
Recygénie, Paris, France
The world’s first fully recycled concrete building with ECOCycle® inside

Q3 2023
TRADING UPDATE

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STEFFEN KINDLER | CFO

OCTOBER 27, 2023

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Q3 2023 HIGHLIGHTS
CONTINUED PROFITABLE GROWTH, RECORD Q3 RECURRING EBIT

+6.2% organic 9M Net Sales growth
+13.8% organic 9M recurring EBIT growth

Roofing strategy – new ambition 2026
USD 6.0+ bn Net Sales and
USD 1.3+ bn EBIT

Record Q3 recurring EBIT of CHF 1’600 m
Record 9M recurring EBIT margin of 17.9%, up 1.5pp

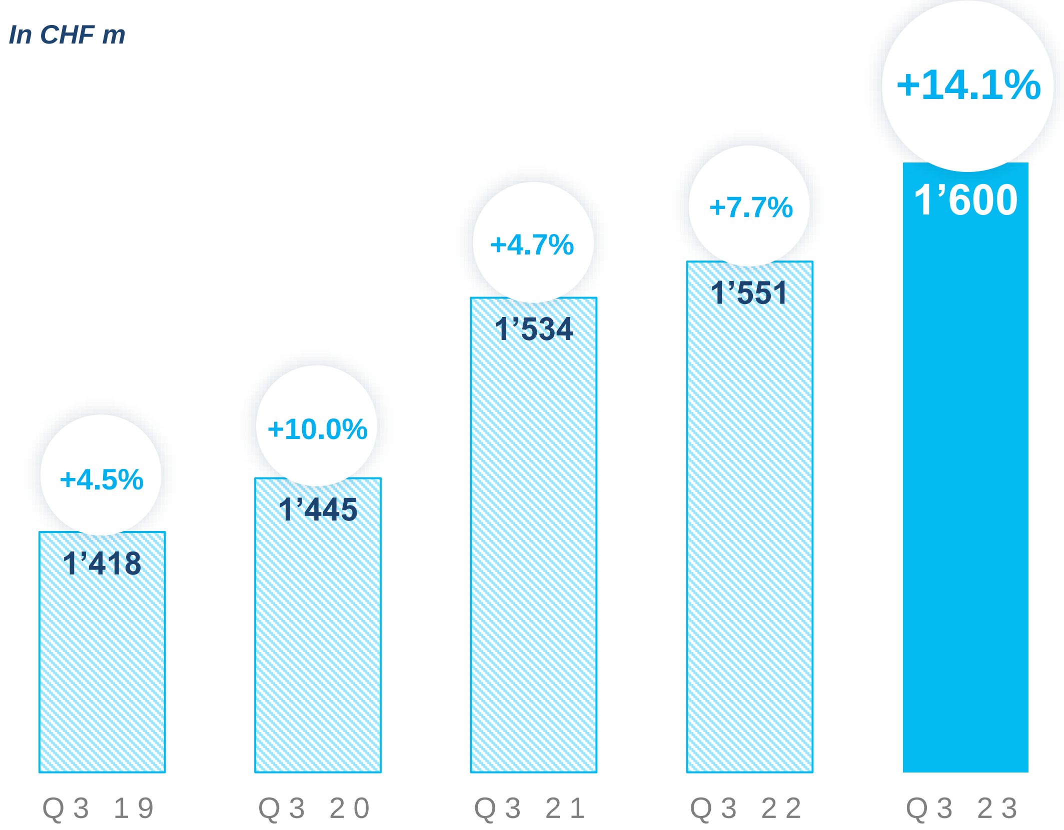
Accelerating climate action
20% reduction in CO_2 per Net Sales in 9M 2023
6 grants awarded for CCUS projects by the EU innovation fund

21 value accretive acquisitions in 9M
9 in Solutions & Products; 12 in Aggregates and Ready-Mix

Guidance 2023 upgraded
Industry-leading recurring EBIT margin above 17%, up from above 16%

Q3 RECURRING EBIT
RECORD EBIT IN Q3

REC. EBIT AND ORGANIC GROWTH



Ellinikon, Europe's largest urban regeneration project, Athens Riviera, Greece
Built with ECOPact, the low-carbon concrete

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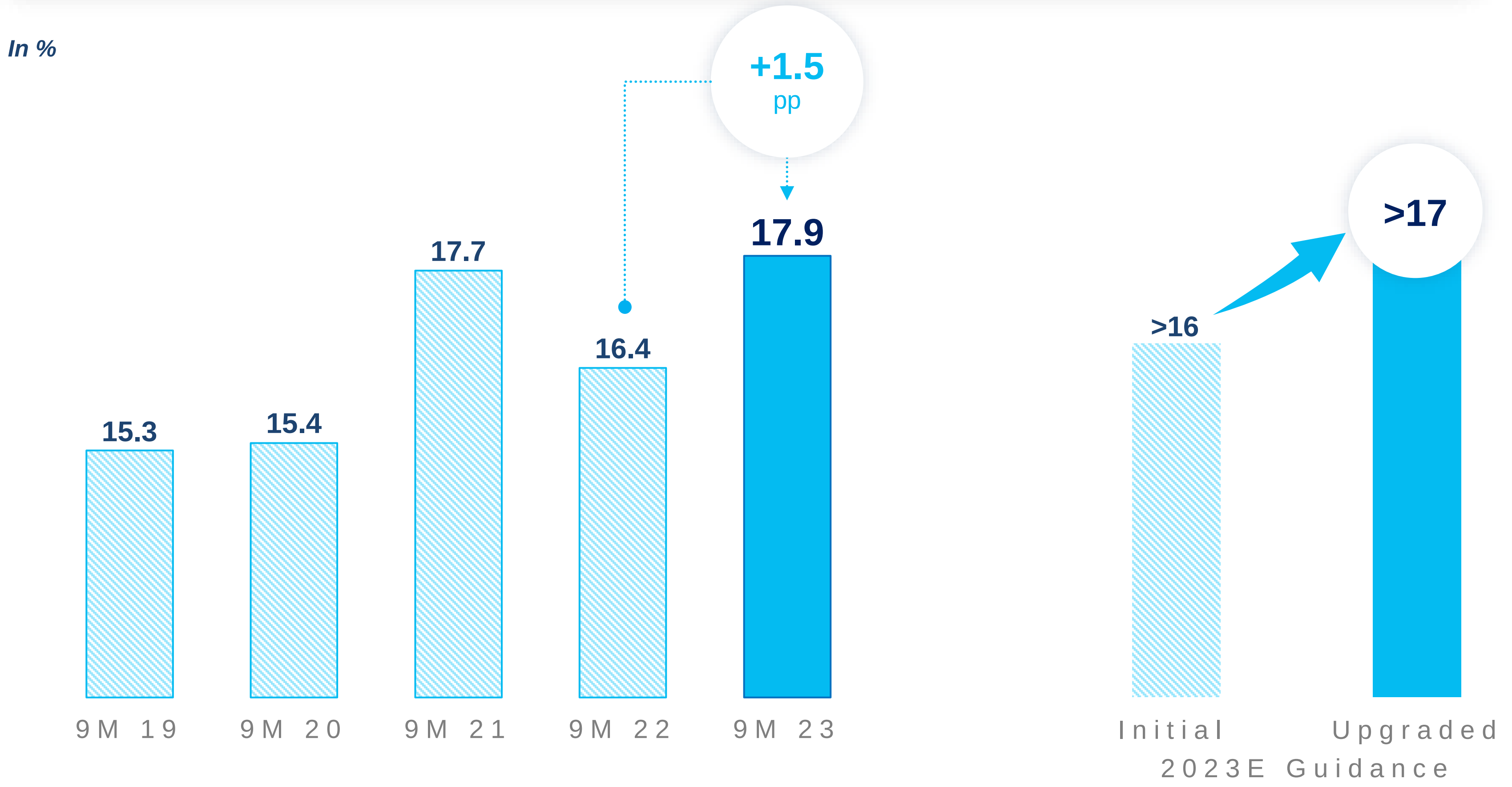
UPGRADING 2023 RECURRING EBIT MARGIN GUIDANCE
ON TRACK TO DELIVER AN INDUSTRY-LEADING MARGIN OF ABOVE 17%

REC. EBIT MARGIN



2023 GROWTH INVESTMENTS
21 VALUE ACCRETIVE ACQUISITIONS

SOLUTIONS & PRODUCTS

ROOFING

Duro-Last
USA | Roofing systems

Indar
Mexico | Roofing & retail offering

PASA®
Mexico | Roofing & waterproofing

Quimexur
Argentina | Roofing & waterproofing

FDT Flachdach Technologie
Germany | Roofing systems

Cooper Standard Technical Rubber
Germany | Roofing systems

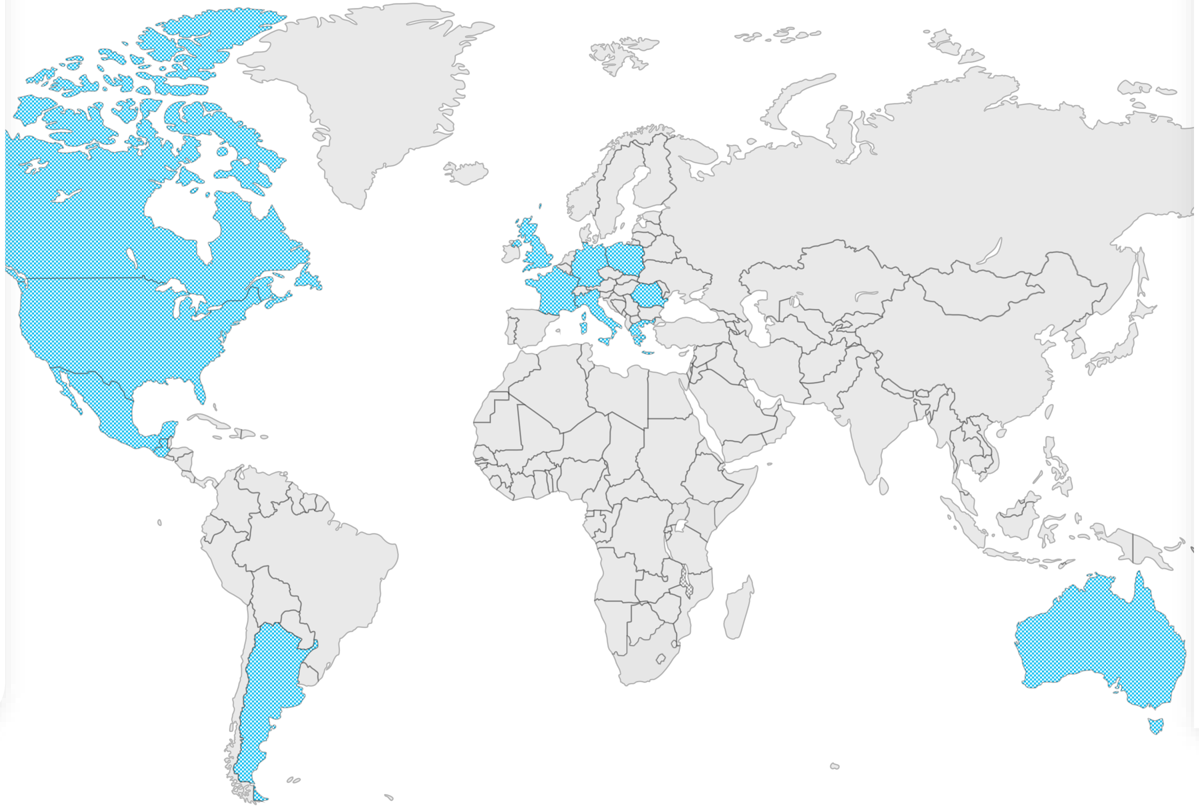
SPECIALTY BUILDING SOLUTIONS

Minerales y Agregados
Guatemala | Mortars & adhesives

PRECAST

HM Factory
Poland | Precast

Besblock
UK | Precast



AGGREGATES & READY-MIX

USA

Tezak Heavy Equipment | AGG

Pioneer Landscape Centers | AGG

Canada

Westridge Quarries | AGG

Australia

Vic Mix | RMX

Europe

Chrono Chape
France | RMX

Nicem
Italy | AGG

Sivyer Logistics
UK | AGG, RMX, CDM

Stones Business Development
Romania | AGG

OCL Regeneration
UK | CDM

Ol-Trans
Poland | RMX

Larsinos
Greece | AGG, RMX

Klaus Heinz Group
Germany | AGG, RMX, CDM

HOLCIM'S ROOFING STRATEGY
NEW ROOFING AMBITION DRIVEN BY SUPERIOR PROFITABLE GROWTH

2021

Start of Holcim's Roofing Strategy with the acquisition of Firestone Building Products

Ambition 2026

$6+ Billion

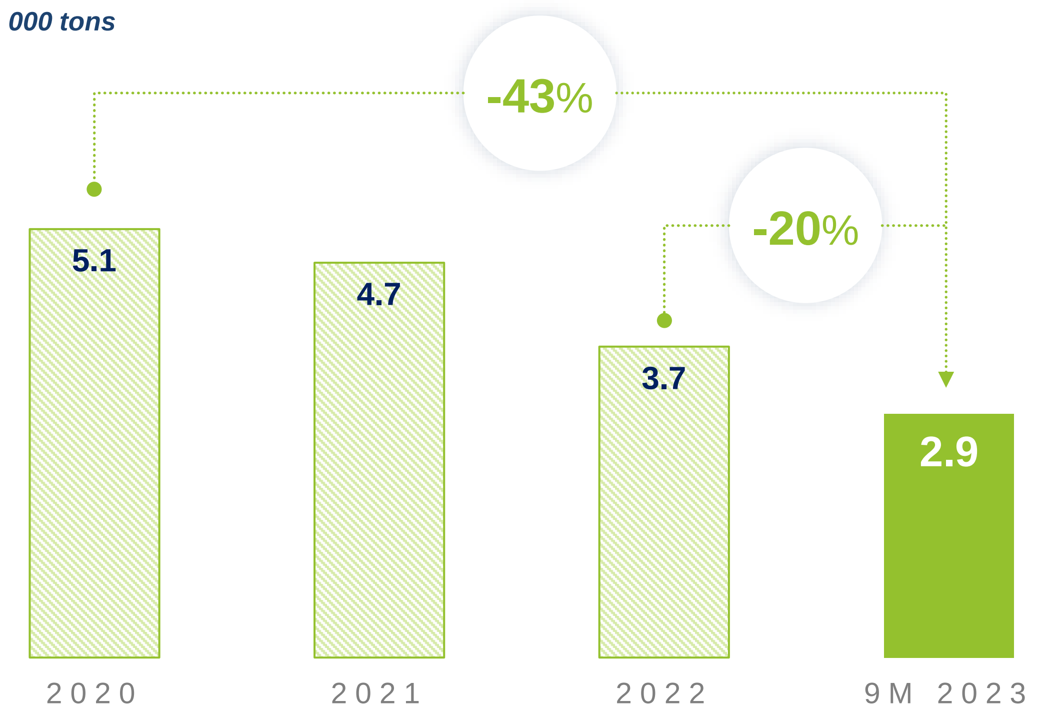
Net Sales

$1.3+ Billion

EBIT

ACCELERATING CLIMATE ACTION
REDUCTION OF CO2 PER NET SALES OF 20% IN 9M 2023

CO_2 PER MILLION OF NET SALES[1]



Essential Homes Research Project by Holcim and the Norman Foster Foundation
Sustainable building made possible for all

[1] Scope 1 and 2 emissions

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LEADER IN SUSTAINABILITY
ACCELERATING CLIMATE ACTION

ECOPACT

A “One-Billion” Brand in 2023

19% of Ready-Mix Net Sales in 9M 2023

ECOPLANET

A “Two-Billion” Brand in 2023

19% of Cement Net Sales in 9M 2023

ACCELERATING CIRCULAR CONSTRUCTION

+17% in Recycled Construction Demolition Materials in 9M 2023

ECOCycle®

CO_2 PER NET SALES

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

Reduction of 20% in 9M 2023 vs 2022

CARBON CAPTURE PROJECTS

EU Innovation Fund

6th grant awarded by EU Innovation Fund for CCUS project in Milaki, Greece

CIRCULAR CITIES BAROMETER

Second edition launched by Holcim and Bloomberg Media

Showing world’s top 30 cities leading the shift to circular living

Barometer

ACCELERATING CLIMATE ACTION
6 GRANTS AWARDED FOR CCUS PROJECTS BY THE EU INNOVATION FUND

EU INNOVATION FUND

6 GRANTS AWARDED FOR CARBON CAPTURE USAGE AND STORAGE (CCUS)

Carbon2Business

Lägerdorf, Germany

1.2 Mt CO_2
captured p.a. as of 2029
and utilized as industrial raw materials

Go4ECOPlanet

Kujawy, Poland

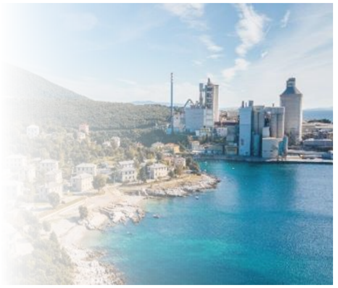
1.2 Mt CO_2
captured p.a. as of 2027

GO4ZERO

Obourg, Belgium

1.1 Mt CO_2
captured p.a. as of 2028

KOdeCO



Koromačno, Croatia

0.4 Mt CO_2
captured p.a. as of 2028

eM-Rhône

Le Teil, France

0.2 Mt CO_2
captured p.a. as of 2028
and utilized as E-methanol

Olympus

New

Milaki, Greece

1.0 Mt CO_2
captured p.a. as of 2029

Meet the business
European decarbonization as a growth opportunity (Nov. 7th)

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OUTLOOK AND GUIDANCE 2023
GUIDANCE UPGRADED FOR RECURRING EBIT MARGIN

San Raffaele Hospital, Milan, Italy
Built with Holcim's innovative building solutions

- Organic Net Sales growth **above 6%**
- Organic recurring EBIT growth **above 10%**
- Industry-leading recurring EBIT margin **>17%,** up from >16%
- Free Cash Flow of **around CHF 3 bn**
- Reduction of CO_2 per Net Sales **above 10%**

UPCOMING EVENTS

NOVEMBER 7, 2023	Europe Decarbonization Day
FEBRUARY 28, 2024	Full Year 2023 Results
APRIL 25, 2024	Q1 2024 Trading Update
JULY 26, 2024	Half Year 2024 Results
OCTOBER 25, 2024	Q3 2024 Trading Update
FEBRUARY 28, 2025	Full Year 2024 Results

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