Sales for the third quarter 2010

Thursday November 4th 2010
Jean-Pierre Souchet – Chief Financial Officer
Stéphane Bisseauil - Investors Relations
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). 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 from its website (www.vicat.fr)
Third quarter 2010 outstanding points

▼ Sales: solid performance
   ▼ Consolidated sales at €1,528 million, up +5.9% or +0.5% at constant scope and exchange rates for the nine months 2010

▼ Signs of recovery in volumes confirmed in the third quarter of 2010

▼ Profitability levels expected to improve in the second half relative to the first half of 2010

▼ Very solid financial position and continuing very healthy balance sheet after the acquisition of Bharathi Cement in India on May 1st 2010
Breakdown of consolidated sales by business

Contribution by business:

09/30/2010

Cement: 50%  
Concrete & Aggregates: 37%  
Other Products and Services: 13%

09/30/2009

Cement: 48%  
Concrete & Aggregates: 38%  
Other Products and Services: 14%

Consolidated sales (% at constant scope and exchange rate)

- Cement: €784 million, up 1.6%
- Concrete & Aggregates: €544 million, up 0.1%
- Other Products and Services: €200 million, down 2.4%
Geographical breakdown of sales

France

<table>
<thead>
<tr>
<th>(millions of euros)</th>
<th>09/30/2010</th>
<th>09/30/2009</th>
<th>Variation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>635</td>
<td>641</td>
<td>-0.9%</td>
</tr>
<tr>
<td></td>
<td>(published)</td>
<td>(at constant scope)</td>
<td></td>
</tr>
</tbody>
</table>

- Performance in Q3 confirms the gradual recovery observed since Q2
  - Sales up 4.9% in Q3

- Cement
  - Sales fell by 1.2%
    - 4.1% increase in volumes
    - Slight selling prices decrease, mainly due to unfavorable mix and competitive pressure in Q1
  - Q3 confirmed return to volumes growth seen in Q2

- Concrete & Aggregates
  - Stable sales, with return to volumes growth within the first nine months
  - Sales recovery: up 4.0% in Q3 (vs. down 9.0% in Q1 and up 3.4% in Q2)
**Geographical breakdown of sales**

**Europe (ex France)**

<table>
<thead>
<tr>
<th>(millions of euros)</th>
<th>09/30/2010</th>
<th>09/30/2009</th>
<th>Variation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>239</td>
<td>225</td>
<td>+6.5%</td>
</tr>
</tbody>
</table>

**Switzerland:** sales rose by 3.2% despite winter conditions in Q1

- Cement: sales strong increase of 15.9%
  - Continuing dynamism of the local market over the first nine months of 2010
  - Selling prices down slightly because of a more unfavourable geographical mix
  - Less dynamic Q3 with sales up 4.8%

- Concrete & Aggregates: sales down by 1.5%
  - Decline in volumes of both Concrete and Aggregates
  - In Q3, Aggregates selling prices rose sharply and Concrete prices dropped further

- Precast: consolidated sales down by 1.9% mainly due to unfavourable product mix and slight decline in volume in Q3

**Italy:** sales fell by 48%

- Sharp decline in volumes due to the macro-economic environment, trend confirmed in Q3
- Vicat Group focused on maintaining its margins
Geographical breakdown of sales
United States

<table>
<thead>
<tr>
<th>(millions of euros)</th>
<th>09/30/2010</th>
<th>09/30/2009</th>
<th>Variation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>131</td>
<td>150</td>
<td>-12.8%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>-15.9%</td>
</tr>
</tbody>
</table>

▼ Sales still severely affected by the challenging economic conditions
  ▼ California remains difficult whereas the South-East region delivered a more positive but still fragile performance

▼ Cement
  ▼ Sales down 16.3% affected by a decline in volumes
    ▼ Further sharp fall in California
    ▼ South-East: growth in volumes over nine months
  ▼ Selling prices are lower due to competition and unfavourable comparison base

▼ Concrete
  ▼ Consolidated sales fell by 15.7%, South-East region’s volumes growth being unable to compensate for continuing deterioration in California
  ▼ Average selling prices remained affected by economic conditions and severe competitive pressure, particularly in California
Geographical breakdown of sales
Turkey, India and Kazakhstan

<table>
<thead>
<tr>
<th>(millions of euros)</th>
<th>09/30/2010</th>
<th>09/30/2009</th>
<th>Variation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>189</td>
<td>117</td>
<td>+61.1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+22.1%</td>
</tr>
</tbody>
</table>

**Turkey**

- Consolidated sales up by 22.1% over the first nine months and 16.0% in Q3
  - Significant volume increase over the first nine months and in Q3
- Cement: sales up 14.6%.
  - Volumes up 8.7% for the first nine months and over 10% in Q3 with very dynamic domestic market
- Concrete & Aggregates: sales growth of 33.2%
  - 29.1% increase in volumes over the first nine months and 14.2% in the third quarter which largely compensated for the slight decline in prices

**India**

- Sales of €35 million (consolidation of Bharathi Cement on May 1st 2010)
- Sales volumes of over 702,000 tonnes, a notable performance
- Selling prices have been impacted in Q3 by the strong monsoon
  - Since the end of this season, prices have increased significantly
Geographical breakdown of sales
Africa and Middle-East

<table>
<thead>
<tr>
<th>(millions of euros)</th>
<th>09/30/2010</th>
<th>09/30/2009</th>
<th>Variation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>334</td>
<td>310</td>
<td>7.6%</td>
</tr>
<tr>
<td>Published</td>
<td></td>
<td></td>
<td>6.0%</td>
</tr>
</tbody>
</table>

### Egypt
- Sales rose by 8.5%
- Return to robust growth, with volumes up 7.3% over the period
  - Q3 sales growth up close to 16% supported by volume growth of almost 19%
- Pricing trends remained favourable overall, despite a slight inflexion during the Ramadan period

### West Africa
- Sales rose by 3.8%
- Solid growth of over 6% in Cement volumes which largely compensated for the decline in average selling prices due to an unfavourable geographical mix
- In Q3 sales rose by 4.7% despite the Ramadan period and a particularly unfavourable rainy season, especially in Senegal
Slight increase of the Group’s gearing to 40.6% at 30 September 2010 compared with 35.3% at 30 September 2009, primarily due to the acquisition of Bharathi Cement in India on 1st May 2010

Given the low level of the Group's net debt, the existence of covenants does not represent a risk for the Group's financial standing and balance sheet liquidity

Vicat keeps well within the ratio limits set by the covenants in its loan contracts

After the acquisition of 51% of the capital of Bharathi Cement Company Limited, the Vicat group's balance sheet remains very healthy
Financial situation in Q3 2010
Operating profitability

￭ Reassessment of the total amount of capital expenditure expected in 2010 which should be within a range of €360 million to €380 million, taking account of:

￭ Consolidation as of 1st May 2010 of expenditure relating to the construction of Bharathi Cement’s second kiln, due to begin operation at the start of 2010
￭ Additional expenditure relating to the finalisation of the greenfield plant in Kazakhstan due to enter production in the next few days
￭ Acceleration in investment after finalising project finance for the Vicat Sagar greenfield plant in India

￭ Vicat is maintaining its efforts to improve productivity and control of fixed costs. It should benefit fully from the combined effect of its "Performance" plans, in particular:

￭ The improved performance generated by its new industrial facilities
￭ Lower fuel prices and increase in use of alternative fuels
￭ The end of external purchases of clinker and cement in Switzerland and Senegal following capacity increases that were finalised in 2009
2010 outlook

The Group confirms the expected trends as communicated with the publication of its 2009 full year results and during its AGM

- 2010 should be a transitional year

- Emerging-market countries should continue to show solid momentum, whereas the environment is likely to remain difficult in certain mature markets despite encouraging signs of recovery

- The development of selling prices will continue to contrast significantly depending on the region

- The second half should see gradual improvement in certain mature markets, notably France

- The Group is continuing efforts to boost productivity and control fixed costs. It should benefit in full from the combined effects of the "Performance" plans