PRESS RELEASE

Full-year 2010 sales: €2,014 million

- **Consolidated full-year sales up 6.2% and up 0.3% at constant scope and exchange rates**
- **Pursuit of the Group's strategy of profitable growth in India and Kazakhstan**
- **Stronger financial position and a still very healthy balance sheet**

Paris La Défense, 2 February 2011: The Vicat group (NYSE Euronext Paris: FR0000031775 – VCT) today reports 2010 sales of €2,014 million for the financial year ended 31 December 2009, representing an increase of 6.2%. At constant scope and exchange rates, the Group's sales recorded a very modest increase of 0.3% compared with the same period of 2009.

Consolidated sales by business:

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Cement	**1,033**	950	**8.8%**	1.1%
Concrete & Aggregates	**716**	696	**3.0%**	-0.4%
Other Products and Services	**264**	250	**5.4%**	-0.5%
Total	**2,014**	1,896	**6.2%**	0.3%

Commenting on these figures, the Group's Management Board stated: *"Vicat's performance throughout the 2010 financial year was remarkably solid in spite of a mixed economic environment. The recovery has been fairly timid so far, but the first signs observed in mature markets and the dynamism of emerging markets are encouraging.*
As we anticipated, 2010 was a year of transition during which the Vicat group consolidated its operations and successfully strengthened its production base, owing notably to the benefits of the Performance 2010 and Performance Plus plans.
2010 also saw new projects achieved in line with our strategy of growth in countries with strong potential, as illustrated by the acquisition of Bharathi Cement in India and the start-up of production at the Jambyl Cement plant in Kazakhstan.
Building on this success and confident in its ability to reap the full benefit of its market positions, Vicat is emerging stronger from the crisis."

VICAT INVESTOR RELATIONS CONTACTS:

STÉPHANE BISSEUIL
TEL.: +33 (0)1 58 86 86 13
s.bisseuil@vicat.fr

VICAT PRESS CONTACTS:

CLOTILDE HUET
CATHERINE BACHELOT-FACCENDINI
TEL.: +33 (0)1 58 86 86 26
clotilde.huet@tbwa-corporate.com
catherine.bachelot-faccendini@tbwa-corporate.com

HEAD OFFICE:

TOUR MANHATTAN
6 PLACE DE L'IRIS
F-92095 PARIS - LA DEFENSE CEDEX
TEL.: +33 (0)1 58 86 86 86
FAX: +33 (0)1 58 86 87 88

A FRENCH REGISTERED COMPANY WITH SHARE CAPITAL OF €179,600,000

EEC IDENTIFICATION: FR 92 - 057 505 539

RCS NANTERRE

Consolidated sales in the 2010 financial year came to €2,014 million, representing an increase of 6.2% and growth of 0.3% at constant scope and exchange rates compared with 2009.

Consolidated sales for the fourth quarter of 2010 stood at €486 million, up 7.3% by comparison with the same period of 2009. At constant scope and exchange rates, sales declined by 0.2%.
Over the same period, sales recorded by the Cement and Concrete & Aggregates divisions respectively posted a slight decline at constant scope and exchange rates of 0.4% and 2.0%, while the Other Products and Services division enjoyed a sales increase of 6.1%.

The breakdown of sales in 2010 between the Group's various business lines shifted in favour of the Cement division, which now accounts for 51.3% of consolidated sales, compared with 50.1% in 2009, while the contribution made by the Concrete & Aggregates division came to 35.6% of consolidated sales compared with 36.7% during 2009 as a whole. The Other Products and Services division generated 13.1% of consolidated sales in 2010 compared with 13.2% in 2009.

In this press release, and unless indicated otherwise, all the changes are stated on an annual basis (2010/2009), and at constant scope and exchange rates.

1. Geographical breakdown of consolidated sales in the full year to 31 December 2010

1.1. France

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope
Consolidated sales	**832**	844	-1.5%	-1.5%

Consolidated sales in France posted a small decline of 1.5% over the full year in 2010. It is worth noting that the Group's performance during the fourth quarter was dragged down by highly unfavourable weather conditions, which is not reflecting the gradual recovery seen from the second quarter of 2010 onwards.

Indeed, after a 10% decline in sales during the first quarter of 2010 owing to the cumulative impact of an unfavourable macroeconomic environment and adverse weather conditions, the situation gradually improved, with the Group recording sales growth of 1.2% in the second quarter followed by 4.9% in the third quarter. During the fourth quarter, heavy snowfalls, affecting in particular the regions in which Vicat has a strong presence, affected the Group's sales, which posted a slight contraction of 3.0%.

By business segment:

- Consolidated sales at the Cement division decreased by 1.8% over the full year, reflecting a significant improvement in the environment during this period. Indeed, after recording a decline of close to 10% during the first quarter, the Group notched up solid sales growth again during the second quarter (up 1.0%) and the third quarter (up 4.1%). The adverse weather conditions seen from November were responsible for the business contraction of 3.8% during the fourth quarter. In terms of volumes, the Group returned to growth, recording a rise of 1.2%. This performance was marked by a first and a fourth quarter adversely affected by highly unfavourable weather conditions, which impacted volumes (down 2% and 2.3% respectively). Even so, the impact was offset by a robust performance during the second and third quarter (growth of 4.9% and 3.3% respectively), mirroring more accurately the gradual improvement in the macroeconomic environment seen over the year. Selling prices declined slightly over the financial year, owing to an unfavourable geographical mix and competitive pressures essentially during the first quarter in north-eastern and south-eastern France.

- The Concrete & Aggregates division's consolidated sales fell back 1.8% compared with the 2009 financial year. This division experienced a similar trend to that at the Cement business: sales in the first and fourth quarters (down 9.0% and 7.0% respectively) were affected by the adverse weather conditions and were offset only partially by the robust performance recorded in the second (up 3.4%) and third (up 4.0%) quarters. Lastly, over the full year, Concrete & Aggregates volumes grew by 1.0% and 3.6% respectively.
- The Other Products and Services division posted stable consolidated sales compared with 2009. Sales declined at the construction chemicals business and were compensated by a solid progress in the transport business.

1.2. Europe (excl. France)

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Consolidated sales	**318**	298	6.6%	-4.6%

Consolidated sales in the financial year to 31 December 2010 moved up 6.6% in Europe excluding France. At constant scope and exchange rates, sales fell by 4.6%. The fourth quarter of 2010 dampened business momentum in Switzerland owing to the adverse weather conditions at the end of the year. In addition, the year was marked by further deterioration in the economic environment and fierce competition in the Italian market.

- In Switzerland, market trends remained upbeat throughout the period. As a result, the Group's consolidated sales increased during the financial year by 13.6% and by 0.9% at constant scope and exchange rates. Prices fell back slightly over the period.
  - The Cement division's sales rose by 10.7% at constant scope and exchange rates. This performance was largely attributable to a solid increase in volumes driven by deliveries to major projects, further momentum in the local market and gains achieved by extending certain catchment areas, which largely helped to offset the impact of the highly adverse climate conditions at the end of the year. Selling prices fell back slightly during the year owing to a less favourable geographical mix associated with deliveries to more distant construction projects and customers, especially at the beginning of the year.
  - The Concrete & Aggregates division's consolidated sales dropped by 4.4%. This performance was chiefly attributable to a sales volume contraction of 4.2% in concrete and 6.4% in aggregates over the full year. Selling prices remained broadly stable over the full year.
  - Sales generated by the Precast division recorded a slight decline (down 1.5%). While volumes remained firm (up 6.7%), sales trends were held back by a significant decline in average selling prices owing to a highly unfavourable product mix this year.

- In Italy, sales drew down by 45.5% over the year, depressed by a strong decline in volumes owing to the negative trend in the macroeconomic environment and the poor weather conditions observed at the beginning of the year. This trend was confirmed during the fourth quarter, which brought a slight slowdown in the pace of the contraction in volumes. In these tough conditions, pricing pressures naturally remained strong throughout the year, and the Group decided to continue concentrating on maintaining profitability rather than volumes, notably by focusing its sales and marketing efforts on certain strategic customers.

1.3. United States

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Consolidated sales	**168**	187	-10.0%	-14.3%

Over the year, business trends in the United States were again depressed by tough macroeconomic and sector conditions that were further exacerbated by adverse weather conditions in the first quarter. As a result, consolidated sales in the financial year to 31 December 2010 recorded a decline of 14.3%.

- The Cement division's consolidated sales declined by 17.6% during the 2010 financial year. Although volumes posted a decline of 4.6% over the full year, this trend gave rise to some encouraging signs as the quarters passed, with a return to growth over the full year in the South-East region and a tangible slowdown in the pace of contraction in California. Selling prices recorded another tangible decline over the full year owing to a persistently tough competitive environment. Even so, market prices increased very slightly in the South-Eastern region during the fourth quarter on a sequential basis.
- The Concrete division posted a 12.8% fall in its consolidated sales. In line with the Cement division, this performance shows an improvement in the situation in the South-East region, with a very slight increase in volumes over the full year. In California, volumes returned to solid growth during the second part of the year after a steep decline in the first half. Selling prices were again heavily affected by the economic environment and strong competitive pressures, especially in California. Nevertheless, the pace of the decline gradually slowed down during the financial year, in both regions.

1.4. Turkey, India and Kazakhstan

(€ million)	Financial year to 31 December 2010	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Consolidated sales	**255**	156	63.7%	23.2%

- Consolidated sales in Turkey came to €208 million, representing growth of 23.2% over the full year and 26.5% during the fourth quarter. Volumes posted strong growth during both the full year and the fourth quarter owing to the vigorous economic recovery and supportive weather conditions during the fourth quarter. Against the backdrop of a recovery across the construction sector at large, selling prices posted a solid increase.
    - The Cement division recorded a volume increase of over 10% during the 2010 financial year, with growth running at over 15% during the fourth quarter. This performance was driven by a solid increase in volumes in the domestic market, with the Group focusing on the local market rather than on exports. Against this backdrop, prices posted a solid increase, even though competitive pressures remained tangible notably in the Ankara region. As a result, the Cement division's sales grew 16.1% over the year.
    - The Concrete & Aggregates division's consolidated sales rose by 33.2% compared with the previous year thanks to the strong increase in volumes, both over the year as a whole (up 26.9% in Concrete and up 38.1% in Aggregates) and during the fourth quarter (up 21.0% in Concrete and up 39.9% in Aggregates). Amid this strong recovery in volumes, selling prices gradually picked up, recording a solid increase over the year as a whole.

- In India, the Group posted sales of €47.3 million since 1 May 2010, the date from which Bharathi Cement was consolidated. The Group's business trends in India were brisk, with a sales volume of over 1 million tonnes of cement and clinker from this date, representing a monthly average of over 128,000 tonnes. Even though volume growth slowed down during the fourth quarter owing to the very heavy rainfall in southern India, performance over the financial year remained excellent for a Group that is a newcomer to a market characterised by strong overcapacity. This success validates the Group's strategy based on selling high-end quality cement, capitalising on its well-known brand name and a solid distribution network covering the entire south of India.
  After a sharp fall during the monsoon season, selling prices in the market recovered significantly then held firm, wiping out the decrease seen in previous months.

1.5. Africa and Middle East

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Consolidated sales	**441**	411	7.2%	5.5%

The Africa and Middle East region recorded consolidated sales of €441 million in the financial year to 31 December 2010, representing growth of 5.5% at constant scope and exchange rates.

- In Egypt, consolidated sales recorded a solid increase of 7.6%. After the first quarter that saw a number of adverse non-recurring events, the Group again recorded strong growth, marked by a robust increase in volumes (up 7.4%) throughout the period. Performance during the fourth quarter was remarkable in spite of the impact of the Eid celebration and the transporters' strike that took place during the period. On the back of a record month of October, sales achieved growth of 5.0% during the fourth quarter, which was again underpinned by a solid increase in volumes. Against this backdrop, prices remained stable over the full year.

- In West Africa, consolidated sales rose by 3.7% during the year as a whole and by 3.2% during the fourth quarter alone. This increase was driven by brisk growth in cement volumes of 6.2% over the full year and 7.2% for the fourth quarter. Average selling prices declined slightly, primarily owing to a strategy of commercial diversification, notably with a significant rise in sales to export markets and more remote regions in Senegal.

2. Breakdown of full-year 2010 sales by business

2.1. Cement

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Volume (000 tonnes)	16,179	14,507	11.5%	
Operational sales	1,223	1,130	8.4%	1.4%
Intra-group sales	(189)	(179)		
Consolidated sales	1,034	950	8.8%	1.1%

Sales recorded by the Cement division grew by 8.8% and by 1.1% at constant scope and exchange rates. Volumes increased by 11.5% over the period.

2.2. Concrete & Aggregates

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Concrete volumes (000s m^3)	7,749	7,121	8.8%	
Aggregates volumes (000 tonnes)	20,766	18,675	11.2%	
Operational sales	753	725	3.9%	0.3%
Intra-group sales	(37)	(29)		
Consolidated sales	716	696	3.0%	-0.4%

The consolidated sales posted by the Concrete & Aggregates division rose by 3.0% and were almost stable at constant scope and exchange rates. Concrete delivery volumes grew by 8.8% over the period, while Aggregates volumes moved up 11.2%.

2.3. Other Products and Services

(€ million)	**Financial year to 31 December 2010**	Financial year to 31 December 2009	% change	
			Reported	At constant scope and exchange rates
Operational sales	333	313	6.3%	1.5%
Intra-group sales	(69)	(63)		
Consolidated sales	264	250	5.4%	-0.5%

Consolidated sales recorded by the Other Products and Services division advanced by 6.3% and by 1.5% at constant scope and exchange rates.

3. Changes in the Group's consolidated financial position at 31 December 2010

3.1 Trends in operating profitability

The Group confirms that 2010 was a year of transition, marked by further momentum in emerging markets, while conditions in certain mature markets remained challenging, even though encouraging signs of recovery were seen in some of them.

The total amount of capital expenditure committed during the 2010 financial year should be around €350 million owing notably to:

- the consolidation with effect from 1 May 2010 of investments linked to the construction of Bharathi Cement's second 2.5 million tonne kiln, which started up at the very end of the financial year;
- additional investments linked to finalisation of the greenfield plant in Kazakhstan with a capacity of 1.1 million tonnes, which entered production during the fourth quarter;
- and lastly, following the finalisation of financing for the Vicat Sagar greenfield plant in India during the first half of 2010, the acceleration of investment with the aim to bringing its initial capacity of 2,75 million tonnes in mid 2012.

Lastly, the Group is continuing with its efforts to improve productivity and control fixed costs. It is set to benefit from the combined effects of the "Performance" plans, in particular:

- superior performance driven by its new production facilities,
- lower noble fuel prices and greater use of alternative fuels,
- a halt to external clinker and cement purchases in Switzerland and Senegal following the capacity increases completed in 2009.

Based on these trends, the Group anticipates an improvement in its EBITDA margin during the second half of 2010 compared with the first half of 2010 and a stable EBITDA margin over the full year compared with 2009.

3.2 Trends in financial structure

Vicat continues to benefit from a very healthy financial situation.

Given the low level of the Group's net debt, the bank covenants do not pose a threat to the financial position and the liquidity of the Group's balance sheet. Vicat comfortably meets all the ratios laid down in the covenants stipulated in the financing agreements.

Moreover, the Vicat group announced 12 January 2011 that it has issued US$450 million and €60 million in bond debt via a private placement in the US market (USPP: United States Private Placement). The deal, which was largely oversubscribed, illustrates the Group's determination to maintain a healthy diversification of its sources of financing and to extend the maturity of its debt.
The proceeds from the transaction will be used to repay certain credit lines early and significantly extend the average maturity of the Group's debt that now stands at 5 years, compared with slightly more than 2 years prior to the transaction.

4. Outlook for 2011 by geographical region

For the 2011 financial year, the Group wishes to provide the following information concerning its various markets, which will be followed by more detailed comments when its 2010 financial statements are published on 2 March:

- In **France**, the Group anticipates a gradual recovery in sales volumes during 2011, with prices expected to stabilise or increase very slightly.
- In **Switzerland**, the environment is likely to remain broadly positive, with support coming from the ongoing major infrastructure projects, and selling price levels that are expected to improve slightly.
- In **Italy**, the Group anticipates that the situation is likely to remain difficult, with an unfavourable competitive environment. Nevertheless, given the current levels of cement consumption, volumes should gradually stabilise.
- In the **United States**, even though visibility remains very limited on both the macroeconomic situation and the level of investment that states are likely to realise, the Group anticipates a very gradual improvement in its markets, in terms of both volumes and prices.
- In **Turkey**, the improvement in the environment in 2010 is likely to continue during 2011. Against this backdrop, the Group should be able to take full advantage of the efficiency of its production facilities as a result of its investments under the “Performance 2010” plan.
- In **Egypt**, the Group points out that its industrial tool has not been impacted by the recent events and that, as of today, its plant is working normally. In terms of sales, the Group has delivered in January more than 300 000 tonnes of cement. The sales rate has decreased significantly since because of the difficulty in accessing the main consumer markets. The Group remains confident in the outlook for the Egyptian market and in its ability to take full advantage of its growth.
- In **West Africa**, the market environment is likely to remain broadly positive, but will again be closely linked to investments by government authorities in major infrastructure projects and also to trends in money transfers from West Africans living abroad. Leveraging on its fully modernised and efficient production facilities, the Group will continue to pursue its expansion efforts across the entire region of West Africa.
- In **India**, the acquisition of a majority shareholding in Bharathi Cement, and the start-up of the second production line at the end of 2010, have enabled the Group to strengthen significantly its position in India, a market in which cement consumption is experiencing strong growth. This partnership, which represent Vicat’s second major transaction complementing its existing joint venture Vicat Sagar Cement, will give rise to two major players in southern India, ultimately with a total nominal capacity of over 10 million tonnes and able to draw on substantial business synergies and ambitious expansion plans.
- In **Kazakhstan**, Vicat has been satisfied by start-up of the Jambyl Cement plant reached last December, which has a capacity of 1.1 million tonnes. Thanks to its good geographical location and highly effective production base, the Group should gradually be able to take full advantage of a market poised for solid growth in the construction and infrastructure sectors.

Against this backdrop, Vicat is determined to move forward cautiously with its growth strategy, capitalising 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 modernisation of production facilities and the strengthening of the Group's industrial and commercial position;
- The success of its expansion in Kazakhstan and India.

5. Conference call

To accompany the publication of the Group's 2010 full-year sales, Vicat is organising a conference call in English that will place on Thursday 3 February 2011 at 3pm Paris time (2pm London time and 9am New York time).

To join the conference call live, dial one of the following numbers:
France: +33 (0) 1 70 99 42 84
UK: +44 (0)20 7136 2054
United States: +1 212 444 0895

To listen to a playback of the conference call, which will be available until midnight on Thursday 10 February 2011, dial one of the following numbers:
France: +33 (0) 1 74 20 28 00
UK: + +44 (0)20 7111 1244
United States: +1 347 366 9565

Access code: 1400442#

Next publication:
2 March 2011: 2010 full-year earnings

Investor relations contact:
Stéphane Bisseuil:
T. +33 1 58 86 86 13
s.bisseuil@vicat.fr

Press contacts:
Clotilde Huet/Catherine Bachelot-Faccendini:
T. +33 1 58 86 86 26
clotilde.huet@tbwa-corporate.com
catherine.bachelot-faccendini@tbwa-corporate.com

ABOUT VICAT

The Vicat group has **nearly 6,700 employees** and generated **consolidated sales of €2.014 billion** in 2010 from its Cement and its Concrete & Aggregates production activities and from its Other Products & Services business.
The Group **operates in eleven countries**: France, Switzerland, Italy, the United States, Turkey, Egypt, Senegal, Mali, Mauritania, Kazakhstan and India. Nearly 59% of its sales are generated outside France.
The Vicat Group is the heir to an industrial tradition dating back to 1817, when Louis Vicat invented artificial cement. Founded in 1853, the Vicat group now operates in **three core lines of business**, namely **Cement**, **Ready-Mixed Concrete** and **Aggregates**, as well as related activities.

Disclaimer:

Further information about Vicat is available from its website (www.vicat.fr).

Vicat group – Financial data - Appendices

Breakdown of sales to 31 December 2010 by business & geographical region

	Cement	Concrete & Aggregates	Other Products and Services	Intra-group sales	**Consolidated sales**
France	388	400	224	(180)	**832**
Europe (excl. France)	135	109	106	(32)	**318**
United States	78	117		(27)	**168**
Turkey, Kazakhstan, India	198	110	3	(56)	**255**
Africa and Middle East	424	17			**441**
Operational sales	**1,223**	**753**	**333**	**(295)**	**2,014**
Intra-group sales	(189)	(37)	(69)	295	
Consolidated sales	**1,034**	**716**	**264**		**2,014**