

## **CIMENTS FRANÇAIS**

Tour Ariane  
5 place de la Pyramide – Quartier Villon  
92800 PUTEAUX  
RCS NANTERRE B599 800 885 – APE 7010 Z  
Share capital: 143,192,544 euros  
divided into 35,798,136 shares at 4 euros each

## **QUARTERLY FINANCIAL INFORMATION AS OF MARCH 31, 2013**

*Data for 2012 has been restated pursuant to IFRS 5 (sales of Afyon and Fuping during the 2<sup>nd</sup> quarter of 2012) and IAS 19 revised (Employee benefits) applicable retrospectively as from January 1, 2013.*

### **FINANCIAL HIGHLIGHTS**

- **CONSOLIDATED REVENUES:** 819.4 million euros  
(883.9 million euros in the first quarter of 2012)
- **RECURRING EBITDA:** 112.3 million euros  
(131.8 million euros in the first quarter of 2012)
- **EBIT:** 31.0 million euros  
(46.0 million euros in the first quarter of 2012)
- **NET CONSOLIDATED PROFIT :** 0.6 million euros  
(1.0 million euros in the first quarter of 2012)
- **NET FINANCIAL DEBT:** 917.9 million euros  
(846.2 million euros as of December 31, 2012)

### **EVENTS FOR THE QUARTER**

*Traditionally, the first quarter is influenced by the seasonal character of the business activity and is therefore not representative of the trend for the whole year.*

There was no significant event during the period.

## FINANCIAL STATEMENTS AS OF MARCH 31, 2013

Data for 2012 has been restated pursuant to IFRS 5 (sales of Afyon and Fuping during the 2<sup>nd</sup> quarter of 2012) and IAS 19 revised (Employee benefits) applicable retrospectively as from January 1, 2013 (see note 20.4 of 2012 financial statements).

At a meeting on 30 April chaired by Jean-Paul Méric, the Board of Directors of Ciments Français (Italcementi Group), examined and approved the unaudited consolidated accounts as of 31 March 2013.

Income statement	31 March 2013		31 March 2012		2013/2012 % change
	Amounts	%	Amounts	%	
<i>(in millions of euros)</i>					
<b>Revenues</b>	<b>819.4</b>	100%	<b>883.9</b>	100%	-7.3%
Other revenues	4.5		3.6		
Change in inventories	5.9		5.1		
Internal work capitalized	2.1		1.5		
Raw materials and utilities	(340.1)		(368.3)		
Service expense	(218.5)		(231.5)		
Personnel expense	(146.2)		(152.5)		
Other operating income (expense)	(14.8)		(9.9)		
<b>Recurring EBITDA</b>	<b>112.3</b>	13.7%	<b>131.8</b>	14.9%	-14.8%
Net capital gains (losses) on sale of fixed assets	1.9		1.7		
Other non-recurring income (expense)	(1.8)		(1.6)		
<b>EBITDA</b>	<b>112.4</b>	13.7%	<b>132.0</b>	14.9%	-14.9%
Amortization and depreciation	(81.4)		(85.7)		
Impairment	ns		(0.3)		
<b>EBIT</b>	<b>31.0</b>	3.8%	<b>46.0</b>	5.2%	-32.5%
Finance income	6.2		4.8		
Finance costs	(19.5)		(22.8)		
Gains (losses) on derivatives and exchange rates	6.7		(0.5)		
<b>Finance income (costs), net</b>	<b>(6.6)</b>		<b>(18.4)</b>		
Share of profit (loss) of associates	(1.0)		(0.7)		
<b>Profit (loss) before tax</b>	<b>23.4</b>	2.9%	<b>26.9</b>	3.0%	-12.8%
Tax expense	(22.9)		(21.0)		
<b>Net profit (loss) from continuing operations</b>	<b>0.6</b>	0.1%	<b>5.9</b>	0.7%	-90.7%
Net profit (loss) from discontinued operations	-		(4.9)		
<b>Net profit (loss)</b>	<b>0.6</b>	0.1%	<b>1.0</b>	0.1%	
- attributable to owners of the parent	(22.8)		(16.8)		
- attributable to non-controlling interests	23.4		17.7		

Financial position	31 March 2013	31 December 2012	31 March 2012
Net financial debt	<b>917.9</b>	846.2	1,057.6
Total equity	<b>3,771.9</b>	3,782.9	4,141.8

The **first quarter of 2013** suffered far more severe weather conditions (particularly in March) than those recorded in the first quarter of 2012 in Europe, Morocco and North America; these conditions have placed increasing pressure on the construction sector already gripped by recession in most of the European countries. Among emerging countries, Asian markets showed positive developments, while Egypt has remained resilient and Morocco was particularly affected by adverse weather.

**Cement** and **clinker** sales volumes followed the evolution of the market and were down 7.3 % at 8.8 million tonnes. However, they increased in all Asian countries (+11%).

**Aggregates** sales volumes (6.6 million tonnes, -8.6%) declined in almost all the countries.

**Ready mix concrete** sales volumes remained relatively stable (2.1 million cubic meters, -1.1%) thanks to North Africa, Middle East and Asia.

Consolidated **revenues** for the quarter amounted to 819.4 million euros, down 7.3% (including 2.3% of negative exchange rate) on the year-earlier period due to lower volumes, the impact of which was only partly offset by better prices. Revenues increased in Asia, remained steady in Emerging Europe, North Africa and Middle East and declined in Western Europe and North America.

**Recurring EBITDA** was down 14.8% (-8.1% excluding CO<sub>2</sub> effect) at 112.3 million euros, primarily because of the volume effect and the increase in certain variable costs. Those factors were partially compensated for by favorable pricing and improved operating costs resulting from efficiency actions. In particular, good performances were recorded in Egypt thanks to a positive price trend in the country which has offset the rise in fuel costs. The most significant decreases related to France/Belgium (due to severe weather conditions and the fall in CO<sub>2</sub> sales) and India (due to decrease in prices and a negative exchange-rate effect). **EBIT** decreased by 32.5% at 31.0 million euros.

After recognition of 6.6 million euros in net interest expense as against 18.4 million euros in the first quarter of 2012, **net consolidated profit** amounted to 0.6 million euros as against 1.0 million euros in the first quarter of 2012.

The **share of profit/loss attributable to owners of the parent** was -22.8 million euros compared to -16.8 million euros in the first quarter of 2012. The **share of profit/loss attributable to non-controlling interests** amounted to 23.4 million euros (17.7 million euros in the first quarter of 2012).

**Investments in industrial assets** over the first three months of 2013 amounted to 68.6 million euros up on Q1 2012 (54.0 million euros).

As of March 31, 2013 **net financial debt** was slightly up (+71.7 million euros) at 917.9 million euros compared to 846.2 million euros as of December 31, 2012, mainly because of the seasonal change in working capital requirement; it was reduced by 139.7 million euros compared to March 31, 2012.

**Total equity** amounted to 3,771.9 million euros as against 3,782.9 million at the end of December 2012. The **debt to equity ratio** (net financial debt/total equity) was 24.3% compared to 22.4 % as of 31 December 2012.

## OUTLOOK

The Group confirms its projections for 2013, which forecast maintenance of EBITDA. Its projections are based on a recovery of some markets, and a significant contribution from an improvement in production efficiency and a reduction in overheads.

## BUSINESS TREND FOR THE FIRST QUARTER OF 2013

### Sales volumes by geographical segment and by business segment

Sales and internal transfers <sup>(1)</sup>	Cement & clinker (millions of tonnes)			Aggregates (millions of tonnes)			Ready mix concrete (millions of m <sup>3</sup> )		
	Q1 2013	% change vs. Q1 2012		Q1 2013	% change vs. Q1 2012		Q1 2013	% change vs. Q1 2012	
		A	B		A	B		A	B
Western Europe	1.9	-14.1	-14.1	5.7	-10.3	-10.3	1.1	-9.3	-9.3
North America	0.7	-3.9	-3.9	0.3	-4.5	-4.5	0.1	-26.4	-26.4
Emerging Europe, North Africa & Middle East	3.3	-14.6	-14.6	0.5	+18.0	+18.0	0.7	+7.6	+7.6
Asia	2.7	+11.2	+11.2	ns	ns	ns	0.2	+50.5	+50.5
Cement/clinker trading	0.6	-21.2	-21.2	-	-	-	ns	-	-
Eliminations	(0.5)	-	-	-	-	-	-	-	-
<b>Total</b>	<b>8.8</b>	<b>-7.3%</b>	<b>-7.3%</b>	<b>6.6</b>	<b>-8.6%</b>	<b>-8.6%</b>	<b>2.1</b>	<b>-1.1%</b>	<b>-1.1%</b>

**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 & 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 2013

### Breakdown by business segment

Revenues (M€)	Q1 2013	Q1 2012	% changes vs. Q1 2012 Historical basis	% changes vs. Q1 2012 Comparable basis & exchange rates
Cement & clinker	555.8	604.2	-8.0%	-5.0%
Aggregates / RMC	230.8	240.7	-4.1%	-3.5%
Others	32.8	39.0	-15.9%	-14.1%
<b>Total</b>	<b>819.4</b>	<b>883.9</b>	<b>-7.3%</b>	<b>-5.0%</b>

## Breakdown by geographical segment

### Western Europe

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
France/ Belgium	319.3	353.6	37.3	47.2	36.4	48.6	14.0	25.3
Spain	21.7	30.5	(0.5)	1.4	(0.6)	(0.1)	(4.4)	(4.7)
Other country*	5.0	5.8	(1.4)	(0.6)	(1.4)	(0.6)	(2.0)	(1.7)
Intra-zone eliminations	(2.5)	(4.6)	-	-	-	-	-	-
<b>Total</b>	<b>343.5</b>	<b>385.3</b>	<b>35.4</b>	<b>48.0</b>	<b>34.4</b>	<b>47.9</b>	<b>7.7</b>	<b>18.9</b>

\* Greece

### North America

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
<b>Total</b>	<b>74.0</b>	<b>79.8</b>	<b>(11.7)</b>	<b>(12.6)</b>	<b>(11.3)</b>	<b>(12.5)</b>	<b>(27.8)</b>	<b>(28.4)</b>

### Emerging Europe, North Africa & Middle East

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
Egypt	136.4	146.6	37.6	35.4	37.4	35.6	23.9	19.2
Morocco	80.1	91.4	37.1	41.0	37.9	41.0	28.9	32.1
Other countries*	25.3	23.1	1.6	5.5	1.9	5.4	0.3	2.8
<b>Total</b>	<b>241.7</b>	<b>261.2</b>	<b>76.3</b>	<b>81.8</b>	<b>77.1</b>	<b>82.0</b>	<b>53.1</b>	<b>54.0</b>

\* Bulgaria & Kuwait

### Asia

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
Thailand	66.5	53.3	9.1	6.8	9.0	6.9	2.9	1.0
India	61.3	63.9	10.9	15.3	10.9	15.2	5.9	10.5
Other country*	8.2	3.8	(0.3)	(1.2)	(0.3)	(1.2)	(2.0)	(2.5)
<b>Total</b>	<b>136.0</b>	<b>121.0</b>	<b>19.7</b>	<b>20.9</b>	<b>19.6</b>	<b>20.9</b>	<b>6.8</b>	<b>9.0</b>

\* Kazakhstan

### Cement/clinker trading

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
<b>Total</b>	<b>39.8</b>	<b>51.8</b>	<b>1.9</b>	<b>1.8</b>	<b>1.9</b>	<b>1.8</b>	<b>1.0</b>	<b>1.1</b>

### Group total

(M€)	Revenues		Recurring EBITDA		EBITDA		EBIT	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012	Q1 2013	Q1 2012
Others & eliminations*	(15.6)	(15.3)	(9.3)	(8.1)	(9.3)	(8.1)	(9.7)	(8.6)
<b>Group Total</b>	<b>819.4</b>	<b>883.9</b>	<b>112.3</b>	<b>131.8</b>	<b>112.4</b>	<b>132.0</b>	<b>31.0</b>	<b>46.0</b>

\* Others: fuel trading, headquarters & holding companies

## Revenues and recurring EBITDA in "Other countries"

<i>(in millions of euros)</i>	Revenues		Recurring EBITDA	
	Q1 2013	Q1 2012	Q1 2013	Q1 2012
Greece	5.0	5.8	(1.4)	(0.6)
<b>Western Europe</b>	<b>5.0</b>	<b>5.8</b>	<b>(1.4)</b>	<b>(0.6)</b>
Bulgaria	10.5	7.6	0.4	3.9
Kuwait	14.8	15.6	1.3	1.5
<b>Emerging Europe, North Africa &amp; Middle East</b>	<b>25.3</b>	<b>23.1</b>	<b>1.6</b>	<b>5.5</b>
Kazakhstan	8.2	3.8	(0.3)	(1.2)
<b>Asia</b>	<b>8.2</b>	<b>3.8</b>	<b>(0.3)</b>	<b>(1.2)</b>

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## Statement of change in net financial debt

<i>(in millions of euros)</i>	31 March 2013	31 March 2012
Cash flow from operating activities	88.0	79.4
Change in working capital requirement	(75.8)	(65.2)
<b>Total cash flow from operating activities</b>	<b>12.2</b>	<b>14.2</b>
Investments in PPE and intangible assets	(59.7)	(47.5)
Change in PPE and intangible assets payables	(8.9)	(6.5)
<b>Cash flow from operating activities net of capital expenditure</b>	<b>(56.4)</b>	<b>(39.8)</b>
Equity investments	(0.6)	-
Disinvestments	2.3	3.3
Dividends paid	(0.7)	(10.1)
Change in foreign exchange on NFP and others	(16.3)	10.5
<b>Change in net financial debt</b>	<b>(71.7)</b>	<b>(36.1)</b>

Paris, 14 May 2013