

The Group at a Glance 2012

Buzzi Unicem is an international multiregional, “heavy-side” group, focused on cement, ready-mix concrete and aggregates. The company’s dedicated management has a long-term view of the business and commitment towards a sustainable development, supported by high quality and environmentally friendly assets. Buzzi Unicem pursues value creation through lasting, experienced know-how and operating efficiency.

VISION

International presence



ITALY	Buzzi Unicem, Unical, Cementi Moccia (50 %), Laterlite (33 %), Addiment Italia (50 %)
GERMANY	Dyckerhoff, Deuna Zement, Dyckerhoff Beton
LUXEMBOURG	Cimalux
THE NETHERLANDS	Dyckerhoff Basal Netherlands
POLAND	Dyckerhoff Polska
CZECH REPUBLIC AND SLOVAKIA	Cement Hranice, ZAPA beton
UKRAINE	Volyn-Cement, yugcement, Dyckerhoff Ukraina
RUSSIA	Sukholozhskcement
USA	Buzzi Unicem USA, Alamo Cement, Kosmos Cement (25 %)
MEXICO	Corporación Moctezuma (50 %)
ALGERIA	Société des Ciments de Hadjar Soud (35 %), Société des Ciments de Sour El Ghozlane (35 %)

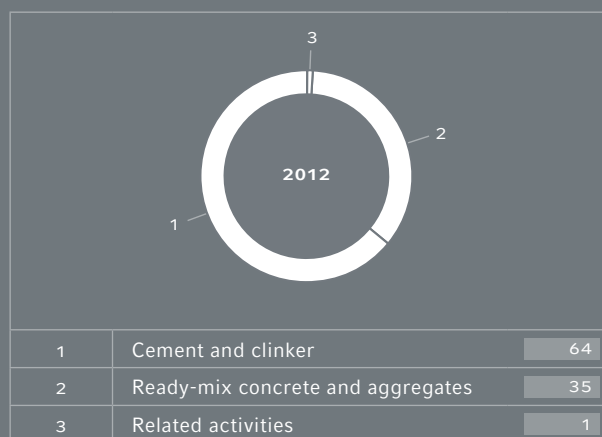
Key Figures

		2006	2007	2008	2009	2010	2011	2012
Cement sales	t / 000	33,320	34,067	32,093	25,548	26,570	28,218	27,263
Concrete sales	mc / 000	16,542	17,096	16,996	13,893	14,379	15,066	13,641
Aggregates sales	t / 000	9,442	14,050	12,280	10,031	10,651	9,708	8,642
Sales revenue	€m	3,205.0	3,496.1	3,520.2	2,671.8	2,648.4	2,787.4	2,813.4
Capital expenditure	€m	254.0	527.4	853.3	389.9	268.2	156.6	234.0
Headcount at year end ¹	no.	11,054	11,520	11,845	11,269	11,316	10,956	10,837

¹ Mexico at 50 %

Sales Revenue by Line of Business

(in %)



Sales Revenue by Region

(in %)



Sales Revenue

(in million of EUR)

2006	3,205.0
2007	3,496.1
2008	3,520.2
2009	2,671.8
2010	2,648.4
2011	2,787.4
2012	2,813.4

Capital expenditures

(in million of EUR)

2006	254.0
2007	527.4
2008	853.3
2009	389.9
2010	268.2
2011	156.6
2012	234.0

Cement Plants Location
as at December 31, 2012



○ Cement plants ● Grinding plants

Operating structure

		ITA	GER	LUX	NLD	POL	CZE/ SVK	UKR	RUS	USA	MEX ¹	Total
Cement plants	no.	14	7	2	–	1	1	2	1	8	3	39
of which grinding	no.	4	2	1	–	–	–	–	–	–	–	7
Cement capacity	m tons/year	10.8	7.2	1.4	–	1.6	1.1	3.0	3.6	9.8	6.3	44.7
Ready-mix batch plants	no.	146	135	–	15	29	79	6	–	70	57	537
Aggregate quarries	no.	10	3	–	2	–	10	–	–	6	3	34
Terminals and deposits	no.	4	3	–	–	1	–	3	–	30	–	41

ITA/Italy, GER/Germany, LUX/Luxembourg, NLD/The Netherlands, POL/Poland, CZE/Czech Republic, SVK/Slovakia, UKR/Ukraine, RUS/Russia, USA/United States of America, MEX/Mexico
¹ figures at 100 %

Italy

		2012	2011	12/11
				% ch
Cement sales	t/000	4,645	5,799	-19.9
Concrete sales	c m/000	3,094	4,106	-24.7
Aggregate sales	t/000	1,542	2,267	-32.0
Sales revenue	€ m	478.9	568.1	-15.7
Capital expenditures	€ m	103.6	22.4	n. s.
Headcount at year end	no.	1,788	1,887	-5.2

NUMBERS & FACTS

Cement production capacity 10.8 million tons, 14 plants, 4 terminals/deposits, 146 ready-mix concrete plants, 10 aggregate quarries.



Germany

		2012	2011	12/11
				% ch
Cement sales	t/000	4,963	5,409	-8.2
Concrete sales	c m/000	3,985	4,043	-1.5
Aggregate sales	t/000	1,035	649	59.5
Sales revenue	€ m	604.0	636.6	-5.1
Capital expenditures	€ m	33.5	29.0	15.4
Headcount at year end	no.	1,888	1,822	3.6

NUMBERS & FACTS

Cement production capacity 7.2 million tons, 7 plants, 3 terminals/deposits, 135 ready-mix concrete plants, 3 aggregate quarries.



Luxembourg

		2012	2011	12/11
				% ch
Cement sales	t/000	1,217	1,319	-7.7
Sales revenue	€ m	104.1	112.8	-7.8
Capital expenditures	€ m	2.1	2.2	-3
Headcount at year end	no.	158	157	0.6

NUMBERS & FACTS

Cement production capacity 1.4 million tons, 2 plants.



Netherlands

		2012	2011	12/11
				% ch
Concrete sales	mc/000	789	947	-16.7
Aggregate sales	t/000	2,718	3,290	-17.4
Sales revenue	€ m	87.5	109.7	-20.2
Capital expenditures	€ m	6.0	2.3	160.3
Headcount at year end	no.	280	287	-2.4

NUMBERS & FACTS

15 ready-mix concrete plants, 2 aggregate quarries.

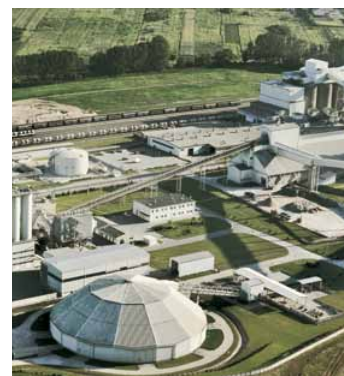


Poland

		2012	2011	12/11
				% ch
Cement sales	t/000	1,334	1,614	-17.4
Concrete sales	mc/000	758	1,020	-25.7
Sales revenue	€ m	109.0	144.0	-24.3
Capital expenditures	€ m	3.0	2.2	
Headcount at year end	no.	387	389	-0.5

NUMBERS & FACTS

Cement production capacity 1.6 million tons, 1 plant, 1 terminal, 29 ready-mix concrete plants.



Czech Republic and Slovakia

		2012	2011	12/11
				% ch
Cement sales	t/000	845	959	-11.9
Concrete sales	cm/000	1,614	1,715	-5.7
Aggregate sales	t/000	1,271	1,575	-19.3
Sales revenue	€ m	149.6	172.0	-13.0
Capital expenditures	€ m	3.9	3.0	29.6
Headcount at year end	no.	855	871	-1.8

NUMBERS & FACTS

Cement production capacity 1.1 million tons, 1 plant, 79 ready-mix concrete plants, 10 natural aggregate quarries.



Ukraine

		2012	2011	12/11
		% ch		
Cement sales	t/000	1,787	1,902	-6.1
Concrete sales	mc/000	171	166	3.1
Sales revenue	€ m	134.3	112.5	19.5
Capital expenditures	€ m	9.0	14.4	-37.6
Headcount at year end	no.	1,566	1,617	-3.2

NUMBERS & FACTS

Cement production capacity 3.0 million tons, 2 plants, 3 terminals, 6 ready-mix concrete plants.



Russia

		2012	2011	12/11
		% ch		
Cement sales	t/000	2,806	2,434	15.3
Sales revenue	€ m	234.6	175.5	33.7
Capital expenditures	€ m	20.0	36.8	-45.7
Headcount at year end	no.	1,028	1,049	-2.0

NUMBERS & FACTS

Cement production capacity 3.6 million tons, 1 plant.



USA

		2012	2011	12/11
		% ch		
Cement sales	t/000	6,825	6,177	10.5
Concrete sales	mc/000	2,252	2,192	2.7
Aggregate sales	t/000	1,911	1,812	5.5
Sales revenue	\$ m	874.3	776.6	12.6
Capital expenditures	\$ m	58.0	33.6	87.4
Headcount at year end	no.	2,282	2,290	-0.3

NUMBERS & FACTS

Cement production capacity 9.8 million tons, 8 plants, 30 terminals, 70 ready-mix concrete plants, 6 aggregate quarries.



Mexico ¹

		2012	2011	12/11
				var %
Cement sales	t/000	5,923	5,575	6.2
Concrete sales	mc/000	1,957	1,752	11.7
Aggregate sales	t/000	329	230	42.8
Sales revenue	\$m	691.6	662.4	4.4
Capital expenditures	\$m	20.1	56.3	-64.3
Headcount at year end	no.	1,209	1,174	3.0

NUMBERS & FACTS

Cement production capacity 6.3 million tons, 3 plants, 57 ready-mix concrete production plants, 3 natural aggregates quarries.

¹ figures at 100 %



BUZZI UNICEM S.P.A.
VIA LUIGI BUZZI, 6
CASALE MONFERRATO (AL)
ITALY

TELEPHONE +39 0142 416.111

WWW.BUZZIUNICEM.IT