



Results for the first quarter of 2012

- **CONSOLIDATED REVENUES:** 892.3 million euros (968.9 million euros in the first quarter of 2011)
- **RECURRING EBITDA:** 127.6 million euros (147.0 million euros in the first quarter of 2011)
- **EBIT:** 40.6 million euros (57.6 million euros in the first quarter of 2011)
- **NET CONSOLIDATED GROUP PROFIT:** 0.8 million euros (as against 142.1 million euros including 108.5 million euros corresponding to the activities sold in Turkey in the first quarter of 2011)
- **NET FINANCIAL DEBT:** 1,057.6 million euros (1,021.4 million euros as of December 31, 2011)

Paris, May 4, 2012 - At a meeting on May 2 chaired by Yves René Nanot, the Board of Directors of Ciments Français (Italcementi Group), examined and approved the unaudited consolidated accounts as of March 31, 2012.

RESULTS FOR THE PERIOD

Beyond the effects of the recession in some industrialized countries, the volumes sold during the first quarter of 2012 in the three businesses were penalized by particularly harsh weather conditions in Western Europe, as opposed to milder weather conditions in the first quarter of 2011.

Business activity in the emerging countries was sustained by the Indian and Moroccan markets and by the recovery in Bulgaria, where the Group is embarked in projects to increase production capacity. The first quarter of 2012 confirmed the good results in North America since the end of 2011.

In Egypt, following a long period of uncertainty, the market showed signs of recovery and prices, although still below the level of the first quarter of 2011, strengthened the trend towards recovery that emerged in the last months of 2011.

Group revenues for the first quarter declined compared to the first quarter of 2011 due to a negative volume effect, particularly pronounced in Europe in January and February with some signs of improvement in March, mitigated in part by stable prices in most countries but Egypt.

The positive impact from the fixed-costs reduction programs and productivity growth following recent investments in Group production facilities partially offset the increase in energy costs and the effects related to the drop in volumes.

Cement and clinker sales volumes (9.8 million tonnes, -3.9%) particularly decreased in France/Belgium (-11.9%) and Egypt (-4.9%) - with new players entering the market - but improved significantly in Bulgaria (+64.5%), North America (+19.5%), Morocco (+6.6%) and trading (+45.9%).

Aggregates sales volumes (7.2 million tonnes, -16.3%) globally declined except for North America (+29.2%).

Ready mix concrete sales volumes (2.2 million cubic meters, -10.6%) increased in North

America (+41.5%), Morocco (+6.3%) and Kuwait (+9.4%) but dropped in all the other countries.

Consolidated **revenues** for the quarter amounted to 892.3 million euros (-7.9% compared with the year-earlier period). They increased significantly in Bulgaria (+40.8%), North America (+25.0%), as well as Morocco (+8.3%) and India (+5.7%). They fell in Greece (-53.2%), Spain (-32.1%), Egypt (-18.8%) and France/Belgium (-10.1%).

Recurring EBITDA was down 13.2% at 127.6 million euros, primarily because of the volume effect and rising energy costs partially offset by the cost reduction programs and their resulting impact. **EBIT** dropped by 29.6% at 40.6 million euros. North America distinctly improved its results as did Morocco which consolidated its growth; the most significant decreases related to Egypt and France/Belgium.

After recognition of 17.4 million euros in net interest expense as against 7.7 million euros in the first quarter of 2011, which had benefited from the sale of some of the Goltas shares (Turkey) in portfolio for an amount of 14 million euros, **net consolidated Group profit** totaled 0.8 million euros as against 142.1 million euros in the first quarter of 2011, which also included 108.5 million euros corresponding to the divested Turkish industrial sites. The **share of profit/loss attributable to owners of the parent** was -16.9 million euros compared to +115.5 million euros in the first quarter of 2011. The **share of profit attributable to non-controlling interests** (minority interests) amounted to 17.7 million euros (26.5 million euros in the first quarter of 2011).

Investments in industrial and financial fixed assets over the first three months of 2012 amounted to 48.3 million euros (mainly in France/Belgium) consistent with the 50.8 million euros of the same period of 2011.

As of March 31, 2012 **net financial debt** was slightly up (+36.1 million euros) at 1,057.6 million euros as against 1,021.4 million euros as of December 31, 2011, mainly because of the seasonal change in working capital requirement. **Total equity** amounted to 4,199.3 million euros as against 4,257.7 million at the end of December 2011.

The **debt to equity ratio** (net financial debt/total equity) was 25.2% compared to 24.0% as of 31 December 2011.

OUTLOOK

The general economic conditions in the emerging countries should enable the construction sector to improve satisfactorily during the coming months and a slight recovery should be confirmed in the United States. However, some European countries will remain in recession.

Energy costs seem to stabilize worldwide, albeit with an upward trend in certain emerging countries.

Against such a backdrop, productivity improvement programs, fixed cost reduction and tight management of cash flows should allow the Group to confirm - despite the drop in the first quarter - operating results in line with those of 2011 and a slightly higher net financial debt following major strategic investments in Bulgaria and India.

BUSINESS TREND FOR THE FIRST QUARTER OF 2012

The information disclosed below does not include Afyon's contribution (Turkey), whose disposal is currently being finalized.

Sales volumes by geographical segment and by business segment

Sales and internal transfers ⁽¹⁾	Cement & clinker (millions of tonnes)			Aggregates (millions of tonnes)			Ready mix concrete (millions of m ³)		
	Q1 2012	% change vs. Q1 2011		Q1 2012	% change vs. Q1 2011		Q1 2012	% change vs. Q1 2011	
		A	B		A	B		A	B
Western Europe	2.4	-14.0	-14.0	6.7	-17.7	-17.7	1.2	-17.8	-18.9
North America	0.8	+19.5	+19.5	0.3	+29.2	+29.2	0.2	+41.5	+41.5
Emerging Europe, North Africa & Middle East	3.9	-1.0	-1.0	0.5	-2.0	-2.0	0.6	+1.8	+1.8
Asia	2.8	-4.6	-4.6	ns	-43.3	-43.3	0.2	-14.3	-14.3
Cement/clinker trading	0.8	+45.9	+45.9	-	-	-	ns	-31.8	-31.8
Eliminations	(0.8)	-	-	-	-	-	-	-	-
Total	9.8	-3.9	-3.9	7.2	-16.3	-16.3	2.2	-9.9	-10.6

Western Europe: France, Belgium, Spain & Greece **North America:** U.S.A., Canada & Puerto Rico

Emerging Europe, North Africa & Middle East: Egypt, Morocco, Bulgaria & Kuwait

Asia: Thailand, India, China & Kazakhstan

(1) Amounts given relate to fully consolidated companies and companies consolidated using the proportionate consolidation method up to Group share.

A: at historical consolidation scope B: at comparable consolidation scope ns: not significant

ECONOMIC TREND FOR THE FIRST QUARTER OF 2012

Breakdown by business segment

Revenues (M€)	Q1 2012	Q1 2011	% changes vs. Q1 2011 Historical basis	% changes vs. Q1 2011 Comparable basis & exchange rates
Cement & clinker	612.6	641.9	-4.6%	-5.2%
Aggregates / RMC	240.7	259.4	-7.2%	-7.9%
Others	39.0	67.5	-42.3%	-39.9%
Total	892.3	968.9	-7.9%	-8.2%

Breakdown by geographical segment

Western Europe

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
France/ Belgium	353.6	392.8	47.2	53.8	48.6	53.3	25.3	29.4
Spain	30.5	38.8	1.4	3.0	(0.1)	3.0	(4.7)	(1.8)
Other country*	5.8	12.2	(0.6)	0.3	(0.6)	0.3	(1.7)	(0.9)
Eliminations intra-zone	(4.6)	(4.8)	-	-	-	-	-	-
Total	385.3	438.9	48.0	57.0	47.9	56.6	18.9	26.7

* Greece

North America

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Total	79.8	63.9	(12.6)	(22.0)	(12.5)	(22.3)	(28.4)	(38.9)

Emerging Europe, North Africa & Middle East

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Egypt	146.6	167.6	35.4	50.9	35.6	50.9	19.2	34.3
Morocco	91.4	84.9	41.0	36.6	41.0	36.6	32.1	28.2
Other countries*	23.1	21.4	5.5	7.0	5.4	7.1	2.8	3.9
Total	261.2	273.9	81.8	94.5	82.0	94.5	54.0	66.4

* Bulgaria & Kuwait

Asia

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Thailand	53.3	54.2	6.8	10.1	6.9	10.1	1.0	4.7
India	63.9	60.5	15.3	15.5	15.2	15.5	10.5	10.7
Other countries*	12.2	15.6	(3.3)	(0.8)	(3.3)	(0.8)	(5.7)	(3.2)
Total	129.4	130.3	18.9	24.8	18.8	24.8	5.8	12.2

* Chine & Kazakhstan

Cement/clinker trading

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Total	51.8	41.3	1.8	2.8	1.8	2.8	1.1	1.9

Group total

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Others & eliminations*	(15.3)	20.7	(10.3)	(10.1)	(10.3)	(10.1)	(10.8)	(10.7)
Group Total	892.3	968.9	127.6	147.0	127.7	146.4	40.6	57.6

* Others: fuel trading, headquarters & holding companies

Revenues and recurring EBITDA in "Other countries"

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Greece	5.8	12.2	(0.6)	0.3
Western Europe	5.8	12.2	(0.6)	0.3
Bulgaria	7.6	5.3	3.9	5.1
Kuwait	15.6	16.1	1.5	1.9
Emerging Europe, North Africa & Middle East	23.1	21.4	(5.5)	(7.0)
China	8.4	10.4	(2.0)	(0.7)
Kazakhstan	3.8	5.2	(1.2)	(0.1)
Asia	12.2	15.6	(3.3)	(0.8)

The results for the first quarter of 2012 of Italcementi and Ciments Français will be illustrated during a **Conference Call on Monday 7 May 2012 at 3:30 pm**. The presentation will be broadcast in audio streaming on the italcementigroup.com and cimfra.com websites.

ON THE INTERNET: www.cimfra.com & www.italcementigroup.com

Ciments Français
Media Relations
Tel: + 33 (0)1 42 91 76 87

Ciments Français
Investor Relations
Tel: +33 (0)1 42 91 76 76

DISCLAIMER

This release may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company's results or any other performance indicator, but rather trends or targets, as the case may be. These statements are by their nature subject to risks and uncertainties as described in the Company's annual report available on its Internet website (www.cimfra.com). These statements do not reflect future performance of the Company, which may materially differ. The Company does not undertake to provide updates of these statements.

Appendices

Ciments Français Group

Income statement

<i>(in millions of euros)</i>	31 March 2012		31 March 2011		2012/2011 % change
	Amounts	%	Amounts	%	
Revenues	892.3	100%	968.9	100%	-7.9%
Other revenues	3.6		2.8		
Change in inventories	4.8		(29.5)		
Internal work capitalized	1.5		1.1		
Raw materials and utilities	(376.3)		(391.3)		
Service expense	(232.4)		(237.6)		
Personnel expense	(155.5)		(154.1)		
Other operating income (expense)	(10.4)		(13.2)		
Recurring EBITDA	127.6	14.3%	147.0	15.2%	-13.2%
Net capital gains (losses) on sale of fixed assets	1.7		(0.1)		
Other non-recurring income (expense)	(1.6)		(0.4)		
EBITDA	127.7	14.3%	146.4	15.1%	-12.8%
Amortization and depreciation	(86.9)		(88.5)		
Impairment	(0.3)		(0.4)		
EBIT	40.6	4.5%	57.6	5.9%	-29.6%
Finance income	4.8		22.2		
Finance costs	(21.7)		(25.1)		
Gains (losses) on derivatives and exchange rates	(0.5)		(4.7)		
Finance income (costs), net	(17.4)		(7.7)		
Share of profit of associates	(0.7)		1.5		
Profit before tax	22.5	2.5%	51.4	5.3%	-56.3%
Tax expense	(20.9)		(17.9)		
Net profit from continuing operations	1.6	0.2%	33.6	3.5%	-95.3%
Net profit (loss) from discontinued operations	(0.8)		108.5		
Net consolidated Group profit	0.8	0.1%	142.1	14.7%	
Continuing operations					
Net profit (loss) attributable to owners of the parent	(16.5)	-1.9%	6.8	0.7%	
Net profit (loss) attributable to non-controlling interests	18.1	2.0%	26.7	2.8%	
Discontinued operations					
Net profit (loss) attributable to owners of the parent	(0.4)		108.7		
Net profit (loss) attributable to non-controlling interests	(0.4)		(0.2)		

Financial position	31 March 2012	31 December 2011	31 March 2011
Net financial debt	1,057.6	1,021.4	1,138.4
Total equity	4,199.3	4,257.7	4,212.1

Ciments Français Group

Statement of change in net financial debt

<i>(in millions of euros)</i>	31 March 2012	31 March 2011
Cash flow from operating activities	76.5	106.4
Change in working capital requirement	(61.2)	(33.5)
Total cash flow from operating activities	15.3	72.9
Investments in PPE and intangible assets	(48.3)	(50.8)
Change in PPE and intangible assets payables	(6.5)	(35.8)
Cash flow from operating activities net of capital expenditure	(39.5)	(13.7)
Equity investments	-	-
Disinvestments	3.3	23.2
Dividends paid	(10.1)	(57.0)
Change in foreign exchange on NFP and others	11.3	41.5
Cash flow related to discontinued operations (Turkey)	(1.1)	279.2
Change in net financial debt	(36.1)	273.1