



Agenda

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Group Highlights

Youth Olympic Games Center, Nanjing (China)





Cementir at a glance

GROUP IIGHLIGHT

€ 1.4 BN Annual Sales

3,083 Employees 15.6% ROCE

€ 1.3 BN

Net capital employed

13.1 M tons

Cement Capacity

20% share*
White Cement globally



























GREY CEMENT

WHITE CEMENT

READY-MIXED CONCRETE

AGGREGATES

WASTE / CONCRETE **PRODUCTS**



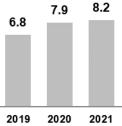




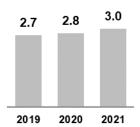




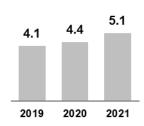
Volumes sold (mt)



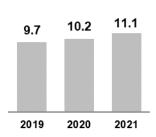
Volumes sold (mt)



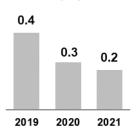
Volumes sold (mm³)



Volumes sold (mt)



Waste processed (mt)



2021 Figures

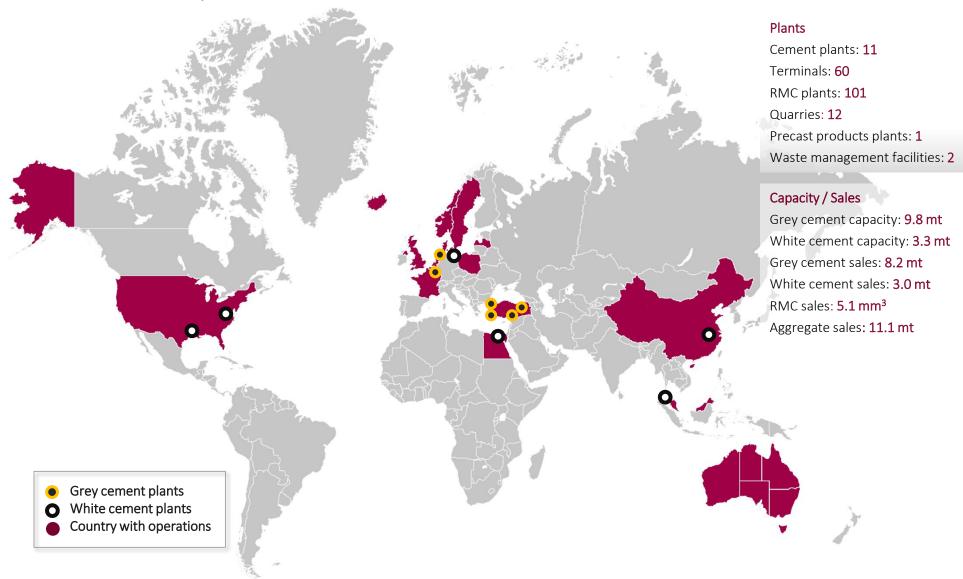
REVENUE = 854 M€ EBITDA = 232 M€ EBITDA margin = 27%

REVENUE = 449 M€ EBITDA = 49 M€ EBITDA margin = 11%

REVENUE = 94 M€ EBITDA = 33 M€ EBITDA margin = 35% REVENUE = 12 M€ EBITDA = 0.9 M€



Industrial Footprint







Strategy based on four pillars

Sustainability

97 M€ of Green Investments by 2024 (~7% of annual sales)

Innovation

Focus on high-value added solutions like FUTURECEM® leveraging on InWhite Solutions™ platform

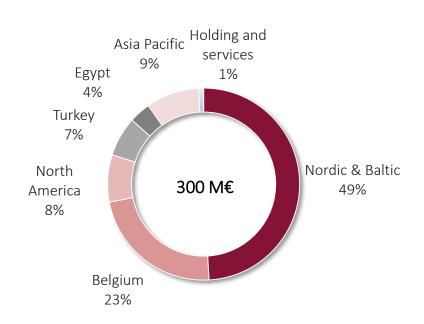
Competitiveness

Decarbonisation and profitability increase through technology, digitalization and green investments

Growth and Positioning

Keep white cement leadership; leverage on vertically integrated platforms (N&B, Belgium and Turkey)

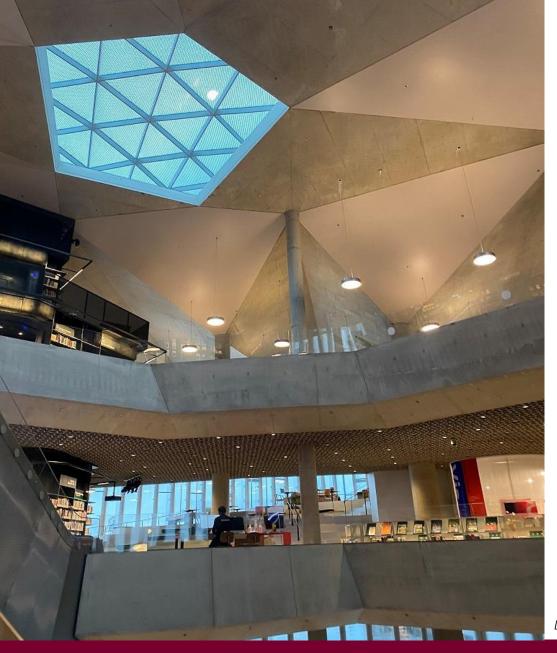
2021 EBITDA breakdown (*)



81% of Ebitda from mature markets (Currencies: EUR, USD, DKK, NOK, SEK)







White cement global leadership

Deichman Main Library, Norway







White Cement: unique competitive position







3 Mt White cement and clinker volumes sold in 2021



Local leadership and production

#1 in USA, Continental Europe, China, Australia, South-East Asia



25%Share of Global
Traded flows

Global leader in trading flows
In 2021, exports accounted for 1.2 Mt
out of ~3 Mt total volumes sold



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

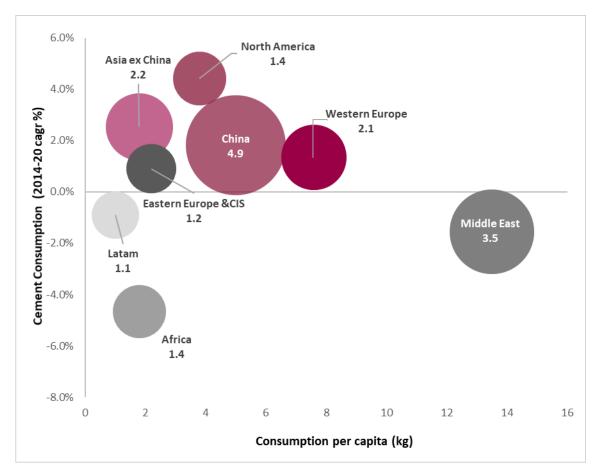






White cement consumption by macro-area

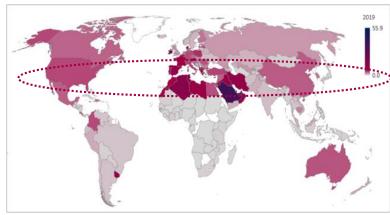
Global white cement demand stands at around 19m tons in 2020e



Bubbles size proportional to market size; figures show 2020 actual consumption (Mt). Countries in red are those where Cementir is #1

- Per capita consumption is the highest in the Middle East (approx. 14 kg), where consumption is declining
- All areas where Cementir Holding is leader recorded the highest per capita consumption growth in 2014-20
- North America, where Cementir is the only manufacturer, is the country with the highest consumption growth

White cement consumption per capita by country (kg)



Red dot shows the «white cement belt» Colour Intensity proportional to consumption (dark red: high consumption)

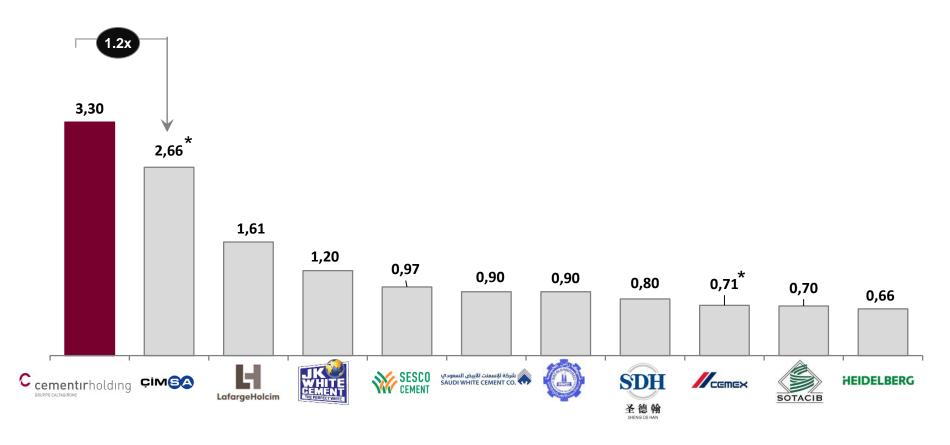




Source: Cementir estimates, CW Research.

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Largest white cement manufacturers' capacity (Mt)



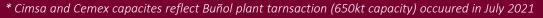
Share of global white cement capacity (Total = 28.4 Mt)



Source: Cementir estimates, CW Research







Unlimited White Cement applications

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).







Launched in Denmark in January 2021 and in February 2022 in France and Benelux

Ultra-high Performance Concrete (UHPC) FUTURECEM

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) FUTURECEM

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 FUTURECEM

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

New Solutions



White cementitious binder to be used in mortar and concrete recipes for high performance and highly aesthetical applications.



White cast-in-place Ultra High-Performance Concrete for a durable and impervious overlay solution

Products to be launched in 2022







ESG Commitment & Industrial Plan

Gaurain Plant, Belgium





Our Sustainability journey since 2019

2019 2020 2021

- New organization and Sustainability Governance
- Move from mandatory reporting to ESG voluntary disclosure

- 2030 Roadmap on CO₂ emissions reduction
- 2050 **Net Zero** ambition

Cementir joins the European
 Climate Pact against climate change



B Rating Climate Change from F



A- Rating Climate Change B Rating CDP Water



Score 61/100



Score 76/100 Rank in Materials 1/8



Committed to **25%** GHG reduction



BBB Rating



B Rating Score 64/100 Rank in sector 17/84

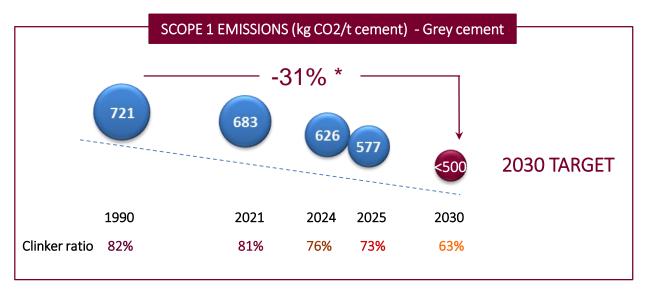


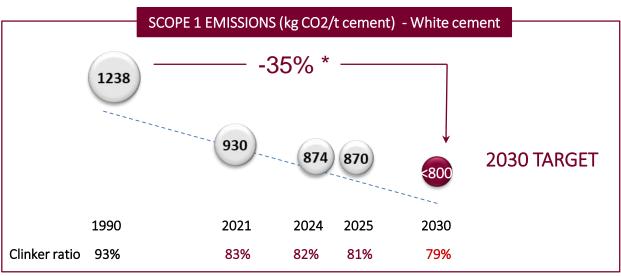
Score 45/100 Rank in Sector 8/25





2030 Decarbonization targets





- 2030 reduction targets per ton of cement eq. (grey + white) validated by SBTi for scope 1 and scope 2 emissions
- Clinker ratio expected to decline by 190bp in grey cement and 40bp in white cement
- White cement benchmark is 42% higher than grey cement (987 kg CO2/t clinker vs. 693 kg CO2/t clinker)



Decarbonisation drive across the value chain

Raw Materials



Process

Logistics





0



Calcined clay

GBFS, fly ash and limestone

Circularity: materials and process waste recycle

Switch to natural gas, biomass and biogas (Denmark and Belgium by 2025)

Alternative fuels

District heating

Green power

Plants upgrade (Cementir 4.0)

Clinker ratio reduction

Kiln heat consumption reduction

Waste heat recovery

Predictive maintenance

Green Transportation (Hybrid trucks)

Smart logistics

Network and routes optimization

eProcurement



Development and adoption of new technologies (Carbon Capture & Storage)





FUTURECEM® is a key pillar of our sustainability strategy

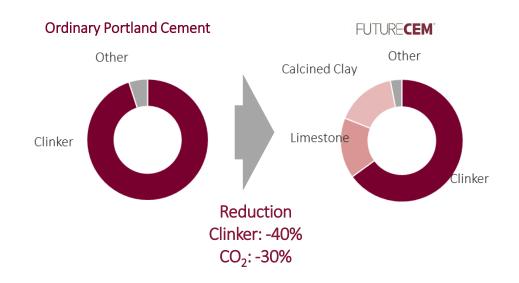




- Calcined clay is a major raw material for FUTURECEM® production
- First Step: investment in storage silo, receiving station, grinding facility and securing adequate supply
- Second step: calcining plant construction
- Objective: FUTURECEM® to account for 51% of EU sales volumes by 2030



- It enables 40% clinker replacement
- Lower clinker content allows a 30% CO₂ reduction
- Allows to produce a greener and more sustainable concrete without compromising on resistance / strength



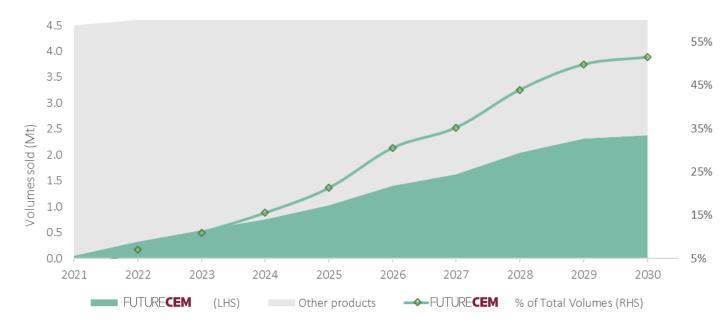




FUTURECEM® roll-out plan

- ✓ 2021 targets achieved. Progressive launch in all regions in 2022
- ✓ By 2030 FUTURECEM® volumes sold are expected to reach around 51% of total volumes sold in Europe and 60% of grey cement volumes

FUTURECEM® roll-out plan - volumes sold in EU countries



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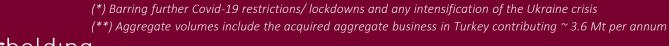




2024 Financial targets (*)

EUR million	2021 A	2024	
Revenues	1,360	~ 1,650	 ~7% Sales CAGR in the 2021-24 period 3-4% cement and RMC volumes CAGR; ~6% aggregates volumes CAGR (**) Price increases across all markets
EBITDA (recurring)	300	~ 350	 ~ 5% EBITDA CAGR as fuels and electricity are expected to increase ahead of inflation in constant currency ~ 500,000 tons CO₂ average yearly shortage, with an indexed mechanism on prices covering excess CO₂ costs
EBITDA Margin	22%	21%	Revenues inflated by CO2 recharge on average prices and recovery of fuel and logistic costs
Avg. Yearly Capex (including Green Capex)	79.6	104	 ➤ Ordinary Capex / Sales ratio between 4-5% ➤ Green Capex of cumulative 97 M€ includes FUTURECEM® value chain, district heating, waste heat recovery, alternative fuels, cleaner fuels switch investments
Net (Debt)/Cash	(40)	> 300 Net Cash	➤ Cumulative ~ 340M€ Free cash flow generation, assuming a dividend payout ratio between 20-25%

Concretely Dynamic



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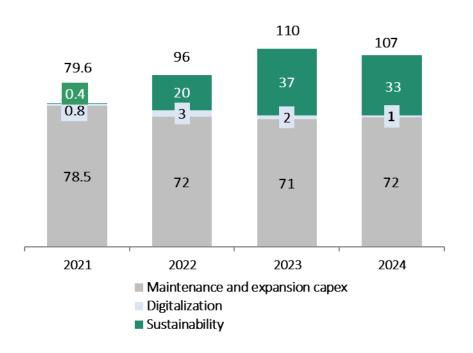


2022-24 Capex highlights

- 97 M€ of «green» investments, focused on operational efficiency through plant upgrades, digitalisation of industrial processes and product innovation
- 2021 sustainability capex lower than planned due to one-year postponement of Belgian kiln upgrade
- Main initiatives:
 - ✓ FUTURECEM® grinding plant
 - ✓ Switch to natural gas in Aalborg, Denmark
 - ✓ Kiln upgrade in Gaurain, Belgium
 - ✓ District Heating in Aalborg, Denmark

Industrial Plan cumulative Capex

Green Capex = Sustainability + Digitalization



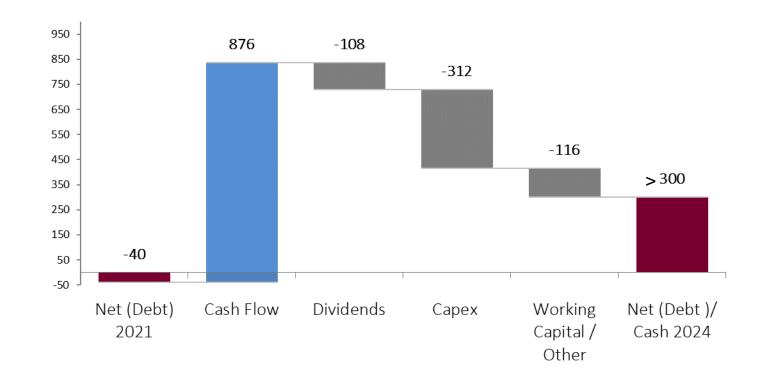




2022-24: strong cash generation continues

- ~ 340M€ cumulative Free Cash Flow in the 2022-24 period
- ~ 312M€ cumulative Capex of which 97M€ is Green Capex

Euro Millions

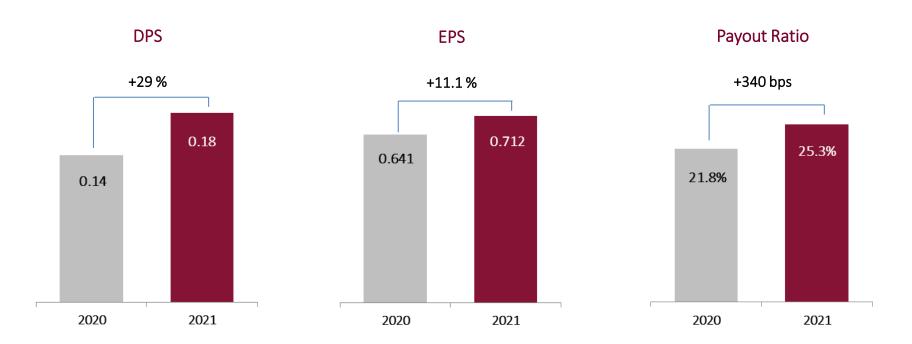






Increasing shareholders return

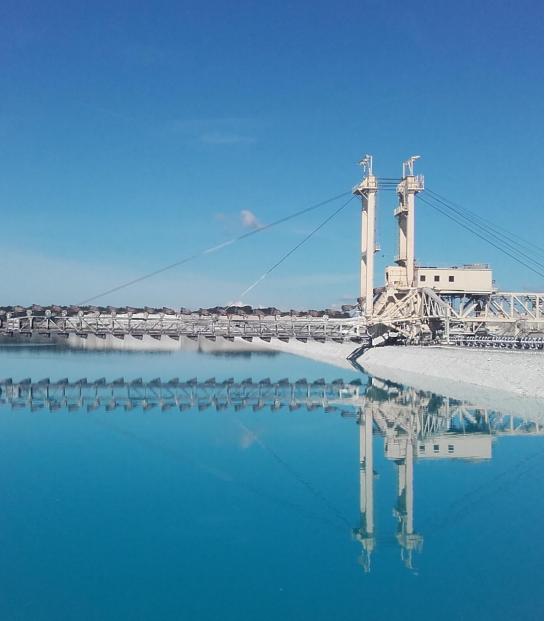
- ✓ +29% Dividend per Share vs 2020 (payout ratio of 25.3%)
- ✓ Over the 2022-2024 Industrial Plan period, cumulative dividends will exceed **100 M€**, assuming 20-25% payout ratio











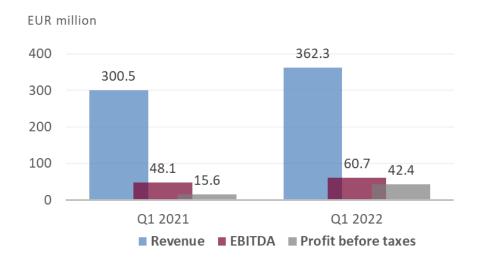
2022 First quarter results and Guidance

Aalborg plant, Denmark





2022 First Quarter results highlights





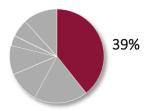
- Revenues reached 362.3 M€ (+20.6% yoy) driven by price increases and low single digit volume growth
 - Cement volumes up by 1.8% with positive trend in Belgium, Denmark and US
 - RMC volumes stable and aggregates up by 5.4%
- EBITDA reached 60.7 M€ (+26.2% yoy)
 - Positive contribution from almost all regions, despite higher energy, electricity, raw materials costs and freight
 - EBITDA margin up to 16.7% from 16.0% in Q1 2021
- **EBIT reached 32.9 M€ (+56.5% yoy)** from 21 M€ in Q1 2021
- Profit before taxes reached 42.4 M€ (15.6 M€ in Q1 2021) after 9.5 M€ of financial income vs. 5.4 M€ of financial charges in Q1 2021
- Net Financial Debt reached 88.6 M€, a reduction of 79.2 M€
 year on year including IFRS 16 impact, 13.4 M€ of share
 buyback* and 21.9 M€ dividend distribution



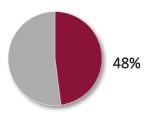




Nordic & Baltic



Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022

EUR '000	Q1 2022	Q1 2021	Chg %
Revenue	162,000	138,447	17.0%
Denmark	109,048	92,611	17.7%
Norway / Sweden	50,683	43,785	15.8%
Others (**)	15,503	13,164	17.8%
Eliminations	(13,234)	(11,113)	
EBITDA	28,840	27,079	6.5%
Denmark	24,561	23,446	4.8%
Norway / Sweden	4,163	3,091	34.7%
Others (**)	116	542	(78.6%)
EBITDA Margin %	17.8%	19.6%	

Denmark

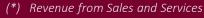
- Domestic cement volumes up 20% due to increased market activity and new infrastructural projects, with avg. prices up
- White cement exports down 19% due to lower exports to the US reflecting a group reorganization of distribution network
- RMC volumes down 3% due to mix and temporary shutdowns
- EBITDA increased by 4.8% driven by the cement business where improved volumes and prices more than offset higher energy and logistics costs

Norway

- RMC sales volumes up by 14% driven by new infrastructural projects;
 prices up
- Higher EBITDA due to higher volumes and prices despite cost inflation
- Norwegian Krone 3.3% revaluation vs. Euro

Sweden

- RMC sales volumes down 20%; aggregates volumes down 28% due to completion of major infrastructure projects and a slowdown of the residential sector
- Swedish Krona 4.2% devaluation vs. Euro

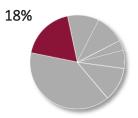


^(**) Includes: Iceland, Poland, white cement sales from Denmark to Belgium and France

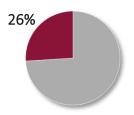




Belgium and France (*)



Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022



Belgium



France

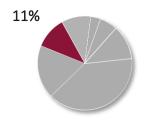
- Cement volumes increased by 5%, with positive performance in Belgium and The Netherlands, stable in France and negative in Germany
- Average prices up
- RMC: 18% volume growth thanks major projects start-up
- Aggregates: volumes up by 16%, driven by stronger demand for infrastructure and road construction and favourable weather
- EBITDA increased by 63%, benefiting from higher volumes and prices, despite higher raw materials, transport and electricity costs in cement

EUR '000	Q1 2022	Q1 2021	Chg %
Revenue	76,076	63,018	20.7%
EBITDA	15,967	9,814	62.7%
EBITDA Margin %	21.0%	15.6%	

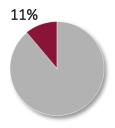




North America



Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022

EUR '000	Q1 2022	Q1 2021	Chg %
Revenue	44,620	34,893	27.9%
EBITDA	6,894	4,079	69.0%
EBITDA Margin %	15.5%	11.7%	

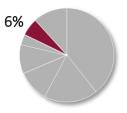
United States

- +3.5% cement volume growth driven by Texas and California while York region and Florida impacted by bad weather and logistical problems. Avg. prices up
- EBITDA up by 69% thanks to higher sales volumes and prices, partly offset by higher fuel and raw material costs
- 7% USD revaluation vs EUR

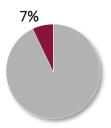




Asia Pacific



Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022

EUR '000	Q1 2022	Q1 2021	Chg %
Revenue	25,337	20,976	20.8%
China	13,386	10,844	23.4%
Malaysia	11,951	10,132	18.0%
Eliminations	0	0	
EBITDA	4,281	3,701	15.7%
China	2,937	2,512	16.9%
Malaysia	1,344	1,189	13.0%
EBITDA Margin %	16.9%	17.6%	

🎱 China

- Revenue up by 23% driven by cement prices increases while volumes were down by 3%
- EBITDA up by 17% thanks to higher prices, exchange rate impact, higher government grants for technological innovation and employment support, despite higher fuel costs
- 9% CNY revaluation vs. Euro

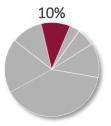
Malaysia

- Revenue up by 18% driven by good pricing to compensate higher freight and fuel costs. Overall volumes increased by 2% whilst exports by 7%
- EBITDA grew by 13% as a result of higher prices despite fuel and transport costs increase

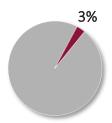




Turkey



Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022

EUR '000	Q1 2022	Q1 2021	Chg %
Revenue	41,360	35,556	16.3%
EBITDA	1,632	1,051	55.3%
EBITDA Margin %	3.9%	3.0%	

Turkey (*)

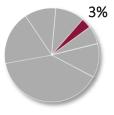
- Cement sales increased by 108% in local FX driven by price increases; domestic cement volumes down by 9% while exports were up by 4%
- Volumes were impacted by bad weather and sharp contraction in Eastern Anatolia infrastructure (post-earthquake reconstruction)
- RMC volumes decreased by **10%** YoY due to bad weather in January
- The new aggregate business acquired in Q4 2021 was fully operative
- 76% TRY devaluation vs. Euro
- EBITDA improved thanks to better cement prices



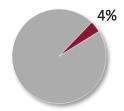


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Egypt



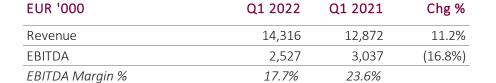
Share of Group Revenue Q1 2022



Share of Group Ebitda Q1 2022



- Domestic and export cement volumes declined also due to inventory buildup by Egyptian customers in December 2021
- Prices up
- EBITDA decreased by 17% due to lower volumes and higher fuel costs
- EGP 4.7% revaluation vs. Euro







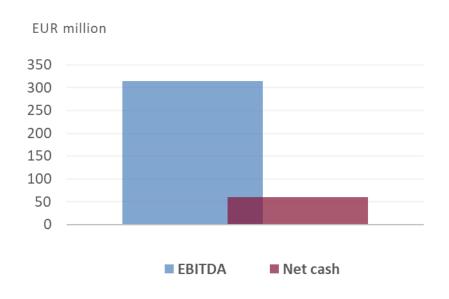
Consolidated Income Statement

PROFIT BEFORE TAXES	42.4	15.6	171.5%
NET FINANCIAL INCOME (EXPENSE)	9.5	(5.4)	n.m.
EBIT Margin %	9.1%	7.0%	
EBIT	32.9	21.0	56.5%
Amortisation, depreciation, impairment losses and provisions	(27.8)	(27.0)	2.6%
EBITDA Margin %	16.7%	16.0%	
EBITDA	60.7	48.1	26.2%
TOTAL OPERATING COSTS	(333.1)	(256.6)	29.8%
Other operating costs	(101.5)	(86.0)	18.0%
Personnel costs	(48.8)	(46.8)	4.2%
Raw materials costs	(182.8)	(123.7)	47.7%
TOTAL OPERATING REVENUE	393.8	304.6	29.3%
Increase for internal work and other income	15.3	5.4	185.5%
Change in inventories	16.2	(1.2)	n.m.
REVENUE FROM SALES AND SERVICES	362.3	300.5	20.6%
(EUR million)	Q1 2022	Q1 2021	Chg %





2022 Full Year Guidance - unchanged



- Revenues > 1.5 BN€
- EBITDA ~ 305 315M€
- Net cash ~ 60 M€
- Capex ~ 95 M€

Guidance refers to like-for-like ongoing operations

These expectations do not take into account any possible intensification of the Ukraine crisis and any resurgence of the Covid-19 pandemic. As the expectations described here are based on certain preconditions and assumptions that are beyond management's control, actual results may deviate significantly from the expectations.

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.





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Appendix





Consolidated Income Statement

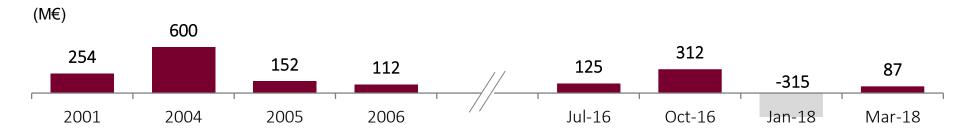
(EUR million)	2021	2020	Chg %
REVENUE FROM SALES AND SERVICES	1,360.0	1,224.8	11.0%
Change in inventories	14.7	(14.4)	202.1%
Increase for internal work and other income	39.0	22.4	73.8%
TOTAL OPERATING REVENUE	1,413.7	1,232.8	14.7%
Raw materials costs	(566.5)	(461.2)	22.8%
Personnel costs	(181.4)	(188.4)	(3.7%)
Other operating costs	(354.9)	(319.4)	11.1%
TOTAL OPERATING COSTS	(1,102.8)	(969.1)	13.8%
EBITDA	311.0	263.7	17.9%
EBITDA Margin %	22.9%	21.5%	
Amortisation, depreciation, impairment losses and provisions	(113.2)	(106.6)	6.2%
EBIT	197.8	157.2	25.8%
EBIT Margin %	14.5%	12.8%	
NET FINANCIAL INCOME (EXPENSE)	(25.8)	(14.6)	(76.5%)
PROFIT BEFORE TAXES	172.0	142.6	20.6%
Income taxes	(49.0)	(33.2)	47.6%
PROFIT FROM CONTINUING OPERATIONS	123.0	109.4	12.5%
PROFIT FOR THE YEAR	123.0	109.4	12.5%
Non controlling interests	9.7	7.4	31.6%
GROUP NET PROFIT	113.3	102.0	11.1%





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 a 100% domestic player, Cementir today has operations in 18 countries





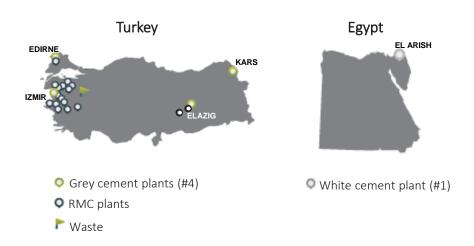
Differences between white and grey cement

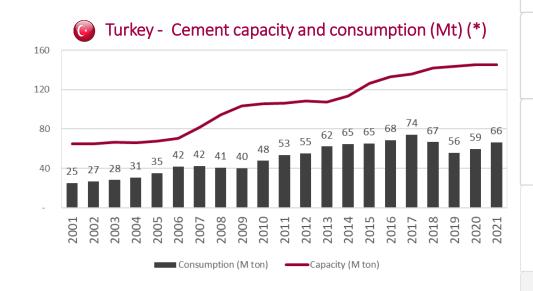
	White Cement	Grey Cement
Market Size	✓ ~ 20 million tons per year (0,5% of grey)	✓ > 4 billion tons per year
IVIAI NEL SIZE	✓ Niche product: high value, small volumes	✓ Commodity: basic value, large volumes
Industry Features	✓ Raw materials scarcity, fewer producers, growth end- markets, high switching 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





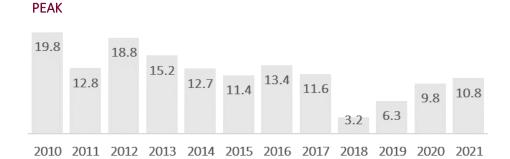
Turkey and Egypt historical figures



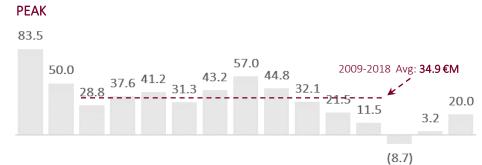




Egypt – EBITDA evolution €M







2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021



Concretely Dynamic

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2022 Financial Calendar:

9 March Full year 2021 Results

21 April AGM

5 May First Quarter Results

27 July First Half Results

3 November Nine Months Results

Stock listing information:

Euronext Milan market, Euronext STAR Milan segment

Ticker: CEMI.IM (Reuters)

Ticker: CEM.IM (Bloomberg)

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