2016 consolidated nine-month sales

Friday November 4, 2016

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- In this presentation, and unless indicated otherwise, all changes are based on the first nine months of 2016 by comparison with the first nine months of 2015, and are at constant scope and exchange rates
- Further information about Vicat is available from its website (www.vicat.fr).

2016 nine-months main points

- **Growth of +3.4% in the Vicat group's sales over the first nine months of the year and +1.7% in the third quarter at constant scope and exchange rates**
- **Solid growth in the Group's sales at constant scope and exchange rates across all geographical regions except Europe (excl. France)**
- **Very strong currency headwinds: on a reported basis, nine-month sales were almost stable (-0.9%) and fell -1.7% in the third quarter**

Breakdown of operational sales by business

Contribution by business:

30/09/2016

Contribution by business:

30/09/2015

- Consolidated sales (% at constant scope and exchange rates)
  - Cement: €951 million, up +4.1%
  - Concrete & Aggregates: €680 million, up +3.9%
  - Other Products & Services: €236 million, down -0.5%

Geographical breakdown of sales
France

(€ million)	**30/09/2016**	**30/09/2015**	Variation (%)	
			Published	At constant scope
Consolidated sales	**604**	581	+4.0%	**+4.0%**

Gradual improvement in economic and industry conditions, Q3 consolidated sales came to €199 million, representing an increase of +3.1%

- **Cement** operational sales up +3.5%
  - Volumes up by over +8%
  - Slightly lower selling prices in domestic market
  - Q3 operational sales +0.7%
    - Supported by volume growth (over +5%), particularly in export markets
    - Year-on-year average selling prices edged down in the domestic market
- **Concrete & Aggregates** operational sales up +3.4%
  - Volume growth of over +7% in Concrete and near-stability in Aggregates.
  - Selling prices lower in Concrete, while remaining almost stable in Aggregates
  - Q3 operational sales up 0.9%
    - Volumes rose close to +2% in Concrete and declined around -3% in Aggregates.
    - Selling prices were quasi-stable in Concrete, but dropped lower in Aggregates
- **Other Products & Services** consolidated sales up +7.3%

Geographical breakdown of sales
Europe (excluding France)

(€ million)	30/09/2016	30/09/2015	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	**310**	328	-5.5%	**-2.8%**

Sales in Europe down by -2.8% over the period, and down -6.5% in Q3

In **Switzerland**, consolidated sales declined by -3.0%, down -6.4% in Q3

- Cement operational sales down -4.3%
  - Volumes contracted by around -2%
  - Average selling prices lower owing to fiercer competition in 2015
  - Q3 operational sales down -3.3%
    - Volumes rose +3% reflecting improvement in industry environment
    - Prices lower than in Q3 2015
- Concrete & Aggregates operational sales up +5.4%
  - Contraction in Concrete volumes was fully offset by an increase in Aggregates volumes
  - Ex-works Concrete prices dip lower, while market prices in Aggregates were up thanks to landfill business
  - Q3 operational sales almost stable -0.9%
    - Volumes moving higher again in Concrete, but declined in Aggregates
    - Average selling prices declined very slightly in Concrete and were almost stable in Aggregates
- Consolidated sales recorded by the Precast business fell -9.5% (-13% in Q3)

- In **Italy** consolidated sales up by +2.8%, with volumes up +4% but lower prices
  - Sales down -7.9% in Q3 with volumes down -7% and lower prices (but up on a sequential basis)

Geographical breakdown of sales
United-States

(€ million)	30/09/2016	30/09/2015	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	**276**	**260**	+5.8%	**+6.0%**

US sales up +6.0%, Q3 sales remain firm, up +3.1%

- **Cement** operational sales moved up +12.5%
  - Volumes increase of over +4%, with very strong momentum in the South-East region
  - Solid increase in prices, across both areas
  - Q3 operational sales up +5.1%
    - Volumes contraction of close to -5%
    - Selling prices move up significantly in both regions
- **Concrete** consolidated sales almost stable (-0.3%)
  - Volume contraction of close to -6%, due to drops in California mainly related to unfavourable weather
  - Average selling prices increased in both regions
  - Q3 operational sales up +1.7%.
    - Volumes down -2%: increase in South-East partially offsetting the decrease in California
    - Average prices firming up

Geographical breakdown of sales
Asia

(€ million)	30/09/2016	30/09/2015	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	**407**	442	-7.9%	**+5.1%**

Asia sales up +5.1%, Q3 sales down -1.4%

- In **Turkey**, consolidated sales of €164 million, up +5.1%. Q3 down -6.9% in disrupted macroeconomic environment
  - **In Cement,** operational sales were up +2.9%
    - Rise in volumes and falling prices due to fiercer competition
    - Q3 operational sales -8.5% : stable volumes and average selling prices down (slightly on a sequential basis)
  - **Concrete & Aggregates** operational sales up +12.7%
    - Volume increases, selling prices quasi-stable in Concrete and higher in Aggregates
    - Q3 operational sales down -4.8% : volume decrease, and selling prices lower in Concrete but up slightly in Aggregates
- **In India**, sales of €205 million, up +5.2%
  - Volumes increased by close to +21%, with almost 3.7 million tonnes sold over the period
  - Average selling prices fell sharply owing to fiercer competition at the beginning of the year and a far less favourable geographical mix
  - Q3 sales down -1.9%
    - Volumes up +8% but average selling prices still down despite a sequential improvement compared to Q2
- **Kazakhstan,** sales of €38 million, up +5.0%
  - Volumes up +4% with higher prices
  - Q3 sales: +13.0%
    - Volume growth (close to +7%) and clear rebound in selling prices

Geographical breakdown of sales
Africa and Middle-East

(€ million)	30/09/2016	30/09/2015	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	**271**	272	-0.6%	**+4.6%**

Sales up +4.6%, Q3 sales up +16.7% to €80 million

- In **Egypt**, 9 months sales at €97 million, up +18.3%
  - Volume growth of close to +19%.
  - Selling prices continued to decline on a year-on-year basis owing mainly to the heavy pressures observed in 2015
  - Q3 sales up +36.2%
    - Volumes grew +27% with supportive weather conditions and the reduced impact of Ramadan,
    - Selling prices still lower than last year 2015 despite a pick up in September
- In **West Africa**, sales declined -2.4% as the healthy increase in Senegal offset only partially the contraction in Mauritania
  - Cement volumes up by over +3% in Senegal and Mali, offsetting decrease in Mauritania
  - Selling prices edge lower in Senegal and fell further in Mali and Mauritania.
  - Q3 sales up +6.3%
    - Strong growth in volumes (of over +11%), especially in Senegal with more supportive base of comparison
    - Selling prices improving very slightly in Senegal

Financial situation
Balance Sheet

- At 30 September 2016, net debt represents 40.0% of consolidated equity compared with 43.8% at 30 September 2015
- Leverage ratio (net debt/EBITDA) was 2.18x at 30 September 2016 vs. 2.44x at 30 September 2015
- Financial covenants do not pose a threat to either the Group's financial position or its balance sheet liquidity

Outlook

- In 2016, the Group expects a progression in performance, capitalizing on :
  - an activity increase at constant scope and exchange rates on its main markets
  - an improvement in its industrial performance, due notably to globally lower energy costs
- On this basis, the Group expects :
  - at constant rates, a tangible improvement in its EBITDA
  - on a reported basis, EBITDA should improve slightly year-on-year
    - Strong negative impact of exchange rate variations this year, notably the Kazakh tenge, the Turkish pound, the Egyptian pound, devalued by -14% early in the year and devalued by around -48% today, the Indian Rupee and, to a lesser extent, the Swiss franc
- In this context, the Group should be in a position to confirm in 2016 the success of its policy of optimizing cash flows and reducing its level of debt