

## UNITED CEMENT GROUP (UCG)

### Selected performance indicators

In thousand US Dollars	AUDITED YEAR* Jan to Dec 2013	AUDITED YEAR* Jan to Dec 2012	AUDITED YEAR* Jan to Dec 2011	AUDITED YEAR* Jan to Dec 2010	AUDITED YEAR* Jan to Dec 2009	AUDITED YEAR** Jan to Dec 2008	AUDITED YEAR** Jan to Dec 2007
Cement sales (in tons)	3 452 078	3 913 455	4 529 169	4 419 851	4 058 825	4 970 681	5 102 594
<i>Condensed Consolidated Statement of Comprehensive income</i>							
Revenue	320 597	309 288	370 836	312 347	299 934	557 243	472 107
<u>Gross profit</u>	<u>84 539</u>	<u>48 743</u>	<u>90 159</u>	<u>73 063</u>	<u>94 427</u>	<u>208 582</u>	<u>250 150</u>
Other income/ (expense)	3 397	1 787	4 210	-2 320	1 889	1 055	-421
Distribution expenses	-6 778	-4 286	-5 803	-5 662	-6 457	-5 102	-7 588
Administrative expenses	-23 122	-88 901	-33 380	-112 224	-30 295	-46 824	-22 580
Impairment loss	-41 000	-61 388	-18 632	-7 188	0	0	0
Loss on disposal of subsidiary	0	-6 528	0	0	0	0	0
<u>Operating profit</u>	<u>17 036</u>	<u>-110 573</u>	<u>36 554</u>	<u>-54 331</u>	<u>59 564</u>	<u>157 711</u>	<u>219 561</u>
<b>Net (loss)/ profit</b>	<b>-54 321</b>	<b>-123 120</b>	<b>-32 822</b>	<b>-109 577</b>	<b>800</b>	<b>63 806</b>	<b>171 380</b>
Normalized EBITDA	70 598	28 795	76 860	-23 499	77 648	171 781	156 447
<i>Condensed Consolidated Statement of Cash Flows</i>							
Cash flow from continued operating activities	37 147	27 575	45 533	50 303	66 092	75 870	171 763
Cash flow from discontinued operating activities	0	-16 044	0	0	0	0	0
Cash flows from continued investing activities	-18 202	-15 827	-20 154	-47 760	-25 023	-76 791	-138 996
Cash flows from discontinued investing activities	0	-1 198	0	0	0	0	0
Cash flow from continued financing activities	-2 274	-7 069	-26 117	-7 580	-10 344	-60 851	5 579
Cash flow from discontinued financing activities	0	0	0	0	0	0	0
Effect of exchange rate fluctuations on cash and cash equivalents	-4 728	166	-804	-1 938	-4 088	2 804	-3 874
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>11 943</b>	<b>-12 397</b>	<b>-1 542</b>	<b>-6 975</b>	<b>26 637</b>	<b>-58 968</b>	<b>34 472</b>
Cash and cash equivalents in YE	25 956	14 013	26 410	27 952	34 927	8 290	67 258

\* Extracted data from Consolidated financial statements ended 31 December 2013, 2012, 2011, 2010, 2009 audited by PricewaterhouseCoopers

\*\* Extracted data from Consolidated financial statements ended 31 December 2008, 2007 audited by KPMG