

## 2013 nine-months sales

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# Disclaimer

- ▼ This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding results or any other performance indicator, but rather trends or targets.
- ▼ These statements are by their nature subject to risks and uncertainties as described in the Company's annual report available on its website ([www.vicat.fr](http://www.vicat.fr)). These statements do not reflect the future performance of the Company, which may differ significantly. The Company does not undertake to provide updates of these statements.
- ▼ In this presentation, and unless indicated otherwise, all changes are based on the first nine months of 2013 by comparison with the first nine months of 2012, and are at constant scope and exchange rates
- ▼ Further information about Vicat is available from its website ([www.vicat.fr](http://www.vicat.fr)).



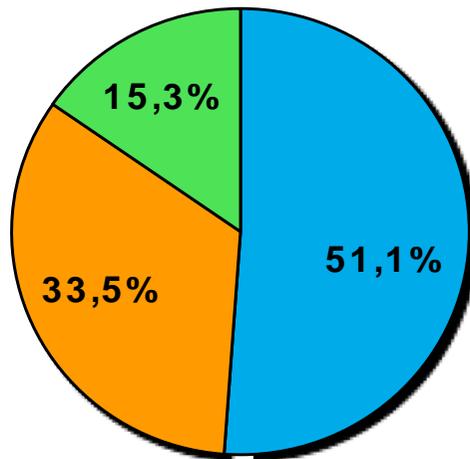
## 2013 nine-months sales main points

- ▼ **Consolidated sales up 3.2% at constant scope and exchange rates**
- ▼ **Upbeat business trends in the United States, Turkey, Switzerland and Kazakhstan**
- ▼ **Continued ramp-up of Group activity in India in a difficult competitive market environment**
- ▼ **Overall business trends confirmed in Q3**
  - ▼ **Up 3.1% at constant scope and exchange rates thanks in particular to a stabilising of activity in France**
- ▼ **Solid financial position, with a healthy balance sheet and debt under control**

# Breakdown of operational sales by business

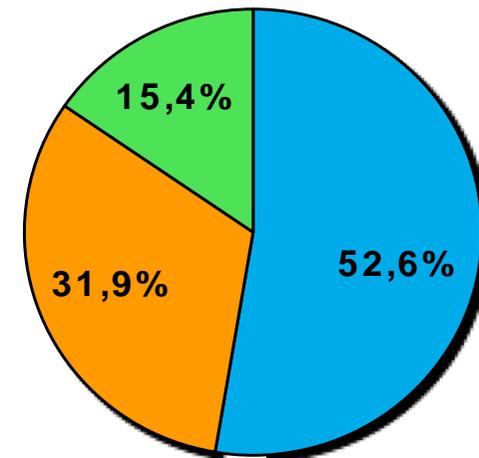
Contribution by business:

**30/09/2013**



Contribution by business:

**30/09/2012**



▼ Consolidated sales (% at constant scope and exchange rates)

- ▼ Cement: €855 million, down 1.4%
- ▼ Concrete & Aggregates: €655 million, up 8.3%
- ▼ Other Products & Services: €230 million, down 3.3%

# Geographical breakdown of sales

## France

(€ million)	30/09/2013	30/09/2012	Variation (%)	
			Published	At constant scope
Consolidated sales	651	663	-1.9%	-2.7%

- ▼ Sales down 2.7%
  - ▼ Slowdown in the construction market and unfavourable H1 weather conditions
  - ▼ Q3 global sales stabilized: consolidated sales up 1.0%, operational sales down 0.6%
- ▼ Cement operational sales down 5.1%
  - ▼ Gradual, yet steady improvement in business levels since the Q1
  - ▼ Volumes down 6% and rise in average selling price
  - ▼ Q3 consolidated sales almost stable (down 0.9%), operational sales down 3%
- ▼ Concrete & Aggregates sales up 2.8%
  - ▼ Concrete volumes up 2.8%, with aggregates volumes up 6.5%
  - ▼ Average selling price down slightly in Concrete, higher in Aggregates.
  - ▼ Q3 sales rose by 3.6% on the back of a significant increase in aggregates volumes.
- ▼ Other Products & Services division down 7.7%, down 2.5% in Q3

# Geographical breakdown of sales

## Europe (excluding France)

(€ million)	30/09/2013	30/09/2012	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	318	307	+3.6%	+5.8%

### ▼ Switzerland: sales up to €303 million, €116 million in Q3

- ▼ Cement sales up to €84 million
  - ▼ Competitive conditions, falling selling prices year-on-year
  - ▼ Q3 sales up 3.4% with positive trend created by new infrastructure projects
- ▼ Concrete & Aggregates sales up 9.8%
  - ▼ Selling prices almost unchanged in Concrete and down in Aggregates
  - ▼ Q3 sales up strongly by 18.6% through higher volumes in both Concrete and Aggregates
- ▼ Precast sales up 3.4%
  - ▼ +1.2% in Q3 as competitive pressures intensified slightly

### ▼ Italy: sales down 18%

- ▼ -22% in Q3 despite steady rise in prices resulting from selective business policy and the development of export sales
  - ▼ With volumes down 29%

# Geographical breakdown of sales

## United States

<i>(€ million)</i>	30/09/2013	30/09/2012	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	<b>166</b>	151	+10.4%	+13.7%

- ▼ Solid growth of 13.7%, including a 20.6% increase in Q3
  - ▼ Reflecting progressive recovery in US economic conditions over the past few quarters
  - ▼ Volume growth coupled to moderate rises in selling prices, even if varying between regions
- ▼ Cement operational sales up 9.1%
  - ▼ Volumes up 2.4%
  - ▼ Selling prices moderately higher in California, stronger increase in the South-East
  - ▼ Q3 operational sales up 11.2%
- ▼ Concrete sales: +17.5%
  - ▼ Driven by a rise of 12.5% in volumes
  - ▼ Solid increase in selling prices in both areas
  - ▼ Q3 sales up 26.8%

# Geographical breakdown of sales Turkey, India and Kazakhstan

<i>(€ million)</i>	30/09/2013	30/09/2012	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	<b>361</b>	332	+ 8.8%	+ 17.3%

- ▼ Turkey: sales of €183 million, up 19.5%, and up 12.6% in Q3
  - ▼ Cement: sales grew by 17.2% and 14.6% in Q3
  - ▼ Concrete & Aggregates sales up 23.1% and up 9.5% in Q3
- ▼ India sales: €119 million up 12.5% after taking into account the elimination of sales and volumes of the first quarter, prior to the effective start-up of the Vicat Sagar plant
  - ▼ With start-up of Vicat Sagar, volumes up close to 25%
  - ▼ Fierce competition throughout the period compounded by slowing of investment in infrastructure
  - ▼ Selling prices remained highly volatile and in steep decline over the period
  - ▼ Q3 sales up 14.6% with volume growth of 24%
- ▼ Kazakhstan: sales of €59 million, up 21.2%
  - ▼ Volume growth > 9% with favourable pricing environment
  - ▼ Q3 sales down 4.9% through lower volumes due to maintenance operations in production facilities and lower level of inventories
  - ▼ Still supportive pricing environment

# Geographical breakdown of sales

## Africa and Middle-East

<i>(€ million)</i>	30/09/2013	30/09/2012	Variation (%)	
			Published	At constant scope and exchange rates
Consolidated sales	245	278	-12.1%	-8.4%

### ▼ Egypt: sales down 18.3%

- ▼ Significant decline in volumes offset partly by a rise in average selling prices
- ▼ Challenging security environment disrupted operation of the plant and deliveries of products.
- ▼ Q3 sales down 34.1%

### ▼ West Africa: sales down 3.9%

- ▼ Cement volumes stable (down 0.5%)
- ▼ Selling prices lower than 2012
  - ▼ broadly stable on a sequential basis
- ▼ Q3 sales down 3.4%

# Financial situation

## Balance Sheet

- ▼ At 30 September 2013, net debt represents 51.3% of consolidated equity compared with 53.3% at 30 June 2013
  - ▼ confirming the solidity of the Group's balance sheet
- ▼ Financial covenants do not pose a threat to either the Group's financial position or its balance sheet liquidity.
  - ▼ Vicat meets all the ratios in the covenants laid down in financing agreements

# Outlook

- ▼ The start-up of the Vicat Sagar plant in India marks the end of an ambitious investment programme that has considerably extended the Vicat Group's geographical reach and laid the foundations for long-term profitable growth
- ▼ The Group now intends to take advantage of its strong market positions, the quality of its production facilities and its strict cost control, with the aim of gradually maximising cash flow and reducing debt, before starting a new phase of its international development strategy