



INVESTOR PRESENTATION

April 2021



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01 LHM in a nutshell

Instrumental in the development of Morocco over the past 90 years

2020 figures



1st Moroccan
cement producer



2nd African
cement producer



12 MT
cement capacity



6,9bn MAD
Turnover



1st Industrial
on Casablanca
Stock Exchange*

* MSCI Index



38bn
Market
Capitalization



2500
employees &
subcontractors



1,5bn MAD
Net income

LafargeHolcim Group

2020 figures



Present in
70 countries



2,257
production sites

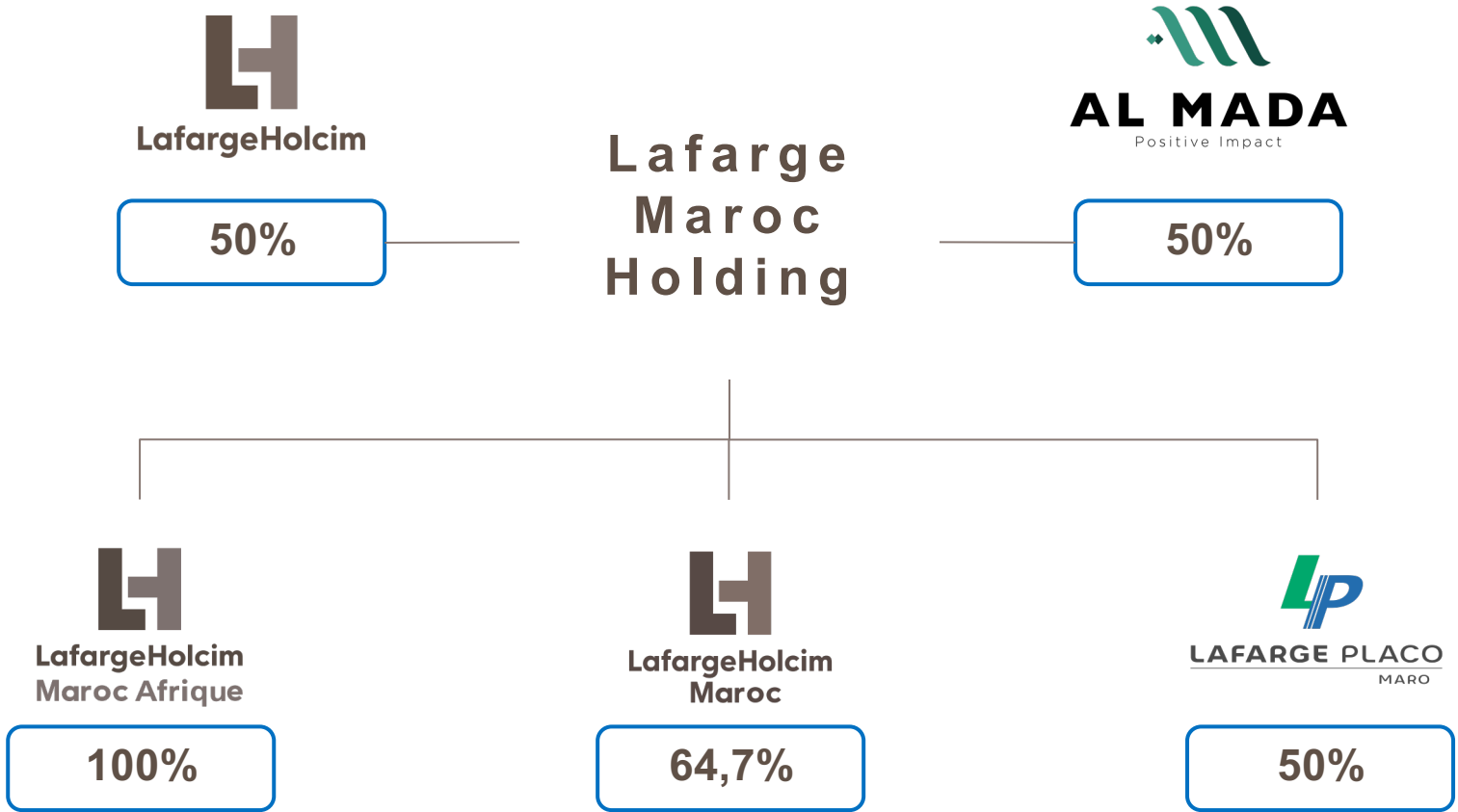


23,1
billion CHF net sales



c.70,000
employees

Solid shareholding structure between LafargeHolcim group & Al Mada



➤ A private Pan-African equity fund with a diversified portfolio in major sectors of the Moroccan & African economy (financial services, retail, telecom, mining, energy,...)

A strong geographical footprint



6

Cement plants
+ 1 in construction



3

Grinding
plants



22

RMX sites



3

Aggregate
quarries



1

Mortar plant



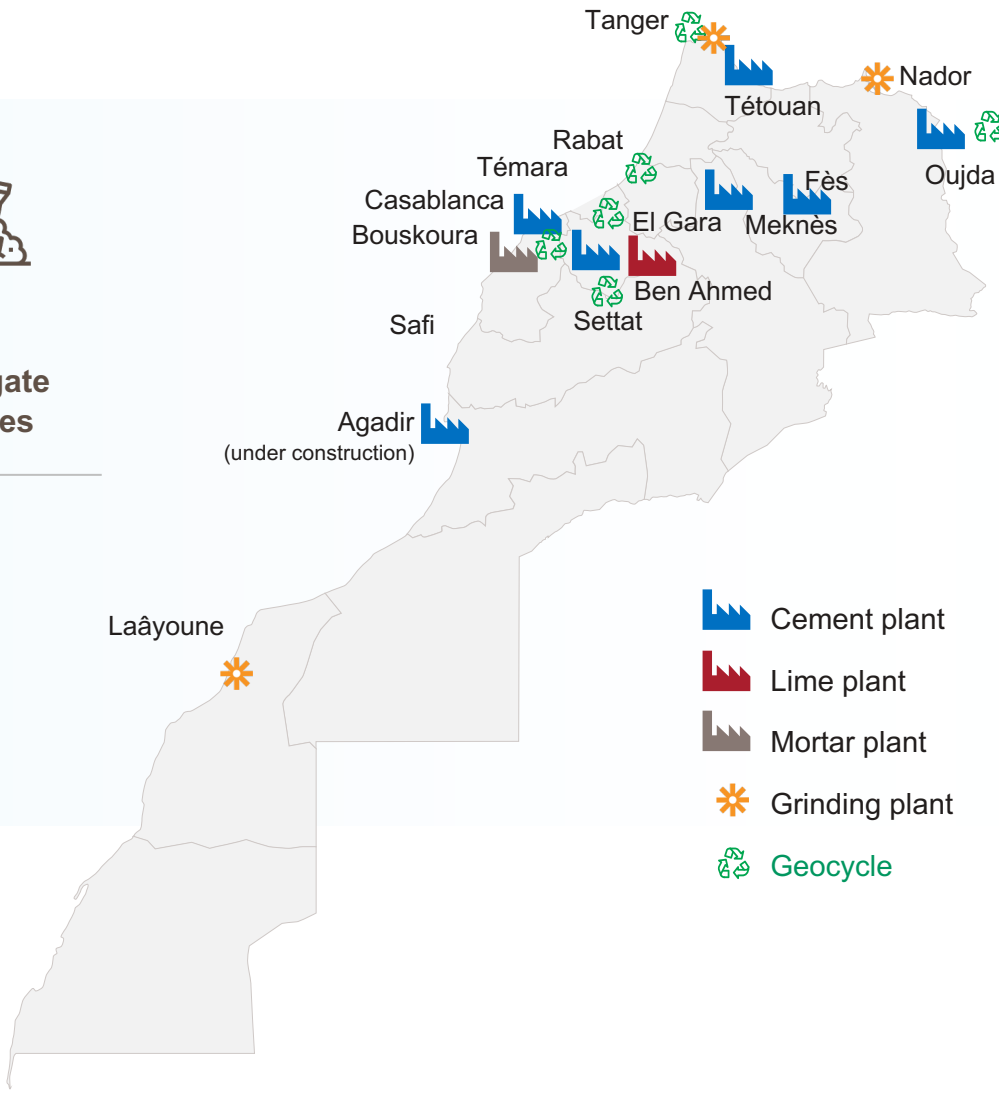
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Waste treatment
plants



1

Lime plant
(JV)



Specific solutions for each market segment

4 market segments



DISTRIBUTION

Building materials traders



INDUSTRY

Precasting and concrete industry operators



BUILDING

Affordable housing, medium and high standard housing, moroccan style houses, self-build housing...



INFRASTRUCTURE

Bridges, Roads, Dams...

Megatrends are changing the world...



Rapid urbanisation



Resource scarcity



Climate change

... and creating new challenges for our customers



Improve Energy efficiency



Lower construction costs



Reduce environmental footprint



Maintain aesthetics, comfort & well-being

Innovation impacts and transforms all aspects of our business

– R&D, commercial processes, logistics, marketing, finance and manufacturing – with the ultimate goal of **serving our customers in the best possible way.**



02 2020 Key highlights

LHM COVID-19 management and social initiatives



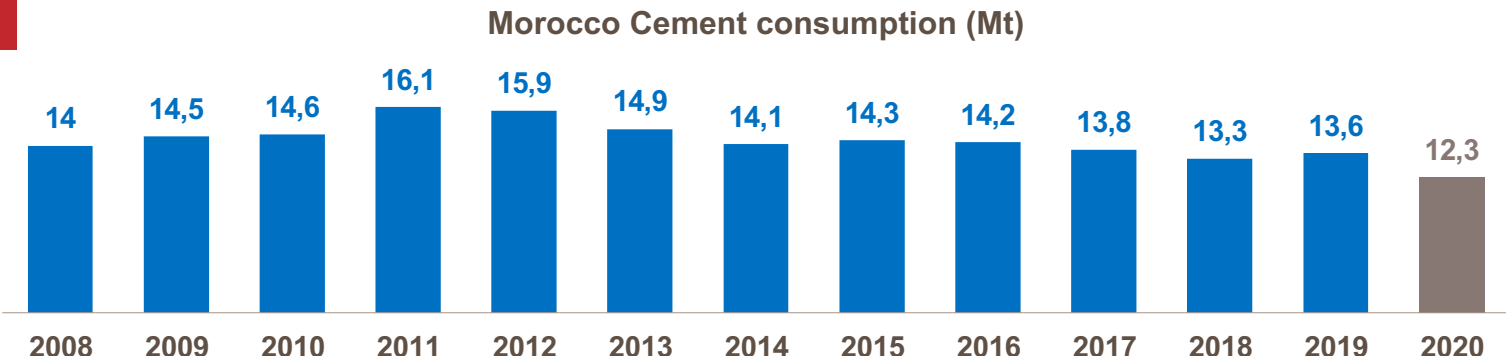
Immediate measures taken to protect employees from spread of the pandemic and ensure continuity of operations



Contribution of 500 MDh to the Moroccan Special Fund for the management of the COVID-19 pandemic.



2020 Key figures



6,9 M MAD
Net Sales

3,7 M MAD
EBITDA

1,5 M MAD
Net income

10,6 M MAD
Share capital

6,0 M MAD
Net debt

50 MAD
Dividend

2020 results

<i>M MAD</i>	2019	2020	±
Net sales	7,855	6,980	-11%
EBIT	3,155	3,076	-2%
Net income	1,701	1,492	-12%

➤ Consolidated turnover was down 11% vs. 2019 due to the health crisis on sales, particularly in Q2.

➤ Actions to control costs, favorable trends in fuel prices, improvement in industrial and commercial performance, have limited the drop in current operating income to 2%.

➤ Consolidated net income is down 12% compared to 2019, due to the impact of the health crisis on sales and the donation of MAD 500 million to the Morocco's special fund for the fight against Coronavirus.



2020 Key operating highlights



**Acceleration of
special products**



**Development of
LHM's footprint in
south of Morocco**



**Pursue renewable
energy and alternative
combustibles**



**Differentiation through
innovation : logistics,
digitalization, 4.0 plants,
customer centricity**



Un programme de LafargeHolcim Maroc

**Reinforce ESG
initiatives**



Start-up of the Agadir-Souss plant in 2021



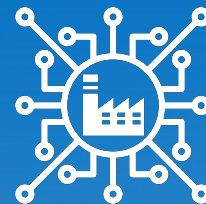
1,6 MT

Production
capacity



H2 2021

Start-up



4.0

Plant



1,400

Workforce during
construction



LHM best in class industrial performance



5 plants ranked in the Top 20 of the 129 factories of the LafargeHolcim group worldwide



Efficiency



Cost



Sustainability



Digital transformation

Acceleration of the digital transformation in 2020



Unique positioning on major construction projects via a partnership approach





03 Excellence in sustainable operations

CO2 emission reductions



1st cement producer in the world to connect a plant to a windfarm



86% green energy in 2020



128 KT alternative fuel consumption in 2020



Circular economy

- 1st “Geocycle” platform for industrial and hazardous waste collection and treatment in Morocco launched in 2007
- 1st household waste treatment platform started in Morocco at Oum Azza in 2018



N'BNIOUW L'7AYAT : a structured CSR program



04 Conclusion

➤ At the forefront of new building technologies

➤ Robust operational & financial performance

➤ Leading the way in sustainable development

➤ Committed to the growth and development of Morocco





LafargeHolcim
Maroc