

Swiss Roadshow

Geneva & Zurich, October 22-23, 2009

Executive summary (1H 09)

▪ Volumes

- Q1 negative trend continued throughout the second quarter of 2009
- Contraction in Italy still ongoing despite scope variation
- USA without any recovery in cement volumes; growth in the ready-mix thanks to the new scope
- Central Europe with a high rate of decline; some improvement in Poland and Czech Republic
- Russia and Ukraine continue to be the most affected by global economic downturn; Mexico only market on the rise

▪ Prices

- Increase in Germany and Luxembourg; minor improvements in Czech Republic, Poland and Mexico
- Intense decline in Russia; slight reduction in the USA and Ukraine
- Italy still suffering from prices below European average

▪ Forex

- Positive contribution from US more than offset by negative impact coming from EE and Mexico

▪ Costs

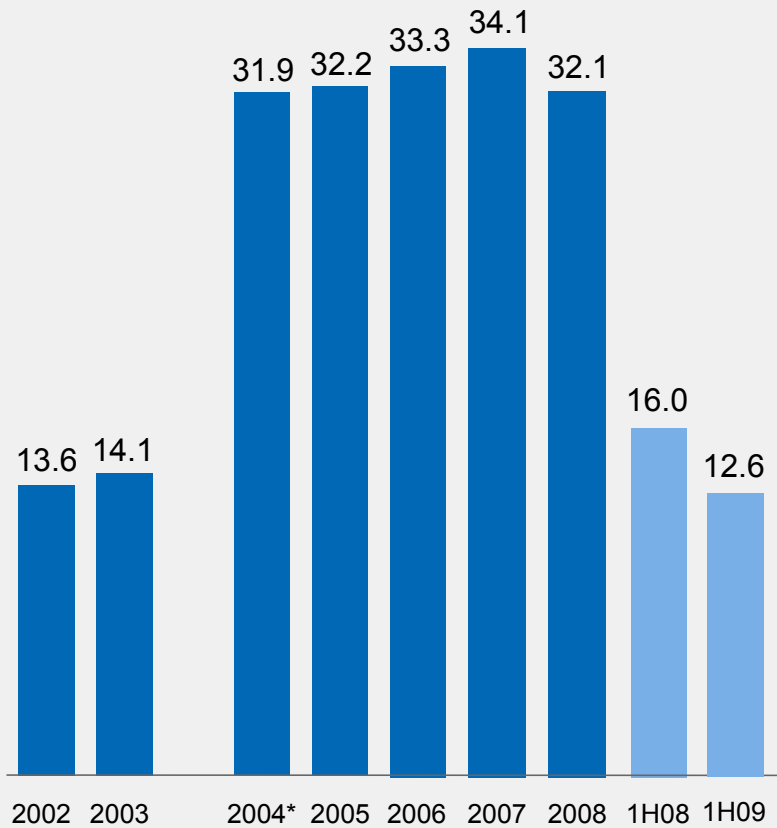
- Deflationary environment showing first benefits in Italy and Mexico only

▪ Results

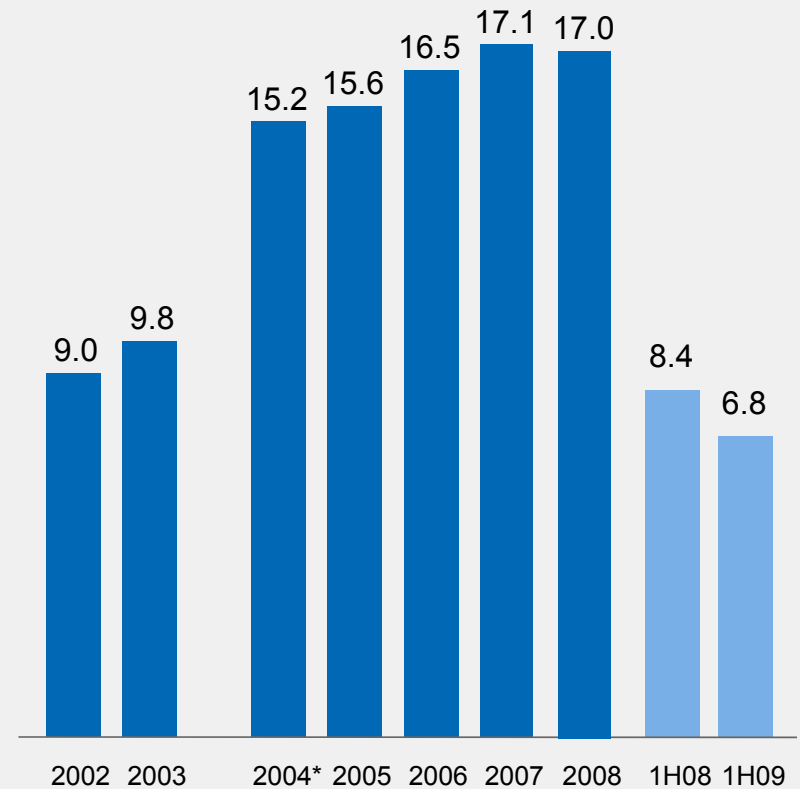
- Revenues declining to €m 1,346.0 (€m 1,739.8 in 1H 08) mainly due to Eastern Europe (-51.3%)
- EBITDA at €m 249.0 (-44.6%) and Net Profit at €m 55.6

Volumes

Cement (m ton)

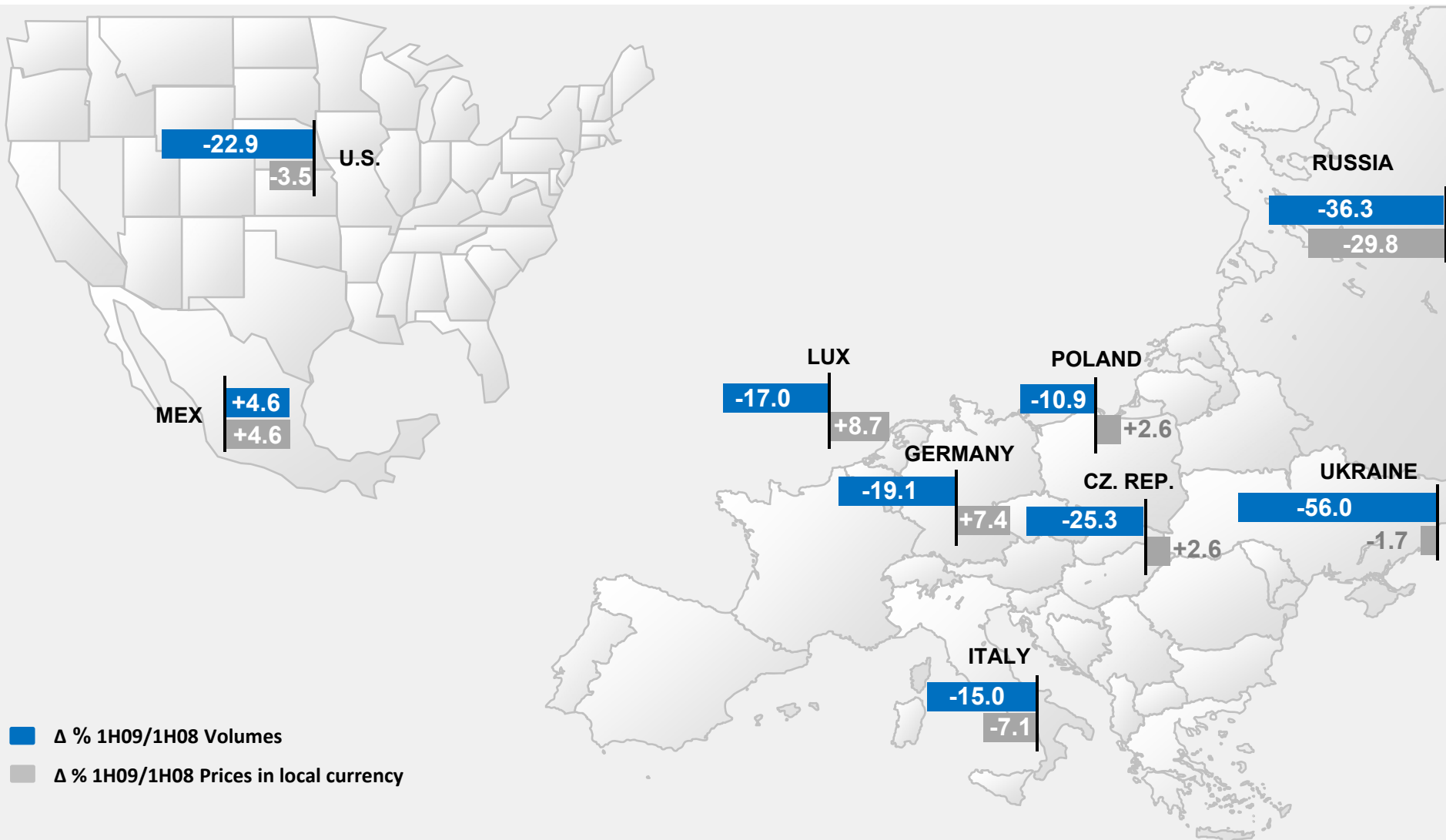


Ready-mix concrete (m m3)

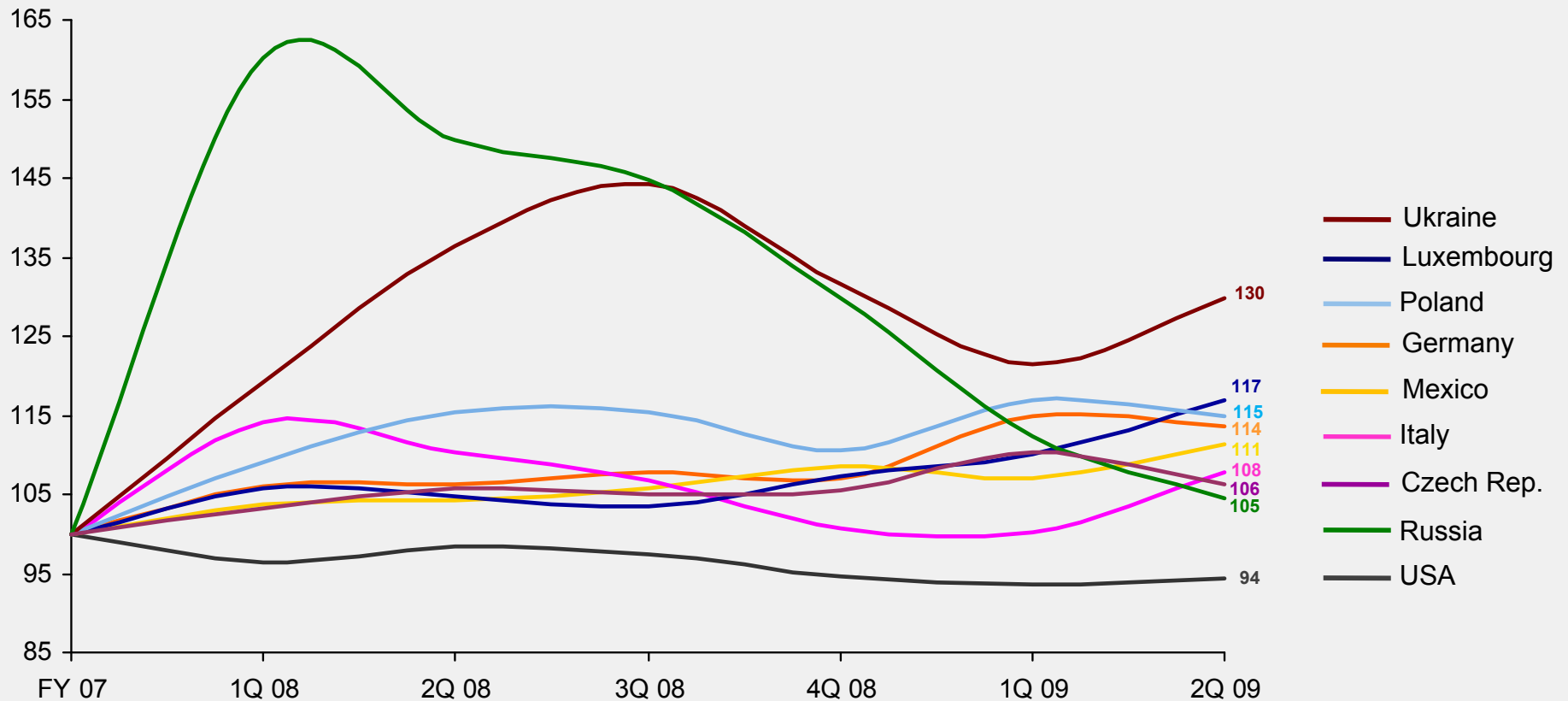


* First time consolidation of Dyckerhoff

Cement volumes and prices



Cement prices by country



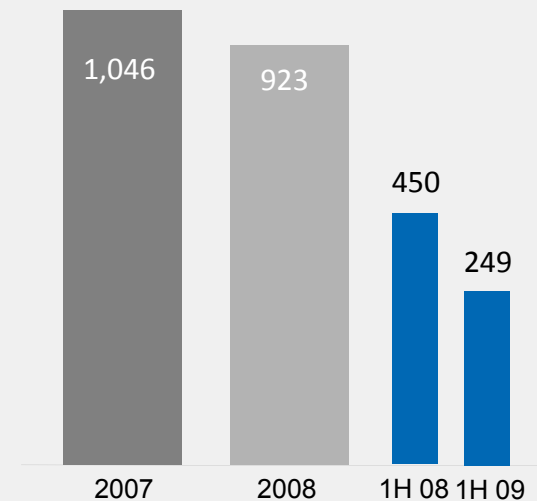
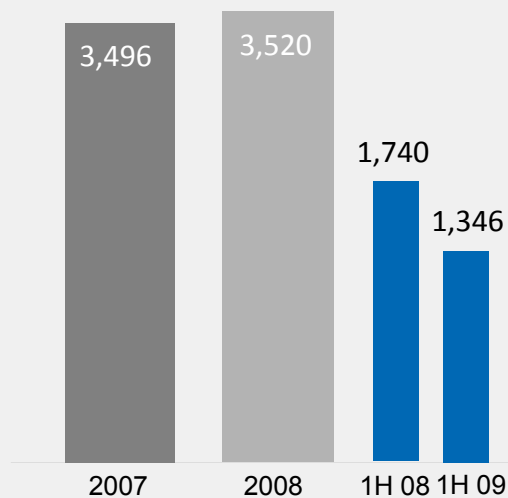
In local currency

FX changes

	1H09	1H08	Δ
EUR 1 =	average	average	%
USD	1.33	1.53	+13.0
MXN	18.43	16.25	-13.5
CZK	27.15	25.19	-7.8
PLN	4.47	3.49	-28.2
UAH	10.50	7.58	-38.6
RUB	44.10	36.62	-20.4

Net Sales and EBITDA

EURm



Net Sales

	07/06	08/07	1H09/1H08
	%	%	%

Δ YoY	9.1	0.7	-22.6
Δ Operational	8.7	1.2	-24.0
Δ Foreign exchange	-3.5	-1.9	-0.9
Δ Scope	3.8	1.4	2.3

EBITDA

	07/06	08/07	1H09/1H08
	%	%	%

Δ YoY	12.3	-11.8	-50.8
Δ Operational	16.0	-10.2	-50.7
Δ Foreign exchange	-4.4	-2.1	-0.8
Δ Scope	0.7	0.5	0.7

Net sales by country

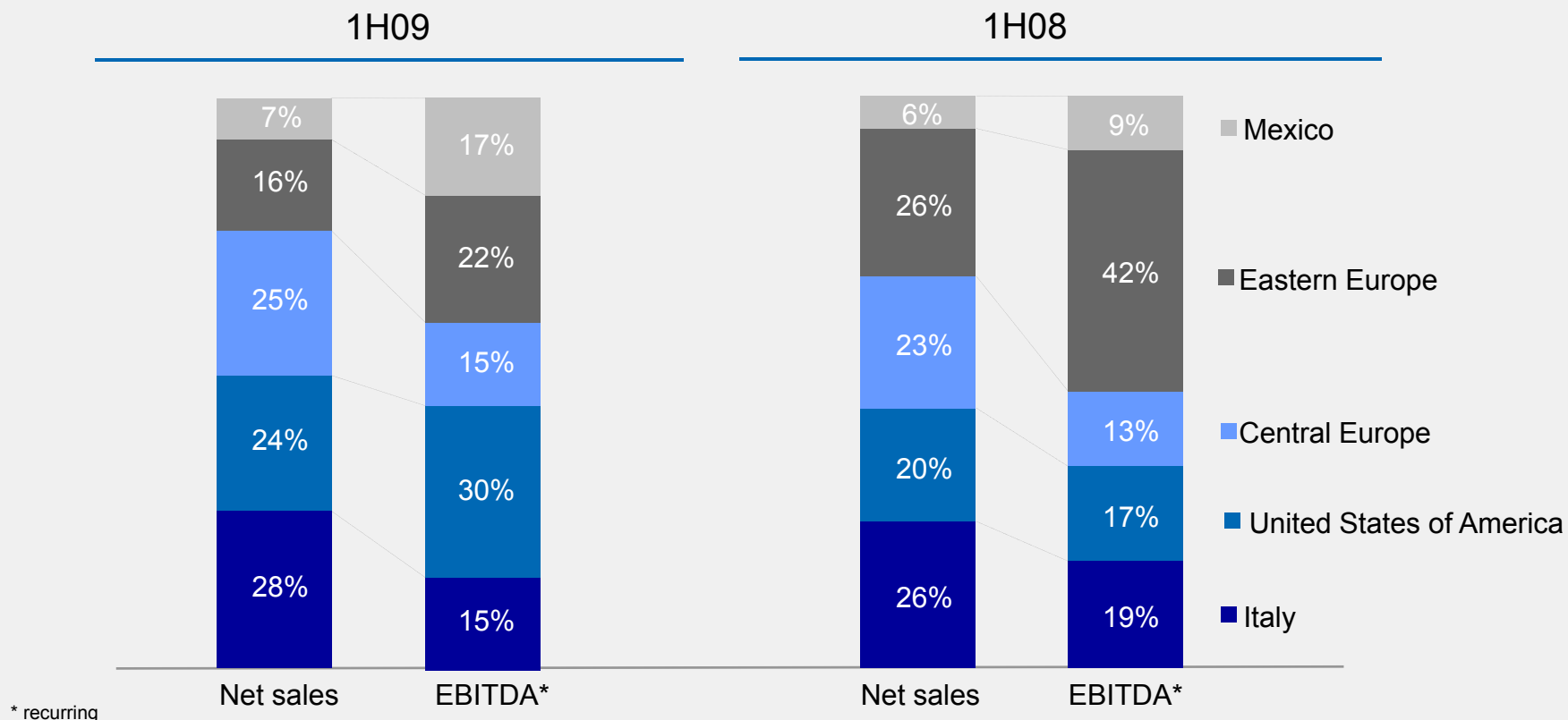
EURm	1H09	1H08	Δ	Δ	FX effect	Δ l-f-l
			abs	%	abs	%
Italy	372.1	446.3	(74.3)	-16.6	-	-19.0
United States of America	326.7	345.7	(19.1)	-5.5	42.4	-27.1
Germany	247.1	288.9	(41.8)	-14.5	-	-14.5
Luxembourg	39.7	45.9	(6.2)	-13.5	-	-13.5
Netherlands	54.9	69.4	(14.4)	-20.8	-	-7.6
Czech Republic/Slovakia	80.2	125.5	(45.3)	-36.1	(6.2)	-31.2
Poland	56.7	89.0	(32.3)	-36.3	(16.0)	-18.3
Ukraine	33.5	108.5	(75.0)	-69.1	(13.0)	-57.2
Russia	49.5	128.8	(79.3)	-61.5	(10.1)	-53.7
Mexico	96.1	100.9	(4.8)	-4.8	(13.0)	+8.1
<i>Eliminations</i>	(10.4)	(9.1)	(1.3)			
Total	1,346.0	1,739.8	(393.7)	-22.6	(15.9)	-23.8

EBITDA by country

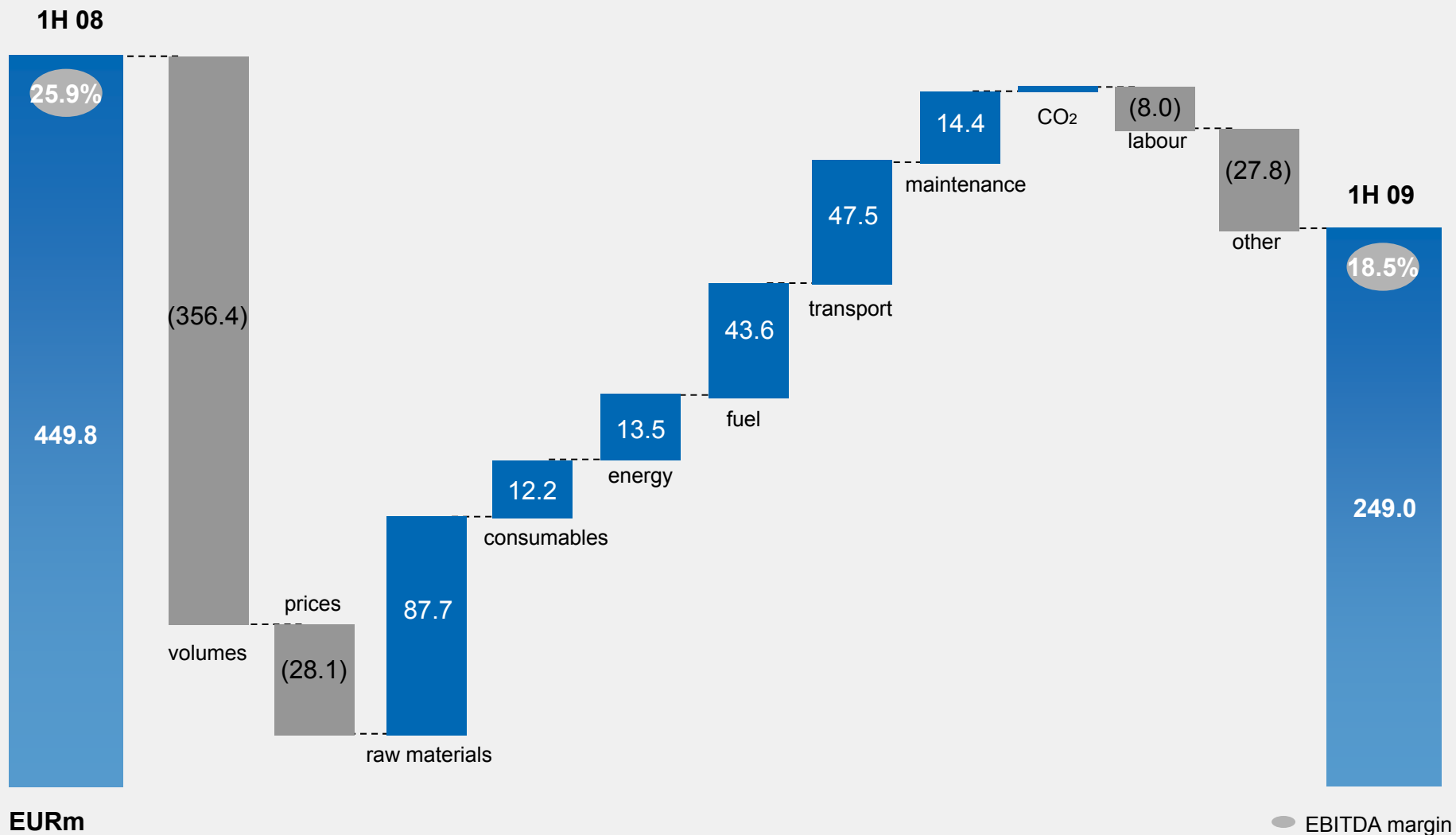
EURm	1H09	1H08	Δ	Δ	FX effect	Δ I-f-I
			abs	%	abs	%
Italy	33.6	89.6	(56.0)	-62.5	-	-63.2
recurring	33.6	82.6	(49.0)	-59.3	-	-60.1
United States of America	60.4	73.0	(12.6)	-17.3	7.8	-29.8
recurring	66.2	73.0	(6.8)	-9.4	8.6	-22.9
Germany	62.6	47.0	15.5	+33.0	-	+32.3
recurring	25.2	46.5	(21.3)	-45.9	-	-46.6
Luxembourg	5.6	7.7	(2.0)	-26.6	-	-
Netherlands	0.9	4.2	(3.3)	-77.9	-	-87.8
Czech Republic/Slovakia	18.7	32.9	(14.2)	-43.1	(1.5)	-38.5
Poland	17.7	31.4	(13.7)	-43.7	(5.0)	-27.8
Ukraine	-9.2	35.8	(45.0)	-125.7	3.6	-135.7
Russia	21.1	86.6	(65.6)	-75.7	(4.3)	-70.7
Mexico	37.6	41.5	(3.9)	-9.4	(5.1)	+2.8
Total	249.0	449.8	(200.8)	-44.6	(4.4)	-44.2
recurring	217.4	442.3	(224.9)	-50.8	(3.7)	-50.6

Net sales and EBITDA development

- Eastern Europe contribution to consolidated figures: Net sales from 26% to 16%, EBITDA from 42% to 22%
- Central Europe absolute figures in decline; slightly increasing in relative terms
- Mexico improving its performance; US operations remaining highly profitable despite volumes drop



EBITDA Variance Analysis



Consolidated Income Statement

EURm	1H09	1H08	Δ abs	Δ %
Net Sales	1,346.0	1,739.8	(393.7)	-22.6
Operating cash flow (EBITDA)	249.0	449.8	(200.8)	-44.6
of which, non recurring	31.6	7.5	24.1	+321.3
% of sales (recurring)	16.2%	25.4%		
Depreciation and amortization	(112.3)	(108.3)	(3.9)	+3.6
Operating profit (EBIT)	136.8	341.5	(204.7)	-60.0
% of sales	10.2%	19.6%		
Disposal of investments	-	7.1		
Net finance cost	(59.4)	(34.4)	(25.0)	-72.6
Equity earnings	3.0	3.4	(0.4)	-13.1
Profit before tax	80.3	317.5	(237.2)	-74.7
Income tax expense	(24.7)	(106.6)	81.9	+76.8
Net profit	55.6	211.0	(155.4)	-73.6
Minorities	(15.0)	(42.3)	27.3	+64.6
Consolidated net profit	40.6	168.7	(128.0)	-75.9
Cash flow ⁽¹⁾	167.9	319.3	(151.5)	-47.4

(1) Net Profit + amortization & depreciation

Finance costs detail

EURm	1H09	1H08	Δ	Δ
			abs	%
Interest expense	(44.7)	(45.2)	(0.5)	-1.1
Interest income	11.8	17.2	(5.4)	-31.4
Net interest expense	(32.9)	(28.0)	4.9	+17.5
Forex gains (losses)	0.9	16.9	(16.0)	
Derivatives valuation	(16.6)	(16.6)	-	
Interest costs of pension funds	(7.7)	(4.4)	3.3	
Other	(3.0)	(2.2)	0.8	
Net finance costs	(59.4)	(34.4)	25.0	+72.7

Consolidated Cash Flow Statement

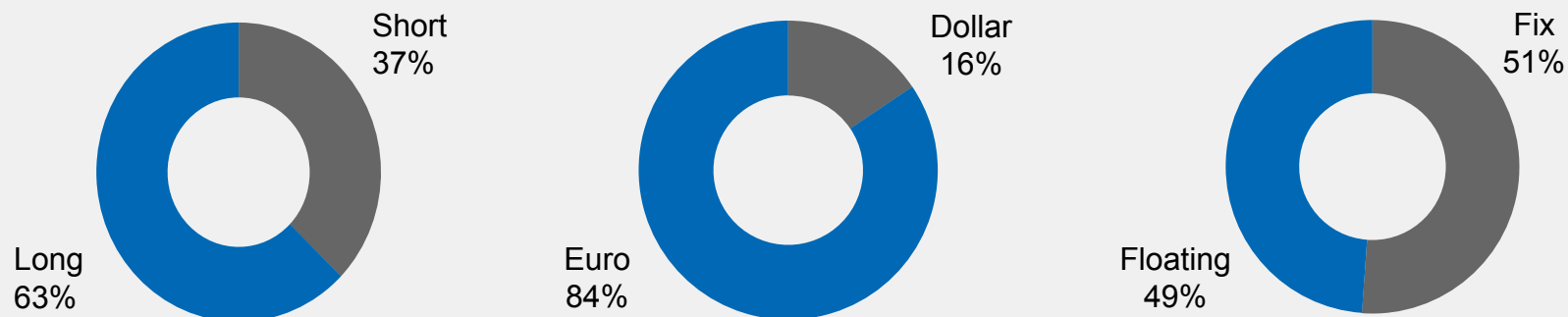
EURm	1H09	1H08	2008
Cash flow ⁽¹⁾	167.9	319.3	695.8
% of sales	12.5	18.4	19.8
Changes in working capital	(79.6)	(108.8)	(139.3)
Equity earnings	(3.0)	(3.4)	(7.0)
Other non-cash items ⁽²⁾	(39.3)	8.3	(25.1)
Net cash by operating activities	46.0	215.4	524.3
% of sales	3.4	12.4	14.8
Capital expenditures	(197.2)	(218.2)	(519.8)
Equity investments	(4.5)	(170.9)	(333.5)
Conversion of bonds	-	1.7	1.7
Dividends paid	(92.2)	(105.5)	(127.6)
Dividends from associates	3.1	2.9	10.7
Disposal of fixed assets and investments	4.9	16.0	34.3
Purchase of treasury shares	-	(1.1)	(2.8)
Translation differences	1.3	(16.4)	(50.1)
Other	14.6	34.0	24.2
Change in net debt	(224.1)	(241.9)	(438.5)
Net financial position (end of period)	(1,283.8)	(863.1)	(1,059.7)

(1) Net Profit + amortization & depreciation (2) Capital gains, change in deferred tax, provisions, share based payments

Net Financial Position

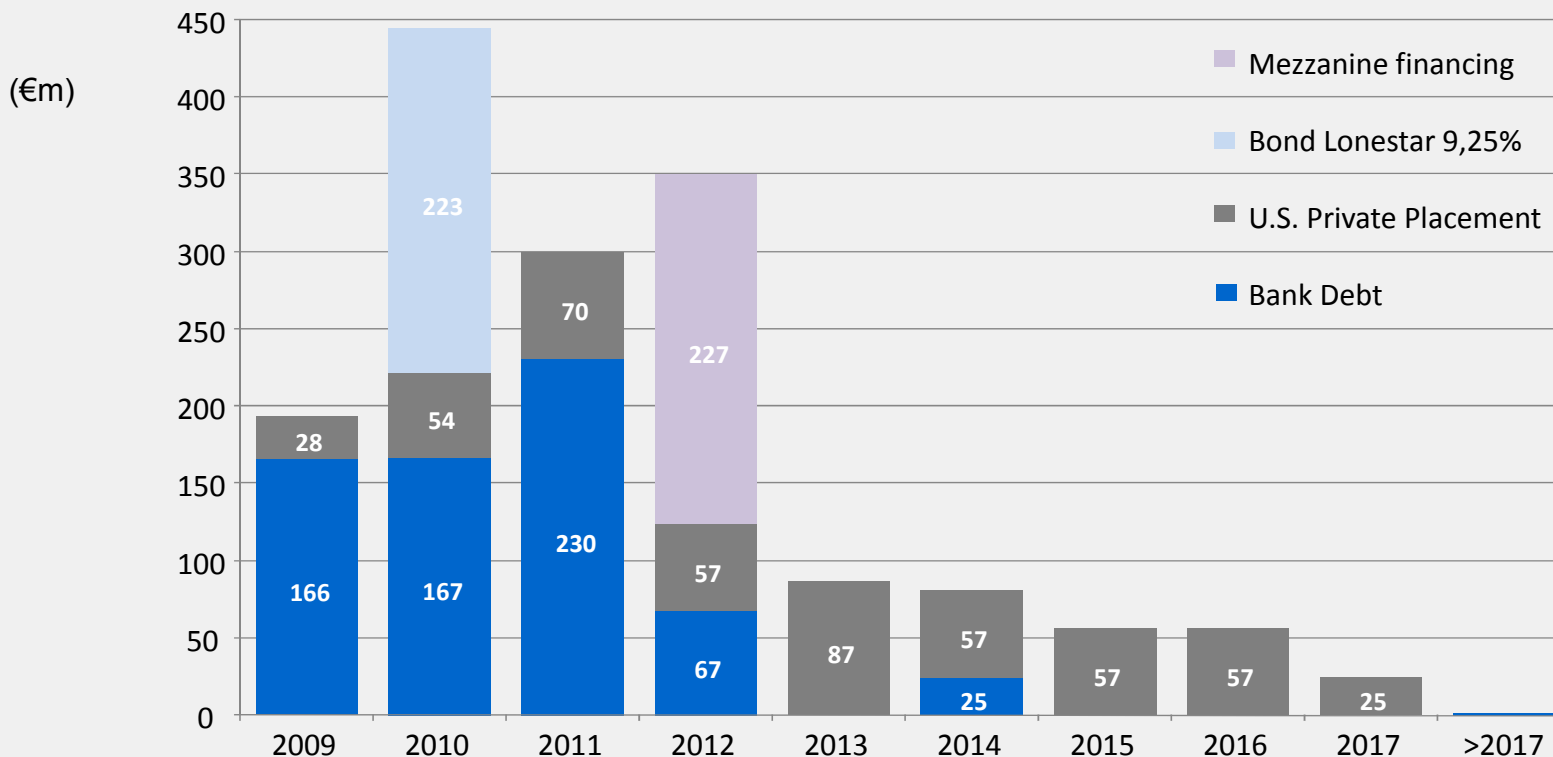
EURm	Jun 09	Dec 08	Δ
	abs		
Cash and short-term financial assets	409.8	591.5	(181.7)
Short-term debt	(638.5)	(212.0)	(426.5)
Net short-term cash (debt)	(228.7)	379.5	(608.2)
Long-term financial assets	19.7	23.3	(3.6)
Long-term debt	(1,074.8)	(1,462.5)	387.7
Net debt	(1,283.8)	(1,059.7)	(224.1)

Gross debt breakdown (€m 1,713.3)



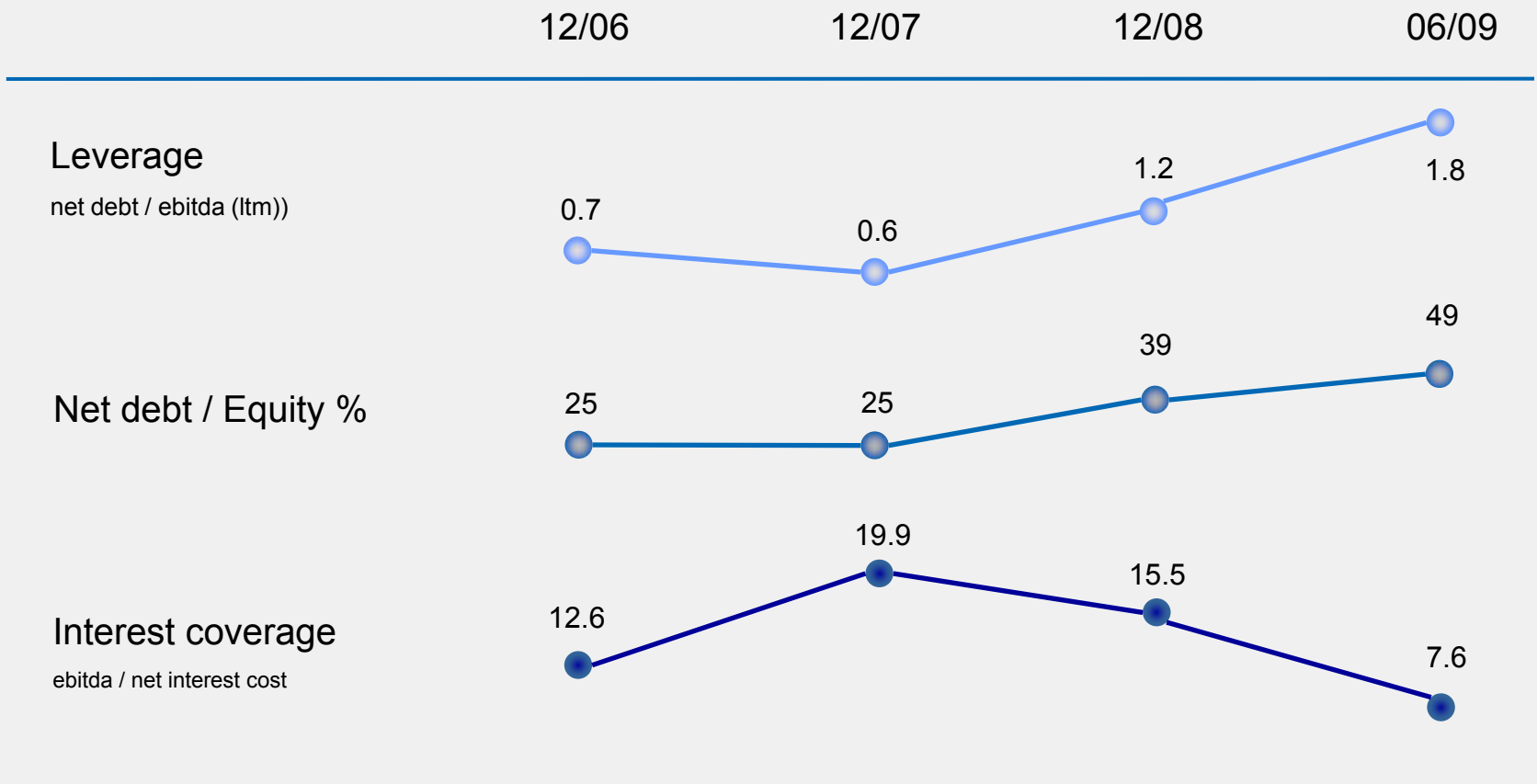
Debt maturity profile

- Bank debt and financing stood at €1,597m at June end
- As of June 2009 the Group had €499m of undrawn committed facilities (€237m at Buzzi Unicem, €262m at Dyckerhoff)
- In July 2009 Dyckerhoff completed a *Schuldschein* in two tranches for a total amount of €175m and with a maturity of 4 years
- In July 2009 Buzzi Unicem obtained a fully drawn bank loan for €150m expiring in 2014





Financial condition

- €520m Capex in FY 08, of which €283m invested for capacity expansion projects (mainly US, Russia, Mexico)
- €335m for equity investments in Algeria, Italian and US subsidiaries and Dyckerhoff shares
- Deteriorating ratios due to results decline; nevertheless leverage conditions remain sound





Continuous Improvement Measures in the US, Italy...

	Action / Comments	Total Effects on EBITDA (€m)	Achievement
USA	Independence, KS ■ Shutdown of clinker/cement production	c. €25m - €35m	
	New Orleans, LA ■ Shutdown of slag production		
	Oglesby, IL ■ Mothball clinker/cement production		
	Active sites ■ Optimized maintenance spending		
	All active locations ■ Labor productivity		
Italy	Shutdown of Santarcangelo Plant ■ Reduction of operational, overhead and personnel costs ■ Cost production optimization	c. €7m - €9m	
	Reduction in Personnel Expenses		
	Reduction in Maintenance Costs		










Note: Shaded area in "Achievement" column indicates progress made on total

...and Europe

	Action/Comments	Total Effects on EBITDA (€m)	Achievement
Central Europe	Production Network <ul style="list-style-type: none"> Centralization of 3 concrete branch offices in Mid-/ West-Germany 	c. €7m - €9m	
	Sales <ul style="list-style-type: none"> Luxembourg: Installation of new cement and slag mill to increase grinding capacity and energy reduction 		
	Reduction in Personnel Expense		
	Reduction in Maintenance Expense		
Eastern Europe	Fuels <ul style="list-style-type: none"> Russia: <ul style="list-style-type: none"> New capacity of approx. 1.200 kt/a cement. Start of operations Q2 2010 Temporary shut down of old wet kiln capacity <ul style="list-style-type: none"> Cost savings in 2010 wet vs. dry kiln Ukraine: <ul style="list-style-type: none"> Installation of coal mills to substitute expensive gas. Start of operations scheduled for 2Q 2010 	c. €15m - €20m	
	Operational Expenses <ul style="list-style-type: none"> Temporary concrete plant closure 		
	Reduction in Personnel Expenses and Outside Services		
	Reduction in Advertising, Entertainment and Training and Development Expenses		
	Reduction in Maintenance Expenses		

Note: Shaded area in "Achievement" column indicates progress made on total

Trading outlook Year 2009

		Δ Volume %	Δ Price
	Italy	-14 / -16	--
	United States of America	-18 / -20	-
	Germany	-12 / -15	+
	Luxembourg	-12 / -15	+
	Czech Republic	-15 / -18	+
	Poland	-6 / -9	+
	Ukraine	-43 / -46	-
	Russia	-35 / -38	---
	Mexico	0 / +3	+

Note: Prices in local currency

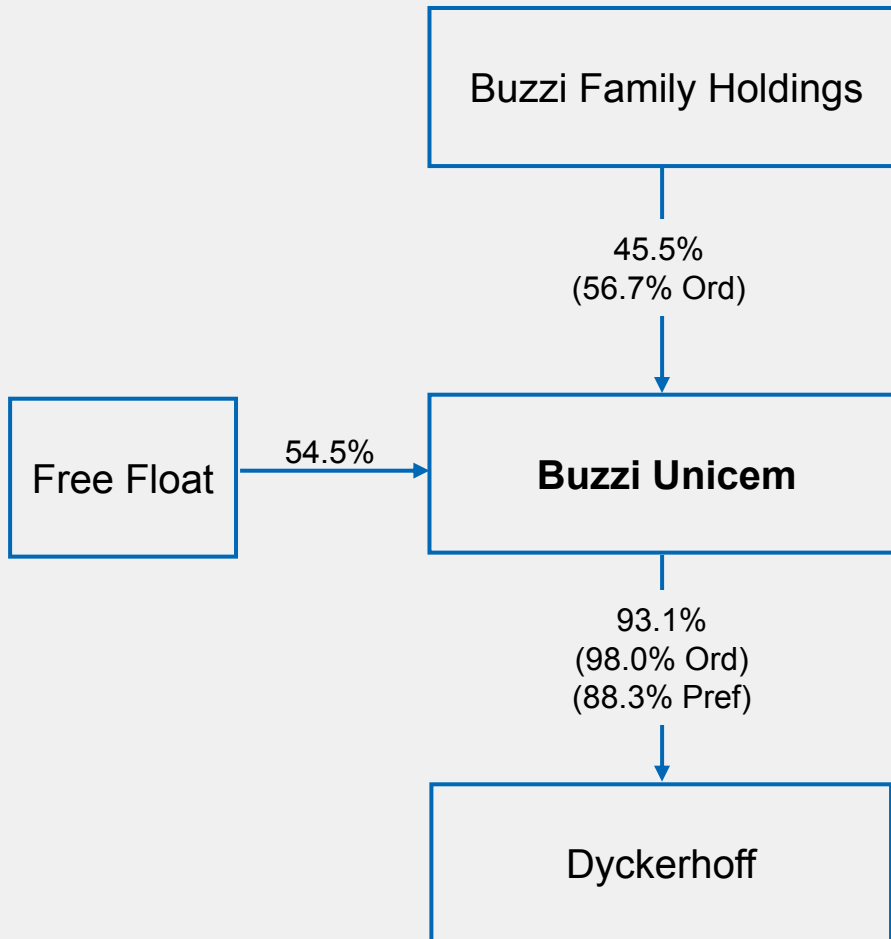
Company profile & strategies

Buzzi Unicem at a Glance

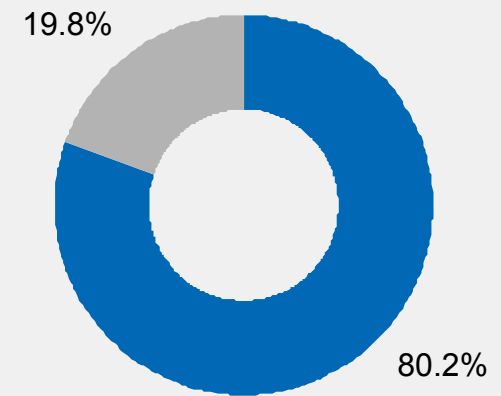
- International multi-regional, “heavy-side” group, focused on cement, ready-mix and aggregates
- Dedicated management with long-term vision for the business
- Highly efficient, low cost producer with strong and stable cash flows
- Successful geographic diversification with leading positions in attractive markets
 - Italy (# 2 cement producer, 16% market share), US (# 5 cement producer, 9% market share), Mexico (# 4 cement producer, 11% market share), Germany (# 2 cement producer, 15% market share)
 - Significant positions in Luxembourg, The Netherlands, Poland, Czech Republic, Slovakia, Russia and Ukraine, as well as entry point in Algeria
- High quality and environmentally friendly assets
- Leading product and service offering
- Conservative financial profile and balanced growth strategy

“Value creation through lasting, experienced know-how and operating efficiency”

Lean and direct ownership

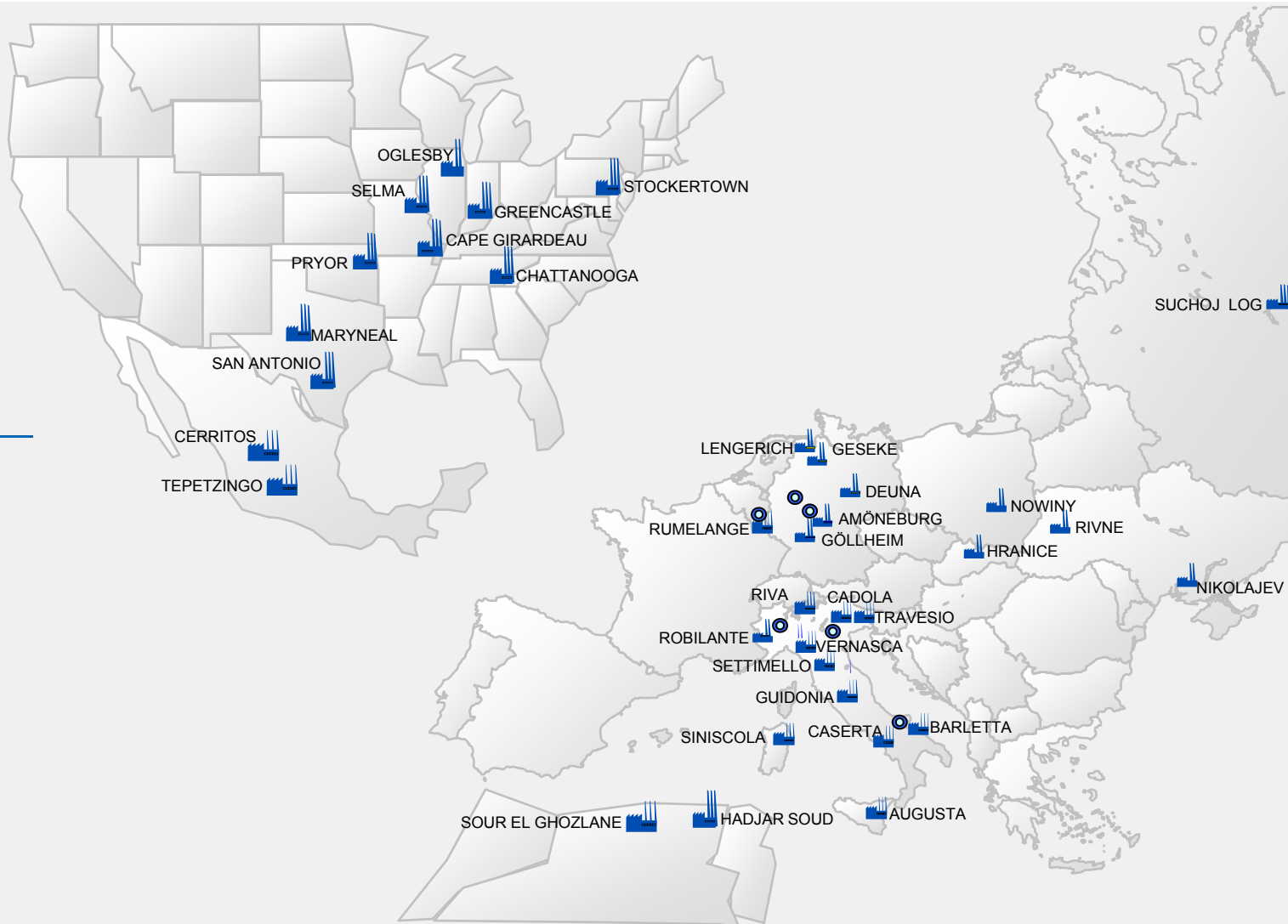
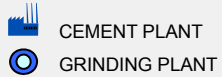


Share capital	
■ Ordinary	165,349,149
■ Savings	40,711,949
Total shares	206,061,098



As of September 09

Cement plants location and capacity



	m ton
 Italy	10.8
 United States	10.2
 Germany	7.0
 Luxembourg	1.0
 Poland	1.6
 Czech Rep.	1.1
 Ukraine	3.0
 Russia	2.4
 Mexico <small>(100%)</small>	5.0
 Algeria <small>(100%)</small>	2.1

Roll-out of additional capacity by project

			2009	2010	2011	2012	2013	2014	Add	Replace	
			mt	mt	mt	mt	mt	mt	mt	mt	
Start-up											
COMPLETED	USA	Selma	Aug-09	0.6	1.0	0.2					1.8
							0.2	0.2		0.4	
	LUX	Esch	Oct-09	0.1	0.1	0.2				0.4	
	UKR	Volyn kiln # 6	Mar-09			0.2	0.2			0.4	
ONGOING	RUS	Suchoi Log (1)	2Q10				0.4	0.5	0.3	1.2	
	MEX	Apazapán	4Q10			0.5	0.2			0.7	
POSTPONED	RUS	Akbulak	tbd							2.2	
	GER	Amöneburg	tbd							0.2	
	UKR	Volyn 2 (brownfield)	tbd							1.2	0.9
Total				0.7	1.1	1.1	1.0	0.7		6.7	2.7

(1) The new kiln will initially replace existing capacity and run close to full capacity from commissioning date.

USA: River 7000

- The new Selma production line started production in August 2009, replacing 1.3mton of current capacity and adding 1.0mton of new spare capacity
- Variable cost structure will be improved, even when running at reduced capacity
- Total cost for the investment (\$367 million) financed with no additional indebtedness
- Plants closure (Independence ~300kton, New Orleans ~550kton, Oglesby temporary closure ~650kton) to support Selma production in weak environment
- US market nominal overcapacity is expected to be followed by further shutdowns
- US import still declining into 09



Overview of new line



Kiln line



Raw material deposits

Russia: Suchoi Log expansion

- The SL5 project is to be commissioned by 1H 2010, expanding capacity by 1.2mton (+50%)
- The new brownfield production line will add variable cash costs only, leveraging on the current staff and strengthening the profitability scenario in the country
- Serving the Ural region markets, with sales mainly direct toward commercial and infrastructures
- Local demand less affected by credit crunch as in Moscow or St. Petersburg area
- Given the high levels of profitability reached, prices in the area are softening (oil-well and specialty cements, representing 30% of sales, sold at premium price)



Overview of new line



Tower and kiln basement



Cement mill and delivery station

Mexico: Apazápan greenfield

- Capacity of 1.3 mt/yr in the state of Veracruz, to expand the geographical portfolio within the nation
- Capital budget \$m 280, commissioning 4Q 2010: new plant to be on stream when market recovery is expected to materialize
- Medium-long term market perspectives remain sound: affordable housing program and infrastructures to drive cement consumption
- Leveraging on previous successful “Mexican stories” (technology, project team, management, market knowledge)

