



HALF-YEAR 2012 RESULTS

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- ▼ 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
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- ▼ Further information about Vicat is available at its website (www.vicat.fr)
- ▼ In this presentation, and unless indicated otherwise, all the changes are stated on an annual basis (2012/2011), and at constant scope and exchange rates



A contrasting performance

- ▼ Quasi-stable sales of 1.1 billion euros
- ▼ Profitability severely affected in the first quarter
- ▼ Significant improvement in EBITDA margin in the second quarter relative to the first quarter of 2012
- ▼ Solid financial position

Simplified net income statement

Millions of euros	H1 2012	H1 2011	Change (published)	Change (at constant scope and exchange rates)
Consolidated sales	1,129	1,146	-1.5%	-2.4%
EBITDA*	201	253	-20.8%	-20.9%
<i>EBITDA margin (%)</i>	<i>17.8</i>	<i>22.1</i>		
EBIT**	104	165	-36.6%	-35.6%
<i>EBIT margin (%)</i>	<i>9.3</i>	<i>14.4</i>		
Consolidated net income	60	108	-44.3%	-43.5%
<i>Consolidated net margin (%)</i>	<i>5.3</i>	<i>9.5</i>		
Net income, Group share	51	91	-43.8%	-43.2%
Cash flow	150	194	-22.9%	-23.0%

* EBITDA is calculated by adjusting gross operating income for other ordinary income and expenses

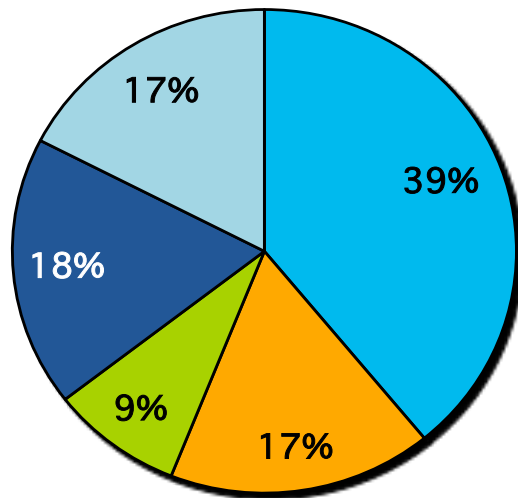
**EBIT is calculated by adjusting EBITDA for net depreciation, amortisation and additions to ordinary provisions



Consolidated sales by geographical region

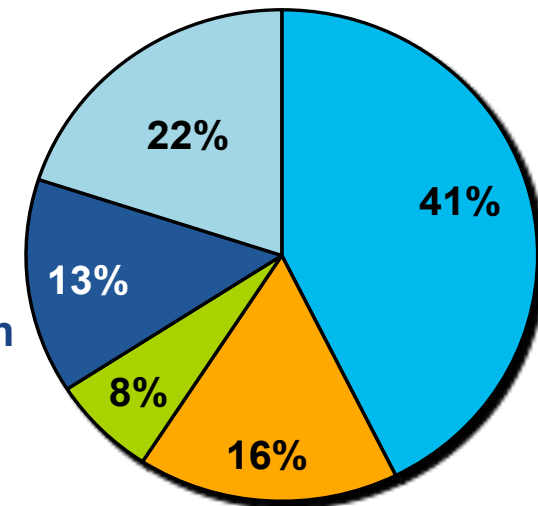
Contribution by region:

H1 2012



Contribution by region:

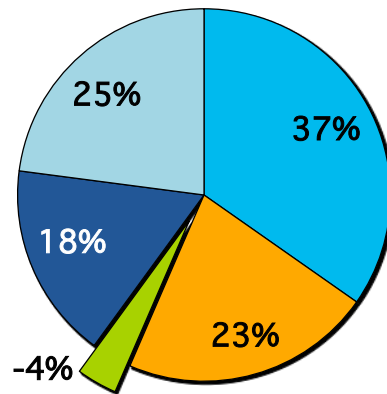
H1 2011



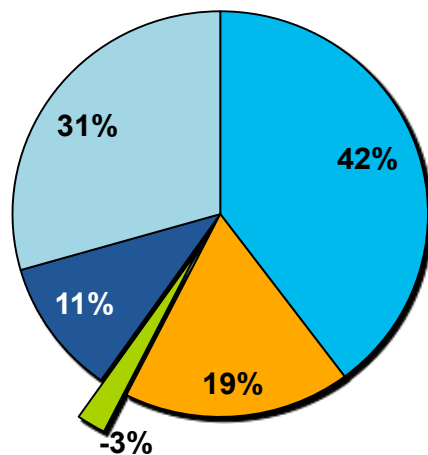
- ▼ Slight decrease in France
- ▼ Substantial increase in contribution from Turkey, India, Kazakhstan
- ▼ Corresponding decline in Africa & Middle East

Analysis of EBITDA by geographical region

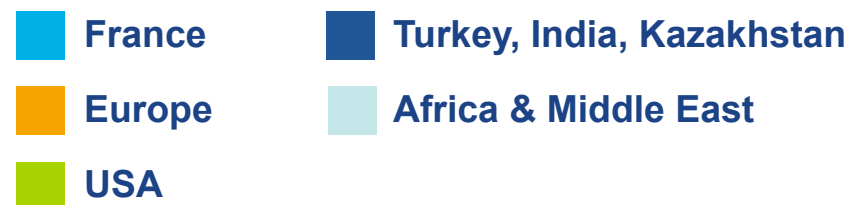
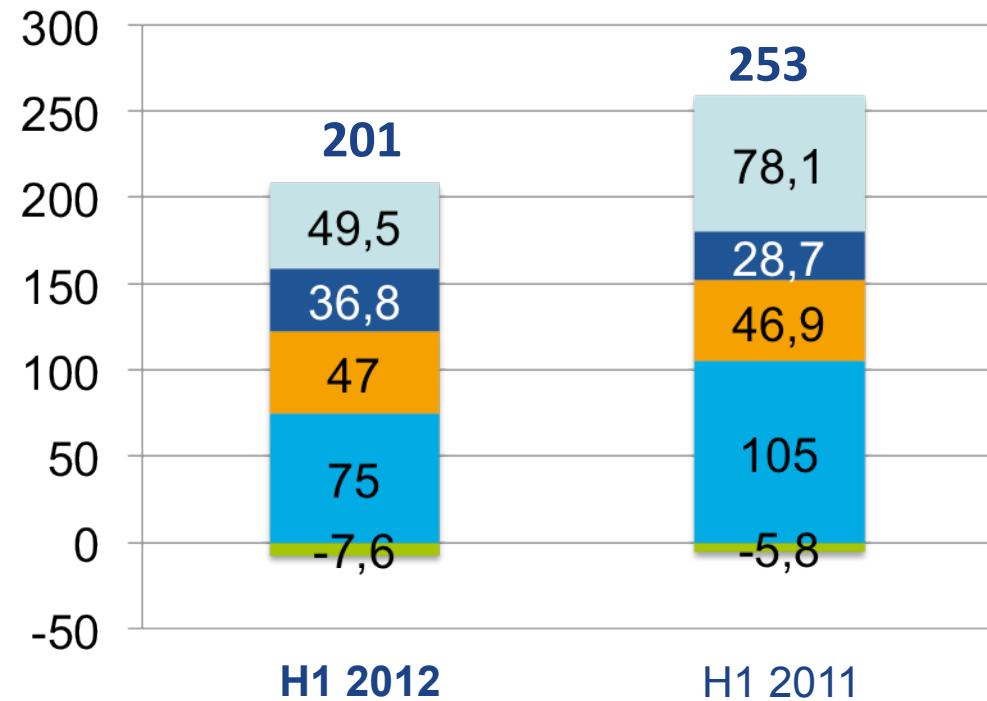
Contribution by region: H1 2012



Contribution by region: H1 2011



Contribution by region in million euros



Analysis by region

France

Millions of euros	30/06/2012	30/06/2011	Change (published)	Change (At constant scope and exchange rates)
Sales	440.9	488.9	(9.8%)	(9.8%)
EBITDA	75.0	105.5	(28.9%)	(28.9%)
EBIT	47.0	77.3	(39.2%)	(39.2%)

- ▼ Difficult environment in H1 : sales down -9.8%
 - ▼ Highly unfavourable weather conditions in Q1
 - ▼ Slowdown in the construction market resulting from the funding crisis affecting all of Europe
- ▼ Cement, Concrete & Aggregates : sales and EBITDA down
 - ▼ Affected by volume decreases
 - ▼ Slightly compensated by higher selling prices
- ▼ Activity and level of profitability improved significantly in the second quarter of 2012 relative to the first quarter of the year

Analysis by region

Europe (excl. France)

Millions of euros	30/06/2012	30/06/2011	Change (published)	Change (At constant scope and exchange rates)
Sales	191.6	189.2	1.2%	(3.6%)
EBITDA	47.0	46.9	0.2%	(4.8%)
EBIT	32.3	33.8	(4.4%)	(9.2%)

- ▼ Switzerland: sales down 4.6% with strong rebound in Q2
 - ▼ Cement: sales down -2.8% with -7% drop in volumes relating solely to Q1
 - ▼ End of major projects supporting sales in 2011 and unfavourable weather conditions at the start of 2012
 - ▼ Q2 = return to robust growth with increase in average selling prices through a favourable product mix.
 - ▼ EBITDA down over the period as a whole
 - ▼ Concrete & Aggregates: sales down -8.1% affected by very bad weather conditions in Q1
 - ▼ Significant improvement in Q2 not enough to make up for the decline
 - ▼ EBITDA contracts over the period as a whole
 - ▼ EBITDA margin in Cement, Concrete & Aggregates improved significantly in Q2 on Q1 of 2012 and Q2 of 2011
- ▼ Italy: sales up 10.8%
 - ▼ Fall in volumes in a still very challenging domestic market
 - ▼ Increase in selling prices: targeted marketing policy and selective development of export sales



Analysis by region

USA

Millions of euros	30/06/2012	30/06/2011	Change (published)	Change (At constant scope and exchange rates)
Sales	95.7	76.7	24.8%	15.4%
EBITDA	(7.6)	(5.8)	(30.9%)	(21.0%)
EBIT	(23.2)	(20.6)	(12.6%)	(4.1%)

- ▼ Sales up 15.4% with strong rebound in volumes and higher utilization rate of production facilities
 - ▼ Cement sales up 19%
 - ▼ Volumes up 21%
 - ▼ Prices globally stable on a sequential basis at constant product and geographical mixes, but still lower than in H1 2011
 - ▼ Concrete: sales +13.9%
 - ▼ Solid growth in volumes in California and slight increase in Alabama
 - ▼ Selling prices up on an annual basis : may facilitate price increases in the Cement business
- ▼ EBITDA loss of -€7.6 million
 - ▼ EBITDA remained negative in Cement due to price levels
 - ▼ EBITDA loss almost halved relative to the first half of 2011 in the Concrete activity

Analysis by region

Turkey, India, Kazakhstan

Millions of euros	30/06/2012	30/06/2011	Change (published)	Change (At constant scope and exchange rates)
Sales	203.9	162.2	25.7%	31.6%
EBITDA	36.8	28.7	28.1%	36.0%
EBIT	18.1	14.1	28.0%	40.8%

▼ Turkey: strong recovery in Q2

- ▼ Sales increase 9.3% to €97 million in H1
 - ▼ Sales affected in Q1 by very unfavourable weather conditions but picked up significantly in Q2 boosted by good momentum and favourable pricing conditions
- ▼ EBITDA rose year-on-year by around 24%
 - ▼ Cement: efficient production tools and selling prices increase
 - ▼ Concrete & Aggregates: selective sales to restore selling prices and efficient cost reduction policy

▼ India: continuing ramp-up of Bharathi Cement

- ▼ Sales at €79 million up 37.1%
 - ▼ Volumes up 24%: over 1.2 million tonnes of cement sold
 - ▼ Average selling prices up over the period
- ▼ EBITDA up 24% : EBITDA margin slightly down due to rise in transportation and electricity costs

▼ Kazakhstan: sales of €28.1 million compared with €6.7 million over the same period in 2011

- ▼ Significant increase in volumes, at around 450,000 tonnes, and in selling prices
- ▼ EBITDA at just over €1 million and should increase strongly in H2 2012



Analysis by region

Africa & Middle East

Millions of euros	30/06/2012	30/06/2011	Change (published)	Change (At constant scope and exchange rates)
Sales	196.7	229.2	(14.2%)	(15.6%)
EBITDA	49.5	78.1	(36.6%)	(37.4%)
EBIT	30.2	60.2	(49.7%)	(50.2%)

- ▼ Egypt: strongly affected by the security environment in H1, with gas supply disruptions and lack of fuel
 - ▼ Sales down 31.9%
 - ▼ 28% contraction in volumes
 - ▼ Average selling prices down in H1: but prices are up on sequential basis since Q4 2011
 - ▼ EBITDA fell sharply relative to the first half of 2011
 - ▼ H1 2011 was only affected to a limited extent by the political events of the start of that year
 - ▼ Since gas supplies were restored at the very end of the first half of this year, the Group's operating performance has improved gradually
- ▼ West Africa:
 - ▼ Sales down 5.9%
 - ▼ Volumes down 2% mainly due to political changes in Mali
 - ▼ Average selling prices down slightly
 - ▼ EBITDA for the zone was down
 - ▼ Democratic transition in Senegal and relaunch of large projects should strongly stimulate activity

Financial position

Balance sheet items

- ▼ Solid balance sheet as at June 30, 2012...
 - ▼ Gearing is 50% of consolidated equity compared with 48% as at June 30, 2011 and 44% as at December 31, 2011
 - ▼ Net debt of €1,243 million at June 30, 2012, compared with €1,076 million at December 31, 2011
 - ▼ Consolidated equity at €2,464 million, compared with €2,461 million at December 31, 2011
 - ▼ At June 30, 2012, Vicat met all the ratios in the covenants laid down in financing agreements

- ▼ ...temporarily weighed down by:
 - ▼ Continuing investment in India in the Vicat-Sagar Cement greenfield plant,
 - ▼ Increased working capital requirement due to seasonal nature of sales,
 - ▼ And the full payment of dividends during the first half of the year

- ▼ Ratio should improve significantly to December 31, 2012 and return to a level comparable to that of end 2011

Financial position

Cash flow

- ▼ The Group generated cash flow of €150 million during the first half of 2012, compared with €194 million in the first half of 2011

- ▼ Capital expenditure amounted to €150 million in the first half of the year compared with €122 million in the first half of 2011
 - ▼ Corresponding mainly to continuing investment within the framework of the Vicat-Sagar Cement greenfield plant project in India

- ▼ Financial investment over the period totalled €4 million compared with €42 million in the first half of 2011

Outlook

- ▼ Vicat's EBITDA margin in 2012 will be adversely affected by the following factors:
 - ▼ Its poor performance in the first half of the year, particularly in the first quarter
 - ▼ The impact of political and social events in Egypt and the resulting difficult operating conditions
 - ▼ A slight increase in energy costs, mainly arising from higher electricity prices in some countries
- ▼ Positive factors for 2012 EBITDA margin include:
 - ▼ The gradual upturn in activity in mature markets in the second half of the year following a particularly difficult first half
 - ▼ The continuing brisk momentum of emerging markets and gradual improvement in operating conditions in Egypt during the second half of the year
 - ▼ The pursuit of productivity gains, especially the increase in use of alternative fuels
 - ▼ And lastly, the ongoing policy of costs control and fixed costs reduction
- ▼ Taking account of all of these factors, although the Group expects its performance to improve in the second half of 2012 relative to the first half of the year, full-year EBITDA in 2012 is likely to be down relative to that achieved in 2011

Outlook

- ▼ The detailed information concerning the outlook for the Group's various markets is available in the press release for the 2012 half-year results on our website www.vicat.com