



2024 H1 RESULTS

Shareholder webcast

29 August 2024

DISCLAIMER

Forward-looking statements and non-IFRS metrics

This document contains projections and other forward-looking statements. Investors should be aware that such projections and forward-looking statements are subject to various risks and uncertainties (many of which are difficult to predict and generally beyond the control of Sibelco) that could cause actual results and developments to differ materially from those expressed or implied.

Besides IFRS accounts, the Group also presents underlying, non-audited performance indicators. The objective is to generate a view that avoids distortion and facilitates the appreciation of performance and comparability of results over time.



Today's Presenters



Hilmar Rode
Chief Executive Officer



Frédéric Deslypere
Chief Financial Officer

Agenda



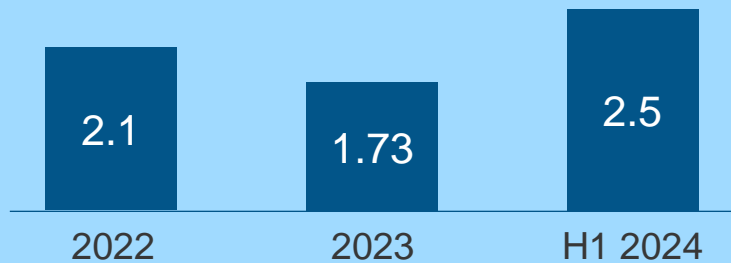
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Safety Performance 2024 H1



- RIR 2.5
- 14 Reportable incidents

Reportable Incident Rate (RIR) # per million hours



RIR is calculated in line with the International Council on Mining & Metals definition, the standard which Sibelco adopted in 2020 to enable direct comparison with industry peers.

2024 H1 in Summary (unaudited)



A strong set of half year results, despite challenging conditions across many of our European markets

(EUR Million)	H1 2022	H1 2023	H1 2024	Var '24 vs '23
Revenue	973	1056	1078	2.0%
EBITDA	180	219	277	26.5%
Net Result*	86	107	147	36.7%
FOCF	6	23	-8	-133.5%
ROCE	8.8%	9.2%	14.4%	57.2%

** share of the Group*

- Revenue up 2% to EUR 1078 million
- EBITDA up 26.5% to EUR 277 million
- FOCF down mainly due to an increase in CAPEX (Spruce Pine expansion), the higher unwinding of prepayments and anticipated tax payments on the HPQ prepayments
- ROCE up substantially against last year, due to increased profitability and the impact of the share buy back in the capital employed
- In June we completed the acquisition of Strategic Minerals Inc, North America's largest glass recycler with 42 sites across the US, Canada and Mexico. The acquisition positions Sibelco as a key global player in glass recycling
- Following a conditional voluntary public offering, in February Sibelco bought back 18.93% of its own shares. The buyback enabled us to stabilise our longer-term shareholding whilst focusing on the ongoing delivery of our Sibelco 2025 strategy
- On July 17th, Sibelco successfully issued a benchmark EUR 500 million six-year bond

Markets



Glass & Electronics

Construction

Recycling

Industrial & Consumer

Metallurgy

- Strong sales of HPQ in the **solar PV** and **semiconductor** sectors
Growth rates for HPQ are slowing down as the PV market battles with overcapacity
- Challenging conditions in Europe's **container** glass industry but good progress in **float** glass
- Weak automotive market impacted sales to **fibreglass** in Asia

- Flat demand in our **tile**, **engineered stone** and **sanitaryware** markets
- Sales to **concrete**, **cement & brick** sectors hit by construction slowdown and supply chain issues
- Sales of higher-end **optimised materials** up against last year

- Our **glass recycling** business in Europe performed strongly again
- Increasing demand for high-quality cullet
- Acquisition of SMI positions Sibelco as key global player in glass recycling

- Continued growth in the **flame retardants** sector
- Construction slowdown impacted sales to **polymer** and **coatings** markets
- Maintained strong position in South America's **oral care** sector

- The construction slowdown and shift away from blast furnaces impacted sales of olivine in the **steelmaking** market
- Steady conditions in **foundry** with strong performance in South America
- **Refractory** sales in line with forecasts

- All Sibelco employees are safe, and our team remains strong and resilient
- Two of our four Ukrainian sites remain closed
- Our largest site – a clay operation within the Mertsalovo Cluster - is active but with limited activity
- Logistics remain a challenge with limited shipments via the Black Sea and Danube river
- Sibelco continues to support local community initiatives



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Financial Summary (unaudited)



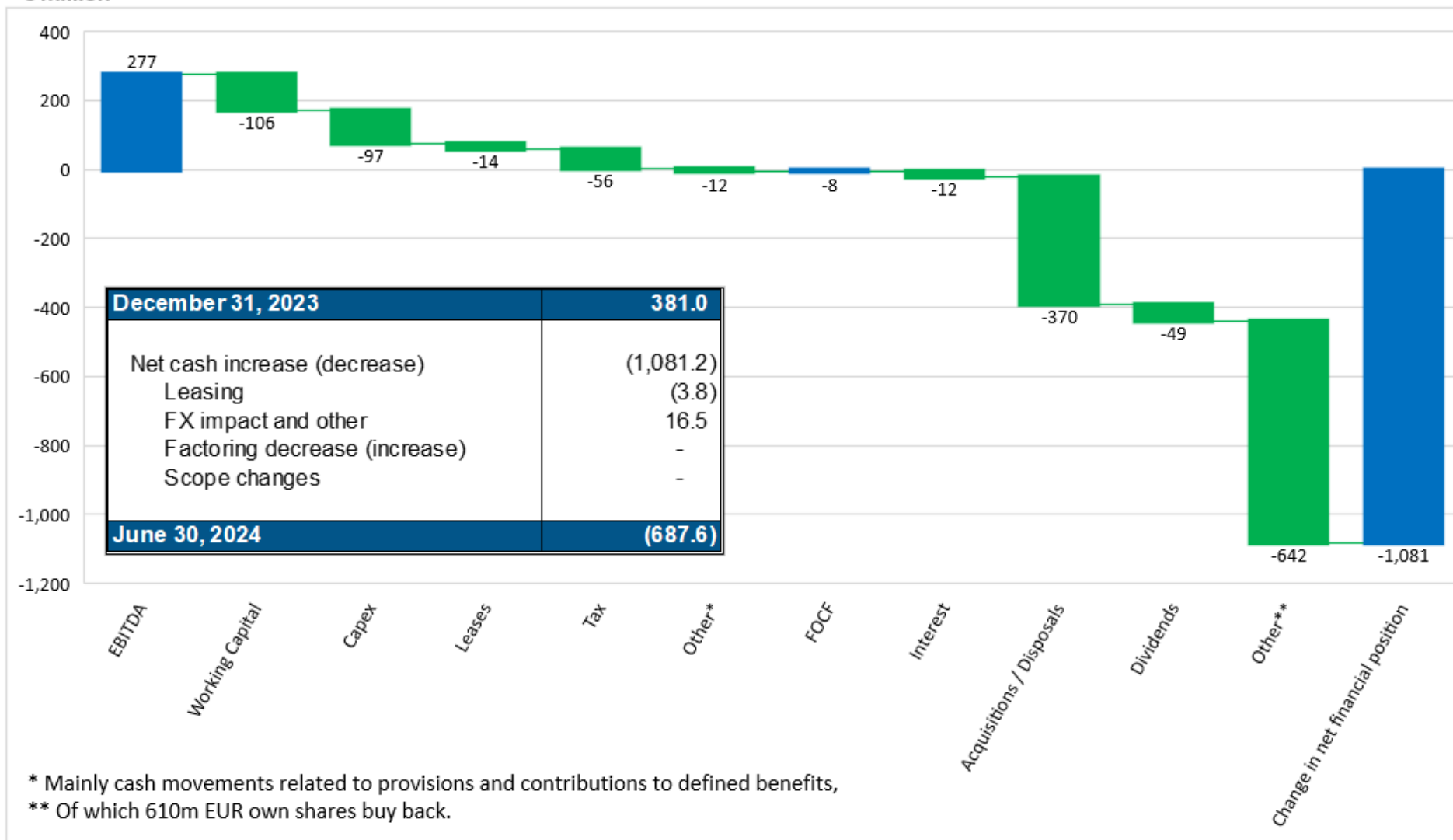
(EUR thousands)	H1 2023	H1 2024	Change %
Revenue	1,056,194	1,077,603	+2.0%
% of Revenue	100.0%	100.0%	
Gross Margin	357,988	409,838	+14.5%
% Gross Margin	33.9%	38.0%	
SG&A	147,203	138,656	+5.8%
% SGA	13.9%	12.9%	
EBITDA	218,837	276,916	+26.5%
% EBITDA	20.7%	25.7%	
Depreciation	62,586	61,681	-1.4%
% Depreciation	5.9%	5.7%	
EBIT	148,684	198,484	+33.5%
% EBIT	14.1%	18.4%	
FOCF	23,069	-7,731	-133.5%
ROCE	9.2%	14.4%	

- Sibelco generated revenue of EUR 1,078 million, an increase of 2% against the same period in 2023
- The volume in Europe decreased 10% as the construction market slowed down, offset by Revenue growth in Asia, South America and mainly North America
- EBITDA increased by 26.5% to EUR 277 million benefiting from the growth in Spruce Pine, which compensated the deceleration and margin tightening in the European markets.
- FOCF decrease mainly driven by the increased CAPEX (Spruce Pine expansion), the higher unwinding of prepayments and tax payments on prepayments
- Return on capital employed (ROCE) up substantially against last year, increased to 14.4% as the assets capital employed remained stable (reduction in net cash compensating for increase in fixed assets)

Cash Flow & Net Financial Position Sibelco Group



€ million



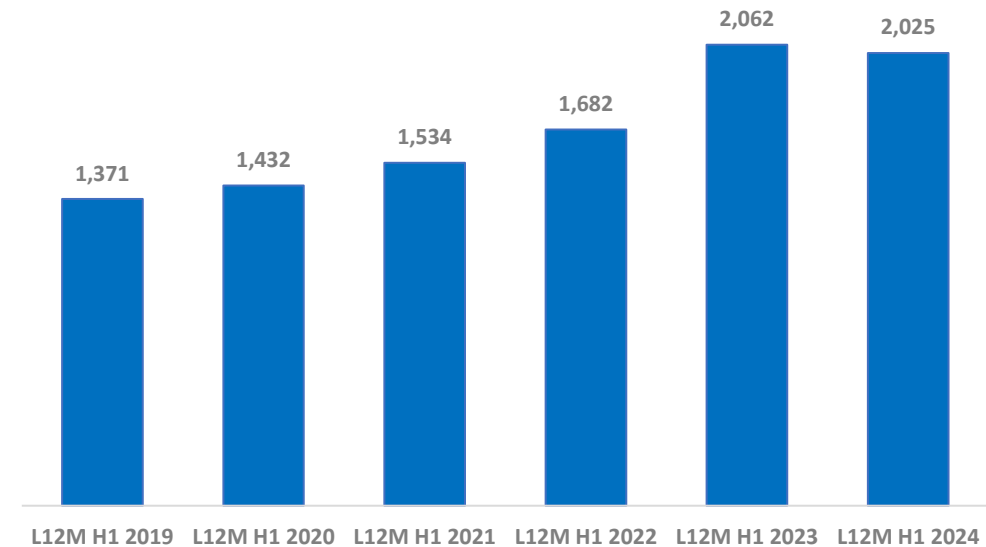
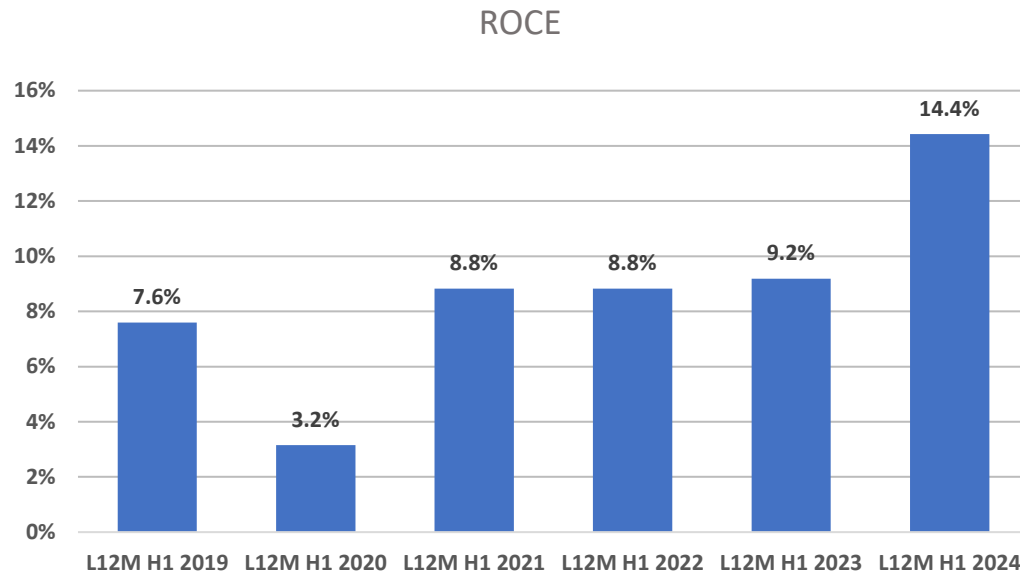
ROCE & Average Capital Employed



ROCE

- Return on capital employed (ROCE) was 14.4% on the back of increased profitability and slightly declining capital employed

Average Capital Employed (EUR million)



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Share Buy Back



Sibelco buys back 18.93% of its own shares

- A major share buy back took place on February 15 2024 in the amount of EUR 609.6 million (fixed price component only)
- The company acquired 88,989 of its own shares, taking the number of Sibelco Group's treasury shares from 35,314 on December 31 2023, to 124,303 on the transaction record date
- The company owns in total 26.44% of total outstanding shares as treasury shares



Growth Investments: Spruce Pine



US \$200 million strategic investment to double HPQ installed capacity at Spruce Pine, North Carolina

- Strong demand for Sibelco IOTA[®] high-purity quartz (HPQ) continues in our solar PV and semi-conductor markets
- Production of HPQ increased by over 60% from 2019 to 2023 through debottlenecking investments and by capturing operating efficiencies
- To meet anticipated further demand growth, Sibelco announced an expansion of USD 200 million in April 2023 to double installed production capacity at Spruce Pine. As part of this investment, EUR 65 million was invested in H1 2024
- We expect to substantially complete the expansion by the end of 2024, with the ongoing ramp up of production to continue into 2025. Further expansion will be determined by future market demand
- This investment is designed to ensure that Spruce Pine remains the world's leading source of HPQ
- The expansion is being funded by internal cash resources and customer pre-payments



Images (top to bottom): Newly installed 100ft clarifier at Schoolhouse Plant, newly installed flotation capacity at Schoolhouse Plant

Acquisition of Strategic Materials, Inc.



The purchase of SMI, North America's largest glass recycler, positions Sibelco as a key global player

- SMI is the leading glass recycler and producer of glass cullet in North America
- The company operates 42 plants and offices across the USA, Mexico and Canada, processing approx. 2 million MT of waste glass per year
- The deal was finalised on 4 June 2024 and a full integration programme is underway
- The acquisition is a strategic opportunity for Sibelco to:
 - Strengthen and expand our footprint in North America beyond HPQ and develop a resilient key minerals platform at scale
 - Grow our circular business and expand our glass recycling leadership beyond Europe



Sibelco Executive Committee



Hilmar Rode

CEO & EVP Operations HPQ & S.America (a.i)

1967, Germany

Over 30 years' experience in global mining, materials, chemicals & industrial gases with Anglo American, Glencore, BHP & Nyrstar



Laura Elisabeth Janse

Chief Human Resources Officer

1972, The Netherlands

Extensive HR career with global HR leadership roles in rail, automotive and aerospace sectors as Alstom Group



Jair Rangel

EVP Commercial HPQ & South America

1972, Brazil

Over 25 years' mining experience with Samarco Iron Ore Mining, BHP & Antamina Operations - a JV between BHP, Glencore, Teck and Mitsubishi



Solomon Baumgartner

Chief Industrial Officer & EVP Europe

1972, Switzerland

Over 24 years' experience in manufacturing and building materials with Holcim, working in Brazil, USA, Madagascar, Vietnam & Switzerland



Paolo Gennari

EVP North America & Chief Commercial Officer

1978, Italy

Extensive knowledge of Sibelco products, & markets having served in senior roles including leadership of our coatings, polymers & chemicals business



Sandrine Besnard-Corblet

Chief Legal Officer

1965, France

Results-oriented legal and compliance executive with 30 years' experience, including 26 years in senior level roles with Levi Strauss & Co



Frédéric Deslypere

Chief Financial Officer

1962, Belgium

Formerly CFO at insulation division of Knauf Group, driving operational excellence in finance globally, and 20 years in senior roles at Etex



Ian Sedgman

EVP APAC, Geology & Mining

1977, Australia

Experienced leader in mining, processing and infrastructure. Senior roles with Glencore, BHP Billiton, Yancoal Australia and Gladstone Ports

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Sibelco 2025 Strategy



A consistent purpose and focused vision underpinned by universal values, translated into specific targets

PURPOSE

Material solutions advancing life

VISION

We aim to become:

- **the global leader** in the mining, processing & selling of silica sand
- **a regional leader** in clays, feldspathics, olivine and glass recycling

Sustainability, including a relentless focus on safety & CO₂ emissions reduction, is a fundamental part of our vision.

VALUES



Integrity



Respect



Ownership



Excellence



Teamwork

TARGETS

Our vision sets out specific targets. In 2021 we set the following targets for 2023:



Reduce recordable incident rate (RIR) to **2.5**



Improve free operating cash flow (FOCF) to **EUR120m per year**



Improve return on capital employed (ROCE) to **11%**



Reduce CO₂ emissions emissions intensity by **5% per year** between 2021 and 2030

We achieved all our 2023 targets and set **new ambitious targets** for 2025;



Reduce recordable incident rate (RIR) to **<1.6**



Improve free operating cash flow (FOCF) to **EUR200M**



Improve return on capital employed (ROCE) to **15%**



Reduce CO₂ emissions emissions intensity by **5% per year** between 2021 and 2030



- Sibelco expects the trends of H1 to mirror into H2 with no significant improvement for the European markets
- The development of HPQ is expected to become more subdued in H2 as overcapacity in the PV segment is slowly being absorbed
- Accordingly, Sibelco's 2024 EBITDA is now anticipated to be below the guidance given previously (EUR 630 million) but substantially above the level of 2023 (EUR 414 million)



Questions & Answers

29 August 2024



Thank you

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Statement of Profit or Loss



Simplified and Unaudited Consolidated Statement of Profit or Loss

IN THOUSANDS OF EUR	H1 2023	H1 2024
Revenue	1,056,194	1,077,603
Cost of sales	(698,206)	(667,764)
Gross Profit (-)	357,988	409,838
Other Operating Income	9,799	9,473
SG&A expenses (-)	(147,203)	(138,656)
Other Operating Expenses	(9,314)	(20,490)
Depreciation, amortization and depletion	(62,586)	(61,681)
EBIT	148,684	198,484
Financial income	7,946	7,058
Financial expenses (-)	(17,740)	(19,728)
Share of profit of equity-accounted investees	3,585	4,152
Profit (loss) before Income Taxes	142,475	189,966
Income taxes	(35,051)	(43,076)
Profit (loss) for the period	107,424	146,889
Attributable to:		
Share of the group in the net result	105,618	145,945
Non-controlling interests	1,806	945
	107,424	146,889

Statement of Financial Position



Simplified and Unaudited Consolidated Statement of Financial Position

<i>In EUR thousands</i>	30 Jun 2023	30 Jun 2024
Assets	2,609,663	2,818,264
Non-current assets	1,391,329	1,901,803
Current assets	1,218,333	916,461
Equity and liabilities	2,609,663	2,818,264
Total equity	1,239,816	833,515
Shareholders' equity	1,231,778	795,408
Share capital	25,000	25,000
Share Premium	12	12
Retained earnings and reserves	1,206,766	770,396
Non-controlling interests	8,038	38,107
Non-current liabilities	804,224	1,238,701
Current liabilities	565,622	746,047

Statement of Cash Flows



Simplified and Unaudited Consolidated Statement of Cash Flows

IN THOUSANDS OF EUR	H1 2023	H1 2024
EBIT	148,684	198,484
Non-recurring result and management fees	7,567	16,752
Depreciation, amortization and depletion	62,586	61,681
EBITDA	218,837	276,916
Income taxes (paid)/received	(22,601)	(56,374)
CAPEX, including IFRS 16 leases	(48,042)	(110,878)
Working capital changes	(128,754)	(105,671)
Use of provisions	(13,372)	(18,994)
Provisions and allowances recognised in IS (+)	25,882	16,501
Cash contributions to defined benefits plans	(7,422)	(4,019)
Other non-cash items	(1,459)	(5,211)
Free operating cash flow	23,069	(7,731)
Interest (paid) / received	(8,814)	(12,302)
Proceeds from sale of assets	(1,069)	496
Land & Reserves acquisitions	(1,745)	(21,899)
(Acquisition) / disposal of subsidiaries and JV's	(2,870)	(370,304)
Disposals of subsidiaries/non-controlling interests		74
Dividends received	2,222	2,661
Dividends paid to shareholders	(52,931)	(51,397)
Other	(11,636)	(11,189)
Free cash flow	(53,774)	(471,665)
Own shares		(609,575)
Net (increase) / decrease in net debt	(53,774)	(1,081,240)
Opening net financial position	45,840	380,995
Change in net financial debt	(53,774)	(1,081,240)
Leases	301	(3,839)
Scope Changes	136	
Exchange rate fluctuations and other	(11,299)	16,524
CLOSING NET FINANCIAL POSITION AS 30 JUI	(18,796)	(687,560)