



**Ciments Français**  
Italcementi Group

Tour Ariane  
92088 Paris La Défense cedex  
France

Tél. : 33 (0)1 42 91 75 00  
Fax : 33 (0)1 47 74 59 55  
Télex Cimfran 610 823 F

EXEMPTION NUMBER FILE N° 82.3336



Securities and Exchange  
Commission  
Office of International  
Corporate Finance  
450 Fifth Street, N.W.  
WASHINGTON, DC 20549

Paris la Défense,  
February 04th 2005

**Re : Informations Furnished  
Pursuant to Rule 12g3 - 2 (b) Exemption  
Under the Securities Exchange Act of 1934**

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OFFICE OF INTERNATIONAL  
CORPORATE FINANCE

Please find hereby the last information given to our shareholders :

SUPPL

Press Information :

- February 03th

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FEB 23 2005

Sincerely yours.

THOMSON  
FINANCIAL

**Finance Department Manager**

**F. MOREAU**

**Personal copy : Miss Sandra FOLSON**



## 2004 CONSOLIDATED SALES

Paris, 3 February 2005 – Consolidated sales in 2004 amounted **3,060.5 million euros**, a rise of 5.6% compared to 2003 and 7.7% on a like-for-like basis. The unfavourable exchange rate impact was -2.6% (75.4 million euros) and the change in consolidation scope impact +0.5%.

### BREAKDOWN BY GEOGRAPHIC AREA

In € M	December 31 <sup>st</sup>			
	2004	2003	%	% (1)
European Union	1,771.5	1,691.1	4.8	4.9
<i>of which France</i>	<i>1,272.0</i>	<i>1,178.3</i>	<i>8.0</i>	<i>7.2</i>
North America	553.6	525.5	5.3	15.8
Asia (2)	218.7	186.2	17.4	14.0
Other countries	516.6	496.1	4.1	6.5
<b>TOTAL</b>	<b>3,060.5</b>	<b>2,898.9</b>	<b>5.6</b>	<b>7.7</b>

(1) On a like-for-like basis

(2) Thailand, India and Kazakhstan since 2004.

### BREAKDOWN BY BUSINESS

In € M	December 31 <sup>st</sup>			
	2004	2003	%	% (1)
Cement and Clinker	1,992.3	1,864.3	6.9	9.6
Aggregates/Ready-Mixed Concrete	987.6	950.7	3.9	4.5
Other	80.6	83.9	(3.8)	3.9
<b>TOTAL</b>	<b>3,060.5</b>	<b>2,898.9</b>	<b>5.6</b>	<b>7.7</b>

(1) On a like-for-like basis

Consolidated sales trends in 2004 continued to be positive compared to 2003 in all the Group's business lines and geographic areas, although the pace of growth was more measured in the second half of the year.

Business remained buoyant in all domestic markets with the exception of Greece which, as expected, experienced a slowdown after the ending of Olympic Games construction activities. Growth was particularly strong in France, North America and Asia. The rise in volumes was accompanied by generally positive price trends.

Consolidated sales figures were affected by a negative exchange rate impact due mainly to the depreciation of the dollar and the baht against the euro.

The change in the consolidation scope mainly reflected the inclusion of the Kazakhstan subsidiary's sales.

**On the internet :**

**Ciments Français : [www.cimfra.com](http://www.cimfra.com)  
Italcementi : [www.italcementigroup.com](http://www.italcementigroup.com)**

**Ciments Français  
Tour Ariane  
92088 Paris la Défense cedex  
Tel : +33(0)1 42 91 75 00  
Fax : + 33(0)1 42 91 77 20**

**Investors Relations:  
Tel : +33(0)1 42 91 76 76  
Media Relations:  
Tel :+33(0)1 42 91 75 20**



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