

## First quarter 2018 sales

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Jean-Pierre Souchet – Chief Financial Officer

Stéphane Bisseuil - Investor Relations



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- ▼ In this presentation, and unless indicated otherwise, all changes are based on the first 3 months of 2018 by comparison with the first 3 months of 2017, and are at constant scope and exchange rates
- ▼ Further information about Vicat is available from its website ([www.vicat.fr](http://www.vicat.fr)).



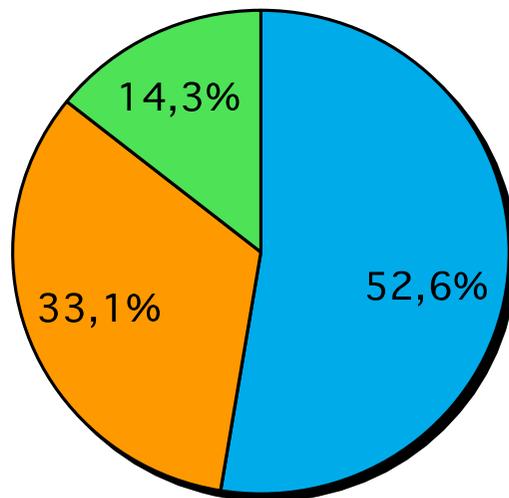
## 2018 first quarter main points

- ▼ **Sales of €573 million, up +10.8% at constant scope and exchange rates**
- ▼ **Stronger business levels in all countries except Egypt and Europe (excluding France)**
- ▼ **Currency headwinds leading to a highly negative impact of €40 million on consolidated sales during the first quarter**

# Breakdown of operational sales by business

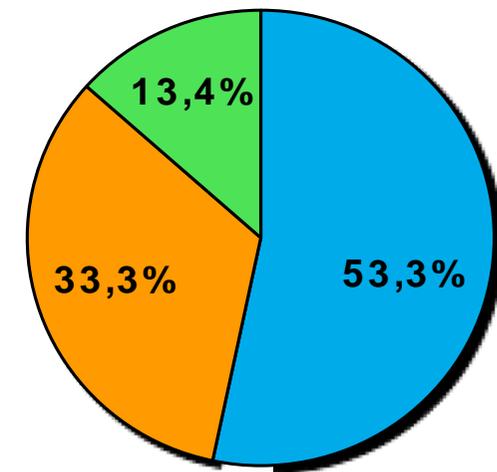
Contribution by business:

31/03/2018



Contribution by business:

31/03/2017



- ▼ The decrease in the share of Cement and Concrete & Aggregates is essentially related to more adverse exchange rate effects than in Other products & Services
- ▼ Consolidated sales (% at constant scope and exchange rates)
  - ▼ Cement: €290 million, up +10.9%
  - ▼ Concrete & Aggregates: €211 million, up +9.4%
  - ▼ Other Products & Services: €72 million, up +15.0%

# Geographical breakdown of sales

## France

(€ million)	31/03/2018	31/03/2017	Variation (%)	
			Reported	At constant scope
Consolidated sales	<b>208</b>	196	+6.4%	+5.9%

- ▼ Sector conditions continued to improve during the quarter, even though weather conditions were slightly less favourable than in 2017
  - ▼ *In the Cement business*, operational sales rose +3.8% and consolidated sales +4.4%
    - ▼ Volumes almost +3% higher despite slightly worse weather conditions than in 2017 and steep fall in export sales
    - ▼ Stable selling prices given the unfavourable geographical mix during the quarter
  - ▼ *In the Concrete & Aggregates business*, operational sales grew by +3.1% and consolidated by +3.3% at constant scope
    - ▼ Stable concrete and aggregates volumes as a result of the more severe weather conditions than in 2017 and the introduction of a more selective business strategy
    - ▼ Selling prices moved higher in both concrete and aggregates
  - ▼ *In the Other Products & Services business*, operational sales climbed +12.1% (+14.0% on a consolidated basis)

# Geographical breakdown of sales

## Europe (excluding France)

(€ million)	31/03/2018	31/03/2017	Variation (%)	
			Reported	At constant scope and exchange rates
Consolidated sales	74	80	-8.3%	-1.9%

- ▼ In **Switzerland**, consolidated sales down -1.6% (-8.3% on a reported basis)
  - ▼ In the *Cement business*, operational sales down -8.8%. Consolidated sales down -7.1%
    - ▼ Severe winter weather conditions, reduction in the number of working days compared with 2017 and completion of some major projects contributed to close to -15% drop in volumes
    - ▼ Firmer selling prices
  - ▼ In the *Concrete & Aggregates business*, operational sales down -10.1%. Consolidated sales declined -10.6%
    - ▼ Severe weather conditions, lower number of business days and absence of major infrastructure projects spark decline in volumes of close to -18% in concrete and over -20% in aggregates
    - ▼ Conversely, selling prices moved higher in both concrete and aggregates
  - ▼ Consolidated sales recorded by the *Precast business* up +18.5%
- ▼ In **Italy**, consolidated sales : -8.5%
  - ▼ Volumes dropped over -9%
  - ▼ Selling prices firmed up slightly

# Geographical breakdown of sales

## United States

(€ million)	31/03/2018	31/03/2017	Variation (%)	
			Reported	At constant scope and exchange rates
Consolidated sales	87	84	+3.7%	+19.7%

- ▼ *In the Cement business, operational sales rose +14.4%. Consolidated sales climbed +13.7%*
  - ▼ Volumes moved up by more than +9%
    - ▼ Very strong business growth in California. Volumes picked up slightly in the Southeast region
  - ▼ Year-on-year selling prices increase in both regions
  
- ▼ *In the Concrete business, consolidated sales up +23.7%*
  - ▼ Volumes rose by over +19% across the country, with a larger rise in California than in the Southeast region, which continued to grow rapidly
  - ▼ Selling prices increase well in California and remain stable in the Southeast region

# Geographical breakdown of sales

## Asia

(€ million)	31/03/2018	31/03/2017	Variation (%)	
			Reported	At constant scope and exchange rates
Consolidated sales	136	110	+23.5%	+40.5%

- ▼ In **Turkey**, consolidated sales at €42.2 million, up +58.4%, with low base of comparison
  - ▼ *Cement business*, operational sales up +57.3%. Consolidated sales up +66.5%
    - ▼ Volumes up markedly, with a significant increase across both regions
    - ▼ Average selling prices rose significantly, especially in Konya region
  - ▼ *Concrete & Aggregates business*, operational sales up +42.2%. Consolidated sales grew +48.1%
    - ▼ Volumes up markedly in concrete, with a far larger increase in the Konya region, and up sharply as well in aggregates
    - ▼ Average concrete and aggregates selling prices moved significantly higher
- ▼ In **India**, sales of €88 million, up +30.7%
  - ▼ 1.7 million tonnes sold, volumes up close to +34% with start-up of new infrastructure projects by the Indian government
  - ▼ Further intense competitive pressure and significant variations from one region to another, selling prices dipped slightly
- ▼ In **Kazakhstan**, sales at €6.4 million over the period, up +80.4%
  - ▼ Volumes up by over +84% with healthy growth in the domestic market and a very strong increase in export volumes
  - ▼ Average ex-works selling prices broadly stable over the period

# Geographical breakdown of sales

## Africa and Middle East

<i>(€ million)</i>	31/03/2018	31/03/2017	Variation (%)	
			Reported	At constant scope and exchange rates
Consolidated sales	67	81	-16.5%	-14.5%

### ▼ In **Egypt**, sales at €6.8 million, down -61.6%

- ▼ Total curfew was introduced right across the region for two months triggering the shutdown of the plant for several weeks. Sales very progressively resumed at the end of March
- ▼ Cement volumes fell by over -69%
- ▼ Selling prices significantly higher. Remain highly volatile.

### ▼ In **West Africa**, sales grew +1.4%

- ▼ Cement volumes rose by close to +6%
- ▼ Aggregates volumes down by close to -12% due to constraints to increase capacity
- ▼ Selling prices dipped slightly in cement but advanced significantly in aggregates

## 2018 outlook

- ▼ The detailed information concerning the 2018 outlook for the Group's various markets is available in the Q1 2018 press release on our website [www.vicat.com](http://www.vicat.com)