

H1 2024 RESULTS

2 August 2024

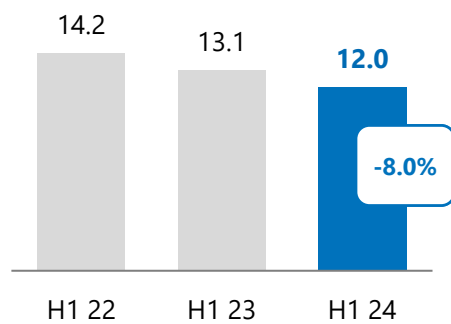
Pietro Buzzi – CEO



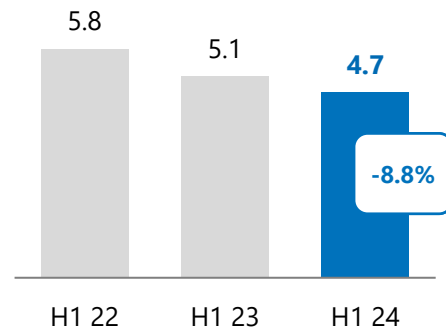
Mural of the company's centenary, Buzzi Headquarters, Casale Monferrato.

H1 2024 IN BRIEF

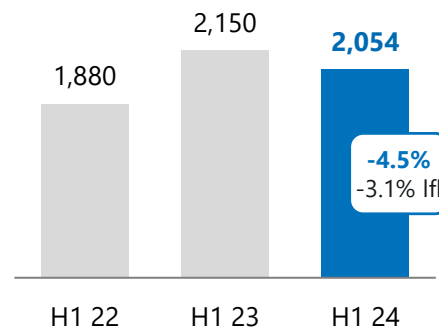
Cement Volume
(mt)



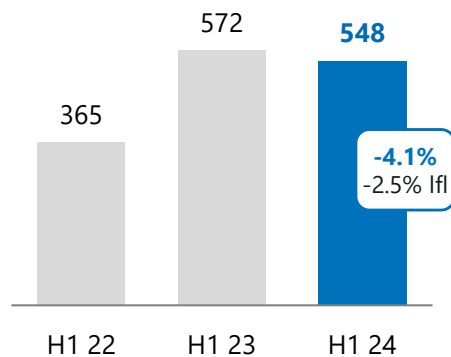
Ready-mix volume
(mm³)



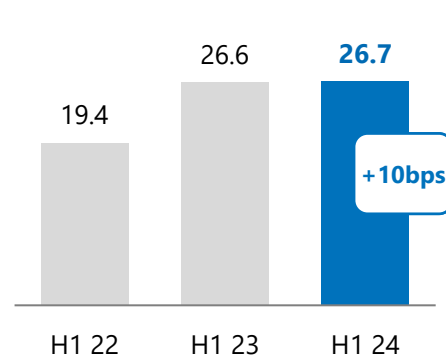
Net Sales
(€m)



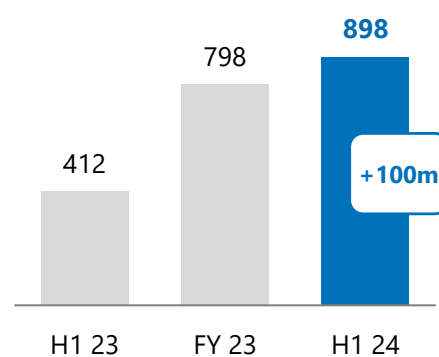
EBITDA*
(€m)



EBITDA margin*
(%)



Net Cash
(€m)



Weak demand in Central Europe and unfavorable weather conditions impacting Q2 volumes both in cement (-5.8%) and ready-mix (-6.8%)



Favorable price contribution to Net Sales partially offset by fx headwind (-27€m).



Stable H1 EBITDA margin, confirming last year excellent result



Positive price over cost dynamic in Italy and US counterbalancing lower margins in Central and Eastern Europe.



Net Cash Position improved by 100€m compared to the FY 23.

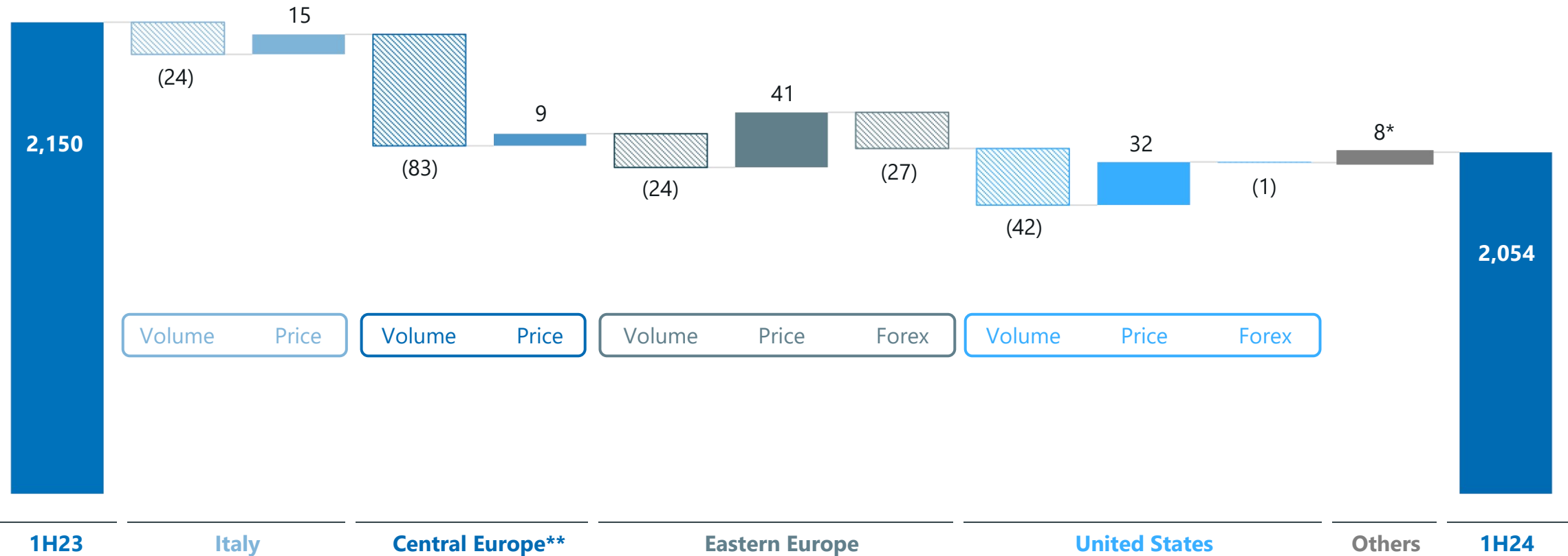


Guidance confirmed: 2024 Recurring EBITDA akin to last year record level

* Recurring

NET SALES VARIANCE BY REGION

(€m)



*Intercompany eliminations and adjustments

** Including change in scope of -2.2 €m

Unfavorable

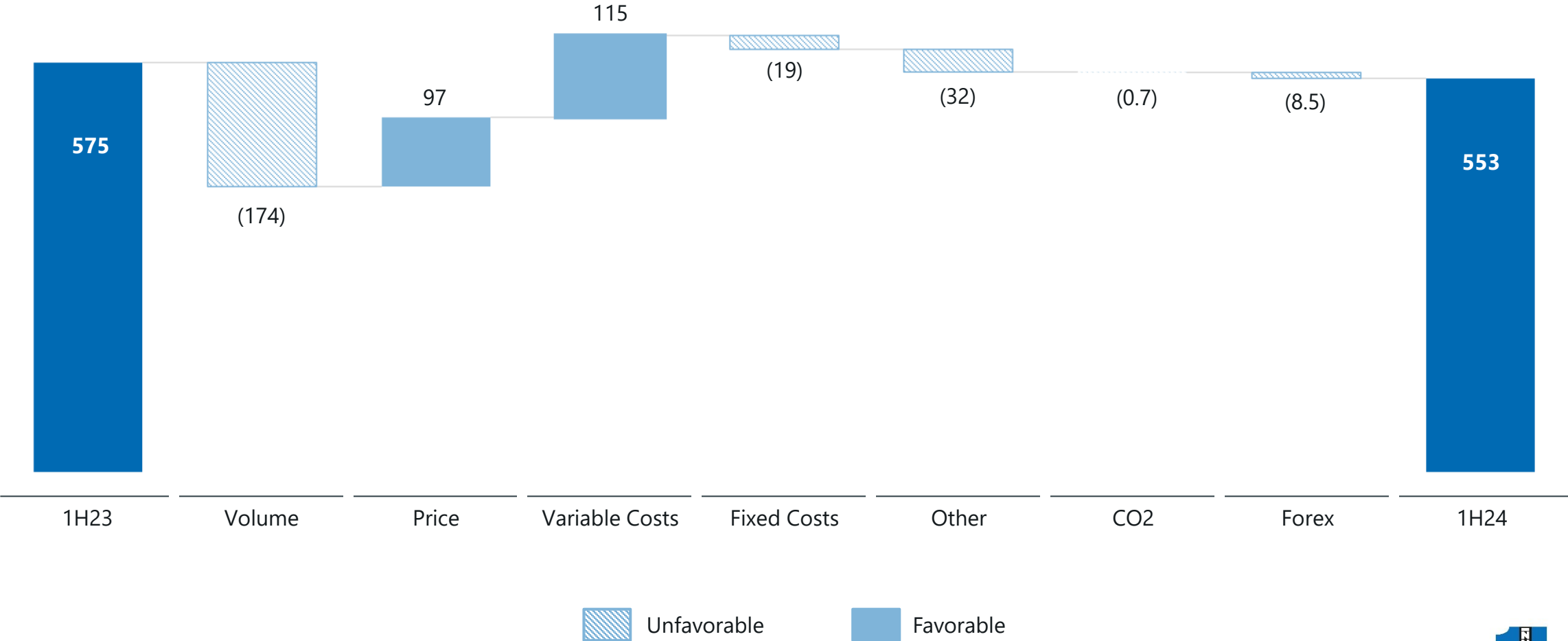
Favorable



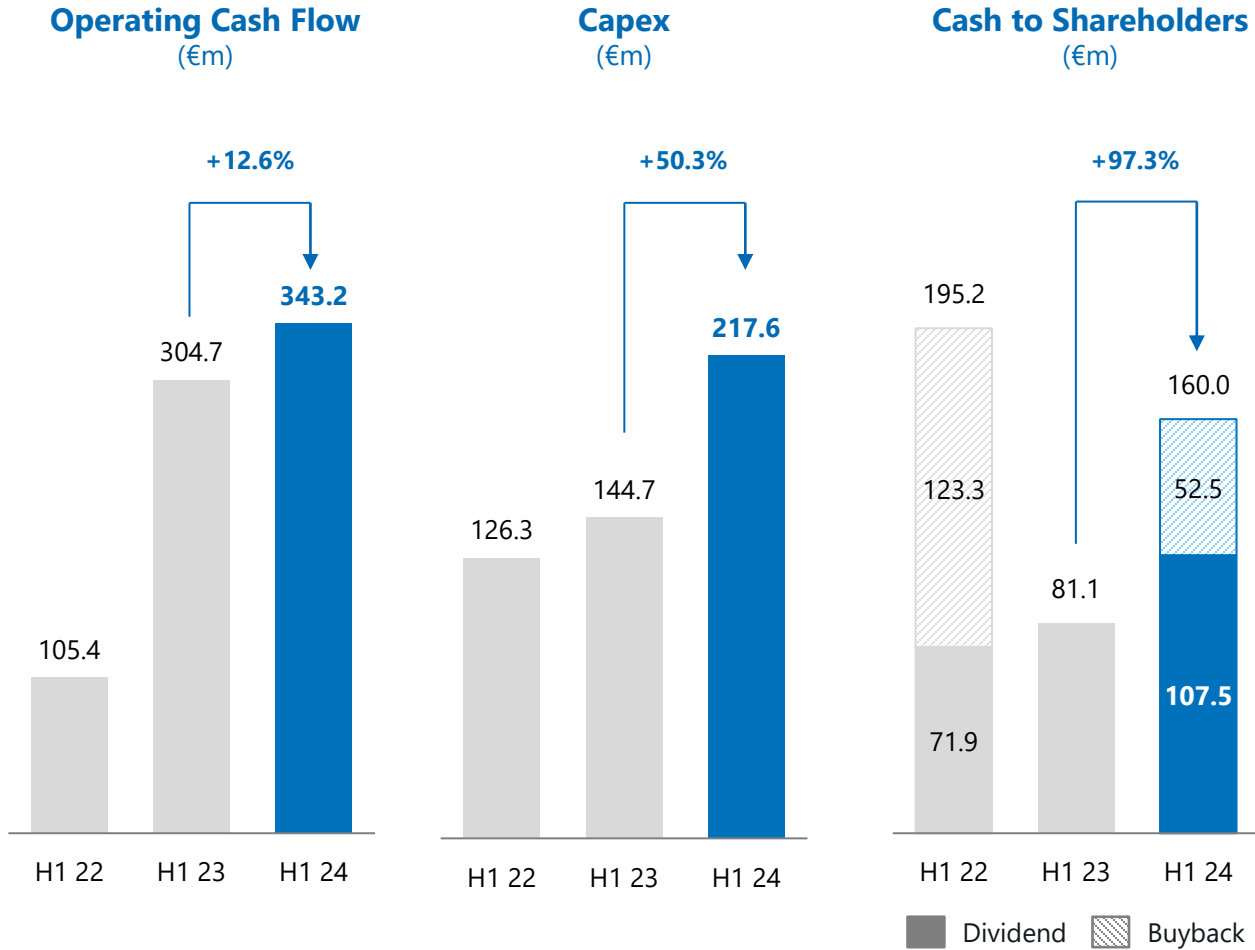


EBITDA VARIANCE

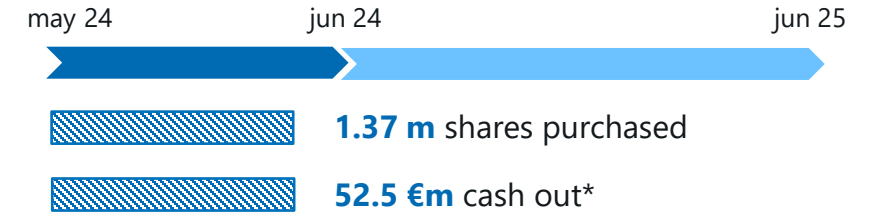
(€m)



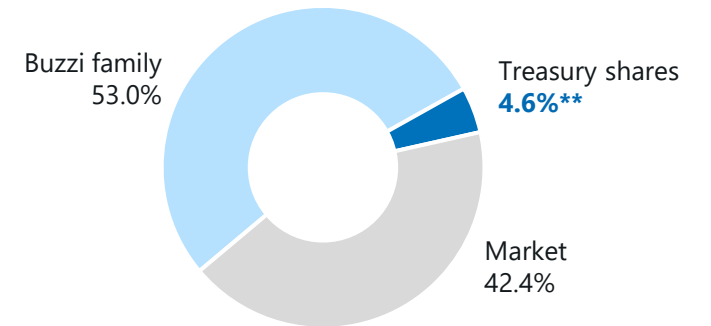
CASH GENERATION & CAPITAL ALLOCATION



Buyback program 2024-2025: 200 €m



Shareholder Structure
(as of 30/06/2024)



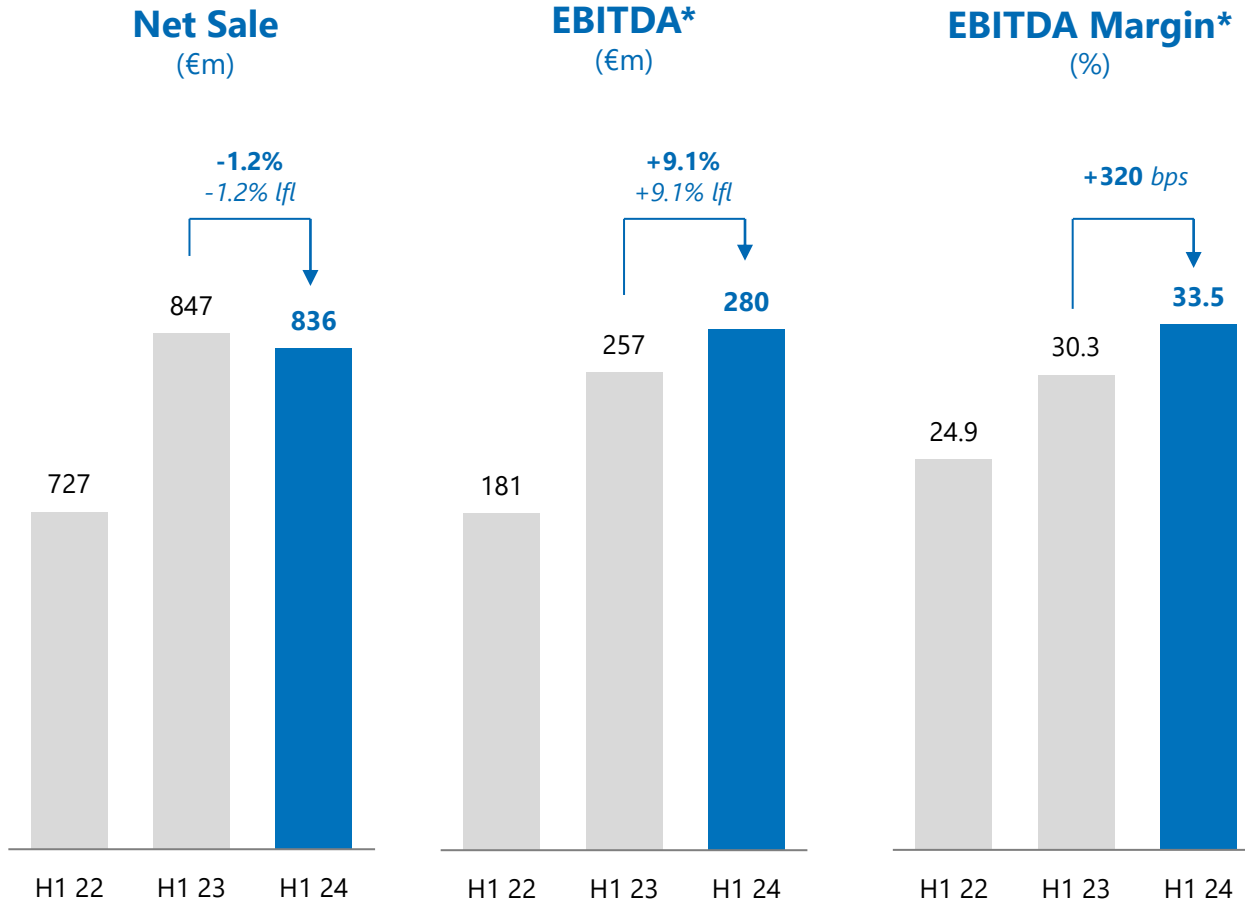
*26% of total program
**8.86 million treasury shares as of 30/06/2024



TRADING BY GEOGRAPHICAL AREA



UNITED STATES OF AMERICA



Residential activity has been volatile in H1, still impacted by high rates and uncertainties on FED easing cycle



H1 volumes decreasing both in cement (-5.7%) and rmx (-4.6%), also penalized by unfavorable weather



Margin strengthening in H1, mainly driven by positive price momentum



Stable production costs, with increased raw materials and fixed items offsetting lower energy expenses

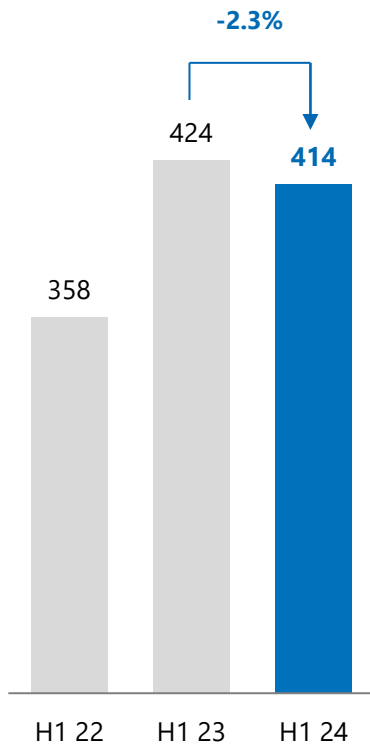


Negligible FX effect on Net Sales and EBITDA

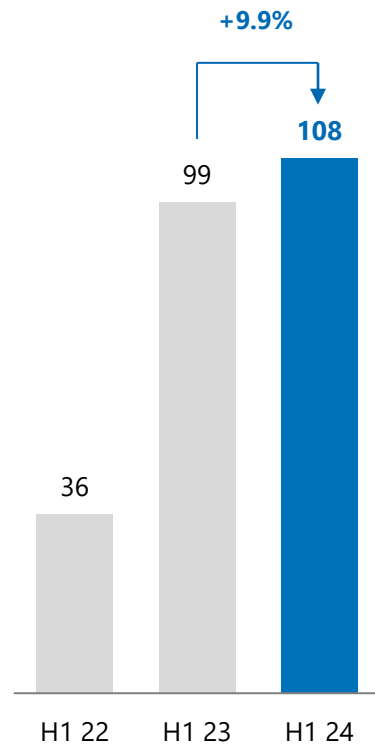
* Recurring

ITALY

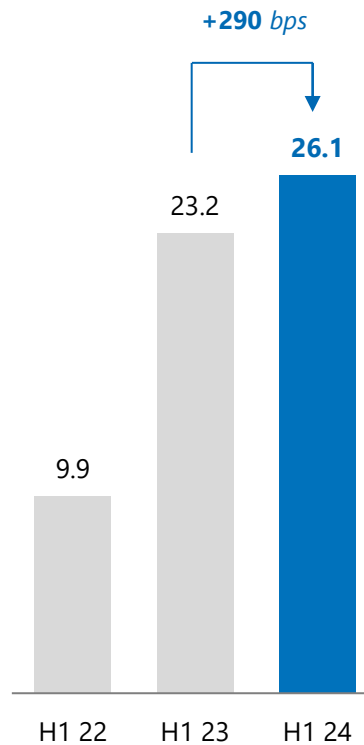
Net Sale (€m)



EBITDA* (€m)



EBITDA Margin* (%)



Construction activity slowdown in Q2 both in private and public sectors, also affected by bad weather during the spring months



Declining volume trend in H1 both in cement (-5.9%) and rmx (-6.4%)



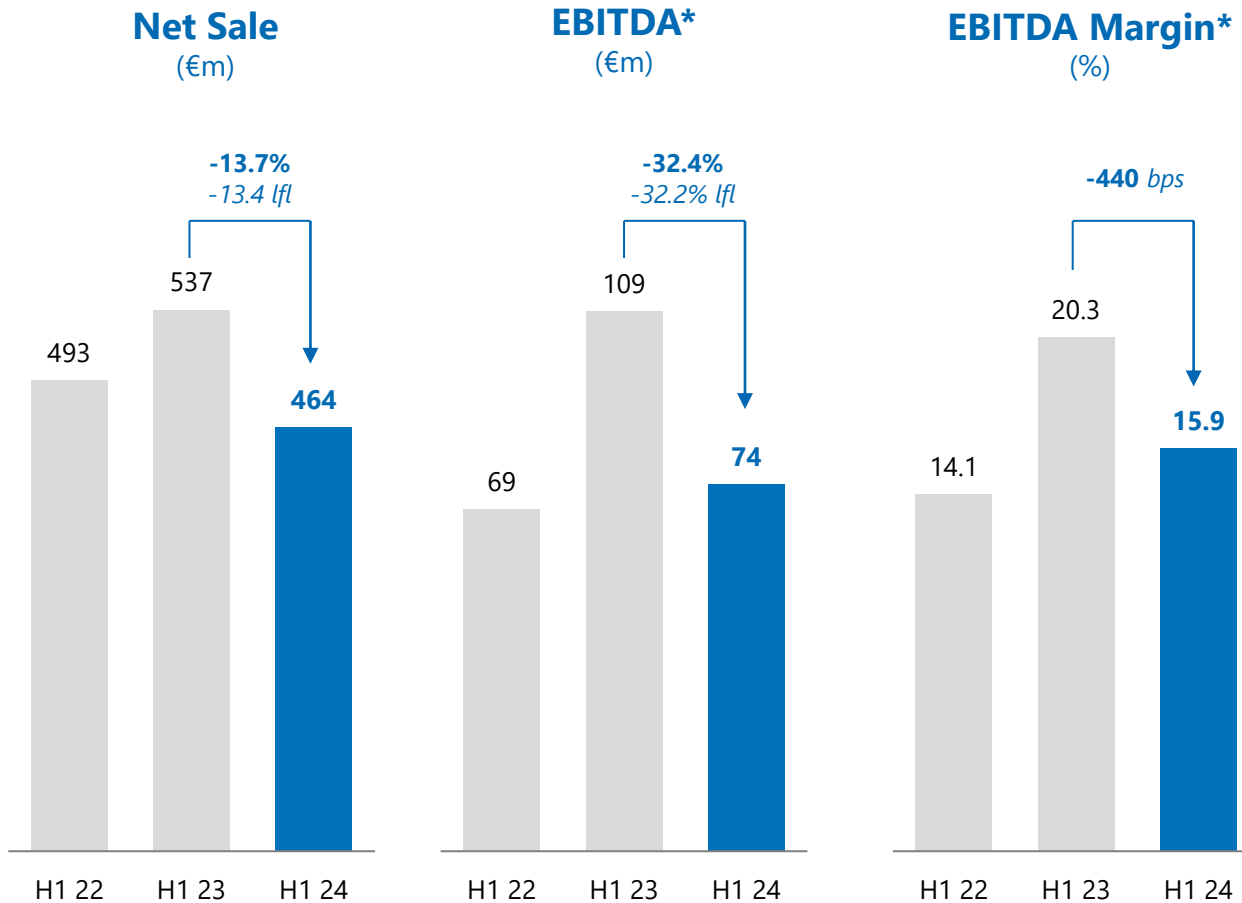
Solid pricing, after the increase achieved at the beginning of the year, and reduced variable expenses (mainly energy) widening the price over cost dynamic



Improved operating results and margin, despite the lack of the tax credit benefit (12 million in 2023)

* Recurring

CENTRAL EUROPE



Sluggish construction activity weighting on demand; enduring weak economic conditions and high rates burdening private investments and municipality budgetary leeway



H1 volumes contracting both in cement (-15.6%) and rmx (-16.6%)



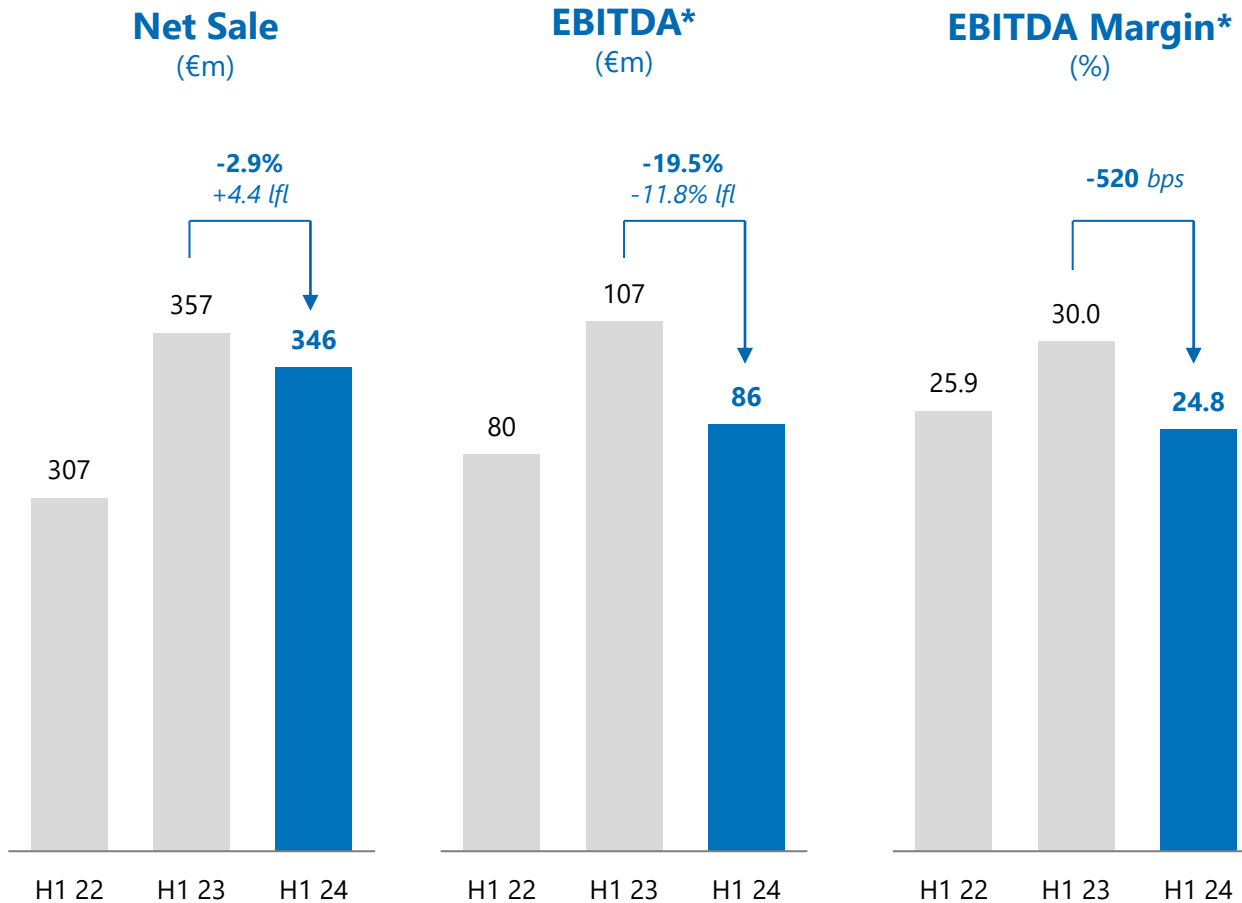
Fixed costs and margins penalized by negative volume, despite some energy savings



Change in Benelux ready-mix scope negatively contributing to Net Sales (-2.2 million) and EBITDA (-0.3 million)

* Recurring

EASTERN EUROPE



* Recurring



Slowdown in non-residential activity in Poland and weak residential sector in Czech; stagnation of infrastructure in both the countries at the beginning of the year



Ukraine continue to recover but the easy comparison started to phase out



H1 cement volumes down (-8.5%), while rmx slightly declined (-2.1%)



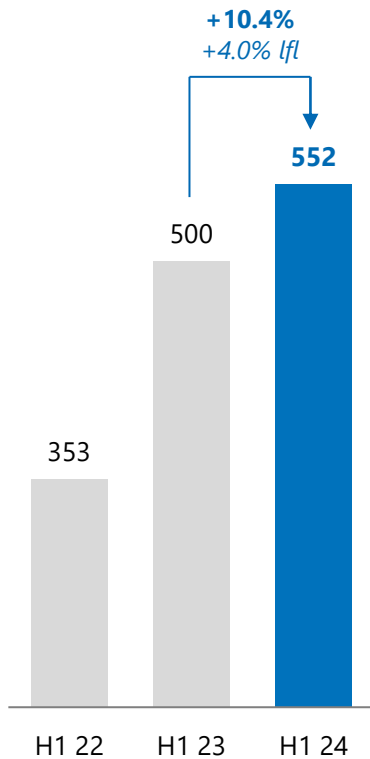
Production cost worsened, also due to higher energy expenses



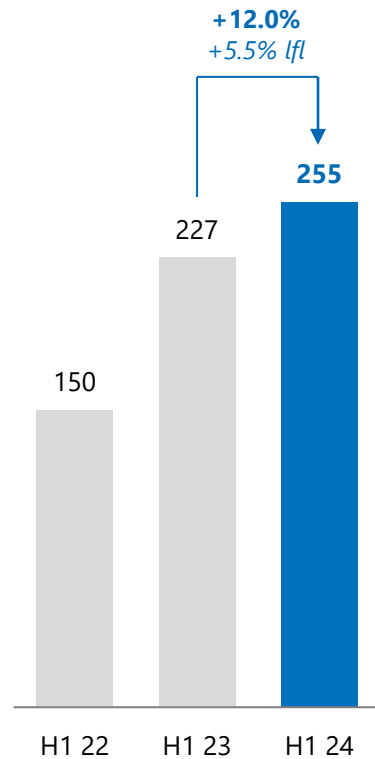
Negative FX contribution to Net Sales (-26.5 million) and EBITDA (-8.4 million)

MEXICO

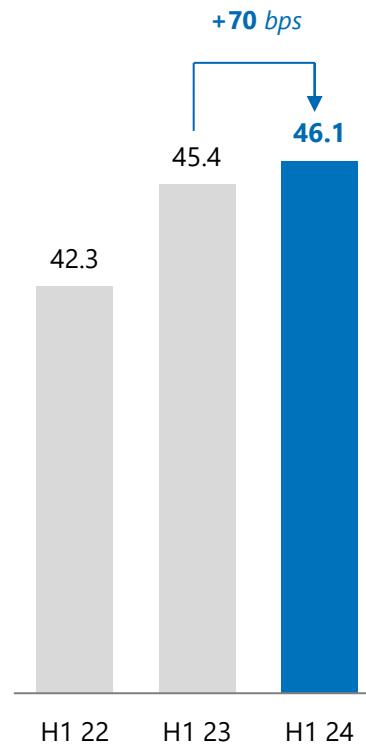
Net Sale (€m)



EBITDA* (€m)



EBITDA Margin* (%)



Construction activity slowed down at the beginning of the year but remains at a strong level, thanks to a good development in civil engineering works



Moderate decline in cement volume (-2.6%) and favorable momentum in ready-mix (+16.5%) in H1



Positive price effect and reduced energy costs overcoming higher fixed expenses; improving margins and excellent operating results

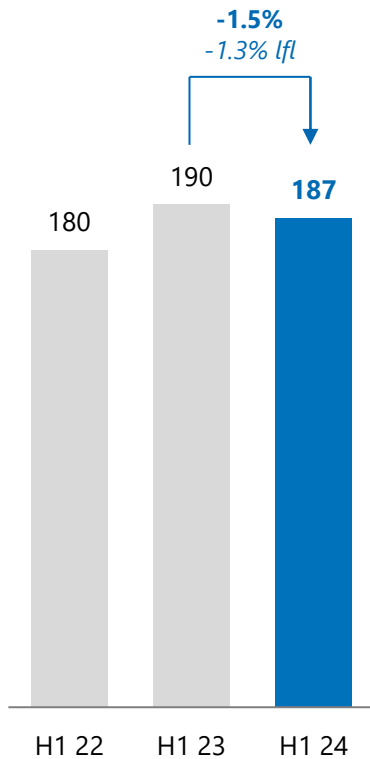


Relevant FX tailwind thanks to strong MX peso

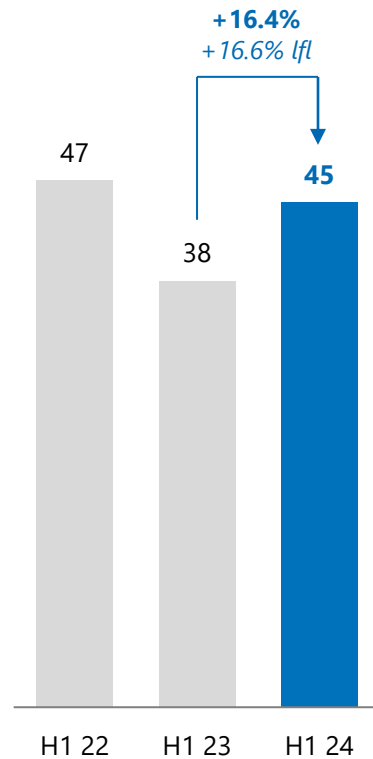
* Recurring

BRAZIL

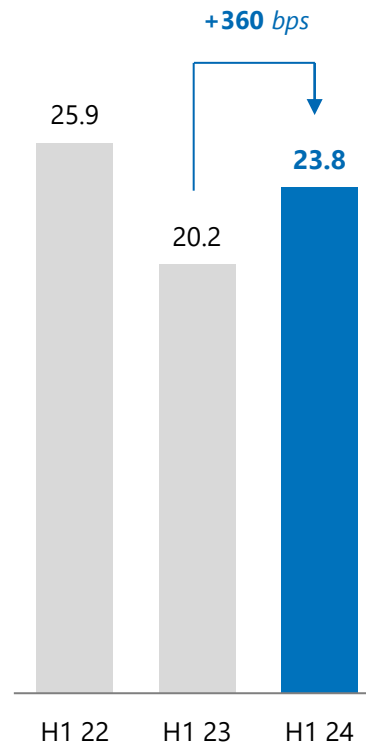
Net Sale (€m)



EBITDA* (€m)



EBITDA Margin* (%)



Demand growing slightly in H1, driven by a better development in housing and infrastructure



Cement volumes regained ground in Q2, leading to a flattish trend in H1 (-0.4%)



Muted price dynamic with almost neutral contribution to operating results



Margin recovery from 2023 level, thanks to improving variable costs



Small FX impact on Net Sales and EBITDA

* Recurring

OUTLOOK 2024



OUTLOOK



Latest forecasts point to a better development in construction activity during H2, with still subdued investments in Central Europe, burdened by residential weakness, and a more resilient demand in the other Regions; civil engineering works continue to appear the main industry driver, particularly in Italy and United States



Energy costs are expected to stabilize in the following quarters



Price over cost evolution remains a key priority for the group



Group recurring EBITDA expected to consolidate the 2023 record level



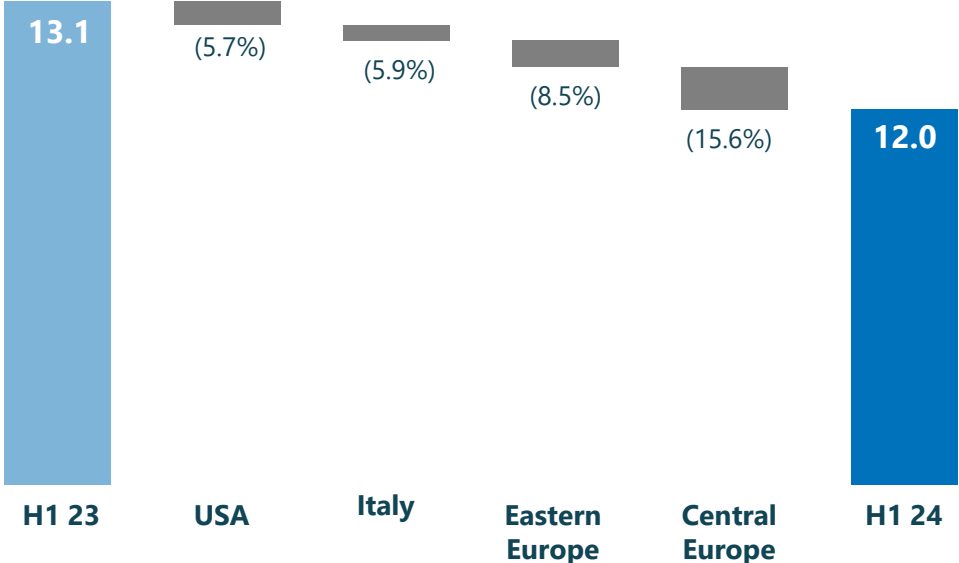
Concerning the acquisition of the remaining 50% of the Brazilian joint venture, Buzzi received the approval by the antitrust authority (CADE) and we expect to close the transaction in October 2024

APPENDIX

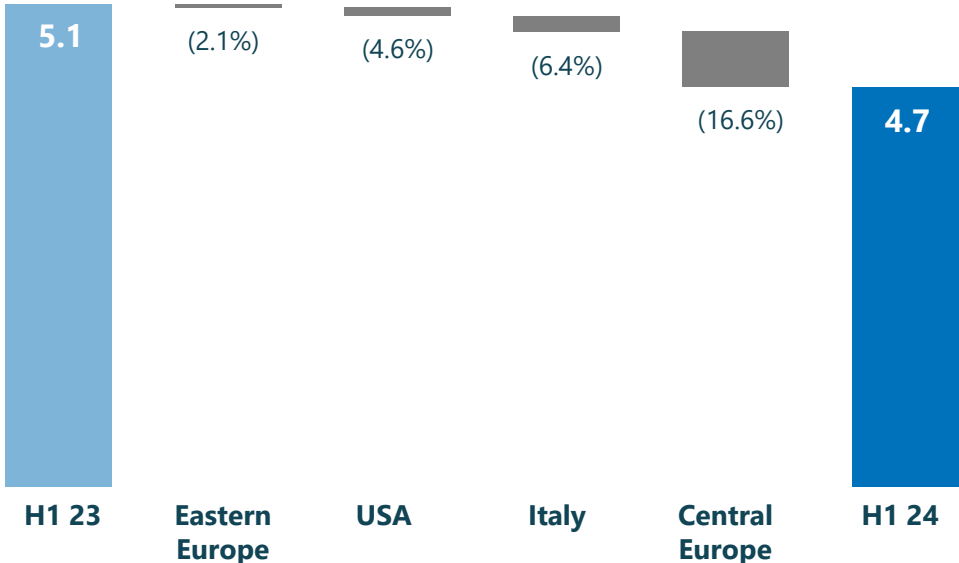


VOLUMES BY REGION

Cement volumes (mton)



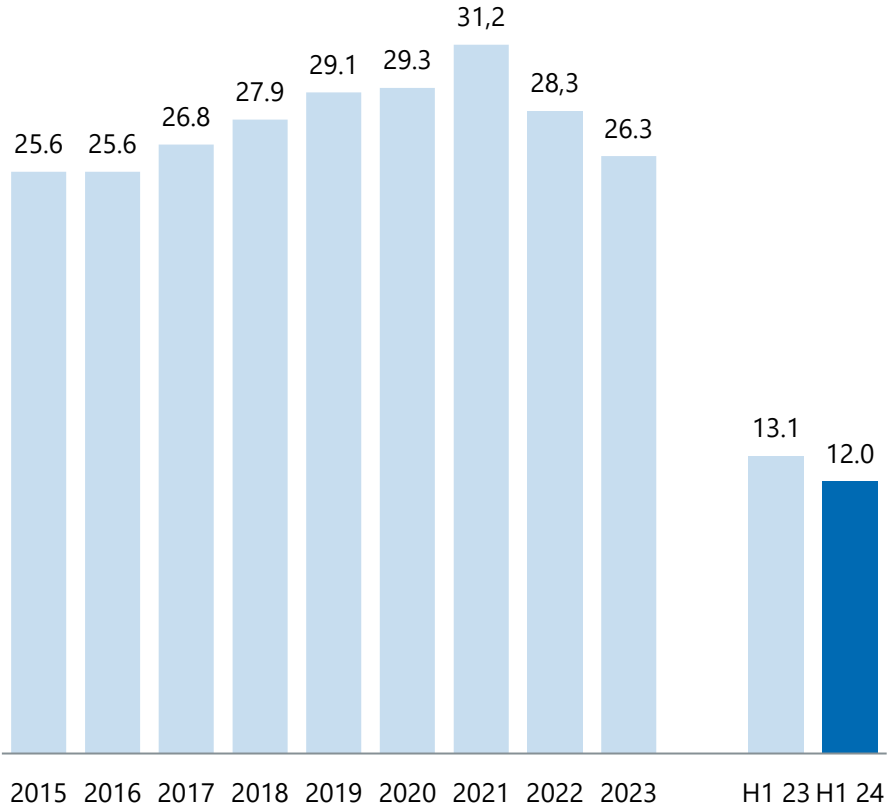
Ready-mix volumes (mm³)



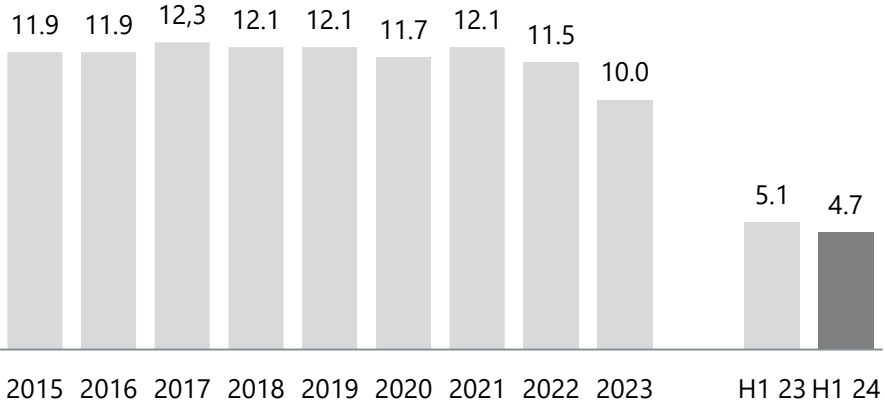


HISTORICAL VOLUME EVOLUTION

Cement (mt)



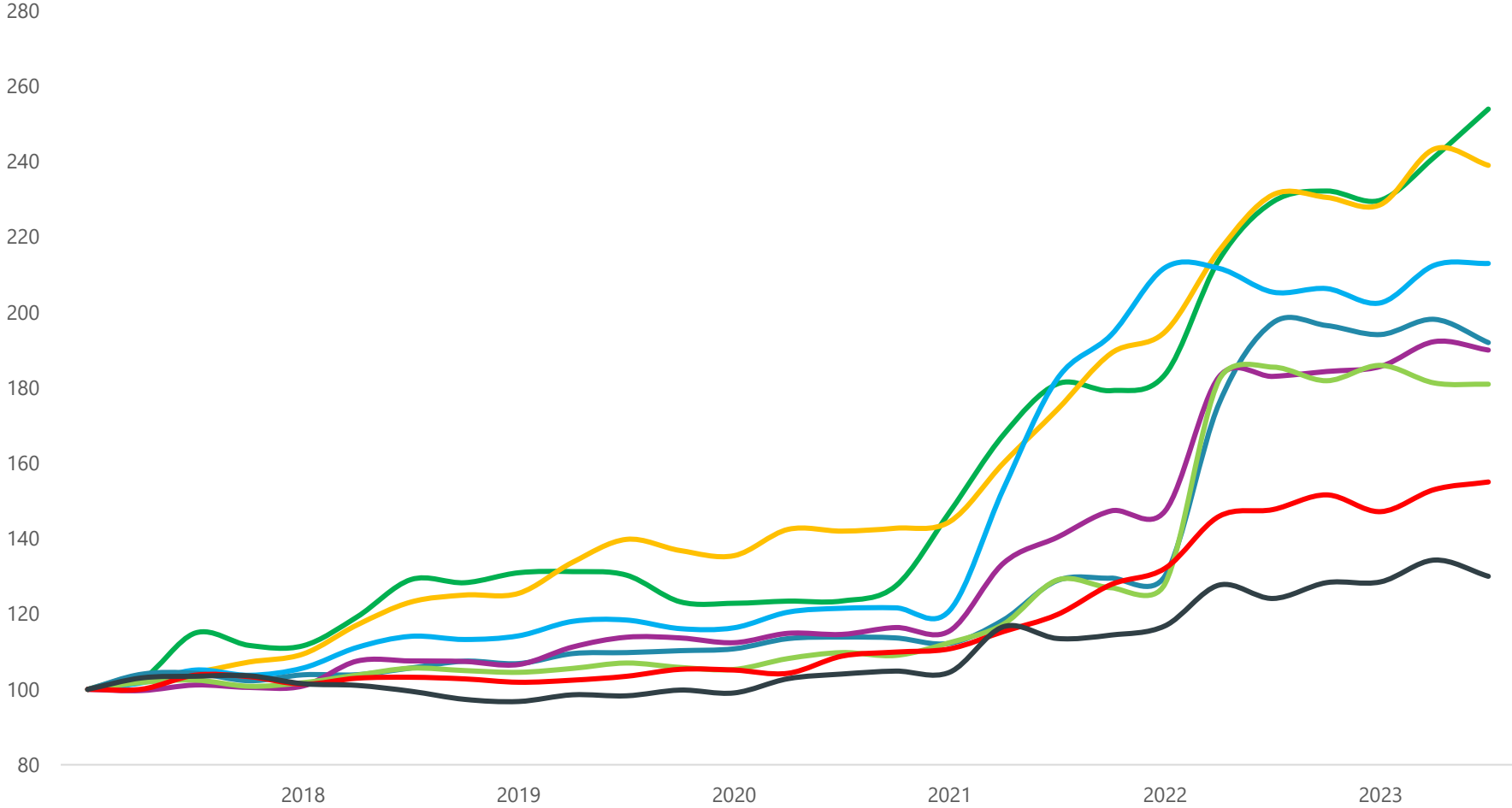
Ready-mix concrete (mm³)





PRICE INDEX BY COUNTRY

FY 2017=100



Q2 24

— Ukraine	254
— Poland	239
— Italy	213
— Germany	192
— Czech Republic	190
— Luxembourg	181
— USA	155
— Mexico	130



FX CHANGES

	H1 2024	H1 2023	Δ	2023	Current
EUR 1 =	avg	avg	%	avg	
USD	1.08	1.08	-0.1	1.08	1.08
RUB	98.19	83.60	-17.5	92.46	93.32
UAH	42.20	39.52	-6.8	39.54	44.42
CZK	25.01	23.69	-5.6	24.00	25.43
PLN	4.32	4.62	6.6	4.54	4.28
MXN	18.51	19.65	5.8	19.18	20.15
BRL	5.49	5.48	-0.2	5.40	6.08

NET SALES BY COUNTRY

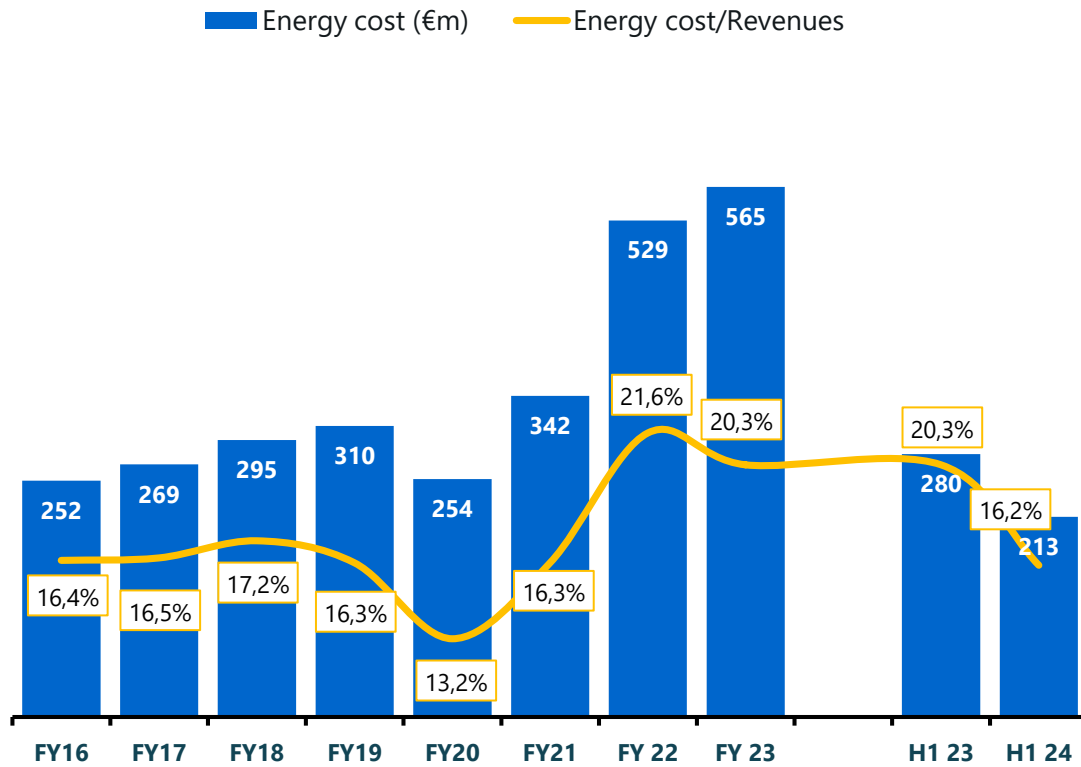
EURm	H1 2024	H1 2023	Δ	Δ	Forex	Scope	Δ I-f-I
			abs	%	abs	abs	%
Italy	414.4	424.1	(9.7)	-2.3	-	-	-2.3
United States	836.5	846.8	(10.3)	-1.2	(0.5)	-	-1.2
Germany	388.0	441.3	(53.4)	-12.1	-	-	-12.1
Lux / Netherlands	89.1	115.8	(26.7)	-23.1	-	(2.2)	-21.5
Czech Rep / Slovakia	96.2	102.8	(6.6)	-6.5	(5.2)	-	-1.4
Poland	73.1	76.6	(3.5)	-4.6	4.9	-	-10.9
Ukraine	44.7	35.1	9.7	+27.6	(3.0)	-	+36.2
Russia	132.5	142.8	(10.3)	-7.2	(23.1)	-	+9.0
<i>Eliminations</i>	<i>(20.9)</i>	<i>(35.6)</i>	<i>14.7</i>				
Total	2,053.6	2,149.6	(96.1)	-4.5	(27.0)	(2.2)	-3.1
Mexico (100%)	552.4	500.2	52.2	+10.4	32.0	-	+4.0
Brazil (100%)	186.9	189.7	(2.8)	-1.5	(0.3)	-	-1.3

EBITDA BY COUNTRY

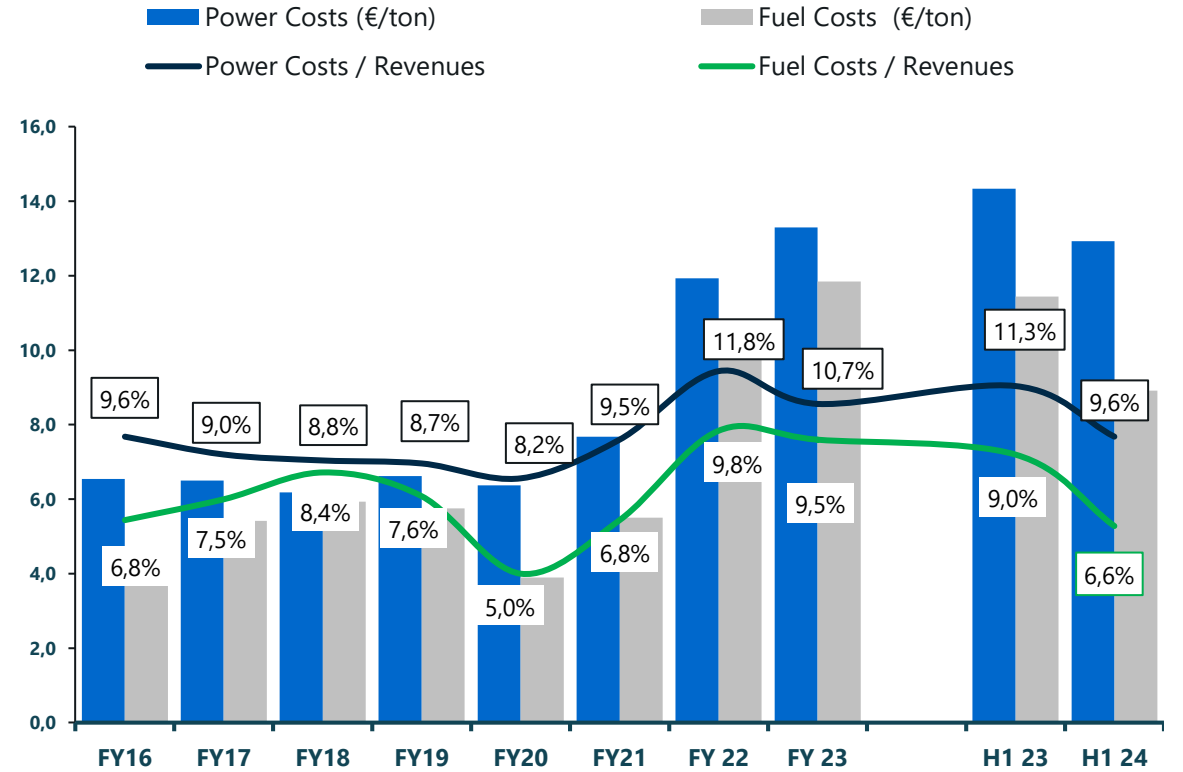
EURm	H1 2024	H1 2023	Δ	Δ	Forex	Scope	Δ I-f-I
			abs	%	abs	abs	%
Italy	107.9	98.5	9.3	+9.5	-	-	+9.5
United States	280.2	256.9	23.3	+9.1	(0.2)	-	+9.1
Germany	73.9	100.1	(26.2)	-26.1	-	-	-26.1
Lux / Netherlands	4.7	12.6	(7.9)	-62.6	-	(0.3)	-61.5
Czech Rep / Slovakia	28.3	33.6	(5.4)	-16.0	(1.6)	-	-11.2
Poland	12.7	22.7	(10.1)	-44.3	0.8	-	-48.0
Ukraine	2.4	2.3	0.1	+3.7	(0.2)	-	+10.7
Russia	42.8	48.4	(5.7)	-11.7	(7.5)	-	+3.7
<i>Adjustments</i>	<i>(0.0)</i>	<i>0.0</i>					
Total	552.7	575.3	(22.5)	-3.9	(8.5)	(0.3)	-2.4
Mexico (100%)	254.5	227.3	27.3	+12.0	14.7	-	+5.5
Brazil (100%)	44.5	38.3	6.3	+16.4	(0.1)	-	+16.6

ENERGY COSTS

Total energy*



Power & Fuel*



* ex. Russia; only cement



CONSOLIDATED INCOME STATEMENT

	H1 2024	H1 2023	Δ	Δ
EURm			abs	%
Net Sales	2,053.6	2,149.6	(96.1)	-4.5
EBITDA	552.7	575.3	(22.5)	-3.9
<i>of which, non recurring</i>	4.5	3.6		
<i>% of sales (recurring)</i>	26.7%	26.6%		
Depreciation and amortization	(127.3)	(128.1)	0.8	
Operating Profit (EBIT)	425.4	447.1	(21.7)	-4.9
<i>% of sales</i>	20.7%	20.8%		
Equity earnings	80.2	80.8	(0.6)	
Net finance costs	29.8	24.9	4.9	
Profit before tax	535.4	552.9	(17.5)	-3.2
Income tax expense	(113.5)	(121.7)	8.1	
Net profit	421.9	431.2	(9.3)	-2.2
Minorities	(0.1)	(0.1)	0.0	
Consolidated net profit	421.7	431.1	(9.3)	-2.2

CONSOLIDATED CASH FLOW STATEMENT

EURm	H1 2024	H1 2023
Cash generated from operations	423.5	388.0
<i>% of sales</i>	<i>20.6%</i>	<i>18.0%</i>
Interest paid	(10.5)	(20.0)
Income tax paid	(69.8)	(63.3)
Net cash from operating activities	343.2	304.7
<i>% of sales</i>	<i>16.7%</i>	<i>14.2%</i>
Capital expenditures	(217.6)	(144.7)
Equity investments	(8.5)	(3.7)
Purchase of treasury shares	(52.5)	-
Dividends paid	(107.5)	(81.1)
Dividends received from associates	50.9	40.8
Disposal of fixed assets and investments	10.5	8.1
Translation differences and derivatives	72.1	(15.2)
Accrued interest payable	1.2	9.8
Interest received	9.9	17.6
Change in scope of consolidation and other	(1.3)	(12.5)*
Change in net debt	100.5	123.8
Positive net financial position (end of period)	898.4	412.0

* Includes (10.7) of Ukraine cash reclassification

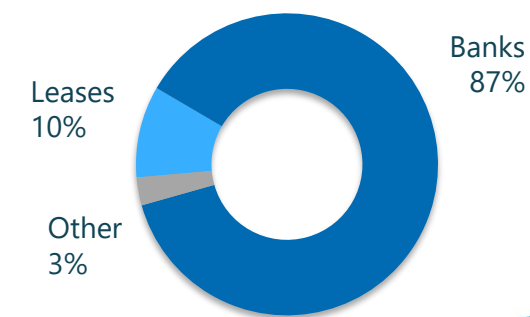
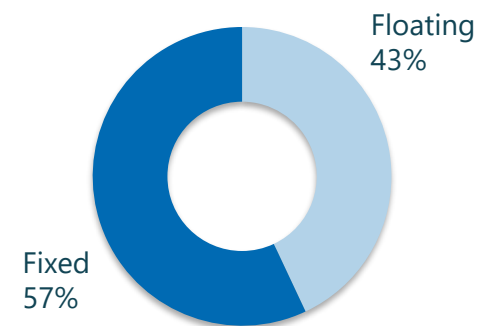
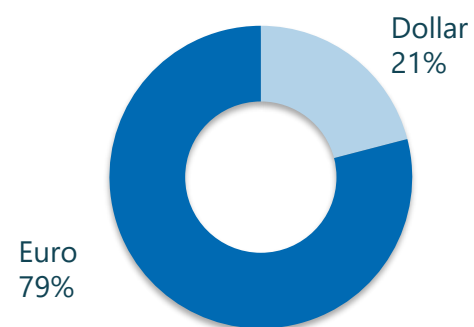
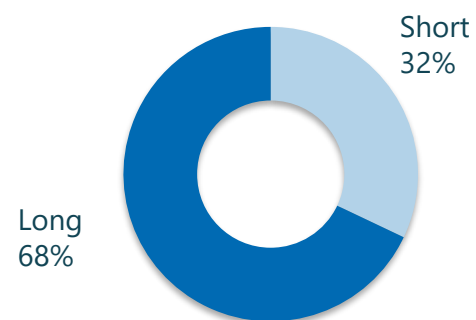
NET FINANCIAL POSITION

	Jun 24	Dec 23	Δ	Jun 23
EURm			abs	
Cash and other financial assets	(1,468.7)	(1,271.1)	(197.5)	951.4
Short-term debt	239.7	287.3	(47.6)	(165.9)
Short-term leasing	20.5	19.7	0.9	(20.7)
Net short-term cash	(1,208.5)	(964.2)	(244.2)	764.7
Long-term financial assets	(241.5)	(233.9)	(7.6)	269.3
Long-term debt	492.3	343.6	148.7	(558.1)
Long-term leasing	59.2	56.6	2.6	(64.0)
Positive net financial position	(898.4)	(798.0)	(100.5)	412.0

Gross debt breakdown

811.7

707.1



H1 2024 RESULTS

2 August 2024

Pietro Buzzi – CEO



Mural of the company's centenary, Buzzi Headquarters, Casale Monferrato.