



# Ciments Français

Italcementi Group

## CONSOLIDATED REVENUES AT DECEMBER 31, 2006

**Paris, February 2, 2007** – At a meeting on February 1 chaired by Yves René Nanot, the Board of Directors of Ciments Français (Italcementi Group) examined sales figures for the financial year ended December 31, 2006.

**2006 consolidated revenues** amounted to 4,381 million euro, an improvement of 21.8% on 2005 (+15.8% at constant size and exchange rates). Nearly 3/4 of the revenue increase arose from organic growth, while the effect of changes in the consolidation area (+7%) largely reflected the full consolidation of operations in India (Zuari Cement Group), as from June 1, 2006, and in Egypt (Suez Cement as from April 2005 and Helwan as from August 2005). The exchange-rate effect had a marginal negative impact of 1%.

**Fourth-quarter revenues**, favoured by good meteorological conditions, gained 16.8% to reach 1,096 million euro. Growth was reported by all regions with the exception of North America, which reported a downturn in sales in the second half of the year.

<b>Revenues by geographical region</b> (in millions of euro)	<b>2006</b>	<b>2005</b>	<b>% change vs. 2005</b>	<b>% change vs. 2005 (1)</b>
European Union	2,048	1,827	12.1	11.5
North America	660	603	9.4	10.4
Mediterranean Rim	1,105	806	37.2	17.5
Asia	361	260	39.1	18.3
Trading	309	203	52.6	55.0
Others and eliminations	(102)	(104)	-	-
<b>Total</b>	<b>4,381</b>	<b>3,595</b>	<b>21.8</b>	<b>15.8</b>

(1) At constant size and exchange rates

**European Union:** France, Belgium, Spain, Greece **North America:** U.S.A., Canada **Asia:** India, Thailand, Kazakhstan  
**Mediterranean Rim:** Egypt, Turkey, Bulgaria, Morocco

All lines of business reported growth for the year, with **sales volumes**—like-for-like—rising by 4.8% in the *cement* business, 8.2% in *aggregates* and 4.3% in *ready mixed concrete*. The only exceptions to the generally positive trend were the decreases in cement sales volumes in North America and ready mixed concrete sales volumes in Asia (Thailand). During the last quarter of the year, cement and clinker sales only grew by 3.3%, while growth in aggregates (+19.3%) and ready mixed concrete (+10.2%) was stronger than full-year figures.

Sales volumes and internal transfers (1)	Cement and clinker (millions of metric tons)			Aggregates (millions of metric tons)			Ready mixed concrete (millions of m <sup>3</sup> )		
	2006	% change vs. 2005		2006	% change vs. 2005		2006	% change vs. 2005	
		A	B		A	B		A	B
European Union	12.7	6.8	5.3	47.9	9.0	7.6	8.1	4.6	4.4
North America	7.0	(1.3)	(1.3)	0.2	n.s.	n.s.	0.2	n.s.	n.s.
Mediterranean Rim	20.1	31.7	1.7	2.7	24.2	24.2	3.4	12.9	8.0
Asia	9.4	19.4	7.6	0.4	n.s.	n.s.	1.0	(6.9)	(6.9)
Trading	6.3	41.8	41.8	-	-	-	-	-	-
Eliminations	(5.1)	-	-	-	-	-	-	-	-
<b>Total</b>	<b>50.5</b>	<b>17.3</b>	<b>4.8</b>	<b>51.2</b>	<b>10.6</b>	<b>8.2</b>	<b>12.7</b>	<b>5.6</b>	<b>4.3</b>

**European Union:** France, Belgium, Spain, Greece **North America:** U.S.A., Canada **Asia:** India, Thailand, Kazakhstan  
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(1) Amounts refer to companies consolidated on a line-by-line basis and, pro-quota, to companies consolidated on a proportionate basis; A: Historic – B: like-for-like n.s.: non significant

The sales price improvement reported in all countries where the Group operates, together with good increase of volume growth generated significant **revenues in all lines of business.**

Revenues by business (in millions of euro)	2006	2005	% change vs. 2005	% change vs. 2005 (1)
Cement and Clinker	3,024	2,437	24.1	16.9
Ready mixed	1,171	1,044	12.3	11.8
Other	186	115	61.6	30.1
<b>Total</b>	<b>4,381</b>	<b>3,595</b>	<b>21.8</b>	<b>15.8</b>

(1) At constant size and exchange rates

**The economic effects of the fourth quarter's healthy performance were offset by sizeable increases in operating costs. Nevertheless, Ciments Français confirmed its full-year forecasts—as previously published—for a significant rise in both operating profit and net profit compared with the results in 2005**

The final figures for 2006 will be examined at a Board of Directors' meeting on March 5, and published on March 8 before the stock markets open.

**ON THE INTERNET:** [www.cimfra.com](http://www.cimfra.com) & [www.italcementigroup.com](http://www.italcementigroup.com)

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