Italian Excellences Conference – Intesa Sanpaolo Investor presentation



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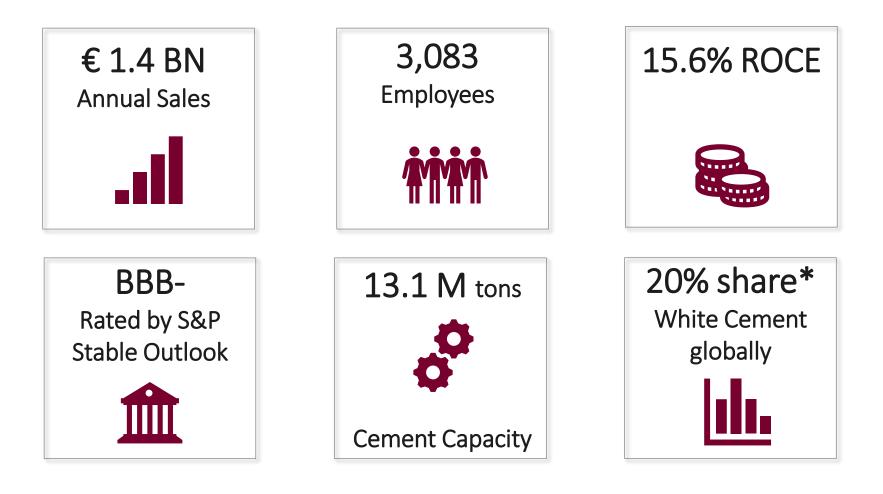
Group Highlights

Youth Olympic Games Center, Nanjing (China)





Cementir at a glance





Data as of December 31st, 2021

* Excluding «off-white» and lower quality Asian products

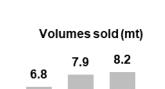


Business segments



GREY CEMENT





2020

2021

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WHITE CEMENT



Volumes sold (mt)

2.8

2020

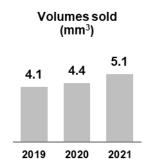
2.7

2019

3.0

2021

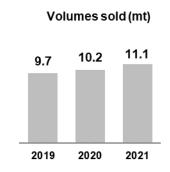






AGGREGATES





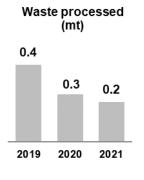
REVENUE = 94 M€

EBITDA = 33 M€

EBITDA margin = 35%







2021 Figures

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2019

REVENUE = 854 M€	REVENUE = 449 M€
EBITDA = 232 M€	EBITDA = 49 M€
EBITDA margin = 27%	EBITDA margin = 11%



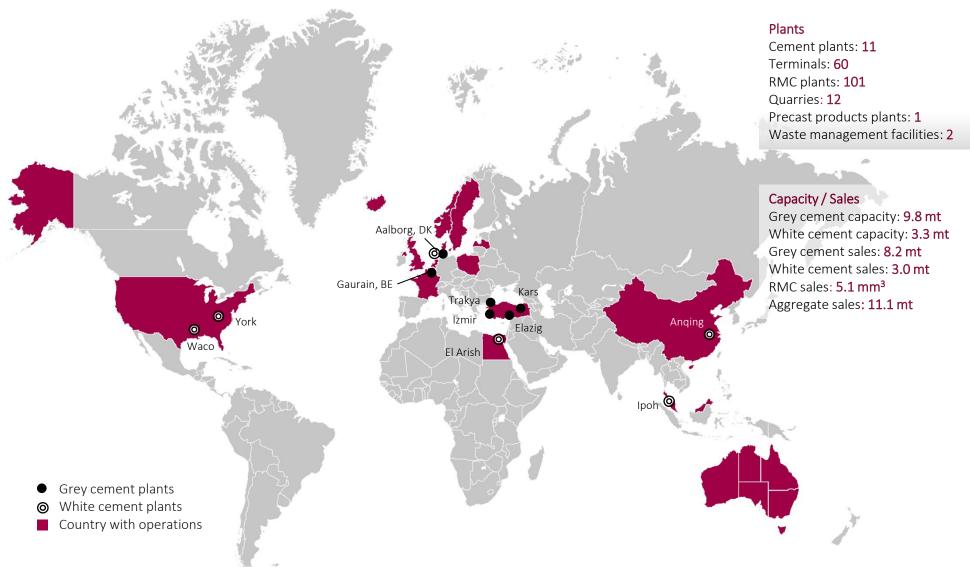
REVENUE = 12 M€

EBITDA = 0.9 M€

Industrial footprint

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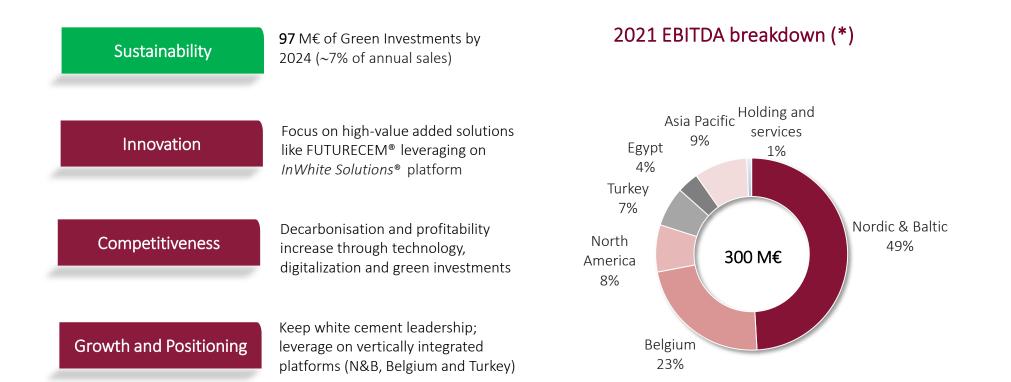
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Data as of December 31st, 2021



Strategy based on four pillars

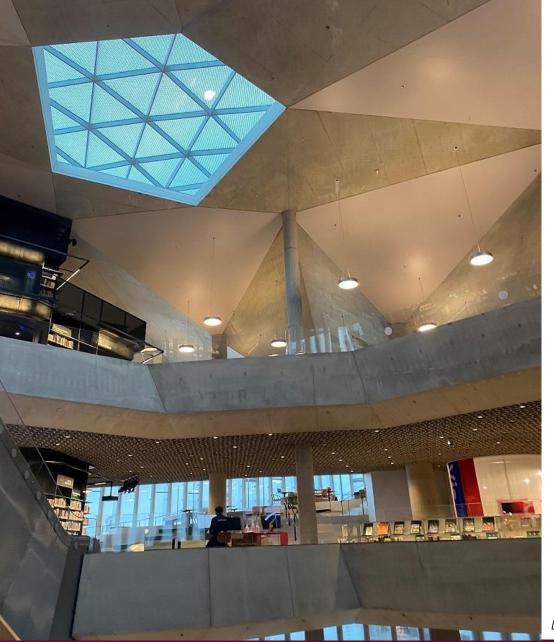


81% of Ebitda from mature markets (Currencies: EUR, USD, DKK, NOK, SEK)



(*) Recurring EBITDA. Reported EBITDA was 311 m€ in 2021





White cement global leadership

Deichman Main Library, Norway





White Cement: unique competitive position





Traded flows

20+ countries Local market presence

Commercial Presence

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

Sales in more than 80 countries

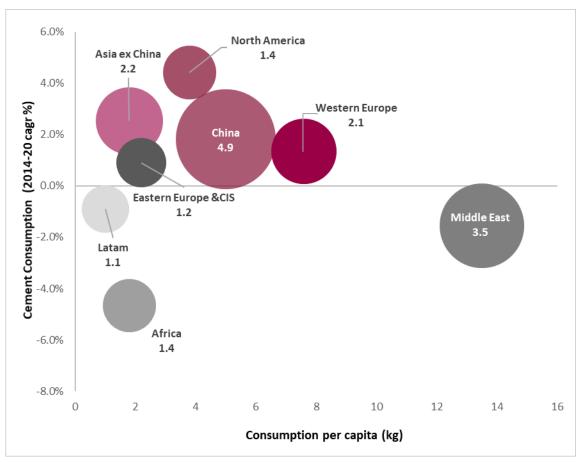




80+ countries

White cement consumption by macro-area

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



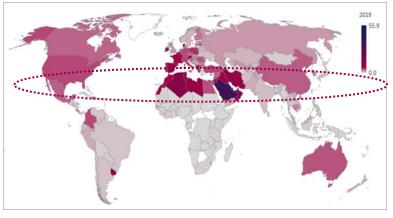
Bubbles size proportional to market size; figures show 2020 actual consumption (Mt). Countries in red are those where Cementir is #1

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- ✓ 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)

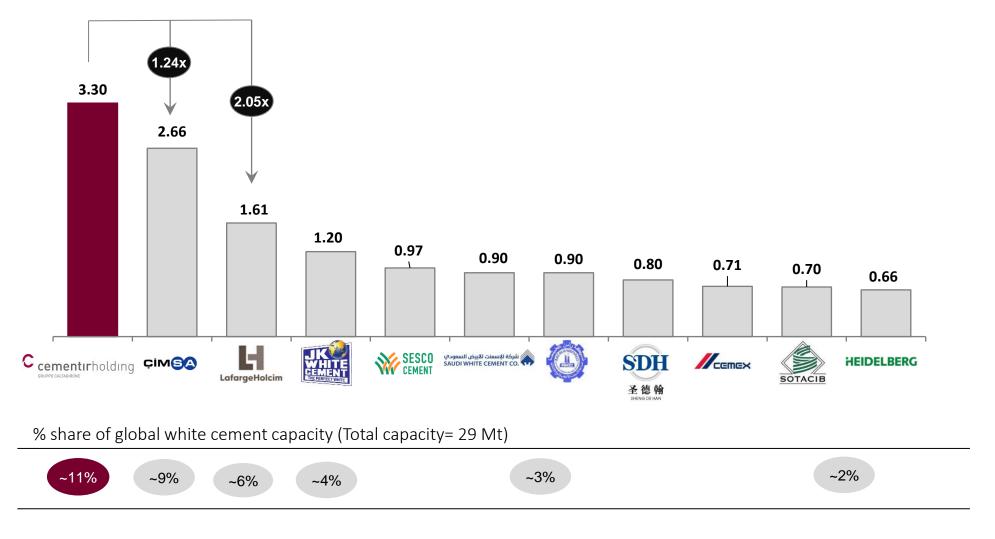


Red dots show the «white cement belt» i.e. the area with highest per capita consumption. Colour Intensity proportional to consumption (dark red: high consumption)



Source: Cementir estimates, CW Research.

Largest white cement manufacturers' capacity (Mt)



Source: Cementir estimates, CW Research

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Unlimited White Cement applications

Segments:

7.RMC

- Pre-stressed and Ordinary
 Reinforced Precast
 Precast Products
 Artificial Stones
 GRC (Glass Fiber Reinforced
 Concrete)
 UHPC (Ultra High-Performances
 Concrete)
 Dry Mix Mortars

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

2. Paving blocks: Kerb, Poland





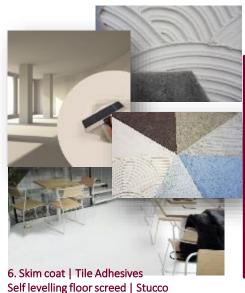
3. Artificial stone: Villa façade application, France



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



5.UHPC staircase in Per Aarsleff office building, Denmark



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) FUTURF**CEM**

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) FUTURE**CEM**

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



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 and 2022-2024 Industrial Plan

CCB's Gaurain plant, Belgium





Our Sustainability journey since 2019



- New organization and Sustainability Governance with Group Sustainability Committee
- Definition of 25 ESG objectives
- **30%** CO2 emissions reduction target
- Shift from mandatory reporting to ESG voluntary disclosure

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- Integration of Sustainability into **Corporate Strategy** with **2030 Roadmap** on CO₂ emissions reduction
- 2050 Net Zero ambition
- Human rights formal monitoring

- Launch of FUTURECEM[®] on the market
- Cementir joins the European Climate Pact against climate change
- Science Based Target initiative validated our "well below 2°C" emission reduction objectives
- Group Sustainability
 Committee within Cementir
 Board of Directors
- Scope 3 emissions assessment
- First **CDP water security** questionnaire filed
- Non-financial KPIs embedded into short-term incentive plan

- All cement plants ISO 45001-certified
- UN Global Compact Commitment





Rating improvement reflects ESG commitment

Rating	Ranking Scale (Worst-> Best)	2019	2020	2021
DEVING SUSTAINABLE ECONOMIES Climate Change	D- to A F: no filing	F	В	A-
DEVING SUSTAINABLE ECONOMES Water Security	D- to A F: no filing	F	F	В
MSCI 🛞	CCC to AAA	BBB	BBB	BBB
	0 to 100		32	63
VIGEO. EIRIS	0 to 100	38	45	45
Gaia	0 to 100	57	73	76
	0 to 100	45	61	54

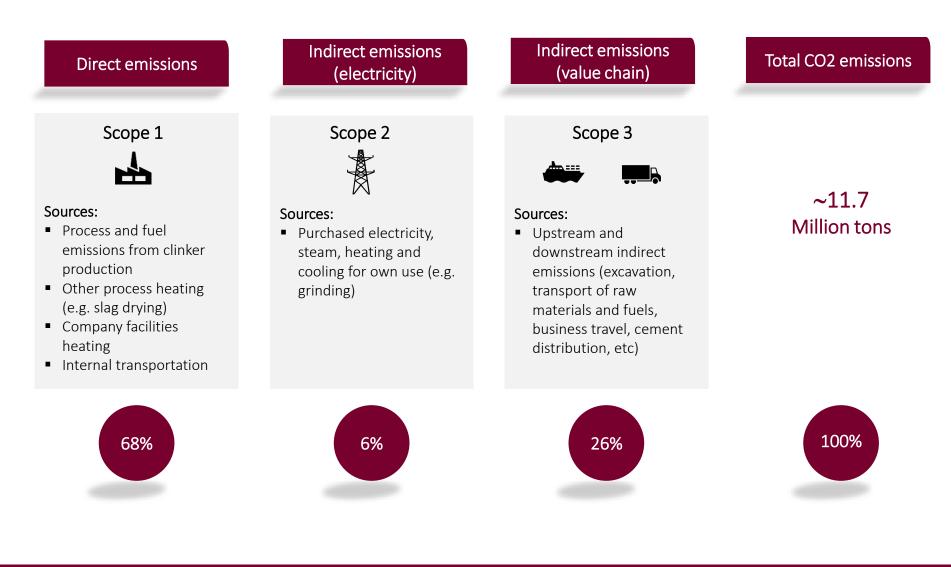




Scope 1, 2 and 3 CO₂ emissions footprint today (*)

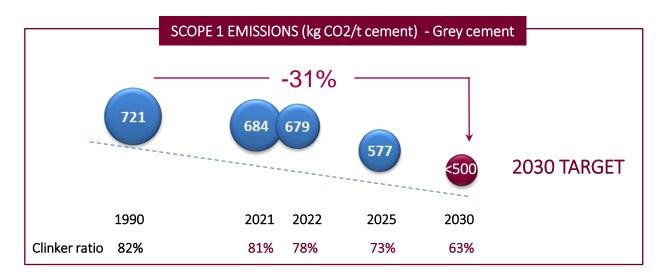
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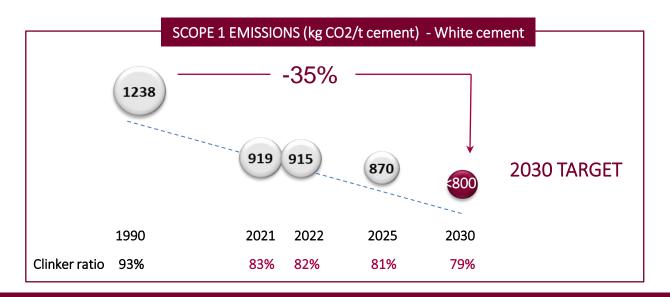
CALTAGIRONE GROUF





Scope 1 emissions 2030 Decarbonization targets





LEVERS

- FUTURECEM[®] and other low carbon products
- Raw materials: use of calcined clay, GBFS, fly ash and limestone
- Circularity: materials and process waste recycling
- Energy: switch to natural gas, biomass and biogas (Denmark and Belgium by 2025), alternative fuels, district heating, green power
- Process: plants upgrade (Cementir 4.0), clinker ratio reduction, Kiln heat consumption reduction, waste heat recovery, predictive maintenance
- Logistics: green transportation (hybrid trucks), smart logistics, network and routes optimization, eProcurement



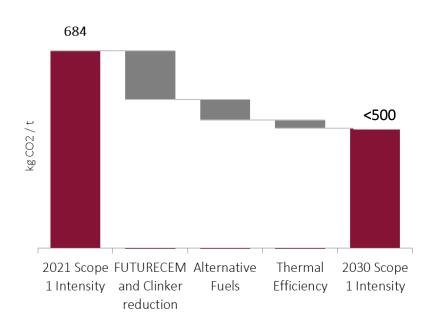
Scope 1 emission reduction waterfall

2030 Roadmap earmarks three main levers to reduce Scope 1 emissions:

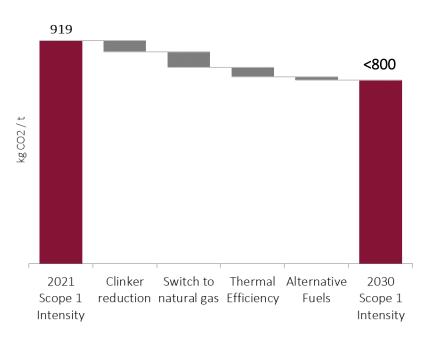
- FUTURECEM[®] and other low carbon products
- Increase of alternative and/or less carbon intensive fuels
- Thermal energy efficiencies

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Grey cement



White cement



19

Low carbon and sustainable product pipeline

LOW CARBON CEMENT

Limestone calcined clay technology



- Blended cement with lower clinker content, based on fly ashes, blast furnace slag and pozzolana
- New grey cement brands in Turkey



White limestone-blended cement

SUSTAINABLE READY-MIX CONCRETE

- More sustainable RMC products by leveraging on recycled aggregates and low carbon cements
- Optimization of mix designs, use of new additives, cement types, fillers and binders
- Close relationship with customers to develop new products
- Brand UNI-Green launched in Scandinavia with 25% less CO2
- Brand C-Green Neutral and C-Green Recyc in Belgium and France



RECYCLED AGGREGATES

 Use of recycled concrete for aggregates reducing the use of natural resources and landfilling

LOW CARBON SOLUTIONS



Under development





AALBORG

EXCEL

THURN





FUTURECEM® is a key pillar of our sustainability strategy

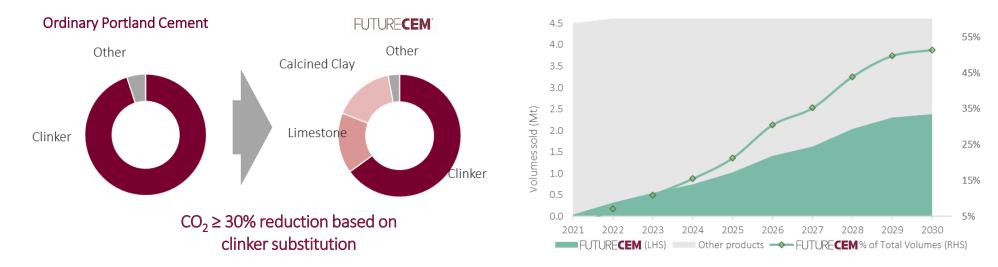
- Proprietary limestone calcined clay technology which enables over 30% CO₂ reduction compared to ordinary Portland through clinker substitution
- Allows to produce a greener and more sustainable concrete while preserving overall performance strength
- Fully acknowledged by IEA as clinker ratio reduction solution (*)

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ALTAGIRONE GROU

Recognized in the EN 197-5 European standard for II/C-M cements

- 2021: Launch in Denmark with sales targets achieved.
- 2022: Launch in France and Benelux. Progressive roll-out in all regions within 2030.
- By 2030 FUTURECEM[®] is expected to represent around **51%** of total volumes sold in Europe and **60%** of grey cement volumes



FUTURECEM[®] roll-out plan - Volumes sold in EU

(*) Roadmap for Low Carbon transition in the cement industry by the International Energy Agency, 2018; "low clinker cements" in the "Cementing the European Green Deal", 2020



New breakthrough technologies: Carbon, capture, usage and storage

Through Aalborg Portland, Cementir participates in several CCUS projects



Concept study of carbon capture and CO2 hub in Aalborg

- Technology: Liquefaction facility for storage and a Power-to-X plant for utilizing captured CO2 in reaction with hydrogen for producing the green e-fuel eMethanol.
- Project period: August 2020 July 2022
- Funds: co-funded by the Danish Energy Technology Development and Demonstration Programme (EUDP)
- Project participants: Aalborg Portland, Port of Aalborg, Aalborg Energi Holding, European Energy, Aalborg University, Cemtec Fonden (Hydrogen Valley), DFDS, Reno-Nord



Techno-economic viability of green electricity-based, energy-efficient CCU innovations.

The pilot project is designed to collect 100 kg of CO_2 per hour with a mobile demonstration plant at Aalborg, DK (from Nov. 2023)

 Technology: Method based on electrochemical gas separation at low temperatures by using an alkaline liquid as binder.

Captured carbon will be converted into high added-value products (formate, formic acid) with enhanced marketability

- Project period: April 2021 March 2025
- Funds: ~13 M€ of European funds (Horizon 2020)

CORT – Carbon capture Open tests and review of Technologies

Demonstration of solvents and process technologies for amine process carbon capture.

A mobile test unit placed at Aalborg plant in October 2022 for one year.

- Project period: August 2022 July 2025
- **Funds**: funding from Innovation Fund Denmark
- Project participants: Pentair (carbon capture equipment), Aalborg
 Portland, DTU, Oersted (biomass electricity plant), Aalborg University, ARC (waste incinerator), Aalborg University, Force (measuring equipment)





Cementir is part of two consortia of the Innovandi Open Challenge

Global program to bring together tech start-ups and GCCA member companies to drive innovation and help solve the climate challenge



Six consortia between start-ups and cement companies to accelerate ground-breaking technologies for achieving net zero

Consortium MOF Technology

- MOF Technologies has developed a mechanochemical manufacturing process to accelerate the synthesis of Metal-Organic Frameworks (MOFs) to allow carbon capture
- Supported by Cementir Holding, Buzzi Unicem, Cementos Molins and HeidelbergCement

Consortium Saipem

- Saipem has developed a revolutionary carbon capture technology based on enzymes
- Supported by Cementir Holding, Buzzi Unicem, Cemex, Holcim, Titan Cement Group, Cimentos Molins, GCC, Votorantim





2024 Financial targets (*)

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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%

(*) Barring further Covid-19 restrictions/ lockdowns and any intensification of the Ukraine crisis

(**) Aggregate volumes include the acquired aggregate business in Turkey contributing ~ 3.6 Mt per annum



2022-24 Capex highlights

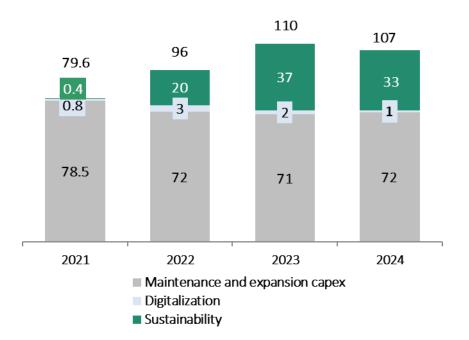
- 97 M€ of «green» investments, focused on operational efficiency through plant upgrades, digitalisation of industrial processes and product innovation
- 2021 sustainability capex lower than planned due to one-year postponement of Belgian kiln upgrade
- Main initiatives:
 - Facility upgrade for FUTURECEM[®]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

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Industrial Plan Capex

Green Capex = Sustainability + Digitalization

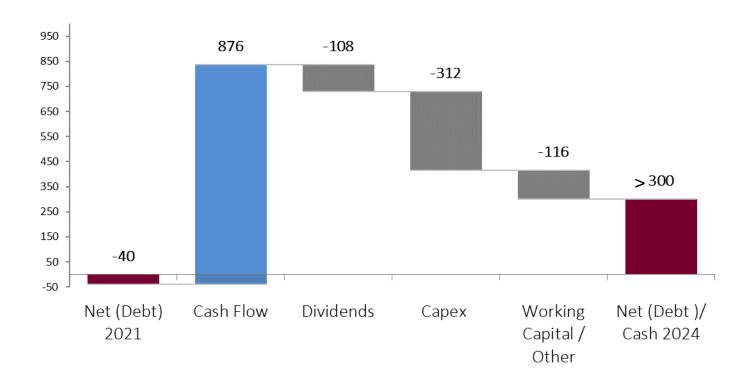




2022-24 industrial plan: strong cash generation objectives

~ 340M€ cumulative Free Cash Flow in 2022-24

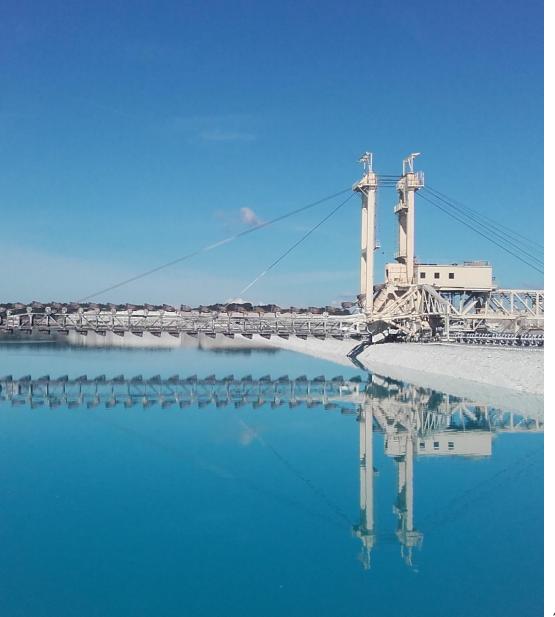
~ 312M€ cumulative Capex of which Green Capex is 97M€



Euro Millions







2022 First Half results

Aalborg plant, Denmark





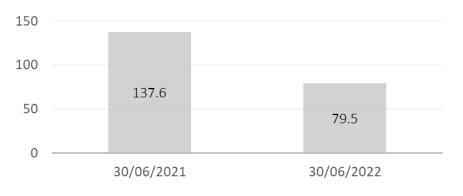
2022 First Half results highlights

EUR million



EUR million

AI TAGIRONE GROUI



29 has been applied as at 30 June 2022.
 Revenues reached 811 M€ (+22% yoy); Revenues excluding IAS 29 reached 805 M€ (+ 21,2% yoy), driven by price increases

 Cement volumes down by 0.8% due to negative trend in Turkey, China and Denmark

٠

 RMC volumes down by 5.1% with slowdown in Turkey, Denmark and Sweden and aggregates down by 0.6%

From June 2022 Turkey is considered as "hyperinflationary" and IAS

- EBITDA reached 143.8 M€ (+7.7% yoy) ; EBITDA excluding IAS 29 impact: 154.7 M€ (+15.9% yoy)
 - (+) Belgium, Turkey and US; (-) Nordic & Baltic and Asia Pacific
 - EBITDA includes 11.1 M€ of Turkish non-industrial property land revaluation
- EBIT reached 82.3 M€ (+4.1% yoy); EBIT excluding IAS 29 impact: 98 M€ (+23.9% yoy)
- Group Net Profit of 66.6 M€ (+39.1% yoy)
- Net Financial Debt reached 79.5 M€, a reduction of 58.1 M€ year on year including IFRS 16 impact, 6.3 M€ of share buyback (*) and 28 M€ dividend distribution
- Free cash flow generation of 92.4 M€ in the last twelve months

(*) Impact from 1/7/21 to the end of the buy back program on 12/10/21

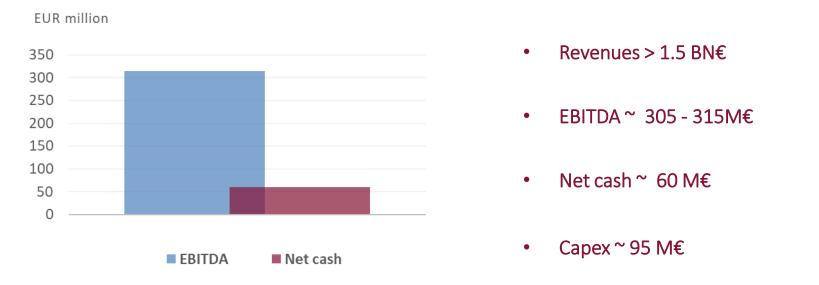


Net financial debt

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2022 Full Year Guidance



Guidance refers to like-for-like ongoing operations

These expectations do not take into account any intensification of the current crisis in Ukraine or new situations of resurgence of the Covid-19 pandemic and the potential negative effects on demand deriving from the worsening of the macroeconomic scenario. Since the expectations described above are based on a series of assumptions that are beyond the control of management, the results could differ significantly from these forecasts. As the expectations described here are based on certain preconditions and assumptions that are beyond management's control, actual results may deviate significantly from such 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.







Appendix





Hyperinflation in Turkey – Application of IAS 29

(EUR million)	30 June 2022	IAS 29 effect	30 June 2022 without IAS 29
Total assets	2,437.2	196.1	2,241.1
Total liabilities	966.2	18.4	947.9
Total Shareholders' Equity	1,471.0	177.8	1,293.2

(EUR million)	30 June 2022	IAS 29 effect	30 June 2022 without IAS 29
REVENUE	811.0	5.9	805.2
TOTAL OPERATING REVENUE	872.5	2.7	869.8
Raw materials costs	(410.0)	(11.9)	(398.1)
Personnel costs	(101.7)	(0.6)	(101.0)
Other operating costs	(217.1)	(1.1)	(216.0)
TOTAL OPERATING COSTS	(728.7)	(13.7)	(715.1)
EBITDA	143.8	(11.0)	154.7
Amortisation, depreciation, impairment losses and provisions	(61.5)	(4.7)	(56.8)
EBIT	82.3	(15.7)	98.0
NET FINANCIAL INCOME (EXPENSE)	17.7	15.5	2.1
PROFIT BEFORE TAXES	99.9	(0.2)	100.1
Income taxes	(25.3)	(3.9)	(21.4)
PROFIT FOR THE PERIOD	74.6	(4.0)	78.7
Attributable to:			
Non controlling interests	8.1	0.4	7.7
Owners of the Parent	66.6	(4.4)	71.0

From June 2022, Turkey is considered hyperinflationary based on the criteria of IAS 29 – Financial reporting in hyperinflationary economies

Main effects of IAS 29 application:

- Current and prior period financial information are not comparable
- the financial statements of Turkish subsidiaries have been remeasured by applying the general Consumer Price Index to historical data to reflect changes in the purchasing power at the reporting date.
- the remeasurement of non-monetary items, the components of equity and of the income statement recognized in H1 2022, was included under "Financial Income and Expense".
- For translation into Euro, all income statement balances were translated at the closing rate as at June 30th, 2022 rather than the average rate.

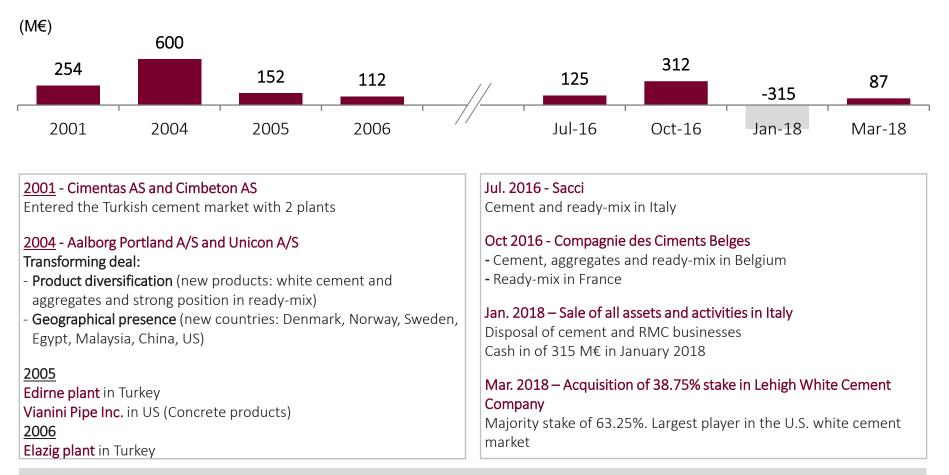
	Inflation
Periods	rated applied
From January 2005 to 31 December 2021	503.30%
From January 2022 to 30 June 2022	42.35%





M&A track record

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



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)	\checkmark > 4 billion tons per year
IVIAI KEL 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





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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)

Registered Office:

Zuidplein 36 1077 XV – Amsterdam, The Netherlands

