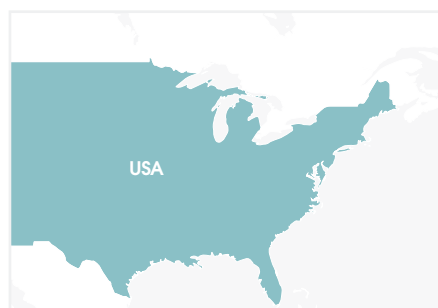


## United States of America

# Strong sales performance as recovery gains pace

With construction spending on the rise for the third year running, the USA market continues to drive growth for the Group, both in turnover and profitability.

### Location



### Principal products



Cement



Ready-mix concrete



Aggregates



Fly ash



Building blocks

### Employees



1,867

### Business activities

#### Cement plants

2

#### Ready-mix plants

88

#### Concrete block plants

9

#### Quarries

7

#### Distribution terminals

15

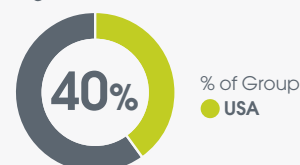
#### Fly ash processing plants

9

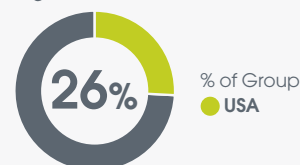
### Performance summary

- Growth in construction sector for a third successive year
- Above national average growth recorded in TITAN's regions of operation
- The USA accounts for more than one-third of Group turnover and an increasing share of the Group's EBITDA
- Turnover: €469 million +14% year-on-year
- EBITDA: €46.5 million +45% year-on-year
- Many awards received for our environmental and community practices
- Sustainability of concrete (LEED US Certification Standard for buildings)
- Continuation of Health and Safety programs have seen a significant improvement in LTIFR for contractors

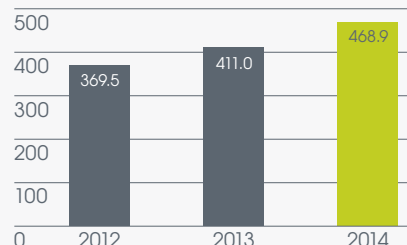
Regional turnover **€469 million**



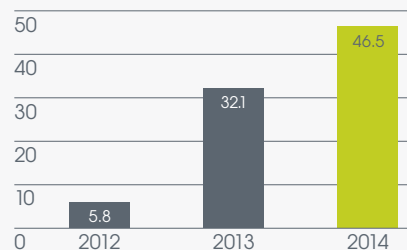
Regional EBITDA **€46.5 million**



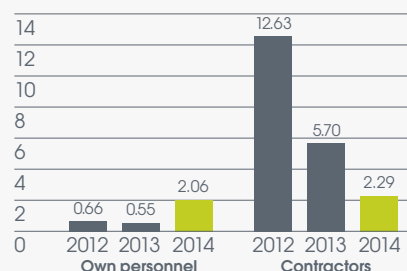
#### Turnover €m



#### EBITDA €m



#### Lost Time Injury Frequency Rate LTIFR



## Management review

### Market overview

Demand for building materials continues to recover:

- overall construction spend was up by 5.6% in 2014 to \$961 billion;
- private construction increased by 7.2%; and
- private residential construction was up 4.1%.

The Portland Cement Association (PCA) reported that cement consumption in the South Atlantic States (including Virginia, the Carolinas and Florida), where TITAN's US plants are located, rose 11.1% in 2014, 2.0% ahead of the national average – cement consumption across the USA as a whole grew by 9.1% in 2014 to 89 million metric tons.

### Regional performance

In 2014, our sales increased across the whole range of building materials we produce, driven by strong growth in Florida. Combined with improved pricing, this led to a significantly better financial performance, with turnover up 14% to €469 million and EBITDA at €46.5 million, 45% up on 2013.

Demand remains strong for our fly ash product, ProAsh®, and our Group subsidiary, ST Equipment & Technology LLC, continued its focus on growth in 2014. The business produces and operates fly ash processing equipment and is also stepping up its investments in research and development to expand its operations to the processing of other minerals.

TITAN's operations in the USA continue to focus on sustainability initiatives that create long-term value for us, our stakeholders and the environment. We believe this is an important part of positioning our business for growth.

Two of our ready-mix plants received National Ready-Mix Association (NRMCA) Green Star certification in 2014 (Oceana and Airport) and three plants were recertified (Bryan Park, Clear Brook and Suffolk). Our Roanoke and Pennsuco cement plants received EnergyStar certification for the sixth consecutive year, underlining our commitment to protecting our climate through superior energy efficiency. In addition, both plants received "Wildlife at Work" recertification, which is valid for three years, and "Corporate Lands for Learning" certification.

The Roanoke cement plant also achieved top honors at the Cement Industry Energy and Environment Awards for Overall Environmental Excellence. This acknowledges that they have demonstrated excellence in multiple categories, including Land Stewardship, Energy Efficiency, Environmental Performance, Outreach and Innovation.

### Outlook for 2015



While bad weather has hampered construction in the early part of 2015, the market continues to improve within the context of a broader economic recovery.

The PCA forecasts growth in cement consumption of around 8% per year between 2015 and 2017, driven by demand in the residential sector and positive trends in the commercial sector. It estimates even higher growth rates in the Southern states, where the largest share of our operations are located.

We are increasing our capital expenditure to ensure that we can meet this higher demand and improve our competitiveness in the market.

In 2015, we are renewing our methods of transportation with low-energy alternatives, and further developing our Health and Safety leadership schemes. We will also complete a materiality assessment and develop a new action plan for sustainability aligned with TITAN Group priorities and local needs.