HALF-YEAR 2015 RESULTS

Wednesday 5 August 2014
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Stéphane Bisseauil – Investor Relations Officer
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

▼ First-quarter performance held back by highly unfavourable weather conditions

▼ Marked improvement in trends in the second-quarter

▼ Sound financial position

In this presentation, and unless indicated otherwise, all changes are stated on a year-on-year basis (2015/2014), and at constant scope and exchange rates
Audited P&L statement:

<table>
<thead>
<tr>
<th>Millions of euros</th>
<th>H1 2015</th>
<th>H1 2014</th>
<th>Change (published)</th>
<th>Change (at constant scope and exchange rates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated sales</td>
<td>1,243</td>
<td>1,218</td>
<td>+2.0%</td>
<td>-6.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>203</td>
<td>208</td>
<td>-2.2%</td>
<td>-10.1%</td>
</tr>
<tr>
<td>EBITDA margin (%)</td>
<td>16.3</td>
<td>17.1</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>93</td>
<td>115</td>
<td>-19.2%</td>
<td>-25.4%</td>
</tr>
<tr>
<td>EBIT margin (%)</td>
<td>7.5</td>
<td>9.5</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Consolidated net income</td>
<td>43</td>
<td>56</td>
<td>-23.2%</td>
<td>-29.5%</td>
</tr>
<tr>
<td>Consolidated net margin (%)</td>
<td>3.5</td>
<td>4.6</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Net income, Group share</td>
<td>34</td>
<td>51</td>
<td>-33.5%</td>
<td>-38.0%</td>
</tr>
<tr>
<td>Cash flow</td>
<td>140</td>
<td>144</td>
<td>-2.8%</td>
<td>-11.2%</td>
</tr>
</tbody>
</table>

IFRIC Impact:
- 2015 EBITDA: - €5.1 million. Pro forma 2015 EBITDA at €208 million, stable on a reported basis and -7.6% at constant scope and exchange rates
- 2015 EBIT: same impact of -€5.1 million
- 2015 Net income and cash flow: impact of -€3.8 million and -€5.0 million respectively
Consolidated sales by geographical region

Contribution by region:

**H1 2015**
- France: 31%
- Europe: 17%
- USA: 13%
- Asia: 23%
- Africa & Middle East: 17%

**H1 2014**
- France: 36%
- Europe: 17%
- USA: 9%
- Asia: 21%
- Africa & Middle East: 17%

- Decrease in contribution from France and Africa & Middle East
- Increase in the contribution from Asia and the USA
Analysis of EBITDA by geographical region

Contribution by region: **H1 2015**

- France: 24%
- Europe: 31%
- USA: 6%
- Asia: 15%

Contribution by region: H1 2014

- France: 33%
- Europe: 22%
- USA: 22%
- Asia: 1%
### Analysis by region

#### France

<table>
<thead>
<tr>
<th>Millions of euros</th>
<th>30/06/2015</th>
<th>30/06/2014</th>
<th>Change (published)</th>
<th>Change (At constant scope and exchange rates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>388</td>
<td>437</td>
<td>-11.1%</td>
<td>-11.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>49</td>
<td>68</td>
<td>-27.5%</td>
<td>-27.5%</td>
</tr>
<tr>
<td>EBIT</td>
<td>18</td>
<td>42</td>
<td>-56.7%</td>
<td>-56.7%</td>
</tr>
</tbody>
</table>

- **Sales in France down -11.1%, down -8.0% in Q2**
- **EBITDA down -27.5%** (Excluding the impact of IFRIC 21, EBITDA lower by -22.5%)
- **In the Cement business**, operational sales declined by -10.5%, down -7.5% in Q2
  - Volumes down close to -8%, -5% in Q2
  - Selling prices very slightly lower
  - EBITDA down -16.9%
- **In Concrete & Aggregates business**, operational sales -16.1%, Q2 down -11.7%
  - Significant decline in volumes in concrete (-14%) and aggregates (-17%)
  - Selling prices held up fairly well
    - Modest decline in concrete and healthy increase in aggregates owing to positive shift in the product mix
  - EBITDA down -49.4%
- **In the Other Products & Services business**, consolidated sales -2.7%
  - EBITDA at €4 million, down -50.8%
## Analysis by region

### Europe (excl. France)

<table>
<thead>
<tr>
<th>Millions of euros</th>
<th>30/06/2015</th>
<th>30/06/2014</th>
<th>Change (published)</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>206</td>
<td>203</td>
<td>+1.5%</td>
<td>-11.8%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>49</td>
<td>47</td>
<td>+4.1%</td>
<td>-9.7%</td>
</tr>
<tr>
<td>EBIT</td>
<td>28</td>
<td>29</td>
<td>-4.3%</td>
<td>-17.3%</td>
</tr>
</tbody>
</table>

In **Switzerland**, sales up +3.2%, down -10.7% at constant scope and exchange rates

EBITDA was up in the +4% in reported figures in H1 (-9% at constant exchange rates). It improved significantly in Q2 at constant scope and exchange rates.

- **In the Cement business**, operational sales up +4.1%, down -10.0% at constant scope and exchange rates
  - Volumes down more than -5% as a result of highly unfavourable weather conditions compared to first-half 2014 and completion of major projects in summer 2014
  - Selling prices lower due to fiercer competition in border areas after the Swiss franc re-evaluation
  - EBITDA up +13.1%, down -2.1% at constant scope and exchange rates

- **In the Concrete & Aggregates business**, operational sales down -0.5%, down -13.9% at constant scope and exchange rates
  - Concrete volumes lower by close to -15% and by over -12% in aggregates
  - Ex-works selling prices remained firm due to a more favourable customer mix
  - EBITDA down -18.4%

- **Precast business**, sales down -10.4%. EBITDA down -11.5% at constant scope and exchange rates

In **Italy**, sales down -33.3%

- Volumes down -30%, selling prices moved slightly lower
- EBITDA contracts by -31%
Analysis by region

USA

<table>
<thead>
<tr>
<th>Millions of euros</th>
<th>30/06/2015</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>163</td>
<td>116</td>
<td>+41.2%</td>
<td>+15.0%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>13</td>
<td>2</td>
<td>+464.5%</td>
<td>+359.6%</td>
</tr>
<tr>
<td>EBIT</td>
<td>(1)</td>
<td>(9)</td>
<td>+88.4%</td>
<td>+90.6%</td>
</tr>
</tbody>
</table>

▼ Sales up +41.2%, +15.0% at constant scope and exchange rates
▼ EBITDA up to €13 million
▼ *In the Cement business*, operational sales up +22.1%
  ▼ Volumes up +10%,
   ▼ growth significantly more rapid in South-East (+17%) than in California (+4%), as direct projects began at a later date there
  ▼ Prices up significantly across both areas as a result of 2014 and first-half 2015 price hikes
  ▼ EBITDA at close to €10 million, on a par with its level over 2014 as a whole (€11 million)
▼ *In the Concrete business*, operational sales up +13.3%
  ▼ Volumes rose by close to +10%
    ▼ California (+14%) and stable in the South-East
  ▼ Prices slightly higher in California & firmer gains in the South-East
  ▼ EBITDA up +31.2%
## Analysis by region

### Asia

<table>
<thead>
<tr>
<th>Millions of euros</th>
<th>30/06/2015</th>
<th>30/06/2014</th>
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<th>Change (At constant scope and exchange rates)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>286</td>
<td>254</td>
<td>+12.6%</td>
<td>+0.3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>62</td>
<td>45</td>
<td>+37.2%</td>
<td>+21.5%</td>
</tr>
<tr>
<td>EBIT</td>
<td>36</td>
<td>24</td>
<td>+52.8%</td>
<td>+36.3%</td>
</tr>
</tbody>
</table>

In **Turkey**, sales at €111 million, down -2.3%
Business heavily disrupted in Q1, posted healthy recovery in Q2 up +7.6%
EBITDA at €21 million, -10.4%

- **In the Cement business**, operational sales -1.2% with EBITDA up +6.5%
  - Volumes down by -1%
  - Selling prices continued to firm up, especially in the Ankara area

- **In Concrete & Aggregates**, operational sales -0.8% (up +2.9% on a reported basis) with EBITDA at -€1.4 million
  - Volumes up by more than +3% in concrete and stable in granulates
  - Selling prices slightly slower, with decline more tangible in concrete than aggregates

In **India**, sales at €137 million, up +2.2%

- Volumes down by close to -22% to almost 2 million tonnes reflecting more selective business strategy
- Selling prices recorded a significant increase

EBITDA rose by +114.7% to reach €30.2 million, slightly ahead of the level recorded in 2014 as a whole

In **Kazakhstan**, sales up +2.4% to reach €37.7 million

- Volumes rose by more than +14% in H1. Q2 sales recovery (+9.1%) with +23% volume growth
- Selling prices declined slightly due to depressed macroeconomic environment and monetary tensions

EBITDA totalled €10.9 million, down -13.2%
## Analysis by region

### Africa & Middle East

<table>
<thead>
<tr>
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<th>Change (published)</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>199</td>
<td>208</td>
<td>-4.4%</td>
<td>-9.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>30</td>
<td>46</td>
<td>-34.0%</td>
<td>-35.1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>12</td>
<td>29</td>
<td>-59.9%</td>
<td>-58.9%</td>
</tr>
</tbody>
</table>

**In Egypt**, sales at €67.0 million, down -5.0%

- Solid sales recovery in the second quarter (+6%)
- Increase in volumes made up to some extent for the pricing erosion in Q2 since Ramadan began in June this year
- Strong increase in energy costs. Two coal grinders to be commissioned in late August 2015

EBITDA at breakeven, down from €16 million in 2014

**In West Africa**, sales down -11.6% vs very high level of activity in 2014

- Volumes down -8% in market that remained firm, even if growing at a slower pace, owing to technical constraints in Q1 and the ramp up of a new competitor in Senegal
- Selling prices fell back slightly, stronger competitive environment in Senegal
- Decline in sales across the region was more significant in Q2 (-16.4%) than in Q1 (-6.6%)

EBITDA at €31 million, up +1.0%
At 30 June 2015, the Group had a solid financial position, with a strong equity base and net debt almost stable at €1,191 million, compared with €1,183 million at 30 June 2014.

The Group’s gearing stood at 46.8% at 30 June 2015, down from 52.7% at 30 June 2014.

The leverage ratio was 2.7x, stable compared with 30 June 2014.

Consolidated equity totalled €2,545 million, compared with €2,459 million at 31 December 2014.
Recent Events

▼ In July 2015, Kalburgi Cement (formerly Vicat Sagar Cement) has redeemed in advance its €166 million net debt

▼ This debt restructuring will significantly reduce the interests expenses incurred by Kalburgi and by the Group from the end of July onwards

▼ This restructuring should result in a decrease of around -€5 million in net financial expenses in H2 2015 and -€10 million in 2016
Financial position
Cash flow and Capex

- Group cash flow declined by -2.8% on a reported basis to €140 million,
  - It was stable excluding the IFRIC impact

- The Group’s capital expenditure came to €81.3 million in the first half, representing an increase on the first-half 2014 level (€73 million)
  - It is expected to total €170-190 million in 2015 as a whole
The detailed information concerning the outlook for the Group’s various markets is available in the press release for the 2015 half-year results on our website www.vicat.com