

Q3 2024

Investor presentation | Heidelberg Materials Q3 2024





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- 1. About Heidelberg Materials
- 2. Our concrete promises
- 3. Current trading update
- 4. Capital allocation policy
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About Heidelberg Materials



Heidelberg Materials as an attractive investment

- **1. Profitable growth -** Our growth is underpinned by a value over volume focus with added benefits from a balanced presence in mature and emerging markets.
- 2. Strong financial performance We are on track to achieve our medium and long-term financial targets.
- **3. Added value through our sustainable products -** We offer a differentiated product portfolio with enhanced sustainability attributes.
- **4. Leading the way in decarbonisation -** We are frontrunning the industry with the most advanced levers and technologies to reach climate neutrality at the earliest.
- **5. Attractive shareholder returns -** We continue to put shareholder value at the heart of our capital allocation strategy.



Heidelberg Materials is one of the world's largest building materials companies



51,000 employees on 5 continents



3,000locations worldwide



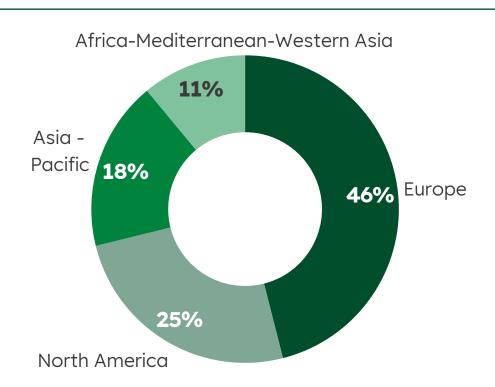
Leading positions in cement, aggregates, and ready-mixed concrete



A balanced geographic footprint with strong focus on Heavy Building Materials

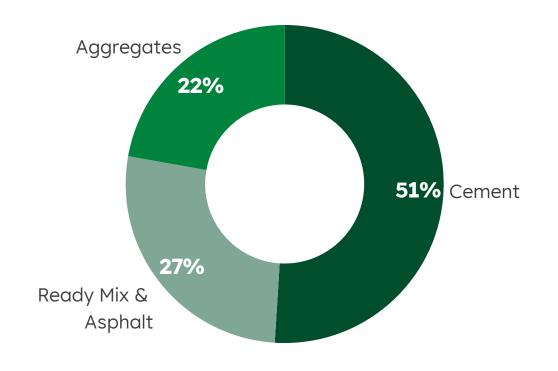
Revenue by Group areas

(FY 2023)



Revenue by business lines

(FY 2023)



Revenue before intercompany eliminations and trading activities.

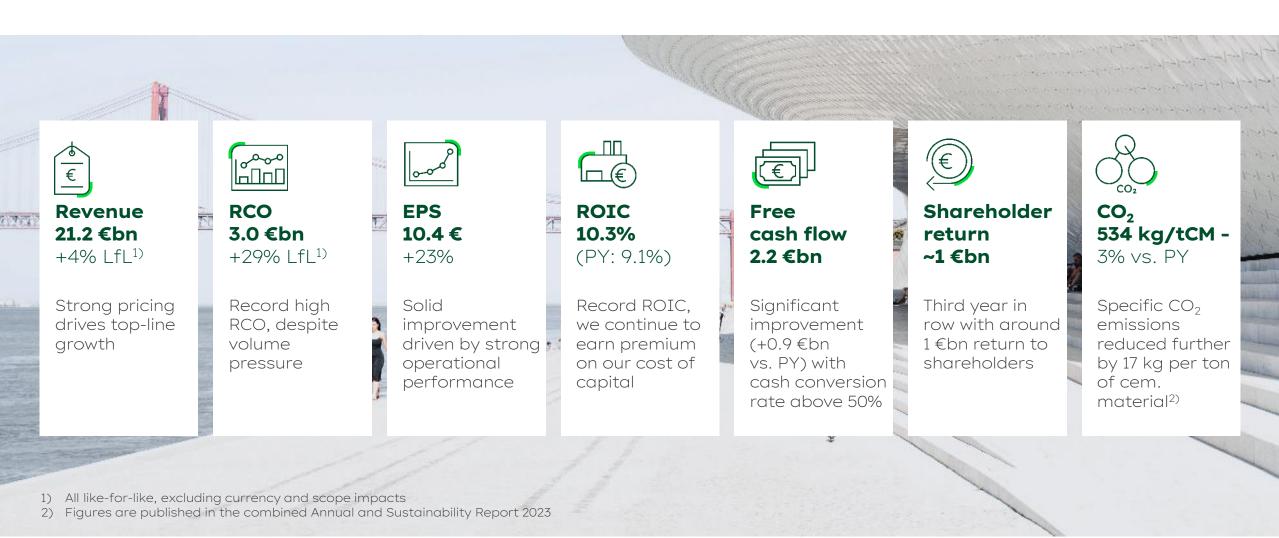


Solid asset base which provides strong growth potential

	North America	Europe	Asia-Pacific	Africa-Med Western Asia	Total
Cement capacity	16 mt	63 mt	54 mt	37 mt	170 mt
Aggregates re- serves & resources	12 bn tonnes	4 bn tonnes	3 bn tonnes	0.1 bn tonnes	19 bn tonnes
Ready mix plants	173	746	327	67	1,313
Asphalt plants	31	33	22	2	88



In FY 2023 we hit historically best levels in all KPIs

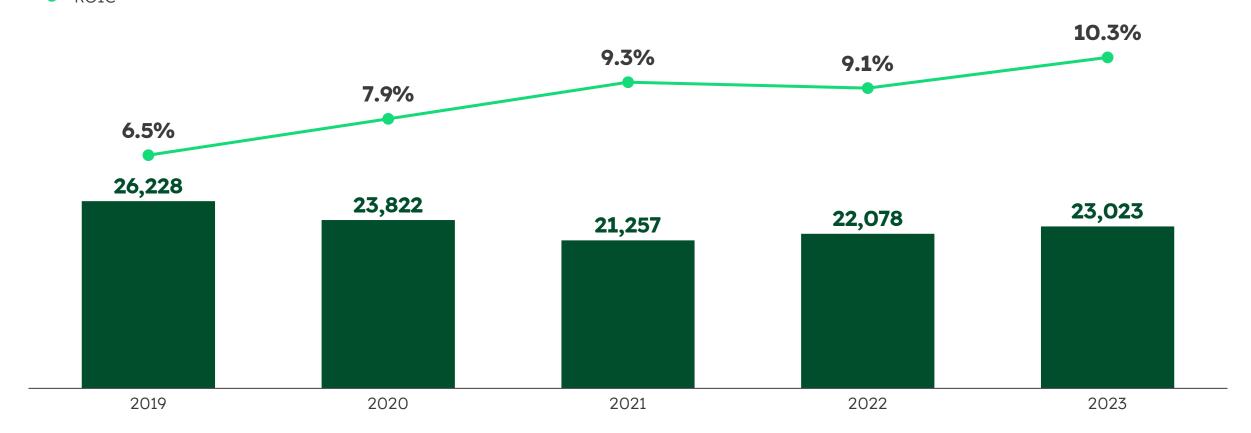




ROIC at historically high level

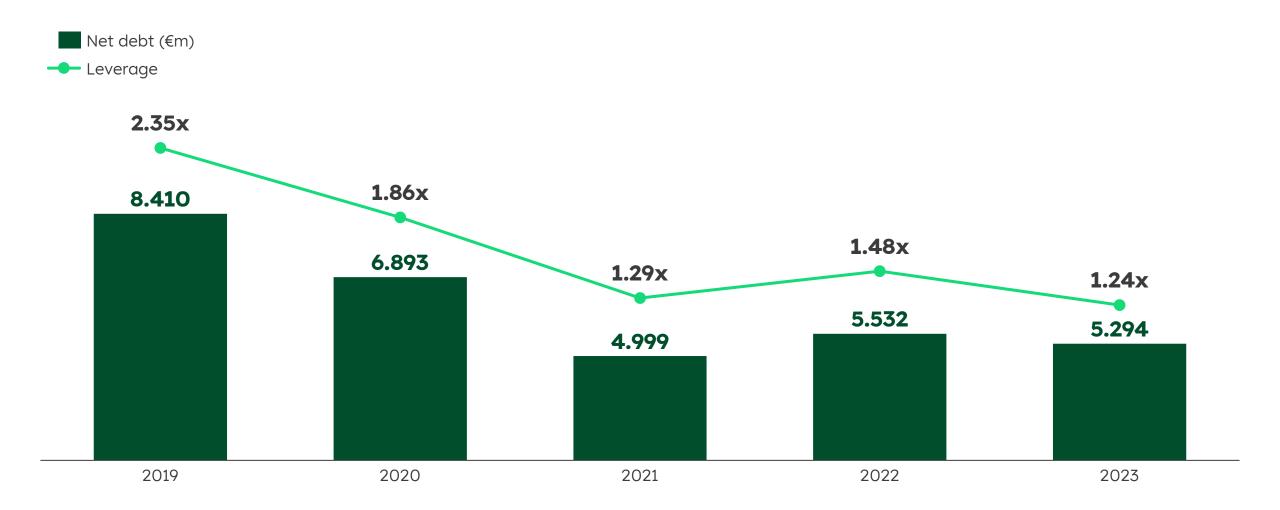
Average Invested Capital (€m)

ROIC



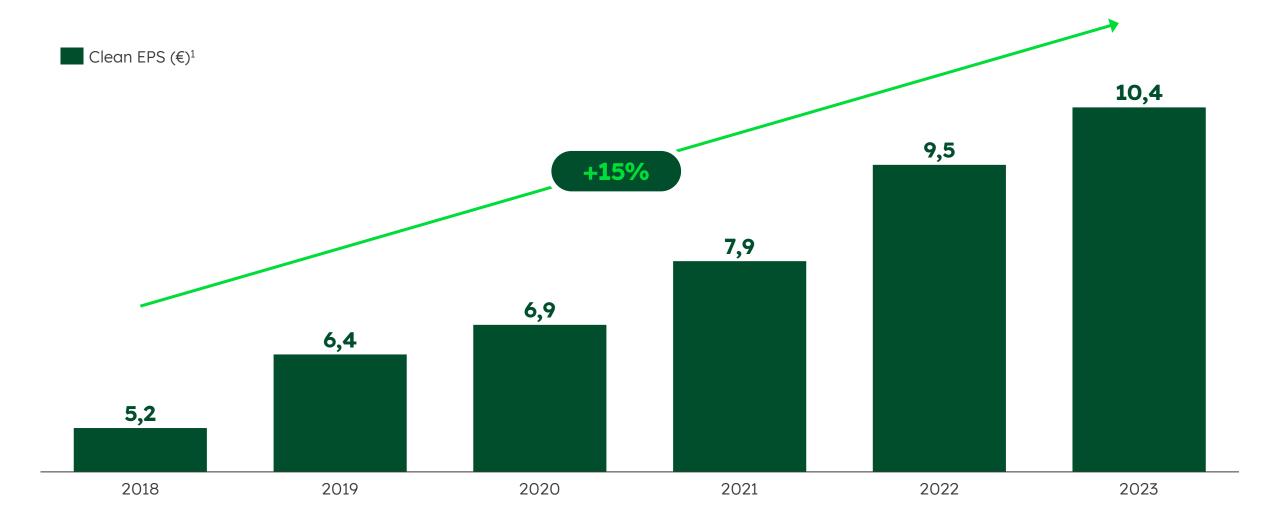


Leverage at a very comfortable level





Continuous EPS improvement with impressive 15% CAGR

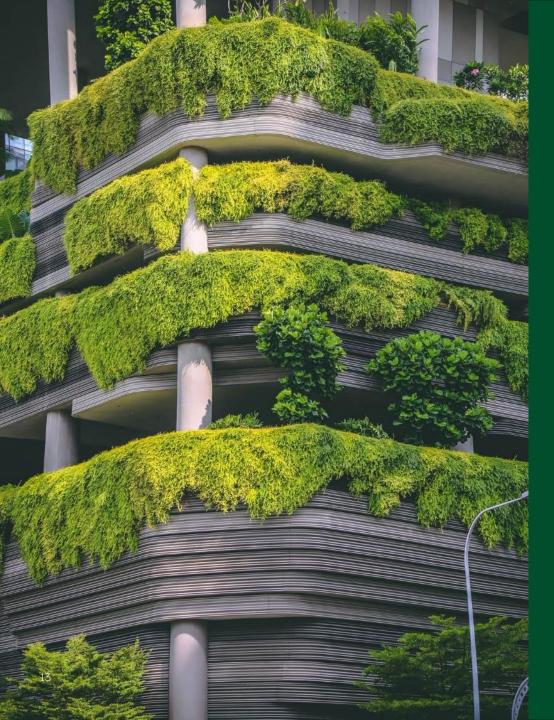


¹ Clean EPS: Figures adjusted for additional ordinary result. In 2020 one-off deferred tax income related to impairments and for 2021 US West assets disposal tax impact.



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Our concrete promises

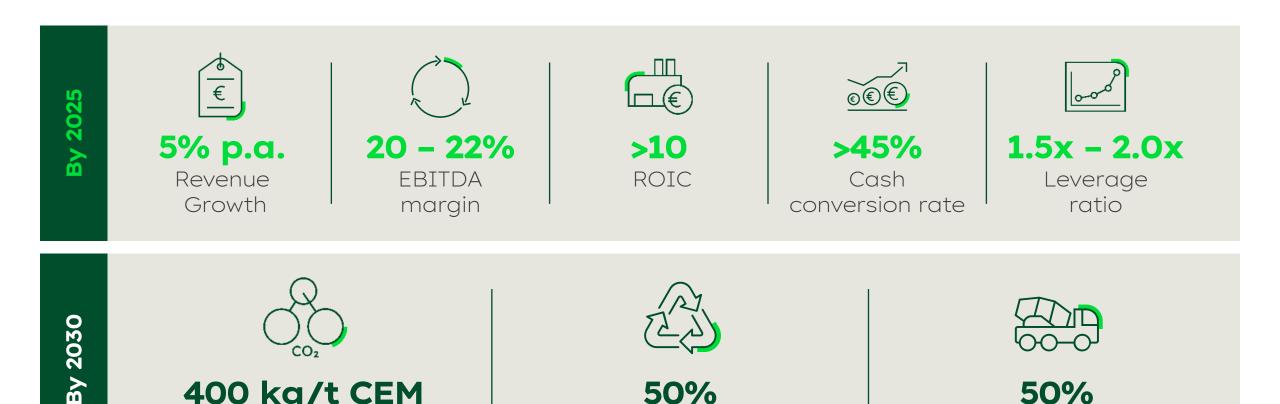


Our concrete promises

- 1. We focus on **heavy building materials.**
- 2. We commit to generate **50% of our revenue** from sustainable products by 2030.
- 3. We commit to reduce CO_2 emissions by almost 50% to 400 kg CO_2 /t CEM by 2030.
- 4. We will make this transition a **successful business case**: on growth, margins, cash flow, ROIC, and leverage.
- 5. We drive the change for the benefit of our customers, our shareholders, our employees, and the society we live in.



We set ourselves ambitious targets for 2025 & 2030



50%

Sustainable products

400 kg/t CEM

CO₂ emissions

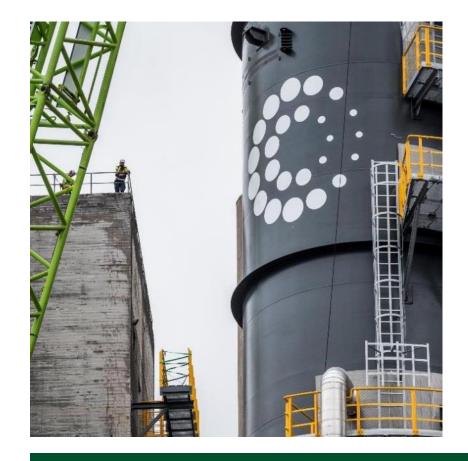


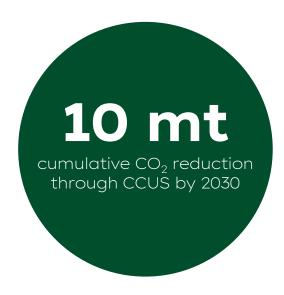
50%

Circular concrete¹

¹ Offer circular alternatives for half of our concrete products - aiming for full coverage.

Our industry-leading carbon reduction targets







400 kg CO₂/t cementitious material as average across the whole portfolio in 2030¹



47% emission reduction² across the cementitious materials portfolio by 2030



50% of our revenue will be generated from sustainable products by 2030

Corporate carbon footprint reduction in line with SBTi 1.5 °C path by 2030

1 Scope 1, 2 acc. to GCCA; 2 Reference year 1990 with an average of 750 kg CO₂/t of cementitious material.



Regulatory changes and sustainability focus will be a big opportunity for us

Green procurement criteria

create significant growth potential

- Strong demand for sustainable products and solutions on the back of green procurement criteria
- Sustainable products with price premium over traditional products

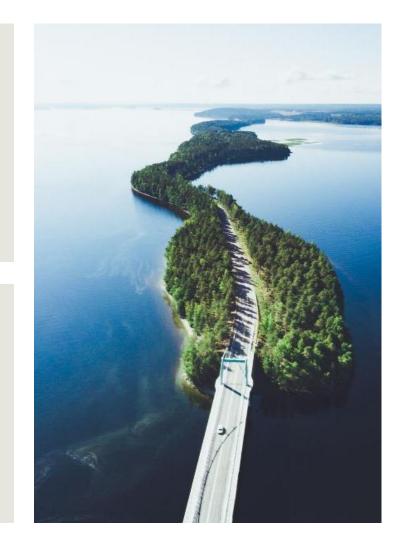
Growth opportunity

Carbon regulation

creates opportunity for early movers

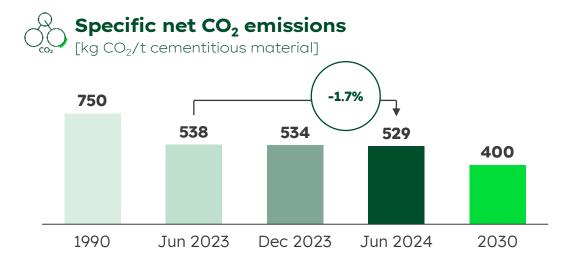
- Highest incentive to change in Europe given carbon regulations – our European operations will become the blueprint
- Sustainable products with margin premium

Margin opportunity



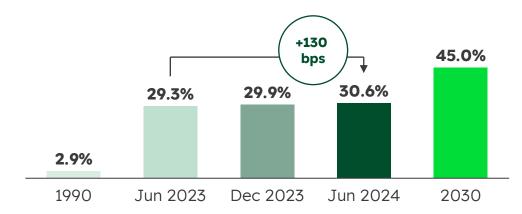


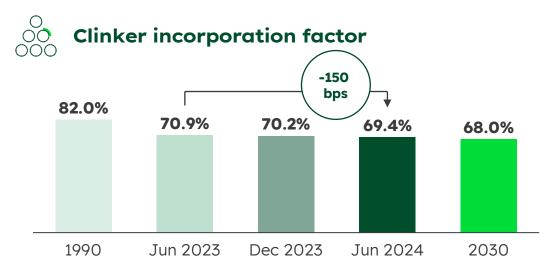
Significant progress in all sustainability KPIs





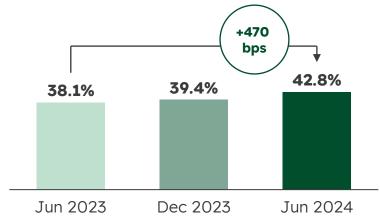
Alternative fuel rate







Sustainable revenue CEM





Sustainability

Closing the loop: First-of-its-kind recycling plant applying patented ReConcrete process

Katowice, Poland **Innovative recycling plant for selective separation**

Proprietary crushing mechanism enabling sophisticated separation and sorting of demolished concrete

Highest quality aggregates, equivalent to virgin raw materials

ReConcrete process combines circularity with decarbonisation

Recovered recycled concrete paste (RCP) to be used

- as alternative raw material (clinker), or as alternative cementitious material (cement)
- to absorb and permanently bind CO₂

Complete recycling of demolished concrete without loss of quality





Driving CCUS with the most advanced project portfolio in the sector

2024

2025

2026

2027

2028

2029

2030

CCS

Brevik, Norway Capacity: 400 kt CO₂

p.a.

CC

Devnya, Bulgaria OxyCal pilot CC

Mergelstetten, GermanyOxyfuel demo

CCU

Lengfurt, Germany Capacity: 70 kt CO₂ p.a.

CC

Ennigerloh, Germany
LEILAC 1: finalised
LEILAC 2: engineering
Capacity:

CCU

Safi, MoroccoUpscaling capacity

100 kt CO₂ p.a.

CCUS

Edmonton, Canada Capacity: > 1.0 mt CO₂ p.a.

ccus

Capacity:

CCS

Devnya, Bulgaria Capacity: 800 kt CO₂ p.a.

Padeswood, UK

800 kt CO₂ p.a.

CCUS

Antoing, Belgium Capacity: 800 kt CO₂ p.a.

CCS Geseke, GermanyCapacity:
700 kt CO₂ p.a.

CCS

Slite, Sweden Capacity: 1.8 mt CO₂ p.a.

CCUS
Mitchell, Indiana, US

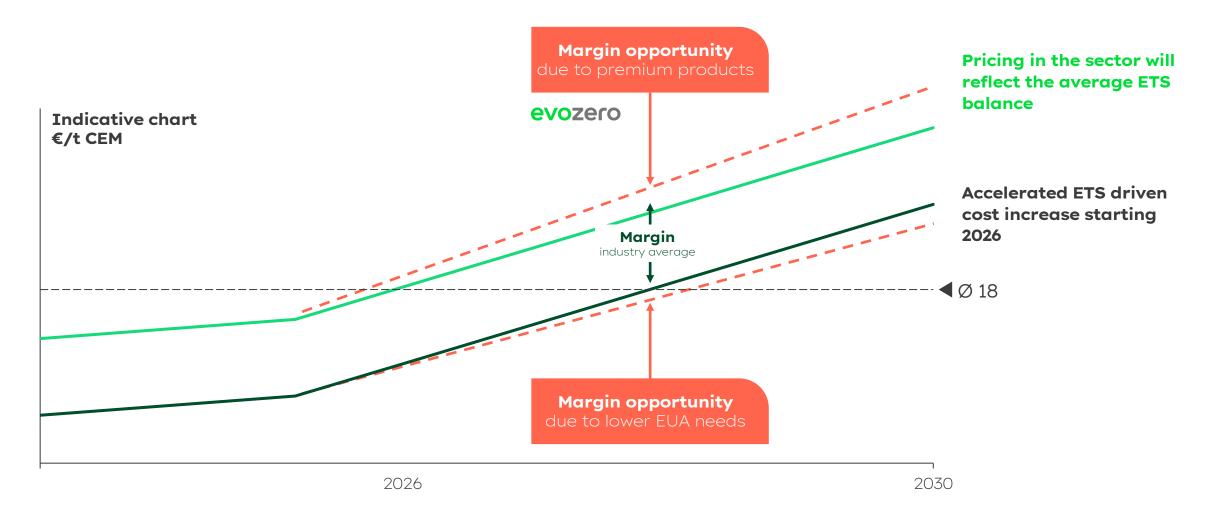
Capacity: 2.0 mt CO₂ p.a.

CCS Airvault, FranceCapacity:
1.0 mt CO₂ p.a.

Through our CCUS projects, we aim to reduce our CO_2 emissions by **10 million tonnes** cumulatively by 2030.

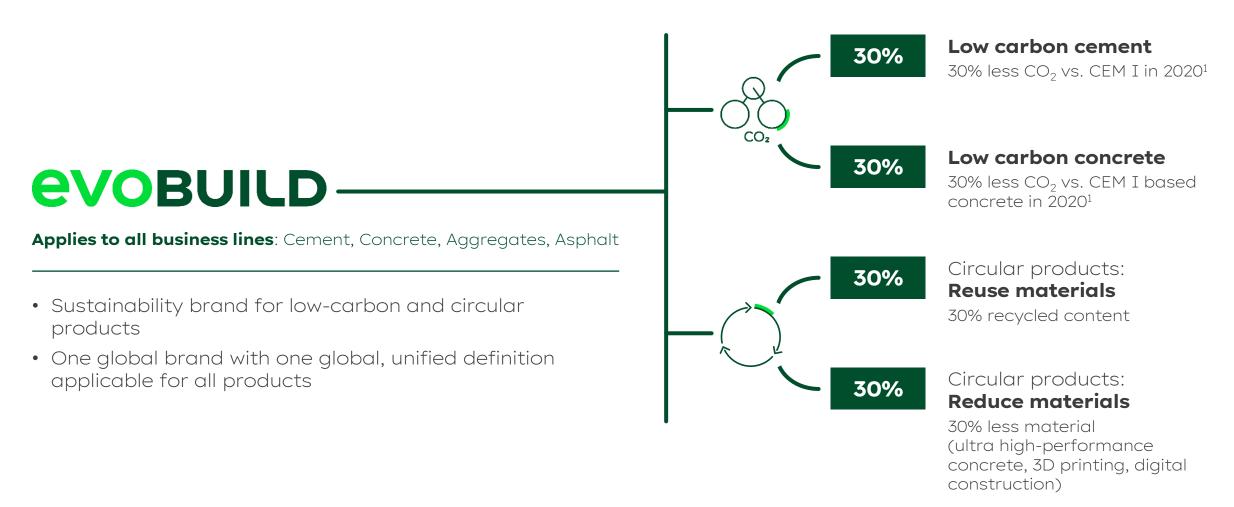
All dates estimated start of operations, timing dependent on various factors, incl. funding decision.

CCUS and ETS present a clear margin opportunity for us in Europe





Our new global evoBuild® product range is setting a new global standard



 $^{^1}$ at least 30% in CO $_2$ reduction vs. GCCA CEM I in 2020, translates to \leq 552 kg CO $_2$ /t cementitious materials and \leq 5.5 kg CO $_2$ /m 3 /Mpa for ready-mixed concrete



Introducing our evoZero® products

Our customers will be able to choose between two evoZero products:



Carbon Captured

Brevik

evoZero Carbon Captured Brevik

is our mass-balanced product, produced in and delivered from Brevik. The net-zero footprint is achieved over the entire life cycle.

evozero

Carbon Captured

evoZero Carbon Captured

can be delivered from any European plant nearby a customer's project, while leveraging the unique carbon saving attributes realised in Brevik. It features a net-zero footprint upon delivery.



evoZero®: The world's first carbon captured net-zero cement

evozero

Applies to cement and concrete products

- Globally unique product: CCS technology, applied for the first time at a large scale in Brevik, enables netzero carbon footprint of evoZero®
- Broadest product application combined with lowest CO_2 footprint: customers benefit from trusted product performance
- Transparent CO₂ capturing and accounting process:
 each tonne of captured CO₂ only accounted for once,
 independently reviewed by third-party verifier and
 secured by blockchain technology
- Innovative go-to-market approach: evoZero® will be available in two versions, depending on the customer location









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Current trading update



¹ All like-for-like, excluding currency and scope impacts

Good performance in Q3 2024, Outlook upgraded

Result and margin improvement continues:

- Revenue 0%; EBITDA +3%; RCO +3% ¹
- EBITDA margin improves by +39 bps

Continued strong performance in North America supported by good returns from recent highly accretive M&A deals

"Transformation Accelerator" initiative with 500 €m result contribution started, step change in Western European asset base and global cost improvement

Last 12 months free cash flow at 2.0 €bn

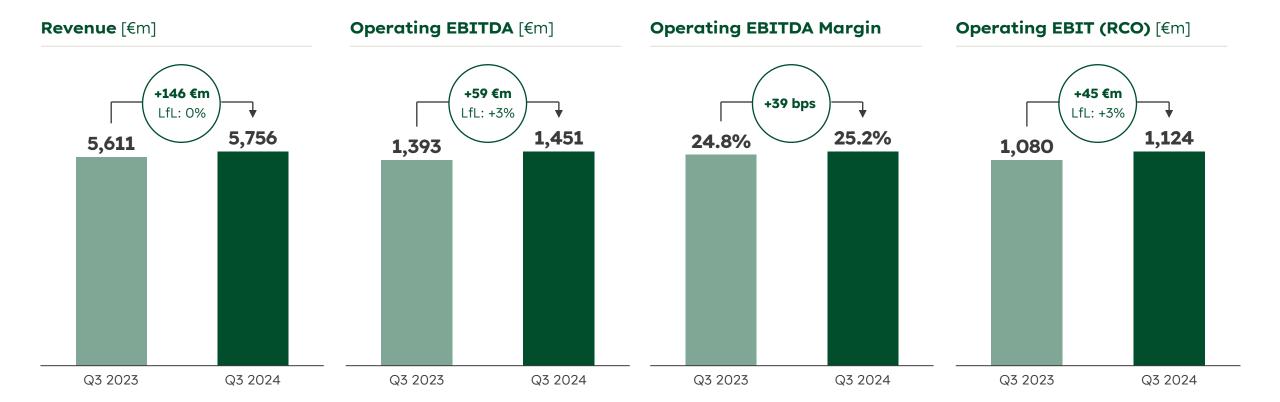
First in the industry: **We will offer carbon-captured Net Zero cement and concrete** in H1 2025

2024 Outlook upgraded:

- RCO at 3.10 3.30 €bn (previously 3.00 3.30 €bn)
- ROIC at around 10%

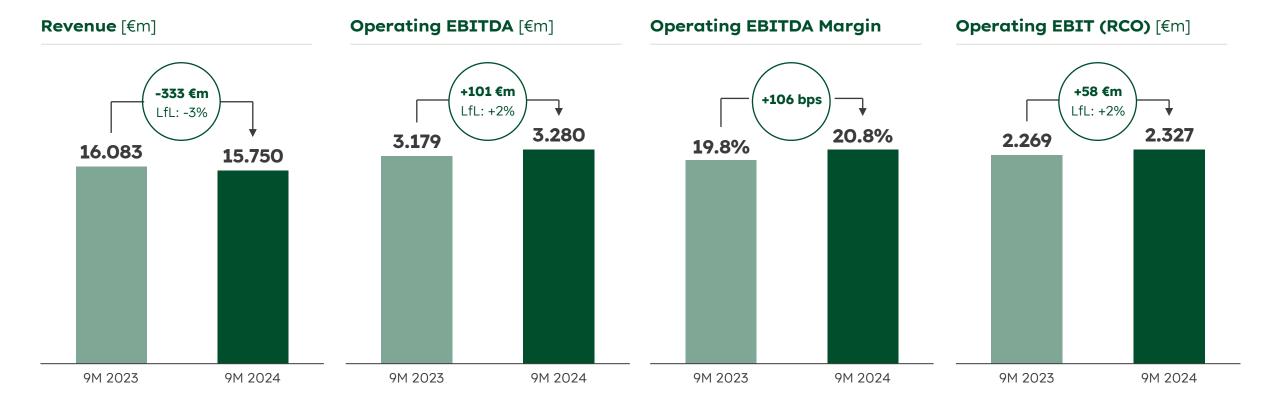


Q3 2024: Margin improvement continues





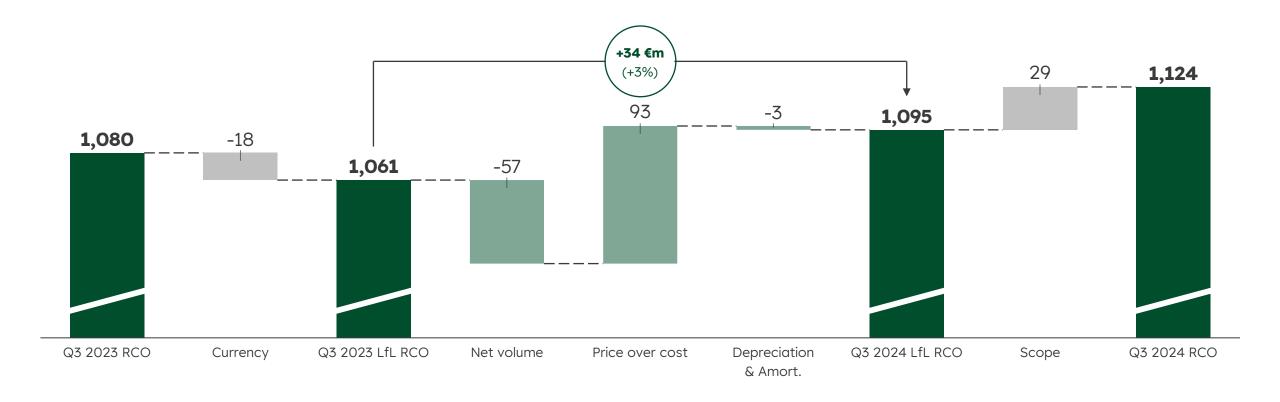
9M 2024: Result improvement despite volume pressure





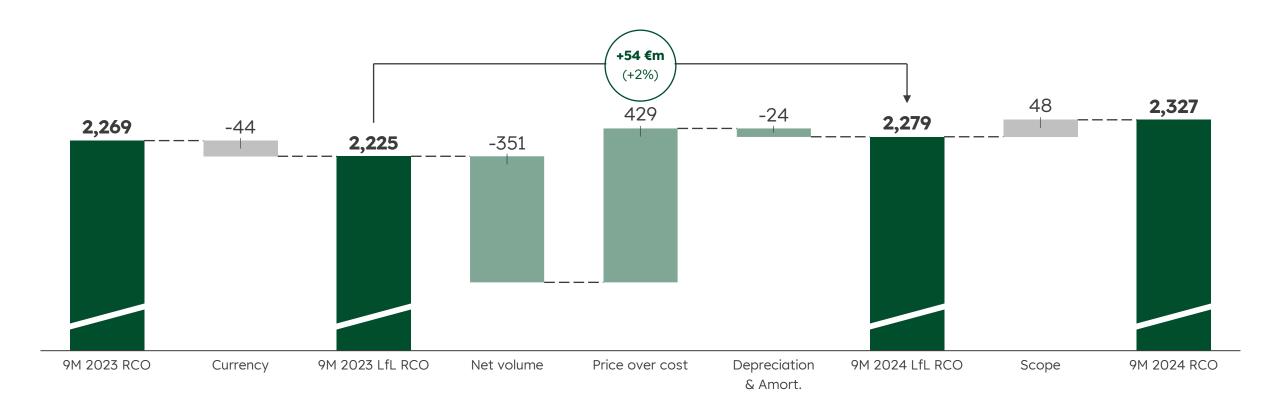
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Q3 2024: Operating EBIT (RCO) bridge [€m]



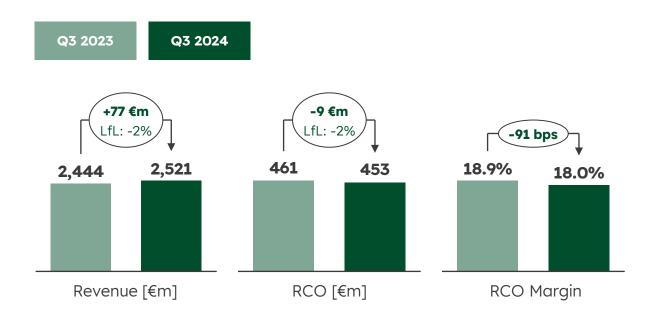


9M 2024: Operating EBIT (RCO) bridge [€m]





Europe



Demand recovery continues in Eastern Europe, declines begin to flatten out in certain key countries in Western Europe

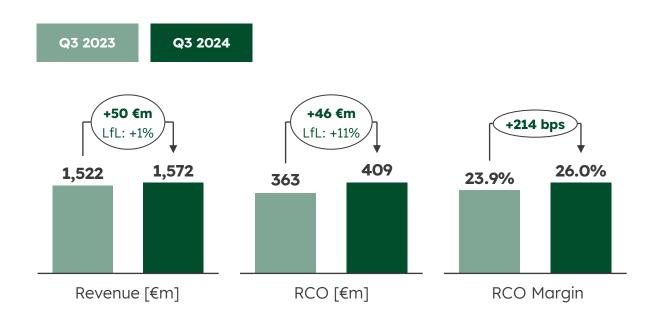
RCO continues at a high level, driven by positive price over cost

"Transformation Accelerator" initiative will be a step change in European asset base, delivering margin and asset efficiency improvements





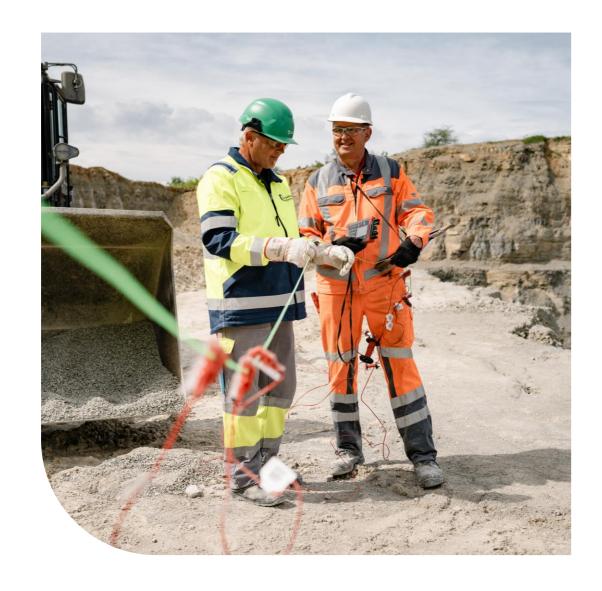
North America



Favorable result development despite significant weather events and softer demand in Q3 2024

Margin improvement continues, driven by solid price performance and disciplined cost management

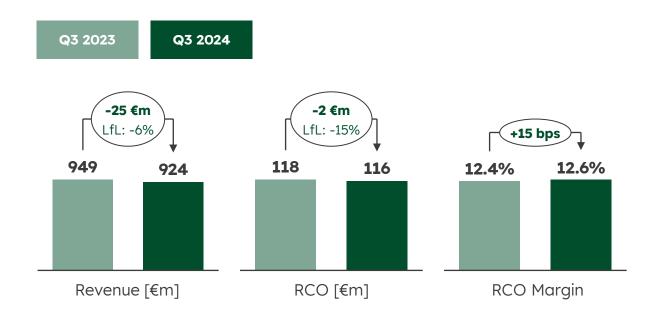
Good returns from recent highly accretive M&A deals





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Asia - Pacific



Margin improvement despite challenging market environment which put pressure on demand and pricing

Overall stable business development in Australia

ACE Group and Grobogan investments deliver above expectations

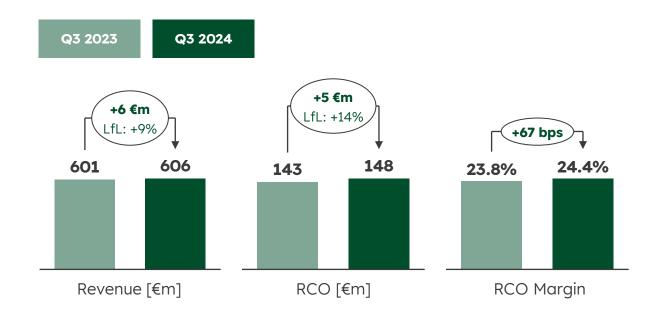
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Africa - Mediterranean - Western Asia



Clear improvement in operational result in the quarter

Positive pricing in local currencies and good cost management deliver margin improvement

Solid operational performance overcompensates devaluation impacts





"Transformation Accelerator": Taking the pole position for the future

Pulling all levers to catalyse growth

Cross-border network optimisation	Efficiencies across functions	Technical initiatives	
Measures on country business line level	Measures on country & group level	Measures on plant level	
Focus on cost synergies through standardisation and optimization of business network	Focus on procurement and back-office/overhead costs	Focus on clinker incorporation and other technical KPIs, including power, heat, alternative fuels	

Expected result contribution of €500 million by end of 2026

Addressing future opportunities and further improve operational excellence

Each pillar with clearly defined target, constantly tracked and analysed

Optimising clinker and cement network in selected countries/regions and improving site productivity

Initiatives internally aligned and communicated, action plans already under preparation



Financial highlights

Adjusted EPS increases by 14% to 8.8 € ¹

Last 12 months free cash flow at 2.0 €bn ²

Leverage at 1.5x, impacted by seasonality

Second Green Bond is placed with an amount of 500 €m, following the first 700 €m placed in June

First tranche of 1.2 €bn share buyback program with an amount of 350 €m to 400 €m is about to be finalised





¹ 9M 2024 vs. 9M 2023

² Based on last 12 months rolling figures

Guidance upgraded

Key steering KPIs	2024 Target		
RCO	3.10 to 3.30 €bn (previously: 3.00 to 3.30 €bn)		
ROIC	At around 10%		
CO ₂ emission (kg CO ₂ /t cementitious material)	Slight reduction		





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Capital allocation policy

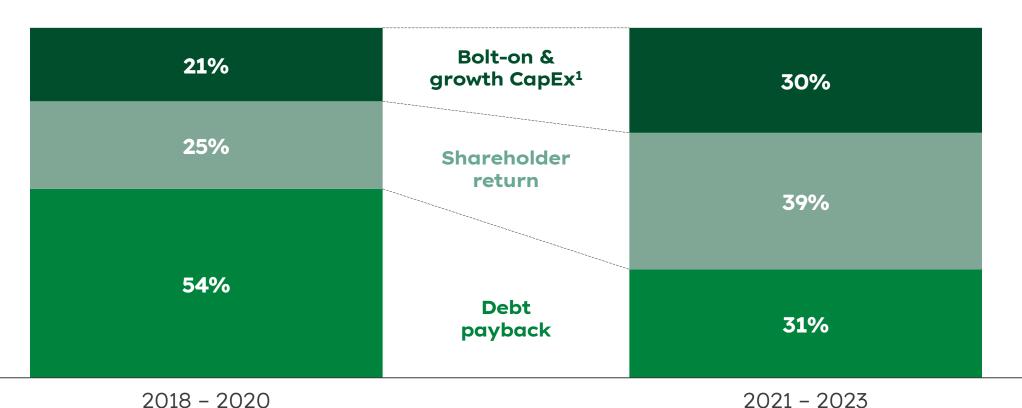
Cash allocation: Clear shift to shareholder return and growth

Cash allocation 2018 - 2020

Focus was mainly on debt payback

Cash allocation 2021 - 2023

Focus on shareholder return & growth



2010 - 2020



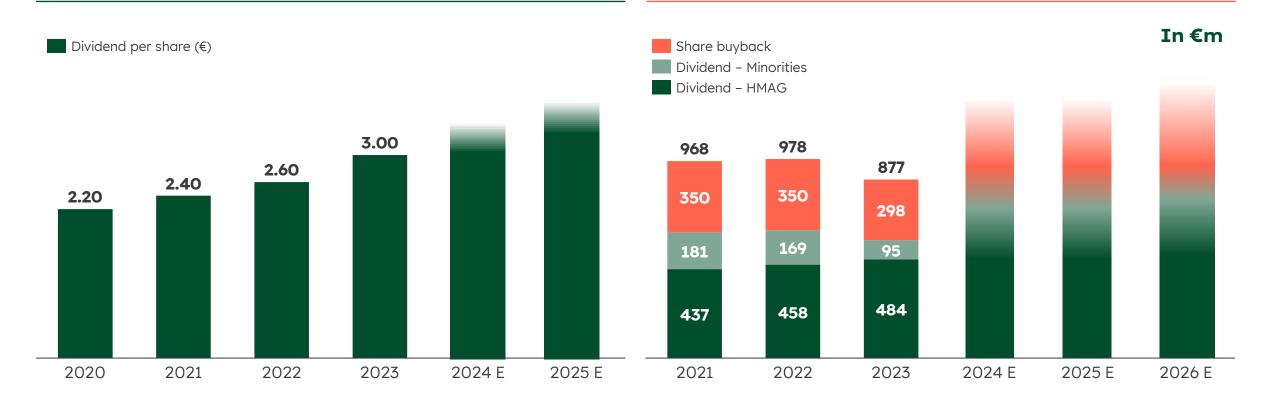
39

¹ Gross strategic CapEx, without disposals.

Dividends & Share buyback: A clear priority in capital allocation policy

Progressive dividend increase will continue in the upcoming years

New share buyback program of €1.2 billion (2024 – 2026) 20% increase vs. previous program





Continuous focus on portfolio optimisation – Simplify and Grow

simplify ~2.5 €bn disposal¹ **Right-size** the business

Reduce complexity

Improve profitability

Grow ~1.8 €bn **Expand** focus markets

Support transformation

Support/improve financial performance

Clearly defined M&A framework

Strategic rationale

- Grow in focus markets within our portfolio
- Re-balancing earnings towards profitable businesses
- Complementarity with our existing asset base

Financial rationale

- Synergy potential
- To be financed through disposal proceeds and sustainabilitylinked bonds
- Fulfills all financial criteria for M&A

In line with:

- Communicated 2025 financial targets
- Shareholder return policy

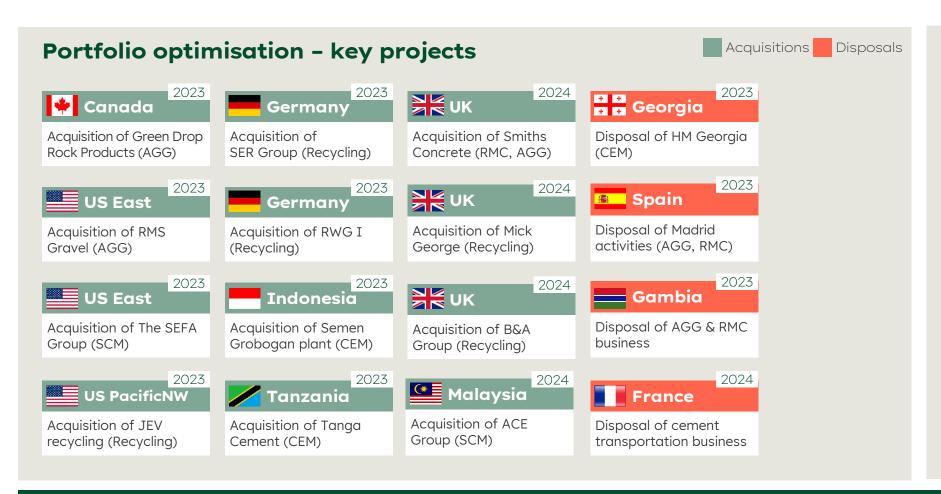
Value creation for all stakeholders

Target remains: Balanced, disciplined and profitable growth with good shareholder return



¹ Cumulated values from Jan 2020 until Dec. 2023.

Accelerating portfolio review and optimising cost structure





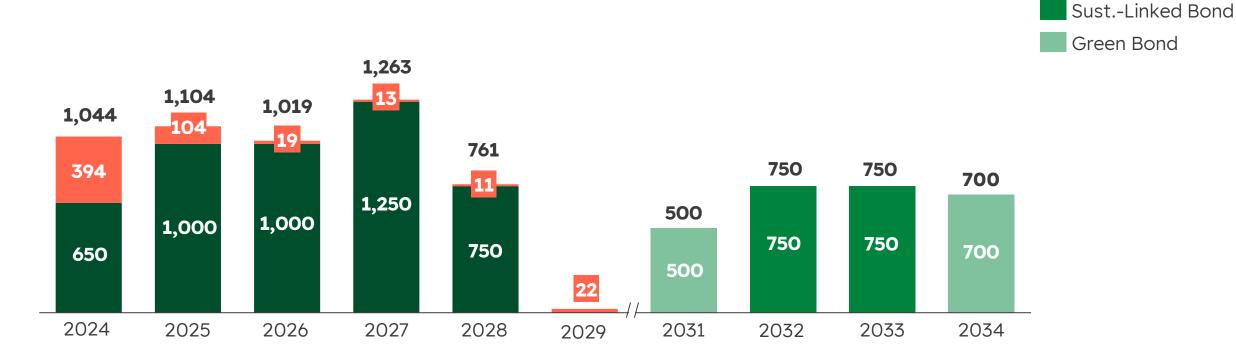
Profit contribution and margin improvement

Portfolio measures between FY 2023 - H1 2024 | Shut-down of clinker production Leimen in 2023



Debt maturity profile

Debt maturity profile as of September 30, 2024 in €m





Debt Instruments

Bonds

Credit ratings

Rating agency	Long-term rating	Outlook	Short-term rating
Moody's	Baa2	Stable	P-2
S&P Global	BBB	Stable	A-2

Total bonds volume

7.35 €bn

Equity ratio

52.0%¹

Average coupon

2.5%2

Heidelberg Materials continues to target a solid investment grade rating.

¹ Equity ratio for H1 2024.

² The average coupon is based on data as of 30.09.2024.

5

Corporate Governance

- Supervisory Board
- Remuneration

Well-balanced profile of shareholder representatives

Dr Bernd Scheifele - Chairman



Born: 1958 Nationality: German Member since 2022 Ext. mandates¹ as member of the Supervisory Board of

 PHOENIX Pharma SE and PHOENIX Pharmahandel GmbH & Co KG (chairman)

Luka Mucic



Born: 1971 Nationality: German Member since 2019

Chief Financial Officer of Vodafone

Ext. mandates¹ as member of the Supervisory Board of

None

Group

Margret Suckale



Born: 1956 Nationality: German Member since 2017 Ext. mandates¹ as member of the Supervisory Board of

- Deutsche Telekom AG
- DWS Group GmbH & Co. KGaA
- Greiner AG
- · Infineon Technologies AG

Ludwig Merckle



Born: 1965 Nationality: German Member since 1999 CEO of Merckle Service GmbH

Ext. mandates¹ as member of the Supervisory Board of

- Kässbohrer Geländefahrzeug AG (chairman)
- PHOENIX Pharma SE and PHOENIX Pharmahandel GmbH & Co KG (deputy chairman)

Dr Sopna Sury



Born: 1974 Nationality: German Member since 2022 Chief Operating Officer Hydrogen at RWE Generation SE, Essen

Ext. mandates¹ as member of the Supervisory Board of

• None

Dr Gunnar Groebler



Born: 1972 Nationality: German Member since 2024 Chief Executive Officer of Salzgitter AG

Ext. mandates¹ as member of the Supervisory Board of

- Aurubis AG
- Several additional mandates in Salzgitter group companies that are not listed



¹ Including mandates in listed and non-listed companies

Diversified and highly qualified profile of skills











	Scheifele	Groebler	Merckle	Mucic	Suckale	Sury
Gender	М	М	М	М	W	W
Age	66	52	59	53	68	50
Committee membership	2	1	4	2	3	3
Skills & competencies						
Industry knowledge	✓	*	✓	-	-	-
International Leadership	✓	*	-	✓	✓	✓
Personnel competence	✓	*	✓	✓	✓	✓
Governance, Legal & Compliance	✓	*	√	✓	✓	✓
Accounting, Auditing & Controlling	✓	*	✓	✓	✓	-
Strategy & Capital Market	✓	*	✓	✓	✓	✓
Sustainability	✓	*	-	✓	✓	✓
Digitalisation	-	*	✓	✓	✓	-

 $^{^{*}}$ Profile of skills to be updated after the assessment has been carried out and the subsequent resolution of the Supervisory Board.



Topics of Supervisory Board meetings & committees

Supervisory Board meetings

- Annual Financial Statements, including non-financial reporting • Further development and implementation of the sustainability and digitalisation strategy - including the role of recycling and alternative fuels for
 - Health & Safety

the decarbonisation roadmap

- Artificial intelligence in the company and related investments
- Management Board matters (new appointments, extensions, remuneration)

- Financing matters, portfolio optimisation
- Share buyback
- Discussion and approval of Operating Plan 2024

Personnel Committee



- New remuneration system for the Management Board (Remuneration System 2024+)
- Preparation of new structure of the Management Board

Audit Committee



- Financial and non-financial reporting
- Compliance Management System
- Risk management and internal control systems
- Audit and financing matters
- Cyber Security
- Global roll-out of new ERP system

Sustainability & Innovation Committee



- Sustainability Commitments 2030
- CO₂ Roadmap
- Strengthening of circularity and recycling as well as technologies for the capture, utilization and storage of CO₂
- Technical background and possible fields of application as well as projects in 3D printing

Continuous exchange between CEO and Chairman of the Supervisory Board



New committee structure reflects importance of sustainability

Personnel Committee



Ludwig Merckle (chairman)



Luka Mucic



Dr Bernd Scheifele



Margret Suckale



Dr Sopna Sury

- Preparation of decisions by the Supervisory Board regarding appointment of the Managing Board and

Audit Committee



Luka Mucic (chairman)



Ludwig Merckle (deputy chairman)



Margret Suckale

Sustainability & Innovation Committee



Dr Sopna Sury (chairwoman)



Dr Gunnar Groebler



Ludwig Merckle

Nomination Committee



Ludwig Merckle (chairman)



Margret Suckale



Dr Sopna Sury

Mediation Committee



Margret Suckale (chairwoman)

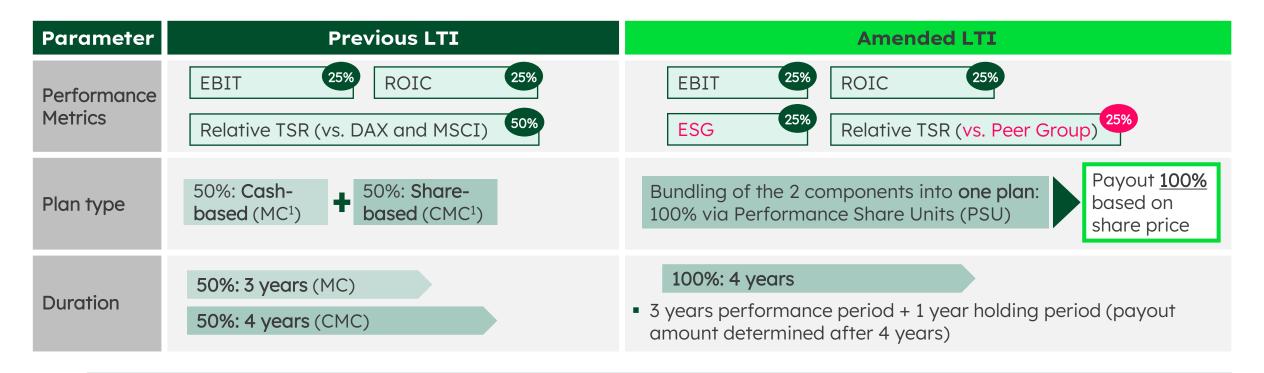


Dr Bernd Scheifele

- their remuneration
- Composed of equal number of shareholder and employee representatives
- Pre-auditing of (consolidated) financial statements, supervision of accounting, internal control/risk/compliance management, etc.
- Composed of equal number of shareholder and employee representatives
- Advising the Managing Board on diaital transformation and key ESG aspects: carbon capture, biodiversity, employee safety
- Review and monitor company specific commitments and targets that relate to ESG
- · Recommended by the German Corporate Governance Code and composed of shareholder representatives only
- Recommendations on proposals for candidates for the Supervisory Board to be elected by shareholders
- Proposals for appointment/dismissal of Managing Board members in case that required majority is not achieved
- To be equally represented by shareholder representatives and by employee representatives



LTI adjusted to better reflect ESG and regulatory requirements

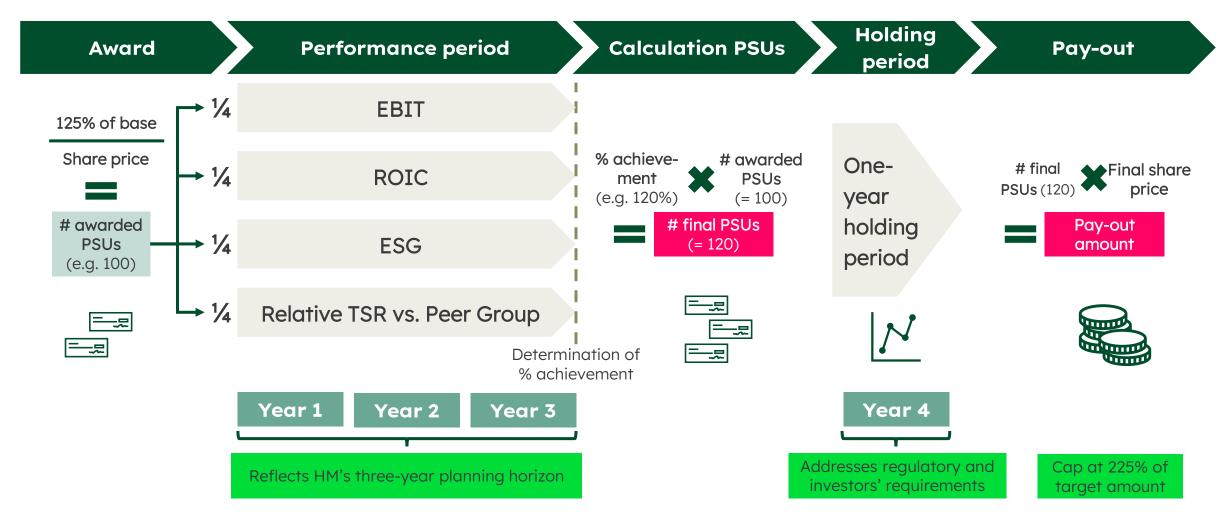


- Described changes ensure full alignment with regulatory and investors' most important demands
- TSR peer group consists of ca. 15 construction materials companies



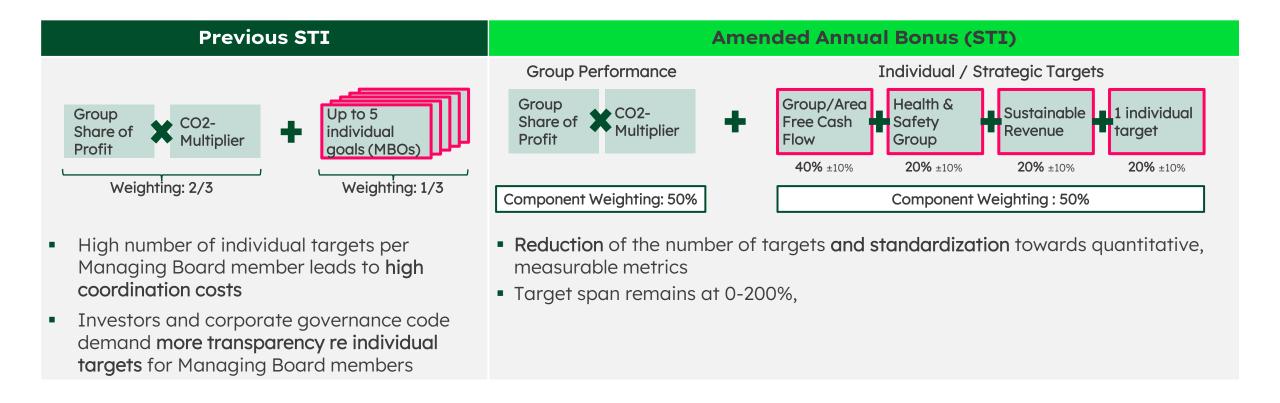
¹ MC = Management Component; ² CMC = Capital Market Component

Detailed illustration of the new LTI logic





Simplified STI targets focusing on harmonized and quantitative metrics





Further changes include various aspects towards market best practice

Parameter	Previous Structure	Amended Structure
Maximum remuneration	 Percentage of total remuneration 	New maximum remuneration: • Managing Board member: 6m € / 6.5m \$¹
Share Ownership	 CEO: 30.000 shares Managing Board member: 15.000 shares 	 Defined as a percentage of base salary² CEO: 180% of base salary Managing Board member: 100% of base salary As before, 50% of the LTI payout must be used to purchase HM shares until the guideline is met
Transitional allowance	 Transitional allowance equal to the last base salary paid for 6 months after termination 	 Deletion of transitional allowance
Clawback clause	 Currently, variable compensation can be withheld /clawed back in case of compliance violations 	 Performance Clawback to cover for cases of (material) restatements of HM's financials

¹ New maximum remuneration for CEO: 11m €, ² The value of the self-investment will be determined by the respective share price at the date of purchase to avoid the need for catch-up purchases in case the share price drops.

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Financial Calendar & IR Contacts

Upcoming events:

• 25.02.2025: Full Year Results

• 08.05.2025: Q1 Trading Update

15.05.2025: Annual General Meeting

• 31.07.2025: Half Year Results

• 06.11.2025: Q3 Trading Update

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Disclaimer

- Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS). All the figures included in this presentation are preliminary, unaudited and subject to revision upon completion of the Company's closing and audit processes.
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