



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

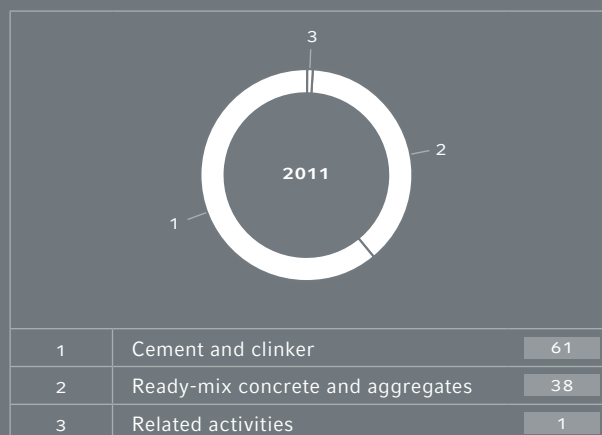


<b>ITALY</b>	Buzzi Unicem, Unical, Cementi Moccia (50 %), Laterlite (33 %), Addiment Italia (50 %)
<b>GERMANY</b>	Dyckerhoff, Deuna Zement, Dyckerhoff Beton
<b>LUXEMBOURG</b>	Cimalux
<b>NETHERLANDS</b>	Dyckerhoff Basal Nederland
<b>POLAND</b>	Dyckerhoff Polska
<b>CZECH REPUBLIC AND SLOVAKIA</b>	Cement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

## Key Figures

		2005	2006	2007	2008	2009	2010	2011
Cement sales	t/000	32,245	33,320	34,067	32,093	25,548	26,570	28,216
Concrete sales	cm/000	15,649	16,542	17,096	16,996	13,893	14,379	15,066
Aggregate sales	t/000	7,794	9,442	14,050	12,280	10,031	10,651	12,399
Sales revenue	€ m	2,951.4	3,205.0	3,496.1	3,520.2	2,671.8	2,648.4	2,787.4
Capital expenditures	€ m	243.1	254.0	527.4	853.3	389.9	268.2	156.6
Headcount at year end	no.	11,805	11,054	11,520	11,845	11,269	11,316	10,956

**Sales Revenue by Line of Business**  
(in %)



**Sales Revenue by Region**  
(in %)



**Sales Revenue**  
(in million of EUR)

2005		2,951.4
2006		3,205.0
2007		3,496.1
2008		3,520.2
2009		2,671.8
2010		2,648.4
2011		2,787.4

**Capital expenditures**  
(in million of EUR)

2005		243.1
2006		254.0
2007		527.4
2008		853.3
2009		389.9
2010		268.2
2011		156.6

**Cement Plants Location**  
as of December 31, 2011



**Operating structure**

		ITA	GER	LUX	NLD	POL	CZE/SVK	UKR	RUS	USA	MEX <sup>1</sup>	Total
Cement plants	no.	14	7	2	–	1	1	2	1	8	3	39
of which grinding	no.	3	2	1	–	–	–	–	–	–	–	6
Cement capacity	Mio t/yr	10.8	7.2	1.4	–	1.6	1.1	3.0	3.6	9.5	6.3	44.5
Ready-mix batch plants	no.	160	129	–	16	30	82	6	–	78	57	558
Aggregate quarries	no.	14	3	–	2	–	10	–	–	6	2	37
Terminals and deposits	no.	6	–	–	–	1	–	3	–	31	–	41

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

<sup>1</sup> figures at 100 %

## Italy

		2011	2010	11/10
				var %
Cement sales	t/000	5,799	6,480	-10.5
Concrete sales	cm/000	4,106	4,638	-11.5
Aggregate sales	t/000	2,503	2,884	-13.2
Sales revenue	€ m	568.1	614.2	-7.5
Capital expenditures	€ m	22.4	30.8	-27.3
Headcount at year end	no.	1,887	1,963	-3.9

### NUMBERS & FACTS

Cement production capacity 10.8 million tons, 14 plants, 6 terminals/deposits, 160 ready-mix concrete plants, 14 aggregate quarries.



## Germany

		2011	2010	11/10
				var %
Cement sales	t/000	5,409	4,797	12.8
Concrete sales	mc/000	4,043	3,170	27.5
Aggregate sales	t/000	649	467	39.0
Sales revenue	€ m	636.6	548.5	16.1
Capital expenditures	€ m	29.0	26.6	9.0
Headcount at year end	no.	1,822	1,756	3.8

### NUMBERS & FACTS

Cement production capacity 7.2 million tons, 7 plants, 129 ready-mix concrete plants, 3 aggregate quarry.



## Luxembourg

		2011	2010	11/10
				var %
Cement sales	t/000	1,319	1,079	22.2
Sales revenue	€ m	112.8	92.3	22.2
Capital expenditures	€ m	2.2	8.0	-72.5
Headcount at year end	no.	157	156	0.6

### NUMBERS & FACTS

Cement production capacity 1.4 million tons, 2 plants.



## Netherlands

		2011	2010	11/10
				var %
Concrete sales	cm/000	947	914	3.6
Aggregate sales	t/000	3,290	3,737	-12.0
Sales revenue	€ m	109.7	113.2	-3.0
Capital expenditures	€ m	2.3	2.2	4.5
Headcount at year end	no.	287	287	-

### NUMBERS & FACTS

16 ready-mix concrete plants, 2 aggregate quarries.



## Poland

		2011	2010	11/10
				var %
Cement sales	t/000	1,614	1,497	7.8
Concrete sales	cm/000	1,020	871	17.1
Sales revenue	€ m	144.0	129.3	11.4
Capital expenditures	€ m	2.2	2.3	-4.3
Headcount at year end	no.	389	411	-5.4

### NUMBERS & FACTS

Cement production capacity 1.6 million tons, 1 plant, 1 terminal, 30 ready-mix concrete plants.



## Czech Republic and Slovakia

		2011	2010	11/10
				var %
Cement sales	t/000	959	760	26.2
Concrete sales	cm/000	1,715	1,529	12.2
Aggregate sales	t/000	1,575	1,530	2.9
Sales revenue	€ m	172.0	159.4	7.8
Capital expenditures	€ m	3.0	5.2	-42.3
Headcount at year end	no.	871	908	-4.1

### NUMBERS & FACTS

Cement production capacity 1.1 million tons, 1 plant, 82 ready-mix concrete plants, 10 aggregate quarries.



## Ukraine

		2011	2010	11/10
				var %
Cement sales	t/000	1,902	1,534	24.0
Concrete sales	cm/000	166	135	23.0
Sales revenue	€ m	112.5	81.5	37.9
Capital expenditures	€ m	14.4	46.2	-68.8
Headcount at year end	no.	1,617	1,653	-2.2

### NUMBERS & FACTS

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



## Russia

		2011	2010	11/10
				var %
Cement sales	t/000	2,434	1,820	33.7
Sales revenue	€ m	175.5	124.1	41.4
Capital expenditures	€ m	36.8	76.2	-51.7
Headcount at year end	no.	1,049	1,190	-11.8

### NUMBERS & FACTS

Cement production capacity 3.6 million tons, 1 plant.



## USA

		2011	2010	11/10
				var %
Cement sales	t/000	6,177	6,275	-1.6
Concrete sales	cm/000	2,192	2,222	-1.4
Aggregate sales	t/000	4,267	1,758	142.7
Sales revenue	\$ m	776.6	796.6	-2.5
Capital expenditures	\$ m	33.6	46.9	-28.4
Headcount at year end	no.	2,290	2,410	-5.0

### NUMBERS & FACTS

Cement production capacity 9.5 million tons, 8 plants, 31 terminals, 77 ready-mix concrete plants, 6 aggregate quarries.



## Mexico<sup>1</sup>

		2011	2010	11/10
				var %
Cement sales	t/000	5,570	4,904	13.6
Concrete sales	mc/000	1,752	1,800	-2.7
Aggregate sales	t/000	230	550	-58.1
Sales revenue	\$ m	662.3	565.8	17.1
Capital expenditures	\$ m	56.3	102.0	-44.8
Headcount at year end	no.	1,174	1,164	0.9

### NUMBERS & FACTS

Cement production capacity 6.3 million tons, 3 plants, 57 ready-mix concrete plants, 2 aggregate quarry.



<sup>1</sup> figures at 100 %



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

TELEPHONE +39 0142 416.111

[WWW.BUZZIUNICEM.IT](http://WWW.BUZZIUNICEM.IT)