



*Torre Avalon in Monterrey, Mexico*

*Built with ECOPact, IConcrete MATURITY solution*

# Q1 2022 TRADING UPDATE

JAN JENISCH | CEO

GÉRALDINE PICAUD | CFO

APRIL 22, 2022



01.

# HIGHLIGHTS AND KEY DEVELOPMENTS

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JAN JENISCH | CHIEF EXECUTIVE OFFICER



*The Spheres Seattle, Amazon HQ*

*Built with ECOPlanet solution with an 80% lower CO2 footprint*

# Q1 2022 HIGHLIGHTS

## RECORD START TO THE YEAR

Record Net Sales of CHF 6'440 m  
Total growth of +20.1% in CHF, driven by strong demand, acquisitions and pricing

Record recurring EBIT of CHF 614 m,  
Total growth of +16.3% in CHF

Successful closing of Malarkey acquisition and 4 bolt-on acquisitions

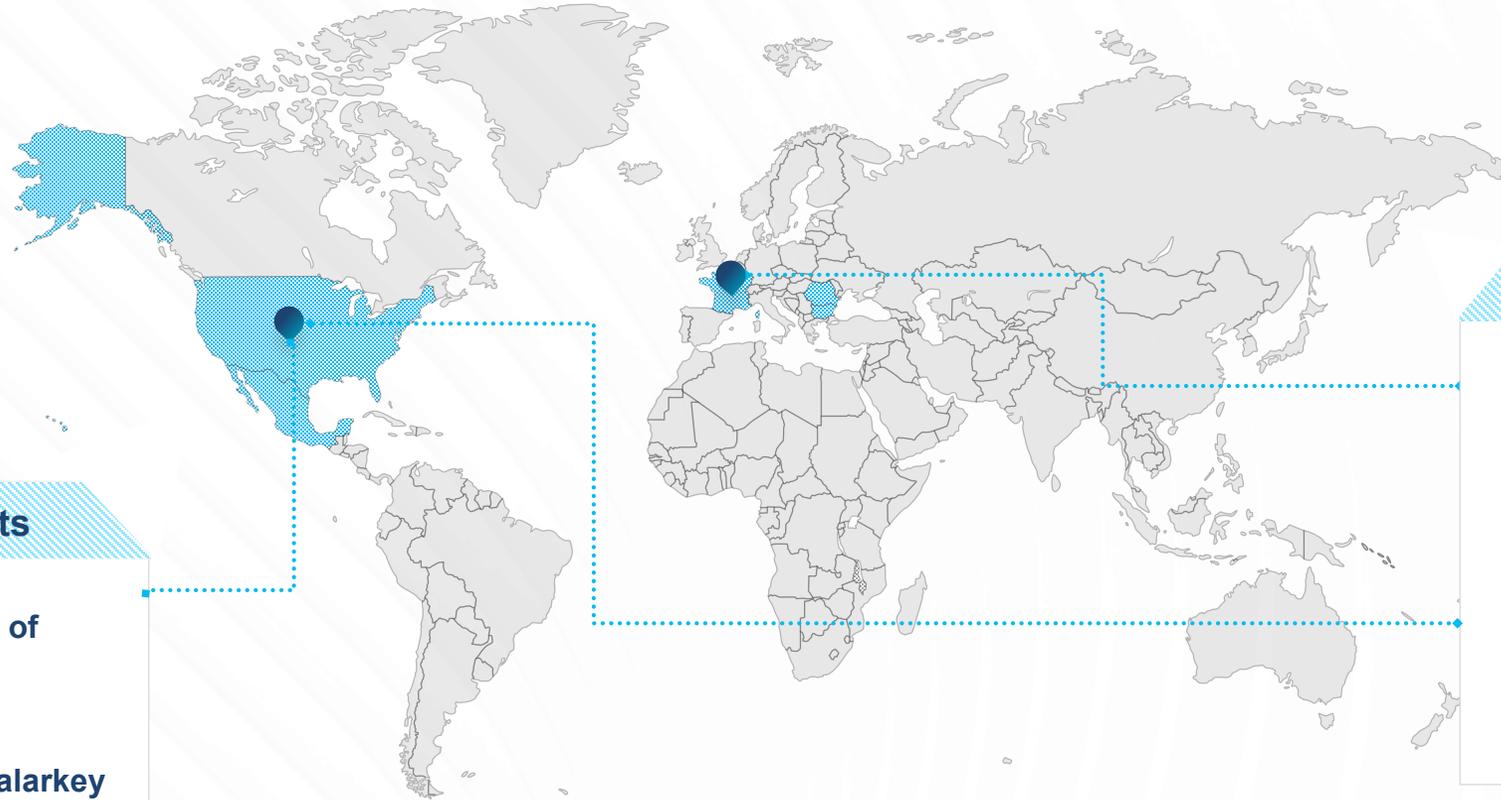
Strong contribution from Roofing business, with double digit Net Sales growth and 17% recurring EBIT margin

Upgrade by Standard & Poor's to BBB+  
Launch of industry-first Climate Report

Outlook 2022 upgraded  
Net Sales growth of at least 8% LFL,  
Net Sales growth in CHF of at least 10%

# PORTFOLIO UPDATE Q1 2022

## SUCCESSFUL CLOSING OF MALARKEY AND 4 BOLT-ON ACQUISITIONS



### Solutions & Products

Successful closing of Malarkey acquisition as of February 28<sup>th</sup>, 2022



**Malarkey  
USA**  
Roofing systems

### Bolt-on acquisitions

**Famy**  
France / AGG 

**General Beton**  
Romania / RMX & AGG 

**Transport Stroy**  
Bulgaria / RMX 

**Concrecar**  
Mexico / RMX 

# ROOFING BUSINESS IN Q1 2022

## LEADING POSITIONS IN FAST GROWING US ROOFING MARKETS

### FIRESTONE BUILDING PRODUCTS

The market and technology leader in roofing products and systems in the USA



### MALARKEY ROOFING PRODUCTS

A proven growth engine in the highly profitable and growing US residential roofing market



**Double digit Net Sales growth**

**17% recurring EBIT margin**

# ACCELERATING GREEN GROWTH FURTHER STRENGTHENING OUR LEADERSHIP



**ECOPact**  
The Green Concrete

**ECOPact** with significant double digit  
Net Sales growth and reaching  
**~10%** of Ready-Mix Net Sales in March 2022



Holcim issued

**First Sustainability-linked bonds in the  
CHF market**

Total CHF 425 m raised, on track with target of > 40%  
of sustainable financing by 2025



**ECOPlanet**  
The Green Cement

**ECOPlanet** with significant double  
digit Net Sales growth  
Launched in **15** markets



Holcim published

**The company's first Climate Report**

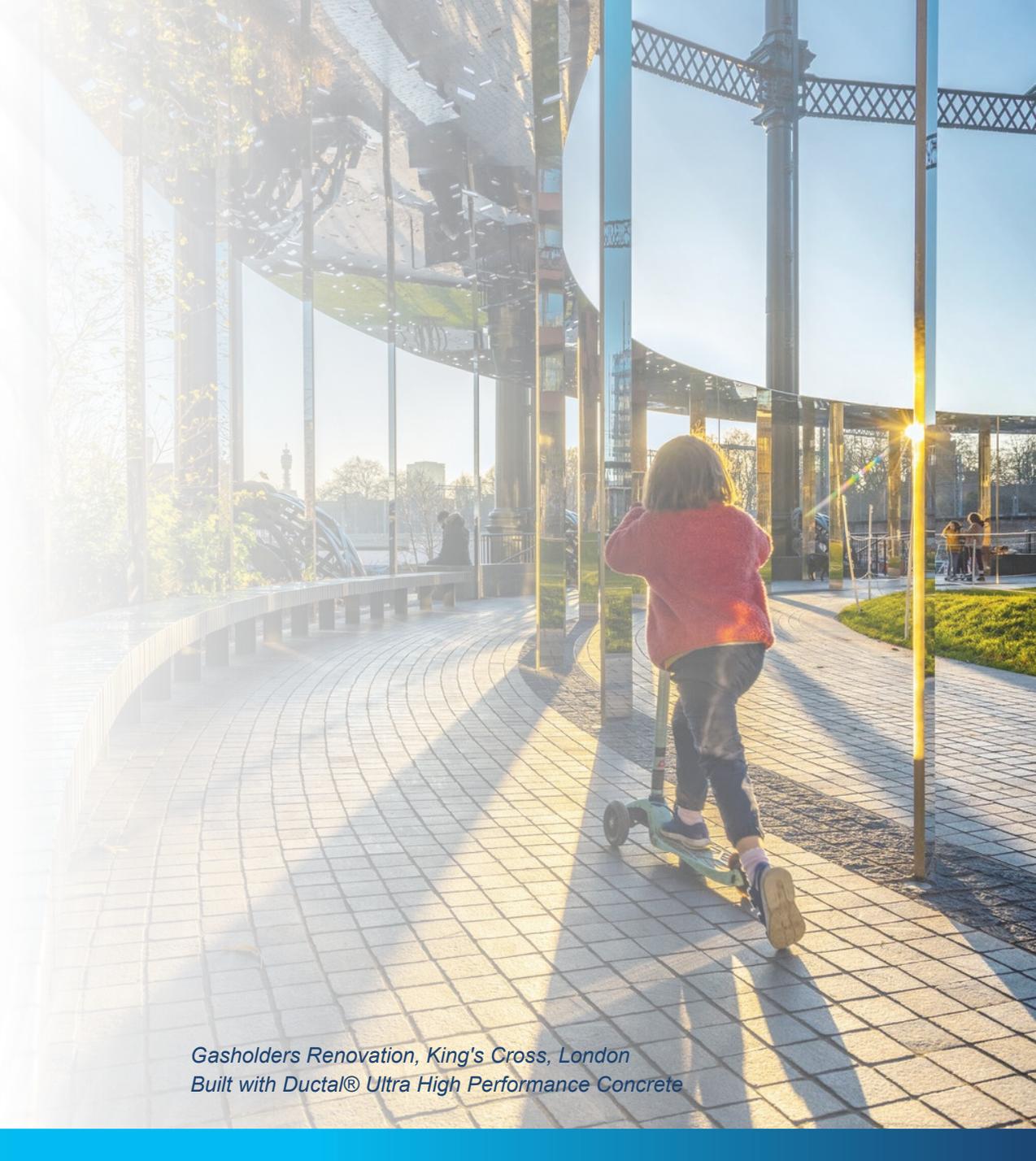
A first in its industry, the Holcim Climate Report  
shares the company's net-zero journey with its  
**2030 and 2050 net-zero targets, validated by  
the Science Based Targets initiative**

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# FINANCIAL HIGHLIGHTS

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GÉRALDINE PICAUD | CHIEF FINANCIAL OFFICER

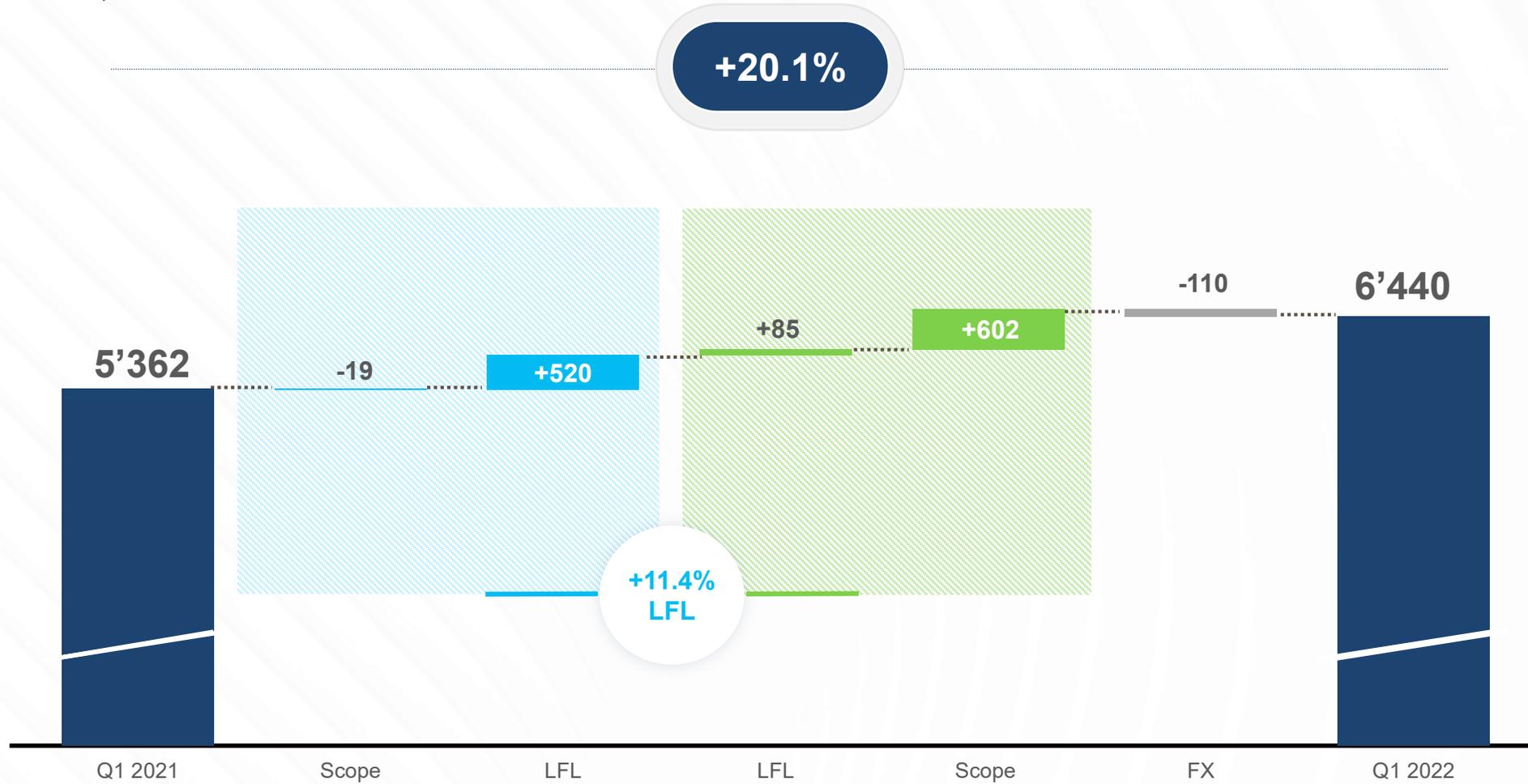
A child in a red jacket is riding a green scooter on a curved, paved walkway. The walkway is part of a modern, glass-walled structure with a curved roof. The scene is brightly lit, suggesting a sunny day. The background shows a cityscape and a large, curved structure with a lattice-like roof.

*Gasholders Renovation, King's Cross, London  
Built with Ductal® Ultra High Performance Concrete*

# Q1 2022 NET SALES BRIDGE

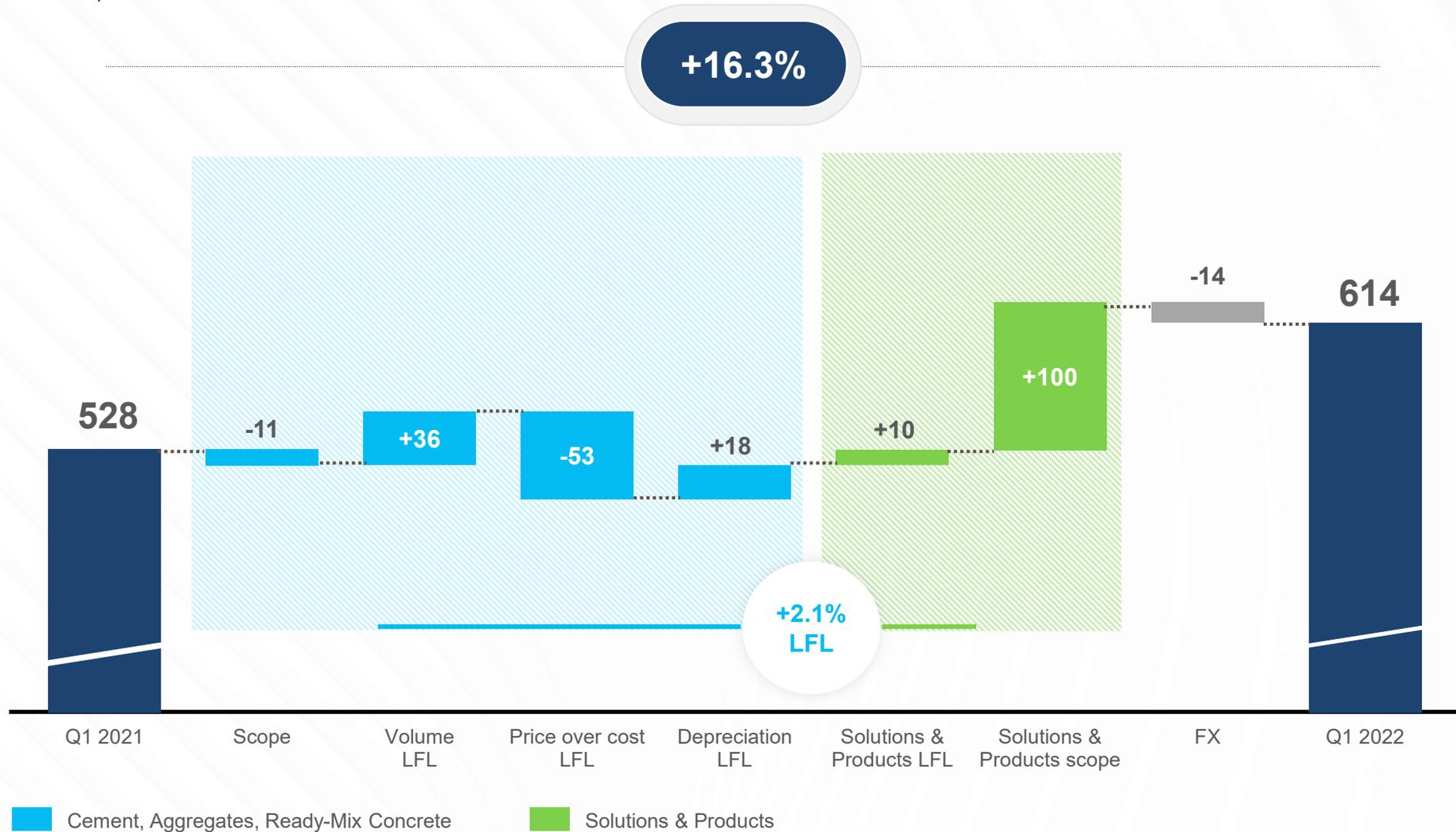
## SIGNIFICANT TOTAL NET SALES GROWTH OF +20.1%

CHF m |



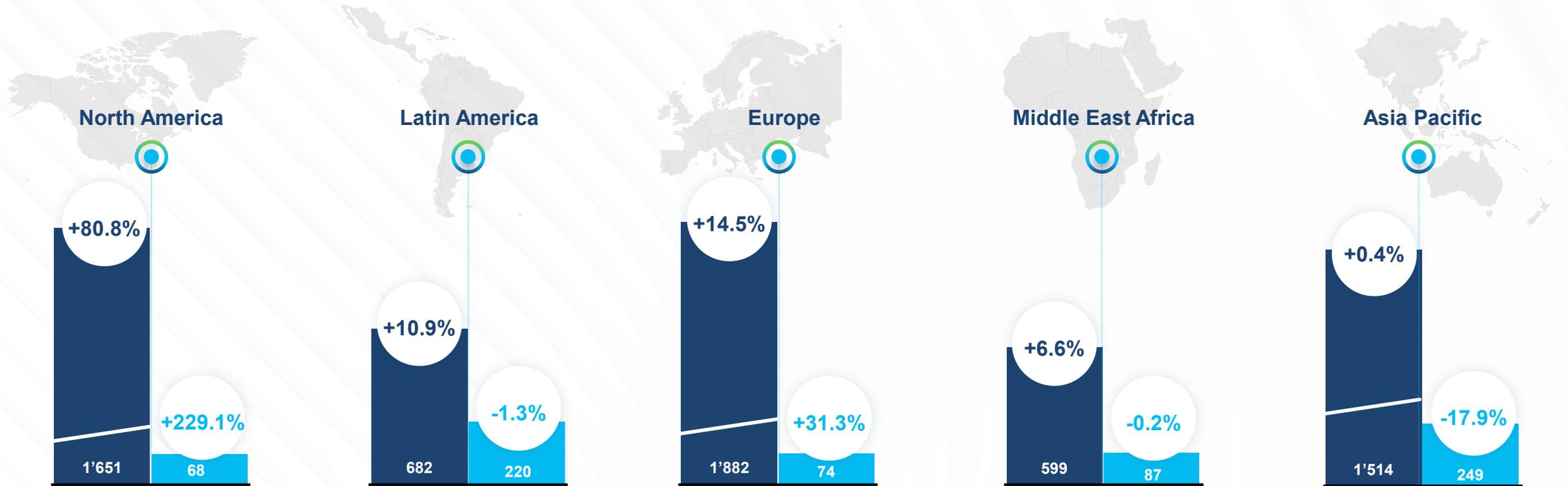
# Q1 2022 RECURRING EBIT BRIDGE RECORD RECURRING EBIT

CHF m |



# Q1 2022 REGIONAL PERFORMANCE

## NET SALES GROWTH ACROSS ALL REGIONS



**NET SALES**  
to external customers (CHF m)

**RECURRING EBIT**  
(CHF m)

**% Total growth / decline**  
in CHF

# NORTH AMERICA OUTSTANDING Q1



Q1 2022  
Net Sales  
from S&P<sup>2</sup>  
**38%**

<sup>1</sup> Net Sales to external customers

<sup>2</sup> Solutions and Products



**Strong market growth** in the USA and Canada West



**Volumes growth** across all business segments



**Significant contribution** from newly acquired **roofing business**



**Full order book for 2022**, strong growth driven by roofing business

*Cuomo Bridge, USA*  
*Built with slag cement*

# LATIN AMERICA CONTINUED STRONG PROFITABLE GROWTH



<sup>1</sup> Net Sales to external customers

**Good market growth** in Argentina, Colombia and El Salvador

**New production line** started in El Salvador

**Strong pricing** in the region, positive price over cost

**Rollout of roofing products** through Disensa retail network

Torre Avalon in Monterrey, Mexico

Built with ECOPact, IConcrete MATURITY solution

# EUROPE OUTSTANDING PERFORMANCE, RECURRING EBIT MARGIN IMPROVEMENT



<sup>1</sup> Net Sales to external customers



**Good market demand**  
in Eastern Europe



**Strong pricing** and ability to  
contain cost inflation



**Investment in proprietary  
calcined clay technology** in  
France



**Modernization of  
Małogoszcz cement plant**  
launched in Poland



*Living Tomorrow project, Belgium  
Built with ECOPact, Hydromedia, Granuro and Airium*

# MIDDLE EAST AFRICA

## STRONG ABILITY TO OFFSET COST INFLATION



<sup>1</sup> Net Sales to external customers

<sup>2</sup> Contribution from share of net income from JVs: CHF 12 m in 2022 vs. CHF 17 m in 2021

**Good demand** in Nigeria, Iraq and Kenya

**Strong pricing**, especially in Nigeria and Egypt

**Positive price over cost**

**Significant increase in usage of alternative fuels**

*Mvule Gardens housing complex, Kenya*  
*Built with Holcim's proprietary ink, TectorPrint*



# ASIA PACIFIC CHALLENGING ENVIRONMENT AMID COST INFLATION



<sup>1</sup> Net Sales to external customers

<sup>2</sup> Contribution from share of net income from JVs: CHF 51 m in 2022 vs. CHF 44 m in 2021

**Softer cement demand**  
in the region

**Successful expansion of  
aggregates business** in China

**Profitability improvement**  
in Australia

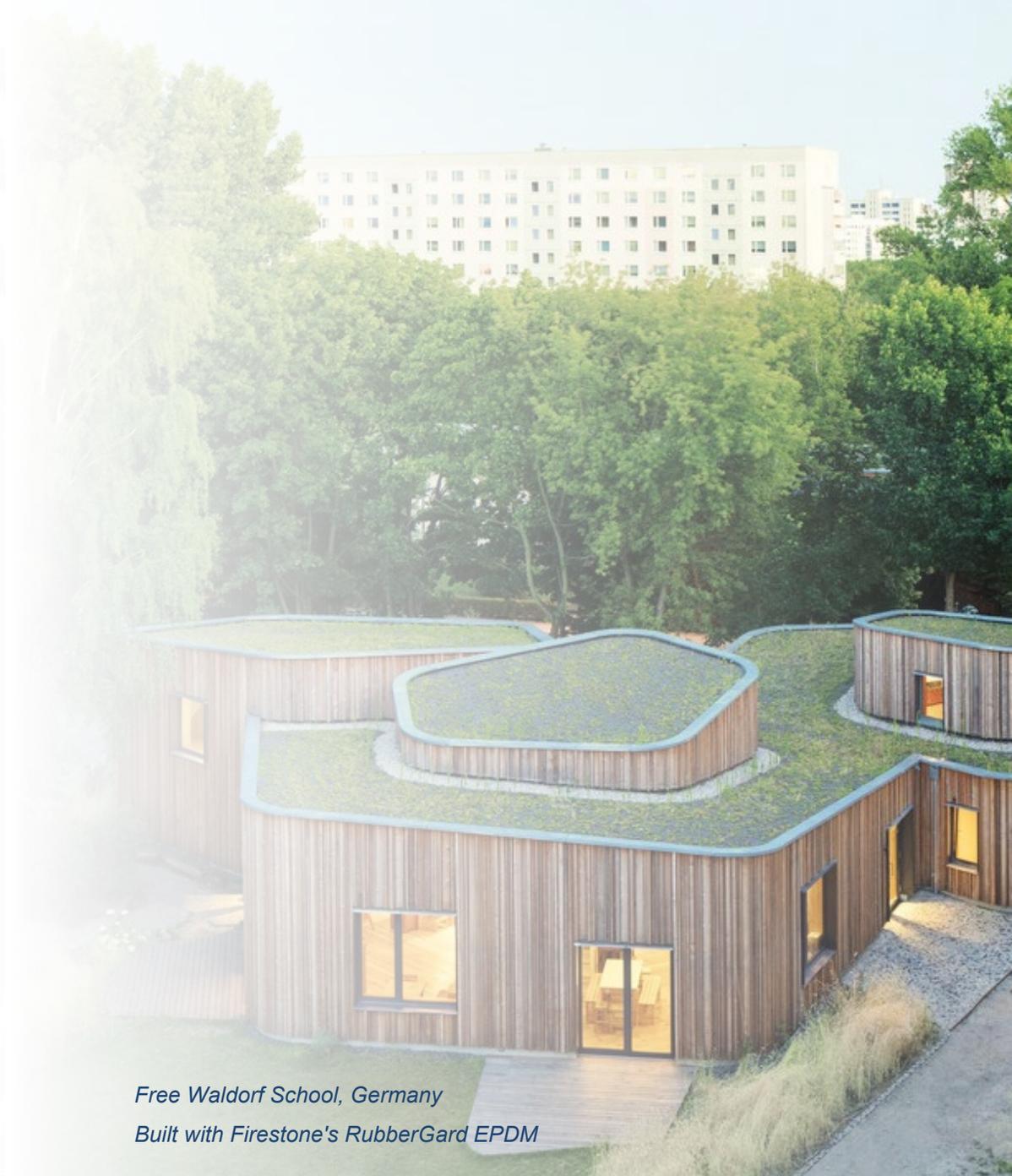
**New production line**  
started at Tikaria plant, India

*Gratitude Villa in Pondicherry, India*

*Built with ECOPact and ACC Suraksha Cement*

# 03. OUTLOOK AND GUIDANCE 2022

JAN JENISCH | CHIEF EXECUTIVE OFFICER



*Free Waldorf School, Germany  
Built with Firestone's RubberGard EPDM*

# OUTLOOK AND GUIDANCE 2022

## GROWTH MOMENTUM TO CONTINUE, OUTLOOK UPGRADED



Georgetown University, Washington  
Built with ECOPact

Growth momentum to continue in all regions

Net Sales growth of at least 8% LFL, Net Sales growth in CHF of at least 10%

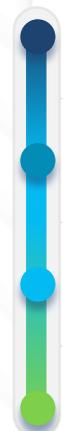
Double digit Net Sales growth in **Solutions and Products**, to achieve **Net Sales of CHF 5 bn**

Accelerated **progress towards 2025 sustainability targets**

**Positive growth** in Recurring EBIT LFL and in CHF

Free Cash Flow **above CHF 3 bn**

# UPCOMING EVENTS



<b>MAY 4, 2022</b>	Annual General Meeting
<b>JULY 27, 2022</b>	Half-Year 2022 Results
<b>OCTOBER 28, 2022</b>	Q3 2022 Trading Update
<b>FEBRUARY 24, 2023</b>	Full Year 2022 Results

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