009:

| (in millions of euros)  | December 31, 2009 |           |
|---|-------------------|-----------|
| Level 1: instruments quoted on an active market               | 178.1             | Note 12   |
| Level 2: valuation based on observable market information     | (71.5)            | see above |
| Level 3: valuation based on non-observable market information | 16.4              | Note 9    |

 $<sup>^{\</sup>left(1\right)}$  Offset by a 32.23 million euros improvement in debt

<sup>(2)</sup> Offset by a 37.76 million euros improvement in debt

# NOTE 18 OTHER LIABILITIES

| (in thousands of euros)        | 2009    | 2008    |
|--------------------------------|---------|---------|
| Employee liabilities           | 51,740  | 52,995  |
| Tax liabilities                | 17,627  | 18,953  |
| Other liabilities and accruals | 67,518  | 77,091  |
| Total                          | 136,885 | 149,039 |

# NOTE 19 NET SALES

In compliance with IAS 18, net sales are recognized as the fair value of the consideration received or to be received, after deduction of possible sales discounts or rebates, at the date of the transfer of risks and rewards inherent in title to the goods and services.

| (in thousands of euros) | 2009      | 2008      |
|-------------------------|-----------|-----------|
| Sales of goods          | 1,782,808 | 1,937,014 |
| Sales of services       | 113,205   | 120,029   |
| Net sales               | 1,896,013 | 2,057,043 |

Change in net sales on a like-for-like basis

| 17.077   | usands of euros) <u>2009</u> scc | ands of euros) 2009 S  | scope change rates _ | basis20                  | 800 |
|--|----------------------------------|------------------------|----------------------|--------------------------|-----|
| Net sales <b>1,896,013</b> 17,073 8,523 <b>1,870,417</b> 2 | ales <b>1,896,013</b> 17,0       | es <b>1,896,013</b> 17 | 17,073 8,523         | <b>1,870,417</b> 2,057,0 | 043 |

# NOTE 20 PERSONNEL COSTS AND NUMBER OF EMPLOYEES

| (in thousands of euros)                                   | 2009    | 2008    |
|---|---------|---------|
| Salaries and wages  | 217,451 | 216,978 |
| Payroll taxes   | 85,726  | 87,976  |
| Employee profit-sharing (French companies)                | 6,269   | 7,500   |
| Personnel costs   | 309,446 | 312,454 |
| Average number of employees of the consolidated companies | 6,712   | 6,836   |

Profit-sharing is granted to French employees in the form of Vicat shares. The allocation price is determined on the basis of the average of the last 20 closing prices for the defined period preceding its payment.

# NOTE 21 DEPRECIATION, AMORTIZATION AND PROVISIONS

| (in thousands of euros)  | 2009      | 2008      |
|--|-----------|-----------|
| Net charges to amortization of fixed assets                        | (149,182) | (135,002) |
| Net provisions   | 827       | 3,510     |
| Net charges to other asset depreciation                            | (2,733)   | (4,610)   |
| Net operating charges to depreciation, amortization and provisions | (151,088) | (136,102) |
| Other net charges to non-operating depreciation,                   |           |           |
| amortization and provisions (1)                                    | (7,252)   | 9,800     |
| Net charges to depreciation, amortization and provisions           | (158,340) | (126,302) |

<sup>(1)</sup> including at December 31, 2009 a provision of 7.6 million euros to cover the Group's prorata share of responsibility, over and above compensation from the insurers, in the incident which occurred in 2006 and is described in Note 15. This provision was written back on December 31, 2008 by an amount of 6.1 million euros. A write back of 3.5 million euros was recorded at December 31, 2008 following the decision of the Court of Appeal to reduce the penalty sentenced by the French Office of Fair Trade ("O.F.T.") concerning a presumed collusion in Corsica. Vicat appealed against the judgment.

# **NOTE 22 OTHER INCOME (EXPENSES)**

| (in thousands of euros)                  | 2009     | 2008     |
|--|----------|----------|
| Net income from disposal of assets       | 1,316    | 8,631    |
| Income from investment properties        | 2,638    | 3,187    |
| Other                                    | 14,914   | 11,401   |
| Other operating income (expense)         | 18,868   | 23,219   |
| Other non-operating income (expense) (1) | (10,520) | (20,127) |
| Total                                    | 8,348    | 3,092    |

<sup>(1)</sup> Including at December 31, 2009 an expense of 8.9 million euros recorded by the Group, in connection with the incident in 2006 as described in Note 15. A net expense of 17.3 million euros in this regard was recorded at December 31, 2008.

# **NOTE 23 FINANCIAL PERFORMANCE INDICATORS**

The rationalization of the passage between Gross Operating Earnings, EBITDA, EBIT and Operating Income is as follows:

| (in thousands of euros)  | 2009      | 2008      |
|--|-----------|-----------|
| Gross Operating Earnings   | 454,143   | 505,078   |
| Other operating income (expense)                                       | 18,868    | 23,219    |
| EBITDA   | 473,011   | 528,297   |
| Net operating charges to depreciation, amortization and provisions     | (151,088) | (136,102) |
| EBIT   | 321,923   | 392,195   |
| Other non-operating income (expense)                                   | (10,520)  | (20,127)  |
| Net charges to non-operating depreciation, amortization and provisions | (7,252)   | 9,800     |
| Operating Income   | 304,151   | 381,868   |

# NOTE 24 NET FINANCIAL INCOME (EXPENSE)

| (in thousands of euros)  | 2009     | 2008     |
|--|----------|----------|
| Net interest income from financing and cash management activities  | 10,629   | 12,148   |
| Net interest expense from financing and cash management activities | (34,607) | (42,239) |
| Net income from disposal of cash management assets                 | 1        | 4        |
| Cost of net borrowings and financial liabilities                   | (23,977) | (30,087) |
| Dividends  | 1,536    | 1,854    |
| Foreign exchange gains   | 3,727    | 8,668    |
| Fair value adjustments to financial assets and liabilities         | 2,671    |          |
| Net income from disposal of non-consolidated financial assets      |          | 632      |
| Write-back of impairment of financial assets                       | 845      | 65       |
| Other financial income   | 8,779    | 11,219   |
| Foreign exchange losses  | (3,953)  | (3,312)  |
| Fair value adjustments to financial assets and liabilities         |          | (740)    |
| Impairment on financial assets                                     | (348)    | (331)    |
| Net income from disposal of non-consolidated financial assets      | (3)      |          |
| Discounting expenses   | (4,374)  | (2,529)  |
| Other expenses   | (58)     | (99)     |
| Other financial expenses   | (8,736)  | (7,011)  |
| Net financial income   | (23,934) | (25,879) |

# NOTE 25 INCOME TAX

# Income tax expense

# Analysis of income tax expense

| (in thousands of euros) | 2009    | 2008   |
|-------------------------|---------|--------|
| Current taxes           | 53,631  | 69,146 |
| Deferred tax (income)   | (5,962) | 14,170 |
| Total                   | 47,669  | 83,316 |

# Reconciliation between the computed and the effective tax charge

The difference between the amount of income tax theoretically due at the standard rate and the actual amount due may be analyzed as follows:

| (in thousands of euros)                           | 2009     | 2008      |
|---|----------|-----------|
| Net earnings from consolidated companies          | 232,548  | 272,673   |
| Income tax  | 47,669   | 83,316    |
| Net income before tax                             | 280,217  | 355,989   |
| Standard tax rate                                 | 34.43 %  | 34.43 %   |
| Theoretical income tax at the parent company rate | (96,479) | (122,568) |
| Reconciliation:                                   |          |           |
| Differences between French and foreign rates      | 53,691   | 41,084    |
| Transactions taxed at lower rates                 | (3,700)  | (15)      |
| Changes in tax rates                              |          | 729       |
| Permanent differences                             | (2,357)  | (3,889)   |
| Investment tax credits                            | 1,254    | 1,109     |
| Other   | (78)     | 234       |
| Actual income tax expense                         | (47,669) | (83,316)  |

#### Deferred tax

| Change in deferred tax assets and liabilities (in thousands of euros) | Deferred tax assets |       | Deferred tax liabilities |          |
|---|---------------------|-------|--------------------------|----------|
|   | 2009                | 2008  | 2009                     | 2008     |
| Deferred taxes at January 1   | 2,124               | 2,458 | 150,609                  | 150,554  |
| Expense / income for the year   | 596                 | (991) | (5,366)                  | 13,179   |
| Deferred taxes allocated to shareholders' equity (1)                  |                     |       | (2,326)                  | (15,394) |
| Translation and other changes   | (39)                | 4     | 1,474                    | 2,270    |
| Changes in consolidation scope  | 1                   | 653   | 1,625                    |          |
| Deferred taxes at December 31   | 2,682               | 2,124 | 146,016                  | 150,609  |

<sup>(1)</sup> Changes in deferred taxes mainly due to the change in the fair value of the hedging instrument, the effective portion of which is recognized in shareholders' equity (in documented cases of cash flow hedges), and changes in deferred taxes due to a change in tax rates for that portion pertaining to items previously recognized in shareholders' equity.
In addition, because of the Extraordinary General Meeting of May 16, 2008 decided to reduce capital by cancellation 1,871,200 treasury shares, reinstatement of deferred taxes related to impairment of these cancelled shares was directly recognized in the Group shareholders' equity for 16.6 million euros.

## Analysis of net deferred tax (expense) /income by principal category of timing difference

| (in thousands of euros)   | 2009  | 2008     |
|---|-------|----------|
| Fixed assets and finance leases                                     | 2,489 | 3,787    |
| Financial instruments   | (929) | 320      |
| Pensions and other post-employment benefits                         | 1,229 | (200)    |
| Accelerated depreciation, regulated provisions and other            | 840   | (19,480) |
| Other timing differences, tax loss carry-forwards and miscellaneous | 2,333 | 1,403    |
| Net deferred tax expense  | 5,962 | (14,170) |

#### Source of deferred tax assets and liabilities

| (in thousands of euros) 2009  | 2000     |
|---|----------|
| Fixed assets and finance leases 104,628                                     | 108,932  |
| Financial instruments (102)   | 1,180    |
| Pensions (8,037)  | (18,408) |
| Other provisions for contingencies and charges (discounting) 16,911         | 30,699   |
| Accelerated depreciation and regulated provisions 36,456                    | 28,262   |
| Other timing differences, tax loss carry-forwards and miscellaneous (6,522) | (2,180)  |
| Net deferred tax assets and liabilities 143,334                             | 148,485  |
| Deferred tax assets (2,682)   | (2,124)  |
| Deferred tax liabilities 146,016  | 150,609  |
| Net balance 143,334   | 148,485  |

# **NOTE 26 SEGMENT INFORMATION**

# a) Business segments

| 2009 (in thousand euros except number of employees)   | Cement    | Concrete and<br>Aggregates | Other products<br>and services | Total     |
|---|-----------|----------------------------|--------------------------------|-----------|
| Income statement                                      |           |                            |                                |           |
| Net operating sales (after intra-sector eliminations) | 1,129,077 | 724,453                    | 313,614                        | 2,167,144 |
| Inter-sector eliminations                             | (179,190) | (28,914)                   | (63,027)                       | (271,131) |
| Consolidated net sales                                | 949,887   | 695,539                    | 250,587                        | 1,896,013 |
|   |           |                            |                                |           |
| EBITDA (cf. 1.20 and 23)                              | 363,848   | 82,828                     | 26,335                         | 473,011   |
| EBIT (cf. 1.20 and 23)                                | 269,025   | 39,822                     | 13,076                         | 321,923   |
| Balance sheet   |           |                            |                                |           |
| Total non-current assets                              | 2,002,416 | 506,036                    | 146,417                        | 2,654,869 |
| Capital employed (1)                                  | 2,133,711 | 466,457                    | 159,980                        | 2,760,148 |
| Other information                                     |           |                            |                                |           |
| Acquisitions of intangible and tangible assets        | 232,231   | 31,844                     | 10,043                         | 274,118   |
| Net depreciation and amortization charges             | 92,054    | 43,396                     | 13,732                         | 149,182   |
| Average number of employees                           | 2,444     | 2,851                      | 1,417                          | 6,712     |

| 2008 (in thousand euros except number of employees)      | Cement    | Concrete and aggregates | Other products<br>and services | Total     |
|--|-----------|-------------------------|--------------------------------|-----------|
| Income statement   |           |                         |                                |           |
| Net operating sales<br>(after intra-sector eliminations) | 1,142,453 | 882,137                 | 360,674                        | 2,385,264 |
| Inter-sector eliminations                                | (213,640) | (37,056)                | (77,525)                       | (328,221) |
| Consolidated net sales                                   | 928,813   | 845,081                 | 283,149                        | 2,057,043 |
| EBITDA (cf. 1.20 and 23)                                 | 387,641   | 109,650                 | 31,006                         | 528,297   |
| EBIT (cf. 1.20 and 23)                                   | 303,899   | 69,684                  | 18,612                         | 392,195   |
| Balance sheet  |           |                         |                                |           |
| Total non-current assets                                 | 1,860,103 | 531,228                 | 147,624                        | 2,538,955 |
| Capital employed <sup>(1)</sup>                          | 1,986,906 | 484,984                 | 176,020                        | 2,647,910 |
| Other information  | -         |                         | -                              |           |
| Acquisitions of intangible and tangible assets           | 208,946   | 150,102                 | 23,785                         | 382,833   |
| Net depreciation and amortization charges                | 82,175    | 39,425                  | 13,402                         | 135,002   |
| Average number of employees                              | 2,504     | 2,996                   | 1,336                          | 6,836     |

<sup>(1)</sup> Capital employed corresponds to the sum of non-current assets, assets and liabilities held for sale, and networking capital requirement, after deduction of provisions and deferred taxes.

# b) Geographical sectors

Information on geographical sectors is presented according to the geographical location of the entities concerned.

| 2009 (in thousand euros except number of employees) | France  | Europe<br>(excluding<br>France) | U.S.A.   | Turkey,<br>Kazakhstan<br>and India | West<br>Africa and<br>the Middle<br>East | Total     |
|---|---------|---------------------------------|----------|------------------------------------|--|-----------|
| Income statement                                    |         |                                 |          |                                    |  |           |
| Net operating sales                                 | 853,373 | 298,166                         | 186,577  | 156,172                            | 415,500                                  | 1,909,788 |
| Inter-sector eliminations                           | (9,440) | (277)                           |          |                                    | (4,058)                                  | (13,775)  |
| Consolidated net sales                              | 843,933 | 297,889                         | 186,577  | 156,172                            | 411,442                                  | 1,896,013 |
| EBITDA (cf. 1.20 and 23)                            | 206,417 | 79,885                          | 11,800   | 21,664                             | 153,245                                  | 473,011   |
| EBIT (cf. 1.20 and 23)                              | 153,150 | 54,875                          | (16,780) | 7,716                              | 122,962                                  | 321,923   |
| Balance sheet                                       |         |                                 |          |                                    |  |           |
| Total non-current assets                            | 601,168 | 474,321                         | 396,507  | 484,679                            | 698,194                                  | 2,654,869 |
| Capital employed (1)                                | 660,540 | 458,815                         | 390,250  | 499,547                            | 750,996                                  | 2,760,148 |
| Other information                                   |         |                                 |          |                                    |  |           |
| Acquisitions of intangible and tangible assets      | 69,919  | 37,708                          | 5,346    | 81,334                             | 79,811                                   | 274,118   |
| Net depreciation and amortization charges           | 53,617  | 24,478                          | 28,796   | 14,047                             | 28,244                                   | 149,182   |
| Average number of employees                         | 2,569   | 1,061                           | 1,150    | 906                                | 1,026                                    | 6,712     |
|   |         |                                 |          |                                    |  |           |

| 2008 (in thousand euros except number of employees) | France    | Europe<br>(excluding<br>France) | U.S.A.  | Turkey,<br>Kazakhstan<br>and India | West<br>Africa and<br>the Middle<br>East | Total     |
|---|-----------|---------------------------------|---------|------------------------------------|--|-----------|
| Income statement                                    |           |                                 |         |                                    |  |           |
| Net operating sales                                 | 1,026,099 | 283,249                         | 268,017 | 187,065                            | 301,973                                  | 2,066,403 |
| Inter-sector eliminations                           | (9,075)   | (285)                           |         |                                    |  | (9,360)   |
| Consolidated net sales                              | 1,017,024 | 282,964                         | 268,017 | 187,065                            | 301,973                                  | 2,057,043 |
| EBITDA (cf. 1.20 and 23)                            | 261,572   | 66,714                          | 48,530  | 34,961                             | 116,520                                  | 528,297   |
| EBIT (cf. 1.20 and 23)                              | 208,585   | 49,439                          | 22,925  | 17,295                             | 93,951                                   | 392,195   |
| Balance sheet                                       |           |                                 |         |                                    |  |           |
| Total non-current assets                            | 600,954   | 454,276                         | 434,707 | 404,844                            | 644,174                                  | 2,538,955 |
| Capital employed (1)                                | 646,803   | 442,304                         | 432,591 | 438,695                            | 687,517                                  | 2,647,910 |
| Other information                                   |           |                                 |         |                                    |  |           |
| Acquisitions of intangible and tangible assets      | 68,219    | 34,146                          | 124,565 | 62,975                             | 92,928                                   | 382,833   |
| Net depreciation and amortization charges           | 52,320    | 20,475                          | 25,902  | 15,162                             | 21,143                                   | 135,002   |
| Average number of employees                         | 2,650     | 1,023                           | 1,335   | 892                                | 936                                      | 6,836     |
|   |           |                                 |         |                                    |  |           |

14/---

# c) Information about major customers

The Group has no reliance on any major customers.

<sup>(1)</sup> Capital employed corresponds to the sum of non-current assets, assets and liabilities held for sale, and networking capital requirement, after deduction of provisions and deferred taxes.

#### NOTE 27 NET CASH FLOWS GENERATED FROM OPERATIONS

Net cash flows from operating transactions conducted by the Group in 2009 amounted to 383 million euros, compared with 385 million euros in 2008.

This stability in cash flows generated by operating activities between 2008 and 2009 results from a (15) million euros decrease of the cash flow offset by a

13 million euros improvement in the change of the working capital requirement.

The working capital requirement (WCR) broken down by type is as follows:

| (in thousands of euros) | WCR at<br>December<br>31, 2007 | Change in<br>WCR<br>in 2008 | Other changes | WCR at<br>December<br>31, 2008 | Change in<br>WCR<br>in 2009 | Other<br>changes | WCR at<br>December<br>31, 2009 |
|-------------------------|--------------------------------|-----------------------------|---------------|--------------------------------|-----------------------------|------------------|--------------------------------|
| Inventories             | 249,164                        | 64,224                      | (932)         | 312,456                        | (15,407)                    | (1,909)          | 295,140                        |
| Other WCR components    | 186,753                        | (46,813)                    | (31,012)      | 108,928                        | 19,667                      | (10,063)         | 118,532                        |
| WCR                     | 435,917                        | 17,411                      | (31,944)      | 421,384                        | 4,260                       | (11,972)         | 413,672                        |

<sup>(1)</sup> Exchange rates, consolidation scope and miscellaneous.

#### NOTE 28 NET CASH FLOWS FROM INVESTMENT ACTIVITIES

Net cash flows linked to Group transactions in 2009 amounted to (280) million euros, compared with (464) million euros in 2008.

#### Acquisitions of intangible and tangible assets

These include outflows corresponding to industrial investments, which amounted to (270) million euros, compared with (395) million euros in 2008.

The main intangible and tangible investments in 2009 mainly correspond to the continuation of the investments realised under the "Performance 2010" plan, principally in France, Senegal and Switzerland, and the increase of the investment in Kazakhstan.

The main intangible and tangible investments in 2008 reflect the investments completed under the "Performance 2010" plan, in particular in France, Turkey, Egypt and Senegal, and to the acquisition of the assets of the Walker Group in the USA in May 2008. Planned investments under this plan in the South and East of the USA were delayed considering the economic environment.

# Acquisition / disposal of shares of consolidated companies

Consolidated company share acquisitions during 2009 resulted in a total outflow of (4) million euros, corresponding to the net impact in the year in the absence of disposals.

The principal outflows from the Group during the year mainly correspond to the acquisition of Swiss companies, in particular in the Concrete & Aggregates and Concrete Precasting sectors, and to the acquisition of additional shares in companies already consolidated.

In 2008, operations linked to changes in the consolidation scope had resulted in:

- an overall inflow of 19.7 millions euros, corresponding mainly to the disposal of certain Astrada sites in Switzerland,
- an overall outflow of (85.7) millions euros, corresponding mainly to the balance of the payment in connection with the acquisition at the end of 2007 of a 60 % stake in a Kazakh company that manufactures and sells cement, to the amount paid for the acquisition of 65 % of the capital of the Mauritanian company BSA Ciment SA, as well as to the acquisition of various concrete and aggregate companies in France and Switzerland.

for a total net flow of (66,0) million euros.

# **NOTE 29 ANALYSIS OF NET CASH BALANCES**

| (in thousands of euros)                 | At December 31, 2009<br>Net | At December 31, 2008<br>Net |
|---|-----------------------------|-----------------------------|
| Cash and cash equivalents (see note 12) | 234,708                     | 109,558                     |
| Bank overdrafts                         | (21,697)                    | (14,520)                    |
| Net cash balances                       | 213,011                     | 95,038                      |

#### NOTE 30 EXECUTIVE MANAGEMENT COMPENSATION

Pursuant to Article 225.102-1 of the French Code of Commerce, and in accordance with IAS 24, we hereby inform you of the total gross compensation paid to each executive director during fiscal year 2009:

J.Merceron-Vicat: 721,519 €
 G.Sidos: 709,542 €
 L.Merceron-Vicat: 211,383 €

These amounts do not include any variable components and represent the total compensation paid by Vicat SA and any companies it controls, or is controlled by, as defined by Article L233-16 of the Code of Commerce.

Furthermore, no stock or stock options have been granted to the above executive directors with the exception of any income received under legal or contractual employee profit-sharing or incentive bonus plans.

Lastly, the aforementioned executive directors also benefit from a supplemental pension plan as defined in Article 39 of the French General Tax Code (CGI). The corresponding commitments were all reserved in the financial statements, in the same manner as all of the Group's post-employment benefits, in the amount of 5,054 thousand euros at December 31, 2009 (note 1.15).

#### **NOTE 31 TRANSACTIONS WITH RELATED COMPANIES**

In addition to information required for related parties regarding key executives, described in note 30, related parties with whom transactions are carried out include affiliated companies and joint ventures in which Vicat directly or indirectly holds a stake, and entities that hold a stake in Vicat.

Transactions conducted with non-consolidated companies or associated companies did not have a material impact in 2009, and are carried out at arm's length.

In compliance with transactions stipulated by standard IAS 24, these operations have all been listed, along with their impacts on the Group's consolidated financial statements. The effect of these transactions on the Group's consolidated financial statements for 2009 and 2008 is as follows, broken down by type and by related party:

|                         | 2009  |           |             |       | 2008  |           |             |       |
|-------------------------|-------|-----------|-------------|-------|-------|-----------|-------------|-------|
| (in thousands of euros) | Sales | Purchases | Receivables | Debts | Sales | Purchases | Receivables | Debts |
| Affiliated companies    | 774   | 1,122     | 5,857       |       | 467   |           | 4,419       |       |
| Joint ventures          | 978   | 674       | 93          | 881   | 1,591 | 967       | 216         | 841   |
| Other related parties   | 43    | 2,147     | 11          | 497   | 42    | 1,539     | 30          | 198   |
| Total                   | 1,795 | 3,942     | 5,961       | 1,378 | 2,100 | 2,506     | 4,665       | 1,039 |

# NOTE 32 FEES PAID TO THE STATUTORY AUDITORS

Fees paid to statutory auditors and other professionals in their networks as recognized in the financial statements of Vicat S.A. and its fully consolidated subsidiaries for 2009 and 2008 are as follows:

|   |               | KPI        | MG       |          |               | Wo         | olff     |         |               | Oth  | ers  |      |
|---|---------------|------------|----------|----------|---------------|------------|----------|---------|---------------|------|------|------|
|   | Amo<br>(ex. \ |            | 9        | 6        | Amo<br>(ex. \ |            | 9        | 6       | Amo<br>(ex. ' |      | 9    | 6    |
| (in thousands of euros)   | 2009          | 2008       | 2009     | 2008     | 2009          | 2008       | 2009     | 2008    | 2009          | 2008 | 2009 | 2008 |
| AUDIT   |               |            |          |          |               |            |          |         |               |      |      |      |
| Statutory auditors,<br>certification, examina-<br>tion of individual and<br>consolidated accounts<br>- VICAT SA | 808<br>189    | 715<br>188 | 44<br>10 | 39<br>10 | 378<br>184    | 369<br>160 | 20<br>10 | 20<br>9 | 664           | 750  | 36   | 41   |
| - Companies which are fully or proportionally consolidated  | 619           | 527        | 34       | 29       | 194           | 209        | 11       | 11      | 664           | 750  | 36   | 41   |
| Other forms of investigation and directly related services - VICAT SA   |               | 4          |          | 100      |               |            |          |         | 43            |      | 100  |      |
| <ul> <li>Companies which are<br/>fully or proportionally<br/>consolidated</li> </ul>                            |               | 4          |          | 100      |               |            |          |         | 43            |      | 100  |      |
| Total Audit fees  | 808           | 719        | 43       | 39       | 378           | 369        | 20       | 20      | 707           | 750  | 37   | 41   |
| OTHER SERVICES  |               |            |          |          |               |            |          |         |               |      |      |      |
| Legal, tax and employee-<br>related services  |               | 7          |          | 100      |               |            |          |         |               |      |      |      |
| Others  | 4             |            | 100      |          |               |            |          |         |               |      |      |      |
| Total other services  | 4             | 7          | 100      | 100      |               |            |          |         |               |      |      |      |
| Total   | 812           | 726        | 43       | 39       | 378           | 369        | 20       | 20      | 707           | 750  | 37   | 41   |

# **NOTE 33 POST BALANCE SHEET EVENTS**

No post balance sheet event has had a material impact on the consolidated financial statements at December 31.

# NOTE 34 LIST OF SIGNIFICANT CONSOLIDATED COMPANIES AT DECEMBER 31, 2009

Fully consolidated: France

| COMPANY                | ADDRESS   |             | % CONTROLE |           |  |
|------------------------|---|-------------|------------|-----------|--|
|                        |   |             | Dec. 2009  | Dec. 2008 |  |
| VICAT                  | Tour Manhattan<br>6 Place de l'Iris<br>92095 PARIS LA DÉFENSE |             |            |           |  |
| ALPES INFORMATIQUE     | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                 | 073 502 510 | 98.96      | 98.96     |  |
| ANNECY BÉTON CARRIÈRES | 14 chemin des grèves<br>74960 CRAN GEVRIER                    | 326 020 062 | 50.00      | 50.00     |  |
|                        |   |             |            |           |  |

# Fully consolidated: FRANCE (continued)

| COMPANY                             | ADDRESS   | SIREN NO.   | % CONTROLE |           |  |
|-------------------------------------|---|-------------|------------|-----------|--|
|                                     |   |             | Dec. 2009  | Dec. 2008 |  |
| ATELIER DU GRANIER                  | Lieu-dit Chapareillan<br>38530 PONTCHARRA                                       | 305 662 504 | 100.00     | 100.0     |  |
| BÉTON CONTRÔLE CÔTE D'AZUR          | 217 Route de Grenoble<br>06200 NICE   | 071 503 569 | 96.10      | 96.10     |  |
| BÉTON DE L'OISANS                   | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 438 348 047 | 60.00      | 60.00     |  |
| BÉTONS GRANULATS DU<br>CENTRE       | Les Genevriers<br>63430 LES MARTRES D'ARTIERE                                   | 327 336 343 | 100.00     | 100.00    |  |
| BÉTON RHÔNE ALPES                   | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 309 918 464 | 99.53      | 99.53     |  |
| BÉROUD                              | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 398 044 222 | _ (1)      | 100.00    |  |
| BÉTON TRAVAUX                       | Tour Manhattan<br>6 Place de l'Iris<br>92095 PARIS LA DÉFENSE                   | 070 503 198 | 99.98      | 99.98     |  |
| BÉTON YSSINGELAIS                   | Villeneuve<br>43200 YSSINGEAUX  | 328 308 556 | _ (1)      | 100.00    |  |
| B.G.I.E.<br>BÉTON GRANULATS IDF/EST | 52-56 rue Jacquard Z.I.<br>77400 LAGNY SUR MARNE                                | 344 933 338 | 100.00     | 100.00    |  |
| BOUE                                | Lieu-dit Bourjaguet<br>31390 CARBONNE   | 620 800 359 | 100.00     | 100.00    |  |
| BRA                                 | 2 Chemin du Roulet<br>69100 VILLEURBANNE  | 310 307 392 | 100.00     | 100.00    |  |
| CONDENSIL                           | 1327 Av. de la Houille Blanche<br>73000 CHAMBÉRY                                | 342 646 957 | 60.00      | 60.00     |  |
| DELTA POMPAGE                       | 1327 Av. de la Houille Blanche<br>73000 CHAMBÉRY                                | 316 854 363 | 100.00     | 100.00    |  |
| FOURNIER                            | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 586 550 147 | 100.00     | 100.00    |  |
| GRANULATS RHÔNE-ALPES               | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 768 200 255 | 100.00     | 100.00    |  |
| GRAVIÈRES DE BASSET                 | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                                   | 586 550 022 | 100.00     | 100.00    |  |
| KRISTO                              | 10 rue de la Corne d'Abondance<br>Village d'entreprises<br>74100 VILLE LA GRAND | 388 592 735 | _ (1)      | 100.00    |  |
| MARIOTTO BÉTON                      | Route de Paris<br>31150 FENOUILLET  | 720 803 121 | 100.00     | 100.00    |  |
| MATERIAUX SA                        | 7 bis Boulevard Serot<br>57000 METZ   | 378 298 392 | 99.99      | 99.99     |  |
| MONACO BÉTON                        | 24 Avenue de Fontvielle<br>98000 MONACO   | 326 MC 161  | 79.60      | 79.60     |  |
| PARFICIM                            | Tour Manhattan<br>6 Place de l'Iris<br>92095 PARIS LA DÉFENSE                   | 304 828 379 | 100.00     | 100.00    |  |
| RUDIGOZ                             | Les communaux<br>Route de St Maurice de Gourclans<br>01800 PÉROUGES             | 765 200 183 | 100.00     | 100.00    |  |

<sup>(1)</sup> Company merged in 2009 in a fully consolidated entity.

# Fully consolidated: FRANCE (continued)

| COMPANY                           | ADDRESS   | SIREN NO.   | % CON     | TROLE     |  |
|-----------------------------------|---|-------------|-----------|-----------|--|
|                                   |   |             | Dec. 2009 | Dec. 2008 |  |
| SABLIÈRES DU GRESIVAUDAN          | La Gache<br>38530 BARRAUX                                     | 065 502 627 | _ (1)     | 100.00    |  |
| SATMA                             | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                 | 304 154 651 | 99.99     | 99.99     |  |
| SATM                              | 1327 Av. de la Houille Blanche<br>73000 CHAMBÉRY              | 745 820 126 | 100.00    | 99.99     |  |
| SIGMA BÉTON                       | 4 rue Aristide Bergès<br>38080 L'ISLE D'ABEAU                 | 343 019 428 | 100.00    | 100.00    |  |
| SOCIETE AZURÉENNE<br>DE GRANULATS | 217 Route de Grenoble<br>06200 NICE                           | 968 801 274 | 100.00    | 100.00    |  |
| PAPETERIES DE VIZILLE             | Tour Manhattan<br>6 Place de l'Iris<br>92095 PARIS LA DÉFENSE | 319 212 726 | 100.00    | 100.00    |  |
| BÉTON 83                          | ZI Camp Laurent<br>83500 LA SEYNE SUR MER                     | 436 780 555 | _ (1)     | 100.00    |  |
| VICAT INTERNATIONAL TRADING       | Tour Manhattan<br>6 Place de l'Iris<br>92095 PARIS LA DÉFENSE | 347 581 266 | 100.00    | 100.00    |  |
| VICAT PRODUITS INDUSTRIELS        | 52-56 rue Jacquard Z.I<br>77400 LAGNY SUR MARNE               | 655 780 559 | 100.00    | 99.99     |  |

# Fully consolidated: REST OF WORLD

| COMPANY                               | COUNTRY    | STATE/CITY          | % CON     | ITROL     |
|---------------------------------------|------------|---------------------|-----------|-----------|
|                                       |            |                     | Dec. 2009 | Dec. 2008 |
| SINAI CEMENT COMPANY                  | EGYPT      | LE CAIRE            | 52.62     | 52.18     |
| MYNARAL                               | KAZAKHSTAN | ALMATY              | 60.00     | 60.00     |
| BUILDERS CONCRETE                     | U.S.A.     | CALIFORNIA          | 100.00    | 100.00    |
| KIRKPATRICK                           | U.S.A.     | ALABAMA             | 100.00    | 100.00    |
| NATIONAL CEMENT COMPANY               | U.S.A.     | ALABAMA             | 100.00    | 100.00    |
| NATIONAL CEMENT COMPANY               | U.S.A.     | DELAWARE            | 100.00    | 100.00    |
| NATIONAL CEMENT COMPANY OF CALIFORNIA | U.S.A.     | DELAWARE            | 100.00    | 100.00    |
| NATIONAL READY MIXED                  | U.S.A.     | CALIFORNIA          | 100.00    | 100.00    |
| UNITED READY MIXED                    | U.S.A.     | CALIFORNIA          | 100.00    | 100.00    |
| VIKING READY MIXED                    | U.S.A.     | CALIFORNIA          | 100.00    | 100.00    |
| SONNEVILLE INTERNATIONAL CORP         | U.S.A.     | ALEXANDRIA          | 100.00    | -         |
| CEMENTI CENTRO SUD Spa                | ITALY      | GENOVA              | 100.00    | 100.00    |
| CIMENTS & MATERIAUX DU MALI           | MALI       | BAMAKO              | 95.00     | 95.00     |
| GECAMINES                             | SENEGAL    | THIES               | 70.00     | 70.00     |
| POSTOUDIOKOUL                         | SENEGAL    | RUFISQUE<br>(DAKAR) | 100.00    | 100.00    |

<sup>(1)</sup> Company merged in 2009 in a fully consolidated entity.

# Fully consolidated: REST OF WORLD (continued)

| SODEVIT         SENEGAL         BANDIA         100.00         100.00           ALTOTA AG         SWITZERLAND         (SOLTHURN)         100.00         100.00           DEPONIE RÜMBERGACKER         SWITZERLAND         GUNZGEN (SOLEURE)         -60         99.64           KIESWERK AEBISHOLZ AG (ex AS-<br>TRADA KIES AG)         SWITZERLAND         AEBISHOLZ (SOLEURE)         99.64         99.64           BÉTON AG INTERLAKEN         SWITZERLAND         MATTEN BEI<br>INTERLAKEN (BERN)         98.55         98.55           BÉTON GRAND TRAVAUX SA         SWITZERLAND         BELPRAHON (BERN)         90.00         90.00           BÉTON GRAND UND         SWITZERLAND         WIMMIS (BERN)         72.22         72.22           BIEDERMANN SAND UND         SWITZERLAND         DÄRLIGEN (BERN)         90.55         98.55           BIEDERMANN SAND UND         SWITZERLAND         DÄRLIGEN (BERN)         90.55         98.55           CEMENTWERK DÄRLIGEN AG         SWITZERLAND         DÄRLIGEN (BERN)         90.55         98.55           COVIT SA         SWITZERLAND         DÄRLIGEN (BERN)         90.55         98.55           COVIT SA         SWITZERLAND         LÜTZELFLÜH (BERN)         66.66         66.66           FBF FRISCHBETON AG FUTIGEN         SWITZERLAND   | COMPANY   | COUNTRY     | STATE/CITY           | % CONTROL |           |  |
|--|---|-------------|----------------------|-----------|-----------|--|
| SODEVIT  |   |             |                      | Dec. 2009 | Dec. 2008 |  |
| SENEGAL BANDIA   100.00   100.00   | SOCOCIM INDUSTRIES                                  | SENEGAL     | RUFISQUE (DAKAR)     | 99.91     | 99.91     |  |
| SWITZERLAND   SOLTHURN)   100.00   100.00  | SODEVIT   | SENEGAL     | BANDIA               | 100.00    | 100.00    |  |
| SWITZERLAND GUNZGEN (SOLEURE) - (4) 99.64  KIESWERK AEBISHOLZ AG (ex ASTRADA KIES AG)  SWITZERLAND AEBISHOLZ (SOLEURE) 99.64 99.64  BÉTON AG INTERLAKEN  SWITZERLAND INTERLAKEN (BERN) 98.55  BÉTON FRAIS MOUTIER SA  SWITZERLAND BELPRAHON (BERN) 90.00 90.00  BÉTON GRAND TRAVAUX SA  SWITZERLAND ASUEL (JURA) 75.00 75.00  BÉTON PUMPEN OBERLAND AG  SWITZERLAND WIMMIS (BERN) 72.22 72.22  BIEDERMANN SAND UND KIES TRANSPORT AG  SWITZERLAND SAFNERN (BERN) 100.00 100.00  CEMENTWERK DÄRLIGEN AG  SWITZERLAND DÄRLIGEN (BERN) 98.55 98.55  COVIT SA  SWITZERLAND LYSS (BERN) 100.00 100.00  CREABÉTON MATERIAUX SA SWITZERLAND LYSS (BERN) 100.00 100.00  EMME KIES + BÉTON AG  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  FRISCHBÉTON AG TRUTIGEN  SWITZERLAND LÜTZELFLÜH (BERN) 88.94  88.94  FRISCHBÉTON AG ZUCHWIL SWITZERLAND LANGENTHAL (BERN) 81.77  SKITZERLAND LANGENTHAL AG  GRANDY AG  SWITZERLAND LANGENTHAL (BERN) 81.77  SWITZERLAND LANGENTHAL (BERN) 81.77  SITZERLAND ST STEPHAN (BERN) 98.55 98.55  KIESTAG STEINIGAND AG  SWITZERLAND ST STEPHAN (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTURE SA  SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTURE SA  SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH + HARTSCHOTTER  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH + HARTSCHOTTER  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH + HARTSCHOTTER  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 | ALTOTA AG   | SWITZERLAND |                      | 100.00    | 100.00    |  |
| TRADA KIES AG)         SWITZERLAND         AEBISHOLZ (SOLEURE)         99.64         99.64           BÉTON AG INTERLAKEN         SWITZERLAND         MATTEN BEI INTERLAKEN (BERN)         98.55         98.55           BÉTON FRAIS MOUTIER SA         SWITZERLAND         BELPRAHON (BERN)         90.00         90.00           BÉTON GRAND TRAVAUX SA         SWITZERLAND         ASUEL (JURA)         75.00         75.00           BÉTONPUMPEN OBERLAND AG         SWITZERLAND         WIMMIS (BERN)         72.22         72.22         72.22           BIEDERMANN SAND UND KIES TRANSPORT AG         SWITZERLAND         SAFNERN (BERN)         100.00         100.00           CEMENTWERK DÂRLIGEN AG         SWITZERLAND         DÂRLIGEN (BERN)         98.55         98.55           COVIT SA         SWITZERLAND         LYSS (BERN)         100.00         100.00           CREABÉTON MATERIAUX SA         SWITZERLAND         LYSS (BERN)         100.00         100.00           EMME KIES + BÉTON AG         SWITZERLAND         FRUTIGEN (BERN)         98.55         98.55           FRISCHBÉTON AG FRUTIGEN         SWITZERLAND         FRUTIGEN (BERN)         98.55         98.55           FRISCHBÉTON LANGENTHAL AG         SWITZERLAND         LANGENTHAL (BERN)         81.17         81.17   | DEPONIE RÜMBERGACKER                                | SWITZERLAND | GUNZGEN (SOLEURE)    | _ (1)     | 99.64     |  |
| SWITZERLAND   INTERLAKEN (BERN)   98.55   98.55  | KIESWERK AEBISHOLZ AG (ex AS-<br>TRADA KIES AG)     | SWITZERLAND | AEBISHOLZ (SOLEURE)  | 99.64     | 99.64     |  |
| BÉTON GRAND TRAVAUX SA         SWITZERLAND         BELPRAHON (BERN)         90.00         90.00           BÉTON GRAND TRAVAUX SA         SWITZERLAND         ASUEL (JURA)         75.00         75.00           BÉTONPUMPEN OBERLAND AG         SWITZERLAND         WIMMIS (BERN)         72.22         72.22           BIEDERMANN SAND UND KIES TRANSPORT AG         SWITZERLAND         SAFNERN (BERN)         100.00         100.00           CEMENTWERK DÄRLIGEN AG         SWITZERLAND         DÄRLIGEN (BERN)         98.55         98.55           COVIT SA         SWITZERLAND         CNEUCHATEL)         100.00         100.00           CREABÉTON MATERIAUX SA         SWITZERLAND         LYSS (BERN)         100.00         100.00           EMME KIES + BÉTON AG         SWITZERLAND         LÜTZELFLÜH (BERN)         66.66         66.66           FBF FRISCHBÉTON AG FRUTIGEN         SWITZERLAND         FRUTIGEN (BERN)         98.55         98.55           FRISCHBÉTON AG ZUCHWIL         SWITZERLAND         LANGENTHAL (BERN)         81.17         81.17           GRANDY AG         SWITZERLAND         LANGENTHAL (BERN)         81.17         81.17           KIES- UND BÉTONWERK REULISBACH AG         SWITZERLAND         STEPHAN (BERN)         98.55         98.55           KIESTAG STEINIGAND  | BÉTON AG INTERLAKEN                                 | SWITZERLAND |                      | 98.55     | 98.55     |  |
| BÉTONPUMPEN OBERLAND AG         SWITZERLAND         ASUEL (JURA)         75.00         75.00           BÉTONPUMPEN OBERLAND AG         SWITZERLAND         WIMMIS (BERN)         72.22         72.22           BIEDERMANN SAND UND KIES TRANSPORT AG         SWITZERLAND         SAFNERN (BERN)         100.00         100.00           CEMENTWERK DÄRLIGEN AG         SWITZERLAND         DÄRLIGEN (BERN)         98.55         98.55           COVIT SA         SWITZERLAND         LÜRS (BERN)         100.00         100.00           CREABÉTON MATERIAUX SA         SWITZERLAND         LÜYSS (BERN)         100.00         100.00           EMME KIES + BÉTON AG         SWITZERLAND         LÜTZELFLÜH (BERN)         66.66         66.66           FBF FRISCHBÉTON AG FRUTIGEN         SWITZERLAND         FRUTIGEN (BERN)         98.55         98.55           FRISCHBÉTON AG ZUCHWIL         SWITZERLAND         ZUCHWIL (SOLOTHURN)         38.94         88.94           FRISCHBÉTON LANGENTHAL AG         SWITZERLAND         LANGENDAF         81.17         81.17           GRANDY AG         SWITZERLAND         LANGENDAF         98.55         98.55           KIES- UND BÉTONWERK REULISBACH AG         SWITZERLAND         STEIPHAN (BERN)         98.55         98.55           MATERIALBE WIRTTSCHFTUNG<  | BÉTON FRAIS MOUTIER SA                              | SWITZERLAND | BELPRAHON (BERN)     | 90.00     | 90.00     |  |
| SWITZERLAND WIMMIS (BERN) 72.22 72.22  BIEDERMANN SAND UND KIES TRANSPORT AG  SWITZERLAND SAFNERN (BERN) 100.00 100.00  CEMENTWERK DÄRLIGEN AG  SWITZERLAND DÄRLIGEN (BERN) 98.55 98.55  COVIT SA  SWITZERLAND SAINT-BLAISE (NEUCHATEL) 100.00 100.00  CREABÉTON MATERIAUX SA SWITZERLAND LYSS (BERN) 100.00 100.00  EMME KIES + BÉTON AG  SWITZERLAND LÜTZELFLÜH (BERN) 66.66 66.66  FBF FRISCHBÉTON AG FRUTIGEN  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  FRISCHBÉTON AG ZUCHWIL  SWITZERLAND ZUCHWIL (SOLOTHURN) 88.94 88.94  FRISCHBÉTON LANGENTHAL AG  SWITZERLAND LANGENTHAL (BERN) 81.17 81.17  GRANDY AG  SWITZERLAND LANGENTHAL (BERN) 81.17 81.17  GRANDY AG  KIES-UND BÉTONWERK REULISBACH SWITZERLAND ST STEPHAN (BERN) 98.55 98.55  KIESTAG STEINIGAND AG  SWITZERLAND ST STEPHAN (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG MITHOLZ AG  SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG  SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  MICHEL & CO AG  SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG  SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG  | BÉTON GRAND TRAVAUX SA                              | SWITZERLAND | ASUEL (JURA)         | 75.00     | 75.00     |  |
| KIES TRANSPORT AG  SWITZERLAND  DÄRLIGEN (BERN)  98.55  98.55  COVIT SA  SWITZERLAND  DÄRLIGEN (BERN)  98.55  98.55  COVIT SA  SWITZERLAND  CREABÉTON MATERIAUX SA  SWITZERLAND  SWITZERLAND  CREABÉTON MATERIAUX SA  SWITZERLAND  LYSS (BERN)  100.00  100.00  EMME KIES + BÉTON AG  SWITZERLAND  LÜTZELFLÜH (BERN)  66.66  66.66  66.66  FBF FRISCHBÉTON AG FRUTIGEN  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  FRISCHBÉTON LANGENTHAL AG  SWITZERLAND  SWITZERLAND  LANGENTHAL (BERN)  BIJT  BIJT  GRANDY AG  SWITZERLAND  SWITZERLAND  SWITZERLAND  ST STEPHAN (BERN)  98.55  98.55  KIESTAG STEINIGAND AG  SWITZERLAND  SWITZERLAND  ST STEPHAN (BERN)  98.55  98.55  MATERIALBEWIRTTSCHFTUNG  MITHOLZ AG  SWITZERLAND  KANDERGRUND (BERN)  98.55  98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND  SWITZERLAND  BÖNIGEN (BERN)  98.55  98.55  STEINBRUCH + HARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  STEINBRUCH + WARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  STEINBRUCH + WARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  STEINBRUCH + WARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55   | BÉTONPUMPEN OBERLAND AG                             | SWITZERLAND | WIMMIS (BERN)        | 72.22     | 72.22     |  |
| SWITZERLAND DÄRLIGEN (BERN) 98.55 98.55 COVIT SA SWITZERLAND SAINT-BLAISE (NEUCHATEL) 100.00 100.00 CREABÉTON MATERIAUX SA SWITZERLAND LYSS (BERN) 100.00 100.00 EMME KIES + BÉTON AG SWITZERLAND LÜTZELFLÜH (BERN) 66.66 66.66 FBF FRISCHBÉTON AG FRUTIGEN SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 FRISCHBÉTON AG ZUCHWIL SWITZERLAND ZUCHWIL (SOLOTHURN) 88.94 88.94 FRISCHBÉTON LANGENTHAL AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG LANGENDORF SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C. SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 STEINBRUCH VORBERG AG  | BIEDERMANN SAND UND<br>KIES TRANSPORT AG            | SWITZERLAND | SAFNERN (BERN)       | 100.00    | 100.00    |  |
| SWITZERLAND (NEUCHATEL) 100.00 100.00 CREABÉTON MATERIAUX SA SWITZERLAND LYSS (BERN) 100.00 100.00 EMME KIES + BÉTON AG SWITZERLAND LÜTZELFLÜH (BERN) 66.66 66.66 FBF FRISCHBÉTON AG FRUTIGEN SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 FRISCHBÉTON AG ZUCHWIL SWITZERLAND ZUCHWIL (SOLOTHURN) 88.94 88.94 FRISCHBÉTON LANGENTHAL AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND WIMMIS (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 MATERIALBEWIRTTSCHFTUNG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55 SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C. SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 STEINBRUCH + ORBERG AG   | CEMENTWERK DÄRLIGEN AG                              | SWITZERLAND | DÄRLIGEN (BERN)      | 98.55     | 98.55     |  |
| EMME KIES + BÉTON AG  SWITZERLAND  LÜTZELFLÜH (BERN)  66.66  66.66  FBF FRISCHBÉTON AG FRUTIGEN  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  FRISCHBÉTON AG ZUCHWIL  SWITZERLAND  ZUCHWIL (SOLOTHURN)  88.94  88.94  FRISCHBÉTON LANGENTHAL AG  SWITZERLAND  LANGENTHAL (BERN)  81.17  81.17  GRANDY AG  SWITZERLAND  LANGENDORF  (SOLEURE)  100.00  100.00  KIES- UND BÉTONWERK REULISBACH  AG  SWITZERLAND  ST STEPHAN (BERN)  98.55  98.55  MATERIALBEWIRTTSCHFTUNG  MITHOLZ AG  SWITZERLAND  KANDERGRUND (BERN)  98.55  98.55  MICHEL & CO AG  SWITZERLAND  BÖNIGEN (BERN)  98.55  98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND  HAUTERIVE (FRIBOURG)  50.00  P.C.  SHB STEINBRUCH + HARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  STEINBRUCH VORBERG AG  | COVIT SA  | SWITZERLAND |                      | 100.00    | 100.00    |  |
| SWITZERLAND LÜTZELFLÜH (BERN) 66.66 66.66 FBF FRISCHBÉTON AG FRUTIGEN SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 FRISCHBÉTON AG ZUCHWIL SWITZERLAND ZUCHWIL (SOLOTHURN) 88.94 88.94 FRISCHBÉTON LANGENTHAL AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55 SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C. SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 STEINBRUCH VORBERG AG  | CREABÉTON MATERIAUX SA                              | SWITZERLAND | LYSS (BERN)          | 100.00    | 100.00    |  |
| SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 FRISCHBÉTON AG ZUCHWIL SWITZERLAND ZUCHWIL (SOLOTHURN) 88.94 88.94 FRISCHBÉTON LANGENTHAL AG SWITZERLAND LANGENTHAL (BERN) 81.17 81.17 GRANDY AG LANGENDORF SWITZERLAND (SOLEURE) 100.00 100.00 KIES- UND BÉTONWERK REULISBACH AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55 KIESTAG STEINIGAND AG SWITZERLAND WIMMIS (BERN) 98.55 98.55 MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55 MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55 SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C. SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 STEINBRUCH VORBERG AG   | EMME KIES + BÉTON AG                                | SWITZERLAND | LÜTZELFLÜH (BERN)    | 66.66     | 66.66     |  |
| FRISCHBÉTON LANGENTHAL AG  SWITZERLAND  LANGENTHAL (BERN)  SIL17  BIL17  GRANDY AG  SWITZERLAND  LANGENDORF (SOLEURE)  SWITZERLAND  KIES- UND BÉTONWERK REULISBACH AG  SWITZERLAND  SWITZERLAND  ST STEPHAN (BERN)  98.55  98.55  KIESTAG STEINIGAND AG  SWITZERLAND  MATERIALBEWIRTTSCHFTUNG MITHOLZ AG  SWITZERLAND  KANDERGRUND (BERN)  98.55  98.55  MAICHEL & CO AG  SWITZERLAND  BÖNIGEN (BERN)  98.55  98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND  HAUTERIVE (FRIBOURG)  50.00  P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN)  98.55  98.55  STEINBRUCH VORBERG AG  | FBF FRISCHBÉTON AG FRUTIGEN                         | SWITZERLAND | FRUTIGEN (BERN)      | 98.55     | 98.55     |  |
| SWITZERLAND LANGENTHAL (BERN) 81.17 81.17  GRANDY AG  KIES- UND BÉTONWERK REULISBACH AG  KIESTAG STEINIGAND AG  SWITZERLAND  SWITZERLAND  ST STEPHAN (BERN) 98.55 98.55  KIESTAG STEINIGAND AG  SWITZERLAND  MATERIALBEWIRTTSCHFTUNG  MITHOLZ AG  SWITZERLAND  KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG  SWITZERLAND  BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND  SWITZERLAND  BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA  SWITZERLAND  SWITZERLAND  FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH + HARTSCHOTTER  BLAUSEE MITHOLZ AG  SWITZERLAND  FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG  | FRISCHBÉTON AG ZUCHWIL                              | SWITZERLAND | ZUCHWIL (SOLOTHURN)  | 88.94     | 88.94     |  |
| SWITZERLAND (SOLEURE) 100.00 100.00  KIES- UND BÉTONWERK REULISBACH AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55  KIESTAG STEINIGAND AG SWITZERLAND WIMMIS (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG  | FRISCHBÉTON LANGENTHAL AG                           | SWITZERLAND | LANGENTHAL (BERN)    | 81.17     | 81.17     |  |
| AG SWITZERLAND ST STEPHAN (BERN) 98.55 98.55  KIESTAG STEINIGAND AG SWITZERLAND WIMMIS (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 STEINBRUCH VORBERG AG   | GRANDY AG   | SWITZERLAND |                      | 100.00    | 100.00    |  |
| SWITZERLAND WIMMIS (BERN) 98.55 98.55  MATERIALBEWIRTTSCHFTUNG MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG  |   | SWITZERLAND | ST STEPHAN (BERN)    | 98.55     | 98.55     |  |
| MITHOLZ AG SWITZERLAND KANDERGRUND (BERN) 98.55 98.55  MICHEL & CO AG SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG   | KIESTAG STEINIGAND AG                               | SWITZERLAND | WIMMIS (BERN)        | 98.55     | 98.55     |  |
| SWITZERLAND BÖNIGEN (BERN) 98.55 98.55  SABLES + GRAVIERS TUFFIERE SA SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG   | MATERIALBEWIRTTSCHFTUNG<br>MITHOLZ AG               | SWITZERLAND | KANDERGRUND (BERN)   | 98.55     | 98.55     |  |
| SWITZERLAND HAUTERIVE (FRIBOURG) 50.00 P.C.  SHB STEINBRUCH + HARTSCHOTTER BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55  STEINBRUCH VORBERG AG   | MICHEL & CO AG                                      | SWITZERLAND | BÖNIGEN (BERN)       | 98.55     | 98.55     |  |
| BLAUSEE MITHOLZ AG SWITZERLAND FRUTIGEN (BERN) 98.55 98.55 STEINBRUCH VORBERG AG   | SABLES + GRAVIERS TUFFIERE SA                       | SWITZERLAND | HAUTERIVE (FRIBOURG) | 50.00     | P.C.      |  |
|  | SHB STEINBRUCH + HARTSCHOTTER<br>BLAUSEE MITHOLZ AG | SWITZERLAND | FRUTIGEN (BERN)      | 98.55     | 98.55     |  |
|  | STEINBRUCH VORBERG AG                               | SWITZERLAND | BIEL (BERN)          | 60.00     | 60.00     |  |

<sup>(1)</sup> Company merged in 2009 in a fully consolidated entity.

# Fully consolidated: REST OF WORLD (continued)

| COMPANY  | COUNTRY     | STATE/CITY                 | % CON     | ONTROL    |  |
|--|-------------|----------------------------|-----------|-----------|--|
|  |             |                            | Dec. 2009 | Dec. 2008 |  |
| VIBÉTON FRIBOURG SA                                | SWITZERLAND | ST . URSEN (FRIBOURG)      | 100.00    | 100.00    |  |
| VIBÉTON KIES AG                                    | SWITZERLAND | LYSS (BERN)                | 100.00    | 100.00    |  |
| VIBÉTON SAFNERN AG                                 | SWITZERLAND | SAFNERN (BERN)             | 90.47     | 90.47     |  |
| VIGIER CEMENT AG                                   | SWITZERLAND | PERY (BERN)                | 100.00    | 100.00    |  |
| VIGIER HOLDING AG                                  | SWITZERLAND | DEITINGEN<br>(SOLOTHURN)   | 100.00    | 100.00    |  |
| VIGIER MANAGEMENT AG                               | SWITZERLAND | DEITINGEN<br>(SOLOTHURN)   | 100.00    | 100.00    |  |
| VIRO AG  | SWITZERLAND | DEITINGEN<br>(SOLOTHURN)   | 100.00    | 100.00    |  |
| VITRANS AG   | SWITZERLAND | PERY (BERN)                | 100.00    | 100.00    |  |
| WYSS KIESWERK AG                                   | SWITZERLAND | FELDBRUNNEN<br>(SOLOTHURN) | 100.00    | 100.00    |  |
| AKTAŞ İNŞAAT MALZEMELERİ SANAYİ<br>VE TİCARET A.Ş. | TURKEY      | ANKARA                     | 100.00    | 100.00    |  |
| BAŞTAŞ BAŞKENT ÇİMENTO SANAYİ<br>VE TİCARET A.Ş.   | TURKEY      | ANKARA                     | 85.68     | 85.48     |  |
| BAŞTAŞ HAZIR BETON SANAYİ<br>VE TİCARET A.Ş.       | TURKEY      | ANKARA                     | 85.68     | 85.48     |  |
| KONYA ÇİMENTO SANAYİİ A.Ş.                         | TURKEY      | KONYA                      | 83.34     | 80.98     |  |
| TAMTAŞ YAPI MALZEMELERİ SANAYİ<br>VE TİCARET A.Ş.  | TURKEY      | ANKARA                     | 100.00    | 100.00    |  |
| BSA CIMENT SA                                      | MAURITANIA  | NOUAKCHOTT                 | 64.91     | 64.91     |  |
| VICAT SAGAR  | INDIA       | HYDERABAD                  | 51.00     | 51.00     |  |

# **Proportionate consolidation: FRANCE**

| COMPANY                       | ADDRESS   | Siren No.   | % CON     | ITROL     |
|-------------------------------|---|-------------|-----------|-----------|
|                               |   |             | Dec. 2009 | Dec. 2008 |
| CARRIÈRES BRESSE<br>BOURGOGNE | Port Fluvial Sud de Châlon<br>71380 EPERVANS      | 655 850 055 | 49.95     | 49.95     |
| DRAGAGES ET CARRIÈRES         | Port Fluvial sud de Chalon<br>71380 EPERVANS      | 341 711 125 | 50.00     | 50.00     |
| SABLIÈRES DU CENTRE           | Les Genévriers Sud<br>63430 LES MARTRES D'ARTIERE | 480 107 457 | 50.00     | 50.00     |

# **Proportionate consolidation: REST OF WORLD**

| COMPANY                       | COUNTRY     | STATE/CITY           | % CONTROL |           |
|-------------------------------|-------------|----------------------|-----------|-----------|
|                               |             |                      | Dec. 2009 | Dec. 2008 |
| FRISHBÉTON TAFERS AG          | SWITZERLAND | TAFERS (FRIBOURG)    | 49.50     | 49.50     |
| KIESWERK NEUENDORF            | SWITZERLAND | NEUENDORF (SOLEURE)  | 50.00     | 50.00     |
| SABLES + GRAVIERS TUFFIERE SA | SWITZERLAND | HAUTERIVE (FRIBOURG) | F.C.      | 43.83     |

# **Equity method: FRANCE**

| COMPANY   | ADDRESS                            | Siren No.   | % CONTROL |           |
|-----------|------------------------------------|-------------|-----------|-----------|
|           |                                    |             | Dec. 2009 | Dec. 2008 |
| SOCAVA    | 74490 ST JEOIRE EN FAUCIGNY        | 606 320 752 | 40.00     | 39.90     |
| SODICAPEI | Mines des Usclades<br>34560 VEYRAC | 339 718 967 | 48.00     | -         |

# **Equity method: REST OF WORLD**

| COMPANY            | COUNTRY     | STATE/CITY      | % CONTROL |           |
|--------------------|-------------|-----------------|-----------|-----------|
|                    |             |                 | Dec. 2009 | Dec. 2008 |
| HYDROELECTRA       | SWITZERLAND | AU (ST. GALLEN) | 49.00     | 49.00     |
| SILO TRANSPORT AG  | SWITZERLAND | BERN (BERN)     | 50.00     | 50.00     |
| SINAI WHITE CEMENT | EGYPT       | LE CAIRE        | 25.40     | -         |

### STATUTORY AUDITORS' REPORT

#### ON THE CONSOLIDATED FINANCIAL STATEMENTS

Year ended 31 December, 2009

To the Shareholders,

In compliance with the assignment entrusted to us by the shareholders in general meeting, we hereby present our report to you, for the year ended 31 December 2009, on:

- the audit of the accompanying consolidated financial statements of Vicat S.A.:
- the justification of our assessments;
- the specific verification required by law.

These consolidated financial statements have been approved by the Board of directors. Our role is to express an opinion on these financial statements based on our audit

#### 1. Opinion on the consolidated financial statements

We conducted our audit in accordance with professional standards applicable in France. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the appropriateness of accounting principles used and the reasonableness of significant accounting estimates made by the management, as well as evaluating the overall financial statements presentation. We believe that the audit evidence we have obtained is sufficient and provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements give a true and fair view, in accordance with IFRSs as adopted by the EU, of the assets, liabilities, and financial position of the consolidated group of entities as at December 31, 2009 and of the results of its operations for the year then ended.

#### 2. Justification of our assessments

In accordance with the requirements of article L.823-9 of the French Commercial Code relating to the justification of our assessments, we bring to your attention the following matters:

- · At each reporting date, the company tests for impairment any goodwill acquired in a business combination and the assets with indefinite useful lives, and also assesses whether there is any indication that non-current assets may be impaired, using the methodology disclosed in notes 1.4.1.11. and 3 of the financial statements. The accounting estimates made for the purpose of impairment testing as of 31 December 2009 were prepared at a time when there is a lack of visibility in respect of future economic conditions. It is in such a context that we have examined the procedures for the performance of the impairment testing, and the expected future cash flows and related assumptions. We have also verified that the related disclosures in notes 1.4.1.11. and 3 provide appropriate information.
- Notes 1-15 and 14 specify the methods of evaluation of post-employment benefits and other long-term employee benefits. These obligations have been evaluated by independent actuaries. The work we performed consisted of examining underlying data used in the calculations, assessing the assumptions, and verifying that the disclosures contained in notes 1-15 and 14 provide appropriate information.

These assessments were made in the context of our audit of the consolidated financial statements, taken as a whole, and therefore contributed to the formation of the opinion expressed in the first part of this report.

#### 3. Specific verification

As required by law, and in accordance with professional standards applicable in France, we have also verified the information relating to the Group which is given in the management report. We have no matters to report regarding its fair presentation and consistency with the consolidated financial statements.

Paris La Défense, March 5, 2010

KPMG Audit

A division of KPMG SA

Jean-Marc Decléty

Partner

Chamalières, March 5, 2010 **Wolff & Associés S.A.S.** Grégory Wolff Partner

# STATUTORY FINANCIAL STATEMENTS

### Statutory financial statements at December 31, 2009

| at December 31, 2003   |     |
|--|-----|
| Balance sheet at December 31, 2009                                 | 107 |
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# **BALANCE SHEET AT DECEMBER 31, 2009**

| ASSETS  |                 | 2009                          |   | 2008            |
|---|-----------------|-------------------------------|---|-----------------|
| (in the country of country)                                 | Cross amount    | Amortization and depreciation | Not                                     | Net             |
| (in thousands of euros)                                     | Gross amount    | and depreciation              | Net                                     | Net             |
| NON-CURRENT ASSETS  |                 |                               |   |                 |
| Intangible assets   | 27 417          | 0.756                         | 10.661                                  | 6 70F           |
| Concessions, patents and similar rights  Goodwill           | 27,417          | 8,756                         | 18,661                                  | 6,785           |
|   | 1,163           | 1,163                         | 252                                     | 200             |
| Other intangible assets                                     | 674             | 422                           | 252                                     | 289             |
| Property, plant and equipment  Land                         | 88,218          | 15.017                        | 73,201                                  | 68,889          |
|   | 159,878         |                               | ,                                       | 56,222          |
| Buildings Plant, machinery and equipment                    | 499,617         | 106,708<br>375,853            | 53,170<br>123,764                       | 124,441         |
| Other tangible assets                                       | 26,338          |                               | ,                                       | 4.784           |
|   | 6,359           | 20,721                        | 5,617<br>6,359                          | 9,183           |
| Tangible assets under construction                          |                 |                               | ,                                       | 9,103           |
| Advances and payments on account  Financial investments     | 33              |                               | 33                                      | /4              |
|   | 1 210 061       | 609                           | 1 210 252                               | 1,093,289       |
| Equity in affiliated companies  Other long-term investments | 1,219,861       | 64                            | 1,219,252                               |                 |
|   | 85              | 04                            | 21                                      | 21              |
| Loans   | 67              | 22 500                        | 67                                      | 67              |
| Other financial assets                                      | 77,568          | 22,500                        | 55,068                                  | 37,464          |
| Total non-current assets                                    | 2,107,278       | 551,813                       | 1,555,465                               | 1,401,508       |
| CURRENT ASSETS  |                 |                               |   |                 |
| Inventories and work-in-progress                            | FF C 40         |                               | FF C 40                                 | F7 07F          |
| Raw materials and other supplies                            | 55,649<br>9,229 |                               | 55,649<br>9,229                         | 53,935<br>9,762 |
| Work-in-progress  |                 |                               |   |                 |
| Semi-finished and finished products  Goods for sale         | 10,286          |                               | 10,286                                  | 10,689<br>114   |
|   | 120             |                               | 120                                     | 114             |
| Advances and payments on account on orders                  | 1,380           |                               | 1,380                                   | 1,080           |
| Receivables   | 1,000           |                               | 1,000                                   | 1,000           |
| Trade receivables and related accounts                      | 123,235         | 147                           | 123,088                                 | 132,452         |
| Other receivables   | 127,752         | 445                           | 127,307                                 | 88,577          |
| Short-term financial investments:                           | , -             |                               | , |                 |
| - treasury shares   | 15,900          | 1,511                         | 14,389                                  | 14,838          |
| - marketable securities                                     | 12,062          | ,                             | 12,062                                  | 4,502           |
| Cash  | 4,055           |                               | 4,055                                   | 4,126           |
| Accrued expenses  | 1,609           |                               | 1,609                                   | 1,151           |
| Total current assets  | 361,315         | 2,103                         | 359,212                                 | 321,226         |
| Expenses to be allocated                                    | 3,790           | ,                             | 3,790                                   | 630             |
| Translation adjustments - assets                            | 14              |                               | 14                                      | 17              |
| TOTAL   | 2,472,397       | 553,916                       | 1,918,481                               | 1,723,381       |

# BALANCE SHEET AT DECEMBER 31, 2009 (CONTINUED)

#### **LIABILITIES AND SHAREHOLDERS' EQUITY**

| (in thousands of euros)  | 2009      | 2008      |
|--|-----------|-----------|
| SHAREHOLDERS' EQUITY   |           |           |
| Share capital*   | 179,600   | 179,600   |
| Additional paid-capital and merger premiums.   | 11,207    | 11,207    |
| Revaluation adjustments  | 11,228    | 11,228    |
| Reserve  | 18,708    | 18,708    |
| Regulated reserves   | 112       | 112       |
| Other reserves   | 511,094   | 510,266   |
| Retained earnings  | 82,714    | 45,764    |
| Income for the year  | 124,862   | 103,415   |
| Regulated provisions   | 95,492    | 72,106    |
| Total shareholders' equity   | 1,035,017 | 952,406   |
| PROVISIONS   |           |           |
| Provisions for liabilities (risks)   | 5,182     | 5,138     |
| Provisions for liabilities (expenses)  | 12,817    | 7,510     |
| Total  | 17,999    | 12,648    |
| LIABILITIES  |           |           |
| Bank borrowings and financial liabilities**  | 598,233   | 593,857   |
| Other borrowings and financial liabilities   | 671       | 763       |
| Trade payables and related accounts  | 30,474    | 41,248    |
| Tax and employee-related liabilities   | 23,703    | 23,122    |
| Payables to fixed assets suppliers and related accounts                              | 9,596     | 13,945    |
| Other liabilities  | 202,788   | 85,337    |
| Accrued income   |           | 3         |
| Total  | 865,465   | 758,275   |
| Translation adjustments - liabilities  |           | 52        |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES   | 1,918,481 | 1,723,381 |
| * Revaluation adjustments incorporated into capital                                  | 14,855    | 14,855    |
| ** Of which current bank facilities and credit balances (including commercial paper) | 6,114     | 4,282     |

### **INCOME STATEMENT FOR THE YEAR 2009**

| (in thousands of euros)  | 2009    | 2008    |
|--|---------|---------|
| OPERATING REVENUE  |         |         |
| Sales of goods   | 3,425   | 4,108   |
| Sales of finished products and services                                      | 445,284 | 507,734 |
| Net sales  | 448,709 | 511,842 |
| Change in inventories of goods   | -936    | -796    |
| Production of assets capitalized   | 1,015   | 548     |
| Operating subsidies  | 46      | 16      |
| Reversals on depreciation, amortization and provisions, transferred expenses | 6,473   | 1,063   |
| Other revenues   | 25,007  | 13,806  |
| Total operating revenue  | 480,314 | 526,479 |
| OPERATING EXPENSES   |         |         |
| Purchases of goods   | 2,580   | 2,570   |
| Change in inventories of goods   | - 44    | 5       |
| Purchases of raw materials and supplies                                      | 79,315  | 94,725  |
| Change in inventories of raw materials and other supplies                    | - 1,714 | - 5,798 |
| Other purchases and external expenses  | 159,957 | 178,945 |
| Taxes, duties and assimilated transfers                                      | 17,861  | 18,127  |
| Salaries   | 41,425  | 39,560  |
| Social security contribution and similar charges                             | 19,044  | 18,192  |
| Amortization and depreciation:   |         |         |
| - on non-current assets: amortization  | 21,704  | 18,928  |
| - on current assets: depreciation  | 153     | 104     |
| For contingencies and losses: charges to provisions                          | 710     | 654     |
| Other expenses   | 10,405  | 3,620   |
| Total operating expenses   | 351,396 | 369,632 |
| Earnings before interest and taxes   | 128,918 | 156,847 |
| FINANCIAL INCOME   |         |         |
| From affiliated companies  | 57,188  | 58,638  |
| From other marketable securities and long-term loans                         | 8       | 7       |
| Other interest and assimilated income  | 354     | 980     |
| Reversal on depreciation and provisions, transferred expenses                | 22,977  | 61      |
| Positive exchange rate differences   | 350     | 444     |
| Total investment income  | 80,877  | 60,130  |
| FINANCIAL EXPENSES   |         |         |
| Amortization, depreciation and provisions                                    | 14      | 37,434  |
| Interest and assimilated expenses  | 21,734  | 35,137  |
| Negative exchange rate differences   | 295     | 882     |
| Total financial expenses   | 22,043  | 73,453  |
| Net financial income (expense)   | 58,834  | -13,323 |
| NET PROFIT FROM ORDINARY ACTIVITIES BEFORE TAX                               | 187,752 | 143,524 |

## **INCOME STATEMENT FOR THE YEAR 2009 (CONTINUED)**

| (in thousands of euros)  | 2009     | 2008    |
|--|----------|---------|
| NET PROFIT FROM ORDINARY ACTIVITIES BEFORE TAX                 | 187,752  | 143,524 |
| EXCEPTIONAL INCOME   |          |         |
| From non-capital transactions                                  | 433      | 107     |
| From capital transactions                                      | 2,977    | 5,438   |
| Reversals on depreciation and provisions, transferred expenses | 2,314    | 6,384   |
| TOTAL EXCEPTIONAL INCOME                                       | 5,724    | 11,929  |
| EXCEPTIONAL EXPENSES   | _        |         |
| From non-capital transactions                                  | 2,196    | 439     |
| From capital transactions                                      | 1,821    | 3,767   |
| Amortization, depreciation and provisions                      | 30,843   | 19,877  |
| TOTAL EXCEPTIONAL EXPENSES                                     | 34,860   | 24,083  |
| NET NON-OPERATING INCOME (EXPENSE)                             | - 29,136 | -12,154 |
| Employee profit-sharing  | 4,850    | 5,333   |
| Income tax   | 28,904   | 22,622  |
| TOTAL INCOME   | 566,915  | 598,538 |
| TOTAL EXPENSES   | 442,053  | 495,123 |
| NET EARNINGS   | 124,862  | 103,415 |

### **NOTES TO STATUTORY FINANCIAL STATEMENTS 2009**

#### **ACCOUNTING POLICIES**

The accompanying financial statements have been prepared in accordance with the laws and regulations applicable in France.

Significant accounting policies used in preparation of the accompanying financial statements are as follows:

Intangible assets are recorded at historical cost after deduction of amortization. Goodwill, fully amortized, corresponds to business assets received prior to the 1986 fiscal year. Greenhouse gas emission quotas are entered in accordance with the arrangements explained in note A1.

Research and development costs are entered as expenses.

Plant, property and equipment are recorded at acquisition or production cost. Property, plant and equipment acquired before December 31, 1976 have been restated.

Amortization is calculated on a straight-line basis over the useful life of assets. Amortization calculated on a tax rate method is reported in the balance sheet under "regulated provisions".

Mineral reserves and related development costs are amortized using the units of production method.

Investments are recorded at cost and adjusted to market value when a significant and permanent decline in value occurs. Investments acquired before December 31, 1976 have been restated.

Inventories are valued using the method of weighted average unit cost.

Cost includes both the purchase price and all related costs.

Manufactured goods are recorded at production cost and include labor, material, manufacturing overheads and other direct costs of production. Receivables and payables are recorded at cost.

Depreciations are made to recognize losses on doubtful receivables and inventories that may arise at year-end.

Receivables and payables denominated in foreign currencies are recorded using the exchange rates prevailing at the date of the transaction. At yearend, these receivables and payables are valued in the balance sheet at exchange rates in effect at year-end.

Issue expenses for borrowings are spread over the term of the borrowings.

Differences arising from revaluation of these receivables and payables are reported in the balance sheet under "Translation differentials". Additional provisions are made for unrealized currency losses that do not offset.

Short-term financial investments are valued at cost or at market value if lower.

### SIGNIFICANT EVENTS OF THE PERIOD

During the year, the company participated in the increase in capital of its PARCIFIM subsidiary for an amount of 125,886  $k \in$ .

#### **SALES ANALYSIS**

Net sales by geographical area and activity break down as follows for the year ended December 31, 2009:

| (in thousands | Eranco  | Other countries | TOTAL   |
|---------------|---------|-----------------|---------|
| of euros)     | France  | Countries       | IOIAL   |
| CEMENT        | 383,590 | 29,499          | 413,089 |
| PAPER         | 24,531  | 11,089          | 35,620  |
| TOTAL         | 408,121 | 40,588          | 448,709 |

#### **ANALYSIS OF THE STATUTORY FINANCIAL STATEMENTS**

#### A - Non-current assets

#### 1) Intangible and tangible assets:

| (in thousands of euros)                  | Gross value<br>at beginning<br>of year | Acquisitions | Disposals | Gross value at end of year |
|--|--|--------------|-----------|----------------------------|
| Concessions, patents, goodwill and other | 16.670                                 | 10.504       |           | 00.054                     |
| intangible assets                        | 16,670                                 | 12,584       |           | 29,254                     |
| Land and improvements                    | 83,273                                 | 5,272        | 327       | 88,218                     |
| Buildings and improvements               | 160,373                                | 1,244        | 1,739     | 159,878                    |
| Plant, machinery and equipment           | 497,576                                | 12,651       | 10,610    | 499,617                    |
| Other tangible assets                    | 24,774                                 | 2,308        | 744       | 26,338                     |
| Tangible assets in progress              | 9,183                                  | 15,631       | 18,455    | 6,359                      |
| Advances and payments on account         | 74                                     | 1,528        | 1,569     | 33                         |
| TOTAL                                    | 791,923                                | 51,218       | 33,444    | 809,697                    |

| (in thousands of euros)                                    | Accumulated<br>depreciation at<br>beginning of<br>year | Increase | Decrease | Accumulated depreciation at end of year |
|--|--|----------|----------|---|
| Concessions, patents, goodwill and other intangible assets | 9.596  | 745      | _        | 10.341                                  |
| Land and improvements                                      | 13,326   | 874      | 241      | 13,959                                  |
| Buildings and improvements                                 | 104,151  | 4,288    | 1,731    | 106,708                                 |
| Plant, machinery and equipment                             | 373,135  | 12,481   | 9,763    | 375,853                                 |
| Other tangible assets                                      | 19,990   | 1,466    | 735      | 20,721                                  |
| TOTAL  | 520,198  | 19,854   | 12,470   | 527,582                                 |

Quotas allocated by the French government in the framework of the National Quota Allocation Plan (PNAQ II) are not recorded, either as assets or liabilities. For 2009, they amount to 2,802 thousand tonnes of greenhouse gas emissions (14,011 thousand tonnes for the 2008-2012 period).

Only the quotas held at the end of the period exceeding the cumulative actual emissions by 4,719 thousand tonnes are recorded in the assets, for 10,909 thousand euros, corresponding to 885 thousand tonnes.

Recording of surpluses, quota sales and quota swaps (EUA) against Emission Reduction Certificates (ERCs) are recognized in the income for the year at

an amount of 12,564 thousand euros (8,069 thousand euros at December 31, 2008).

Tangible assets in progress are mainly comprised of industrial installations in the construction phase.

Property, plant and equipment are depreciated as follows:

Construction and civil engineering for industrial installations:

Industrial installations:
Vehicles:
Sundry equipment:
Computer equipment:

15 to 30 years
5 to 15 years
5 to 8 years
5 years
3 years

#### 2) Financial investments:

Financial investments increased by 125,196 thousand euros, mainly as a result of:

• increases in investments in companies amounting to:

125.897

• change in other Financial investments:

- 701

125,196

In accordance with a liquidity agreement entered into with an investment services provider - CA Cheuvreux, at year-end:

- 10,000 Vicat shares representing a gross value of 561 thousand euros were allocated to this liquidity agreement.
- 4,873 thousand euros in cash invested in a money market fund were allocated to this liquidity agreement.

Loans and other long-term investments break down as follows: (in thousands of euros)

within one year

77,635

• over one year

#### **B** - Shareholders' equity

Share capital amounts to 179,600,000 euros and is divided into 44,900,000 shares of 4 euros each.

The share ownership breaks down as follows:

• Employees including salaried shareholders (\*) 2.45 %

including salaried shareholders (\*) 2.45 %
• Family, Parfininco and Soparfi

60.57 %

4.82 %

• Vicat

2.41 %

(\*) in accordance with Article L 225-102 of the French Commercial Code

#### **CHANGE IN SHAREHOLDERS' EQUITY**

| (in thousands of euros)                       | 2009      | 2008      |
|---|-----------|-----------|
| Shareholders' equity at the beginning of year | 952,406   | 1,009,434 |
| Shareholders' equity at the end of year       | 1,035,017 | 952,406   |
| Change  | 82,611    | - 57,028  |
| ANALYSIS OF CHANGE                            |           |           |
| Capital reduction                             |           | - 112,646 |
| Income for the year                           | 124,862   | 103,414   |
| Dividends paid (1)                            | - 65,637  | - 65,393  |
| Revaluation change                            |           | - 33      |
| Regulated provision                           | 23,386    | 17,630    |
|   | 82,611    | - 57,028  |
|   |           |           |

 $<sup>^{\</sup>scriptscriptstyle{(1)}}$  less dividends on treasury shares

#### Regulated provisions break down as follows:

| (in thousands of euros)       | Value  | Recovered<br>at 1 year<br>maximum | Recovered<br>after more<br>than 1 year |
|-------------------------------|--------|-----------------------------------|--|
| Price increase provision      | 11,378 | 227                               | 11,151                                 |
| Special tax depreciation      | 74,845 | 2,552                             | 72,293                                 |
| Special revaluation provision | 2,465  | -                                 | 2,465                                  |
| Investment provision          | 6,804  | 519                               | 6,285                                  |
| TOTAL                         | 95,492 | 3,298                             | 92,194                                 |

#### **C - Provisions for risks and other charges**

| (in thousands of euros)    | Amount at<br>the beginning<br>of year | Increase | Decrease<br>(with use) | Decrease<br>(unused<br>provision) | Amount at the end of year |
|----------------------------|---------------------------------------|----------|------------------------|-----------------------------------|---------------------------|
| Provisions for restoration |                                       |          |                        |                                   |                           |
| of sites                   | 5,774                                 | 456      | 410                    |                                   | 5,820                     |
| Provisions for disputes    | 4,571                                 | 59       | 71                     | -                                 | 4,559                     |
| Other charges              | 2,303                                 | 5,335    | 18                     | -                                 | 7,620                     |
| TOTAL                      | 12,648                                | 5,850    | 499                    | -                                 | 17,999                    |

Provisions for risk and other charges amount to 18 million euros and cover in particular the forecast charges linked to the French regulated quarry depletion provision for an amount of 5.8 million euros. These provisions are made for each of the quarries based on actual tonnages extracted times an estimated per tonne cost of the work to be performed at the end of operations.

Provisions for disputes include a provision of 4.5 million euros, corresponding to the residual amount of the penalty imposed by the Office of Fair Trade ("O.F.T." - Conseil de la Concurrence) concerning a presumed collusion in Corsica after the initial amount

of this decision was reduced by the Paris Court of Appeal. The company appealed against this decision at the Court of Cassation (French Supreme Court of Appeal), which partially quashed the ruling of the Paris Appeal Court in July 2009.

Other charges include an amount of 6.1 million euros corresponding to tax due to the subsidiaries in the framework of the tax sharing agreement.

#### **D** - Borrowings and financial liabilities

During 2009, long-term debt and other bank borrowings increased by 4,284 thousand euros.

#### STATEMENT OF MATURITIES

| (in thousands of euros)                            | Gross amount | 1 year or less | 1 - 5 years | more than<br>5 years |
|--|--------------|----------------|-------------|----------------------|
| Bank borrowings and financial liabilities (1)      | 589,204      | 141,311        | 341,956     | 105,937              |
| Miscellaneous borrowings and financial liabilities | 671          | 84             | 339         | 248                  |
| Short-term bank borrowings and bank overdrafts     | 9,029        | 9,029          | _           | _                    |
| (1) Including commercial paper                     | 136,000      |                | 136,000     |                      |

#### Other information

At December 31, 2009 the Company has 460 million euros in unused confirmed lines of credit that have not been allocated to the hedging of liquidity risk on commercial paper (438 million euros at December 31, 2008).

The Company also has a program for issuing commercial paper amounting to 152 million euros. As at December 31, 2009, the amount of the notes issued was 136 million euros. Commercial paper consists of short-term debt instruments backed by confirmed

lines of credit in the amounts issued and classified as medium-term borrowings in the consolidated balance sheet.

The medium and long-term loan agreements contain specific covenants, especially as regards compliance with financial ratios. The existence of these covenants does not represent a risk to the company's financial position.

#### Financial instruments

#### Foreign exchange risk

The principal and interest due on a borrowing originally issued by the Group in US dollars were converted to euros through a series of *cross currency swaps*.

#### Interest rate risk

The floating rate debt is hedged through the use of financial instruments (caps) on the original maturities of 5 to 12 years for an amount of 360 million euros at December 31, 2009.

#### Liquidity risk

Unused confirmed lines of credit are used to cover the risk of the company finding itself unable to issue its commercial paper through market transactions. At December 31, 2009, these lines matched the short term notes they covered at 136 million euros.

### E - Statement of maturities for trade receivables and payables

All trade receiveables and payables have a term of one year or less.

### F - Other balance sheet and income statement information

The gain from allotment of shares for the purpose of employee profit-sharing amounts to 232 thousand euros.

Other items are as follows:

| Items concerning several balance sheet accounts (in thousands of euros) | Associated companies | Payables or receivables represented by commercial paper |
|---|----------------------|---|
| Long-term investments   | 1,215,942            |   |
| Trade receivables and related accounts                                  | 35,210               | 30,938  |
| Other receivables and related accounts                                  | 106,920              |   |
| Trade payables and related accounts                                     | 8,599                | 6,554   |
| Other liabilities   | 180,829              |   |
| Income statement items  |                      |   |
| Financial expenses  | 778                  |   |
| Financial income excluding dividends                                    | 971                  |   |
| Accrued liabilities (in thousands of euros)                             |                      | Amount  |
| Bank borrowings and financial liabilities                               |                      | 2,915   |
| Trade payables and related accounts                                     |                      | 11,264  |
| Tax and employee-related payables                                       |                      | 12,666  |
| Other liabilities   |                      | 470   |
| TOTAL   |                      | 27,315  |
| Accrued expenses (in thousands of euros)                                |                      | Amount  |
| Operating expenses  |                      | 1,463   |
| Financial expenses  |                      | 146   |
| TOTAL   |                      | 1,609   |
|   |                      |   |

#### **Short-term financial investments**

Short-term financial investment break down as follows: 250,276 Vicat shares for a net amount of 14,388 thousand euros acquired for the purpose of share

allotment to employees. Their market value as of December 31, 2009, amounts to 14,716 thousand euros. Marketable securities for an amount of 12,062 thousand euros are added to these amounts.

#### Net financial income

Net financial income included a reversal of provisions for depreciation of treasury shares for an amount of 22,894 thousand euros.

#### ANALYSIS OF CORPORATE INCOME TAX AND ADDITIONAL CONTRIBUTIONS

| <b>Headings</b> (in thousands of euros)               | Profit (loss)<br>before tax | Corporate income tax | Social security contributions | Profit (loss)<br>after tax |
|---|-----------------------------|----------------------|-------------------------------|----------------------------|
| Current profit (loss)                                 | 187,752                     | - 42,576             | - 1,706                       | 143,470                    |
| Net non-operating income (expense) and profit-sharing | - 33,986                    | 14,786               | 592                           | - 18,608                   |
| Book profit (loss)                                    | 153,766                     | - 27,790             | - 1,114                       | 124,862                    |

#### **OFF-BALANCE SHEET COMMITMENTS**

| Commitments given (in thousands of euros) | Value   |
|---|---------|
| Accrued retirement indemnities (1)        | 10,256  |
| Guarantees granted to subsidiaries        | 137,260 |
| TOTAL                                     | 147,516 |

<sup>(1)</sup> including an amount of 4,028 thousand euros relating to supplemental pension scheme for officers and other managers of the Company under Article 39 of the French General Tax Code (CGI).

| Commitments received (in thousands of euros) | Value   |
|--|---------|
| Confirmed credit lines (1)                   | 696,000 |
| Other commitments received                   | 31,642  |
| TOTAL  | 727,642 |

<sup>(1)</sup> including 152,000 thousand euros allocated to coverage of the program of the commercial paper issue.

Retirement indemnities are accrued in accordance with the terms of in the collective labor agreements. The corresponding liabilities are calculated using the projected unit credit method, which includes assumptions on employee turnover, mortality and wage inflation. Commitments are valued, including social security charges, pro rata to employees' years of service.

Principal actuarial assumptions are as follows:

| Discount rate    | 5.25 %           |
|------------------|------------------|
| Wage inflation   | from 2.5 % à 4 % |
| Inflation rate : | 2 %              |

#### IMPACT OF THE SPECIAL TAX EVALUATIONS

| <b>Headings</b> (in thousands of euros)                  | Allowances | Reinstatements | Amounts |
|--|------------|----------------|---------|
| Income for the year                                      |            |                | 124,862 |
| Income taxes   |            |                | 27,790  |
| Social security contributions                            |            |                | 1,114   |
| Earnings before income tax                               |            |                | 153,766 |
| Change in special tax depreciation of assets             | 20,266     | 1,776          | 18,490  |
| Change in investment provision                           | 2,269      | 526            | 1,743   |
| Variation in special revaluation provision               | -          | -              | -       |
| Variation in the price increase provision                | 3,164      | 12             | 3,152   |
| Subtotal   | 25,699     | 2,314          | 23,385  |
| Income excluding the special tax valuations (before tax) |            |                | 177,151 |

Vicat, together with 17 subsidiaries, entered into a tax sharing agreement whereby they have elected to file a consolidated tax return. According to the tax sharing agreement, the effective tax expenses accounted for by the subsidiaries are calculated as if there were no tax sharing. The tax saving resulting from the tax sharing agreement is awarded to the parent company, notwithstanding the tax due

to the tax loss subsidiaries, for which a provision is established. For 2009, this saving amounts to 5,794 thousand euros.

Non tax-deductible expenses amount to 403 thousand euros for 2009.

#### **DEFERRED TAX**

| Headings (in thousands of euros)                           |       | Amount |
|--|-------|--------|
| Tax due on:  |       |        |
| Price increases provisions                                 |       | 3,917  |
| Special tax depreciation                                   |       | 25,769 |
| Total increases  |       | 29 686 |
|  |       |        |
| Headings (in thousands of euros)                           |       | Amount |
| Tax paid in advance on temporarily non-deductible expenses |       | 3,485  |
| of which profit-sharing expenses                           | 1,670 |        |
| Total reductions   |       | 3,485  |
| Net deferred tax   |       | 26,201 |
|  |       |        |
| Executive management compensation (in thousands of euros)  |       | Amount |
| Compensation allocated to:                                 |       |        |
| - senior managers  |       | 210    |
| - members of the Board                                     |       | 2,227  |

| Employee numbers                                   | Average | At December<br>31, 2009 |
|--|---------|-------------------------|
| Management   | 198     | 203                     |
| Supervisors, technicians, administrative employees | 382     | 381                     |
| Blue-collar workers                                | 271     | 264                     |
| Total Company                                      | 851     | 848                     |
| of which Paper Division                            | 149     | 142                     |

### **SUBSIDIARIES AND AFFILIATES**

(in thousands of currency units: euros, USD, CFA Francs)

| COMPANY OR GROUP<br>OF COMPANIES<br>2009 FINANCIAL PERIOD  | CAPITAL   | RESERVES<br>and retained<br>earnings<br>before ap-<br>propriation<br>of income | OWNER-<br>SHIP<br>interests (%) | BOOK of shares |           | LOANS &<br>ADVANCES<br>granted<br>by the<br>company<br>and not yet<br>repaid | GUARAN-<br>TEES<br>granted<br>by the<br>company | SALES<br>ex. VAT for<br>the financial<br>year ended | PROFIT OR<br>LOSS (-) for<br>the financial<br>year ended | DIVIDENDS<br>received by<br>Vicat during<br>the year | COMMENTS            |
|--|-----------|--|---------------------------------|----------------|-----------|--|---|---|--|--|---------------------|
| SUBSIDIARIES AND<br>AFFILIATES WHOSE<br>THE GROSS VALUE<br>EXCEEDS 1 % OF THE<br>VICAT'S CAPITAL |           |  |                                 |                |           |  |   |   |  |  |                     |
| 1) SUBSIDIARIES<br>(at least 50 % of<br>the capital held by the<br>company)                      |           |  |                                 |                |           |  |   |   |  |  |                     |
| <b>BÉTON TRAVAUX</b><br>92095 PARIS<br>LA DEFENSE  | 27,997    | 189,271  | 99.97                           | 88,869         | 88,869    | 56,779   |   | 18,387  | 37,266   | 26,240   |                     |
| NATIONAL<br>CEMENT COMPANY<br>LOS ANGELES USA  | 280,521   | 196,069  | 97.85                           | 229,581        | 229,581   | 31,206   |   | 259,958<br>(1)                                      | -16,628  |  |                     |
| <b>PARFICIM</b><br>92095 PARIS<br>LA DEFENSE   | 52,368    | 983,678  | 99.99                           | 863,624        | 863,624   |  |   |   | 40,383   | 24,170   |                     |
| <b>SATMA</b><br>38081 L'ISLE D'ABEAU<br>CEDEX  | 3,841     | 2,591  | 100.00                          | 7,613          | 7,613     |  |   | 17,164  | 346  | 2,640  |                     |
| 2) PARTICIPATIONS<br>(10 to 50 % of the<br>capital held by the<br>company)                       |           | -  |                                 |                |           |  |   |   |  |  |                     |
| SOCIÉTÉ DES<br>CIMENTS D'ABIDJAN<br>IVORY COAST  | 2,000,000 | 9,391,586  | 17.14                           | 1,596          | 1,596     |  |   | 50,183,700<br>(2)                                   | 1,230,948  | 461  | Figures<br>for 2008 |
| SATM<br>38081 L'ISLE D'ABEAU   | 1,600     | 35,747   | 22.00                           | 15,765         | 15,765    |  |   | 79,947  | 7,926  | 1,980  |                     |
| OTHER SUBSIDIARIES<br>AND AFFILIATES   |           |  |                                 |                |           |  |   |   |  |  |                     |
| French subsidiaries<br>(total)   |           | -  |                                 | 10,065         | 9,437     | 223  |   |   |  | 726  |                     |
| Foreign subsidiaries (total)   |           |  |                                 | 2,833          | 2,787     |  |   |   |  |  |                     |
| TOTAL  |           |  |                                 | 1,219,946      | 1,219,272 | 88,208   |   |   |  | 56,217   |                     |

<sup>(1)</sup> Figures shown in USD (2) Figures shown in CFA Francs

### **ANALYSIS OF THE INCOME FOR THE YEAR**

| Earnings before non-operating items, profit-sharing and taxes: | 187,751,702  |
|--|--------------|
| In light of:   |              |
| . other non-operating income and expenses                      | - 29,136,095 |
| . employees profit-sharing expense                             | - 4,849,805  |
| . Corporate income tax   | - 28,903,959 |
| Net earnings for 2009 fiscal year were:                        | 124,861,843  |
|  |              |
| PROPOSED NET EARNINGS APPROPRIATION                            |              |
| We propose the following appropriation of net earnings:        |              |
| 2009 YEAR EARNINGS   | 124,861,843  |
| Retained earnings of prior periods                             | 82,713,938   |
| TOTAL TO BE DISTRIBUTED  | 207,575,781  |
| We propose the following distribution:                         |              |
| . dividend of 1.50 € per share of par value 4 euros            | 67,350,000   |
| . statutory reserve  |              |
| . other reserves   | 40,225,781   |
| Retained earnings  | 100,000,000  |

#### **DISTRIBUTIONS MADE IN THE LAST THREE YEARS** (for a comparable number of shares)

| Year          | 2006 | 2007 | 2008 |
|---------------|------|------|------|
| Dividend paid | 1.30 | 1.50 | 1.50 |

Note: The dividend amounts quoted take into account all existing shares.

When payment is made, the dividend on treasury shares will be allocated to the "retained earnings" account.

Dividends distributed are entitled to 40 % tax relief under the conditions set out in Article 158-3 of the *Code général des impôts* (General Tax Code).

### **FIVE-YEARS FINANCIAL RESULTS**

#### **ARTICLES L. 225-81, L. 225-83 AND L. 225-102 OF THE COMMERCIAL CODE**

| (In euros)   | 2005        | 2006        | 2007        | 2008        | 2009        |
|--|-------------|-------------|-------------|-------------|-------------|
| 1) Share capital at year-end   |             |             |             |             |             |
| Share capital  | 62,361,600  | 187,084,800 | 187,084,800 | 179,600,000 | 179,600,000 |
| Number of shares issued  | 15,590,400  | 46,771,200  | 46,771,200  | 44,900,000  | 44,900,000  |
| 2) Operations and earnings for the year  |             |             |             |             |             |
| Net sales  | 432,641,769 | 475,747,670 | 510,432,697 | 511,841,942 | 448,708,588 |
| Earnings before tax, employees profit-sharing, depreciation & amortization and provisions                  | 160,930,224 | 176,747,531 | 204,175,655 | 201,208,409 | 186,205,363 |
| Income tax   | 35,190,000  | 39,340,000  | 18,005,000  | 22,621,500  | 28,903,959  |
| Employees profit-sharing for the year  | 3,986,000   | 5,050,000   | 5,415,687   | 5,332,772   | 4,849,805   |
| Earnings after tax, depreciation & amortization and provisions   | 104,690,964 | 109,683,603 | 82,336,178  | 103,414,454 | 124,861,843 |
| Dividends paid out   | 29,621,760  | 60,802,560  | 70,156,800  | 67,350,000  | 67,350,000  |
| 3) Data per share  |             |             |             |             |             |
| Earnings after tax and employees profit-sharing, but before depreciation & amortization and provisions (1) | 2.71        | 2.95        | 4.03        | 3.86        | 3.40        |
| Earnings after tax, employees profit-sharing, depreciation & amortization and provisions (1)               | 2.33        | 2.44        | 1.83        | 2.30        | 2.78        |
| Dividend paid per share  | 1.90        | 1.30        | 1.50        | 1.50        | 1.50        |
| 4) Employees   |             |             |             |             |             |
| Number of employees  | 819         | 828         | 842         | 850         | 848         |
| Total salaries <sup>(2)</sup>  | 34,066,814  | 36,008,346  | 37,860,259  | 38,720,960  | 40,694,345  |
| Total amount paid in social welfare benefits (social security contributions, charities, etc.)              | 16 ,593,043 | 17,685,934  | 18,482,985  | 18,191,928  | 19,044,121  |

<sup>(1)</sup> Over the adjusted number of shares

 $<sup>^{\</sup>scriptscriptstyle{(2)}}$  Retirement indemnities paid in respect to early retirement excluded

### STATUTORY AUDITORS' REPORT

#### ON THE STATUTORY FINANCIAL STATEMENTS

Year ended December 31, 2009

To the Shareholders,

In compliance with the assignment entrusted to us by the shareholders in general meeting, we hereby present our report to you, for the year ended 31 December 2009, on:

- the audit of the accompanying financial statements of Vicat S.A.:
- the justification of our assessments;
- the specific verifications and information required by law.

The financial statements have been approved by the Board of directors. Our role is to express an opinion on these financial statements based on our audit.

#### 1. Opinion on the financial statements

We conducted our audit in accordance with professional standards applicable in France. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the appropriateness of the accounting principles used and the reasonableness of significant accounting estimates made by the management, as well as evaluating the overall financial statements presentation. We believe that the audit evidence we have obtained is sufficient and provides a reasonable basis for our opinion.

In our opinion, the financial statements give a true and fair view of the Company's financial position and its assets and liabilities as of 31 December 2009, and of the results of its operations for the year then ended in accordance with French accounting rules and principles.

#### 2. Justification of our assessments

In accordance with the requirements of article L.823-9 of the French Commercial Code relating to the justification of our assessments, we bring to your attention the following matters:

Significant accounting rules and methods used in the preparation of the financial statements are disclosed in note 1.

As part of our assessment of the accounting rules and principles applied by your company, we have assessed the appropriateness of the above-mentioned accounting methods and related disclosures.

These assessments were made in the context of our audit of the financial statements, taken as a whole, and therefore contributed to the formation of the opinion expressed in the first part of this report.

#### 3. Specific verifications and information

We have also performed, in accordance with professional standards applicable in France, the specific verifications required by law.

We have no matters to report regarding the fair presentation and the conformity with the financial statements of the information given in the management report of the Board of directors, and in the documents addressed to the shareholders with respect to the financial position and the financial statements.

We have verified the consistency of the information provided in accordance with article L. 225-102-1 of the French Commercial Code with respect to remuneration and benefits paid to company officers, and to any commitments given to them, with the financial statements or with the underlying information used in their preparation, and, as applicable, with information obtained by your Company from companies which either control it or are controlled by it. On the basis of our work, we certify that the information provided is accurate and fairly presented.

As required by law, we have ascertained that the necessary information relating to the acquisition of shareholdings and controlling interests, and the identity of shareholders, was given in the management report of the Board of directors.

Paris La Défense, March 5, 2010

**KPMG Audit** 

A division of KPMG SA Jean-Marc Decléty Partner Chamalières, March 5, 2010 Wolff & Associés S.A.S.

Grégory Wolff Partner

# STATUTORY AUDITORS' REPORT ON REGULATED AGREEMENTS AND COMMITMENTS

Year ended December 31, 2009

To the shareholders,

In our capacity as statutory auditors of your Company, we hereby present to you our report on the regulated agreements and commitments.

We are not required to ascertain whether any agreements or commitments exist but to inform you, on the basis of the information provided to us, of the terms and conditions of the agreements and commitments of which we were notified. It is not our role to determine whether they are beneficial or appropriate. It is your responsibility, under the terms of article R.225-31 of the French Commercial Code ("Code de commerce"), to evaluate the benefits arising from these agreements and commitments prior to their approval.

### Agreements and commitments entered into by the Company in 2009

We inform you that we have not been advised of any agreements or commitments entered into in 2009 and mentioned in article L.225-38 of the French Commercial Code.

Continuing agreements and commitments which were entered into in prior years

Moreover, in accordance with the French Commercial Code, we have been informed of the following agreements and commitments, which were approved during previous years and which were applicable during the period.

#### Undertakings relating to additional pension benefits

<u>Purpose</u>: Supplemental pension plan as defined in Article 39 of the French General Tax Code (CGI).

<u>Terms and conditions</u>: The undertakings with Cardif concern the executive directors as well as managers whose salary exceeds 4 times the ceiling of tranche A.

We performed the procedures we considered necessary in accordance with professional guidance issued by the national institute of auditors ("Compagnie nationale des commissaires aux comptes"), relating to this engagement. Our work consisted in verifying that the information provided to us is in agreement with the underlying documentation from which it was extracted.

Paris La Défense, Chamalières, March 5, 2010

KPMG Audit

Department of KPMG S.A.

Jean-Marc Decléty

Partner

Chamalières, March 5, 2010 **Wolff & Associés S.A.S.** Grégory Wolff Partner





#### A French société anonyme with a share capital of €179,600,000

Head office: Tour Manhattan - 6, place de l'Iris - 92095 Paris-La Défense Cedex - France RCS Nanterre 057 505 539

Copies of this annual report are available free of charge from Vicat, Tour Manhattan - 6, place de l'Iris, 92095 Paris-La Défense Cedex - France, as well as on the websites of the AMF (www.amf-france.org) and of Vicat (www.vicat.com and www.vicat.fr).