



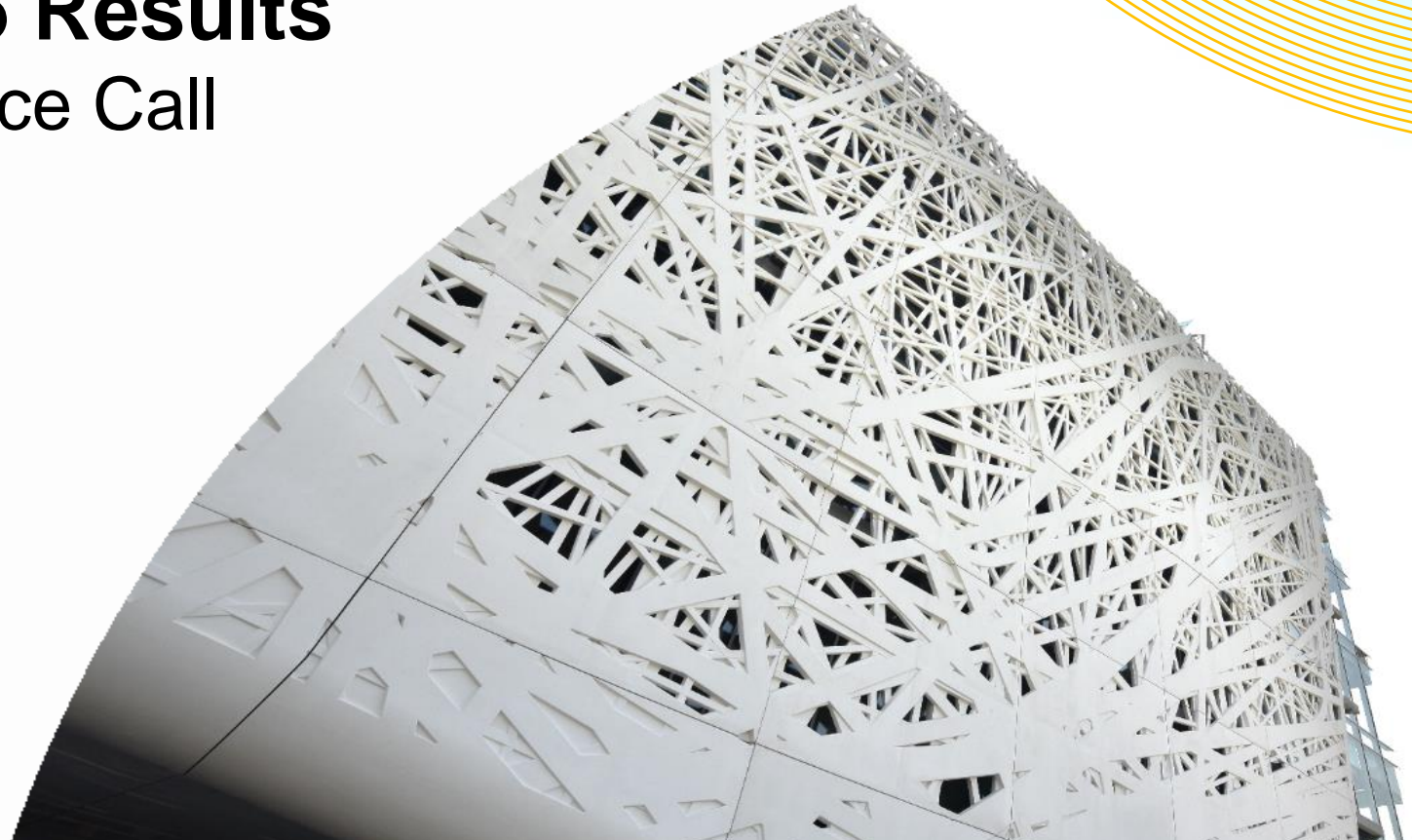
---

**Italcementi Group**

**A world class local business**

# **H1 2015 Results**

## **Conference Call**



**Bergamo, 30 July 2015**

# Accounting policies

Consolidated Financial Statements have been drawn up in compliance with IFRS as applicable at June 30, 2015 and endorsed by the E.U. Commission. There are no significant changes in the consolidation perimeter in the First Half 2015 vs. 2014.

## Changes in IFRS

- ❑ With regard to application of IAS 16 “Property, plant and equipment”, the Group has reviewed its industrial assets and revised their useful lives. The revision has determined lower Depreciation for 7.2M€ in the current semester
- ❑ Accounting for CVAE (Cotisation sur la Valeur Ajoutée des Entreprises) in France has been reviewed. CVAE is now reported consistently with similar tax items in other jurisdictions, as “Income Tax Expense” instead of “Other taxes”. The impact on Rec. EBITDA is +3.4M€ in the first half 2015, offset by higher “Income Tax Expense”

## Changes in Operating segments

- ❑ With full effect since January 1, 2015, operations in Bulgaria have been reclassified to CWE from EENAME in the operating segment disclosure. After this change, the new definitions of the areas are Europe and North Africa and Middle East. 2014 data are restated accordingly.

# Agenda

**Opening Remarks**

**H1 2015 Group Results**

**2015 Outlook**



## Q2/H1 2015 in summary

Volatility in Egypt and sluggish market in Europe offset positives in North America and Asia.

Price increase in June in Italy not yet reflected in results. Good performance on cash flow drivers

	Q2 (y/y chg.)	H1 (y/y chg.)
Q2 cement volume growth in most markets, offsetting Q1 weak start	<b>+1.0%</b> cement & clinker volumes	<b>-0.1%</b> cement & clinker volumes
FX supports Q2 and H1 top line. Unfavorable y/y price trends drag l-f-l revenue growth.	<b>+6.4%</b> revenue -1.8% l-f-l	<b>+5.8%</b> revenue -2.1% l-f-l
Non-European markets positive performance boosted by FX translation. Europe ex CO <sub>2</sub> and Egypt feel overall price pressure	<b>+17M€</b> Rec. EBITDA  -1M€ ex CO <sub>2</sub>	<b>+16M€</b> Rec. EBITDA  -22M€ ex CO <sub>2</sub>
Net results benefit from reduction in financial and tax expenses and no impairments vs. PY	<b>+86M€</b> Net Income (Owners of Parent)	<b>+81M€</b> Net Income (Owners of Parent)
Strong improvement in cash flow from operating activities and lower capex. Leverage contained to 3.3x		<b>+120M€</b> Industrial FCF

# Agenda

Opening Remarks

**H1 2015 Group Results**

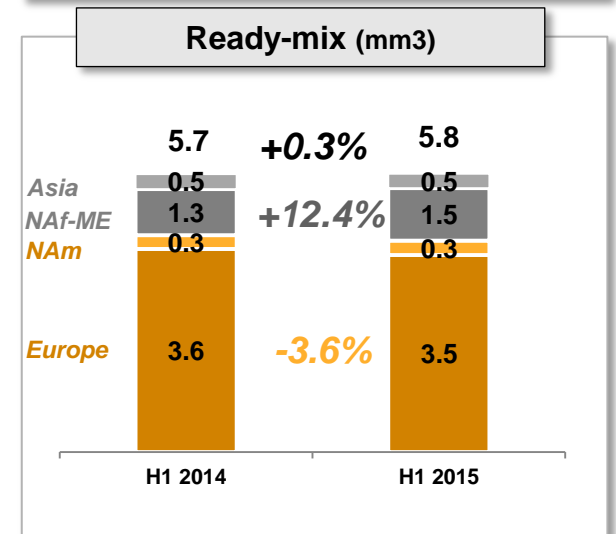
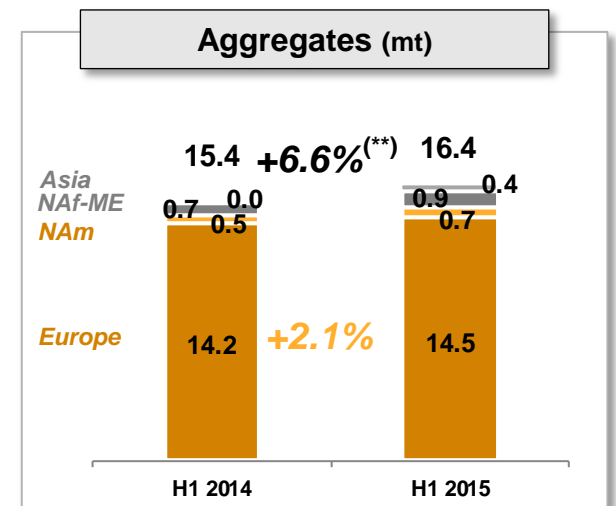
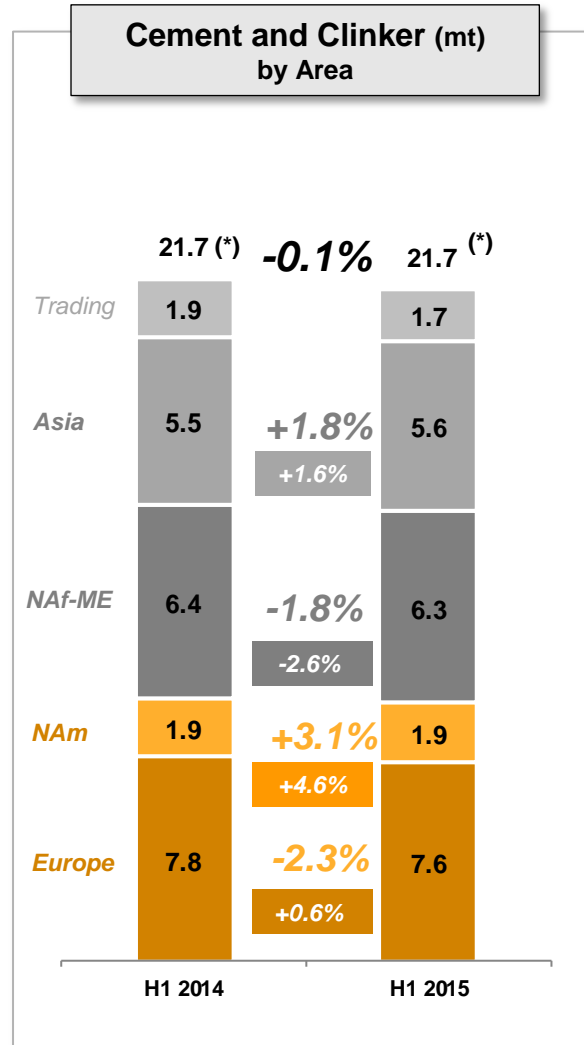
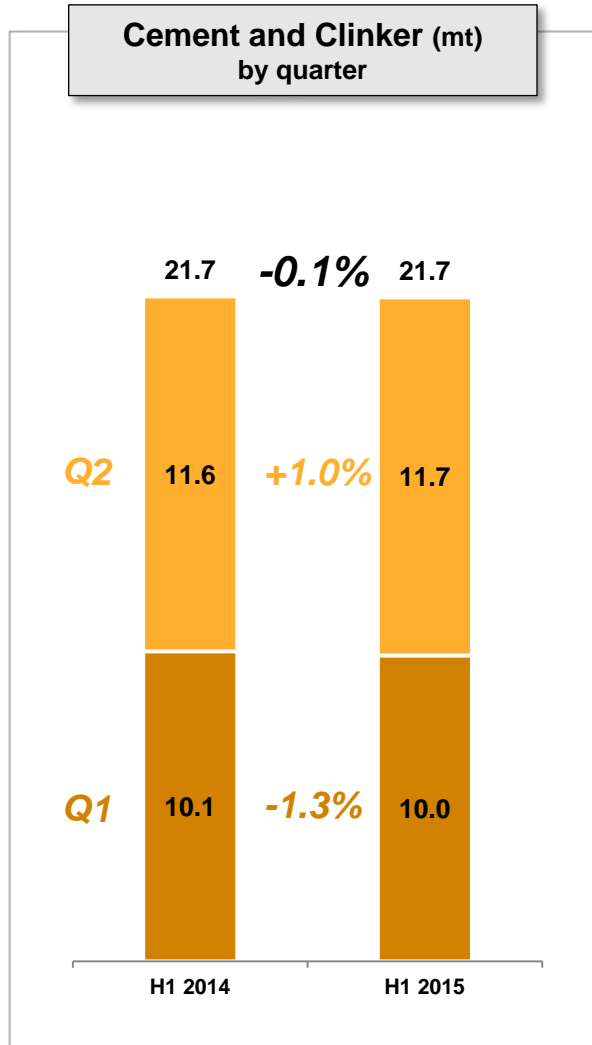
2015 Outlook





# Sales volumes by business

Q2 cement volumes resume growth trend after Q1 weather effect in North America and Europe. Strongest growth in North America and Asia. North Africa dragged by Egypt



(\*) Including eliminations for 1.4mt in 2015 and 1.8mt in 2014 (\*\*)+4.8% on a like-for-like basis – 2015 perimeter

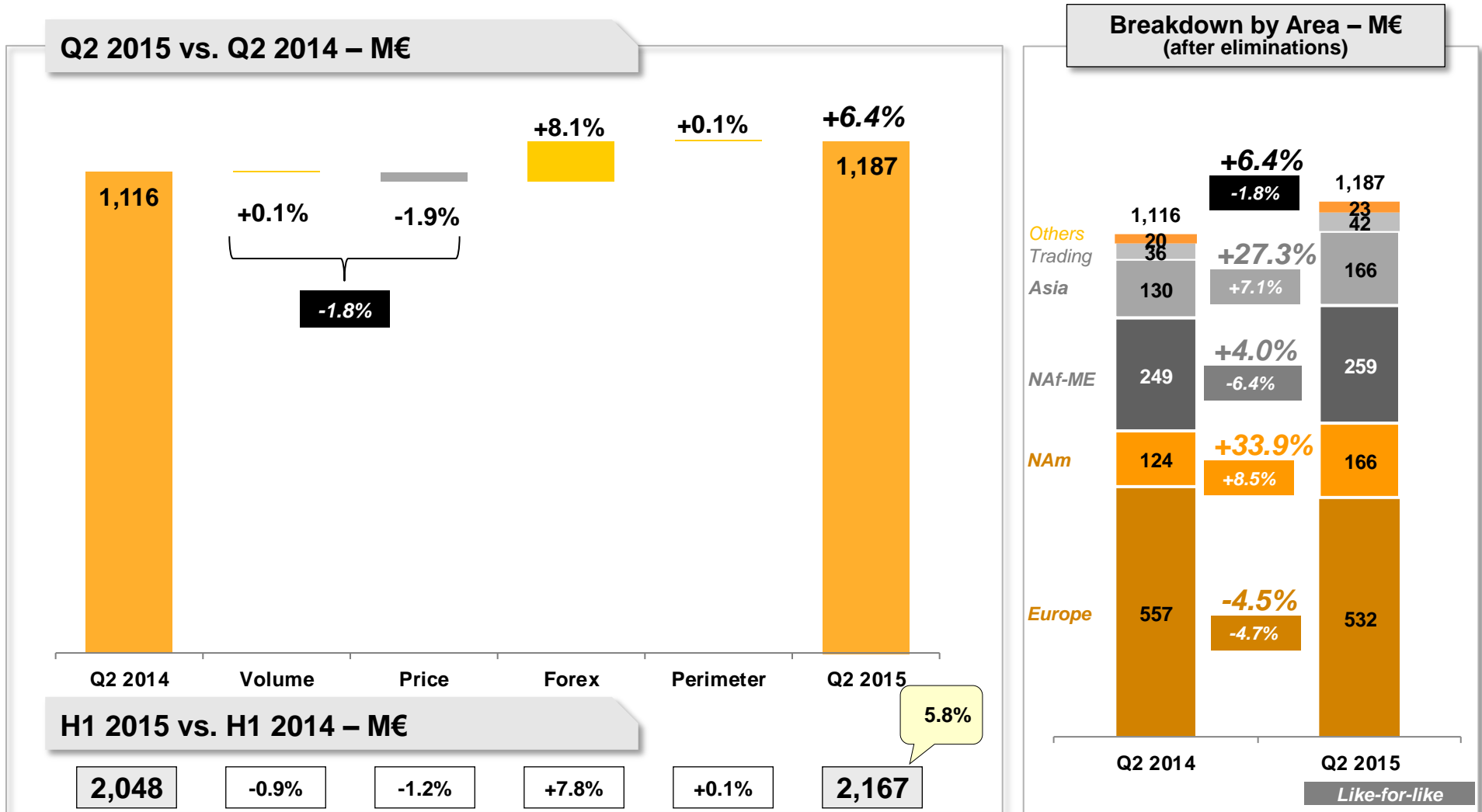
Q2 chg.

# Revenue

6.4% revenue increase in Q2 thanks to strong FX tailwind (USD, EGP, THB, INR).

Weak price environment in Europe overall. Volatility in Egypt with strong Y/Y reduction in Q2.

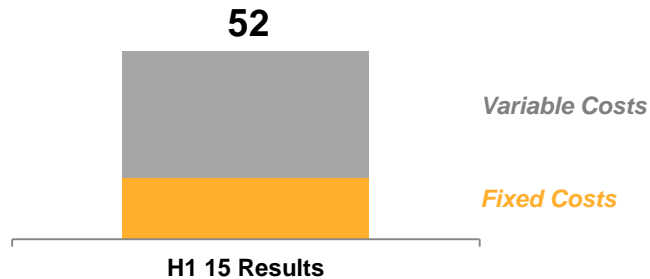
Positive price performance in India, North America and Morocco



# H1 2015 Cost Reduction results

~70M€ FY 2015 target confirmed

## H1 2015 Cost Reduction results

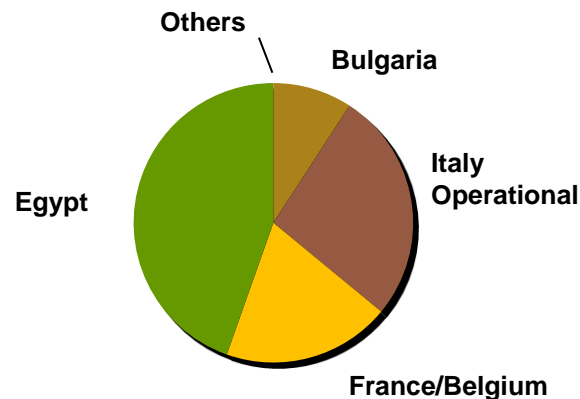


## Variable Costs

### Returns on 2013-14 efficiency investments:

- Fuel and power savings in **Italy and Bulgaria** from clinker lines revampings
- Fuel, clinker and logistic savings in **Egypt** thanks to coal grinding capacity in Kattameya and Suez

## H1 2015 Savings: Breakdown by country



## Fixed Costs

### Group-wide Labor costs:

- 2.6% positive impact from -520 (-3.0%) FTE variation vs. H1 2014

### Italy, France/Belgium

- Reduction on labor costs, maintenance and other fixed costs

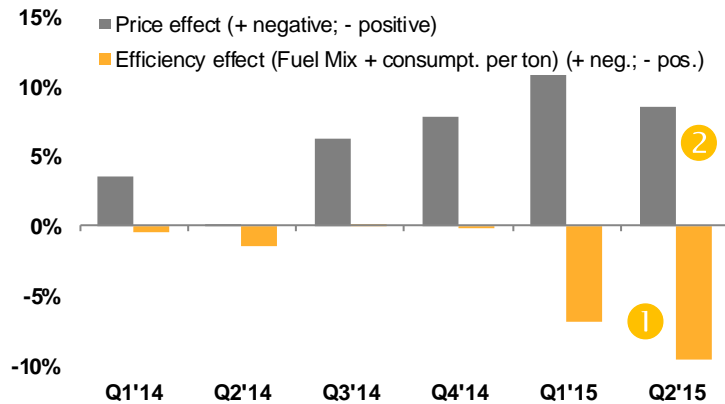
### North America

- Higher maintenance and staff costs

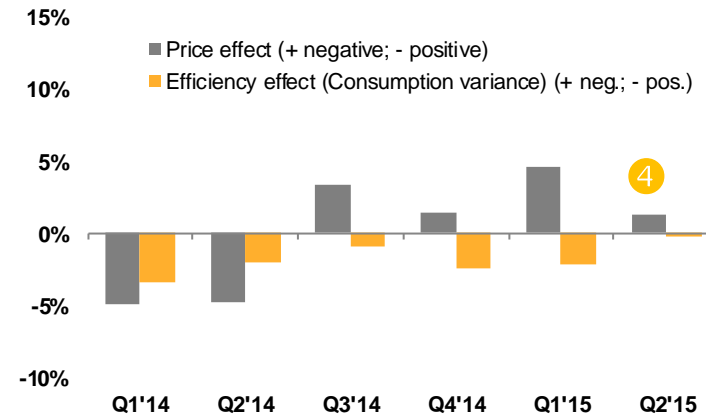


# Fuel and power costs cycle (y/y %)

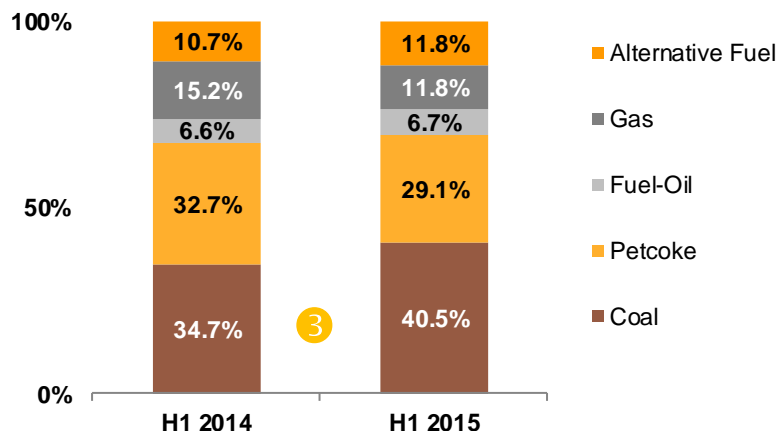
## Fuel costs y/y trend



## Power costs y/y trend



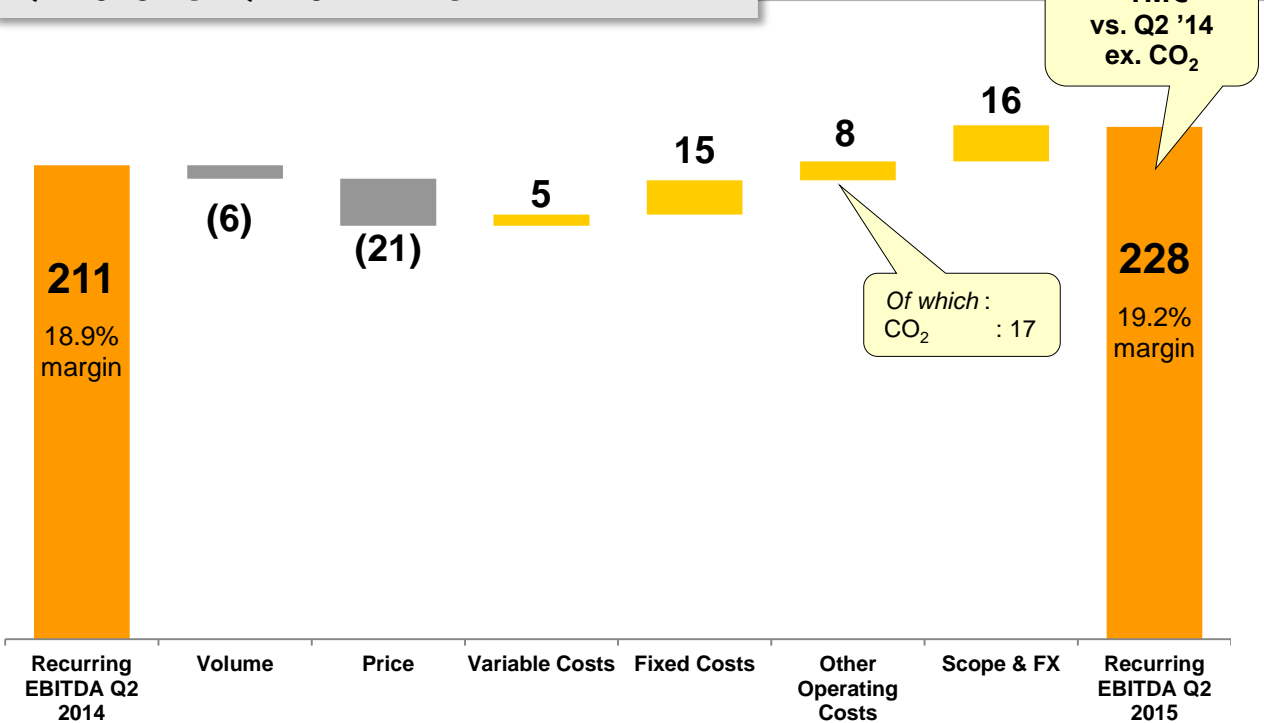
## Fuel Mix



- ① Increasing return on **efficiency investments** in Egypt, Bulgaria and Italy (17M€ in H1'15)
- ② **Price effect** entirely due to Egypt gas increase in H2'14. Ex-Egypt, positive 7M€ impact in H1'15
- ③ Group **fuel mix** reflects coal/gas substitution in Egypt
- ④ **Power**: price increase in Egypt, Morocco and Spain, decrease in North America

# Rec. EBITDA variance analysis by driver

## Q2 2015 vs. Q2 2014 – M€



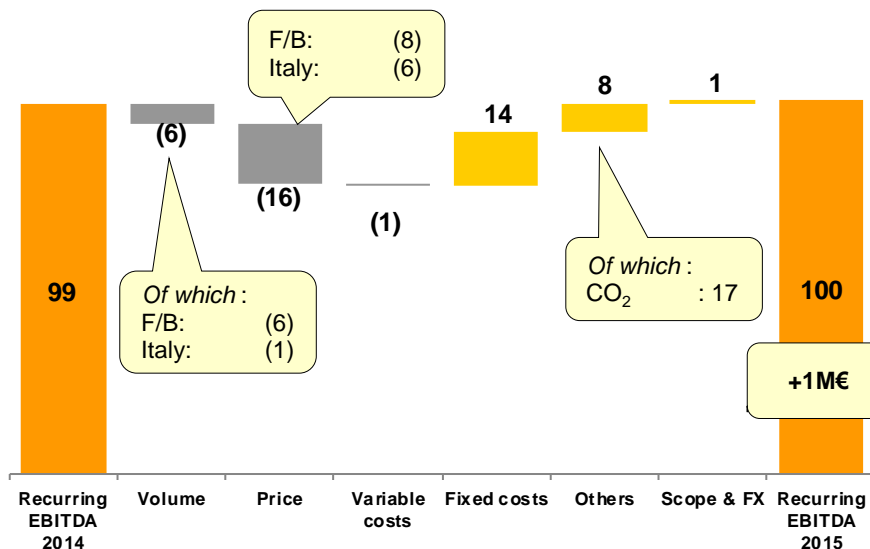
## H1 2015 vs. H1 2014 – M€



- Slightly negative **volume effect** in Q2, primarily in Europe and N.Africa, part offset by N.America and Asia
- **Price effects** driven by Egypt, Europe and Thailand. Good India and N. America performance
- **Variable costs** continue to benefit from favorable input price trends (ex-Egypt) and efficiency investments in Europe and Egypt
- **Fixed cost** savings actions continue (HQ, Italy, France)
- **FX translation** on non-European portfolio
- **CO<sub>2</sub> rights** monetization plan completed

# Europe

## Q2 – Rec. EBITDA variance analysis | M€



	% Chg	M€ Chg	
Italy	37.8%	+6	21
France/Belgium	-16%	-12	62
Others			18

## H1 – Rec. EBITDA variance analysis | M€

YTD	Volume	Price	Variable costs	Fixed costs	Others	Scope & FX	YTD
140	-19	-31	-1	17	26	1	133

	% Chg	M€ Chg	
Italy	>100%	+20	34
France/Belgium	-27%	-30	80
Others			19

### Italy

- Stable volumes in Q2
- Y/Y adverse price comparison. June price increase will support H2 results
- Continuing benefits from fixed costs reduction
- CO<sub>2</sub> rights monetization: 19M€ in Q2'15 vs. 6M€

### France / Belgium

- Cement volumes down 3% in Q2 after -7% in Q1
- Prices continue to be weak
- Increasing benefits from fixed costs reduction

### Spain / Greece

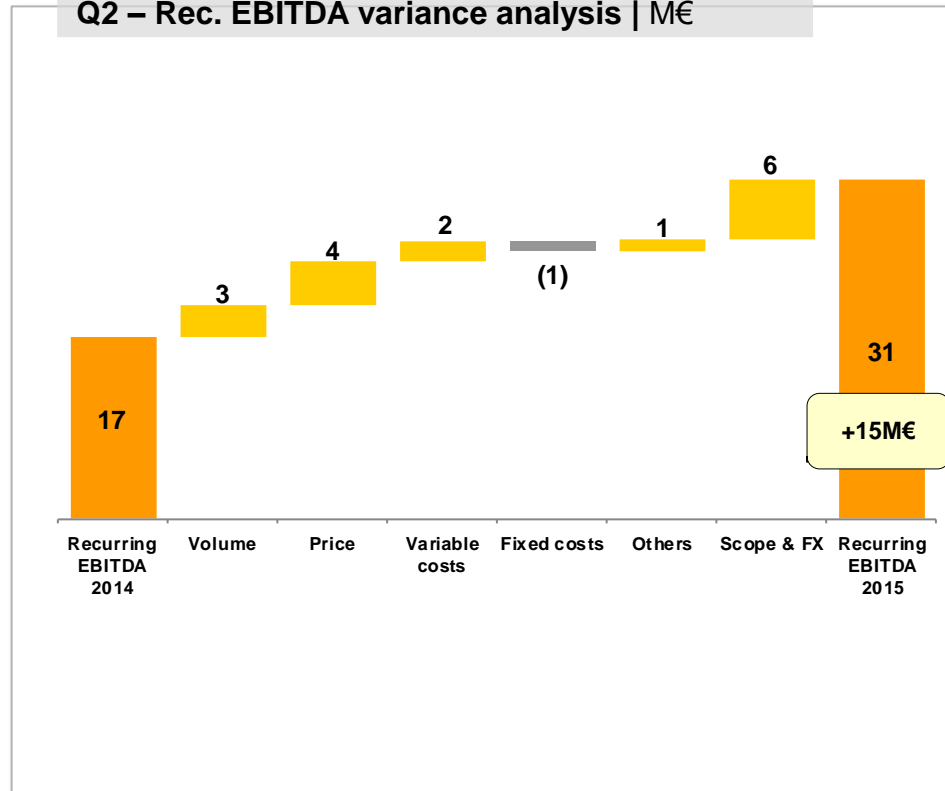
- Weak price environment in Spain continues
- Ongoing focus on exports, all plants are sea-facing

### Bulgaria

- After a weak Q1 (weather), domestic volumes up 11% in Q2, complemented by exports
- Devnya efficiencies in line with expectation
- CO<sub>2</sub> rights monetization: 10M€ in Q2'15 vs. 1M€

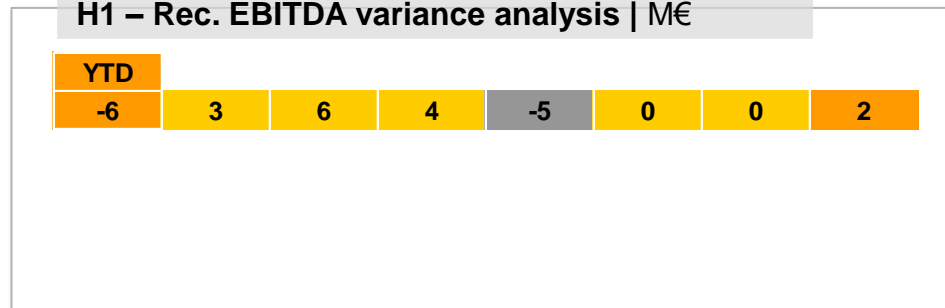
# North America

Q2 – Rec. EBITDA variance analysis | M€



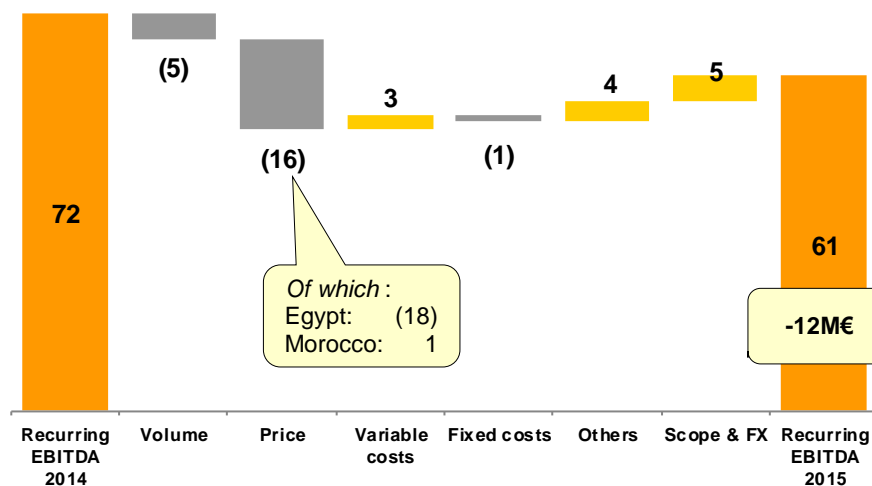
- +5% volume growth in Q2 after flat, weather-driven Q1
- Supportive price environment: +4% effect in H1 vs PY
- Ongoing maintenance effort while manufacturing excellence program is implemented
- FX translation boosts region's contribution to consolidated results

H1 – Rec. EBITDA variance analysis | M€



# North Africa and Middle East

## Q2 – Rec. EBITDA variance analysis | M€



		% Chg	M€ Chg	
36	Egypt	-33%	-12	24
36	Morocco	0%	+0	36
1	Others			1

## H1 – Rec. EBITDA variance analysis | M€

YTD	Volume	Price	Variable costs	Fixed costs	Others	Scope & FX	YTD
132	-4	-14	-9	1	1	8	116

		% Chg	M€ Chg	
64	Egypt	-37%	-24	40
67	Morocco	11%	+7	74
2	Others			2

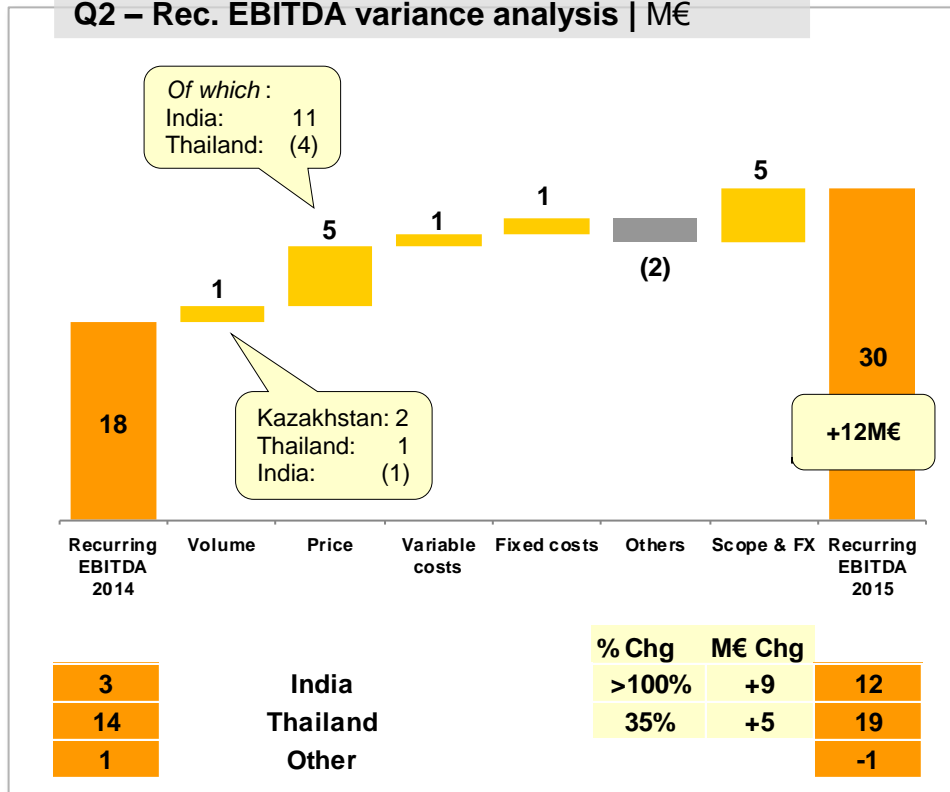
## Egypt

- Key volatility source for Group results in 2015
- Soft sales environment with -3% volume drop in Q2 (-5% in H1), also due to shifting Ramadan seasonality
- Price levels -8% below PY on market oversupply (coal capacity, imports pipeline), with strong sequential volatility, stressed in June by usual Ramadan effect
- Variable costs efficiencies from coal investments thanks to clinker import substitution and lower gas utilization
- Labor relations remain key management focus

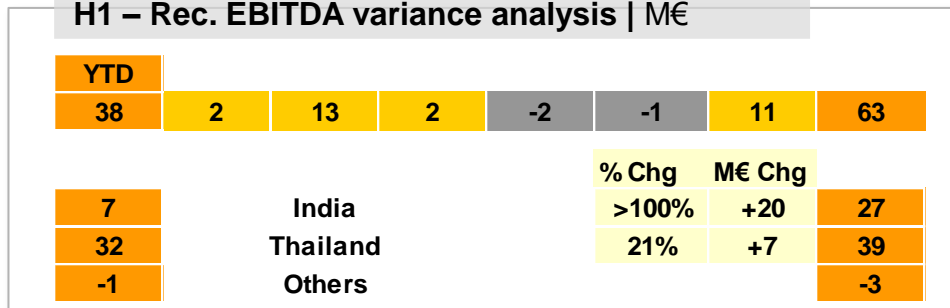
## Morocco

- Volumes remain weakish (total cement sales +1.4% in H1, but -6% domestically in Q2, part offset by exports)
- Price levels solid, with +4% y/y improvement in H1 and sequential stability

## Q2 – Rec. EBITDA variance analysis | M€



## H1 – Rec. EBITDA variance analysis | M€



## Thailand

- Volumes remain solid domestically (+2% in Q2 and H1 vs/PY) and supported by export activity
- Pricing weaker than PY on new capacity (-6% in H1) but sequentially stable
- Strong efficiency results continue to support margins
- Positive FX translation effect

## India

- Ongoing slump in domestic volumes (-15% in H1 and -13% in Q2 vs PY)
- Pricing levels sequentially very solid if not at Q1 peak, +30% in H1 vs PY
- Strongest Q2 EBITDA performance after N.America
- Solapur grinding unit started trial-run production in June

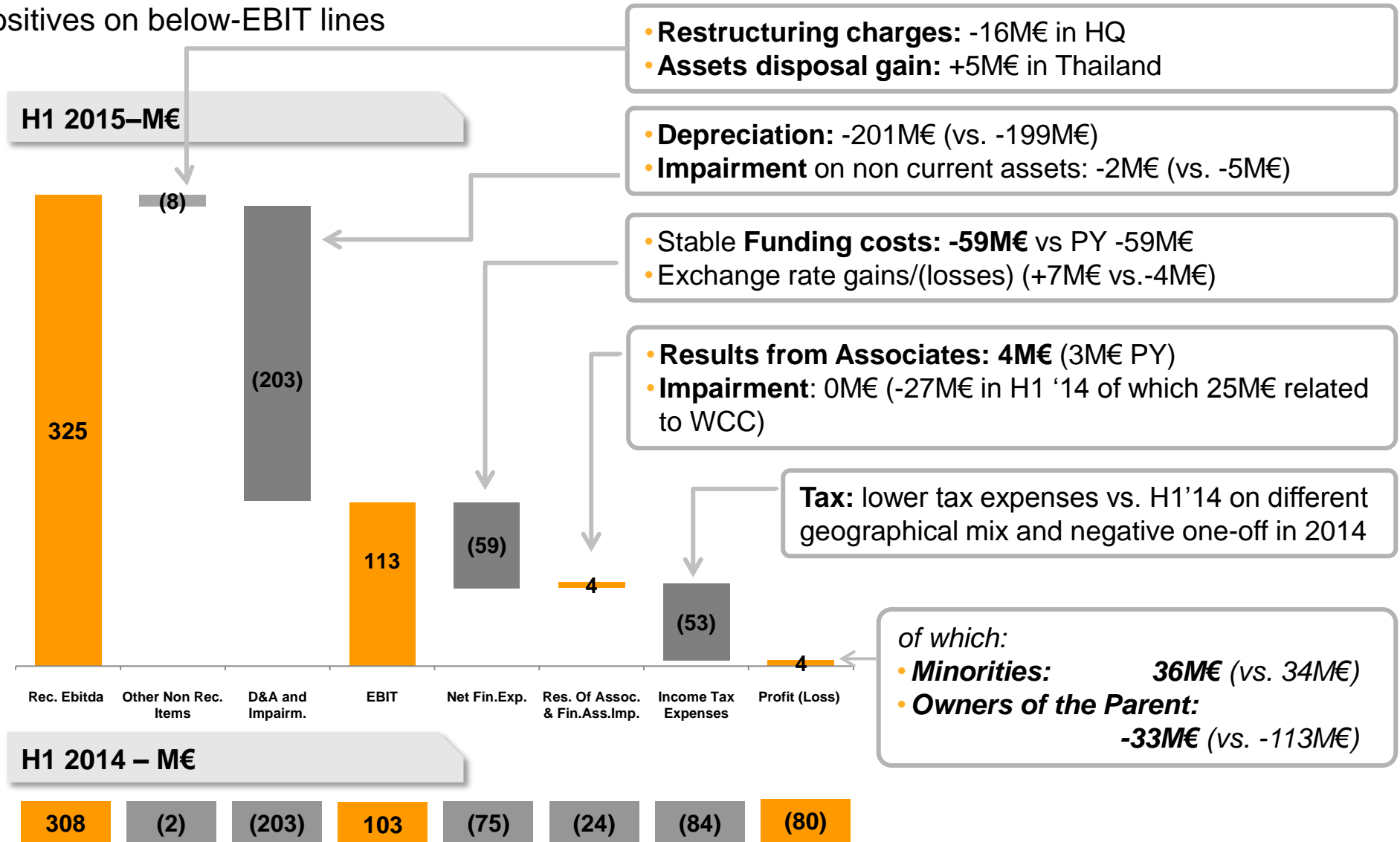
## Kazakhstan

- Revamping project advancing
- Price pressure on Almaty market from ripple effect of Russian imports in Astana



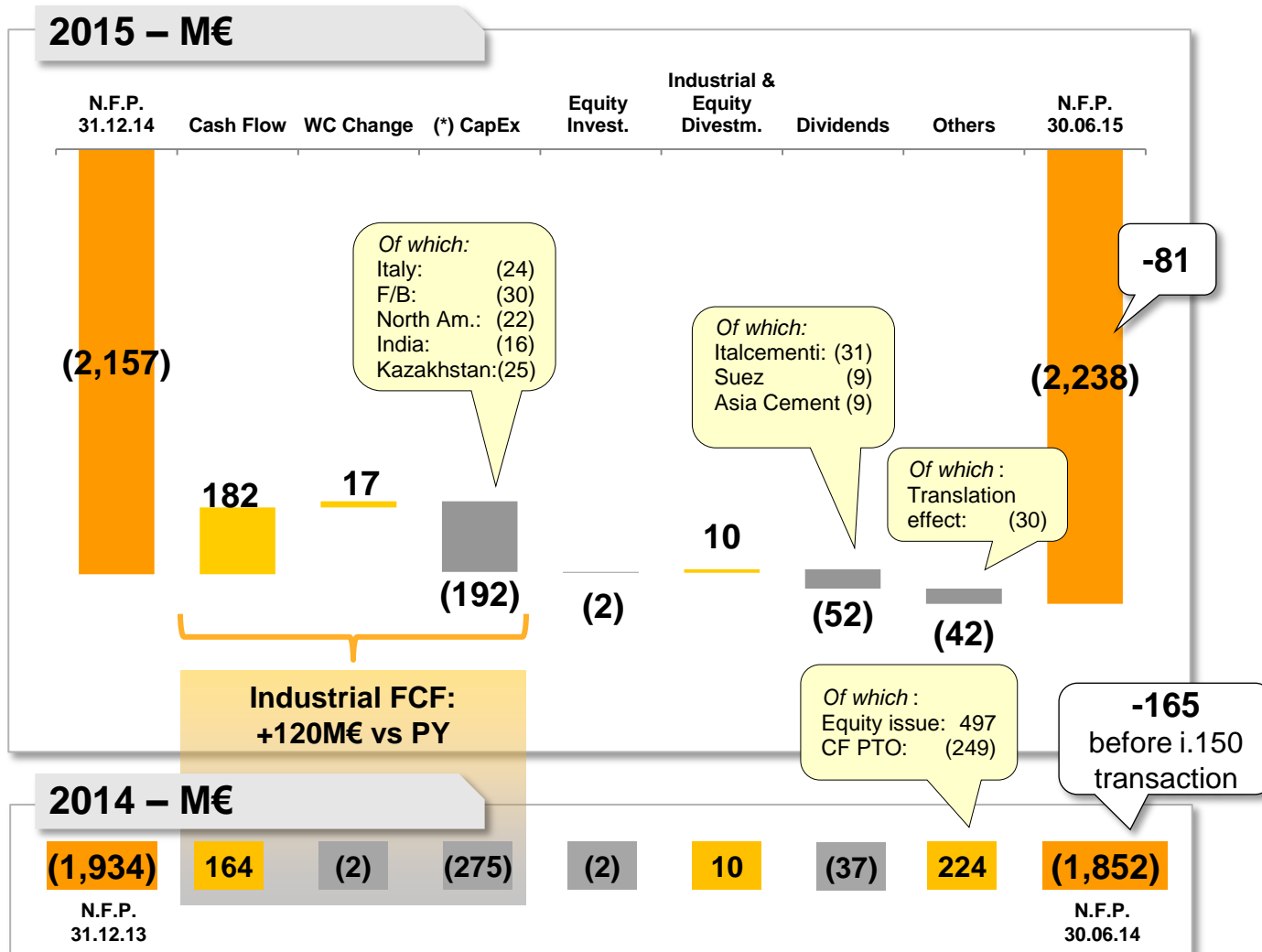
# Non-operating P&L items

Positives on below-EBIT lines



# Cash Flow

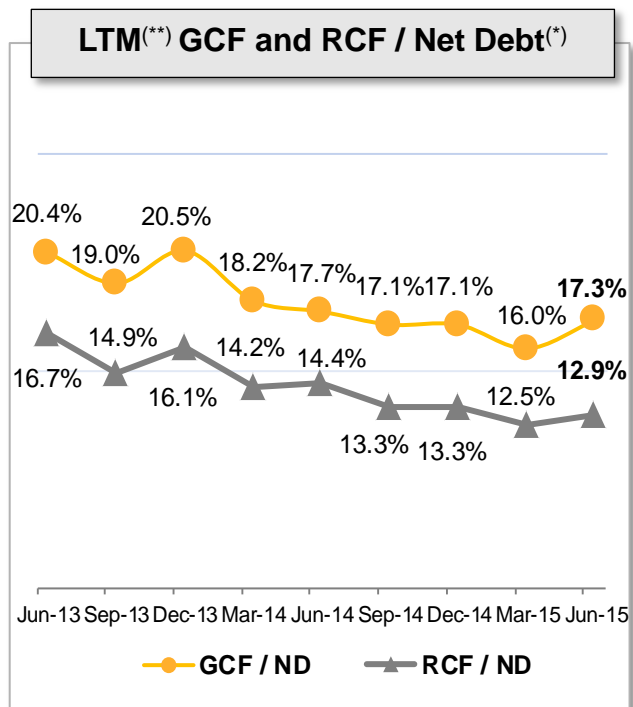
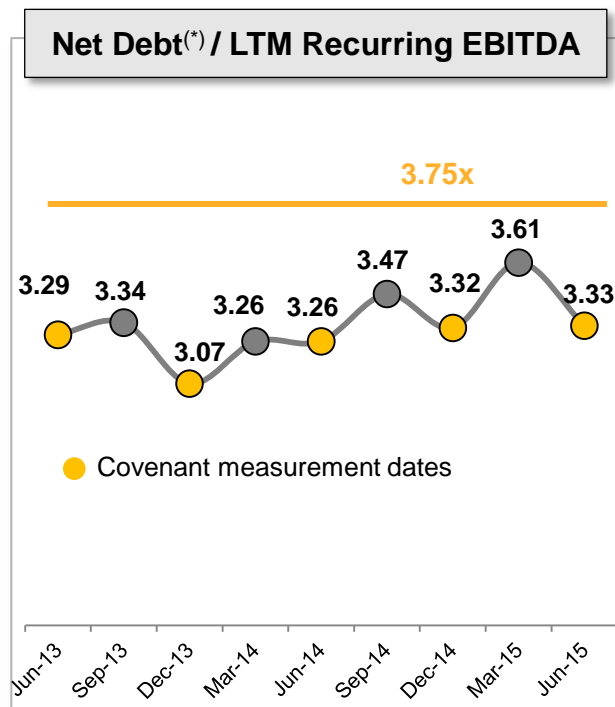
Strong control of key operational drivers after 2014 investment effort



- Cash flow from operations improves on H1 2014
- Positive contribution from working capital also thanks to 30M€ seasonal securitization layer
- CapEx covered by cash flow from operating activities. In line with guidance, strong reduction vs. 2014 (-71M€)

(\* Including change in payables of -44M€ as of June 15 and -55M€ as of June 14

# Financial Ratios



- Leverage recovery after Q1 peak, confirming commitment to maintain adequate covenant headroom
- FX translation effects supports leverage (negative impact on NFP more than offset by higher EBITDA)
- Targeting 3.2x leverage ratio at year-end vs. 3.3x as of Dec. 2014

(\*) June '14 ratios calculated on 2,076M€ Pro-forma NFD after completion of P150 transactions

(\*\*) GCF and RCF based on reported figures

Ratings			
	LT Rating	Outlook	Last Action
Moody's	(Ba3)	(Positive)	29/07/2015 (Review for upgrade)
S&P's	BB	Stable	17/04/15 (Rating downgraded)

- Moody's review on Heidelberg deal

## Net Financial Position

Change in NFP nets seasonal effects on mature markets debt levels against cash buildup in emerging markets pending dividend distributions in Q3. No material changes to M/T debt profile

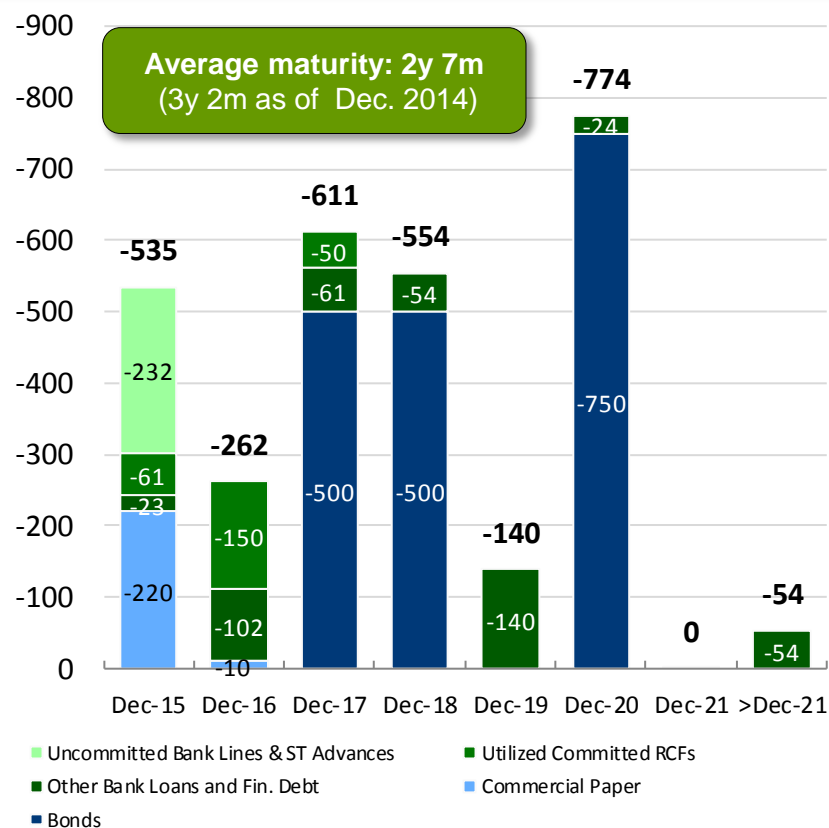
### Net Financial Position – M€

	30 June '15	31 December '14	(Source) / Use
Current Financial Liabilities	-710	-529	-181
Non-Current Financial Liabilities	-2,329	-2,337	8
<b>Total Financial Liabilities</b>	<b>-3,039</b>	<b>-2,867</b>	<b>-173</b>
<i>Gross Debt (Total Financial Liabilities net of accruals, FV adjustments &amp; derivatives MTM)</i>	-2,930	-2,659	-271
Current Financial Assets	772	611	162
<i>of which cash &amp; equiv. available at holdings</i>	85	73	12
Non-Current Financial Assets	29	99	-70
<b>Total Financial Assets</b>	<b>802</b>	<b>710</b>	<b>92</b>
<b>Net Financial Position</b>	<b>-2,238</b>	<b>-2,157</b>	<b>-81</b>

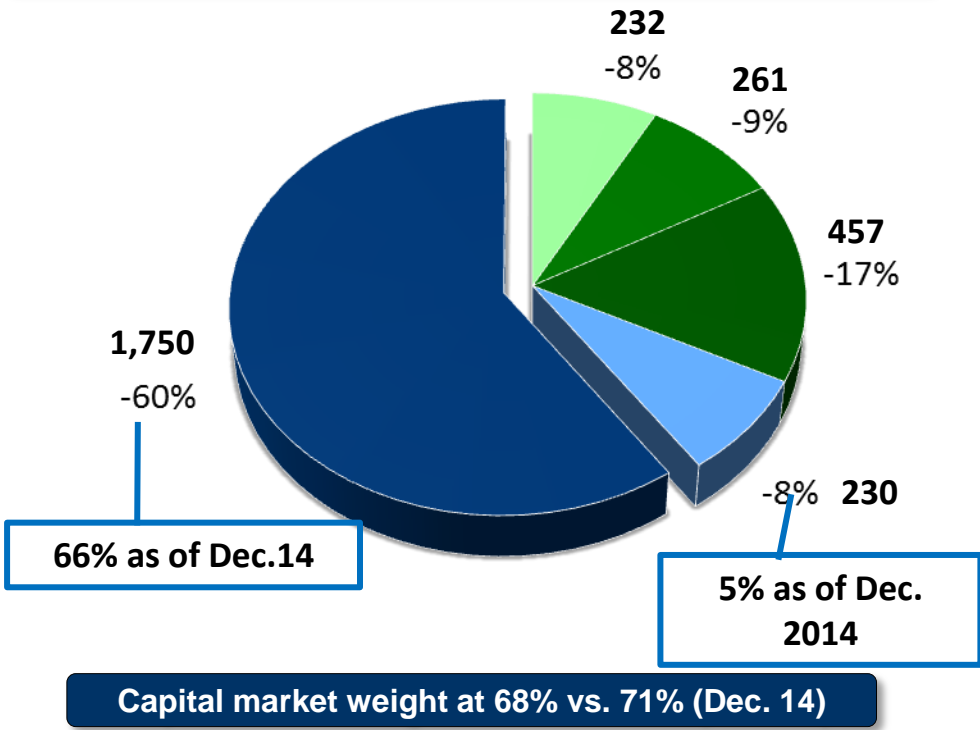
# Gross debt maturity profile as of June 30, 2015

No new structural funding. Working capital cycle funded with short term debt (healthy liquidity on commercial paper issuance, and reduced cost of short term bank advances).

**Gross Debt\* Maturity profile**  
Total 2,930M€ as of June 30, 2015



**Gross Debt Composition**  
Total 2,930M€ as of June 30, 2015

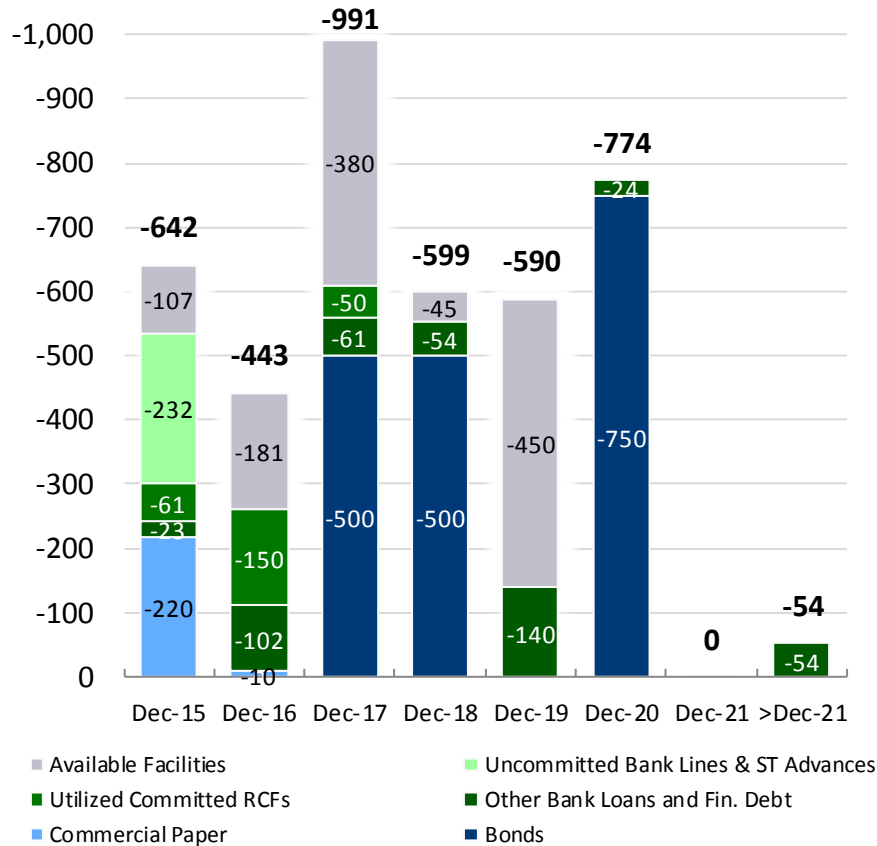


(\*) Face value of financial debt instruments, excluding accrued interests, fair value adjustments and MTM of derivatives as of June 2015  
Gross debt as per balance sheet equal to 3,039M€ in June '15 vs. 2,867M€ in December '14

# Liquidity profile as of June 30, 2015

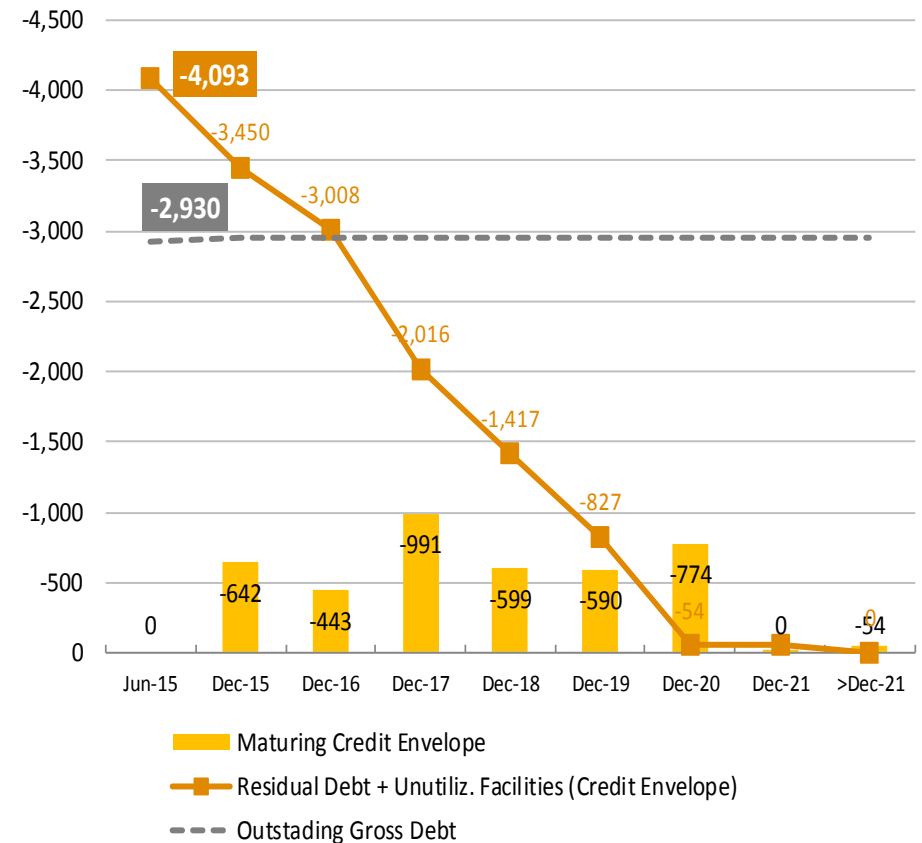
Credit envelope at 4.1B€ ensures 1.2B€ of available backstops.

## Credit Envelope Maturity Profile | M€



## Liquidity Headroom | M€ as of 06/30/2015

Unutilized RCFs: 1.16B€ vs. 1.31B€ on 12/31/14





# Agenda

Opening Remarks

H1 2015 Group Results

**2015 Outlook**



# Updated Outlook 2015 vs. 2014: Mature Countries

## Europe

<b>Italy Operations</b>	Market volume -5.0% / -1.5%	Cement Price -5.0% / -1.5%	Rec.EBITDA ↑
<input type="checkbox"/> Upgraded outlook on cement prices after discount reduction action in June 2015.			
<b>France</b>	Market volume -5.0% / -1.5%	Cement Price -5.0% / -1.5%	Rec.EBITDA ↓
<input type="checkbox"/> More prudent view on volume trend			
<b>Spain (N.+S.)</b>	Market volume +5.0% / +10%	Cement Price -10% / -5.0%	Rec.EBITDA →
<b>Greece</b>	Market volume -1.5% / +1.5%	Cement Price +1.5% / +5.0%	Rec.EBITDA →
<b>Bulgaria</b>	Market volume -1.5% / +1.5%	Cement Price -1.5% / +1.5%	Rec.EBITDA ↑

## North America

<b>N. America</b> (Group market area)	Market volume +1.5% / +5%	Cement Price +1.5% / +5%	Rec.EBITDA ↑
<input type="checkbox"/> Market assumptions are basically confirmed			
<input type="checkbox"/> Camden slag grinding unit acquisition to support product mix (cement/clinker ratio) and Ebitda			

  Better than prior outlook  
   Stable vs. prior outlook  
   Worse than prior outlook

# Updated Outlook 2015 vs. 2014: Emerging Countries

## North Africa & Middle East

### Egypt

Market volume +1.5% / +5.0%

Cement Price -10% / -5.0%

Rec.EBITDA ↓

- Downgraded outlook on cement prices for the FY bring down Rec. Ebitda expectations. Medium term trends supported by projects presented at Economic Development Conference and by our energy diversification initiatives

### Morocco

Market volume -5.0% / -1.5%

Cement Price +1.5% / +5%

Rec.EBITDA ↑

- Recent market development confirms prudent view on market volumes

## Asia

### Thailand

Market volume +1.5% / +5.0%

Cement Price -5.0% / -1.5%

Rec.EBITDA ↑

- Expectations confirmed, but pricing pressure may be mitigated

### South India

Market volume -10% / -5.0%

Cement Price +10% / +15%

Rec.EBITDA ↑

- Price trends better than expected while market volumes remain subdued

### Kazakhstan

Market volume +10% / +15%

Cement Price +1.5% / +5%

Rec.EBITDA ↓

  Better than prior outlook  
   Stable vs. prior outlook  
   Worse than prior outlook

# Outlook

- ❑ Moderate increase in operating results for the full year, based on most recent trends on the Group's end markets, positive returns on recent investments, and results of actions undertaken in H1
- ❑ Compared to prior outlook:
  - Improved results in Asia and positive pricing trends in Italy and North America should compensate...
  - ...impacts of higher-than-expected market volatility in Egypt – albeit under mitigation – and of ongoing, even if less pronounced, market weakness in France
- ❑ Net Debt levels at year-end should increase slightly vs 2014, leading to marginally improved leverage ratio

The background features two sets of concentric circles. One set, in blue, is larger and positioned lower on the page. The other set, in orange, is smaller and positioned higher. A solid yellow horizontal bar is located in the lower right quadrant, containing the text 'Appendix'.

**Appendix**

# Sales volumes by business and by area

AREA	CEMENT & CLINKER (kt)											
	Q1 2015	Q1 2014	Δ	Δ L-f-L	Q2 2015	Q2 2014	Δ	Δ L-f-L	YTD 2015	YTD 2014	Δ	Δ L-f-L
Europe	3,246	3,449	- 5.9%	- 5.9%	4,342	4,318	+ 0.6%	+ 0.6%	7,588	7,767	- 2.3%	- 2.3%
North America	619	619	+ 0.0%	+ 0.0%	1,320	1,262	+ 4.6%	+ 4.6%	1,939	1,881	+ 3.1%	+ 3.1%
MATURE COUNTRIES	3,865	4,068	- 5.0%	- 5.0%	5,662	5,580	+ 1.5%	+ 1.5%	9,527	9,648	- 1.3%	- 1.3%
North Africa & Middle East	3,156	3,187	- 1.0%	- 1.0%	3,149	3,232	- 2.6%	- 2.6%	6,305	6,420	- 1.8%	- 1.8%
Asia	2,850	2,796	+ 1.9%	+ 1.9%	2,799	2,753	+ 1.6%	+ 1.6%	5,649	5,550	+ 1.8%	+ 1.8%
EMERGING COUNTRIES	6,006	5,984	+ 0.4%	+ 0.4%	5,948	5,986	- 0.6%	- 0.6%	11,953	11,969	- 0.1%	- 0.1%
Trading	699	824	- 15.2%	- 15.2%	957	1,056	- 9.4%	- 9.4%	1,656	1,880	- 11.9%	- 11.9%
Eliminations	-582	-752	n.s.	n.s.	-866	-1,033	n.s.	n.s.	-1,448	-1,785	n.s.	n.s.
<b>TOTAL</b>	<b>9,987</b>	<b>10,124</b>	<b>- 1.3%</b>	<b>- 1.3%</b>	<b>11,700</b>	<b>11,589</b>	<b>+ 1.0%</b>	<b>+ 1.0%</b>	<b>21,688</b>	<b>21,712</b>	<b>- 0.1%</b>	<b>- 0.1%</b>

AREA	AGGREGATES (kt)											
	Q1 2015	Q1 2014	Δ	Δ L-f-L	Q2 2015	Q2 2014	Δ	Δ L-f-L	YTD 2015	YTD 2014	Δ	Δ L-f-L
Europe	6,687	6,431	+ 4.0%	+ 2.2%	7,786	7,739	+ 0.6%	- 1.2%	14,473	14,170	+ 2.1%	+ 0.3%
North America	222	170	+ 30.3%	+ 30.3%	429	325	+ 31.9%	+ 31.9%	651	496	+ 31.4%	+ 31.4%
MATURE COUNTRIES	6,909	6,601	+ 4.7%	+ 3.0%	8,215	8,064	+ 1.9%	+ 0.1%	15,124	14,666	+ 3.1%	+ 1.4%
North Africa & Middle East	393	325	+ 21.0%	+ 21.0%	528	391	+ 35.3%	+ 31.2%	922	716	+ 28.8%	+ 26.6%
Asia	131	11	n.s.	n.s.	251	11	n.s.	n.s.	382	23	n.s.	n.s.
EMERGING COUNTRIES	524	337	+ 55.8%	+ 55.8%	779	402	+ 93.9%	+ 88.2%	1,304	738	+ 76.6%	+ 73.7%
<b>TOTAL</b>	<b>7,433</b>	<b>6,938</b>	<b>+ 7.1%</b>	<b>+ 5.5%</b>	<b>8,994</b>	<b>8,466</b>	<b>+ 6.2%</b>	<b>+ 4.3%</b>	<b>16,427</b>	<b>15,404</b>	<b>+ 6.6%</b>	<b>+ 4.8%</b>

AREA	READY-MIX CONCRETE (kmc)											
	Q1 2015	Q1 2014	Δ	Δ L-f-L	Q2 2015	Q2 2014	Δ	Δ L-f-L	YTD 2015	YTD 2014	Δ	Δ L-f-L
Europe	1,554	1,648	- 5.7%	- 5.7%	1,898	1,935	- 1.9%	- 1.9%	3,452	3,583	- 3.6%	- 3.6%
North America	106	108	- 1.8%	- 1.8%	221	220	+ 0.4%	+ 0.4%	327	328	- 0.3%	- 0.3%
MATURE COUNTRIES	1,661	1,756	- 5.4%	- 5.4%	2,119	2,155	- 1.7%	- 1.7%	3,779	3,911	- 3.4%	- 3.4%
North Africa & Middle East	697	630	+ 10.6%	+ 10.6%	771	676	+ 14.1%	+ 14.1%	1,468	1,306	+ 12.4%	+ 12.4%
Asia	243	272	- 10.5%	- 10.5%	265	253	+ 4.8%	+ 4.8%	508	525	- 3.1%	- 3.1%
EMERGING COUNTRIES	940	902	+ 4.3%	+ 4.3%	1,036	929	+ 11.6%	+ 11.6%	1,977	1,831	+ 8.0%	+ 8.0%
Trading	4	3	+ 40.9%	+ 40.9%	5	4	+ 22.3%	+ 22.3%	10	7	+ 30.2%	+ 30.2%
<b>TOTAL</b>	<b>2,605</b>	<b>2,661</b>	<b>- 2.1%</b>	<b>- 2.1%</b>	<b>3,160</b>	<b>3,088</b>	<b>+ 2.3%</b>	<b>+ 2.3%</b>	<b>5,766</b>	<b>5,749</b>	<b>+ 0.3%</b>	<b>+ 0.3%</b>



## Q2/H1 2015 cement volume sales variance by country

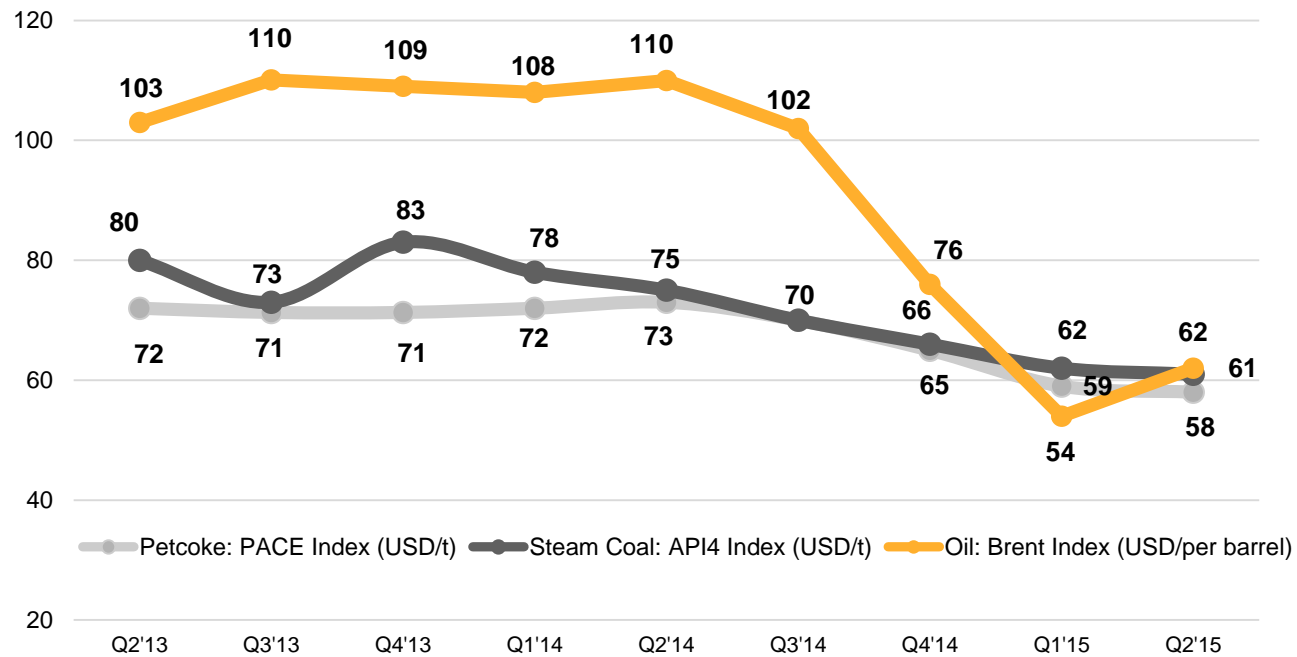
		Domestic + Export Cement & Clinker Q2	Domestic + Export Cement & Clinker H1
Italy		-0.8%	-1.8%
France - Belgium	Cement Domestic Sales -1.3%	-3.2%	-5.2%
Spain		+4.1%	-4.3%
Greece		-11.7%	-10.3%
Bulgaria	Cement Domestic Sales +10.9%	+28.1%	+25.4%
North America		+4.6%	+3.1%
Morocco	Cement Domestic Sales -6.3%	-3.5%	+1.4%
Egypt		-3.6%	-5.4%
Kuwait		+21.0%	+40.6%
Thailand		+7.8%	+9.9%
India		-11.0%	-11.1%
Kazakhstan		+35.1%	+31.6%
Total	Cement Domestic Sales -1.0%	+1.0%	-0.1%

# Revenue by country

M€	Q2 2015	Q2 2014	% Chg 15-14	H1 2015	H1 2014	% Change 15-14	
						Actual	LfL
Italy	155	163	-5.0%	285	298	-4.6%	-4.6%
France/Belgium	357	375	-4.9%	656	703	-6.6%	-6.9%
Spain	28	29	-1.6%	52	54	-4.1%	-4.1%
Greece	8	8	-7.8%	13	15	-10.1%	-10.1%
Bulgaria	22	18	19.9%	32	28	15.2%	15.2%
<i>Eliminations</i>	-6	-6	-	-11	-11	-	-
<b>Europe</b>	<b>563</b>	<b>587</b>	<b>-4.1%</b>	<b>1,027</b>	<b>1,087</b>	<b>-5.5%</b>	<b>-5.7%</b>
<b>North America</b>	<b>166</b>	<b>124</b>	<b>33.9%</b>	<b>243</b>	<b>185</b>	<b>31.1%</b>	<b>6.7%</b>
Egypt	152	155	-2.0%	298	293	1.9%	-10.7%
Morocco	90	85	7.0%	179	161	11.3%	7.2%
Kuwait	18	15	21.0%	38	28	33.5%	15.3%
Saudi Arabia	2	2	-2.1%	5	4	22.8%	0.0%
<b>North Africa Middle East</b>	<b>263</b>	<b>257</b>	<b>2.3%</b>	<b>519</b>	<b>485</b>	<b>7.0%</b>	<b>-3.2%</b>
Thailand	77	64	20.4%	163	133	22.3%	0.8%
India	74	56	33.8%	151	111	35.7%	14.1%
Kazakhstan	17	12	45.9%	22	15	45.7%	24.6%
<b>Asia</b>	<b>168</b>	<b>131</b>	<b>28.3%</b>	<b>336</b>	<b>260</b>	<b>29.4%</b>	<b>7.9%</b>
Trading Cement & Clinker	51	57	-10.3%	91	102	-10.8%	-22.3%
Others	84	84	-0.6%	174	163	6.4%	-1.3%
Eliminations	-108	-125	n.s.	-221	-233	n.s.	n.s.
<b>Total</b>	<b>1,187</b>	<b>1,116</b>	<b>6.4%</b>	<b>2,167</b>	<b>2,048</b>	<b>5.8%</b>	<b>-2.1%</b>

# Petcoke, Steam Coal and Oil

Petcoke, steam coal and oil market prices – USD



# Recurring EBITDA by country

M€	Q2 2015		Q2 2014		Change 15 vs. 14		H1 2015		H1 2014		Change 15 vs. 14	
		% on sales		% on sales				% on sales		% on sales		
Italy	21	13.3%	15	9.2%	6	38%	34	12.0%	15	4.9%	20	135%
France/Belgium	62	17.4%	74	19.7%	-12	-16%	80	12.3%	110	15.7%	-30	-27%
Spain	2	6.8%	4	14.0%	-2	-52%	1	1.6%	7	12.2%	-6	-87%
Greece	0	-0.2%	1	16.2%	-1	n.s.	0	-1.5%	1	6.1%	-1	n.s.
Bulgaria	16	71.9%	5	27.5%	11	>100%	18	55.7%	7	26.3%	11	>100%
<b>Europe</b>	<b>100</b>	<b>17.8%</b>	<b>99</b>	<b>16.9%</b>	<b>1</b>	<b>1%</b>	<b>133</b>	<b>13.0%</b>	<b>140</b>	<b>12.9%</b>	<b>-7</b>	<b>-5%</b>
<b>North America</b>	<b>31</b>	<b>18.9%</b>	<b>17</b>	<b>13.6%</b>	<b>15</b>	<b>86%</b>	<b>2</b>	<b>0.8%</b>	<b>-6</b>	<b>-3.3%</b>	<b>8</b>	<b>n.s.</b>
Egypt	24	15.6%	36	23.0%	-12	-33%	40	13.4%	64	21.7%	-24	-37%
Morocco	36	39.7%	36	42.5%	0	0%	74	41.3%	67	41.6%	7	11%
Kuwait	1	5.5%	1	5.4%	0	23%	2	4.5%	2	5.5%	0	9%
Others	0	13.1%	0	9.2%	0	40%	1	13.0%	0	8.8%	0	82%
<b>North Africa and Middle East</b>	<b>61</b>	<b>23.2%</b>	<b>72</b>	<b>28.2%</b>	<b>-12</b>	<b>-16%</b>	<b>116</b>	<b>22.4%</b>	<b>132</b>	<b>27.3%</b>	<b>-16</b>	<b>-12%</b>
Thailand	19	25.0%	14	22.3%	5	35%	39	23.9%	32	24.3%	7	21%
India	12	16.1%	3	5.7%	9	>100	27	17.8%	7	6.0%	20	>100
Kazakhstan	-1	-6.2%	1	4.6%	-2	n.s.	-3	-14.0%	-1	-7.4%	-2	<-100
<b>Asia</b>	<b>30</b>	<b>17.9%</b>	<b>18</b>	<b>13.7%</b>	<b>12</b>	<b>68%</b>	<b>63</b>	<b>18.7%</b>	<b>38</b>	<b>14.6%</b>	<b>25</b>	<b>65%</b>
Trading Cement & Clinker	4	6.9%	3	5.1%	1	22%	12	12.9%	5	5.4%	6	>100
Others and Eliminations	1	n.s.	2	n.s.	0	n.s.	-1	n.s.	-1	n.s.	0	n.s.
<b>Total</b>	<b>228</b>	<b>19.2%</b>	<b>211</b>	<b>18.9%</b>	<b>17</b>	<b>8%</b>	<b>325</b>	<b>15.0%</b>	<b>308</b>	<b>15.0%</b>	<b>16</b>	<b>5%</b>

## Income statement (1/2)

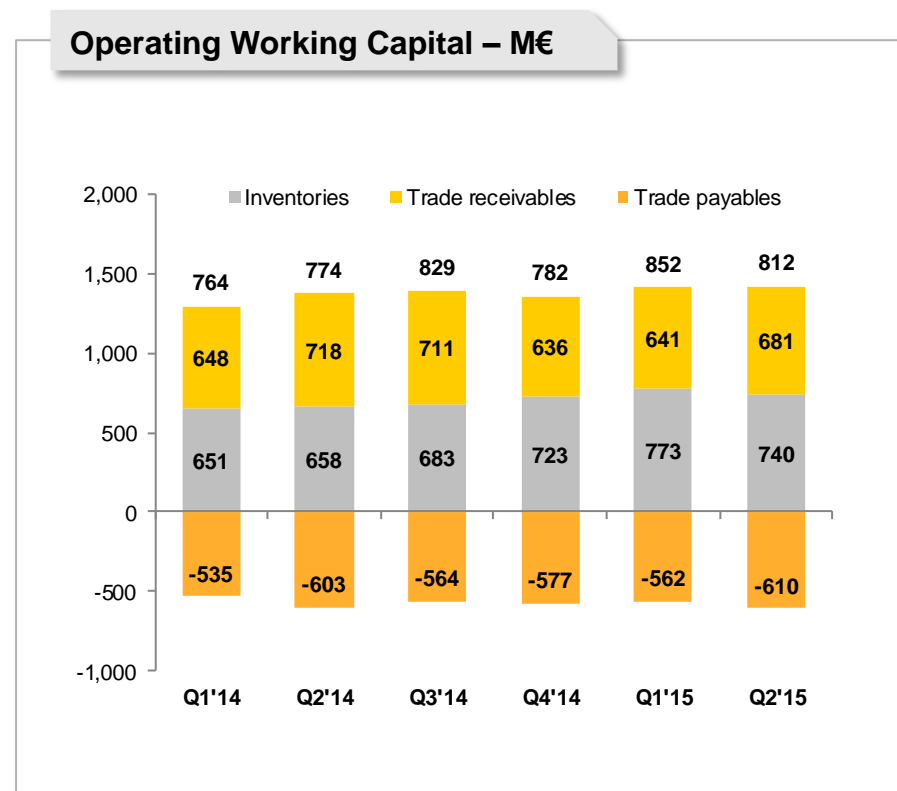
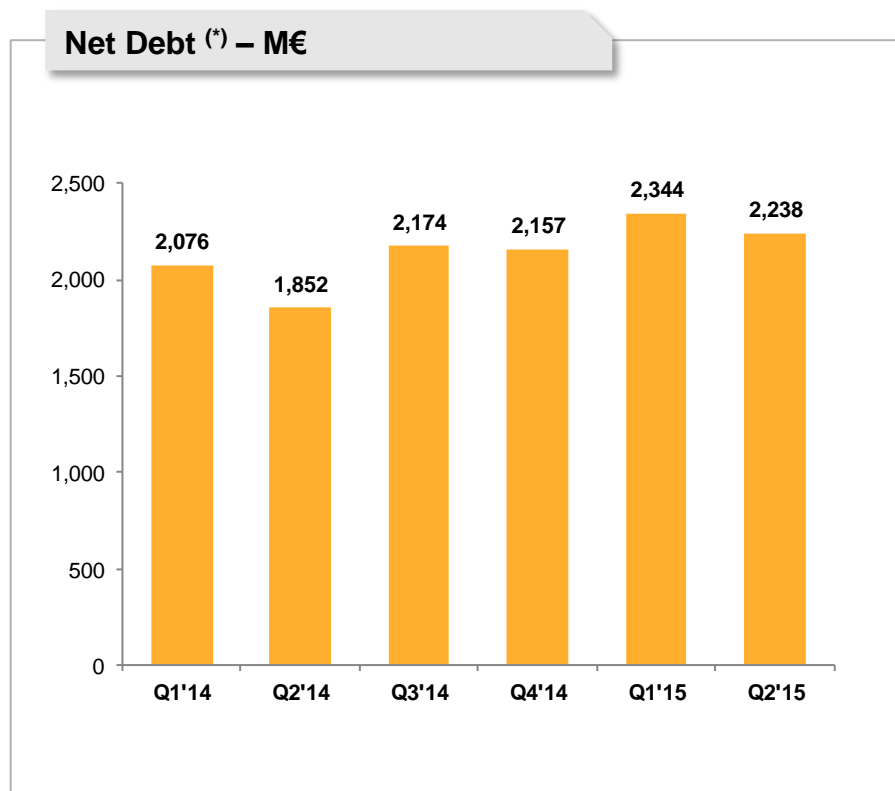
M€	H1 2015	H1 2014	Change	% Change
Revenue	2,167	2,048	119	5.8%
<b>Recurring EBITDA</b>	<b>325</b>	<b>308</b>	<b>16</b>	<b>5.3%</b>
<i>% on revenues</i>	15.0%	15.0%		
Other non rec. income / (expenses)	-8	-2	-7	ns
<b>EBITDA</b>	<b>316</b>	<b>306</b>	<b>10</b>	<b>3.2%</b>
<i>% on revenues</i>	14.6%	15.0%		
Amortization and depreciation	-201	-199	-3	1.3%
Impairment losses on non-current assets	-2	-5	3	
<b>EBIT</b>	<b>113</b>	<b>103</b>	<b>10</b>	<b>9.6%</b>
<i>% on revenues</i>	5.2%	5.0%		

## Income statement (2/2)

M€	H1 2015	H1 2014	Change	% Change
<b>EBIT</b>	<b>113</b>	<b>103</b>	<b>10</b>	<b>9.6%</b>
Net financial expenses	-59	-75	16	-21.0%
Impairment of financial assets	0	-27	27	n.s.
Share of profit/(loss) of associates	4	3	0	12.9%
<b>Profit before Tax (PBT)</b>	<b>57</b>	<b>4</b>	<b>53</b>	<b>&gt;+100%</b>
Income tax expense	-53	-84	30	-36.3%
<b>Profit (loss) for the period</b>	<b>4</b>	<b>-80</b>	<b>83</b>	<b>n.s.</b>
<i>Of which: Owner of parent</i>	-33	-113	81	71.3%
<i>Of which: Non-controlling interests</i>	36	34	3	7.9%



# Net Debt and Operating Working Capital



(\*) June '14 Pro-forma Net Debt after completion of P150 transactions: 2,076M€

## Units of national currency for 1 Euro

	Average Rates			Closing Rates		
	H1 2015	H1 2014	% Change (*)	30 June 2015	31 Dec 2014	% Change (*)
Egyptian pound	8.44	9.62	14.1%	8.53	8.69	1.8%
Indian rupee	70.12	83.29	18.8%	71.19	76.72	7.8%
Kazakh tenge	206.76	241.93	17.0%	208.35	221.46	6.3%
Moroccan dirham	10.81	11.23	3.9%	10.85	10.98	1.2%
US dollar	1.12	1.37	22.8%	1.12	1.21	8.5%
Swiss franc	1.06	1.22	15.6%	1.04	1.20	15.5%
Thai baht	36.78	44.62	21.3%	37.80	39.91	5.6%
Bulgarian Lev	1.96	1.96	0.0%	1.96	1.96	0.0%

(\*)

- + Local currency appreciation
- Local currency depreciation

## Disclaimer

This presentation contains forward-looking statements regarding future events and future results of Italcementi and its affiliates that are based on the current expectations, estimates, forecasts and projections about the industries in which the Italcementi Group operates, and on the beliefs and assumptions of the management of the Italcementi Group. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management, competition, changes in business strategy and the acquisition and disposition of assets are forward-looking in nature. Words such as 'expects', 'anticipates', 'scenario', 'outlook', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', as well as any variation of such words and similar expressions, are intended to identify such forward-looking statements. Those forward-looking statements are only assumptions and are subject to risks, uncertainties and assumptions that are difficult to predict because they relate to events and depend upon circumstances that will occur in the future. Therefore, actual results of the Italcementi Group or of its affiliates may differ materially and adversely from those expressed or implied in any forward-looking statement and Italcementi Group does not assume any liability with respect thereto. Factors that might cause or contribute to such differences include, but are not limited to, global economic conditions, the impact of competition, or political and economic developments in the countries in which the Italcementi Group operates. Any forward-looking statements made by or on behalf of the Italcementi Group speak only as of the date they are made. The Italcementi Group does not undertake to update forward-looking statements to reflect any change in their expectations with regard thereto, or any change in events, conditions or circumstances which any such statement is based on. The reader is advised to consult any further disclosure that may be made in documents filed by the Italcementi Group with the Italian Market Authorities.

The Manager in Charge of preparing Italcementi S.p.A financial reports, Carlo Bianchini, hereby certifies pursuant to paragraph 2 of art. 154-bis of the Consolidated Law on Finance (Testo Unico della Finanza), that the accounting disclosures of this document are consistent with the accounting documents, ledgers and entries.

This presentation has been prepared solely for the use at the meeting/Analyst Meeting with investors and analysts at the date shown below. Under no circumstances may this presentation be deemed to be an offer to sell, a solicitation to buy or a solicitation of an offer to buy securities of any kind in any jurisdiction where such an offer, solicitation or sale should follow any registration, qualification, notice, disclosure or application under the securities laws and regulations of any such jurisdiction.

## 2015 calendar

■ **9M 2015 Results Conference Call**

November 9<sup>th</sup>, 2015

## Contacts

**Investor Relations Department**

Via G. Camozzi, 124 - 24121 Bergamo - Italy  
[www.italcementigroup.com](http://www.italcementigroup.com)

**Giancarlo Berera,**  
**Head of IR**

*Tel.* +39 035 39 67 50

*E-mail:* [g.berera@italcementi.it](mailto:g.berera@italcementi.it)

**Arturo Carchio, IR**

*Tel.* +39 035 39 68 66

*E-mail:* [a.carchio@italcementi.it](mailto:a.carchio@italcementi.it)

**Fabienne Moreau, IR**

*Tel.* +33 1 4291 7758

*E-mail:* [f.moreau@itcgr.net](mailto:f.moreau@itcgr.net)