



Trading Update
November 2021

9M Financial Highlights

Sales

\$22.8bn



+11%

EBITDA

\$3.9bn



+15%

Margin

17.1%



+50bps



Key Messages

- Good growth in sales, profit & margin
... performance supported by integrated solutions model
- Positive underlying construction demand
... North America & Europe
- Efficient & disciplined capital allocation
... \$1.4bn acquisition spend
... Ongoing share buyback; \$0.8bn returned YTD



Market Backdrop

- Robust demand amid inflationary input cost environment
- Broad-based support for increased Infrastructure investment ... North America & Europe
- \$1.2tn infrastructure package passed by US Congress ... significant funding increase underpinning demand
- Continued strength in Residential ... new build & RMI
- Improving trends in Non-Residential construction



Americas Materials – Trading Performance

- Good delivery despite weather disruption
... continued margin expansion
- Positive underlying demand ... healthy backlogs
- Good commercial management
... price improvements across all product lines
- Integrated solutions model driving growth

	LFL % Change YoY		
	H1	Q3	9M
Sales	+3%	+4%	+3%
EBITDA	+6%	+4%	+5%
Margin	↑	↑	↑



Europe Materials – Trading Performance

- Continued strong recovery ... well ahead of PY & 2019
- Robust demand in Eastern European markets ... self-help delivering improved UK performance
- Further pricing progress in key markets
- Margin expansion amid inflationary environment

	LFL % Change YoY		
	H1	Q3	9M
Sales	+17%	+6%	+13%
EBITDA	+52%	+7%	+28%
Margin	↑	↑	↑



Building Products – Trading Performance

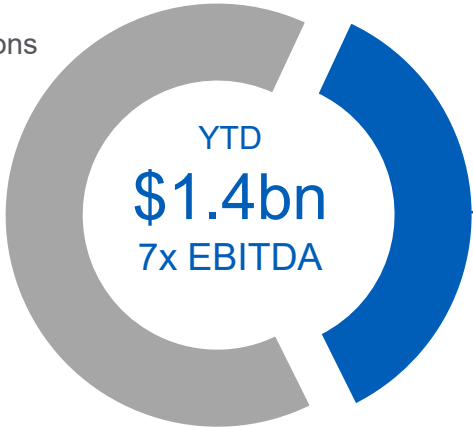
- Continued growth against challenging PY comparative
- Value-added solutions in high-growth markets
... Residential construction & critical utility infrastructure
- Positive demand backdrop expected to continue
- Further margin expansion amid input cost pressures

	LFL % Change YoY		
	H1	Q3	9M
Sales	+8%	+1%	+6%
EBITDA	+12%	+2%	+9%
Margin	↑	↑	↑



Disciplined M&A ...

~\$0.9bn on 11 acquisitions previously announced



~\$0.5bn on 6 further solutions-focused acquisitions

 <ul style="list-style-type: none">Expanding end-to-end water & energy infrastructure solutions with complementary customer offering	 <ul style="list-style-type: none">Strategic entry into adjacent outdoor living categoryStrong alignment and fit with APG's existing solutions offering
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... supporting the expansion of our integrated solutions model



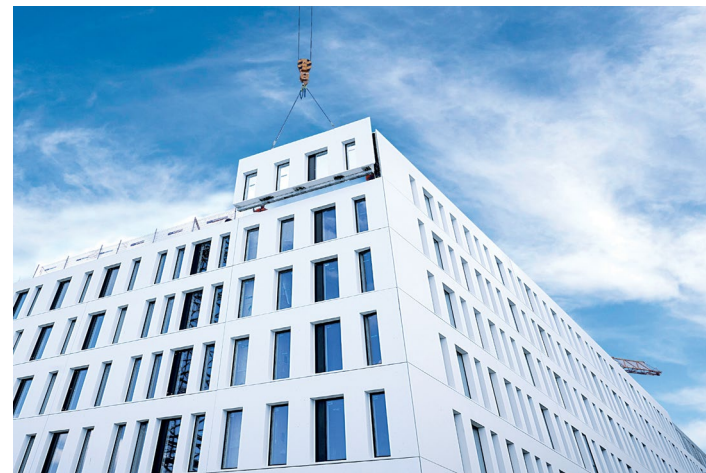
Significant financial strength & flexibility ...



FY 2021 EBITDA Expectations

LFL % Chg	Americas Materials	Europe Materials	Building Products	Group
H1	+6%	+52%	+12%	+19%
9M	+5%	+28%	+9%	+11%

FY EBITDA expected to be in excess of \$5.25bn



Continuing progress into 2022 ...

Well positioned to benefit from ...

- ✓ Continuing to reshape & re-position our business
- ✓ Adapting to future market trends
- ✓ Developing & executing uniquely integrated & value-added solutions model
- ✓ Placing sustainable construction at the core of our strategy
- ✓ Strong base of quality assets in attractive growth markets
- ✓ Underpinned by strong financial discipline

... driving shareholder value through higher returns & cash

Planned investor communications in H1 2022 ...

- FY 2021 Results – Thursday 3rd March
- Virtual Investor Update – Thursday 21st April
- April Trading Update – Wednesday 27th April
- AGM – Thursday 28th April



Virtual Investor Update

Summary Agenda

1. Portfolio strategy update
2. Capital allocation priorities
3. Sustainability & carbon strategy
4. Integrated solutions model



Appendices

LFL Sales & EBITDA Movements

Sales LFL % Change YoY

	H1	Q3	9M
Americas Materials	+3%	+4%	+3%
Europe Materials	+17%	+6%	+13%
Building Products	+8%	+1%	+6%
Group	+10%	+4%	+7%

EBITDA LFL % Change YoY

	H1	Q3	9M
Americas Materials	+6%	+4%	+5%
Europe Materials	+52%	+7%	+28%
Building Products	+12%	+2%	+9%
Group	+19%	+4%	+11%

Cement Volumes & Pricing

9M YoY % Change	Volumes	Price (LC)
Finland	=	=
France	++	+
Germany	-	+
Hungary	++	++
Ireland	++	+
Poland	+	+
Romania	+	=
Serbia	++	=

9M YoY % Change	Volumes	Price (LC)
Slovakia	-	+
Spain	++	++
Switzerland	++	+
Ukraine	++	-
United Kingdom	++	+
North America	++	+
Philippines	++	-

Legend

>5%	++
2% to 5%	+
-1% to +1%	=
-5% to -2%	-
<-5%	--



Americas Materials Volumes & Prices

9M YoY % Change	Total		Heritage	
	Volumes	Price	Volumes	Price
Aggregates ¹	+3%	+2%	+2%	+2%
Asphalt	+3%	+2%	-1%	+2%
RMC	+5%	+4%	+4%	+4%

¹ Aggregates pricing +4% on a mix-adjusted basis.



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A number of material factors could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements, certain of which are beyond our control, as detailed in the section entitled “Risk Factors” in our 2020 Annual Report on Form 20-F as filed with the US Securities and Exchange Commission.

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A modern, multi-story office building with a dark facade and large glass windows, illuminated from within at dusk. The building is surrounded by a paved area with some landscaping and a clear blue sky.

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