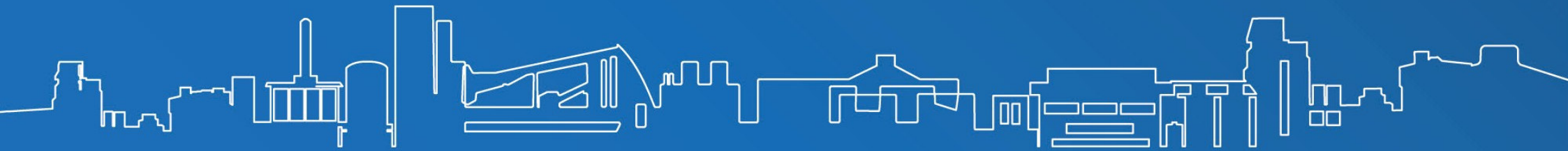


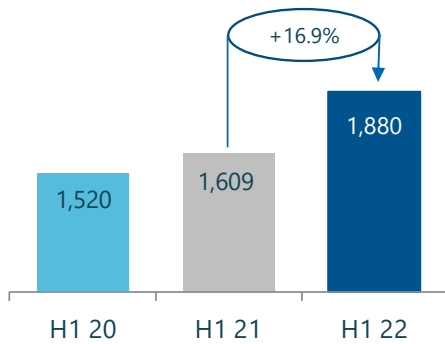
H1 2022 Results



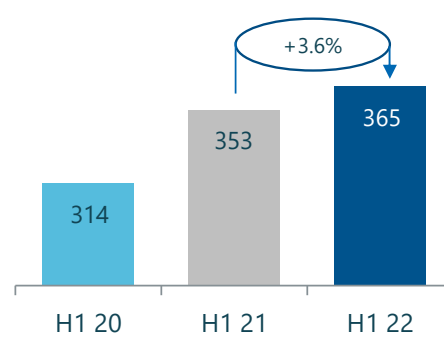
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1. H1 2022 HIGHLIGHTS
 2. TRADING BY GEOGRAPHIC AREAS
 3. OUTLOOK
- APPENDIX

H1 2022 HIGHLIGHTS

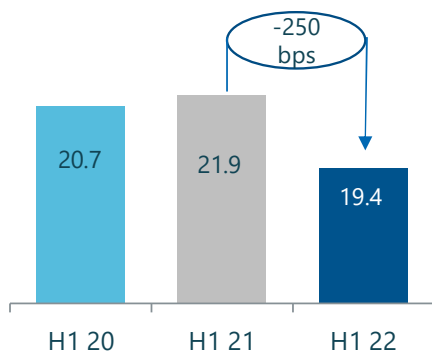
Net Sales (€m)



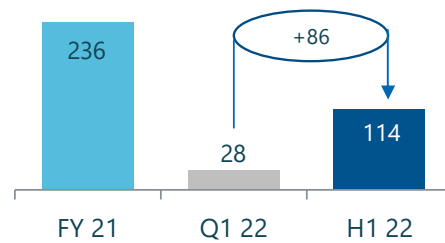
EBITDA (€m)



EBITDA Margin (%)



NFP (€m)



H1 2022 IN BRIEF



Overall stable demand across the regions. High inflation and uncertainties started to have an impact, mainly in Europe



Sequential double-digit prices increases implemented in every country with Italy, Eastern Europe and USA leading the way



Price over cost negative in H1 but prices started to catch up in Q2



Strong net sales growth (+12.1% lfl) in all regions, driven by solid pricing. EBITDA just slightly down lfl vs H1 2021 due to higher costs (energy +70%)



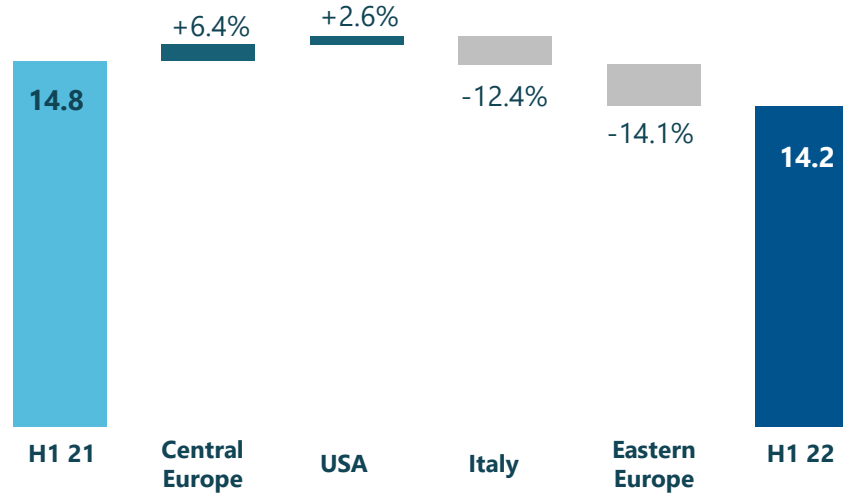
Net cash position at 114 €m, improved vs Q1 but still lower vs 2021 due to the spike in working capital and share buyback



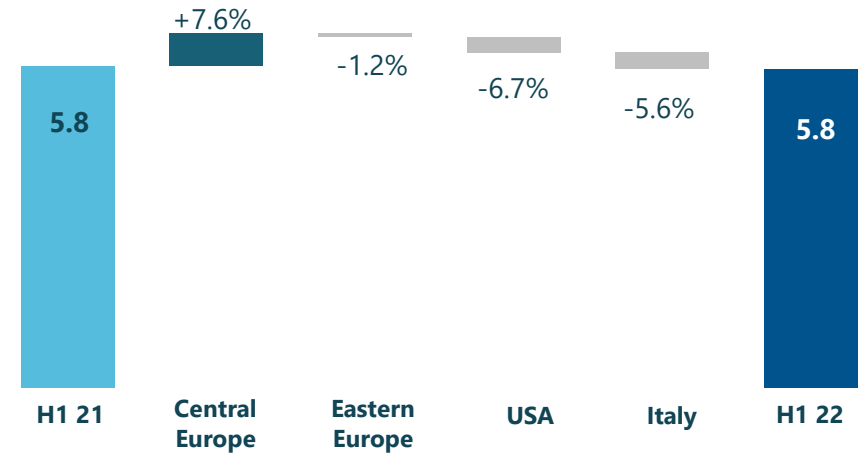
Revised guidance for 2022: Recurring EBITDA to possibly reach a level similar to 2021

H1 2022- CEMENT AND RMX VOLUMES VARIANCE

Cement volumes (mton)

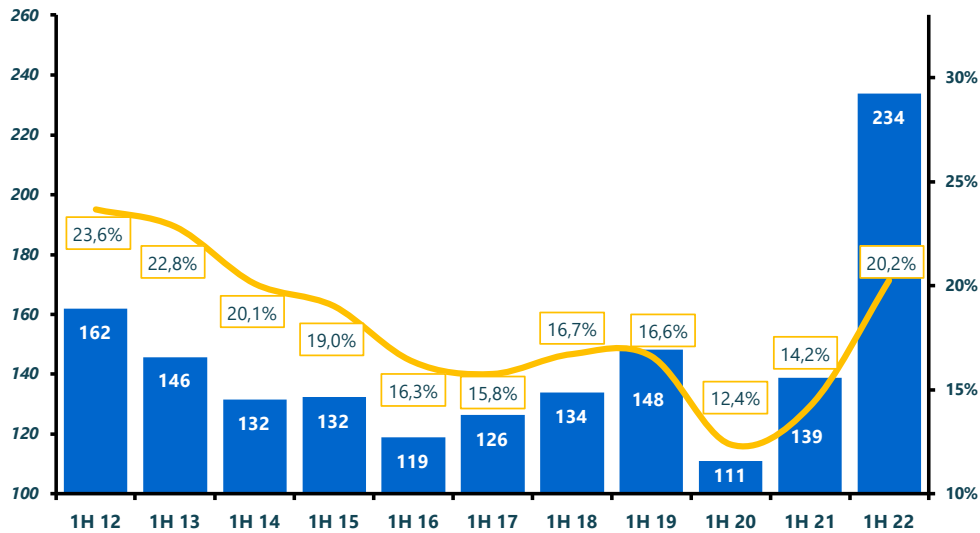


Ready-mix volumes (mm³)



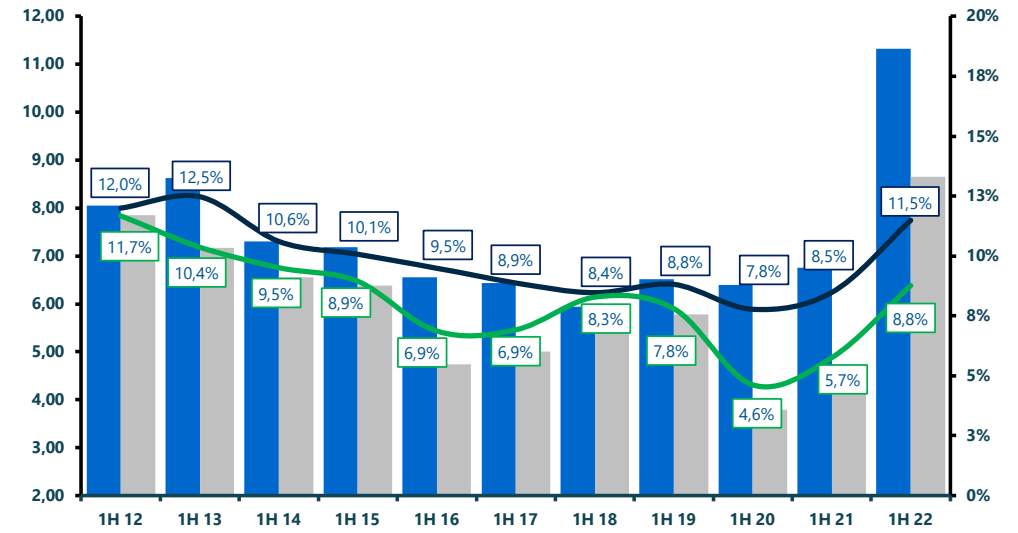
ENERGY COSTS IMPACT

Total energy (excl. Russia)



■ Energy cost (€m)
— Energy cost / Revenues*

Power & Fuel (excl. Russia)

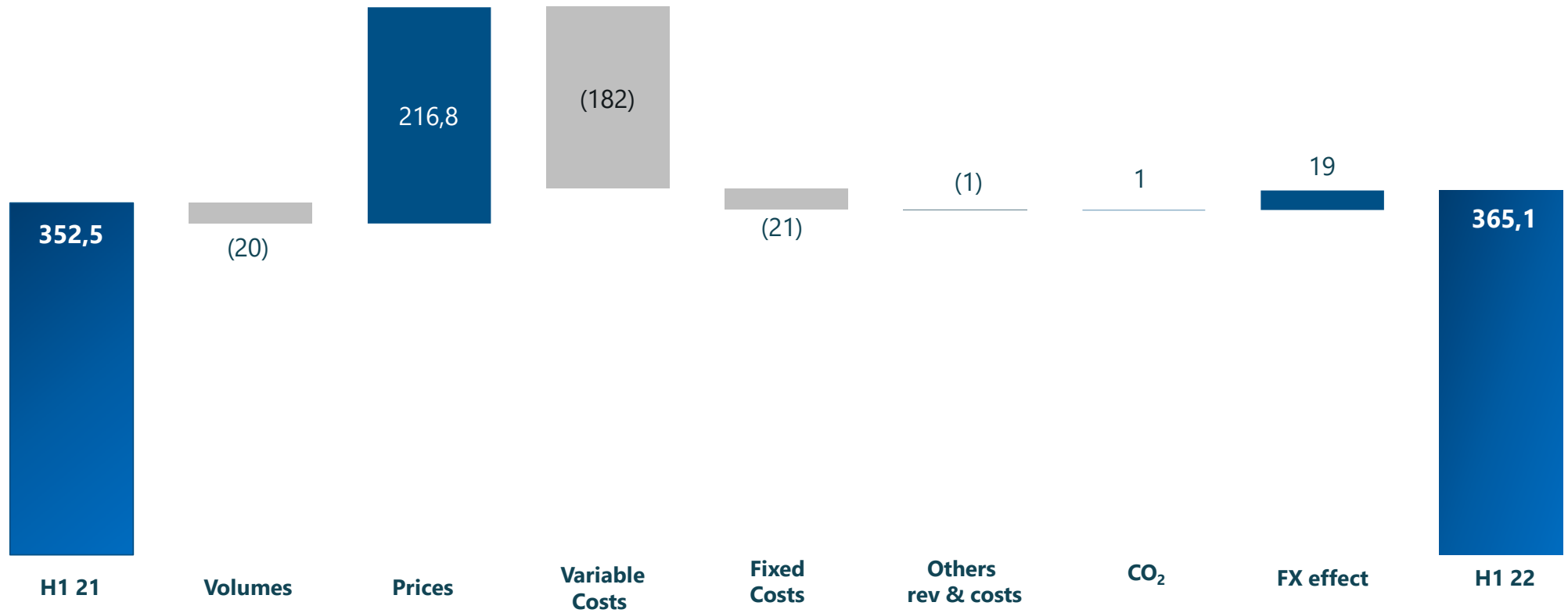


■ Power cost (€/ton)
— Power cost / Revenues* (%)
■ Fuel cost (€/ton)
— Fuel cost / Revenues* (%)

*only cement

EBITDA VARIANCE ANALYSIS

EURm



ITALY

- Demand slowed down in Q2 due to strong inflation and postponement of private investments.
- Production costs significantly rose (fuels and power more than doubled)
- Sequential price increases implemented in Q1 and Q2
- Negative price/costs but prices are catching up
- EBITDA moved slightly up thanks to rmx contribution and benefit from the tax credit (+13 €m)

EURm	H1 22	H1 21	Δ %	Δ% l-f-l
Net Sales	357.9	305.6	+17.1	+17.1
EBITDA	35.6	32.7	+8.9	+8.9
EBITDA margin (%)	9.9	10.7		

Net Sales variance EURm



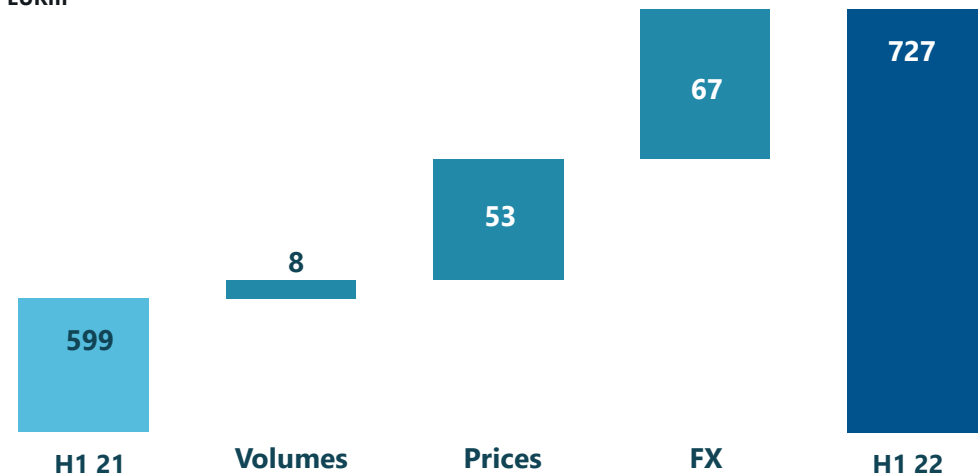
USA

- Demand remained lively during H1 still supported by the activity in residential sector.
- Cement volumes improved (+2.6%). Shortage of drivers continued to penalize readymix volumes (-6.7%).
- Significant increase in cost items, fixed as well as variable (mainly energy and maintenance costs)
- Material improvement in selling prices: first round implemented in January (april in Texas). Second price increase in the pipeline (Q3)
- More than 80% of production already switched to Type 1L in June

EURm	H1 22	H1 21	Δ %	Δ% f-
Net Sales	726.5	599.0	+21.3	+10.0
EBITDA	180.6	181.6	-0.6	-9.8
EBITDA margin (%)	24.9	30.3		

Net Sales variance

EURm



CENTRAL EUROPE

- Cement volumes showed positive development (+6.4%), despite some slowdown of the demand during Q2. Rmx overall positive (+7.6%)
- Significant rise in production costs (mainly power and fuels) in Benelux; Germany more under control, thanks to high AFs and partial hedging
- Solid pricing with sequential increases in Q1 and Q2
- Price over cost stable in H1

EURm	H1 22	H1 21	Δ %	Δ% f-l
Net Sales	492.5	428.5	+14.9	+15.3
EBITDA	69.3	67.5	+2.7	+2.9
EBITDA margin (%)	14.1	15.7		

Net Sales variance

EURm



EASTERN EUROPE

- After a positive start, activity in the construction sector slowed down in Q2 in Poland and Czech Rep. Favorable cement volumes in H1 in both countries
- In Ukraine, commercial and production activity restarted in April only in Volyn (NW of the country). Cement volumes in H1 substantially halved.
- Solid price increases.
- Positive contribution from Fx

EURm	H1 22	H1 21	Δ %	Δ% f-l
Net Sales	307.0	278.3	+10.3	+6.9
EBITDA	79.5	70.4	+12.9	+9.3
EBITDA margin (%)	25.9	25.3		

Net Sales variance

EURm



MEXICO AND BRAZIL

Mexico

- Weak investment activity and challenging comps led do some contraction in domestic demand (cement volumes -12%)
- Higher Fuels costs drove up production costs
- Price over cost stable in H1, slightly negative in Q2
- Tougher environment, but still best margins across the regions

EURm	H1 22	H1 21	Δ %	Δ% l-f-l
Net Sales (100%)	353.1	337.1	+4.7	-4.6
EBITDA (100%)	149.5	150.9	-0.9	-9.7
EBITDA margin (%)	42.3	44.8		

Brazil

- Cement volumes steady on a lfl basis, in line with domestic demand.
- Higher productions costs driven by power and fuels
- Significant rise in selling prices
- Price over cost still negative but the gap is closing

EURm	H1 22	H1 21	Δ %	Δ% l-f-l
Net Sales (100%)	179.6	106.4	+68.7	+13.4
EBITDA (100%)	46.6	37.0	+26.0	-8.0
EBITDA margin (%)	25.9	34.8		

2022 OUTLOOK



During H2, construction activity in Italy and Central Europe may be penalized by less favorable development in the residential sector, which bears the higher financing and construction costs, and some delays in the implementation of infrastructure plans.
Construction activity in the USA expected to continue to be lively.



Selling prices should continue to fuel revenue growth in H2



Production costs expected to remain at record level but in H2 comps should be easier (except for Italy)

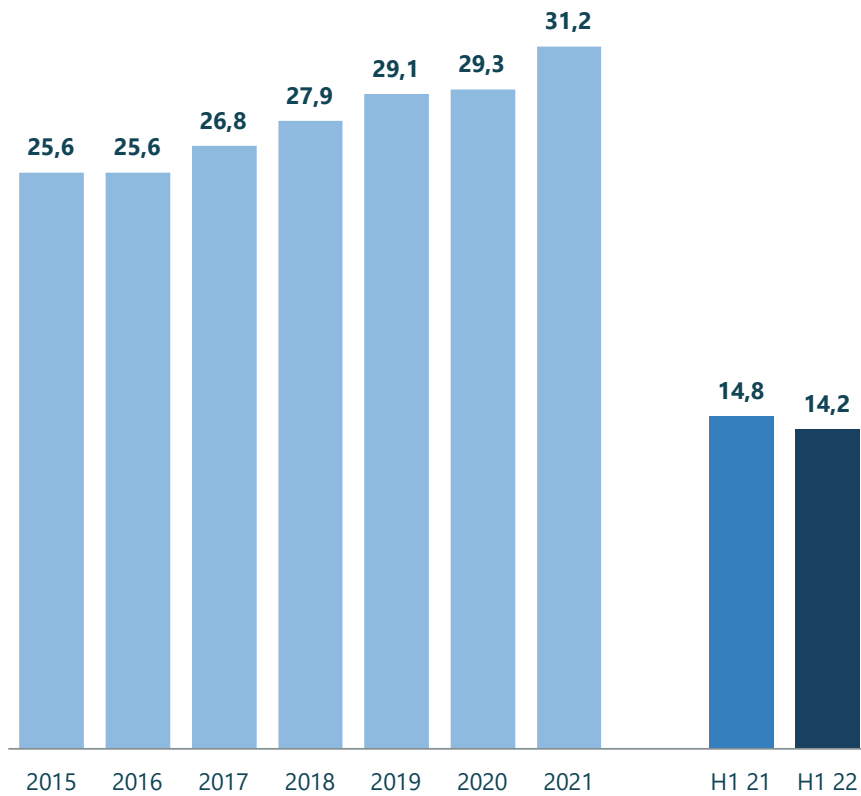


Thanks to better visibility on the year, guidance raised compared to previous indications:
2022 recurring EBITDA expected to be in line with 2021

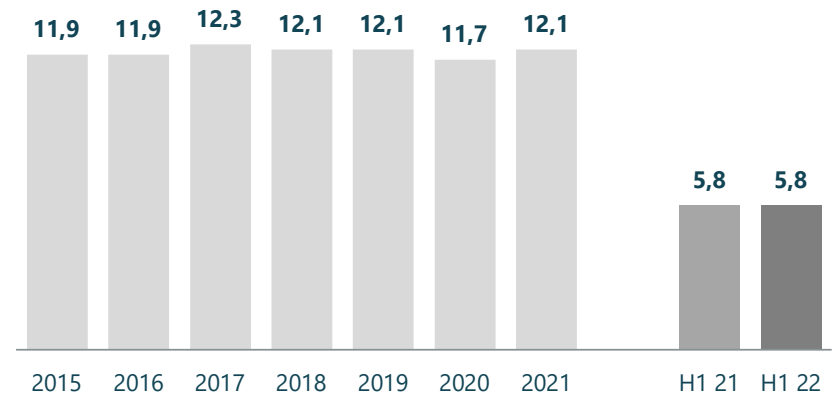
APPENDIX

H1 2022 VOLUMES

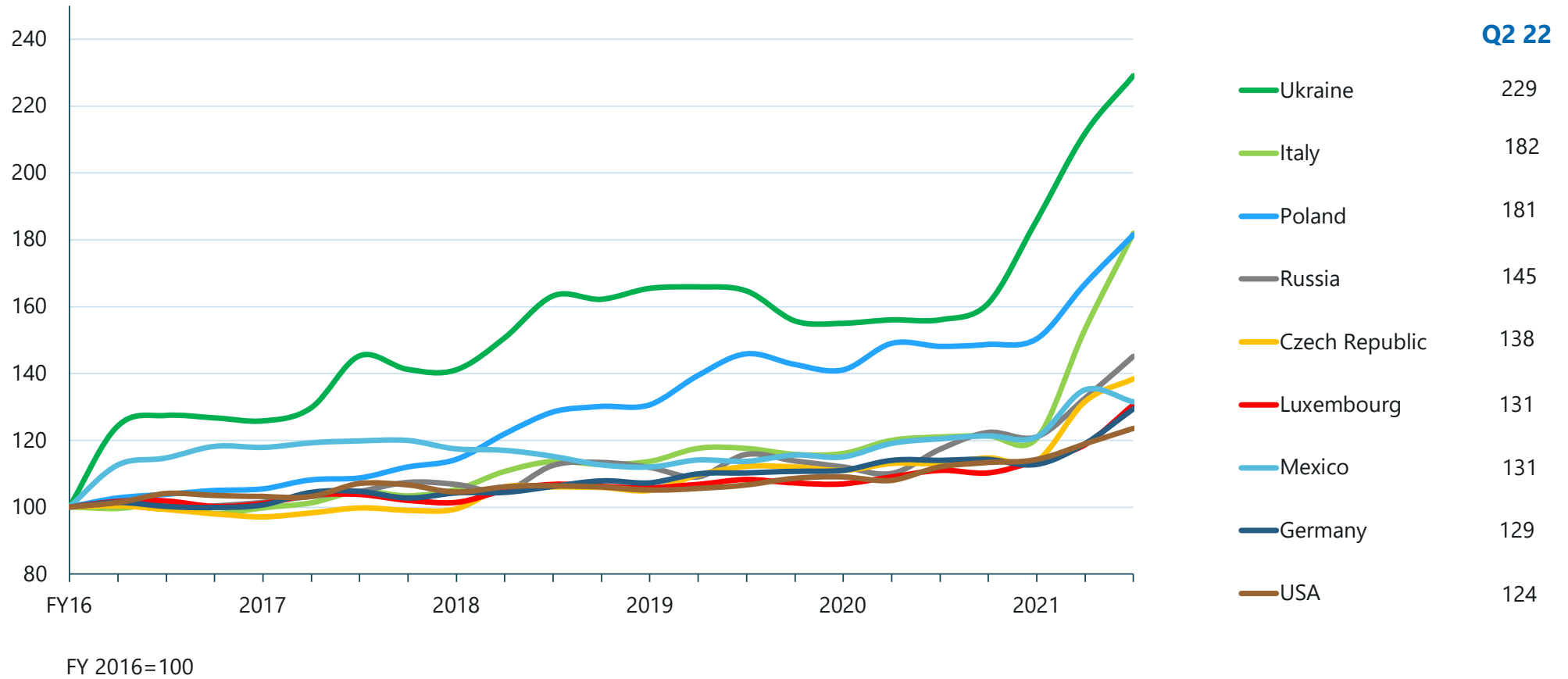
Cement (mt)



Ready-mix concrete (mm³)



PRICE INDEX BY COUNTRY



FX CHANGES

	H1 2022	H1 2021	D	2021	Current
EUR 1 =	avg	avg	%	avg	
USD	1.09	1.21	9.3	1.18	1.02
RUB	85.41	89.55	4.6	87.15	62.56
UAH	31.73	33.46	5.2	32.26	37.42
CZK	24.65	25.85	4.7	25.64	24.63
PLN	4.64	4.54	-2.2	4.57	4.73
MXN	22.17	24.33	8.9	23.99	20.76
BRL	5.56	6.49	14.4	6.38	5.27

NET SALES BY COUNTRY

EURm	H1 2022	H1 2021	Δ	Δ	FX	Scope	Δ I-f-I
			abs	%	abs	abs	%
Italy	357.9	305.6	52.3	+17.1	-	-	+17.1
United States	726.5	599.0	127.5	+21.3	67.4	-	+10.0
Germany	392.9	341.7	51.2	+15.0	-	-	+15.0
Lux / Netherlands	116.4	100.6	15.8	+15.7	-	(0.4)	+16.2
Czech Rep / Slovakia	96.7	80.4	16.2	+20.2	4.1	-	+15.1
Poland	68.4	53.7	14.7	+27.3	(1.5)	-	+30.1
Ukraine	28.3	51.0	(22.7)	-44.5	1.5	-	-47.4
Russia	114.3	93.9	20.4	+21.7	5.3	-	+16.1
<i>Eliminations</i>	<i>(21.4)</i>	<i>(17.3)</i>	<i>(4.0)</i>				
Total	1,880.0	1,608.7	271.2	+16.9	76.8	(0.4)	+12.1
Mexico (100%)	353.1	337.1	15.9	+4.7	31.4	-	-4.6
Brazil (100%)	179.6	106.4	73.1	+68.7	25.8	(33.0)	+13.4

EBITDA BY COUNTRY

	H1 2022	H1 2021	Δ	Δ	Forex	Scope	Δ I-f-I
EURm			abs	%	abs	abs	%
Italy	35.6	32.7	2.9	+8.9	-	-	+8.9
United States	180.6	181.6	(1.0)	-0.6	16.8	-	-9.8
Germany	64.5	60.6	3.9	+6.5	-	-	+6.5
Lux / Netherlands	4.8	6.9	(2.1)	-30.0	-	(0.1)	-29.2
Czech Rep / Slovakia	29.4	23.4	5.9	+25.4	1.4	-	+19.6
Poland	17.6	16.2	1.4	+8.8	(0.4)	-	+11.2
Ukraine	-3.5	5.6	(9.1)	n.s.	(0.2)	-	n.s.
Russia	36.0	25.2	10.8	+43.0	1.7	-	+36.4
<i>Adjustments</i>	<i>0.1</i>	<i>0.3</i>					
Total	365.1	352.5	12.6	+3.6	19.2	(0.1)	-1.9
Mexico (100%)	149.5	150.9	(1.4)	-0.9	13.3	-	-9.7
Brazil (100%)	46.6	37.0	9.6	+26.0	6.7	(5.9)	-8.0

CONSOLIDATED INCOME STATEMENT

	H1 2022	H1 2021	Δ	Δ
EURm			abs	%
Net Sales	1,880.0	1,608.7	271.2	+16.9
EBITDA	365.1	352.5	12.6	+3.6
% of sales (recurring)	19.4%	21.9%		
Depreciation and amortization	(246.9)	(122.8)	(124.2)	
Operating Profit (EBIT)	118.1	229.7	(111.6)	-48.6
% of sales	6.3%	14.3%		
Equity earnings	57.7	48.4	9.3	
Net finance costs	(56.0)	(16.0)	(40.0)	
Profit before tax	119.8	262.1	(142.3)	-54.3
Income tax expense	(31.2)	(52.4)	21.3	
Net profit	88.7	209.7	(121.0)	-57.7
Minorities	(0.0)	(0.1)	0.1	
Consolidated net profit	88.6	209.6	(121.0)	-57.7

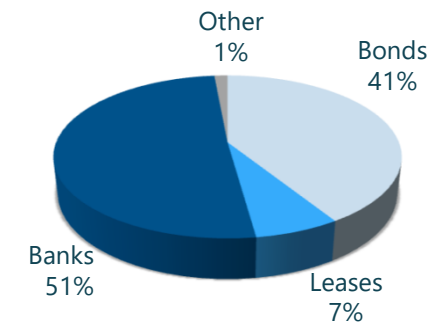
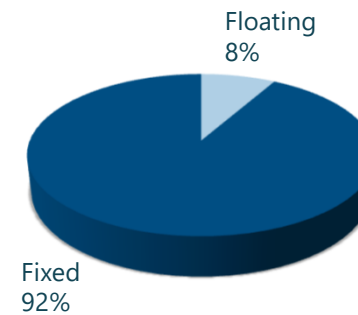
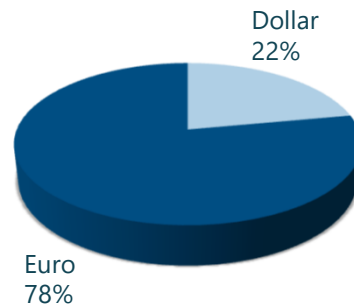
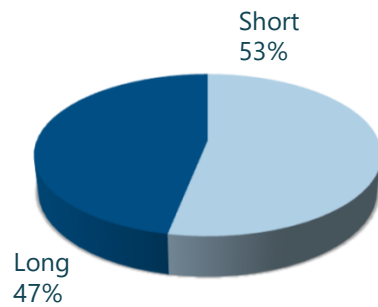
CONSOLIDATED CASH FLOW STATEMENT

EURm	H1 2022	H1 2021
Cash generated from operations	168.0	313.1
<i>% of sales</i>	<i>8.9%</i>	<i>19.5%</i>
Interest paid	(15.7)	(16.6)
Income tax paid	(47.0)	(77.4)
Net cash by operating activities	105.4	219.1
<i>% of sales</i>	<i>5.6%</i>	<i>13.6%</i>
Capital expenditures	(126.3)	(99.9)
Equity investments	(2.3)	(2.0)
Purchase of treasury shares	(123.2)	-
Dividends paid	(71.9)	(190.7)
Extraordinary dividend	-	143.3
Dividends received from associates	27.9	31.3
Disposal of fixed assets and investments	6.0	14.8
Translation differences and derivatives	53.5	10.6
Accrued interest payable	3.0	3.7
Interest received	6.6	3.5
Change in scope of consolidation and other	(0.1)	(0.9)
Change in net debt	(121.3)	132.9
Net financial position (end of period)	114.2	(108.8)

NET FINANCIAL POSITION

	Jun 22	Dec 21	Δ	Jun 21
EURm			abs	
Cash and other financial assets	1,062.3	1,207.5	(145.2)	951.8
Short-term debt	(621.6)	(155.1)	(466.5)	(102.2)
Short-term leasing	(23.6)	(22.5)	(1.2)	(21.1)
Net short-term cash	417.1	1,029.9	(612.8)	828.5
Long-term financial assets	267.3	252.3	15.0	214.8
Long-term debt	(512.0)	(990.9)	478.9	(1,087.0)
Long-term leasing	(58.2)	(55.8)	(2.4)	(65.0)
Net debt	114.2	235.5	(121.3)	(108.8)

Gross debt breakdown (1.215,4 €m)



H1 2022 Results

