



Agenda

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Group Highlights

Trakya plant, Turkey





Cementir at a glance

€ 1.2 BN
Annual Sales

2,995 Employees 12% ROCE

€ 1.3 BN

Net capital employed

13.1 M tons

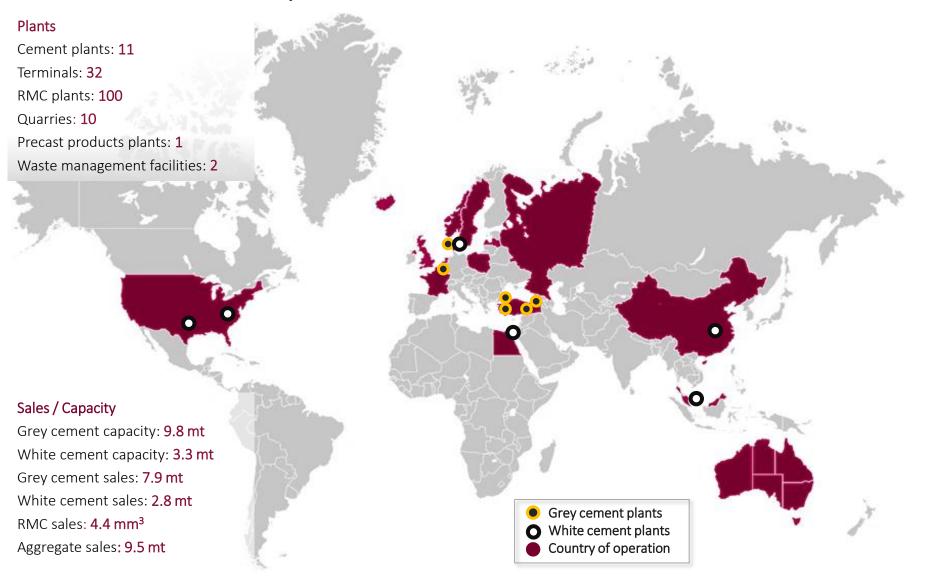
Cement Capacity

20% share*
White Cement globally





Cementir Industrial Footprint







Cementir operates in five business segments

Vertical integration in countries with grey cement presence



































GREY CEMENT

WHITE CEMENT

READY-MIXED CONCRETE

AGGREGATES

WASTE / OTHER *



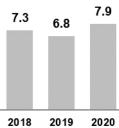


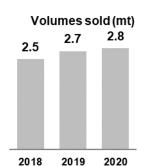




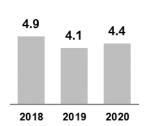


Volumes sold (mt)

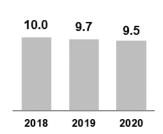




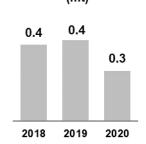
Volumes sold (mm³)



Volumes sold (mt)



Waste processed (mt)



2020 Figures

REVENUE = 779 M€ EBITDA = 208 M€ EBITDA margin = 27%

REVENUE = 391 M€ EBITDA = 35 M€ EBITDA margin = 9%

REVENUE = 92 M€ EBITDA = 31 M€ EBITDA margin = 33% REVENUE = 99 M€ EBITDA = -10 M€

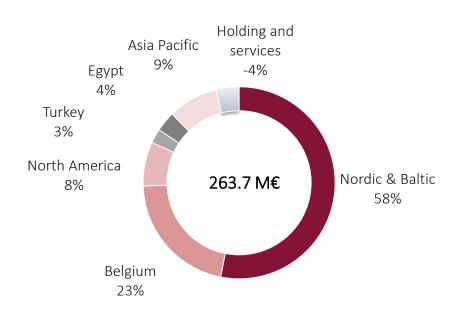




Strategy based on sustainable growth

- Strengthen white cement global leadership, focus on high-value added solutions and special cements (FuturecemTM)
- Significant green investments of 107 M€ over the 2021-2023 Industrial Plan period
- Improve profitability and operational efficiency with product innovation, digitalization of industrial processes and green investments
- Widen business portfolio by geography and product
- Leverage on unique vertically integrated platforms in the Nordics, Belgium and Turkey

2020 EBITDA breakdown



85% of Ebitda from mature markets (Currencies: EUR, USD, DKK, NOK, SEK)







White cement global leadership

Aalborg plant, Denmark





White Cement: unique competitive position







2.8 Mt White cement and clinker volumes sold in 2020



Local leadership and production

#1 in USA, Continental Europe, Oceania and South East Asia



25%Share of Global Traded flows

Global leader in trading flows
In 2020, out of 2.8 Mt of total volumes sold, 1.3 Mt were exported



20+ countries *Local market presence*

Local sales force and/or controlled logistic setup in 20 key target markets

80+ countries

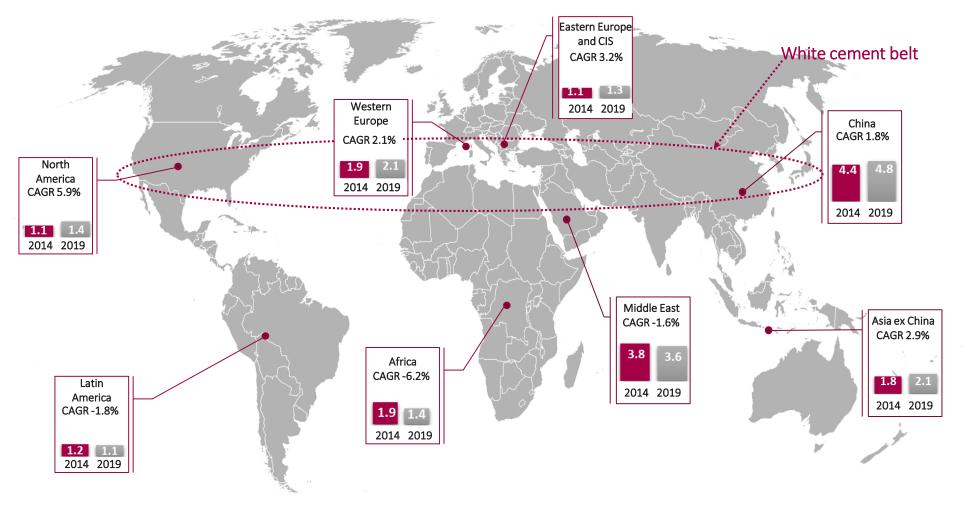
Commercial Presence

Sales in more than 80 countries





White cement consumption by Region (Mt)

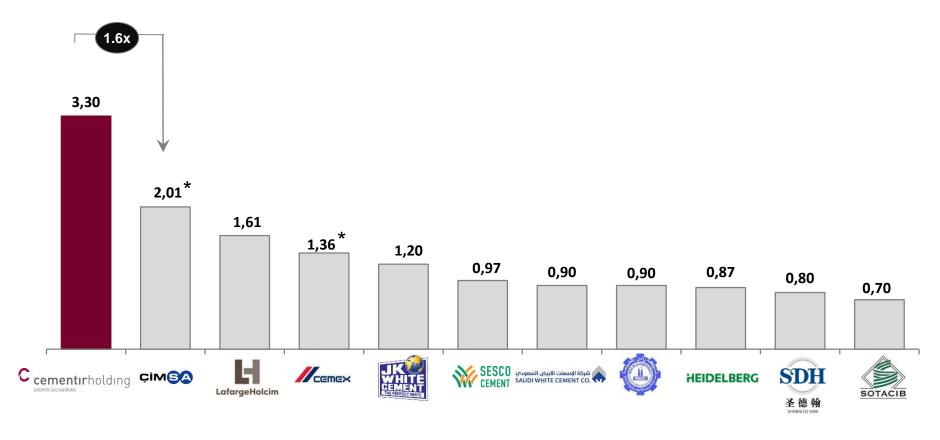


Global consumption: 18 Mt in 2019

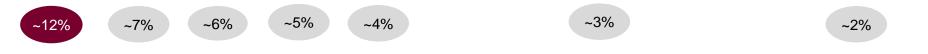




Largest white cement manufacturers' capacity (Mt - 2019)



Share of global white cement capacity (Total = 28.4 Mt)



Source: Cementir estimates, CW Research.







Unlimited applications of White Cement

Segments:

1.Pre-stressed and Ordinary Reinforced Precast

2. Precast Products

3. Artificial Stones

4.GRC (Glass Fiber Reinforced

Concrete)
5.UHPC (Ultra High-Performances

Concrete)

6.Dry Mix Mortars

7.RMC



1. Pre-stressed concrete façade: Chengdu Jingchuan Office Building, China





3. Artificial stone: Villa façade application, France



4. GRC façade: Changsha Meixihu Art Museum, China | Zaha Hadid Architects



5. UHPC staircase in Per Aarsleff office building, Denmark



Self levelling floor screed | Stucco



7. Cast in-situ concrete: Huai'an Shilian Chemical Plant, China | Architect: Alvaro Siza





Cementir key innovations

FutureCEM[™]

Sustainable patented solution for cement, RMC and innovative products. Technology enables concrete with reduced clinker content (greener) and by exploiting two largely available materials on earth (sustainable).







3 demo projects done in Denmark product launch in January 2021

Ultra-high Performance Concrete (UHPC)

Ready-to-use, selfcompacting RMC products for very high aesthetical, mechanical and durability performance – wet-cast casting method – semistructural or structural



Aalborg Extreme® Light 120 in the market since October 2018

Glass Fiber Reinforced Concrete (GFRC)

Ready-to-use, high performance mortar products for very high aesthetical – primary focus is surface detail and finishing – wet-cast casting or sprayed method – semi-structural



Product in the pipeline: in the market since December 2019

3D Concrete printing

Ready-to-use, high performance RMC mortar products for 3D printing technology – primary focus is buildability and surface finishing – structural, semistructural and non-structural



Product under development



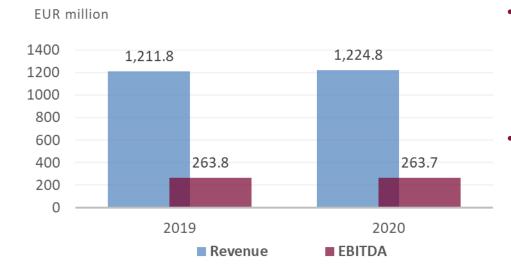


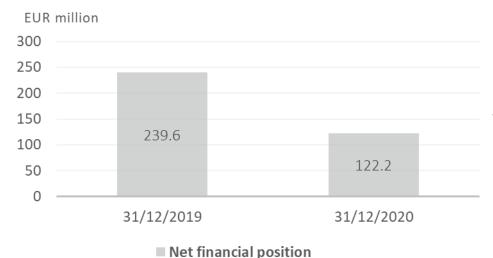
2020 Results and 2021 Guidance





FY 2020 results highlights





- Revenues increased by 1.1% to 1,224.8 M€ mainly due to positive performance in Turkey and Egypt
 - Cement volumes sold were up by 13% thanks to a +39% increase in clinker and cement volumes in Turkey
- EBITDA unchanged at 263.8 M€ including a 0.6 M€ net oneoff positive impact (-6.1 M€ from settlement of previous transactions, equipment disposals and legal charges, +6.7 M€ of land revaluation). Recurring EBITDA increased by +2.2% yoy (*)
 - Higher EBITDA in Nordic & Baltic, Turkey, Egypt and China
 - Lower EBITDA in Belgium, USA and Malaysia
 - Progressive improvement in Turkey and stabilization of the Turkish Lira

Net Financial Position reached 122.2 M€

In the last twelve months the NFP declined by 117.4 M€.
 This figure includes around €10m one-offs due to share buyback and 2016 Cementir Italia anti-trust fine





Covid-19 impact in 2020

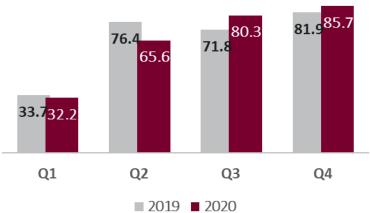
Around 20 M€ pandemic impact on EBITDA

Management actions to preserve profitability and cash

- ✓ Priority to health and safety (social distancing, turnover, smart working)
- ✓ Focus on cash preservation, particularly on:
 - Trade Receivables
 - Inventory levels
 - Cash collection flows
 - Available Cash
 - Sales volumes and customer orders
- ✓ Extraordinary cost containment and Capex deferral measures

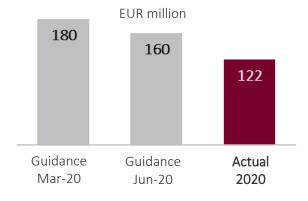
117.4 M€ yearly net debt reduction was better than forecast





Net Financial Position

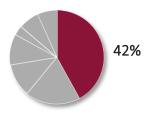
ACTUAL VS. GUIDANCE



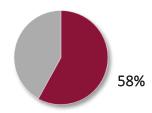




Nordic & Baltic



Share of **Group Revenue** 2020



Share of Group Ebitda 2020

EUR '000	2020	2019	Chg %
Revenue (*)	562,433	562,407	0.0%
Denmark	384,246	369,886	3.9%
Norway / Sweden	176,430	193,383	(8.8%)
Others (**)	58,298	57,207	1.9%
Eliminations	(56,541)	(58,069)	
EBITDA	151,921	135,532	12.1%
Denmark	131,440	112,180	17.2%
Norway / Sweden	17,378	20,111	(13.6%)
Others (**)	3,103	3,241	(4.3%)
EBITDA Margin %	27.0%	24.1%	

Denmark

- Both grey and white cement volumes up in the domestic market due to increased market activity and favourable weather conditions, with average prices up
- White cement exports up 5% with different country-mix of: higher deliveries to Poland, Germany, Finland and France and lower volumes to other countries; grey cement exports declined by 9% due lower sales in Norway and Iceland
- RMC volumes and prices moderately up
- EBITDA increased by 17%, driven by the cement business

Norway

- RMC sales volumes fell by 11%, due to lower construction activity as the domestic economy was impacted by oil price volatility and Covid19.
- Significant reduction in volumes in the first part of the year while they recovered in the final months of 2020
- Norwegian Krone lost 9% versus Euro avg. 2019 rate

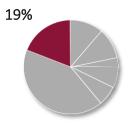
Sweden

- Favourable weather and robust construction market, RMC and aggregates sales volumes up 7%
- RMC prices in line with inflation, aggregate prices affected by product/ project mix

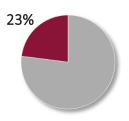




Belgium and France (*)



Share of Group Revenue 2020



Share of Group Ebitda 2020

EUR '000	2020	2019	Chg %
Revenue	253,237	261,724	(3.2%)
EBITDA	61,206	68,089	(10.1%)
EBITDA Margin %	24.2%	26.0%	

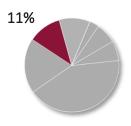




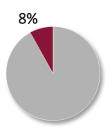
- Grey cement and clinker volumes fell by 3% (modest increase in Belgium, Germany and Luxembourg -6% in France and Netherlands,)
- After a 30% decline from March to May due to lockdown, a rebound in the second half with an avg. increase of 5.5%
- RMC volumes in Belgium and France down 9% YoY due to Covid-19 and postponement of some projects in France; prices up with inflation
- Aggregates volumes down 7.5% YoY with a flat H2, with stronger reduction in export markets (-16%)
- EBITDA declined by 10.1% to 61.2 M€



North America



Share of Group Revenue 2020



Share of Group Ebitda 2020

EUR '000	2020	2019	Chg %
Revenue	152,968	151,034	1.3%
EBITDA	21,299	24,068	(11.5%)
EBITDA Margin %	13.9%	15.9%	

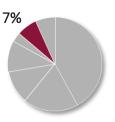


- White cement sales volumes were up 3% after a sharp contraction in April and May, due to Covid-19 and some delays in relevant projects. 12% volume rebound in the second half
- Different price trends by state
- EBITDA declined by 11.5% to 21.3 M€ also due to higher distribution and production costs, only partially offset by costs savings in SG&A

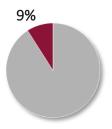




Asia Pacific



Share of Group Revenue 2020



Share of Group Ebitda 2020

2020	2019	Chg %
94,660	97,574	(3.0%)
54,912	53,197	3.2%
39,958	44,377	(10.0%)
(210)	0	
23,913	23,543	1.6%
17,098	15,595	9.6%
6,815	7,948	(14.3%)
25.3%	24.1%	
	94,660 54,912 39,958 (210) 23,913 17,098 6,815	94,66097,57454,91253,19739,95844,377(210)023,91323,54317,09815,5956,8157,948

China

- White cement and clinker sales volumes were in line with 2019.
 The drop in the first few months due to the pandemic was recovered from April, following measures taken by central government and local administrations
- EBITDA up by 9.6% thanks to higher sales prices and lower variable energy costs despite higher costs for raw materials and fixed plant costs

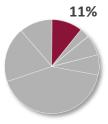
Malaysia

- White cement domestic sales declined by 24%, due to activity restrictions from March 18th to April 17th. Local market recovered in the final part of the year; prices aligned with inflation
- Export volumes declined by 9% due to the contraction in clinker to Australia despite increased exports to other Southeast Asian countries
- EBITDA declined by 14% due to lower volumes and higher fixed costs, partially compensated by lower fuel and electricity costs

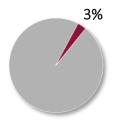




Turkey



Share of Group Revenue 2020



Share of Group Ebitda 2020

EUR '000	2020	2019	Chg %
Revenue	141,834	127,942	10.9%
EBITDA	6,830	(2,349)	390.8%
EBITDA Margin %	4.8%	-1.8%	

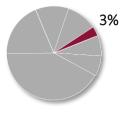


Turkey (*)

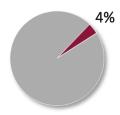
- Grey cement volumes increased by around 39%, with domestic sales volumes up 27% driven by reconstruction projects near Elazig and new infrastructure and residential projects in Trakya and Kars also supported by subsidized rate loans
- Exports more than doubled thanks to opportunities in new market in Africa and the Middle East
- Avg cement prices in local currency started to increase from July with different local trends
- RMC volumes increased by 47% YoY, with prices affected by higher competition
- 27% TRY devaluation versus Euro avg. 2019 rate
- Strong YoY EBITDA improvement, including 3.6 M€ net one-off income (6.4 M€ income in 2019 for land and building revaluation) (**)



Egypt



Share of Group Revenue 2020



Share of Group Ebitda 2020

EUR '000	2020	2019	Chg %
Revenue	43,364	35,789	21.2%
EBITDA	9,802	6,340	54.6%
EBITDA Margin %	22.6%	17.7%	



Egypt

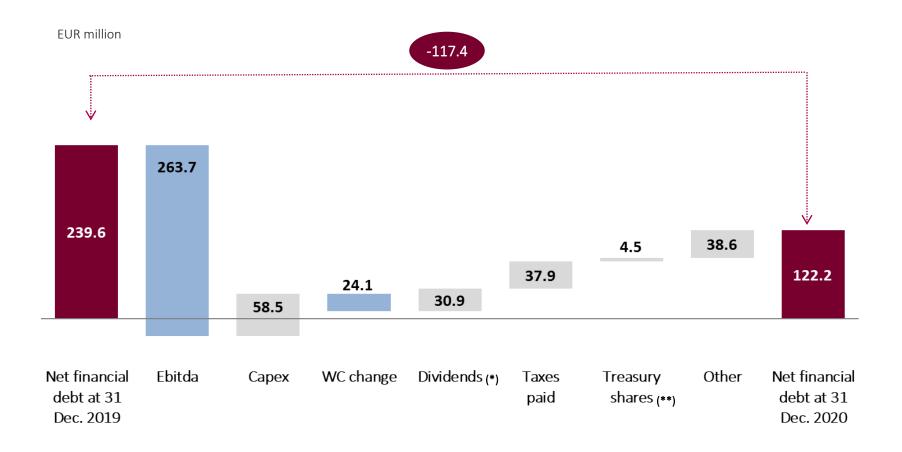
- White cement domestic volumes increased by 13% thanks to the significant recovery from June (+37%) which more than offset the previous months drop due to Covid-19
- White export volumes increased by 18% with higher sales in Europe and prices in dollars were flat
- EBITDA increased by 54.6% due to higher volumes and lower fuel purchasing costs, despite increased raw materials and maintenance costs
- EGP revaluated by 4.5% vs Euro on average





Net Financial Debt change

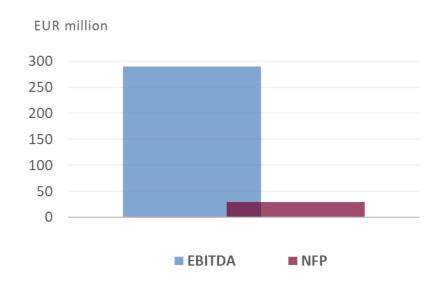
Net financial debt decreased by over **117 M€** year on year, after 58,1 M€ of Capex, 31 M€ of dividends and 10 M€ of one-offs between share buy back and settlement of previous transactions







2021 Full Year Guidance



- Revenues ~ 1,3 BN€
- EBITDA ~ 285-295 M€
- Net debt ~ 30 M€
- Capex ~ 95 M€

This forward-looking indication does not include new outbreaks of the Covid-19 pandemic in the coming months. The foregoing exclusively reflects the point of view of the company's management, and does not represent a guarantee, a promise, an operational suggestion or even just an investment advice.







Industrial Plan 2021-2023 update

Trakya plant, Turkey





Cementir Strategy

- ✓ Strengthen white cement global leadership, focusing on high-added value solutions and special cements (Futurecem[™])
- ✓ Improve profitability and operating efficiency
- ✓ Pursue product and geographic diversification
- ✓ Leverage on unique vertically integrated platforms in the Nordics, Belgium and Turkey

Sustainability

- 107 M€ (10% of mkt cap) green investments over the 2021-2023 Industrial Plan
- Increased use of alternative fuels and raw materials
- Push on district heating, waste heat recovery
- Full production of FuturecemTM

Innovation

- Leverage high-added value solutions and special cements (Futurecem[™])
- Develop new valueadded products through InWhite SolutionTM platform

Competitiveness

- Digitalization to drive efficiencies and process improvements
- Focus on operational excellence
- Lean manufacturing, logistics and maintenance the three focus areas

Growth and Positioning

- Strengthen white cement global leadership
- Improve local industrial and competitve footprint
- Further develop the trading business
- Seek M&A opportunities in core businesses





Our Sustainability journey since 2019

• New organizational set-up and Sustainability Governance in order to move from simple mandatory reporting to voluntary disclosure

- Established Sustainability Committee
- CO₂ emissions reduction targets to 2030, with yearly reduction goals included in Industrial Plan
- Definition of a CO₂ emissions reduction targets roadmap with a detailed action plan

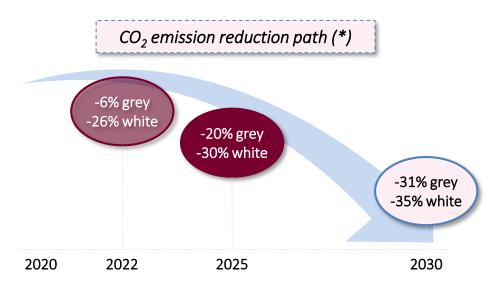


Upgraded to "B" rating from "F" by Carbon Disclosure Project





Target of \sim 30% CO₂ reduction by 2030



- Group roadmap and investments are defined to reach a CO₂ reduction target for grey cement below 500kg/t
- Taxonomy Regulation does not apply to white cement
- EU ETS IV to be released by Q2 2021

	Grey cement		White cement	
	2020	2030	2020	2030
Use of alternative fuels in %	28%	77%	3%	6%
Clinker ratio	82%	68%	82%	80%
CO2 emission (kg CO2/ton cement)	718	<500	915	808

Focus Areas

Low carbon cements

- Product offering enhancement through FUTURECEM™ technology in both white and grey cement
- Leverage on cementitious materials such as GBFS, fly ash and limestone

Process Efficiency + Alternative materials

- Heat Recovery implementation
- Increase alternative fuels over 70% (grey cement)
- Utilization of natural gas in some countries (Egypt, US)
- Specific heat consumption reduction

Sustainability Capex

- Windmills in Denmark
- FUTURECEM™ production
- Calcination plant
- District Heating in Aalborg
- Kiln upgrade in Belgium
- Natural gas/biogas usage in Aalborg, Denmark



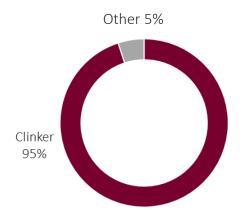


Product innovation: FuturecemTM

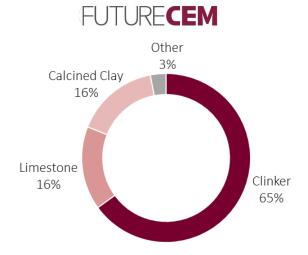


- Proprietary technology patented worldwide enabling 40% clinker replacement
- Lower clinker content allows a 30% CO₂ reduction
- Allows to produce a greener and more sustainable concrete
- Also used as binder in InWhite SolutionTM and as mineral addition for concrete
- Fully acknowledged as solution for clinker ratio reduction in the roadmap for "Low Carbon transition in the cement industry" International Energy Agency 2018

Ordinary Portland Cement



Clinker: -40% CO₂: -30%



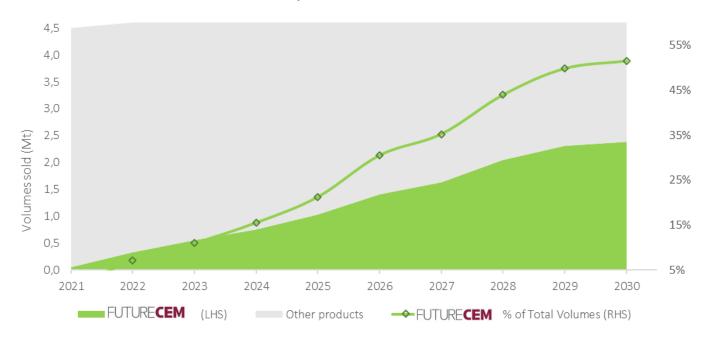




Product innovation: FuturecemTM

- Commercialization started in January 2021 in Denmark as special product
- By 2030 FuturecemTM volumes sold are expected to reach around **51%** of total volumes sold in Europe and **60%** of grey cement volumes

FuturecemTM roll-out plan - volumes sold in ETS countries



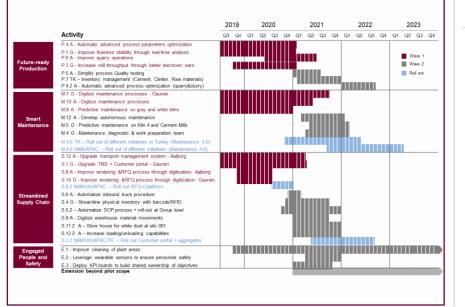


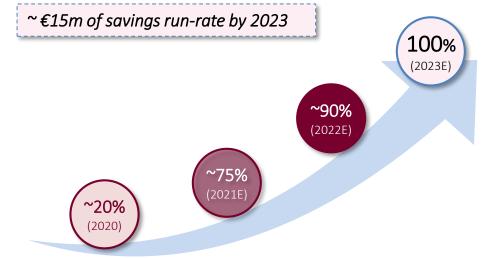


Digitalization is another driver of our results

Detailed timeline with clear targets

- Specific initiatives identified across all areas including production, maintenance and logistics
- Implementation under way at pilot plants in Belgium and Denmark. Positive impact already from 2020
- Potential upside for project extension to other plants (beyond 2021)





Focus Areas

Future-ready Production

- Automation, remote control and lean production
- Monitoring and complex parameter setting optimization

Smart Maintenance

- Digital monitoring of equipment and processes
- Downtime reduction and energy costs optimization

Streamlined Supply Chain

- Smart logistics based on real-time information
- Improved tendering and Request for Quotation (RfQ) processes



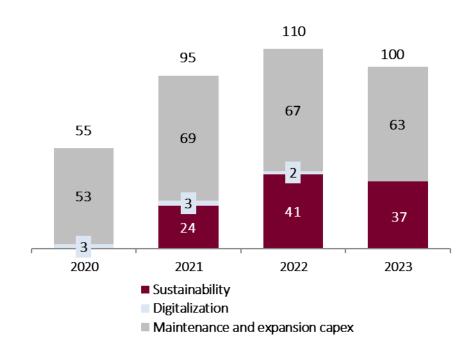


2021-23 Investment plan highlights

- 107 M€ «green» investments to yield ~30 M€ of annual cost savings from 2023
- Improve profitability and operational efficiency via product innovation, digitalisation of industrial processes
- Main initiatives:
 - Kiln upgrade in Gaurain, Belgium
 - District Heating in Aalborg, Denmark
 - FUTURECEM™ for calcining and grinding plant
 - Windmills in Denmark (8.4 MW installed capacity)
 - Natural gas line in Aalborg, Denmark

Industrial Plan cumulative Capex

Green Capex = Sustainability + Digitalization







2023 Financial targets

EUR million	2020	2023	
Revenues	1,225	~ 1,470	 Revenue CAGR acceleration to 6.3% 4% CAGR in volumes of grey and wh geographical areas; prices in line wincrease in Turkey 12% aggregates volumes(*) CAGR in
EBITDA	264	~ 340	 Fuels and electricity increase ahead 30 M€ contribution from green inve Progressive business turnaround in Free CO₂ allowances until the end o yearly emissions, to be purchased a price increases
EBITDA Margin	21.5%	23%	Efficiency increase thanks to digitali cost control. 8.8% EBITDA CAGR vs 4
Avg. Yearly Capex	55	66	 Optimization of investments on plan Maintenance, Environmental and Sa Capex/Sales ratio in the 4-6% range
3 years cumulative Green Capex	2.5	107	 Cumulative Green investment (Susta district heating, heat recovery, alter
Net (Debt)/Cash	-122	~ 250 Net Cash	➤ Cumulative ~ 370M€ Free cash flow working capital controls

[%] from 4% in previous plan

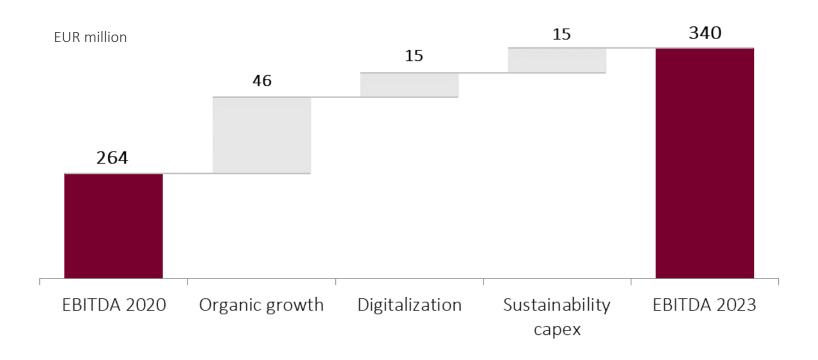
- white cement in all main with relevant markets and price
- n 2020-23; 6% CAGR in RMC
- d of inflation in constant currency
- vestments
- n Turkey
- of 2021. Around 600,000 tons CO₂ at around €30/t, fully covered by
- ilization, sustainability Capex and 4.4% in previous plan
- ant efficiency, Repair & Safety
- stainability and digitalization): ernative fuels, FUTURECEMTM
- w generation, thanks also to strict





EBITDA growth drivers: 2023 vs. 2020

- ✓ Strong contribution expected from Turkey where trading outlook is improving.
- ✓ Positive trend in volumes, prices and cost containment underpin 8.8% EBITDA CAGR
- ✓ € 30m contribution from sustainability and digitalization from 2023









Appendix

Gaurain plant, Belgium





Consolidated Income Statement

(EUR million)	2020	2019	Chg %
REVENUE FROM SALES AND SERVICES	1,224.8	1,211.8	1.1%
Change in inventories	(14.4)	5.8	n.m.
Increase for internal work and other rincomeevenue	22.4	25.8	(12.9%)
TOTAL OPERATING REVENUE	1,232.8	1,243.4	(0.9%)
Raw materials costs	(461.2)	(466.4)	(1.1%)
Personnel costs	(188.4)	(184.9)	1.9%
Other operating costs	(319.4)	(328.3)	(2.7%)
TOTAL OPERATING COSTS	(969.1)	(979.6)	(1.1%)
EBITDA	263.7	263.8	(0.0%)
EBITDA Margin %	21.5%	21.8%	
Amortisation, depreciation, impairment losses and provisions	(106.6)	(112.1)	(4.9%)
EBIT	157.2	151.7	3.6%
EBIT Margin %	12.8%	12.5%	
NET FINANCIAL INCOME (EXPENSE)	(14.6)	(25.1)	41.8%
PROFIT BEFORE TAXES	142.6	126.6	12.6%
Income taxes	(33.2)	(36.2)	(8.3%)
PROFIT FROM CONTINUING OPERATIONS	109.4	90.4	20.9%
PROFIT FOR THE YEAR	109.4	90.4	20.9%
Non controlling interests	7.4	6.9	7.2%
GROUP NET PROFIT	102.0	83.6	22.1%





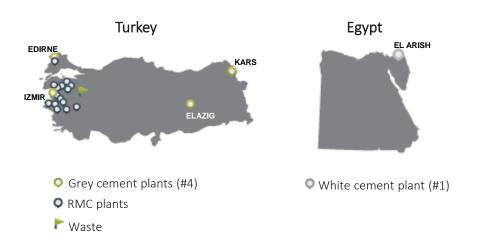
Differences between white and grey cement

	White Cement	Grey Cement
Market Size	✓ ~ 20 million tons per year	✓ > 4 billion tons per year
IVIAI REL SIZE	✓ Niche product: high value, small volumes	✓ Commodity: basic value, large volumes
Industry Features	✓ Raw materials scarcity, fewer producers, growth end- markets, high switching costs, export-driven	✓ Raw materials widespread presence, many producers, cyclical end-markets, local demand (only 5% exported)
Growth drivers	 ✓ Consumption driven by home renovation, restructuring and technology. High tech product ✓ Higher market growth rates in developed countries 	 ✓ Consumption driven by infrastructure & residential-commercial. Low tech product. ✓ Demand growth in line with GDP in developed countries
End markets	✓ Main clients are large dry mix players (Saint Gobain- Weber, Mapei, etc) and pre-cast producers	✓ Main clients are ready-mix companies, construction companies and pre-cast producers
Product Features	✓ High workability, high electrical conductivity, aesthetics. Increasingly used for landmark buildings, urban fittings, eco-friendly construction projects	✓ The most widespread construction material, used mostly for new build and infrastructure

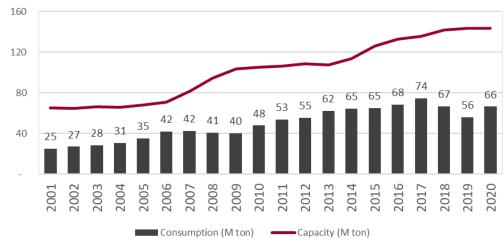




Turkey and Egypt historical figures

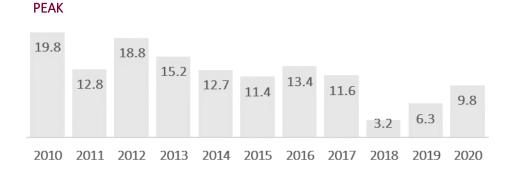




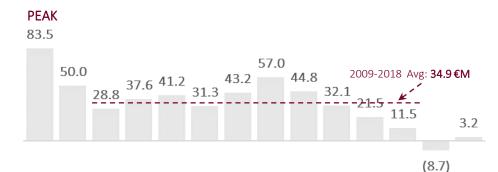




Egypt – EBITDA evolution €M







2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

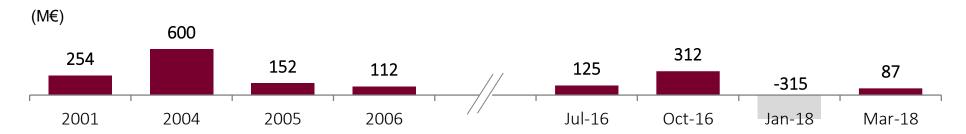




^(*) Source: Turkish Cement Manufacturers Association (TÇMB).
(**) EBITDA excludes non-recurring income due to land revaluation.

M&A track record

Since 2001 over EUR **1.7 billion** invested with no recourse to shareholder equity



2001 - Cimentas AS and Cimbeton AS

Entered the Turkish cement market with 2 plants

2004 - Aalborg Portland A/S and Unicon A/S

Transforming deal:

- Product diversification (new products: white cement and aggregates and strong position in ready-mix)
- **Geographical presence** (new countries: Denmark, Norway, Sweden, Egypt, Malaysia, China, US)

2005

Edirne plant in Turkey

Vianini Pipe Inc. in US (Concrete products)

2006

Elazig plant in Turkey

Jul. 2016 - Sacci

Cement and ready-mix in Italy

Oct 2016 - Compagnie des Ciments Belges

- Cement, aggregates and ready-mix in Belgium
- Ready-mix in France

Jan. 2018 – Sale of all assets and activities in Italy

Disposal of cement and RMC businesses Cash in of 315 M€ in January 2018

Mar. 2018 – Acquisition of 38.75% stake in Lehigh White Cement Company

Majority stake of 63.25%. Largest player in the U.S. white cement market

From being 100% domestic Cementir is today an international player operating in 18 countries





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Investor Relations:

Phone +39 06 32493305

Email <u>invrel@cementirholding.it</u>

Web Address:

www.cementirholding.com

2021 Financial Calendar:

9 March Full year 2020 Results

21 April AGM

13 May First Quarter Results

28 July First Half Results

11 November Nine Months Results

Stock listing information:

Milan Stock Exchange

Ticker: CEMI.IM (Reuters)

Ticker: CEM.IM (Bloomberg)

Registered Office:

Zuidplein 36

1077 XV – Amsterdam, The Netherlands



