



Q2 & H1 2020 Analyst Presentation

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LafargeHolcim

AGENDA

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01 Q2 & H1 2020 Results

Khaled El Dokani, Country Chief Executive Officer
Lolu Akinyemi, Chief Financial Officer

OVERVIEW OF Q2 2020 RESULTS

- Continuous focus on the health and safety measures for employees, partners and communities
- Net sales at N56.8bn (-5.1% vs LY)¹
- Our Health, Cost and Cash initiatives delivering results with Recurring EBIT up 29.7% vs LY
- Net finance cost down 67.2% vs LY, impacted by debt reduction from redemption of series I bond and divestment from LSAH
- Strong earnings improvement with Net income of N15.3bn (+60.0% vs LY)¹

¹ From continued operation

Q2 2020 PERFORMANCE HIGHLIGHTS

IMPROVEMENT IN NET PROFIT DESPITE COVID-19 IMPACT

| Net Sales | Recurring EBIT | Net Income | Net Debt |
|---------------------|----------------------|----------------------|----------------------|
| N56.8 bn | N21.2 bn | N15.3 bn | N15.1 bn |
| -5.1% ¹⁾ | +29.7% ¹⁾ | +60.0% ¹⁾ | -59.3% ²⁾ |

1) Compared to last year

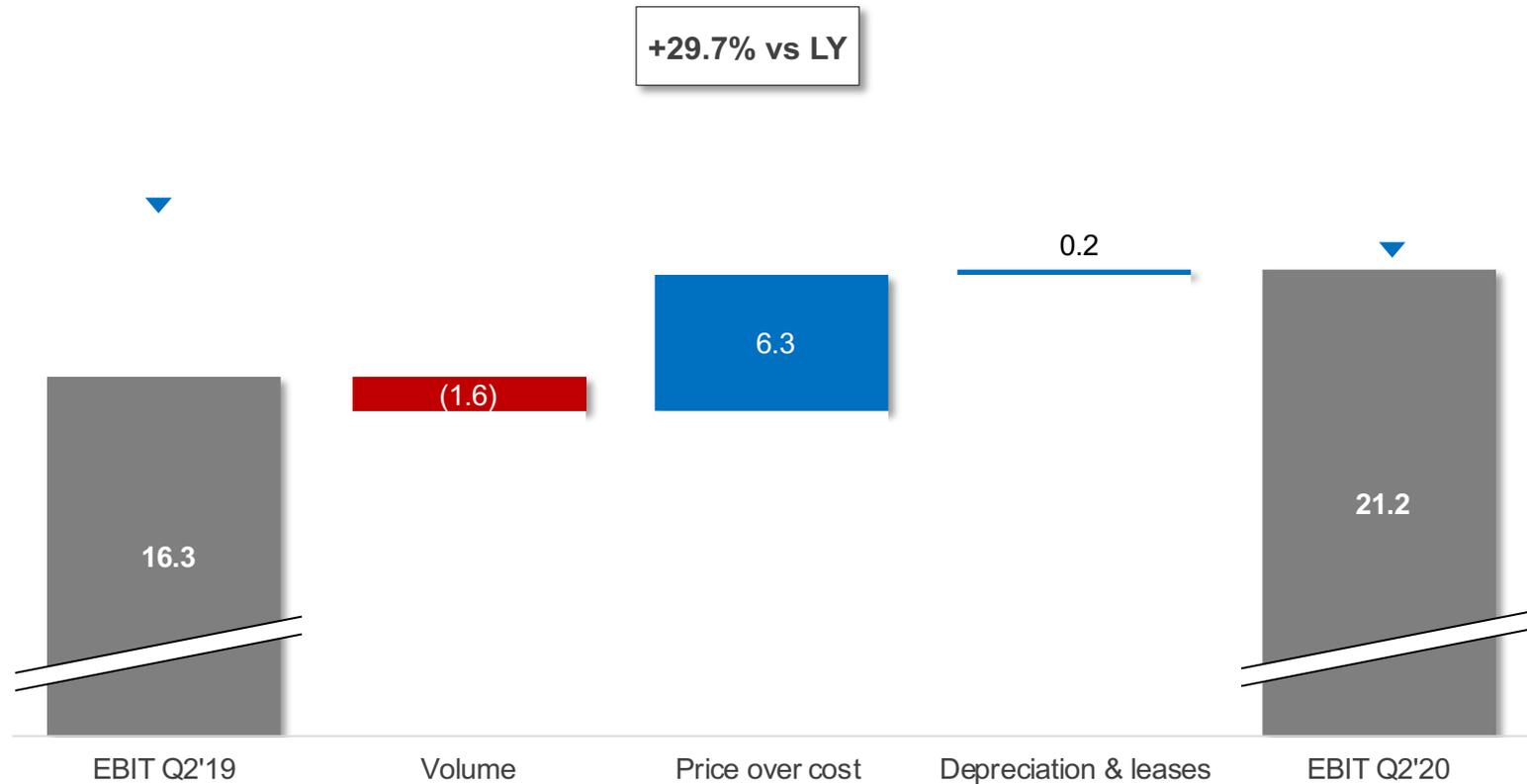
2) Compared to balance as at 31 Dec. 2019

FINANCIAL PERFORMANCE Q2 AND H1 2020

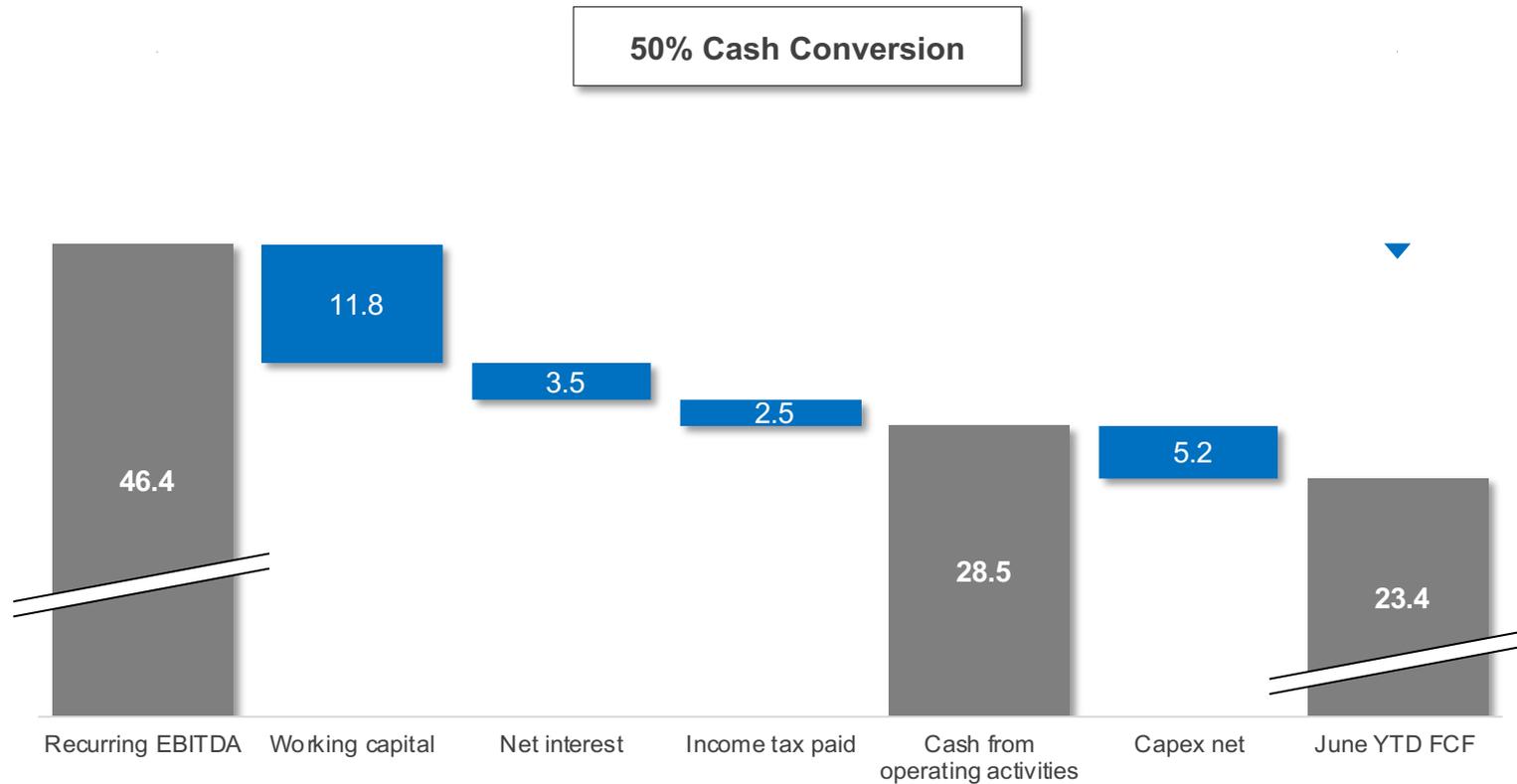
| N'm | Q2 2020 | Q2 2019 | Var. (±) | H1 2020 | H1 2019 | Var. (±) |
|-------------------|---------|---------|----------|---------|----------|----------|
| Net sales | 56,845 | 59,869 | -5.1% | 120,540 | 117,885 | 2.3% |
| Recurring EBIT | 21,168 | 16,326 | 29.7% | 32,809 | 27,848 | 17.8% |
| Net finance costs | (1,793) | (5,461) | -67.2% | (4,052) | (12,395) | -67.3% |
| Net income | 15,262 | 9,538 | 60.0% | 23,329 | 15,839 | 47.3% |

- Q2 net sales at N56.8 billion (-5.1% vs LY), impacted by the COVID-19 pandemic
- Recuring EBIT at N21.2 billion (+29.7% vs LY)
- Net finance costs declined by 67.2% compared to LY, post deleveraging of the balance sheet
- Strong improvement in net income (+60.0% vs LY)

RECURRING EBIT BRIDGE – Q2 2020 vs Q2 2019

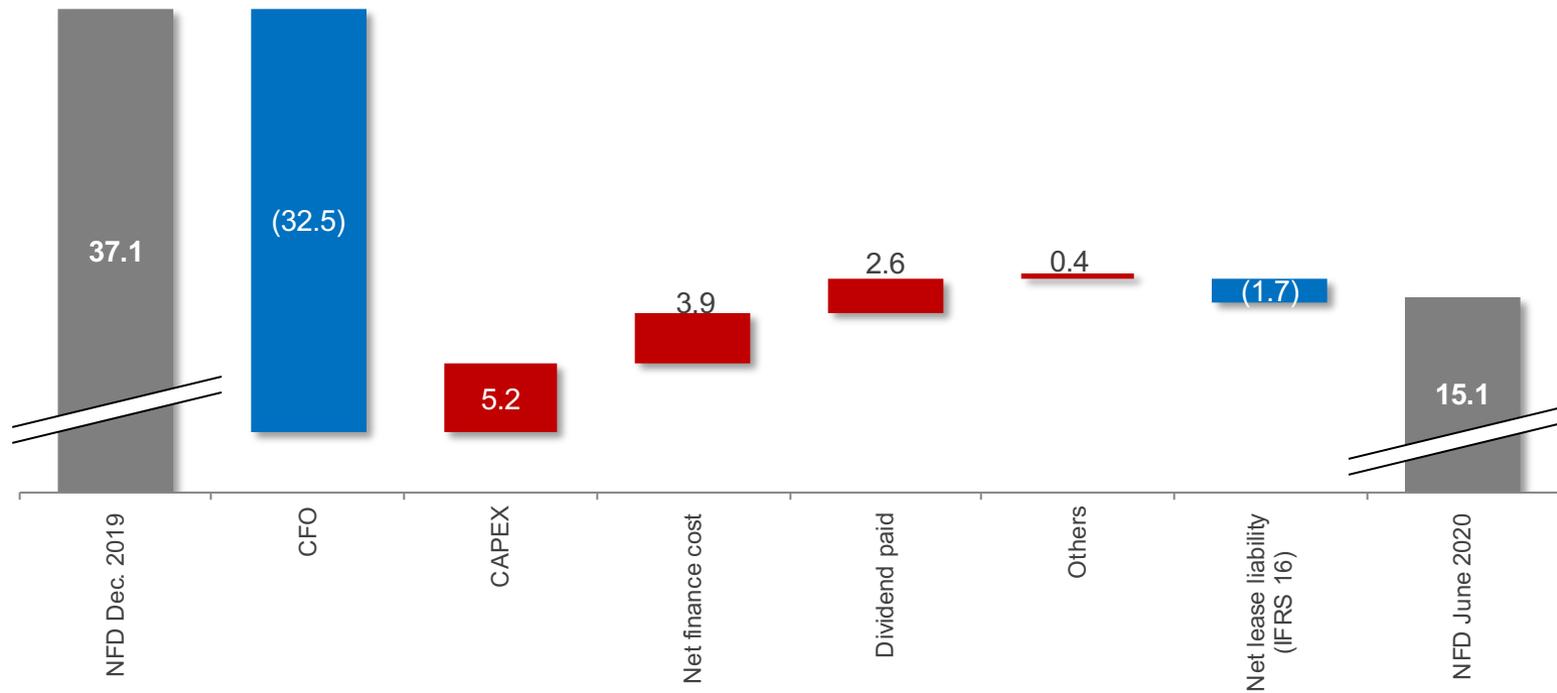


FCF & CASH CONVERSION – H1 2020



FCF – Free Cashflow
YTD – Year-to-Date

NET DEBT BRIDGE – DEC'19 TO JUNE'20



NFD – Net Financial Debt
CFO - Cash Flow from Operations



02 Outlook

Khaled El Dokani, Country Chief Executive Officer

Outlook

- ▶ Despite the impact of COVID-19 pandemic in H1 2020, medium to long-term outlook remains positive.
- ▶ With the gradual easing of the lockdown by the Federal Government, we will continue to focus on the business resilience to maintain a healthy balance sheet, while prioritising the health of our people, communities and other stakeholders.





03 Appendices

CONDENSED STATEMENT OF FINANCIAL POSITION

| | 30/06/2020 | 30/06/2019 | | 30/06/2020 | 30/06/2019 |
|-------------------------------|--------------------|--------------------|---|--------------------|--------------------|
| ASSETS | | | LIABILITIES | | |
| Property, plant and equipment | 358,084,630 | 369,797,229 | Borrowings | 9,921,455 | 52,664,863 |
| Intangible assets | 2,657,761 | 3,202,068 | Deferred tax liabilities | 9,773,930 | 9,966,699 |
| Other assets | 21,700,097 | 20,345,783 | Provisions | 775,341 | 1,011,285 |
| Other financial assets | 3,739,788 | 767,253 | Deferred revenue | 1,868,608 | 2,307,466 |
| Deferred tax asset | 24,349,733 | 27,994,154 | Employee benefits obligation | 2,242,149 | 1,876,124 |
| NON-CURRENT ASSETS | 410,532,009 | 422,106,487 | NON-CURRENT LIABILITIES | 24,581,483 | 67,826,437 |
| Inventories | 31,723,675 | 32,440,770 | Trade & other payables | 70,617,232 | 69,717,897 |
| Trade & other receivables | 7,298,449 | 8,193,050 | Borrowings | 45,030,586 | 11,520,252 |
| Other assets | 5,098,092 | 6,302,759 | Provisions | 768,727 | 677,349 |
| Other financial assets | 1,259,182 | 1,005,200 | Deferred revenue | 406,606 | 539,263 |
| Current tax asset | - | - | Current tax payable | 2,250,570 | 1,929,457 |
| Derivative asset | - | - | Derivative liability | - | - |
| Cash and cash equivalents | 39,879,258 | 27,103,942 | Bank overdraft | - | 27,552 |
| CURRENT ASSETS | 85,258,656 | 75,045,721 | CURRENT LIABILITIES | 119,073,721 | 84,411,770 |
| TOTAL ASSETS | 495,790,665 | 497,152,208 | TOTAL EQUITIES & LIABILITIES | 495,790,665 | 497,152,208 |

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