

INTERIM FINANCIAL REPORT  
30 SEPTEMBER 2008

 **cementir**holding





## Directors, officers and auditors

### Honorary Chairman

Luciano Leone

### Board of Directors

#### *Chairman*

Francesco Caltagirone Jr. <sup>1</sup>

#### *Vice Chairman*

Carlo Carlevaris <sup>2</sup>

#### *Directors*

Pasquale Alcini

Alessandro Caltagirone

Azzurra Caltagirone

Edoardo Caltagirone

Saverio Caltagirone

Flavio Cattaneo

Mario Ciliberto

Massimo Confortini <sup>2</sup>

Fabio Corsico

Mario Delfini <sup>1-2</sup>

Alfio Marchini

Walter Montevercchi

Riccardo Nicolini <sup>1</sup>

### Board of Auditors

#### *Chairman*

Claudio Bianchi

#### *Standing members*

Giampiero Tasco

Carlo Schiavone

### Manager responsible for financial reports

Oprandino Arrivabene

### Independent auditors

PriceWaterhouseCoopers SpA

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<sup>1</sup> Member of the Executive Committee

<sup>2</sup> Member of the Internal Control Committee and the Remuneration Committee



## Interim financial report at 30 September 2008

### Performance in the first nine months and in the third quarter of 2008

The interim financial report of the Cementir Holding Group has been prepared in accordance with the international accounting standards (IAS/IFRS) endorsed by the European Union pursuant to Regulation (EC) no. 1606/2002, as well as with Article 154-ter (Financial reporting) of Legislative Decree 58/1998, as amended.

The following table reports performance for the first nine months and the third quarter of the year, with comparative figures for the corresponding periods of 2007:

### Results

(EUR '000)	Jan-Sept 2008	Jan-Sept 2007	Δ %	3rd Quarter 2008	3rd Quarter 2007	Δ %
<b>REVENUES FROM SALES AND SERVICES</b>	<b>860,355</b>	<b>859,310</b>	<b>0.12%</b>	<b>284,887</b>	<b>305,936</b>	<b>-6.88%</b>
Change in inventories	10,769	(3,221)		4,423	505	
Other revenues*	10,692	12,423	-13.93%	3,413	4,034	-15.39%
<b>TOTAL OPERATING REVENUES</b>	<b>881,816</b>	<b>868,512</b>	<b>1.53%</b>	<b>292,723</b>	<b>310,475</b>	<b>-5.72%</b>
Raw material costs	(368,810)	(333,993)	10.42%	(124,626)	(115,986)	7.45%
Cost of services	(198,917)	(196,741)	1.11%	(64,128)	(68,843)	-6.85%
Personnel costs	(128,268)	(121,158)	5.87%	(41,099)	(39,922)	2.95%
Other operating costs	(12,589)	(8,844)	42.35%	(4,638)	(2,242)	106.87%
<b>TOTAL OPERATING COSTS</b>	<b>(708,584)</b>	<b>(660,736)</b>	<b>7.24%</b>	<b>(234,491)</b>	<b>(226,993)</b>	<b>3.30%</b>
<b>EBITDA</b>	<b>173,232</b>	<b>207,776</b>	<b>-16.63%</b>	<b>58,232</b>	<b>83,482</b>	<b>-30.25%</b>
<i>EBITDA / REVENUES %</i>	<i>20.13%</i>	<i>24.18%</i>		<i>20.44%</i>	<i>27.29%</i>	
Depreciation, amortisation and provisions	(57,909)	(53,329)	8.59%	(19,935)	(17,733)	12.42%
<b>EBIT</b>	<b>115,323</b>	<b>154,447</b>	<b>-25.33%</b>	<b>38,297</b>	<b>65,749</b>	<b>-41.75%</b>
<i>EBIT / REVENUES %</i>	<i>13.40%</i>	<i>17.97%</i>		<i>13.44%</i>	<i>21.49%</i>	
<b>FINANCIAL INCOME/(EXPENSE)</b>	<b>(13,319)</b>	<b>3,112</b>		<b>1,183</b>	<b>2,519</b>	
<b>PROFIT BEFORE TAX</b>	<b>102,004</b>	<b>157,559</b>	<b>-35.26%</b>	<b>39,480</b>	<b>68,268</b>	<b>-42.17%</b>
<i>PROFIT BEFORE TAX / REVENUES %</i>	<i>11.86%</i>	<i>18.34%</i>		<i>13.86%</i>	<i>22.31%</i>	

\* Other revenues include the items "Increases for internal work" and "Other revenues".



## Sales volumes

('000)	Jan-Sept 2008	Jan-Sept 2007	Δ %	3rd Quarter 2008	3rd Quarter 2007	Δ %
Grey and white cement (metric tons)	8,072	8,237	-2.00%	2,708	2,953	-8.28%
Ready-mixed concrete (m <sup>3</sup> )	3,133	3,447	-9.09%	969	1,148	-15.58%
Aggregates (metric tons)	3,314	2,581	28.40%	1,121	912	22.93%

## Group employees

	30-09-2008	31-12-2007
Number of employees	3,921	3,882

Performance in the period was affected by the global financial crisis, which worsened during the third quarter and is expected to continue for at least the rest of the year.

During the first nine months of 2008, revenues from sales and services totalled EUR 860.4 million (in line with the figure at 30 September 2007), EBITDA amounted to EUR 173.2 million (-16.6% compared with 30 September 2007), while EBIT came to EUR 115.3 million (-25.3% compared with 30 September 2007), and profit before tax amounted to EUR 102 million (-35% compared with 30 September 2007).

In the third quarter, revenues from sales and services came to EUR 284.9 million (-6.9% compared with the third quarter of 2007). EBITDA totalled EUR 58.2 million (-30.2% compared with the third quarter of 2007), while EBIT amounted to EUR 38.3 million (-41.7% compared with the third quarter of 2007), and profit before tax totalled EUR 39.5 million (-42.2% compared with the third quarter of 2007).

Revenues for the third quarter were affected by the drop in sales volumes involving a number of northern European countries, particularly in the ready-mixed concrete segment, as well as in exports to the United States, the United Kingdom and Russia.

The impact on margins for the third quarter was even more significant, in that profitability was affected both by the decline in demand, with the consequent reduction in quantities sold and related sales prices, and by the increase in energy and transport costs. Oil prices, a key factor in determining the sector's profitability, reached unprecedented levels, approaching USD 150 a barrel in July. The fact that oil prices have fallen nearly 60% in recent days, standing at about USD 65 a barrel, is a clear indicator of the volatility of markets. The pattern of energy costs traditionally diverges from that in sales prices. As a result, performance in the third quarter reflects this mismatch between costs and revenues attributable to falling prices and sales



combined with record-high energy costs. The Group's income statement will therefore not reflect more normal cost-revenue conditions until well into 2009.

The performance of financial operations showed net financial income of about EUR 1.2 million for the quarter despite the size of the debt and the volatility of exchange rates engendered by the turbulence on the financial markets.

In the main geographic areas in which the Group is present, in the first nine months of the year sales volumes diminished by between 5% and 8%.

Owing to differences in the speed of response of the various markets, the Group's geographical diversification enabled it to maintain a balance despite the deceleration in world economic activity that would not have been possible if operations were concentrated in a single area.

### Net financial position

(EUR '000)	30-09-2008	31-12-2007	30-09-2007
Cash and cash equivalents	35,692	65,253	56,170
Non-current financial liabilities	(232,339)	(197,553)	(200,423)
Current financial liabilities	(274,795)	(232,548)	(247,059)
<b>NET FINANCIAL POSITION</b>	<b>(471,442)</b>	<b>(364,848)</b>	<b>(391,312)</b>

The net financial position at 30 September 2008 showed net debt of EUR 471.4 million, compared with EUR 364.8 million at 31 December 2007. The increase of EUR 106.6 million is attributable to strategic investments to increase capacity (the plants at Edirne in Turkey and the Sinai in Egypt), the acquisition of the Danish company Kudsk & Dahl in March and the financial investment in ordinary Italcementi shares. Compared with 30 June 2008, net financial position improved by about EUR 11 million.



## Directors' report and significant events

The third quarter of 2008 was profoundly affected by a series of events that altered general market conditions in an unpredictable manner. The deepening of the financial crisis caused transactions on the interbank market to come to a halt due to uncertainty surrounding counterparty solvency, thereby triggering an unprecedented liquidity crisis and a sharp decline in stock prices. The global economy shifted from an environment of rising inflation, driven primarily by the soaring prices of oil and raw materials, to one of recession, which the price of oil tumbling from USD 150 a barrel at the start of the third quarter of 2008 to its current level of USD 65. The ECB also changed its monetary policy stance swiftly, with the central bank increasing its key official rate by 0.25 percentage points to 4.25% at the beginning of July in order to combat inflationary pressures and then, on 8 October, acting in concert with the central banks of the other leading industrial countries, cutting the rate by 0.50 points in an effort to stem the decline in confidence on the financial markets.

With regard to exchange rates, after weakening against the dollar in August, the euro, which is the Group's reporting currency, strengthened in September with the outbreak of the financial crisis, only to depreciate sharply in recent weeks.

The slowdown in the global economy, already evident at the start of 2008, grew more marked, generating unexpected uncertainty in the main markets in which the Cementir Holding Group operates, with an immediate impact on performance.

The companies of the Group have taken swift action to adjust all the operational variables over which they exercise control, continuing to introduce structural cost reductions.

The Danish group has already implemented the first phase of a broad reorganisation that will generate structural economies on the order of EUR 15 million per year. Meanwhile, the Turkish and Italian groups have accelerated their projects to use alternative fuels in the manufacturing process, while internal studies are being conducted to find ways to contain fixed and variable costs.

As regards developments in the business plan, expansion work at the white cement plant in Egypt is proceeding on schedule, with completion expected by the end of 2008. Work to increase grey cement capacity at the Edirne plant in Turkey was finished in April, and work also began on the construction of the new white cement plant in China, near the Group's existing facility, with an annual capacity of 600,000 metric tons. The total investment is estimated at about EUR 60 million, with construction to be completed by the end of 2009.

Cementir Holding has not carried out major acquisitions in the last few years, preferring to focus on organic growth through investments in expanding production capacity and modernising plant. This strategy has prevented the accumulation of debt levels that would be difficult for the Group to sustain today. Indeed, the multiples paid in recent international transactions in the industry have far exceeded the normal levels that



would ensure adequate medium and long-term returns from a purely industrial point of view, in order to pursue short-term profits based solely on financial strategies.

The financial soundness of the Cementir Holding Group, the result, therefore, of the careful acquisition and dividend policies in past years, is an important competitive advantage, one that will enable operations to continue as planned.

Under current market conditions, characterised by large and frequent swings in the main macroeconomic variables, it is very difficult to provide a reliable forecast of developments in operations in the fourth quarter of 2008. With the economic environment continuing to be affected by fears of a prolonged slowdown and by a financial crisis that will continue to have an impact in the coming months, results in the final part of 2008 are expected to underperform forecasts in all business sectors.

Rome, 5 November 2008

On behalf of the Board of Directors  
The Chairman

Francesco Caltagirone Jr.





**Certification pursuant to Article 2.6.2 of the Rules of Borsa Italiana concerning the conditions referred to in Articles 36 and 37 of the Consob Market Rules (no. 16191/2007)**

Cementir Holding SpA (“the Company”) has taken note of the recent amendment of the Consob Market rules adopted with Resolution no. 16191 of 29 October 2007, as amended, concerning the listing of companies with non-EU subsidiaries.

In this regard, in view of the fact that Cementir Holding SpA directly or indirectly controls companies established and regulated under the law of countries that do not belong to the European Union, the Company has planned and implemented activities to ensure compliance with the rules, adopting appropriate procedures that show that:

1. the accounting-administrative and reporting systems used by the Cementir Holding Group already permit compliance with the regulations; accordingly, the information specified in Article 36, paragraph 1(a) will be available as from the filing of the documentation for the next Shareholders’ Meeting to approve the financial statements;
2. the Company has obtained the articles of association and the composition and powers of the corporate bodies from the subsidiaries;
3. the subsidiaries:
  - provide the auditor of the parent company with the information necessary to perform the annual and interim audits of the parent company;
  - use an administrative and accounting system appropriate for regular reporting to the management and the auditor of the parent company of the income statement, balance sheet and financial data necessary for the preparation of the consolidated financial statements.

As regards the provisions of Article 37 of the Consob Market Rules, on the occasion of the approval of the next annual financial statements, the Company’s Board will provide a statement in its report on operations concerning the conditions determining whether or not the Company should be considered subject to the management and coordination of another entity.

\* \* \*

Oprandino Arrivabene, the manager responsible for preparing the Company’s financial reports, certifies, pursuant to Article 154-bis (2) of the Consolidated Law on Financial Intermediation, that the accounting information contained in this report corresponds with that contained in company documents, books and accounting records.