



*HSG Learning Center, St.Gallen, Switzerland
ECOCycle® inside with 20% recycled construction demolition materials*

Q1 2023 TRADING UPDATE

JAN JENISCH | CEO

STEFFEN KINDLER | CFO

APRIL 21, 2023



01.

HIGHLIGHTS AND KEY DEVELOPMENTS

JAN JENISCH | CHIEF EXECUTIVE OFFICER



*HSG Learning Center, St. Gallen, Switzerland
ECOCycle® inside with 20% recycled construction demolition materials*

Q1 2023 HIGHLIGHTS

STRONG START TO THE YEAR, GUIDANCE UPGRADED

Net Sales of CHF 5'725 m
Organic growth of +8.0%

Recurring EBIT of CHF 493 m
Over-proportional organic growth of +12.0%

12 value accretive acquisitions
5 in Solutions & Products; 7 in Aggregates & Ready-Mix

Accelerating climate action
Holcim's 2nd climate report with upgraded targets

Guidance 2023 upgraded
Organic Net Sales growth above 6%
Organic recurring EBIT growth above 10%



*New CAP Group Headquarters, Milan, Italy
Built with ECOPact, low carbon concrete*

SUCCESSFUL TRANSFORMATION 12 VALUE ACCRETIVE ACQUISITIONS

Solutions & Products

Duro-Last
USA
Roofing systems



FDT Flachdach Technologie
Germany
Roofing systems



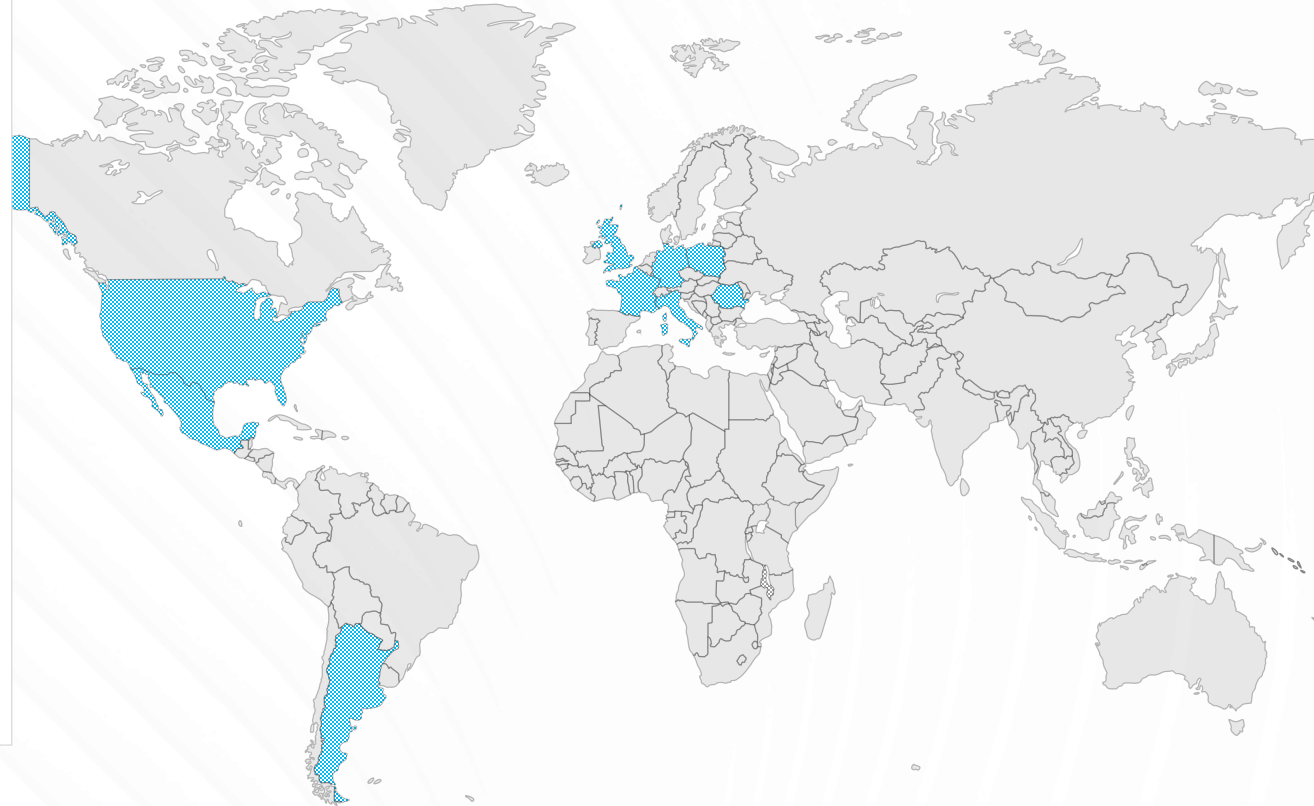
Indar
Mexico
Roofing & retail offering



Quimexur
Argentina
Roofing & waterproofing



HM Factory
Poland
Precast



Aggregates & Ready-Mix

Chrono Chape
France / RMX



Nicem
Italy / AGG



Pioneer Landscape Centers
USA / AGG



Sivyer Logistics
UK / Construction & demolition materials recycling



Tezak Heavy Equipment
USA / AGG & Construction



Stones Business Development
Romania / AGG



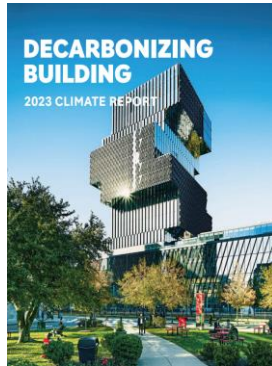
OI-Trans
Poland / RMX



LEADER IN SUSTAINABILITY ACCELERATING CLIMATE ACTION

2nd Climate Report Accelerating Climate Action

Giving shareholders a say on Holcim's climate strategy



CO₂ per Net Sales

Reduction of 21% in 2022

Target >10% further reduction in 2023

DECARBONIZING BUILDING
from our operations to our products to buildings in use



Launch of **ECO**Cycle®

Holcim proprietary Circular Technology Platform

ECOCycle® to accelerate recycling of Construction Demolition Materials

On track to exceed 2025 target of 10 Mt

Upgraded targets

In line with 1.5°C framework



Carbon Capture Projects

Cumulative CHF 2 bn investment by 2030

To capture more than 5 Mt CO₂ per year



ECOPact
16% of Ready-Mix Net Sales in Q1 2023

ECOPlanet


Available in 27 markets
First Calcined Clay production with up to 50% less CO₂ in France and Mexico



02.

FINANCIAL HIGHLIGHTS

STEFFEN KINDLER | CHIEF FINANCIAL OFFICER

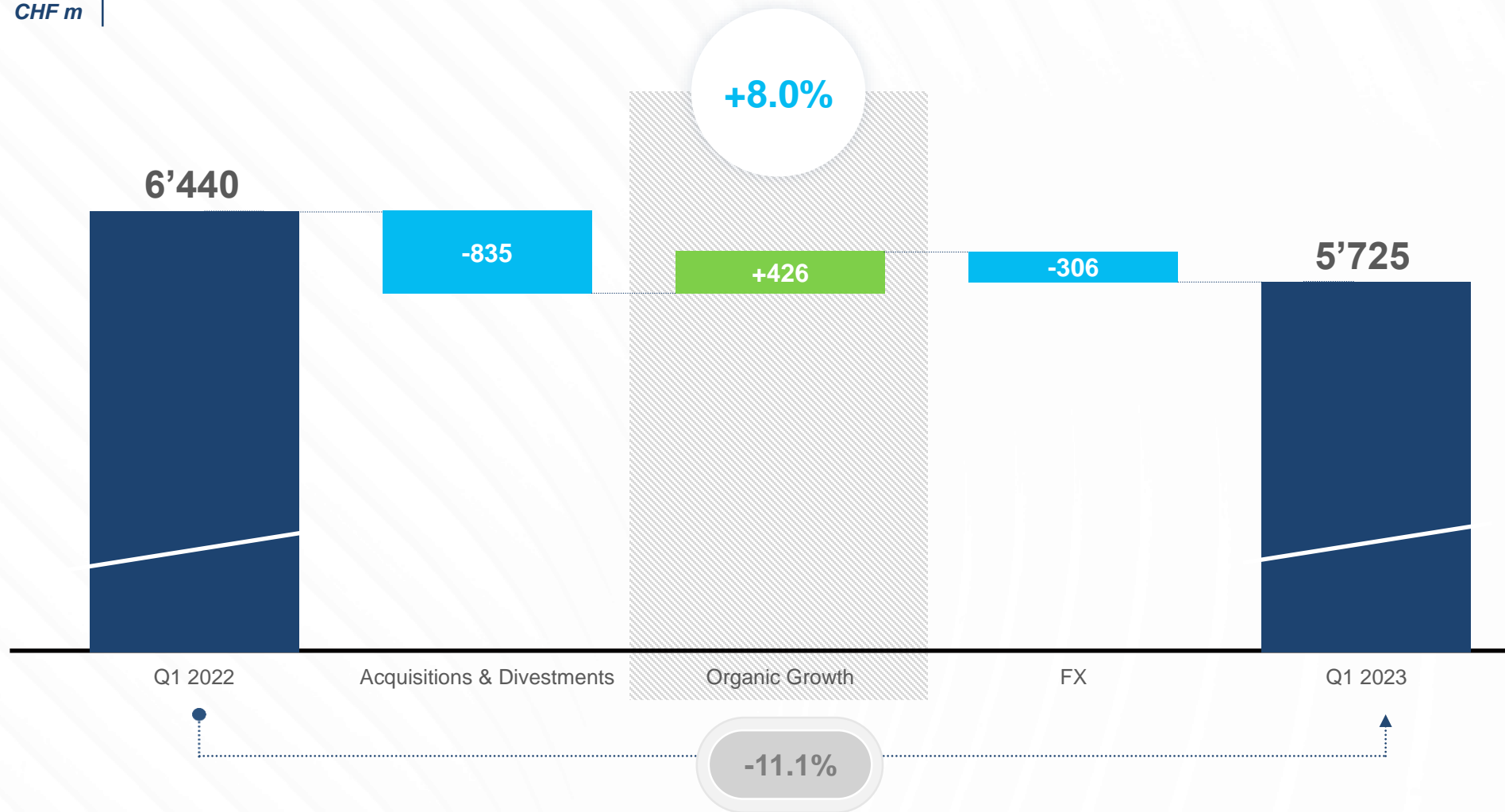
An architectural rendering of a modern, multi-story residential building with a landscaped courtyard. The building features a mix of brick and light-colored panels, large windows, and balconies. The courtyard is lush with green grass, trees, and people, including a woman pushing a stroller and children playing. The scene is bright and sunny, suggesting a high-quality, sustainable living environment.

*Eight Gardens, London, UK
Built with ECOPact, the low carbon concrete*

Q1 2023 NET SALES BRIDGE

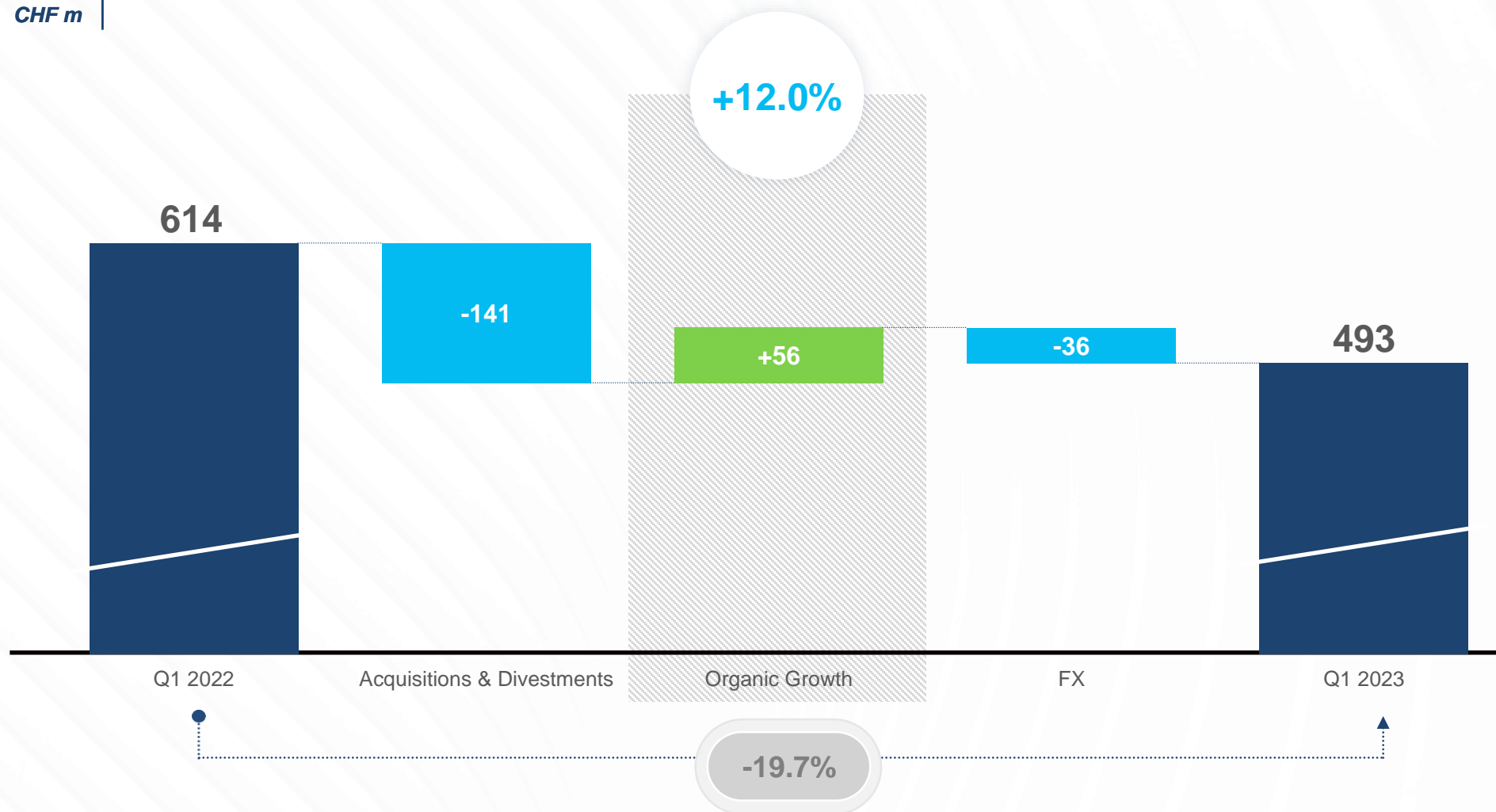
STRONG ORGANIC NET SALES GROWTH OF +8.0%

CHF m |



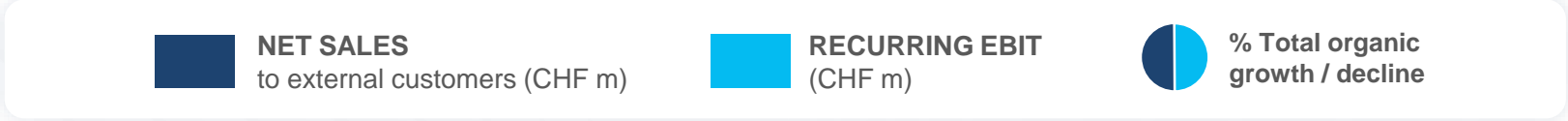
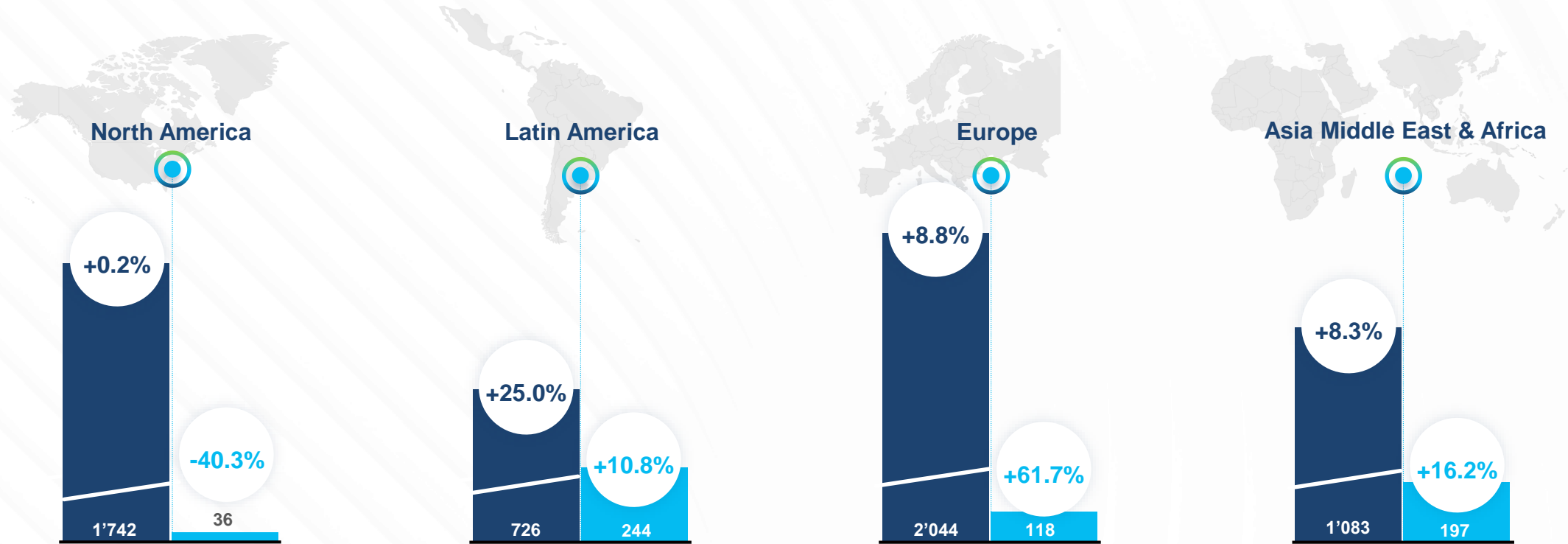
Q1 2023 RECURRING EBIT BRIDGE OVER-PROPORTIONAL ORGANIC RECURRING EBIT GROWTH OF +12.0%

CHF m |



Q1 2023 REGIONAL PERFORMANCE

BROAD-BASED PROFITABLE GROWTH



NORTH AMERICA STRONG START TO THE YEAR IN CEMENT, AGGREGATES & READY-MIX



¹ Net Sales to external customers

Strong market demand in USA and Canada

Closing of **Duro-Last** and **2 bolt-on acquisitions**

Roofing volumes impacted by inventory normalization

Strong order books in all business segments

Nike store, Miami, USA

Built with Ductal, the ultimate high performance concrete

LATIN AMERICA CONTINUED PROFITABLE GROWTH



¹ Net Sales to external customers

11th consecutive quarter of profitable organic growth

Performance driven by Mexico, Colombia and Argentina

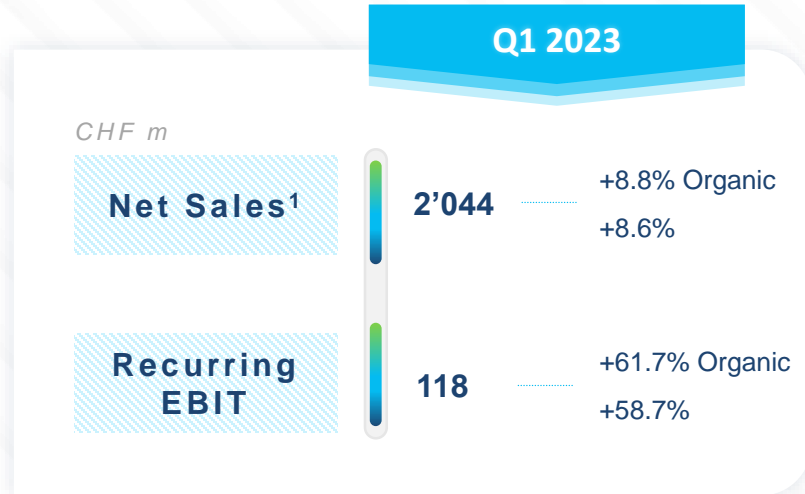
Expanding Solutions & Products with 2 acquisitions in Mexico and Argentina

Excellent pipeline of infrastructure projects



GP Vivienda housing developments, Monterrey, Mexico
Built with ECOPact, the low carbon concrete

EUROPE DELIVERING STRONG RESULTS



¹ Net Sales to external customers

Strong performance across the region

2 acquisitions in Solutions & Products and **5 bolt-ons** in Aggregates and Ready-mix

Margin expansion driven by high-value solutions

Strong results to continue

Recygénie, Paris, France

The world's first fully recycled concrete building with ECOCycle® inside

ASIA MIDDLE EAST & AFRICA PROFITABLE ORGANIC GROWTH WITH SIGNIFICANT MARGIN EXPANSION



¹ Net Sales to external customers

² Contribution from share of net income from JVs: CHF 44 m in Q1 2023 vs. CHF 63 m in Q1 2022

Profitable organic growth with significant margin expansion

Significant increase in **alternative fuels**

Performance driven by Australia, Algeria and Egypt

Good order books; recovery in China progressing



Alamein Downtown Towers, New Alamein, Egypt
Built with ECOPlanet, the low carbon cement

03.

OUTLOOK AND GUIDANCE 2023

JAN JENISCH | CHIEF EXECUTIVE OFFICER




*Boston University, Boston, USA
Built with ECOPact, the low carbon concrete*

OUTLOOK AND GUIDANCE 2023

CONTINUED PROFITABLE GROWTH, GUIDANCE UPGRADED



UPCOMING EVENTS



MAY 4, 2023	Annual General Meeting
JULY 27, 2023	Half Year 2023 Results
OCTOBER 27, 2023	Q3 2023 Trading Update
FEBRUARY 28, 2024	Full Year 2023 Results

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