



*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

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

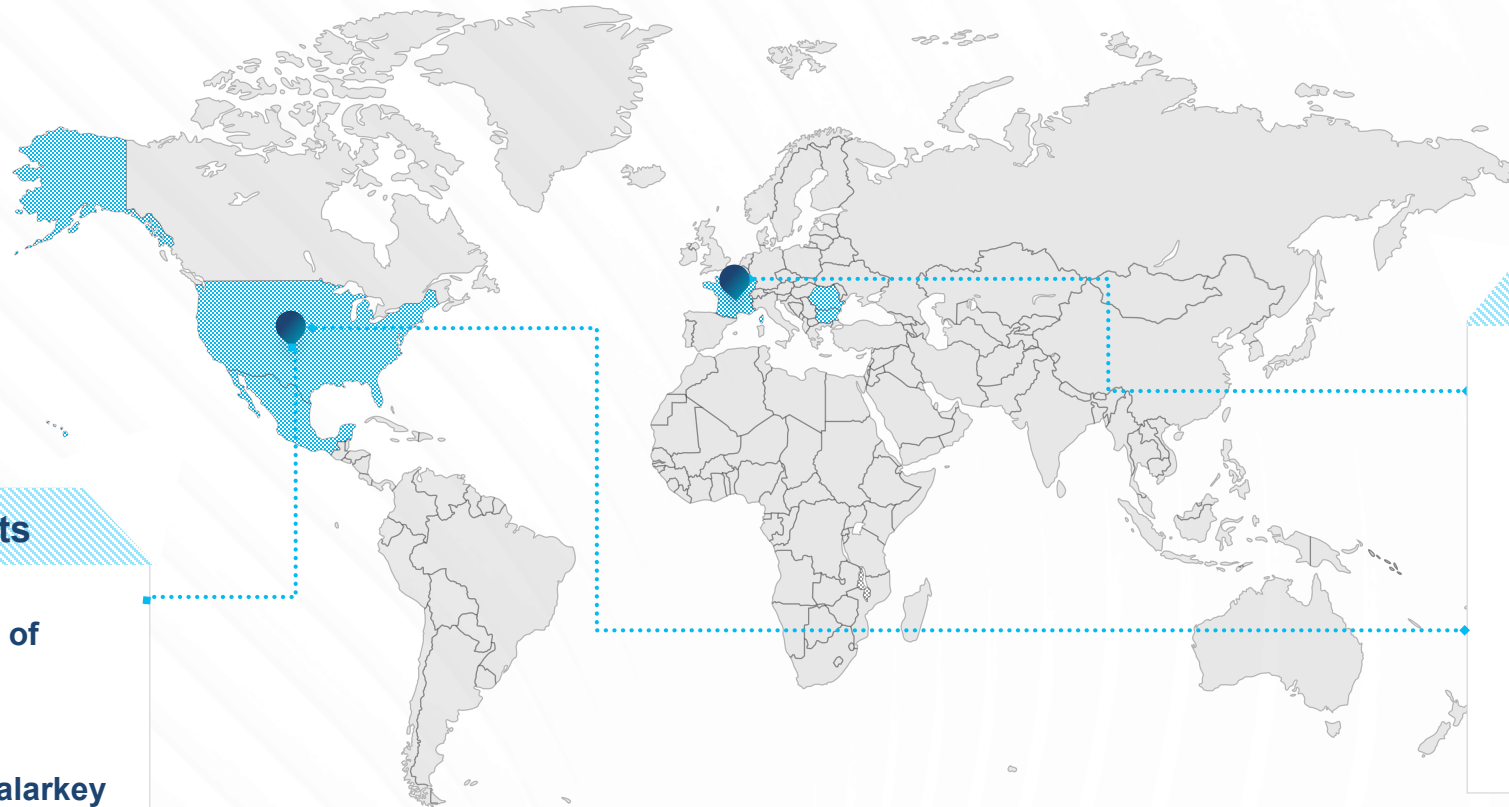
Strong contribution from Roofing business, with double digit Net Sales growth and 17% recurring EBIT margin

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 28th, 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**

02.

FINANCIAL HIGHLIGHTS

GÉRALDINE PICAUD | CHIEF FINANCIAL OFFICER

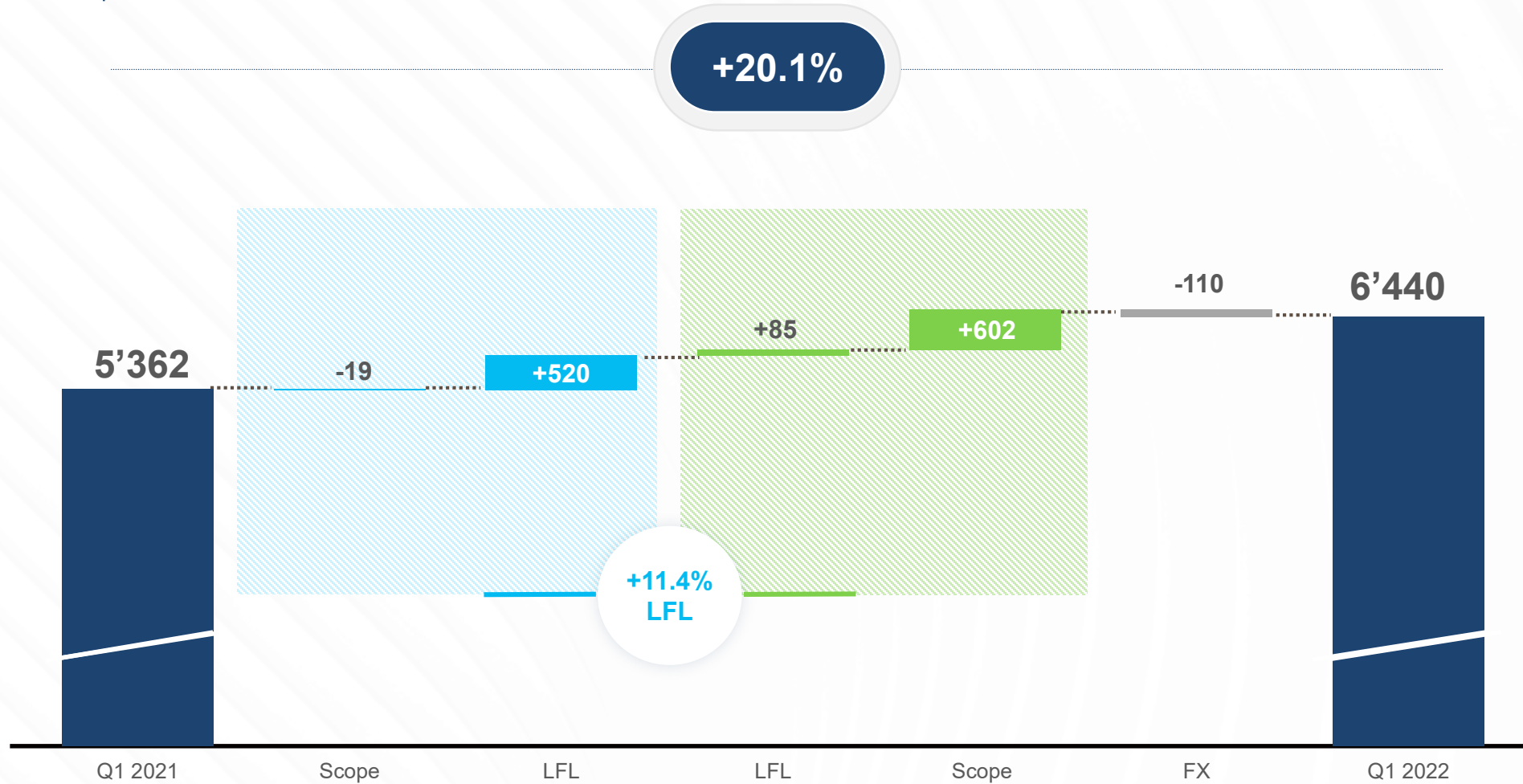
A child in a red jacket is riding a green scooter on a curved, paved walkway. The walkway is part of a modern, glass-walled structure with a curved roof. The scene is set outdoors during the day, with sunlight creating long shadows on the pavement. The background shows a cityscape and other people in the distance.

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

Q1 2022 NET SALES BRIDGE

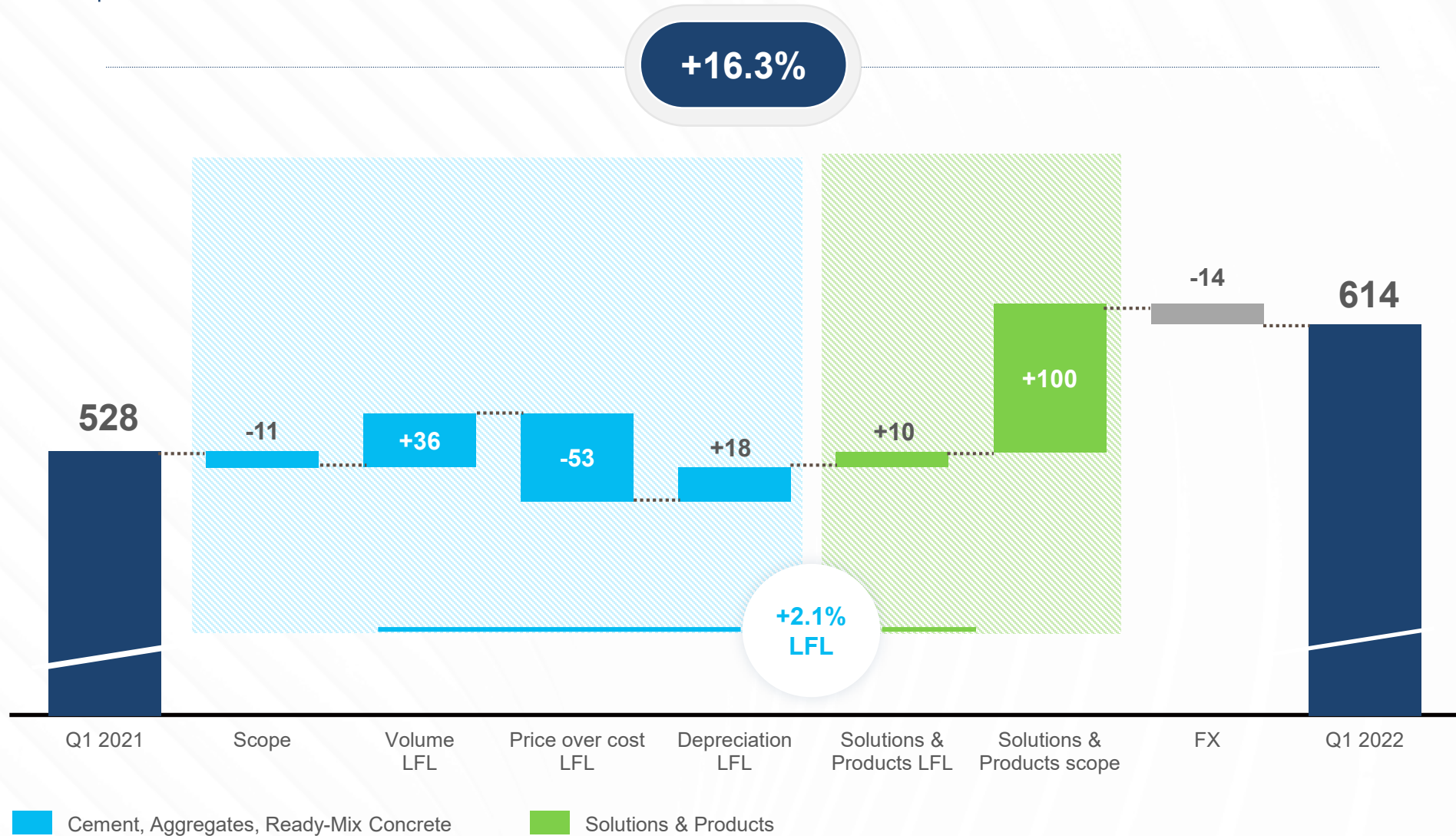
SIGNIFICANT TOTAL NET SALES GROWTH OF +20.1%

CHF m |



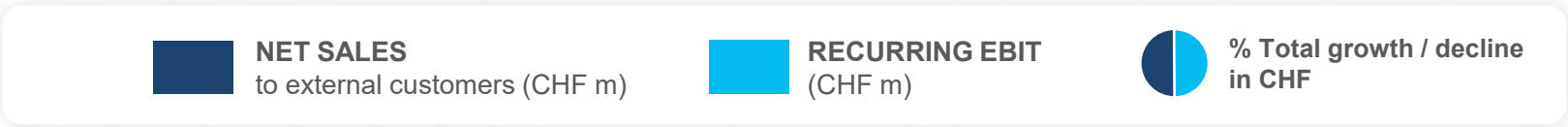
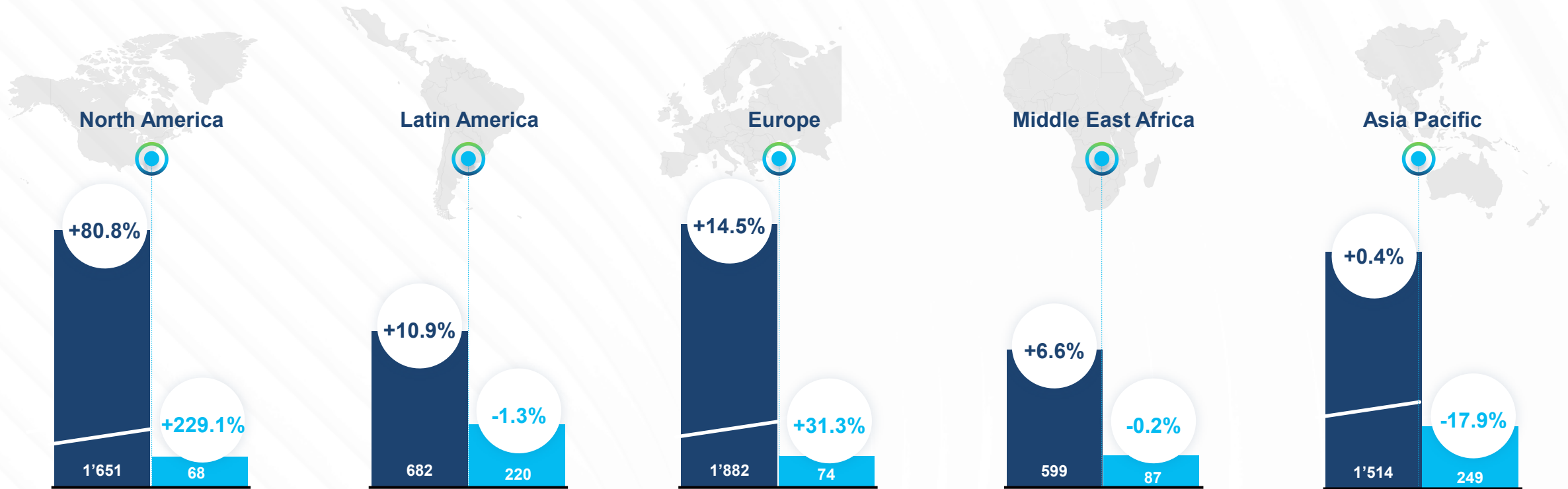
Q1 2022 RECURRING EBIT BRIDGE RECORD RECURRING EBIT

CHF m |

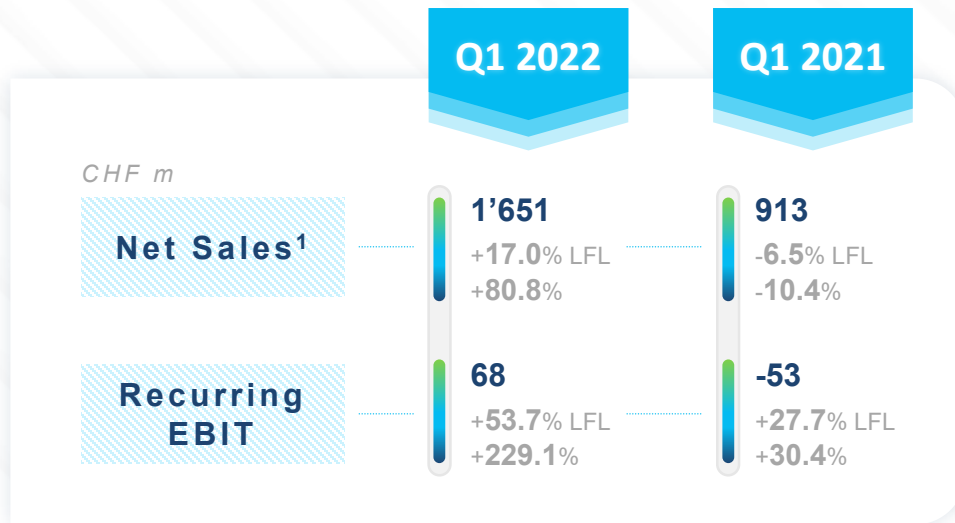


Q1 2022 REGIONAL PERFORMANCE

NET SALES GROWTH ACROSS ALL REGIONS



NORTH AMERICA OUTSTANDING Q1



Q1 2022
Net Sales
from S&P²
38%

¹ Net Sales to external customers

² Solutions and Products



Strong market growth in the USA and Canada West



Volumes growth across all business segments



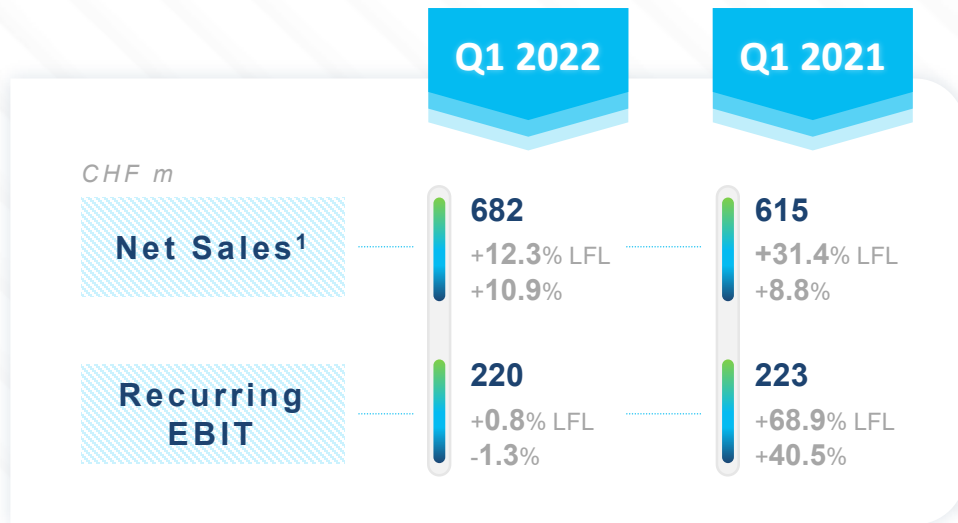
Significant contribution from newly acquired **roofing business**



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

*Cuomo Bridge, USA
Built with slag cement*

LATIN AMERICA CONTINUED STRONG PROFITABLE GROWTH



¹ 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



¹ 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

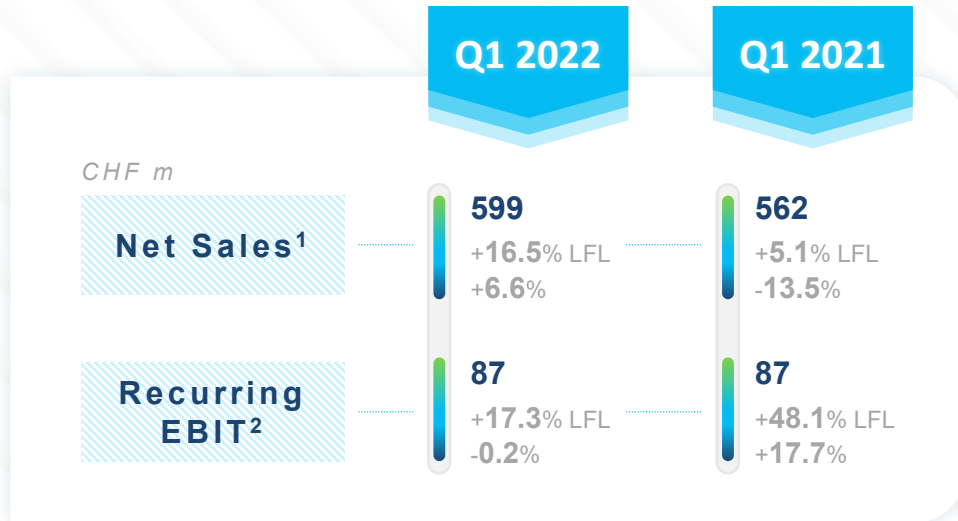


**Modernization of
Małogoszcz cement plant**
launched in Poland



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

MIDDLE EAST AFRICA STRONG ABILITY TO OFFSET COST INFLATION



¹ Net Sales to external customers

² 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

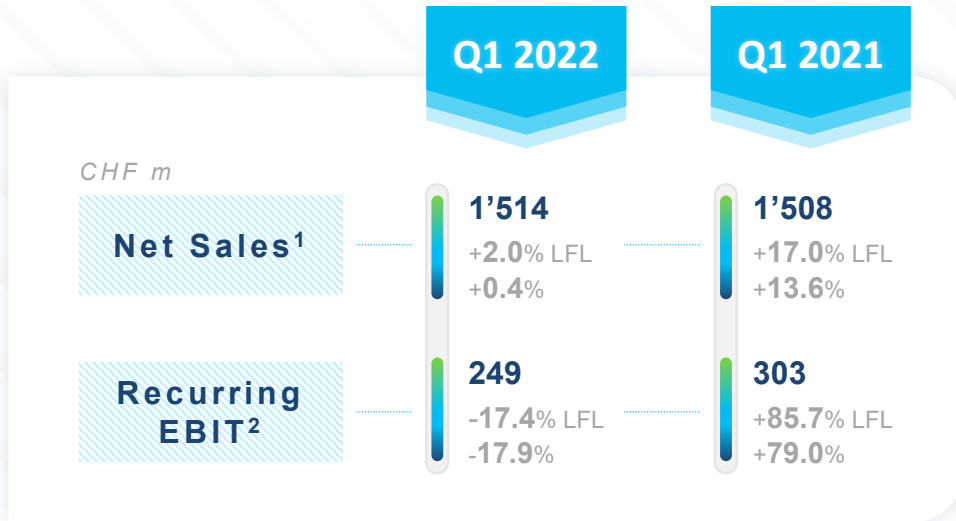


Mvule Gardens housing complex, Kenya

Built with Holcim's proprietary ink, TectorPrint



ASIA PACIFIC CHALLENGING ENVIRONMENT AMID COST INFLATION



¹ Net Sales to external customers

² 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



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

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