Discover Etex

2023 Corporate Presentation

September 2023





Who we are

An experienced international building materials company with sound financials.

Learn about our:

- International industrial company with proven track record
- Experienced management backed up by family owners
- Sustainable profitable growth

What we do

Improving our customers' quality of living with ever more effective lightweight solutions.

Discover lightweight and our divisions:

- Global trends in the construction industry
- Effective lightweight solutions
- Markets, partners, main brands
- Building Performance
- Exteriors
- Industry
- Insulation
- New Ways

What drives us

Creating value for our teammates, customers, local communities, partners and shareholders.

Find out about our:

- Sense of purpose
- Journey towards a promising future
- Belief in responsibility as a conscious choice





A proven track record spanning over a century

And surfing on the megatrends of our industry

Geographic expansion 1905-1950



- Alphonse Emsens founds the Eternit fibre cement factory in Belgium
- Eternit expands across Europe and invests in overseas export markets in Latin America
- The building sector revives after WW2 and Eternit opens a fibre cement plant in Africa
- Asia follows with the first fibre cement plant in the continent

Technological diversification
As of 1951



- Vinyl floors
- Plasterboards
- Concrete tiles
- Plastics
- Passive fire protection
- Ceramicfloor and wall tiles
- Clay tiles

Split of the group into two entities 2003



- Etex retaining all building material activities
- Carve-out of the plastics activity, managed by the newly created company Aliaxis

Lightweight construction focus

2012-2022

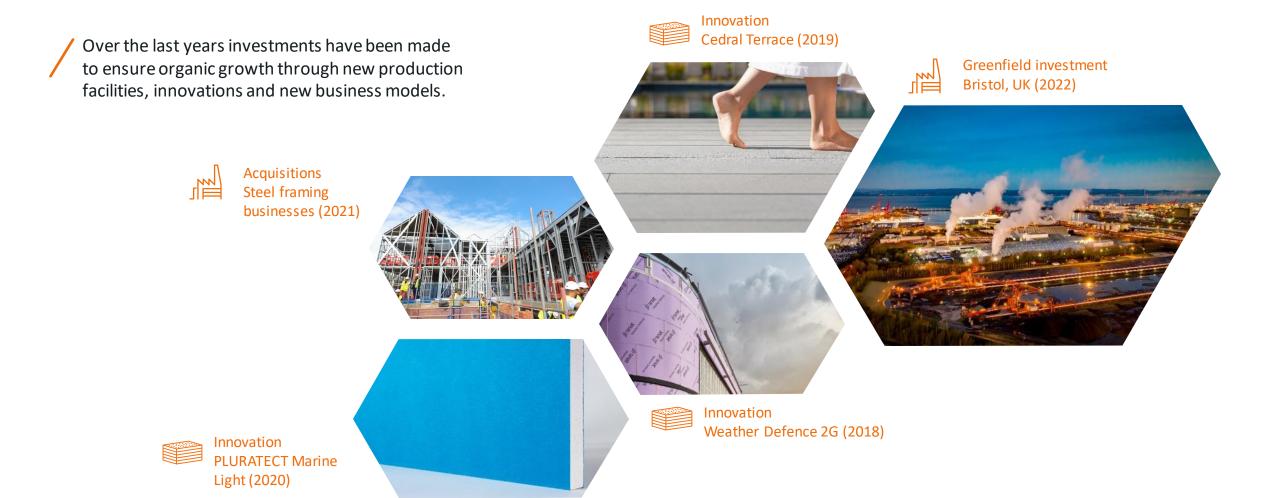


- Exiting clay and concrete tiles
- Acquiring plasterboard assets in Europe and Australia
- Establishing New Ways Division driving our offsite ambitions
- Expanding in passive fire protection
- Acquiring glass wool and XPS insulation assets in Europe



... and continued organic development

Major greenfield investments and innovations around the globe

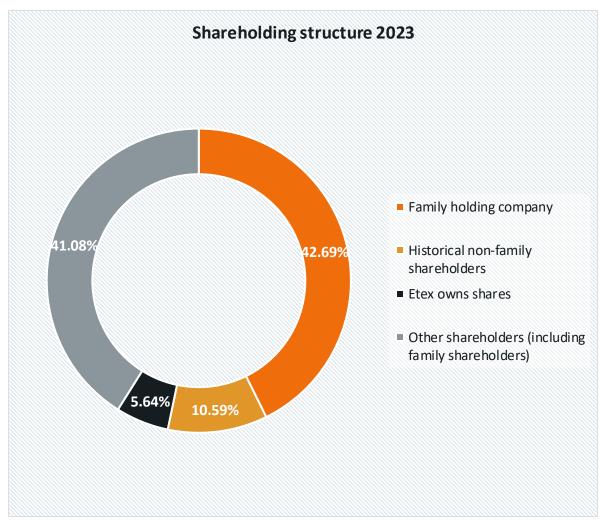


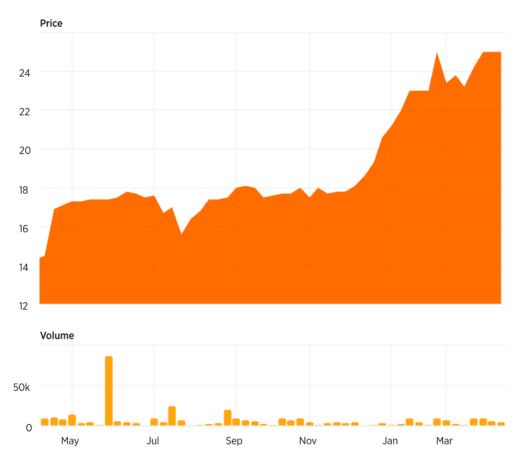


September 2023

A family-owned company also traded on the Euronext Expert Market in Brussels*

Family shareholders with an industrial long-term view





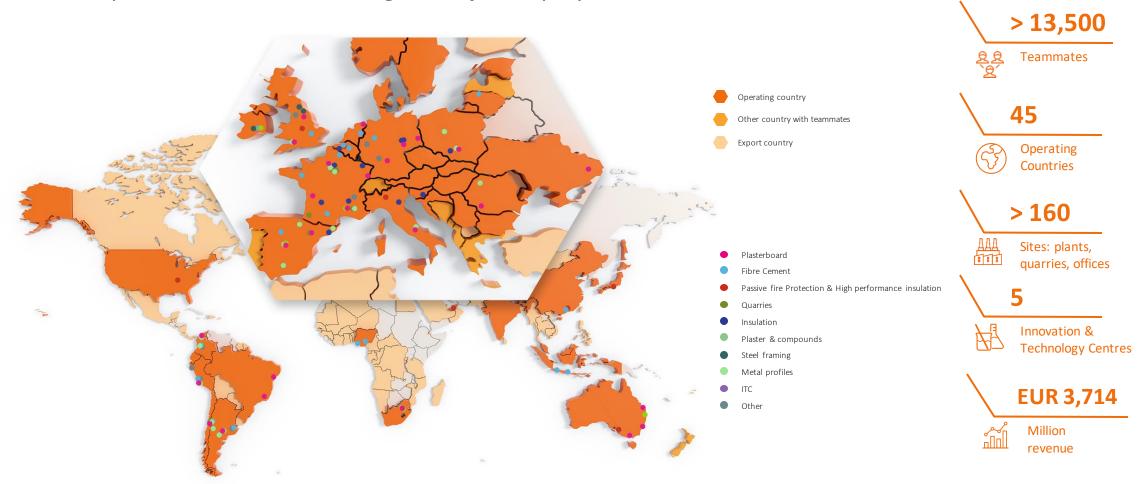
https://live.euronext.com/fr/product/equities/BE0941244536-VPXB

*The Euronext Expert Market is an unique secondary market for non-listed securities.



An international industrial company

Selective presence • Local anchorage • Major employer





September 2023

Market intimacy as the cornerstone of our structure

5 global divisions – each targeting a well-defined business segment



Drywall systems, plasters and compounds, fibre cement, passive fire protection and associated products



Architectural, residential and agricultural fibre cement materials



High performance insulation and fire protection solutions for industrial players



Glass mineral wool and extruded polystyrene (XPS) for thermal and acoustic insulation



 Specialised in offsite building technologies in steel framing

An integrated Innovation organisation

More than 75% of R&D projects have a positive sustainability impact

More
than EUR
25 million
are invested
in innovation
annually

A portfolio
of more
than 1000
patents

150 R&D
teammates
coll aborating
globally

Customer
centricity as a
constant focus

4 R&D competence poles









With a unique portfolio of technologies



Lightweight construction



Roofing, decking and façades



Building boards and systems



Compounds and sprays



Insulation & passive fire protection



Coating, adhesive and intumescent



A secure supply of various raw materials

Raw materials represent 36% of Etex total spend, mix of own quarries and purchased resources



ⁱThe 2022 raw material spend data does not include URSA figures.



A well-defined governance structure

Board of Directors optimise performance while managing risks



Family shareholders' representatives





From left to right and top to bottom

- Thierry Vanlancker, Director
- Argali Capital BV, represented by its permanent representative Pascal Emsens, Director
- CT Impact BV, represented by its permanent representative Caroline Thijssen, Director
- Christian Simonard, Director
- Guvo BV, represented by its permanent representative **Guillaume Voortman**, Director

CEO and independent members



From left to right and top to bottom

- JOVB BV, represented by its permanent representative **Johan Van Biesbroeck**, Chairman
- Bernard Delvaux, CEO
- Teodoro Scalmani, Director
- Ines Kolmsee, Director
- Bernadette Spinoy, Director
- MucH BV, represented by its permanent representative Muriel De Lathouwer, Director
- ViaBylity BV, represented by its permanent representative Hans Van Bylen, Director



Our management

Get to know our Executive Committee members



Bernard Delvaux CEO and responsible for Communications and CSR

Joined Etex in 2021



Mel de Vogue Chief Financial Officer

Joined Etex in 2015



Louise Cail Chief Human Resources Officer

Joined Etex in 2018



Carla Sinanian
Chief Strategy Officer

Joined Etex in 2017



Michael Fenion Head of Division Exteriors and Product Platform

Joined Etex in 1998



Patrick Balemans
Head of Division
New Ways and
Product Platform

Joined Etex in 2005



Christophe David
Chief Manufacturing
Officer

Joined Etex in 2000



Virginie Lietaer Chief Legal Officer

Joined Etex in 2020



Efrén del Pino Head of Division Insulation

Joined Etex in 2022





Didier Staquet
Chief Performance
Officer and
responsible for IT

Joined Etex in 2012



Jochen Friedrichs Head of Division Building Performance

Joined Etex in 2022



Tanguy
Vanderborght
Head of Division
Industry and Product
Platform

Joined Etex in 1997

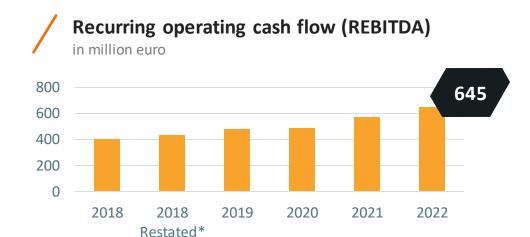


Translating the trust we receive into profitable growth

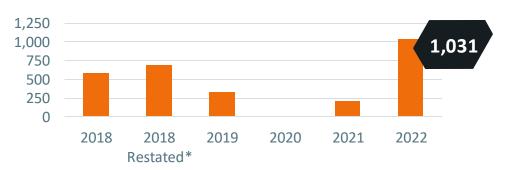
Key figures (last 5 years)











*2018 Restated: These values are restated for IFRS 16 (lease) impacts consistently with 2019 with respect to lease debt, leased assets and depreciation of lease assets.



2022 results in detail

Consolidated income statement

in thousands of EUR	2021	2022
Revenue	2,971,939	3,713,897
Cost of sales	-2,021,232	-2,635,027
Gross profit	950,706	1,078,871
Distribution expenses	-337,653	-405,749
Administrative and general expenses	-197,055	-227,593
Other operating charges & income	-18,490	-14,307
Operating income before non-recurring items	397,509	431,222
Gain / (losses) on disposal of assets and businesses	10,112	8,804
Other non-recurring items	-93,053	-79,032
Operating income (EBIT)	314,565	360,990
Interest income	2,961	11,406
Interest expenses	-14,419	-33,863
Other financial income	14,284	27,930
Other financial expense	-18,346	-42,042
Share of profit from companies held for sale	-	6,635
Share of profit in equity accounted investees	-7,024	-1,682
Non-recurring items specific to equity accounted investees	-3,985	-8,565
Profit before income tax	288,036	320,809
Income tax expense	-89,618	-102,406
Profit for the year	198,418	218,403



2022 results in detail

Consolidated statement of cash flow

In thousands of EUR	Notes	2021	2022
Operating income (EBIT)		314,565	360,990
Depreciation, amortization and impairment losses - owned		180,235	200,766
Depreciation, amortization and impairment losses - leased assets		27,208	29,796
Losses (gains) on sale of intangible assets and property, plant and equipment		-11,574	7,219
Losses (gains) on sale of businesses		5,722	1,369
Income tax paid		-93,574	-97,810
Changes in working capital, provisions and employee benefits		-65,576	-89,242
Changes in other non currents assets/liabilities		-81	-3,195
Cash flow from operating activities		356,925	409,893
Proceeds from sale of intangible assets and property, plant and equipment		22,717	13,188
Acquisition of business		-297,891	-675,894
Cash and cash equivalent scope-in impact of acquired business		27,778	70,481
Disposal of business		10,875	196
Cash and cash equivalent scope-out impact of divested business		-153	-256
Capital expenditure - owned		-136,898	-286,302
Other investing activities	(a)	-3,822	-4,814
Cash flow from investing activities		-377,394	-883,401
Capital increase / (decrease)		765	530
Proceeds of borrowings		32,882	864,391
Repayment of borrowings		-150,398	-317,736
Interest and dividend received		3,305	8,587
Dividend paid		-63,923	-69,983
Interest paid		-8,990	-24,836
Cash flow from financing activities		-186,359	460,953
Net increase (decrease) in cash and cash equivalents		-206,828	<u>-12,555</u>
		200 010	201.110
Cash and cash equivalents at the beginning of the year		390,010	201,110
Translation differences		17,929	12,744
Net increase (decrease) in cash and cash equivalents		-206,828	-12,555
Net cash and cash equivalents at the end of the year		201,110	201,300
Cash and cash equivalents		202,500	206,038
Bank overdrafts		-1,390	-4,738

(a) 'Other investing activities' mainly include the effect of capital increases (2022 and 2021) in 'investments in equity accounted entities' (note 13)



2022 results in detail

Consolidated statement of financial position

in thousands of EUR	2021	2022
Non-current assets	2,216,630	3,278,181
Property, plant and equipment	1,588,051	1,929,127
Property, plant and equipment - owned	1,431,355	1,781,514
Property, plant and equipment - leased	<i>156,696</i>	147,613
Goodwill	198,228	662,632
Other intangible assets	270,535	411,263
Investment properties	10,526	12,234
Assets held for sale	6,509	5,213
Investments in equity accounted investees	11,105	6,140
Other non-current assets	5,111	114,268
Deferred tax assets	112,025	98,403
Employee benefits assets	14,540	38,901
Current assets	1,009,032	1,334,601
Inventories	425,219	514,031
Trade and other receivables	339,995	430,953
Other current assets	41,318	81,452
Assets held for sale	-	102,127
Cash and cash equivalents	202,500	206,038
TOTAL ASSETS	3,225,662	4,612,782

in thousands of EUR	2021	2022
Total equity	1,414,102	1,807,110
Issued share capital	<i>2,53</i> 3	2,533
Share premium	<i>743</i>	743
Reserves and retained earnings	1,382,275	1,768,502
Attributable to the equity shareholders of Etex	1,385,551	1,771,778
Non-controlling interests	28,551	35,332
Non-current liabilities	827,320	1,573,979
Provisions	118,308	120,052
Employee benefits liabilities	356,343	159,858
Loans and borrowings	256,851	1,072,297
of which leasing	<i>136,40</i> 3	124,900
Deferred tax liabilities	83,701	208,680
Other non-current liabilities	12,117	13,092
Current liabilities	984,240	1,231,693
Provisions	43,508	39,337
Current portion of loans and borrowings	200,762	246,617
of which leasing	22,702	26,525
Trade and other liabilities	739,970	936,845
Liabilities held for sale	<u>-</u>	8,894
TOTAL EQUITY AND LIABILITIES	3,225,662	4,612,782





Global trends in the construction industry





Our answer to meet the challenges of our changing world

Effective lightweight solutions



Lightweight is a construction method defined by:

- A set of solutions and materials;
- A set of production techniques;
- A set of building techniques;
- A mindset.

It is faster and more cost-efficient.



Our Solutions

- Building boards (FC / Plasterboard)
- Cladding
- Facade
- Roofing
- Terrace
- Passive fire protection
- Insulation
- Steel frame panelised solutions

Method of Construction

Dry Construction



Markets & partners

Safe, sustainable, smart and beautiful living spaces





- Multi-residential
- Industrial
- Hotels
- Offices
- Sports and leisure
- Healthcare
- Education
- Tunnels

Partners

From highly-specified projects...

- Architects
- Technical specifiers
- Main contractors

... to general sales

- Installers
- Builders
- Distributors



Markets

- Mid to large-sized buildings
- New build
- Residential houses
- Renovation
- Agricultural buildings

Partners

- Design architects
- Installers
- Homeowners
- Farmers



Markets

- Energy
- Oil and gas
- Heavyindustry
- Fire-rated assemblies & appliances
- Transportation

Partners

- Installers
- Contractors
- Engineering offices
- Plant owners
- OEM



Markets

- Multi-residential
- Residential housing
- Hotels
- Offices
- Sports and leisure
- Healthcare
- Education

Partners

From highly-specified projects...

- Architects
- Technical specifiers
- Main contractors

... to general sales

- Installers
- Builders
- Distributors



Markets

- Multi-residential
- Residential housing
- Healthcare
- Education

Partners

- Real estate and construction companies
- Direct customers
- OEMs
- Public authorities



























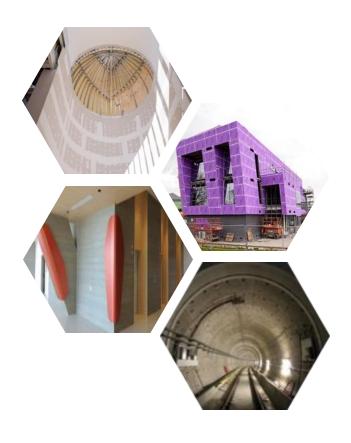


Our main brands

Across divisions



Dry construction for internal and external applications



Products and applications

- Plasterboards and associated products for internal and external applications
- Passive fire protection systems
- Fibre cement boards for internal and external applications

/ Who we are

- Top 3 plasterboards player in Europe, Australia and Nigeria, market leader in Latin America
- Selected presence for fibre cement boards in Europe, Indonesia and China with leading positions in Latin America and Nigeria
- The worldwide reference supplier for passive fire protection solutions
- / Main brands
 - **DURLOCK**
- **Gyplac**
- **Kals**
- **PLVDUR**°
- **Promat**
- **★SINIat**
- **Superboard**

/ Main competitors

















Parco Bellaria







50 apartments & 5 terraced houses: Aquaboard (exteriors), Solidtex (interiors) intervention plan 8.345 m², green areas and 41.000 m² services



Tuluá Transportation Terminal



Where

Tuluá, Colombia



When

2020



Material

Partitions: 6.350 m2

Plasterboard Gyplac ½ in

offices. Façade: 4.000

m2 fibre cement

Superboard Nogal 3.05m





HAUT



Where

Amsterdam, The Netherlands



When

2020



Material

10,000 m2 PROMATECT-100, PROMASEAL-AG and PROMASEAL-A





Provider of innovative, durable, high performance and beautiful fibre cement exterior materials for architectural, residential and agricultural projects.

Customer focussed fibre cement product and materials



Products and applications

- Architectural fibre cement facade materials
- Fibre cement corrugated sheets in agricultural roofs
- Residential fibre cement materials for facades, roofs and terraces
- Fibre cement corrugated sheets for low income residential

/ Who we are

- Global leader in architectural fibre cement facade materials
- Market leader in Europe in residential fibre cement materials and in selected markets outside Europe
- Global leader in agricultural roofs
- / Main brands
 - CEDRAL EQUITO
- **E**QUITONE **Eternit**
- / Main competitors

























Renovation & extension of the Museum of art Hong Kong



Where Hong Kong



When **2020**



Material **EQUITONE** [tectiva]





Veterinarian Office









Boxes and laying hen run



Where **Nordhorn, Germany**



When **2020**



Material **Eternit Profile 6 in dark grey**





Industry

Passive fire protection and thermal and acoustic insulation for industrial markets



/ Products and applications

- Calcium silicates
- Microporous materials
- Cementitious sprays
- Intumescent materials
- Engineering services

/ Who we are

- We develop and manufacture thermal insulation and fire proofing products and solutions
- Based on Calcium silicate, microporous materials, aerogel and spray technology for industrial customers
- For renewable energy, oil and gas, heavy industry, marine, railway and aerospace

/ Main brands







/ Main competitors









CALSITHERM





Industry

Bombardier transportation



Where

France



When

2015



Material

Promat battery case made of high-performance insulation

Watch the video





Industry

PROMALIGHT 1000R



Where

Mars



When

2021



Material

Thin and lightweight Withstands temperatures of up to 1,000 °C Extremely low thermal conductivity Non-combustible

Custom-made machined parts

Traceable materials

Environment-friendly, free of organic binders





Thermal and acoustic insulation products for energy efficiency in buildings



Products and applications

- Glass mineral wool products in rolls / panels / blow-in wool for internal and external building applications
- Extruded polystyrene products (XPS) in rigid panels for building applications that need high resistance to compression and water
- HVAC ducts made of glass mineral wool with excellent reaction to fire values and helps to improve air quality in buildings

/ Who we are

- Top 3 glass mineral wool provider in Europe. Depending on the market, #1 to #3
- Number 2 XPS manufacturer in Europe
- Only company in Europe that offers from own production glass mineral wool and XPS

/ Main brands





/ Main competitors

GMW









XPS

















The Silk District







External walls: 25 000 m2
Key products installed:
URSA TERRA Cavity Batt 32 & Walltec
32 – 12,000m2
URSA TERRA Acoustic Roll - 13,000m2



Castell D'Or Winery



Where

Tarragona, Spain



When

2019



Material

Ventilated Façade: 1 000 m2 Product: URSA TERRA Vento





New residential of 60 mobile houses



Where

Turracher Hoehe, Austria



When

2015



Material

Development of new residential neighbourhood of 60 houses, which can be installed and removed without major interventions into nature.

URSA Glasswool and URSA XPS





New Ways

Dry construction for internal and external applications



- / Products and applications
 - Infill and Oversail Steel Frame Systems (SFS): external envelope systems supplied in kit form for site assembly
 - Non load-bearing preboarded panels
 - Load bearing structures based on steel framing: can be pre-boarded and / or insulated offsite
- Who we are
 - Specialised in offsite building technologies in steel framing.
- / Main brands
 - o remagin



/ Main competitors

Uk







Scotframe





New Ways

McCarthy Stone – 51 high quality retirement living apartments



Where

Broadstairs, United Kingdom



When

2022



Material

17-week programme to deliver a total 3,827 linear metres of Sigmat internal and external panels, 1 lift shaft and 8 sets of stairs, across 5 floors.

Total floor area = 7,972m²





New Ways

University of Birmingham

Where Birmingham, United Kingdom

When 2022



13-block student accommodation, completed 10 weeks early (26 weeks) Load-bearing LGSF
4,737 linear metres of panels
184 flights of stairs with balustrades fitted

Total floor area = 11,932 m²







OUR PURPOSE

Inspiring ways of living

We want to inspire people around the world to build living spaces that are ever more safe, sustainable, smart and beautiful.

OUR HOW

Collaborative, customer-focused

We work as one, fostering a collaborative and caring culture, a pioneering spirit and a passion to always do better for our customers.

OUR WHAT

Ever more effective lightweight solutions

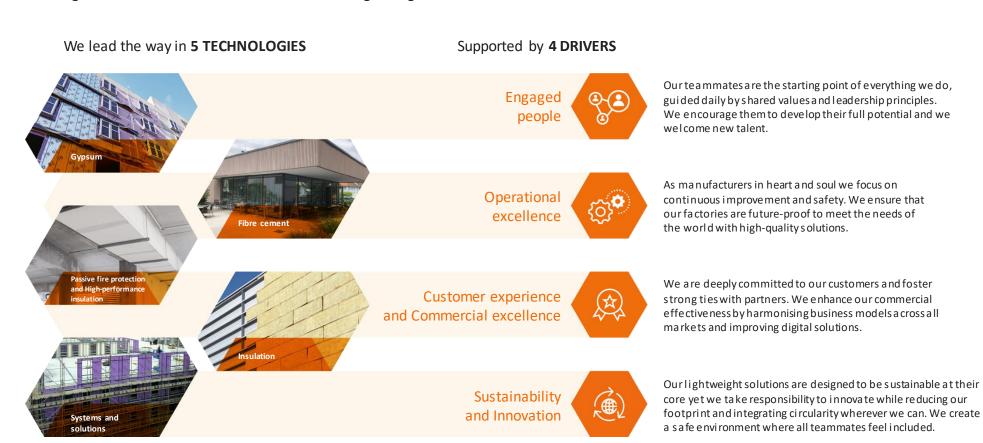
Building on our experience and global market needs, we strive to improve our customers quality of living with ever more effective lightweight solutions.



Our strategic framework

Performing together to inspire the world

At the forefront of innovation and sustainability, we as engaged teammates commit to always doing better in our factories and delight our customers with ever more effective lightweight solutions.



Our shared values make us true Etex teammates

Supported by leadership principles to guide us in this ever-changing world





September 2023

About asbestos

Key facts

Occurs in nature

Asbestos is a set of minerals that occur naturally as bundles of fibres that can be separated into threads



Used in various industrial applications

Construction and building



Insulation

Plastics

industry

Ship Automotive building industry





Textile



Powerplants industry



Home

appliances

Food industry





Railroad ve hi cles



Inhaling can cause cancer



The human body can get rid of the larger fibres that are inhaled, but microscopic fibres can pass into the lungs and cause cancer.

Around 1,100,000 metric tonnes of asbestos continue to be extracted every year

Use and importation ban in

67 countries out of 195



Committed to carefully manage our asbestos past

Global approach

From preventive actions to complete ban



- Use of dust extraction equipment
- Introduction of personal protective equipment, e.g. masks
- Conversion from dry to wet production processes
- Research into alternative fibres
- · Blue and brown asbestos banned
- Switch to automated production processes



Asbestos is entirely banned from manufacturing processes in Etex's companies

Our policy







Compensate victims

Prevent exposure

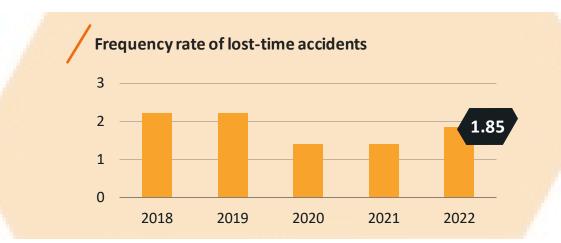
Support research

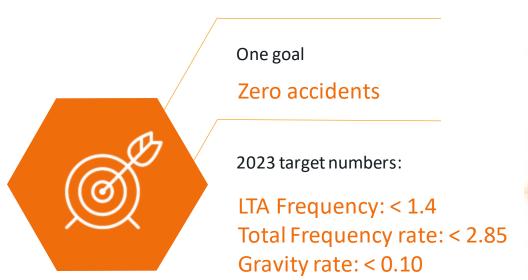
EUR 10 million

Support given to the Foundation against Cancer between 2012 to 2024

Keeping all teammates safe and sound

How safety remains key





3-pronged strategy



Safe equipment

Make sure machines are safe to operate



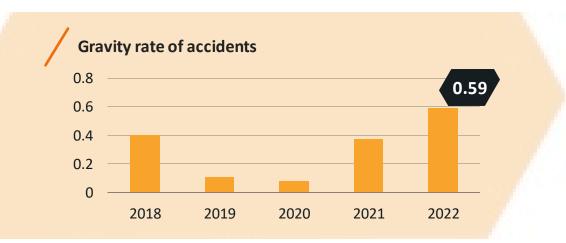
Safe procedures

Implement global guidelines and standards



Safe behaviour

Boost safety awareness and individual responsibility





Safety results have improved pointedly over the last decade

Leading to lagging indicators and increasing number of companies without accidents.

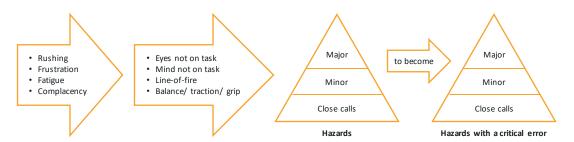
Safety leading activities with safety observations and conversations, near miss reporting and safety engagement actions complemented with a focus on:



SafeStart Programme in place worldwide focussing on safety behaviours.



States cause errors which cause less risk to become more risk.



The Etex EHS app: unlocking global EHS leadership

An EHS reporting tool accessible to all teammates to track performance on all EHS indicators.



September 07, 2022

Features:

- report progress on leading and lagging safety indicators,
- share safety alerts and
- exchange learnings from incidents and 'near misses' to colleagues around the world through structured incident analyses.





What does sustainability mean to Etex?

Our ambition is to help transforming the industry by...









...continuously trying to build safer and healthier workplaces

...being socially inclusive by providing equal opportunities for all, and becoming an employer of choice

...caring about our environmental impact with circular business models

...advancing in climate change mitigation and adaptation in line with the world's urgent needs

Addressing several key challenges faced by the construction sector

Construction needs to become more sustainable



of the global GHG emissions are linked to the construction value chain



of materials used end up in landfills or lowvalue applications at end-of-life

Lightweight construction offers effective solutions to these challenges

~7x

better insulation than traditional materials (such as brick), increasing energy-efficiency and reducing operational emissions

Housing challenges – price, shortages, quality, safety – need to be addressed

30%

increase in the housing price index between 2012 and 2022

55%

of the EU housing stock need to be retrofitted to improve currently substandard insulation

15%

of the EU population live in substandard housing

2-6x

fire risk as temperatures rise due to climate change



faster cycle time to build, enabling more buildings to be put on the market faster



Improves fire safety with non-combustible materials



Is more recyclable (e.g., gypsum is infinitely recyclable)

~15-

45%

less emissionintensive to produce



More flexible and adaptable, increasing the usable life of existing buildings



Sustainable features around our main commercial brands and products

Product	Plasterboard	Fibre cement	Glass mineral wool and XPS	Passive Fire Protection and High-performance insulation
Commercial brands	DURLOCK	C≡DRAL ■EQUITONE Eternit Kalsi \$ Superboard	URSa	Promat
Loweremissions	•	•	•	
A Design flexibility	•	•		
Acoustic insulation	•	•	•	•
Thermal insulation	•	•	•	•
Fire resistance	•	•		•
△ Moisture resistance	•	•		•
(H) Impact resistance	•	•		
Present in our System and Solutions				



Our journey since 2020

Member of the world's largest corporate sustainability initiative



Etex's commitment in the UN Global Compact

Etex commits to report to the ten postulated principles of the UN Global Compact on Human Rights, Labour, Environment, and Anti-Corruption which are aligned to our company's strategy, business behaviour and they also respond to our company's Code of Conduct.

Sustainable Development Goals

As the first part of the CSR roadmap, 450 Etex leaders collaborated to select the top ten most relevant SDGs for Etex in the context of our activities and impacts on people and planet.

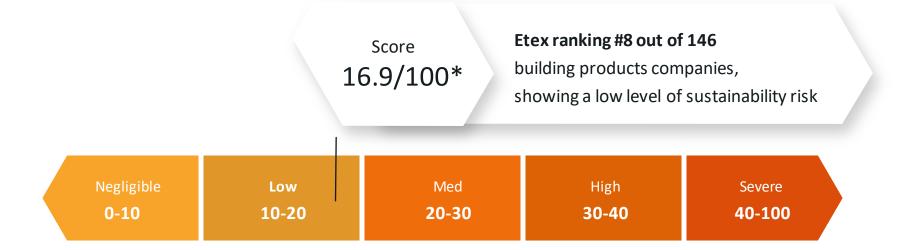


- 3 Good health and wellbeing
- 4 Quality education
- 5 Gender equality
- 6 Clean water and sanitation
- 7 Affordable and clean energy
- 8 Decent work and economic growth
- 9 Industry, innovation and infrastructure
- 11 Sustainable cities and communities
- 12 Responsible consumption and production
- 13 Climate action



Our journey since 2020

Sustainalytics® rating 2022 – ESG index (risk score)







^{*} Environmental, Social, Governance parameters: Corporate governance, Product governance, E&S Product and services, Emissions, effluents and waste, Business Ethics, Resource use, Carbon-Own operations. Source: Sustainalytics, ESG.



Etex among the top 25% of companies assessed by EcoVadis





Our priority areas and targets







OUR DAILY GOALS



Health, safety and well-being

- 0 fatalities
- 0 harm
- 0 burnouts









GOALS FOR 2025



Customer engagement

Build a sustainable roadmap per product















Diversity, equity and inclusion

- Cover all teammates by diversity, equity and inclusion policies, procedures and practices
- Train all teammates on diversity, equity and inclusion
- Close the gender pay gap







GOALS FOR 2030



Decarbonisation

Reduce greenhouse gas emissions (CO_{2e} intensity of scopes 1 and 2) by 35%1











Circularity

- Use more than 20% of circular input as raw material1
- Zero waste to landfill
- Use 100% recycled packaging material and reduce plastic packaging with 20%1
- Offer a take back service of our product portfolio in 80% of our European countries
- Dedicate 50% of our innovation resources to sustainability

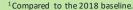












Corporate movie

Get to know more about us





Our publications

Discover more about us



2022 Annual Report

Amidst major geopolitical and economic disruptions, Etex delivered in 2022 and recorded a strong financial performance again. We are pleased to present the full story of Etex in 2022.

Take a look at our Annual Report >



Thank you

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