## PRESS RELEASE

Paris, July 30, 2009

## Imerys announces $\mathbf{1}^{\text {st }}$ half 2009 results

- Ongoing slackness of the Group's markets, leading to a - $23 \%$ decrease in sales
- Goal of an operating margin close to $\mathbf{1 0 \%}$ by start of 2010 maintained
- Very substantial generation of current free cash flow: $€ 183$ million
- Acceleration in reduction of fixed costs : - 13\% in $1^{\text {st }}$ half
- Significant improvement in financial structure, resulting from the rights issue and the drastic control of working capital and investments:

0 Net debt/EBITDA ratio down to 2.5x (2.7x at year-end 2008)
o Net debt/equity ratio down to $63.5 \%$ ( $101.3 \%$ at year-end 2008)
On Wednesday, July 29, 2009, the Board of Directors of Imerys examined the Group's financial statements for the $1^{\text {st }}$ half of 2009, as presented by Chief Executive Officer, Gérard Buffière.

| CONSOLIDATED RESULTS (€ millions) | $\begin{gathered} \hline 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{aligned} & \hline 1^{\text {st }} \text { half } \\ & 20088^{(4)} \end{aligned}$ | \% current change |
| :---: | :---: | :---: | :---: |
| Sales | 1374.0 | 1774.1 | - 22.6\% |
| Current operating income ${ }^{(1)}$ | 110.0 | 241.5 | - 54.4\% |
| Operating margin | 8.0\% | 13.6\% |  |
| Net income from current operations, Group's share ${ }^{(2)}$ | 46.7 | 159.8 | - 70.8\% |
| Net income, Group's share | 11.7 | 144.4 | n.s. |
| Financing |  |  |  |
| Current operating cash flow | 172.6 | 256.4 | - 32.7\% |
| Booked capital expenditure | (56.9) | (114.1) | - 50.2\% |
| Net financial debt | 1148.2 | 1616.1 | - 29.0\% |
| DATA PER SHARE |  |  |  |
| Net income from current operations, Group's share ${ }^{(2)(3)(4)}$ | $€ 0.68$ | $€ 2.37$ | - 71.3\% |

(1) Operating income before other operating revenue and expenses, but including the share in income of associates.
(2) Group's share of net income, before other operating revenue and expenses, net.
(3) The weighted average number of outstanding shares was $68,688,790$ in 1 st half 2009 vs. $67,496,827$ in $1^{\text {st }}$ half 2008 (reprocessed following the rights issue completed as on June 2, 2009).
(4) First half 2008 results were reprocessed following the two presentation changes applied as of January $1^{\text {st }}$, 2009, details of which are given in appendix.

Gérard Buffière commented, "The second quarter showed no improvement in the economic situation created by the unprecedented crisis the global economy is going through. We aggressively continued the drastic reduction of our costs and made generating free cash flow our priority. Our results for the first half of 2009 reflect this.
I thank our shareholders for showing their confidence in Imerys by subscribing extensively to the rights issue completed on June 2. Our financial structure is even stronger as a result.
We cannot see any tangible signs of improvement on our markets and great uncertainty hangs over activity levels
for the coming quarters. We are therefore keeping up the discipline and management efforts that alone can guarantee achievement of our goal of an operating margin close to

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$10 \%$ for the start of next year."

## ONGOING VERY DETERIORATED ECONOMIC ENVIRONMENT

The markets served by the Group in Europe and North America have not posted any upturn since their collapse in the $4^{\text {th }}$ quarter of 2008 . Only some emerging markets recovered slightly in the $2^{\text {nd }}$ quarter 2009.

Output decreases remain substantial, especially in industrial equipment-related markets. Steel production in Europe and North America fell approximately $-45 \%$ in the $1^{\text {st }}$ half 2009 compared with the same period in 2008, but with a very slight improvement at the very end of the period.

In the construction sector in France, single-family housing starts were down $-23 \%{ }^{(\mathrm{e})}$ in the $1^{\text {st }}$ half 2009 . The upturn observed in housing sales in recent months was not enough to offset the ongoing decrease. New housing starts in the United-States are leveling out, but at an unprecedented low level.

Global production of printing and writing paper slumped heavily in mature economies, with further paper mill closures in Europe and North America in response to slack demand.

Only some consumer-related markets such as filtration showed more resilience.

## FASTER PACE OF DESTOCKING AND COST SAVINGS

Over the $1^{\text {st }}$ half of 2009 , the plans implemented led to:

- Substantial inventory reduction of - €129.4 million, compared with - €42 million for the $1^{\text {st }}$ quarter;
- Fixed cost cuts: - $€ 85.6$ million, made notably possible by the low level of production;
- Halving of booked capital expenditure at $€ 56.9$ million (compared to $€ 114.1$ million in the $1^{\text {st }}$ half 2008).

These measures allowed to limit the decrease of current operating income at - 54.4\% (-57.2 \% at comparable Group structure and exchange rates), as a result of an heavily negative impact of volumes, decreasing - $29.2 \%$.

## OUTLOOK

The Group does not to date see tangible signs of a lasting upturn. Fixed cost and overhead reduction programs are being maintained, while cash flows generation remains the priority.
Continuation of these actions enable the Group to maintain the goal announced on April 29, 2009 to achieve an operating margin close to $10 \%$ by the start of 2010 .

## DETAILED COMMENTARY ON THE GROUP'S RESULTS

## SALES

|  | Sales <br> $(€$ millions) | Change in sales <br> (\% vs. previous year) | Comparable change <br> in sales <br> $(5)$ <br> (\% vs. previous year) | Of which <br> volume <br> effect | Of which <br> price/mix <br> effect |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $1^{\text {st }}$ quarter $2009^{(6)}$ | 694.3 | $-21.3 \%$ | $-23.8 \%$ | $-28.2 \%$ | $+4.4 \%$ |
| $2^{\text {nd }}$ quarter $2009^{(6)}$ | 679.7 | $-23.8 \%$ | $-26.0 \%$ | $-30.2 \%$ | $+4.2 \%$ |
| $1^{\text {st }}$ half 2009 | $\mathbf{1 3 7 4 . 0}$ | $-22.6 \%$ | $-24.9 \%$ | $-29.2 \%$ | $+4.3 \%$ |

- Very negative impact of volumes on sales
- Firm price/mix component across all business groups

Sales for the $1^{\text {st }}$ half of 2009 totaled $€ 1,374.0$ million ( $-22.6 \%$ compared with $1^{\text {st }}$ half 2008).
This change takes into account:

- The positive effect of exchange rates for $+€ 37.6$ million, mainly reflecting the US dollar's appreciation against the euro;
- Group structure impact ${ }^{(7)}$ of $+€ 4.4$ million.

The decrease in sales volumes (-29.2\%) is intensified by the ongoing inventory reduction in many value chains to which the Group's products contribute.

## CURRENT OPERATING INCOME ${ }^{(6)(8)(9)}$

| (€ millions) | 2009 | 2008 | \% Change | $\begin{gathered} \text { \% Comparable } \\ \text { change }{ }^{(5)} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| $1^{\text {st }}$ quarter | 44.4 | 116.9 | - 62.0\% | - 66.2\% |
| Operating margin | 6.4\% | 13.3\% |  |  |
| $2^{\text {nd }}$ quarter | 65.6 | 124.6 | - 47.3\% | - 48.8\% |
| Operating margin | 9.6\% | 13.9\% |  |  |
| $1^{\text {st }}$ half | 110.0 | 241.5 | - 54.4\% | -57.2\% |
| Operating margin | 8.0\% | 13.6\% |  |  |

## - Acceleration in fixed cost savings throughout the first half

Affected by lower volumes ( $-€ 231.0$ million), current operating income totaled $€ 110.0$ millions for the $1^{\text {st }}$ half of 2009 ( $-54.4 \%$, i.e. $-57.2 \%$ at comparable Group structure and exchange rates).

This - $€ 131.5$ million decrease compared to $1^{\text {st }}$ half 2008 takes into account:

- A positive foreign exchange effect ( $+€ 7.1$ million), mainly related to the US dollar's appreciation against the euro,
- Limited impact of changes in Group structure ${ }^{(7)}$ (- $€ 0.4$ million).

The inflation in variable costs is offset by improved price/mix component whereas the savings plans carried out since the $4^{\text {th }}$ quarter of 2008 led to a - $13 \%$ decrease in fixed costs: the savings achieved totaled $€ 85.6$ million for the first six months of 2009.
(5) At comparable Group structure and exchange rates.
(6) Quarterly figures: non-audited.
(7) Acquisitions completed in 2008: Astron China (China, February 2008), Svenska Silika Verken AB (Sweden, April 2008), Kings Mountain Minerals, Inc. (USA, October 2008) and Suzorite Mining, Inc. (Canada, October 2008), deconsolidation of Xinlong (China, January 2009) and divestments completed in 2009, mainly Planchers Fabre (France, May 2009).
(8) Operating income before other operating revenue and expenses.
(9) First half 2008 results were reprocessed following the two presentation changes applied as of January 1, 2009, details of which are given in appendix.

These savings are resulting from the effects of the following measures:

- Structural decrease of industrial capacities and workforces,
- Temporary use of part-time working,
- Significant temporary cuts in expense lines considered as non-priority (maintenance, travel, overheads).

These savings are partly directly related to the temporary slowdown in output rates intended to reduce inventory rapidly, particularly in the $2^{\text {nd }}$ quarter.

The Group's operating margin worked out at $8.0 \%$ ( $13.6 \%$ in $1^{\text {st }}$ half 2008).

## NET INCOME FROM CURRENT OPERATIONS

Net income from current operations totaled $€ 46.7$ million ( $-70.8 \%$ vs. $1^{\text {st }}$ half 2008). This decrease reflects the change in current operating income and takes the following items into account:

- An heaviness in financial expense, at - €44.9 million (vs. - €20.6 million in $1^{\text {st }}$ half 2008) reflecting:
- the increase in interest expense due to the higher average debt for the $1^{\text {st }}$ half 2009 (the product of the rights issue was received on June 2, 2009);
- a negative basis effect on foreign exchange and financial instruments (a $€ 18$ million positive income was posted for the $1^{\text {st }}$ half of 2008).
- A tax charge of - €18.7 million (- €60.2 million in $1^{\text {st }}$ half 2008), i.e. an effective tax rate of $28.7 \%\left(27.3 \%\right.$ in $1^{\text {st }}$ half 2008).


## NET INCOME

Other operating revenues and expenses, net of tax amounted to - $€ 35.0$ million.
Gross amount before tax (- €46.6 million) is broken down into:

- a - $€ 39.0$ million cash charge including restructuring expenses related to the cost reduction plans undertaken during the period, particularly site closures,
- a non-cash amount of - €18.7 million (industrial asset depreciations on restructured sites),
- a $€ 11.1$ million gain on divestments (mainly Planchers Fabre, the prestressed concrete and reinforced concrete joist and beam manufacturing and marketing activity, divested in May 2009).


## CASH FLOW

| € millions | H1 2009 | H1 2008 |
| :--- | :---: | :---: |
| EBITDA | $\mathbf{2 0 4 . 1}$ | $\mathbf{3 2 2 . 2}$ |
| Current operating cash flow | $\mathbf{1 7 2 . 6}$ | $\mathbf{2 5 6 . 4}$ |
| Change in operating working capital | 93.4 | $(83.0)$ |
| Paid capital expenditure | $(79.0)$ | $(141.6)$ |
| Current free operating cash flow $\boldsymbol{*}$ | $\mathbf{1 8 7 . 7}$ | 40.3 |
| Financial expense (net of tax) | $(32.0)$ | $(15.0)$ |
| Other working capital items | 27.0 | $(38.3)$ |
| Current free cash flow | $\mathbf{1 8 2 . 7}$ | $\mathbf{( 1 3 . 0 )}$ |

* Including subsidies, book value of assets divested and other $\quad 0.7 \quad 8.5$


## - Working capital substantially reduced

- Very substantial free cash flow generated

Inventory was reduced by $€ 129.4$ million. After allowing for the decrease in payables resulting from lower production levels, operating working capital improved by $€ 93.4$ million. It represented $27.5 \%$ of sales $(25.9 \%$ as on June 30,2008$)$.

Booked capital expenditure decreased by more than $50 \%$ compared with the $1^{\text {st }}$ half of 2008 . Capital expenditure represents $63 \%$ of depreciation expense ${ }^{(10)}$ (vs. $120 \%$ in the $1^{\text {st }}$ half of 2008).

Current free operating cash flow ${ }^{(11)}$, totaled $€ 187.7$ million, as compared to $€ 40.3$ million generated in the $1^{\text {st }}$ half of 2008.

## FINANCIAL STRUCTURE

| $\boldsymbol{€}$ millions | June 30, 2009 | December 31, 2008 | June 30, 2008 |
| :--- | :---: | :---: | :---: |
| Net debt | $1,148.2$ | $1,566.1$ | $1,616.1$ |
| Shareholders' equity | $1,808.1$ | $1,546.3$ | $1,585.6$ |
| EBITDA | 204.1 | 573.4 | 322.2 |
| Net debt/shareholders' equity | $63.5 \%$ | $101.3 \%$ | $101.9 \%$ |
| Net debt/EBITDA | 2.5 x | 2.7 x | 2.5 x |

Consolidated net financial debt decreased sharply to $€ 1,148.2$ million, compared with $€ 1,566.1$ million as on December 31, 2008 and $€ 1,616.1$ million as on June 30, 2008.
It benefited from the following factors:

- Revenue from the $€ 251.2$ million rights issue (ie a net revenue of $€ 248.5$ million after allowance of expenses relating to the issuance) recorded on June 2. It was allocated in full to the reduction of debt,
- The cash flow generated by the Group.

As on June 30, 2009, Imerys's financial resources totaled more than $€ 2.3$ billion (of which $€ 1$ billion in available resources), with no significant repayments scheduled before the end of the year 2012. The Group's financial flexibility enables it to seize strategic development opportunities when they arise.

## POST CLOSING EVENTS SINCE JUNE 30, 2009

As decided, Imerys paid out dividends, on July 7, 2009, amounting $€ 62.8$ million, i.e. $23.5 \%$ of net income from current operations for the financial year ending December 31, 2008.
As part of the Group's cost and financial structure optimization measures, a deconsolidating factoring contract was signed on July 23, 2009, for an amount of trade receivables estimated at $€ 90$ million. As the risks and benefits related to the trade receivables are transferred to the factoring bank, the receivables will be deconsolidated when the contract is implemented in the $3^{\text {rd }}$ quarter of 2009.

[^0]
## COMMENTARY BY BUSINESS GROUP

Minerals for Ceramics, Refractories, Abrasives \& Foundry (27\% of consolidated sales)

| ( $€$ millions) | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{aligned} & 1^{\text {st }} \text { half } \\ & 2008^{(12)} \end{aligned}$ | Current change | Comparable change ${ }^{(13)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Sales | 383.2 | 595.5 | - 35.7\% | -38.2\% |
| Current operating income ${ }^{(14)}$ | 13.8 | 75.6 | - 81.7\% | - 87.2\% |
| Operating margin | 3.6\% | 12.7\% |  |  |
| Booked capital expenditure | 25.0 | 34.7 | - 28.1\% |  |
| As \% of depreciation expense | 94\% | 114\% |  |  |

## - Record slump in demand and extensive inventory reduction throughout the value chain <br> - Major cost and output reduction measures

Minerals for Refractories, Fused Minerals and Graphite markets in all geographic zones remain affected by the sharp drop in industrial equipment and automotive production recorded since the middle of the $4^{\text {th }}$ quarter 2008. This trend is intensified by massive inventory reductions across the entire downstream customer chain. However, in Europe and North America, steel production in May and June was marginally higher than in previous months, while Chinese and Indian markets improved slightly compared with the first half of 2008. In abrasives and graphite, levels of demand remain significantly lower than in 2008 but improved in May and June compared with the previous months. The Ceramics market is still affected by the crisis, particularly in the construction sector in developed countries.

Since the end of 2008, output has been cut sharply in all the business group (by more than $50 \%$ in some activities) and industrial facilities are adapting to demand. Measures that combine part-time working and working time reductions have been implemented in France, in the United Kingdom and in Switzerland whereas substantial workforce reductions took place in particular in the United States, in Austria, in China and in South Africa. Significant decrease occurred in mining campaign and periodical stoppage or definitive closure were implemented in production lines.
Imerys Technologie Limoges, a research centre dedicated to uprange and specialty minerals for ceramics, was opened (Haute-Vienne, France). With 35 researchers from 5 nationalities, the centre brings together Imerys' innovation efforts in this area to create and develop the products of the future.

Minerals for Refractories enhanced their portfolio of mineral reserves during the $1^{\text {st }}$ half through the acquisition of high quality assets in the United States. This capital expenditure represents a large share of the amount committed by the business group during the period.

Sales, at $€ 383.2$ million for the $1^{\text {st }}$ half of 2009 , were down $-35.7 \%$. Analysis of the variance in sales shows:

- A limited effect of changes in Group structure ${ }^{(15)}$ for $-€ 2.4$ million,
- A positive foreign exchange effect (US dollar) for $+€ 17.1$ million.

Current operating income, at $€ 13.8$ million for the $1^{\text {st }}$ half of 2009 , decreased by $-€ 61.8$ million from the $1^{\text {st }}$ half of 2008. It takes into account a Group structure effect of - $€ 0.6$ million and a favorable foreign exchange effect of $+€ 4.7$ million. Excluding those items, the business group's operating performance decreased by - $€ 65.9$ million.
The impact of the decrease in sales volumes was only partly offset by the results of the energetic actions taken to reduce fixed production costs and overheads and a positive price/mix trend.

[^1]
## Performance \& Filtration Minerals

(18\% of consolidated sales)

| (€ millions) | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2008^{(16)(17)} \end{gathered}$ | Current change | Comparable change ${ }^{(18)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Sales | 246.3 | 291.4 | -15.5\% | - 21.5\% |
| Current operating income ${ }^{(19)}$ | 9.1 | 28.9 | - 68.5\% | -68.3\% |
| Operating margin | 3.7\% | 9.9\% |  |  |
| Booked capital expenditure | 4.7 | 24.6 | - 80.9\% |  |
| As \% of depreciation expense | 25\% | 154\% |  |  |

## - Resilience of beverage filtration activities

## - Adjustments to cost base

During the $1^{\text {st }}$ half of 2009, Performance Minerals markets (paint, plastics, adhesives, etc.) in Europe and North America were particularly affected by the slump in construction-related sectors. Minerals for Filtration markets held out better, but were also impacted by the inventory reduction trend among distributors and the Group's customers.

The cost reduction measures planned since the beginning of the year have been implemented. In addition, mining programs have been interrupted, and production units have been idled for extended periods. The combination of Performance Minerals and Filtration Minerals by geographic zone was completed, leading to structural savings.

Sales amounting $€ 246.3$ million for the $1^{\text {st }}$ half of 2009 posted a $-15.5 \%$ decrease. This change takes into account:

- Group structure effect ${ }^{(20)}$ for $+€ 4.4$ million,
- Foreign exchange impact for $+€ 13.2$ million.

Current operating income totaled $€ 9.1$ million, a - $€ 19.8$ million decrease. It includes $+€ 0.5$ million in structure effect, offsetting an unfavorable exchange rate impact of - $€ 0.6$ million. At comparable structure and exchange rates, the decrease amounted to $-€ 19.7$ million, with the fall in sales volumes only partly offset by cost savings and improvement in the price/mix component.

## Pigments for Paper

## ( $23 \%$ of consolidated sales)

| (€ millions) | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2008^{(16)(17)} \end{gathered}$ | Current change | Comparable change ${ }^{(18)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Sales | 309.5 | 365.5 | - 15.3\% | - 19.6\% |
| Current operating income ${ }^{(19)}$ | 15.0 | 34.5 | - 56.5\% | -67.3\% |
| Operating income | 4.9\% | 9.4\% |  |  |
| Booked capital expenditure | 11.6 | 33.9 | -65.7\% |  |
| As \% of depreciation expense | 45\% | 128\% |  |  |

## - Significant slump in developed countries' paper production <br> - Carbonate production capacities reduced in Europe and United States

[^2]Global production of printing and writing paper decreased - $14.5 \%$ in the $1^{\text {st }}$ half of 2009 . It reflects the slump in paper demand resulting from lower advertising spending and inventory reductions. Many extended production stoppages weighed on North American and European markets, with lower production in Asia-Pacific (-5\%) entirely due to a slack Japanese market.
To address the new market environment, the ground calcium carbonate plant in Salisbury (United Kingdom) was shut. Implementation of the plan to reduce kaolin production capacities significantly at the Sandersville (United States) plant began in the first half. Temporary measures were taken at most units in Europe, North America and Brazil.

Sales, at $€ 309.5$ million for the $1^{\text {st }}$ half of 2009 , were down $-15.3 \%$. This change takes into account foreign exchange impact for $+€ 15.8$ million.

Current operating income totaled $€ 15.0$ million in the $1^{\text {st }}$ half of 2009 , a - $€ 19.5$ million decrease. This result includes $+€ 3.8$ million in foreign exchange impact, stemming from the US dollar's strength against the euro (conversion impact) and the Brazilian real (transaction impact). At comparable structure and exchange rates, the business group's operating performance decreased by - $€ 23.3$ million. An allowance for doubtful accounts was booked following the bankruptcy of a major American customer. This provision has an approximately - $2 \%$ impact on the business group's margin for the $2^{\text {nd }}$ quarter.

## Materials and Monolithics <br> (32\% of consolidated sales)

| (€ millions) |  | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{aligned} & 1^{\text {st }} \text { half } \\ & 2008^{(21)} \end{aligned}$ | Current change | Comparable change ${ }^{(22)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  | 443.4 | 543.1 | - 18.4\% | - 17.5\% |
| Current operating income ${ }^{(23)}$ |  | 84.3 | 125.2 | - 32.7\% | -31.9\% |
|  | Operating margin | 19.0\% | 23.1\% |  |  |
| Booked capital expenditure |  | 14.6 | 20.4 | - 28.1\% |  |
|  | As \% of depreciation | 81\% | 98\% |  |  |

## - New housing construction in France still decreasing, while renovation market shows resilience - Cost reduction actions set up

In Building Materials in France, single-family housing starts decreased by - $23 \%{ }^{(\mathrm{e})(24)}$ in the $1^{\text {st }}$ half of 2009. Despite a resilient renovation sector, the clay products market posted an approximately $-16 \%$ decrease in volumes for roofing items and - $21 \%$ for bricks compared with the $1^{\text {st }}$ half of 2008.

Monolithic Refractory markets related to liquid metal production remained very difficult throughout the first half, except in India. Many production stoppages took place in steelmaking, while other outlets (cement, glass, incineration, petrochemicals, etc.) held out better. The end of major original-fit projects weighed increasingly on volumes.

In Building Materials in France, capacity adjustments continued during the $1^{\text {st }}$ half of the year, with most production lines idled. A roof tile line was shut down definitively at Pargny sur Saulx (Marne) and the modernization program at the Wardrecques (Nord) plant was successfully completed. The Bessens plant (Tarn-et-Garonne) was closed early in the year and its production divided between other sites. Optimization of the La Boissière du Dore (Loire-Atlantique) bricks plant is nearing completion. Slate mining is now concentrated on a single site (Grands Carreaux in Trélazé - Maine et Loire).

[^3]The prestressed concrete and reinforced concrete joist and beam manufacturing and marketing activity, Planchers Fabre, was sold out, in late May 2009, to the Lesage group, the joint French leader in the sector. With an industrial site in Pibrac (Haute-Garonne), Planchers Fabre achieved close to €20 million sales in 2008.

In Monolithic Refractories, production capacities were reduced in all geographic zones except India, where business remained firm in the first half. Efforts also focused on the reduction of sales, administration and logistic costs.

At $€ 443.4$ million, the business group's sales (down $-18.4 \%$ in $1^{\text {st }}$ half 2009 vs. the same period in 2008) take into account:

- A Group structure effect ${ }^{(25)}$ of $+€ 2.4$ million.
- Negative foreign exchange impact for - $€ 7.2$ million.

Current operating income, at $€ 84.3$ million, decreased - $€ 40.9$ million from the first half of 2008. Reprocessed to allow for structure ( $-€ 0.3$ million) and exchange rates ( $-€ 0.7$ million), the business group's operating performance was down - €39.9 million.

## Financial diary:

Wednesday, November 4th $2009 \quad 3^{\text {rd }}$ quarter 2009 results

The world leader in adding value to minerals, Imerys is active in 47 countries through more than 260 industrial and commercial sites. The Group achieved $€ 3.4$ billion in sales in 2008. Imerys mines and processes minerals from reserves with rare qualities in order to develop solutions that improve its customers' product performance and manufacturing efficiency. The Group's products have a great many applications in everyday life, including construction, personal care, paper, paint, plastic, ceramics, telecommunications and beverage filtration.

More thorough information on Imerys can be obtained from its website (www.imerys.com) in the Regulated Information section, particularly in the Reference Document filed with Autorité des Marchés Financiers on April 3, 2009 under number D.09-0192 (also available from the Autorité des Marchés Financiers website, www.amf-france.org). Imerys draws investors' attention to chapter 4, "Risk. Factors", of its Reference Document.

Warning on forecasts and forward-looking information: The statements presented in this document contain forecasts and forward-looking information. Investors are warned that such forecasts and forward-looking-information are subject to many risks and uncertainties (difficult to foresee and generally beyond Imerys' control) that may result in the results and developments actually achieved being significantly different from those expressed or implied.

[^4]Press contacts:
Pascale Arnaud - +33 (0)1 49556391 /66 55
Matthieu Roquet-Montégon - +33 (0)6 16928065

[^5]
## $1^{\text {st }}$ HALF 2009 RESULTS

## IMERYS

## Appendix

## 1. Consolidated sales breakdown

| Change in consolidated sales | $\%$ current <br> change | $\%$ <br> structure <br> effect | $\%$ <br> foreign <br> exchange <br> effect | $\%$ <br> comparable <br> change $(1)$ |
| :--- | ---: | ---: | ---: | ---: |
| IMERYS GROUP | $-22.6 \%$ | $+0.2 \%$ | $+2.1 \%$ | $-24.9 \%$ |


| Comparable quarterly change ${ }^{(1)}$ $2009 \text { vs. } 2008$ | $\begin{array}{r} \text { Q1 09 } \\ -23.8 \% \\ \hline \end{array}$ | Q2 09 $-26.0 \%$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Reminder: 2008 vs. 2007 | Q1 08 | Q2 08 | Q3 08 | Q4 08 |
|  | + 3.2\% | + 5.1 \% | + 5.0\% | - 10.5\% |


| (non-audited, € millions) | $\begin{gathered} 1^{\text {st }} \text { quarter } \\ 2009 \end{gathered}$ | $\begin{aligned} & 1^{\text {st }} \text { quarter } \\ & 2008 \end{aligned}$ | Current change \% | Structure effect \% | Foreign exchange $\%$ | Comparable change ${ }^{(1)}$ \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, of which: | 694.3 | 881.8 | - 21.3\% | + 0.7\% | + 1.8\% | - 23.8\% |
| Minerals for Ceramics, Refractories, Abrasives \& Foundry | 193.0 | 288.1 | - 33.0\% | + 0.2\% | + 2.6\% | - 35.8\% |
| Performance \& Filtration Minerals | 118.5 | $140.8{ }^{(2)}$ | - 15.8\% | + $1.7 \%$ | + $4.5 \%$ | - 22.0\% |
| Pigments for Paper | 158.7 | $188.6^{(2)}$ | - 15.9\% | - | + $4.3 \%$ | - 20.2\% |
| Materials \& Monolithics | 228.9 | 274.5 | - 16.6\% | + 1.1\% | - 1.8\% | - 15.9\% |
| Holding Company \& Eliminations | (4.8) | (10.2) | n.s. | n.s. | n.s. | n.s. |


| (non-audited, € millions) | $\begin{gathered} 2^{\text {nd }} \text { quarter } \\ 2009 \end{gathered}$ | $\begin{gathered} 2^{\text {nd }} \text { quarter } \\ 2008 \end{gathered}$ | Current change \% | Structure effect \% | Foreign exchange \% | $\begin{gathered} \text { Comparable } \\ \text { change }^{(1)} \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, of which: | 679.7 | 892.3 | - 23.8\% | - 0.2\% | + 2.4\% | - $26.0 \%$ |
| Minerals for Ceramics, Refractories, Abrasives \& Foundry | 190.2 | 307.4 | - 38.1 \% | - 0.7\% | + 2.8\% | - 40.3\% |
| Performance \& Filtration Minerals | 127.7 | $150.6{ }^{(2)}$ | - 15.1\% | + 0.7\% | + 5.1\% | - 21.0\% |
| Pigments for Paper | 150.8 | $176.9{ }^{(2)}$ | - 14.8\% | - | + 4.3\% | - 19.1\% |
| Materials \& Monolithics | 214.4 | 268.6 | - 20.2\% | - 0.2\% | - 0.9\% | - 19.1\% |
| Holding Company \& Eliminations | (3.6) | (11.2) | n.s. | n.s. | n.s. | n.s. |

[^6]| (€ millions) | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2009 \end{gathered}$ | $\begin{gathered} 1^{\text {st }} \text { half } \\ 2008 \end{gathered}$ | Current change \% | Structure effect \% | Foreign exchange \% | Comparable change ${ }^{(3)}$ $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, of which: | 1374.0 | 1774.1 | - 22.6\% | + 0.2\% | + 2.1\% | - 24.9\% |
| Minerals for Ceramics, Refractories, Abrasives \& Foundry | 383.2 | 595.5 | - 35.7\% | - 0.4\% | + 2.9\% | - 38.2\% |
| Performance \& Filtration Minerals | 246.3 | $291.4{ }^{(4)}$ | - 15.5\% | + 1.5\% | + 4.5\% | - 21.5\% |
| Pigments for Paper | 309.5 | $365.5{ }^{(4)}$ | - 15.3\% |  | + 4.3\% | - 19.6\% |
| Materials \& Monolithics | 443.4 | 543.1 | - 18.4\% | + 0.4\% | - 1.3\% | - 17.5\% |
| Holding Company \& Eliminations | (8.4) | (21.4) | n.s. | n.s. | n.s. | n.s. |


| Sales by business group | H1 09 | H1 08 |
| :--- | :---: | :---: |
| Minerals for Ceramics, Refractories, Abrasives \& Foundry | $27 \%$ | $33 \%$ |
| Performance \& Filtration Minerals | $18 \%$ | $15 \%$ |
| Pigments for Paper | $23 \%$ | $22 \%$ |
| Materials \& Monolithics | $32 \%$ | $30 \%$ |
| TOTAL | $\mathbf{1 0 0} \%$ | $\mathbf{1 0 0} \%$ |

Sales by geographic destination

| (€ millions) | Sales <br> H1 2009 | \% change <br> H1 2009 <br> vs. H1 2008 | \% consolidated <br> sales H1 2009 | \% consolidated <br> sales H1 2008 |
| :--- | ---: | ---: | ---: | ---: |
| Western Europe | 725.8 | $-25.4 \%$ | $53 \%$ | $55 \%$ |
| United States / Canada | 270.0 | $-17.0 \%$ | $19 \%$ | $18 \%$ |
| Japan / Australia | 65.9 | $-21.3 \%$ | $5 \%$ | $5 \%$ |
| Emerging countries* | 312.3 | $-20.2 \% 0^{*}$ | $23 \%$ | $22 \%$ |
| Total | $\mathbf{1 3 7 4 . 0}$ | $\mathbf{- 2 2 . 6 \%}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ |

* Of which China: - 28\%, Eastern Europe - 43\%.

[^7]
## 2. Simplified income statement

To improve the presentation of the Group's financial statements in line with the evolution of common practices among the main issuers listed in Paris on NYSE-Euronext, in 2009 the Group is making two changes to presentation.
On one hand, the financial components of net expenses for defined-benefit plans for employees ( $€ 3.4$ million as on June 30 , 2009, - $€ 0.4$ million as on June 30,2008 and - $€ 0.8$ million as on December 31, 2008), previously recorded under current operating income, are now recorded under financial income/expense.
On the other hand, the share of net income/loss of affiliates ( $€ 0.9$ million as on June 30,2009 , $€ 4.9$ million as on June 30,2008 and $€ 10.4$ million as on December 31, 2008), previously recorded as income after tax, is now recorded under current operating income.
For the sake of comparison, $1^{\text {st }}$ half 2008 and 2008 full year results were restated accordingly. Earnings per share for previous periods have been adjusted accordingly. The weighted number of outstanding shares was also adjusted by the dilution coefficient for the capital increase carried out on June 2, 2009.

| (€ millions) | H1 2008 published | Employee benefit financial component | Share in net income/loss of affiliates | H1 2008 restated | $\begin{gathered} 2008 \\ \text { published } \end{gathered}$ | Employee benefit financial component | Share in net income/loss of affiliates | $\begin{gathered} 2008 \\ \text { restated } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SALES | 1774.1 |  |  | 1774.1 | 3449.2 |  |  | 3449.2 |
| Current operating INCOME ${ }^{(5)}$ | 236.2 | 0.4 | 4.9 | $241.5$ | $403.4$ | 0.8 | 10.4 | 414.6 |
| Financial expense | (20.2) | (0.4) |  | (20.6) | (46.3) | (0.8) |  | (47.1) |
| Current income tax | (60.2) |  |  | (60.2) | (98.0) |  |  | (98.0) |
| Share in net income/loss of affiliates | 4.9 |  | (4.9) | 0 | $10.4$ |  | (10.4) |  |
| Minority interests | (0.9) |  |  | (0.9) | (2.4) |  |  | (2.4) |
| NET INCOME FROM CURRENT OPERATIONS ${ }^{(6)}$ |  |  |  |  | 267.1 |  |  | 267.1 |
| Other revenue and expenses, net | (15.4) |  |  | (15.4) | (105.8) |  |  | (105.8) |
| NET INCOME ${ }^{(6)}$ | 144.4 | 0.0 | 0.0 | 144.4 | 161.3 | 0.0 | 0.0 | 161.3 |


| (€ millions) | Q2 2009 | $\begin{aligned} & \text { Q2 } 2008 \\ & \text { restated } \end{aligned}$ | Change | H1 2009 | H1 2008 restated | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 679.7 | 892.3 | - 23.8\% | 1374.0 | 1774.1 | - 22.6\% |
| Current operating income ${ }^{(5)}$ | 65.6 | 124.4 | - $47.3 \%$ | 110.0 | 241.5 | - 54.4\% |
| Financial expense | (20.9) | (4.7) |  | (44.9) | (20.6) |  |
| Current income tax | (13.0) | (32.4) |  | (18.7) | (60.2) |  |
| Minority interests | 0.4 | (0.3) |  | 0.3 | (0.9) |  |
| NET INCOME FROM CURRENT OPERATIONS ${ }^{(6)}$ |  | 87.0 | -63.1\% | 46.7 | 159.8 | - 70.8\% |
| Other revenue and expenses, net | (13.8) | (9.0) |  | (35.0) | (15.4) |  |
| Net income ${ }^{(6)}$ | 18.3 | 78.0 | n.a. | 11.7 | 144.4 | n.a. |

[^8]
## CONSOLIDATED INCOME STATEMENT

| (€ millions) | June 30, 2009 | June 30, 2008 | 2008 |
| :---: | :---: | :---: | :---: |
| Revenue | 1,374.0 | 1,774.1 | 3,449.2 |
| Current revenue and expenses | (1,264.0) | $(1,532.6)$ | $(3,034.6)$ |
| Raw materials and consumables used | (530.5) | (653.2) | $(1,268.5)$ |
| External expenses | (322.6) | (440.1) | (890.7) |
| Staff expenses | (296.0) | (336.6) | (651.5) |
| Taxes and duties | (24.1) | (27.1) | (53.0) |
| Amortization, depreciation and impairment losses | (90.5) | (95.0) | (193.2) |
| Other current revenue and expenses | (1.2) | 14.5 | 11.9 |
| Share in net income of associates | 0.9 | 4.9 | 10.4 |
| Current operating income | 110.0 | 241.5 | 414.6 |
| Other operating revenue and expenses | (46.6) | (22.8) | (114.9) |
| Income on assets disposals | 11.1 | 0.0 | 0.1 |
| Impairment losses, restructuring and litigation | (57.7) | (22.8) | (115.0) |
| Operating income | 63.4 | 218.7 | 299.7 |
| Net financial debt expense | (35.4) | (28.0) | (57.0) |
| Income from securities | 0.9 | 1.9 | 4.1 |
| Gross financial debt expense | (36.3) | (29.9) | (61.1) |
| Other financial revenue and expenses | (9.5) | 7.4 | 9.9 |
| Other financial revenue | 58.1 | 142.5 | 282.9 |
| Other financial expenses | (67.6) | (135.1) | (273.0) |
| Financial income (loss) | (44.9) | (20.6) | (47.1) |
| Income taxes | (7.1) | (52.8) | (88.9) |
| Net income | 11.4 | 145.3 | 163.7 |
| Net income, Group share | 11.7 | 144.4 | 161.3 |
| Net income, minority interests | (0.3) | 0.9 | 2.4 |
| Net income, Group share | 11.7 | 144.4 | 161.3 |
| Net income from current operations, Group share | 46.7 | 159.8 | 267.1 |
| Other net operating revenue and expenses, Group share | (35.0) | (15.4) | (105.8) |
| Earnings per share (in $€$ ) |  |  |  |
| Net basic earnings per share from current operations | 0.68 | 2.37 | 3.96 |
| Net basic earnings per share | 0.17 | 2.14 | 2.39 |
| Diluted net earnings per share | 0.17 | 2.14 | 2.39 |
| Average exchange rate euro/USD | 1.3326 | 1.5304 | 1.4708 |

## CONSOLIDATED BALANCE SHEET

| (€ millions) | June 30, 2009 | June 30, 2008 | 2008 |
| :---: | :---: | :---: | :---: |
| Non-current assets | 2,817.2 | 2,788.8 | 2,839.9 |
| Goodwill | 907.1 | 934.7 | 899.4 |
| Intangible assets | 45.5 | 48.1 | 45.0 |
| Mining assets | 396.9 | 377.9 | 395.6 |
| Property, plant and equipment | 1,269.2 | 1,257.3 | 1,314.0 |
| Investments in associates | 54.6 | 47.3 | 50.0 |
| Available-for-sale financial assets | 7.0 | 6.5 | 7.1 |
| Other financial assets | 15.1 | 14.0 | 13.8 |
| Other receivables | 43.1 | 47.0 | 40.4 |
| Derivative financial assets | 18.3 | 4.6 | 18.7 |
| Deferred tax assets | 60.4 | 51.4 | 55.9 |
| Current assets | 1,297.7 | 1,533.7 | 1,508.0 |
| Inventories | 489.4 | 530.4 | 611.0 |
| Trade receivables | 490.4 | 676.1 | 523.3 |
| Other receivables | 125.3 | 151.8 | 154.2 |
| Derivative financial assets | 4.5 | 13.5 | 1.1 |
| Marketable securities and other financial assets | 4.4 | 6.5 | 4.4 |
| Cash and cash equivalents | 183.7 | 155.4 | 214.0 |
| Consolidated assets | 4,114.9 | 4,322.5 | 4,347.9 |
| Equity, Group share | 1,789.4 | 1,566.6 | 1,526.4 |
| Capital | 150.7 | 126.3 | 125.6 |
| Premiums | 339.2 | 132.6 | 115.8 |
| Reserves | 1,287.8 | 1,163.3 | 1,123.7 |
| Net income, Group share | 11.7 | 144.4 | 161.3 |
| Minority interests | 18.7 | 19.0 | 19.9 |
| Shareholders' equity | 1,808.1 | 1,585.6 | 1,546.3 |
| Non-current liabilities | 1,438.1 | 1,401.3 | 1,449.8 |
| Provisions for employee benefits | 134.7 | 153.6 | 133.2 |
| Other provisions | 163.0 | 153.8 | 153.7 |
| Loans and financial debts | 1,042.8 | 997.0 | 1,054.7 |
| Other debts | 10.0 | 15.6 | 13.6 |
| Derivative financial liabilities | 19.7 | 25.1 | 19.2 |
| Deferred tax liabilities | 67.9 | 56.2 | 75.4 |
| Current liabilities | 868.7 | 1,335.6 | 1,351.8 |
| Other provisions | 26.0 | 15.8 | 20.8 |
| Trade payables | 264.2 | 323.8 | 337.9 |
| Income taxes payable | 24.7 | 17.9 | 13.4 |
| Other debts | 249.5 | 215.0 | 199.7 |
| Derivative financial liabilities | 11.5 | 2.4 | 49.8 |
| Loans and financial debts | 289.3 | 662.2 | 727.3 |
| Bank overdrafts | 3.5 | 98.5 | 2.9 |
| Consolidated equity and liabilities | 4,114.9 | 4,322.5 | 4,347.9 |
| Net financial debt | 1,148.2 | 1,616.1 | 1,566.1 |
| Closing exchange rate euro/USD | 1.4134 | 1.5764 | 1.3917 |

## CONSOLIDATED CASH FLOW STATEMENT

| ( $€$ millions) | June 30, 2009 | June 30, 2008 | 2008 |
| :---: | :---: | :---: | :---: |
| Cash flow from operating activities | 221.2 | 88.8 | 365.2 |
| Cash flow generated by current operations | 285.0 | 211.3 | 580.5 |
| Interests paid | (51.2) | (34.8) | (46.6) |
| Income taxes on current operating income and financial income (loss) | 5.4 | (64.9) | (127.1) |
| Dividends received from available-for-sale financial assets | 0.3 | 0.2 | 0.2 |
| Cash flow generated by other operating revenue and expenses | (18.3) | (23.0) | (41.8) |
| Cash flow from investing activities | (66.7) | (242.5) | (366.1) |
| Acquisitions of property, plant and equipment and intangible assets | (79.0) | (141.4) | (247.9) |
| Acquisitions of investments in consolidated entities after deduction of cash acquired | (9.9) | (114.6) | (142.6) |
| Acquisitions of available-for-sale financial assets | - | - | - |
| Disposals of property, plant and equipment and intangible assets | 7.8 | 14.3 | 20.9 |
| Disposals of investments in consolidated entities after deduction of cash disposed of | 14.3 | - | 0.9 |
| Disposals of available-for-sale financial assets | (0.1) | 0.1 | 0.3 |
| Net change in financial assets | (0.2) | (2.2) | (0.6) |
| Paid-in interests | 0.4 | 1.3 | 2.9 |
| Cash flow from financing activities | (185.1) | 144.7 | 145.8 |
| Capital increases | 248.5 | 0.9 | 0.9 |
| Capital decreases | - | - | (17.4) |
| Disposals (acquisitions) of treasury shares | - | (18.7) | 11.5 |
| Dividends paid to shareholders | - | (119.0) | (119.0) |
| Dividends paid to minority interests | (0.7) | (0.5) | (0.7) |
| Loan issues | 8.9 | 337.8 | 490.8 |
| Loan repayments | (332.0) | (13.4) | (15.2) |
| Net change in other debts | (109.8) | (42.4) | (205.1) |
| Change in cash and cash equivalents | (30.6) | (9.0) | 144.9 |
| Opening cash and cash equivalents | 211.2 | 70.8 | 70.8 |
| Change in cash and cash equivalents | (30.6) | (9.0) | 144.9 |
| Impact of changes due to changes in perimeter | (2.4) | - | - |
| Impact of changes due to exchange rate fluctuations | 2.0 | (4.7) | (4.4) |
| Impact of changes in accounting policies | - | (0.2) | (0.1) |
| Closing cash and cash equivalents | 180.2 | 56.9 | 211.2 |
| Cash and cash equivalents | 183.7 | 155.4 | 214.0 |
| Bank overdrafts | (3.5) | (98.5) | (2.8) |


[^0]:    (10) Booked capital expenditure divided by fixed asset depreciation expense.
    (11) Current operating cash flow minus paid capital expenditure and changes in operating working capital.

[^1]:    (12) First half 2008 results were reprocessed following the two presentation changes applied as of January $1^{\text {st }}, 2009$, details of which are given in appendix.
    (13) At comparable Group structure and exchange rates.
    (14) Operating income before other operating revenue and expenses.
    (15) Astron China (China, February 2008) and divestment of Iberpasta (Spain, January 2009).

[^2]:    (16) First half 2008 results were reprocessed following the two presentation changes applied as of January 1st, 2009, details of which are given in appendix
    (17) Certain activities in Asia and South America were transferred from Pigments for Paper to Performance \& Filtration Minerals.
    (18) At comparable structure and exchange rates.
    (19) Operating income, before other operating revenue and expenses.
    (20) Acquisitions of Kings Mountain Minerals, Inc. (USA, October 2008) and Suzorite Mining, Inc. (Canada, October 2008); deconsolidation of Xinlong (China, January 2009).

[^3]:    (21) First half 2008 results were reprocessed following the two presentation changes applied as of January $1^{\text {st }}, 2009$, details of which are given in appendix.
    (22) At comparable Group structure and exchange rates.
    (23) Operating income before other operating revenue and expenses.
    (24) Sources: French Ministry of Ecology, Energy, Sustainable Development and Planning \& Development for January and February 2009, and Imerys estimates for March-May 2009 as no official statistics available.

[^4]:    Analyst/Investor Relations:
    Pascale Arnaud - +33 (0)1 49556323
    shareholders@imerys.com

[^5]:    (25) Acquisition of Svenska Silika Verken AB (Sweden, April 2008); divestment of Planchers Fabre (France, May 2009).

[^6]:    (1) At comparable Group structure and exchange rates.
    (2) Transfer of some activities in Asia and South America from Pigments for Paper to Performance \& Filtration Minerals.

[^7]:    (3) At comparable Group structure and exchange rates.
    (4) Transfer of some activities in Asia and South America from Pigments for Paper to Performance \& Filtration Minerals.

[^8]:    (5) Operating income before other operating revenue and expenses.
    (6) Group's share.

