



CIMENTS FRANÇAIS

Tour Ariane
5 Place de la Pyramide – Quartier Villon
92800 PUTEAUX
RCS NANTERRE B 599 800 885 00478
Share capital of: **€143,192,544**
consisting of 35,798,136 shares at €4 each

QUARTERLY FINANCIAL INFORMATION AS OF SEPTEMBER 30, 2012

FINANCIAL HIGHLIGHTS

- **CONSOLIDATED REVENUES:** 2,825.4 million euros (2,935.0 million euros as of September 30, 2011)
- **RECURRING EBITDA:** 488.6 million euros (564.3 million euros as of September 30, 2011)
- **EBIT:** 227.3 million euros (300.7 million euros as of September 30, 2011)
- **NET CONSOLIDATED GROUP PROFIT:** 131.1 million euros (281.7 million euros as of September 30, 2011)
- **NET FINANCIAL DEBT:** 1,063.3 million euros as of September 30, 2012 as against 1,021.4 million euros as of December 31, 2011

Sales volumes decreased in the **third quarter**: -3.5% in **cement and clinker** at 9.6 million tonnes, -6.5% in **aggregates** at 7.8 million tonnes and -4.9% in **ready mix concrete** at 2.3 million cubic meters.

Overall cement and clinker sales volumes in emerging countries evolved positively and more particularly so in India and Thailand, where sales volumes improved dramatically; in Egypt, the Group's primary market in the Emerging Europe, North Africa and Middle East area, the stabilization of the political environment and the strengthening of the consumption recovery should soon have a positive impact on our activity.

In Western Europe, the decrease in sales volumes during the third quarter was mitigated by stable sales in France/Belgium.

Revenues for the third quarter of 2012 were only down 1.4% from the third quarter of 2011 due to the positive trend in sales prices in all our activities, which partially compensated for the decrease in volume.

During the **first nine-month** period, **cement and clinker** sales volumes at 29.7 million tonnes (-3.4%) suffered from the crisis in the markets of Western Europe, and from the

drop in Emerging Europe, North Africa and Middle East, mainly due to the presence of new players in the North African markets. The decline was offset in part by significantly higher sales volumes in Asia; sales volumes remained stable in North America. **Aggregates** sales volumes were down 12.2% at 23.5 million tonnes, with a sharp decline in the Western European markets. As for **ready mix concrete**, sales volumes decreased by 7.5% at 6.8 million cubic meters.

As of September 30, 2012 Group **consolidated revenues** totaled 2,825.4 million euros, down 3.7% (-5.6% at comparable consolidation scope and exchange rates) despite steady good prices. The largest increases related to India, Thailand, North America and trading. The most substantial drops were seen in France/Belgium, Egypt and Spain.

Recurring EBITDA as of September 30, 2012 was 488.6 million euros, a drop of 13.4%. The decrease was 12.2% if exclusive of revenues from CO₂ emission rights trading, down from the first nine-month period of 2011. It resulted primarily from the economic downturn in Western Europe, Egypt and Morocco, and from higher variable costs in some of the countries. Those factors were partially offset by the price effect and by actions to reduce variable costs and enhance productivity. **EBIT** amounted to 227.3 million euros, a fall of 24.4%.

After recognition of 42.7 million euros in **net interest expense** (+41.9%) as against 30.1 million euros at the end of September 2011, of a profit from associates down 9.4%, and of a decrease in tax expense (-28.0%), **net consolidated Group profit** amounted to 131.1 million euros compared to 281.7 million euros at the end of September 2011, which included the impact of the sale of Set Group Holding (Turkey) for 107.4 million euros. The **share of net profit from continuing operations attributable to owners of parent** was 78.5 million euros compared to 130.1 million euros at the end of September 2011.

Group **investments in industrial and intangible assets** amounted to 184.7 million euros as of September 30, 2012, down 19.9% on September 30, 2011.

At the end of September 2012, net **financial debt** was up 41.9 million euros at 1,063.3 million euros as against 1,021.4 million euros as of December 31, 2011. Total equity amounted to 4,176.5 million euros (4,257.7 as of December 31, 2011). The **gearing ratio** was 25.5% vs. 24.0% at the end of December 2011.

OUTLOOK

The fading demand experienced in some of the Group's markets is further confirmed in the second half of the year. It leads us to a more conservative estimate of results for 2012.

Thanks to the actions to reduce costs and improve prices carried out during the first nine months, EBITDA for the fourth quarter should be in line with that of the previous year and results for the year as a whole should be lower than expected.

Rigorous management of working capital requirement and reduced investment flows will enable net financial debt to stay at the same level as 2011.

The Group is working on new rationalization measures with the objective of further lowering the breakeven point in accordance with the sector development and still difficult and volatile conditions in 2013 in some of our markets.

Data related to 2011 has been restated according to IFRS 5 following the disposal of Afyon in Turkey and Fuping Cement in China.

BUSINESS TREND

Third quarter

Sales and internal transfers ⁽¹⁾	Cement & clinker (in millions of tonnes)			Aggregates (in millions of tonnes)			Ready mix concrete (in millions of m ³)		
	Q3 2012	% change vs. Q3 2011		Q3 2012	% change vs. Q3 2011		Q3 2012	% change vs. Q3 2011	
		A	B		A	B		A	B
Western Europe	2.3	-4.0	-4.0	6.9	-7.4	-7.4	1.3	-7.4	-9.5
North America	1.2	-11.4	-11.4	0.4	+13.7	+13.7	0.2	-6.0	-6.0
Emerging Europe, North Africa & Middle East	3.3	-7.8	-7.8	0.4	-1.4	-1.4	0.5	-1.6	-1.6
Asia	2.6	+12.9	+12.9	ns	-	-	0.2	+4.3	+4.3
Cement & clinker trading	0.8	+16.1	+16.1	-	-	-	ns	-	-
Eliminations	(0.6)	-	-	-	-	-	-	-	-
Total	9.6	-3.5	-3.5	7.8	-6.5	-6.5	2.3	-4.9	-6.3

Year-to-date cumulative figures

Sales and internal transfers ⁽¹⁾	Cement & clinker (in millions of tonnes)			Aggregates (in millions of tonnes)			Ready mix concrete (in millions of m ³)		
	30 Sep. 2012	% change vs. 30 Sep. 2011		30 Sep. 2012	% change vs. 30 Sep. 2011		30 Sep. 2012	% change vs. 30 Sep. 2011	
		A	B		A	B		A	B
Western Europe	7.1	-9.6	-9.6	20.9	-13.6	-13.6	4.0	-13.1	-14.8
North America	3.2	+0.1	+0.1	1.1	+16.3	+16.3	0.6	+11.1	+11.1
Emerging Europe, North Africa & Middle East	11.1	-4.9	-4.9	1.3	-2.9	-2.9	1.7	+0.1	+0.1
Asia	7.6	+7.1	+7.1	0.1	-44.1	-44.1	0.5	-3.0	-3.0
Cement & clinker trading	2.6	+29.3	+29.3	-	-	-	ns	-	-
Eliminations	(1.9)	-	-	-	-	-	-	-	-
Total	29.7	-3.4	-3.4	23.5	-12.2	-12.2	6.8	-7.5	-8.6

Western Europe: France, Belgium, Spain, Greece

North America: USA, Canada, Puerto Rico

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

Asia: Thailand, India, Kazakhstan

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

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

TREND FOR THE THIRD QUARTER OF 2012

<i>(in millions of euros)</i>	Q3 2012	Q3 2011	% change
Revenues	913.1	926.3	-1.4%
Recurring EBITDA	168.8	178.4	-5.4%
% revenues	18.5%	19.3%	
EBITDA	169.4	178.2	-4.9%
% revenues	18.6%	19.2%	
EBIT	81.9	92.9	-11.8%
% revenues	9.0%	10.0%	
Net profit from continuing operations attributable to owners of parent	43.9	43.2	1.6%
% revenues	4.8%	4.7%	
Profit (loss) from discontinued operations	(0.1)	(5.5)	
Group net profit	55.9	49.6	12.8%
% revenues	6.1%	5.3%	

REVENUES TREND

Third quarter

<i>(in millions of 'euros)</i>	Q3 2012	Q3 2011	2012/2011 change	
France/Belgium	370.5	373.8	-3.4	-0.9%
Spain	26.4	40.9	-14.5	-35.4%
Other country ⁽¹⁾	6.9	10.8	-3.9	-36.3%
Intra-zone elimination	(3.8)	(5.3)	+1.6	
Western Europe	400.0	420.1	-20.1	-4.8%
North America	126.9	125.5	+1.3	+1.1%
Egypt	126.1	111.9	+14.2	+12.7%
Morocco	69.0	84.4	-15.4	-18.3%
Other countries ⁽²⁾	30.2	25.4	+4.8	+18.9%
Intra-zone elimination	-	-	-	
Emerging Europe, North Africa & Middle East	225.3	221.7	+3.6	+1.6%
Thailand	60.3	47.3	+13.0	+27.4%
India	60.3	53.5	+6.8	+12.7%
Other country ⁽³⁾	14.2	13.1	+1.1	+8.4%
Asia	134.8	113.9	+20.9	+18.3%
Cement/clinker trading	47.6	44.3	+3.3	+7.5%
Others ⁽⁴⁾ and elimination	(21.4)	0.7	-22.1	
Group total	913.1	926.3	-13.2	-1.4%

(1) Greece

(2) Bulgaria, Kuwait

(3) Kazakhstan

(4) Fuel trading & headquarters

Year-to-date cumulative figures

<i>(in millions of euros)</i>	30 September 2012	30 September 2011	Change year-to-date 2012/2011	
France/Belgium	1,140.0	1,218.1	-78.1	-6.4%
Spain	87.4	124.4	-37.0	-29.8%
Other country ⁽¹⁾	20.6	34.5	-13.9	-40.3%
Intra-zone elimination	(14.0)	(17.3)	+3.4	
Western Europe	1,234.1	1,359.8	-125.7	-9.2%
North America	331.5	297.5	+34.0	+11.4%
Egypt	422.4	425.7	-3.3	-0.8%
Morocco	249.0	265.0	-15.9	-6.0%
Other countries ⁽²⁾	84.9	75.1	+9.8	+13.1%
Intra-zone elimination	-	(0.2)	+0.2	
Emerging Europe, North Africa & Middle East	756.4	765.6	-9.2	-1.2%
Thailand	168.6	151.3	+17.3	+11.4%
India	191.8	170.2	+21.7	+12.7%
Other country ⁽³⁾	33.0	31.4	+1.6	+5.0%
Asia	393.4	352.9	+40.5	+11.5%
Cement/clinker trading	159.2	135.5	+23.7	+17.5%
Others ⁽⁴⁾ & elimination	(49.1)	23.7	-72.8	
Group total	2,825.4	2,935.0	-109.5	-3.7%

(1) Greece

(2) Bulgaria, Kuwait

(3) Kazakhstan

(4) Fuel trading & headquarters

BUSINESS TREND - YEAR-TO-DATE

Breakdown by business segment

Revenues <i>(in millions of euros)</i>	30 September 2012	30 September 2011	% change vs. 2011	
			Historic	At comparable consolidation scope and exchange rates
Cement & clinker	1,915.6	1,941.2	-1.3%	-4.1%
Aggregates/ready mix concrete	780.2	809.9	-3.7%	-5.3%
Others	129.7	183.8	-29.4%	-24.4%
TOTAL	2,825.4	2,935.0	-3.7%	-5.6%

Breakdown by geographic area

Western Europe

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
France/Belgium	1,140.0	1,218.1	192.4	231.5	194.4	230.9	124.1	158.1
Spain	87.4	124.4	3.7	20.1	1.3	20.1	(10.7)	5.7
Other country*	20.6	34.5	(2.1)	0.8	(2.1)	1.0	(5.3)	(2.5)
Intra-zone eliminations	(14.0)	(17.3)	-	-	-	-	-	-
TOTAL	1,234.1	1,359.8	194.0	252.5	193.6	252.0	108.1	161.4

* Greece

North America

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
TOTAL	331.5	297.5	26.7	2.4	26.8	2.0	(23.7)	(46.2)

Emerging Europe, North Africa & Middle East

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
Egypt	422.4	425.7	95.9	108.1	96.3	107.9	45.6	59.4
Morocco	249.1	265.0	106.4	115.6	106.4	115.4	79.1	90.4
Other countries*	84.9	75.1	18.6	30.3	18.8	30.3	10.5	17.0
Intra-zone eliminations	-	(0.2)	-	-	-	-	-	-
TOTAL	756.4	765.6	220.9	253.9	221.4	253.6	135.2	166.8

* Bulgaria, Kuwait

Asia

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
Thailand	168.6	151.3	19.4	22.7	19.3	22.8	1.4	6.8
India	191.8	170.2	41.7	47.7	41.5	47.7	27.7	33.9
Other country*	33.0	31.4	3.7	4.0	3.7	4.1	(0.1)	0.7
TOTAL	393.4	352.9	64.8	74.5	64.6	74.5	29.0	41.4

* Kazakhstan

Cement/clinker trading

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
TOTAL	159.2	135.5	6.7	7.2	6.8	7.2	4.7	4.9

Group total

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA		EBITDA		EBIT	
	30 September		30 September		30 September		30 September	
	2012	2011	2012	2011	2012	2011	2012	2011
Others* and eliminations	(49.1)	23.7	(24.6)	(26.0)	(24.6)	(26.0)	(26.0)	(27.6)
GROUP TOTAL	2,825.4	2,935.0	488.6	564.3	488.6	563.3	227.3	300.7

* Others: fuel trading, headquarters and holding companies

Revenues and recurring EBITDA of "Other countries"

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA	
	30 September		30 September	
	2012	2011	2012	2011
Greece	20.6	34.5	(2.1)	0.8
Western Europe	20.6	34.5	(2.1)	0.8
Bulgaria	43.0	37.1	15.6	25.3
Kuwait	42.0	38.0	2.9	5.0
Emerging Europe, North Africa & Middle East	84.9	75.1	18.6	30.3
Kazakhstan	33.0	31.4	3.7	4.0
Asia	33.0	31.4	3.7	4.0

Appendix
Ciments Français Group - Year-to-date

Income statement

(in millions of euros)

	30 September 2012		30 September 2011		2012/2011 % change
	Amounts	%	Amounts	%	
Revenues	2,825.4	100.0	2,935.0	100.0	-3.7%
Other revenues	11.0		8.3		
Change in inventories	12.8		(5.5)		
Internal work capitalized	5.8		6.6		
Goods and utilities expense	(1,138.7)		(1,155.3)		
Service expense	(725.4)		(723.0)		
Personnel expense	(467.3)		(465.3)		
Other operating income (expense)	(35.1)		(36.4)		
Recurring EBITDA	488.6	17.3%	564.3	19.2%	-13.4%
Gains (losses) on assets disposal	2.7		(0.1)		
Non-recurring restructuring costs	(2.7)		(1.0)		
Other income (expense)	-		-		
EBITDA	488.6	17.3%	563.3	19.2%	-13.3%
Amortization and depreciation	(260.5)		(257.4)		
Impairment losses	(0.8)		(5.1)		
EBIT	227.3	8.0%	300.7	10.2%	-24.4%
Finance income	23.2		50.6		
Finance costs	(66.0)		(71.6)		
Gains (losses) on exchange rates and change in fair value of derivatives	0.1		(9.1)		
Finance income (costs), net	(42.7)		(30.1)		
Share of profit of associates	11.5		12.7		
Profit before tax	196.1	6.9%	283.4	9.7%	-30.8%
Tax	(73.3)		(101.8)		
Net profit from continuing operations	122.8	4.3%	181.6	6.2%	-32.4%
Attributable to:					
- Owners of parent	78.5		130.1		
- Non-controlling interests	44.3		51.5		
Net profit from discontinued operations	8.3		100.2		
Attributable to:					
- Owners of parent	8.7		101.0		
- Non-controlling interests	(0.4)		(0.9)		
NET PROFIT	131.1	4.6%	281.7	9.6%	

Financial position	30 September 2012	30 June 2012	31 December 2011	30 September 2011
Net financial debt	1,063.3	1,128.8	1,021.4	1,173.0
Total equity	4,176.5	4,239.1	4,257.7	4,262.7

Consolidated Statement of Comprehensive Income

<i>(millions of euros)</i>	30 September 2012	30 September 2011	2012/2011 change in %
Net profit for the period	131.1	281.7	-53.5%
Fair value adjustments to:			
- Available-for-sale financial assets	(11.0)	(40.7)	
- Derivative financial instruments	(8.8)	6.3	
Currency translation derivatives	(0.4)	(97.7)	
Share of profit of associates	2.0	(1.1)	
Income tax relating to other components of comprehensive income	3.3	(6.0)	
Other components of comprehensive income	(14.8)	(139.2)	
Total comprehensive income for the period	116.3	142.6	
Attributable to:			
- Equity holders of parent	73.4	116.5	
- Non-controlling interests (minority interests)	42.9	26.1	

Statement of change in net financial debt

<i>(in millions of euros)</i>	30 September 2012	30 September 2011
Cash flow from operating activities	338.8	408.0
Change in working capital requirement	(82.3)	(33.9)
Total cash flow from operating activities	256.5	374.1
Investments in PPE and intangible assets	(184.7)	(230.6)
Cash flow from operating activities net of capital expenditure	71.9	143.4
Equity investments	(0.3)	0.1
Disinvestments	21.6	41.9
Dividends paid	(169.4)	(241.3)
Net cash flows from discontinued operations	44.4	266.0
Change in foreign exchange and others	(10.2)	28.5
Change in net financial debt	(41.9)	238.6