HALF-YEAR 2018 RESULTS

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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 nature subject to risks and uncertainties, as described in the Company's annual report available on its website (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

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

Key points

- Growth of +9.6% in sales at constant scope and exchange rates to €1.3 billion
- EBITDA of €197 million (+12.3% at constant scope and exchange rates)
- Net income, Group share: €59 million (+59.4% at constant scope and exchange rates)
- Strong decline in net debt compared with 30 June 2017

In this presentation, and unless indicated otherwise, all changes are stated on a year-on-year basis (2018/2017), and at constant scope and exchange rates

Audited P&L statement:

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (at constant scope and exchange rates)
Consolidated sales	**1,281**	1,248	*+2.7%*	*+9.6%*
EBITDA	**197**	188	*+4.5%*	*+12.3%*
EBITDA margin (%)	***15.4***	*15.1*		
EBIT	**104**	86	*+21.3%*	*+31.1%*
EBIT margin (%)	***8.1***	*6.9*		
Consolidated net income	**62**	45	*+37.3%*	*+49.6%*
Consolidated net margin (%)	***4.8***	*3.6*		
Net income, Group share	**59**	40	*+47.2%*	*+59.4%*
Cash flow	**148**	140	*+5.6%*	*+13.9%*

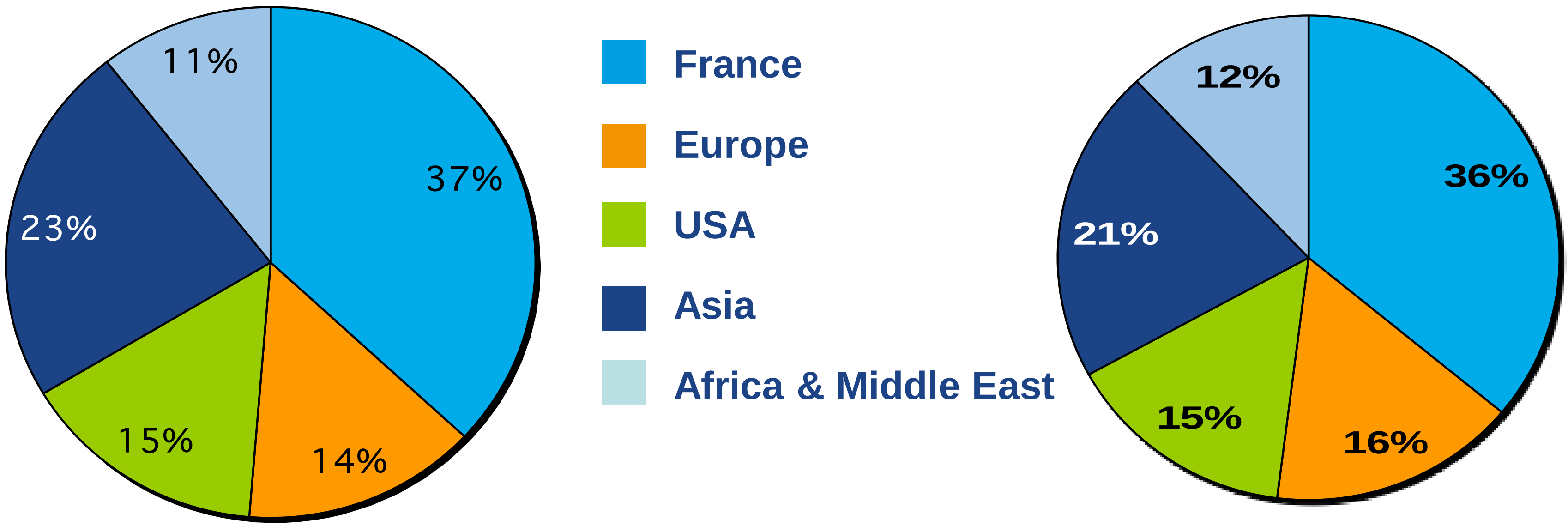
Consolidated sales by geographical region

Contribution by region:

H1 2018

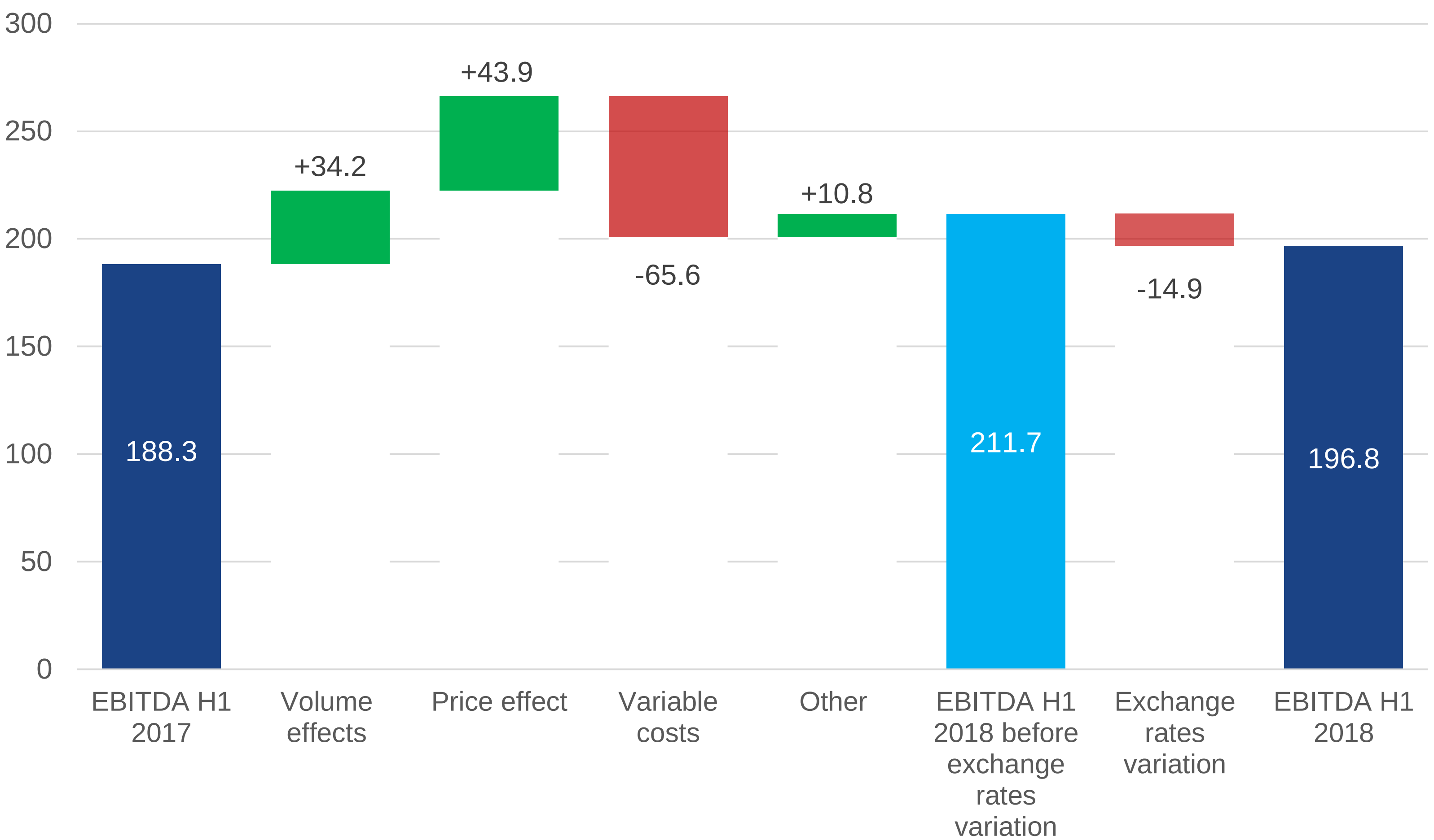
Contribution by region:

H1 2017



- Increase in the contribution from France and Asia
- Decrease in the contribution of Europe

Group
EBITDA Bridge (€M)



Analysis by region
France

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (At constant scope and exchange rates)
Sales	**473**	444	+6.4%	+6.2%
EBITDA	**62**	52	+19.2%	+19.3%
EBIT	**33**	21	+57.3%	+57.3%

- Sales up +6.2% and EBITDA up +19.3%
  - In *the Cement business*, operational sales grew +3.5%
    - Volumes rose more than +3%
    - Average selling prices stable on the domestic market due to less favourable geographical mix
    - EBITDA up +10.8%, with EBITDA margin on operational sales up 160 basis points
  - In *the Concrete & Aggregates business,* operational sales rose +1.9%
    - Substantial rise in Concrete prices with evolutions of more than -3% in volumes, and almost +3% in Aggregates combined with a significant increase in prices.
    - EBITDA up +136.2% and EBITDA margin on operational sales up 230 basis points
  - In *the Other Products & Services business*, operational sales up +12.2%
    - EBITDA up +2.3% with progress in transport activities offsetting lower profitability in the paper and construction chemicals segments

Analysis by region
Europe (excl. France)

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (At constant scope and exchange rates)
Sales	**184**	197	-6.4%	+0.1%
EBITDA	**35**	42	-16.9%	-10.8%
EBIT	**22**	24	-11.8%	-5.4%

- In **Switzerland**, sales stable (+0.1%). EBITDA down -10.7%
  - *In the Cement business*, operational sales down -6.1%
    - Volumes down close to -11% : harsh winter weather conditions, fewer business days than in the year-earlier period and completion of some major projects
    - Slight improvement in average selling prices
    - EBITDA: -12.1% with EBITDA margin on operational sales down 200 basis points
  - *In the Concrete & Aggregates business*, operational sales down -6.0% lower
    - Volumes down more than -10% in Concrete and more than -12% in Aggregates : adverse weather conditions, fewer business days and the absence of major projects
    - Average selling prices stable in Concrete, rose slightly in Aggregates
    - EBITDA down by -1.7% with EBITDA margin on operational sales up by around 60 basis points
  - *In the Other Products and Services business*, sales grew +13.9%
    - EBITDA down -25.1% as EBITDA margin on operational sales contracted by more than 300 basis points.
- In **Italy**, consolidated sales fell -1.4%, EBITDA down -11.7%
  - Volumes down more than -3%
  - Selling prices posted an increase

Analysis by region
USA

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (At constant scope and exchange rates)
Sales	**194**	192	+0.9%	+12.9%
EBITDA	**35**	24	+45.8%	+63.1%
EBIT	**21**	10	+109.6%	+134.5%

- Sales grew +12.9%, EBITDA up +63.1% (up +13.4% excluding €10.6 million received as compensatory settlement)
  - *In the Cement business, operational sales grew +12.5%*
    - Volumes up +7%, including solid upturn in the South-East
    - Average selling prices rose across both US regions benefiting from 2017 and 2018 price hikes
    - EBITDA up by +66.9%
  - *In the Concrete business*, operational sales up +10.4%
    - Volumes up by almost +6%
    - Prices posted a solid increase and rose more in California than in the South-East
    - EBITDA up +14.1%

Analysis by region
Asia

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (At constant scope and exchange rates)
Sales	**294**	264	+11.4%	+29.8%
EBITDA	**47**	48	-2.8%	+14.3%
EBIT	**26**	24	+5.9%	+26.4%

- In **Turkey**, sales at €95 million, up +30.7%, EBITDA at €15 million, up +135.5%
  - *Cement business*: operational sales up +29.2%
    - Volumes up
    - Selling prices up substantially
    - EBITDA up +65.2% with EBITDA margin on operational sales up 380 basis points
  - *Concrete & Aggregates:* operational sales up +29.4%
    - Volumes up in Concrete but down in Aggregates
    - Selling prices up substantially in both Concrete and Aggregates
    - EBITDA turns positive at +€2.8 million versus -€1.2 million in H1 2017
- In **India**, sales of €171 million, up +27.8%
  - Volumes up by more than +34% to approx. 3.3 million tonnes
  - Strong pressure on selling prices
  - Increase in production costs arising from energy cost inflation
  - EBITDA at €22.7 million, down -21.9% with EBITDA margin at 13.3% versus 22.0% in H1 2017
- In **Kazakhstan**, sales up +39.1%
  - Volumes up + 28% driven by buoyant domestic market and strong export markets
  - Selling prices improved sharply
  - EBITDA up +45.4% at €9.1 million with EBITDA margin at 32.1% up from 30.7% in 2017

Analysis by region
Africa & Middle East

Millions of euros	**H1 2018**	H1 2017	Change (published)	Change (At constant scope and exchange rates)
Sales	**136**	150	-9.5%	-8.0%
EBITDA	**18**	22	-18.0%	-19.3%
EBIT	**2**	6	-58.0%	-69.1%

- In **Egypt**, sales at €14.4 million, down -53.0% due to serious disruption to operations following military operations intended to restore security in the Sinai region
  - Volumes down more than -62%
  - Selling prices up significantly with background of rising demand
  - EBITDA loss of -€3.9 million, in line with loss of the first half of 2017
- In **West Africa**, sales up +5.0%
  - Cement volumes up by close to +6% with selling prices lower but rising in Q2
  - Aggregates sales up +10.4%
  - Taking into account the increase in energy costs, EBITDA for the region at €22.2 million, down -14.5%

Financial position

- At 30 June 2018, the Group had a solid financial position
  - Equity of €2,339 million compared with €2,405 million at 30 June 2017 mainly due to the negative impact of exchange rate variations.
  - Net debt totalled €895 million, down from €1,006 million at 30 June 2017
- The Group’s financial ratios improved
  - Gearing of 38.29% at 30 June 2018 as opposed to 41.83% at 30 June 2017
  - Leverage ratio fell to 1.98x from 2.29x at 30 June 2017
- Bank covenants do not pose a threat to either the Group’s financial position or its balance sheet liquidity
- Cash flow from operations came to €148 million, up +5.6% and up +13.9% at constant scope and exchange rates
- The Group’s capital expenditure came to €69 million in the first half, down from €99 million in the first half of 2017
  - It is expected to total around €200 million over 2018 as a whole

Outlook

- In 2018, the macroeconomic environment is likely to be characterised by:
  - Brisk economic growth, mitigated by political uncertainties in certain emerging markets
  - Appreciation in the euro against most currencies
  - Energy prices are expected to continue heading higher
  - US and, to a lesser extent, European interest rates expected to rise
- Against this backdrop, the Group has set itself the primary objective of improving its operating performance by:
  - Implementing a proactive, but balanced commercial policy:
    - focus on expanding its sales volumes
    - raising its selling prices where the competitive environment permits
  - Continuing to pursue its policy of optimising production costs

The detailed information concerning the outlook for the Group's various markets is available in the press release for the 2018 half-year results on the company's website www.vicat.com